

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

\$1 Per Year.

VOL. 10.

GRAND RAPIDS, AUGUST 9, 1893.

NO. 516

TURNING AGAIN.

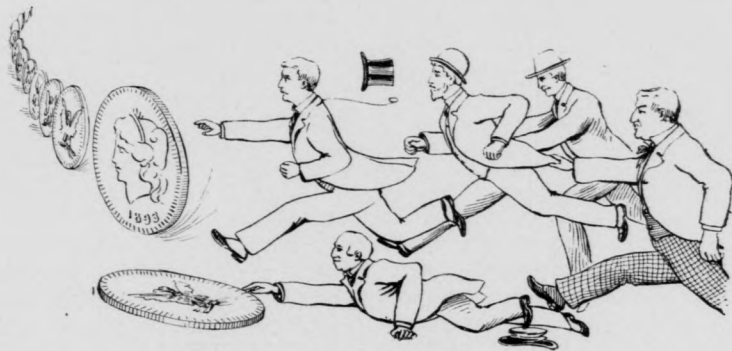
EVERY WHEEL IN OUR FACTORY.

After an enforced idleness of two weeks, that we might put in a new Boiler and reset Engines, our full force of workmen are again turning out tons of pure fresh confectionery.

LET US
HAVE YOUR ORDERS
FOR
FALL TRADE

As early as possible to avoid delay.

THE PUTNAM CANDY CO.



THESE men are pursuing the favorite occupation of the age—chasing the dollars

If they were to abandon old-fashioned ideas and discard antiquated business methods and adopt the coupon book system, they would exhibit less anxiety and the dollars would come their way, at least, a portion of the time.

Were they to change front in this manner, they would be inclined to communicate with the originators and largest manufacturers of Coupon Books, The Tradesman Company, Grand Rapids Mich

TELFER SPICE COMPANY,

MANUFACTURERS OF

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

1 and 3 Pearl Street,

GRAND RAPIDS

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.

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

MICHAEL KOLB & SON,

WHOLESALE CLOTHING MANUFACTURERS,

ROCHESTER, N. Y.,

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

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

WILLIAM CONNOR,

Box 346, Marshall, Mich.

Please note that I shall be at SWEET'S HOTEL, GRAND RAPIDS, MICH. on AUGUST 9, 10 and 11, the week of the races. Customers' expenses allowed.

STANDARD OIL CO.,

GRAND RAPIDS, MICHIGAN.

DEALERS IN

Illuminating and Lubricating

-OILS-

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave

BULK WORKS AT

GRAND RAPIDS,
BIG RAPIDS,
ALLEGAN.

MUSKEGON,
GRAND HAVEN,
HOWARD CITY,

MANISTEE,
PETOSKEY,

CADILLAC,
LUDINGTON.

HIGHEST PRICE PAID FOR

EMPTY CARBON & GASOLINE BARRELS

STOP AND CONSIDER

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

PLAYING CARDS FREE!

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

FERMENTUM

THE ONLY RELIABLE

COMPRESSED YEAST

SOLD BY ALL FIRST-CLASS GROCERS.

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

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

THE RIVERDALE DISTILLERY,

THE OLDEST MANUFACTURERS IN THE WEST.

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

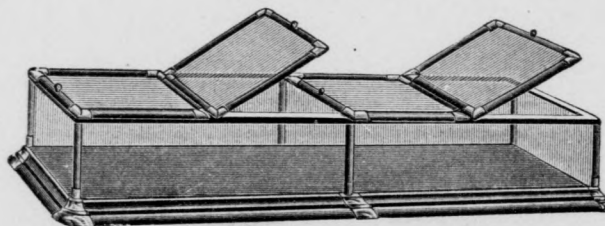
FLOOR OIL CLOTH AND RUGS.

We have received two car loads of Floor Oil Cloth in all widths and qualities, from 4-4 to 8-4. Also new patterns in Rugs, all sizes. Prices and quality guaranteed.

P. Steketee & Sons.

HEYMAN COMPANY,

Manufacturers of Show Cases of Every Description.



FIRST-CLASS WORK ONLY.

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

WRITE FOR PRICES.



Why Not Use the Best?

OUR

"Sunlight"

FANCY PATENT FLOUR

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.

The Walsh-DeRoo Milling Co.,

HOLLAND, MICH.

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 MILD USE

LEMON & WHEELER COMPANY,

IMPORTERS AND

Wholesale Grocers

Grand Rapids.

MICHIGAN TRADESMAN.

VOL. X.

GRAND RAPIDS, WEDNESDAY, AUGUST 9, 1893.

NO. 516

The Bradstreet Mercantile Agency.

The Bradstreet Company, Props.

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

CHARLES F. CLARK, Pres.

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

Grand Rapids Office, Room 4, 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.



We are Fishing

FOR YOUR TRADE.

BLANK BOOKS Made to Order
AND KEPT IN STOCK



Send for Samples of our new Manual of Receipts, Telegrams and Tracers.

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

ESTABLISHED 1841.

THE MERCANTILE AGENCY

R. G. Dun & Co.

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

ARE THE TIMES HARD?

THEN MAKE THEM EASY
BY ADOPTING THE COUPON BOOK SYSTEM FURNISHED BY THE

TRADESMAN COMPANY,
GRAND RAPIDS.

IMPRISONED IN A CAVE.

A Man's Strange Adventure with a Fish.

Everybody called him "Jeff," although his real name was Jefferson Walton. He was the oldest man in camp and had been through hundreds of strange experiences. What he hadn't seen of Arizona wasn't worth seeing, and the stories he could tell would keep a printing press busy the year round turning them out in book form.

But it was hard to make Jeff talk, and the crowd had to watch their opportunity to bring up some subject that would hold his interest until he had told all about it.

One night he had made up his mind to go to bed early, and one of the boys, watching him undress, saw that some of the toes of his right foot were missing. He felt sure there was a story in those missing toes, so he said: "How did you lose those toes, Jeff?"

Jeff was silent for a long time, but nobody paid any attention to that, as Jeff was always that way when making up his mind to relate some of his experiences. Some of the boys used to say that he was making up the yarn, but it was always noticed that those were always the best listeners.

On this occasion, however, Jeff thought a little longer than usual, and when he spoke at last it was to tell the crowd that he would relate the yarn some other time.

But this only made everybody more anxious for the story, and with the amount of encouragement he got there was no backing out.

"Well, boys," he began, "you have most of you seen these big pools up in the canyon?"

"Yes, yes," all cried at once; "but go on with your story."

"I can't go on with this story until I explain things to you, or you won't understand it," said Jeff, firmly, and there was comparative silence. "As I was saying, you have all seen the pools—always full of water in the driest season, and no water coming in from any place. You have most of you seen big fish in some of the pools; but did any of you ever think how they got there?"

Everybody had to acknowledge their lack of thought on the subject, and Jeff continued:

"You all know, too, that whenever a freshet comes down it just cleans those pools out and rolls great big boulders through them that would grind all the fish in the country into mincemeat if they were there. But if you go to one of those pools an hour after the freshet has gone down you will see fish swimming around just as if nothing had happened. Now, I want to ask if any of you know how the thing happens and where the fish come from?"

Of course, nobody knew anything about it and remained quiet, so Jeff went on: "You don't know? Well, I do, and I will tell you at the same time that the biggest fish you ever saw in those pools ain't a patch to what I have seen."

This was considered interesting, and there was not a voice heard for fear something would be said to make Jeff change his mind about telling all he knew of the big fish.

He was silent again for a long time, but, after he had put a fresh load in his pipe and blew such clouds of smoke around his face that it could not be seen, he went on:

"You remember, boys, when I was prospecting in Bear Canyon, up in the Calabasas? Well, that's the time I lost my toes; but those toes were the price of my life. If those toes hadn't given way I would have fed one of the biggest fish I ever saw, and nobody would have known anything about it.

"It happened one morning early before I had any breakfast. Just after I got up I made a fire and then went down to one of these pools that I have just spoken of to take a bath. I had bathed in the same place plenty of times and knew there was plenty of water there, so had no fear about diving. I took a couple of plunges, and then it struck me to dive down as deep as I could.

"You fellows all know I am a good swimmer, and always have been; so it was easy for me to go down pretty deep. But somehow I didn't strike the bottom, so I tried again and swam down as hard as I could. It wasn't any use, and when my breath was about gone I let myself come to the top.

"But I was surprised and frightened when I got there, I can tell you. I felt my head splash through the surface, but when I looked around everything was black. It was a most peculiar feeling, and I will remember it as long as I live. I didn't know what to make of it, and thought at first that some terrible storm must have suddenly come up and shut out the sun. Then I wondered if I had not beaten my brains out on the bottom and that it was really my spirit that was floating on the dark and cold waters. A thousand such thoughts ran through my head before I struck the right thing, and that was that when I dove I must have gone through a hole in the bottom of the pool and come up on the other side, which was in a large cave.

"As soon as this idea came into my head I knew I must be right, and began to think of a way to get out again. It may strike you that this would be easy enough, but I found out different. It was so dark I couldn't see my hand before my face, and there was no telling which way I had turned around. I dove down once or twice, but couldn't find anything. Then I commenced to swim for a place where I could crawl out and rest. But I must have swam away from the place where I came in, because I was about tired out before my hands struck anything solid, and then it was only a smooth wall of rock that I couldn't get a hold on. I worked myself along the sides, but it was a long time before I found a place where I could get out, and I had just strength enough left to pull myself to a dry place.

"It was not until I got there that I be-

gan to realize the horror of my position. The more I looked at it the more hopeless it seemed. Things were pitch dark and I had not the least idea of where I came in, and even if I had it was hardly possible I could get out the same way. There seemed nothing to do but die, and I made up my mind not to drink any water, so as to hasten the end. But in less than an hour I was down at the edge of the rock drinking all I could hold.

"Fortunately the cave was warm—so warm that the lack of clothes was no discomfort to me. I lay down on a rock that was covered with a fine, soft sand, and began to think of the strange end to which I was coming, and also what my friends would think when they found my empty cabin. Of course, they would think I had been killed by the Indians; or, if they came soon enough, they would find my clothes and think I had gone in swimming and been drowned. Then they would drag for my body, and in the end give up and wonder what had become of me.

"It may be that I slept, because I had no idea what time it was; but when I opened my eyes I was conscious of a little light, and looking up saw a faint gleam coming through a fissure in the roof of my prison.

"But that faint gleam was a ray of hope, and no sunrise ever looked as bright as that small, pale ray. In a little while the light grew stronger and I was able to see things around me. Before the light commenced to fade again it got very bright and I saw that I was in an enormous cavern and wondered if there was a possibility of reaching that place in the roof and getting out that way.

"I then commenced to walk around, just to keep my hopes up, and was soon a long distance from where I was when the light first came. Soon a sound of running water caught my ear and I went in that direction, it all the time growing stronger. I thought that if there was a way for the water to get in there must be a way for me to get out.

"But when I found the waterfall, which was a large one, I was doomed to disappointment, for the water percolated through a gravel bed and fell into a pool below, when it again passed into the large pool below by the same process of percolation. The water in this pool was very cold, and when I went to get a drink something struck me in the face. I, of course, jumped, but at once came to the conclusion that it must have been a fish. An investigation proved the pool to be just alive with the finny tribe, and there was no way for them to get out. This was my chance, and, in spite of my resolution to die as soon as possible, I was soon in the pool, and succeeded very easily in catching several with my hands. I devoured them, as I was very hungry, and I will tell you that raw fish is pretty good eating.

"I was now supplied with food and water, and as the temperature of the cave was most pleasant and free from draft there was no possibility of my dy-

ing very soon. The thought of this did not comfort me very much, and I resolved not to eat or drink any more, but to let myself starve to death, and the sooner it comes the better, I thought. But whenever I got hungry I forgot my resolution and was soon making another meal of raw fish.

"I was in the cave for several weeks, and had it not been for a big fish wanting to eat me, I would very likely have been there yet, unless my stomach objected to the fish diet.

"The days and nights seemed awful long, as all but a couple of hours were darkness. How I passed the time I don't know, and it is strange that I did not kill myself, so terrible was the endless monotony. I used to lie on a bed of warm sand most of the time, and when I got hungry go to my fish pool and get a meal. I also used to swim a good deal, and would spend hours diving to the bottom in the hope that I would find the way out. I suppose I became very expert and got used to being without air for a long time.

"Several times during the hours of darkness I had heard splashes in the water of the large pool, but always thought it must be something dropping from the roof, and wondered if it would be my fate to be crushed by some of the falling rock. Then I wished it would, but somehow I managed to eat the fish and drink water, although I was getting very thin. But I kept my strength, or I would not be telling you this story now.

"One day, when the light came in through the crack, I was sitting on the edge of a rock, with my feet in the water. Suddenly I heard a movement in the water and saw a large body move over the surface. I looked again and saw the head of a large fish come above the water, and a moment later a fin and tail confirmed my suspicions. I watched the creature, which seemed to be playing, for it jumped over the surface in a sportive manner. It was a monster, shaped something like a carp, with the head of a pike, and was over five feet long, with white stripes around its body.

"I was considerably frightened at my discovery and resolved to be very careful about my swimming and diving, although all the time I was wishing I were dead. I never went into the water now except when the light came in, and then was careful to keep near shore.

"One day I had walked a considerable distance away from where I usually passed the time and just for something to do sat on the edge of the large pool and put my feet in the water. While sitting there I saw a ledge running along one of the side walls that I had never noticed before. There was plenty of light, so I started to walk along it just to see where it went to. It didn't go anywhere, but came to a sudden end, and I turned around to go back, but as the ledge was very narrow my foot slipped and I fell into the water.

"This did not bother me, and I started to swim ashore, as the ledge was so high that I could not crawl back. I had not made many strokes when a feeling of horror came over me, and I was startled by a terrible splash behind me. I looked back and there was one of the big fishes I had seen, coming for me as fast as he could. I quickened my strokes, but the monster was behind me in a moment and I gave myself up for lost, although

I commenced to kick as soon as it got near.

"The creature did not seem to have much control of its jaws, but it snapped them furiously very close to me. I kept it off for some minutes, but at last I felt a crunch of jaws in my right foot, and was dragged beneath the surface. I still kept kicking with the other foot and made the descent to the bottom as easily as I could in the hope that I could get hold of a stone with which to strike a blow that would make the creature release my toes so I could go to the top again.

"But when I got to the bottom I was surprised to see a belt of emerald colored light, and knew that there must be a hole to the outside.

"I had only been beneath the surface a few seconds when I saw this, and felt that I was good for awhile more. My kicking compelled the fish to keep his hold of my toes, and I dragged myself toward the hole and soon got hold of a rock near to the opening and pulled for the hole as hard as I could. In a few seconds more I had my head outside, and could look through the clear water until it seemed as if I could see the sky. I was kicking and pulling for what seemed ages, when, by an extra effort, I felt my foot slip from the creature's mouth, and I slipped through the hole into the clear water outside, and had to paddle to the top, as my breath was about gone.

"Oh, how beautiful the world looked, and how fresh the first gasp of air that I drew into my lungs. A few strokes took me ashore, and I looked around to see where I was, and the first glance told me it was not the same place as where I went in.

"It was some minutes before I was satisfied that I was about half a mile above where I went into the cave. I stood up and attempted to walk, and then was the first that I discovered that the fish had kept my toes; but as it got me out of the hole I did not mind that.

"The sun was so hot and the road so rough, as well as my being very lame, that I could not start back to my cabin until night.

"I found my clothes just as I had left them, except that bears had been examining them to see if a man was inside. In the house things were unchanged, and I soon had my foot in a sling. But it was a long time getting well, and none of you fellows came to see me. If you had you would have heard how I lost my toes a long time ago. WILL SPARKS.

Making Postage Stamps.

From the Washington Post.

Every part of postage stamp making is done by hand. The designs are engraved on steel, 200 stamps on a single plate. These plates are inked by two men, and then are printed by a girl and a man on a large hand press. They are dried as fast as printed, and then gummed with a starch paste made from potatoes. This paste is dried by placing the sheets in a steam fanning machine, and then the stamps are subjected to a pressure of 2,000 tons in a hydraulic press. Next the sheets are cut so that each one contains 100 stamps, after which the paper between the stamps is perforated, and after being pressed the sheets are filed away. If a single stamp is injured the whole sheet is burned.

It is hard for a woman to remember that economy is a virtue when she goes into a millinery shop.

When a preacher becomes a politician it gives the devil a chance to hitch his sled to the Lord's chariot.

Don't Take Chances



IT HAS NO EQUAL.

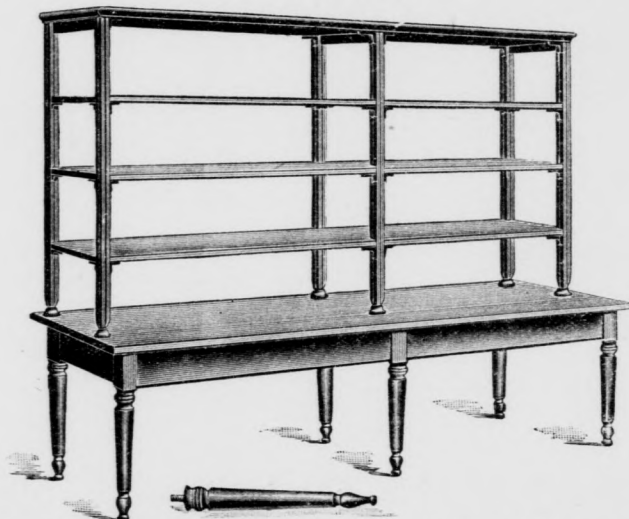
And risk your reputation by recommending some other brand as being equal in quality to the Old Reliable

"Gail Borden Eagle Brand"

Condensed Milk. Make no mistake. The "Eagle" Brand has no equal. It has been on the market for more than thirty years. You cannot afford to place in stock goods that lie on your shelves until spoiled, and that you are never safe in recommending. The New York Condensed Milk Co. is aiding the sale of the "Eagle" Brand by advertising it to consumers in your section. That will help you.

Chocolate Cooler Co.

MANUFACTURERS OF

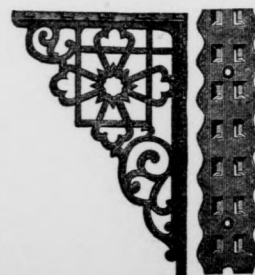


KNOCK DOWN TABLES AND SHELVING,

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.



BUSINESS ADVICE.

Offered by Many But Accepted by Few.

E. A. Owen in Shoe and Leather Gazette.

The world is full of precepts. Preachers are as common as practitioners are rare. It is much easier to give advice than to act upon the receipt of advice. Even writers for trade journals sometimes set themselves up as sages, and attempt to point out a sure and certain way to the delectable gardens of success for the benefit of others; and yet, simple as they make it appear, it is a way which they, themselves, have never succeeded in finding. A man may squander the best years of his life in evil doing; he may serve the devil until his strength gives out and he commences to descend on the shady side of life, yet, if he repent of his folly and set himself up as a guide in pointing out to young men the pathway of life which leads to honor, happiness and long life, he will command the attention of the world at large. In fact, the admonitions and warnings of such a man would be far more effective, and he would command a larger following, than would be the case of a man who had found the true pathway early in life, and who had never departed therefrom. Do not misunderstand me. The point I wish to make is not that the wanderer would be given extra credit for having failed to follow the true trail himself, but that his instructions to others would have greater weight, and would be more highly valued, than those of the man who did find, and who had followed, the true way.

In the business world, this rule is reversed. The way that leads to financial success is supposed to be known only to those who have reached the coveted goal. Hence the clumsiest maxims or the most bungling precepts are seized with avidity, if they are the utterances of men who have acquired fabulous wealth, and have a bearing on the secret of financial success. "A prophet hath no honor in his own country," and the scribe who would write up conditions necessary to business success, but who is unable to furnish the business world with a practical demonstration of the efficiency of his own rules and precepts in his own experience, must send his productions to places where he is unknown, if he would command the attention of business men.

There is a striking similarity between these two phases of human activity; yet the world in its judgment places an enhanced value upon one, while it casts the other aside as a thing utterly unworthy of notice. A man may blunder through life, failing to strike either the trail that leads to financial success, or the one that leads to moral success, yet he may be entirely competent to point out either way for the guidance of others. When he opens his mouth or takes up his pen as a moral guide, the world recognizes this fact; but when he assumes the role of financial pilot, the business world exclaims: "Away with him; he is not a financial success himself, and, therefore he is a fraud."

Indeed, I believe as a rule that the man who has honestly striven all through life to win financial success, but, owing to a pilotless ambition or some other cause, blunders have been committed, making success very difficult to obtain, or perhaps altogether impossible is, of all persons, the most competent to tender advice to new beginners. Such a man feels his position keenly. He has been outrun in the race by many who started in with him, and, spurred on by a feeling of bitter disappointment, he undertakes a minute analysis of the situation. He compares notes with successful rivals.

He thinks, compares, reflects, digests, and arrives at conclusions. He discovers his rival's strong point and is made painfully aware of his own weak points. He looks back over his life and sees now very clearly where he has made foolish mistakes. Surely such a man is competent to point out the dangers which beset the retailer's pathway, and give him proper instructions which will enable him to avoid them.

Prudence is an essential quality, as it means wisdom practically applied. A

prudent man knows how and when to act and he possesses the will power to give his knowledge practical effect. Providence, therefore, would appear to cover the whole ground, including every qualification necessary for successful business management, but to act wisely and promptly for the present, will result in present good only; and, therefore, is no guaranty of an ultimate financial success. To reach the goal and win the prize, one must not only act wisely and promptly, but he must continue in well doing. This means perseverance.

Of what avail the most brilliant dash if the advantage gained be not held? And yet among business men we find this a very common occurrence. This lack of stick-to-itiveness so prevalent among the retailers of this country, is what keeps so many struggling at the foot of the ladder. No wonder that so few reach the top. A man may start right, obstacles may be surmounted and difficulties overcome; progress, sure and certain, may be manifest, and indications may all point to future success, but the instant he loses his hold upon the rounds of that ladder, he drops to the ground where he will have to commence over again.

Looking at this simple illustration from a literal point of view, it would be difficult to conceive how any sane man could ever expect to reach the top of a ladder within a certain allotted time, by repeatedly climbing a few rounds and falling back to the ground. Such a performance would be looked upon as being simply idiotic, and yet the illustration, figuratively, represents the operations of business men to the very life.

Man's opportunities are few. His average years, all told, from the cradle to the grave, are less than thirty-five! One-half of these are dreamed away in the budding springtime of childhood, and then one-half of all that remain are used up in preparing for life's work! Is it any wonder that so few born into the world succeed in having their names inscribed on the roll of fame? But taking a more practical view of this law of averages, we find that the average age at which a man settles down to begin the real work of life is about 30, and that, at the end of another thirty, plus five, he is called upon to render an account of his earthly stewardship. It will thus be seen that the average man, who reaches the real starting-point in the race of life, has only about thirty-five years in which to build up some branch of business, and pursue it until he makes a financial success of it.

The years of a man's active life are too few in number to devote much time to experimenting. Life is too short to even catch a glimpse of everything, and the man who flits from one thing to another will end where he began. The price of ultimate success in any branch of business is perseverance, and that means not only time, but all the time that is allotted to man. It means a concentration of mind that cannot be easily diverted; it means an application so close that the smallest details are never neglected; it means work, early, late and all the time; and sometimes it means long-suffering patience.

My brother retailer, look not behind you. The ladder you are climbing is just as safe, and just as easy to climb as any other. It may be that you are making slow progress and feel very much discouraged; but remember this: You are nearer the top now than you would be were you to surrender your business for another. In losing your hold you would fall back to the ground. You would thus surrender the experience you have already gained, for the difficulties overcome in the shoe trade would be of little value to you in the grocery or hardware trade. And, finally, remember that the greatest dolt may reach the top by clinging to his ladder, while you, with all of your brilliant qualities, will die at the foot if you squander your life in flitting about, changing from one to another.

If grumbling could be exchanged for gold, how many of us would soon be rich.

The good time is here, but it gets no recognition because everyone is looking past for the good time coming.

MICHIGAN BARK AND LUMBER CO.



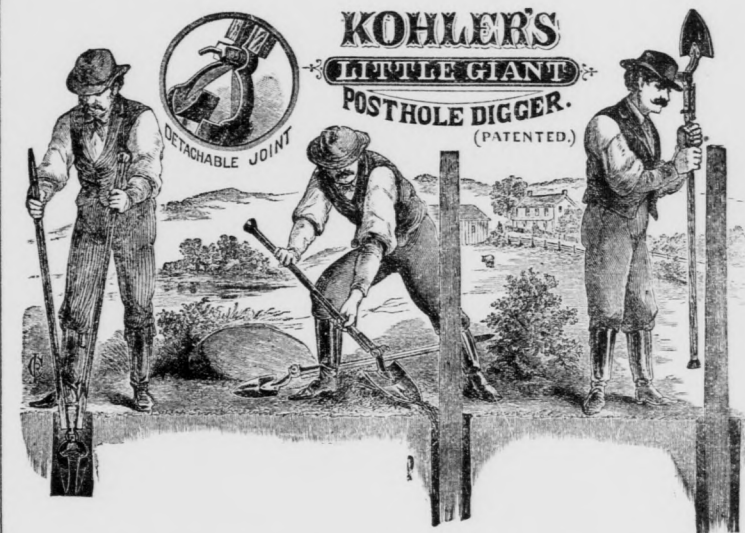
18 and 19

Widdicomb Building.

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

Correspondence Solicited.

Fence Time is Here!



We carry a full line of

POST HOLE DIGGERS

INCLUDING

The Little Giant.
The Hercules.
The Sheidler.
The Champion.
The Vaughn.

FOSTER-STEVENS
& CO.
MONROE ST.

AMONG THE TRADE.

AROUND THE STATE.

Owosso—N. Goodyear has opened a new meat market.

Bay City—G. Blaser succeeds Draper & Blaser in the furniture business.

Lacota—Gould & Crowell have purchased the grocery stock of M. Young.

Coleman—Simons, McFarland & Co. succeed T. B. Simons in general trade.

Standish—John A. Rankin & Co. succeed J. M. Groat in the grocery business.

Valley Center—The general stock of H. A. Cook & Co. has been destroyed by fire.

Ada—Parker & Smith succeed C. O. Tinkham as proprietors of the flouring mill.

Detroit—C. G. Granacher has purchased the drug stock of Jos. Schulte, M. D.

Alba—Koons & Westervelt, grocers, have dissolved, Geo. Koons, continuing the business.

Constantine—A. E. Caldwell & Co. are succeeded by Raup & Lintz in the grocery business.

Newport—Clemens Labeau succeeds C. Lebeau & Son in the grocery and dry goods business.

Kalamazoo—The clothing stock of Kahn & Hecht was bid in by Marcus & Sons, of Buffalo, N. Y., for \$12,500.

Muskegon—Southland & Kweekman, boot and shoe dealers, have dissolved, John Southland continuing the business.

Owosso—P. P. Beswick has purchased an interest in the agricultural implement business of Knapp & Goodale. The new firm is Knapp, Goodale & Co.

Montague—John Jager and Bert Butendorp have formed a copartnership under the style of Jager & Butendorp and embarked in the meat business.

Kalamazoo—The firm of J. B. & W. H. Cobb, wool dealers, has been changed, Carlos M. Cobb having been admitted to partnership, the firm name now being J. B., W. H. & C. M. Cobb.

Eaton Rapids—Pilmore & Tears will open a new clothing and men's furnishing goods store here on Aug. 19. The business will be under the direct personal management of Dan. Pilmore.

Armada—Theodore Meyers has opened a drug store at this place. Mr. Meyers resided in Saginaw twenty-four years prior to his removal to this place and has an established reputation as a pharmacist.

Bay City—Arrangements for the excursion of wholesale and retail grocers to Bay Port have been perfected and the date, August 17, has been agreed upon. Last year the excursionists filled twenty-two cars and this year they expect to fill thirty.

Port Huron—Dr. Parker's drug store was closed Saturday under a chattel mortgage. Last February the doctor gave a chattel mortgage for \$1,067 to Williams, Davis, Brooks & Co., one to Lambert & Lowman for \$850, and a small one to E. J. Rodgers, of this city.

Saginaw—The retail clerks' union has determined to bring about the 6 o'clock closing movement and committees have been appointed to stand guard in front of those stores who refuse to join the movement and argue with and assault those who persist in patronizing such stores.

MANUFACTURING MATTERS.

Detroit—Ross & Watson succeed Andrew Ross in the lumber business.

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

Detroit—J. Wolf & Co. succeed H. Joseph & Co. in the cigar manufacturing business.

Rose City—The French Lumber Co. has broken ground for a new shingle mill which is to have a capacity of 100,000 daily.

Saginaw—The salt and lumber firm of C. K. Eddy & Sons is succeeded by C. K. Eddy & Sons, Incorporated. The capital stock of the corporation is \$200,000.

Manistee—Henry Ward is having his sawing done at the McKillip mill. All of his good lumber goes through a yard at this point, and all that he markets is the coarse products and hemlock and timber.

Bay City—The planing mills and factories are fairly active, a number of them having booked orders early in the season that will carry them through. There has been a falling off in new orders to some extent, but the depression has touched them lightly as yet.

Detroit—The time for which the Detroit Bridge and Iron Works was organized expired July 1 and the company has filed new articles of association for a corporation with a life of thirty years. The stockholders are the same as in the old organization and the authorized capital stock is \$300,000, the whole of which has been paid in.

Saginaw—The A. W. Wright Lumber Co. is not hurrying forward the logs put in last season. The mill has in sight logs enough to keep it in motion until the middle of next season, and the company will not cut any logs on its lands in Clare and Gladwin counties until toward next spring. The mill will probably be operated during the greater portion of next winter.

Bay City—A railroad company has been organized to construct a road from some point in Alcona county on Lake Huron, west through that county. It is called the Lake Huron & Western Railroad. The line will be thirty miles long. It is said that the work of construction will be delayed until next year. The object of the road is to develop a large belt of hardwood timber land in that section.

Ann Arbor—A. P. Ferguson, the road cart manufacturer, has been forced by the cancellations of large orders to give a trust chattel mortgage for about \$10,700 to John R. Miner to secure a large number of claims. He gave four previous chattel mortgages to David S. R. Unndwood for \$3,153; Mrs. Catherine M. Fillmore, \$1,253.45; Albert M. Gasser, \$827.63 and the American Varnish Co., \$231.63. Mr. Ferguson is reported to have over \$15,000 of stock on hand.

Saginaw—The Saginaw Box Co. does not particularly feel the dull times. The company manufactures boxes, bed slats, step ladders, etc., and is putting in machinery to manufacture barrel and nail keg headings. The company has been in operation a year and a half and occupies a brick building 60x100 feet in area and four stories high, with an L 60x67. The dry kilns are two stories, and 36x72 feet on the ground. Employment is given to seventy-five men.

Hillsdale—The committee appointed by the citizens' meeting to solicit subscriptions to stock in the Hillsdale Manufacturing Co., recently burned out, to enable them to resume business, have succeeded in raising only \$2,500 of the

\$8,000 necessary, and have given up the effort. The gentlemen who own the patents have packed up their effects and one of them has taken his family to Detroit, and the others are ready to go to any place that will give them a bonus sufficiently large to start them in business. It was the only manufacturing industry Hillsdale had, and now there is not one remaining.

Saginaw—So far the monetary troubles have not affected the operation of the sawmills and they are making fairly good records with no great complaint on the score of the scarcity of piling room, the firms being pretty well provided for in that respect. There have been no labor troubles and none are expected, as there is not a firm on the River that would need much crowding to induce it to shut down if it came to a pinch. The relations between capital and labor have been cordial and there has been no reduction as yet in the wage rate, and there is likely to be none if manufacturers can dispose of their stocks.

Bay City—Bay City is all right, financially and industrially, and there is every reason to predict that she will remain so. The lumber manufacturers are among the most conservative and financially solid class of business men in the commonwealth and are able to withstand a financial cyclone. While trade has slackened, no one would suppose that there had happened anything unusual in business channels, as the mills are all running and there has been no reduction in the hours of running or in wages of employees. Logs are being received in liberal supply, and everybody is weathering the storm under close reefed sails and riding it out safe and snug without shipping a sea.

Prof. Vaughan on the Mansfield Cheese Poisoning Cases.

ANN ARBOR, Aug. 3.—In regard to the communication from Dr. Reed, Health Officer of Mansfield, Ohio, in a recent issue of THE TRADESMAN, relative to cases of cheese poisoning which have recently occurred at that place, I wish to say a few words.

In the first place, no one who has kept posted concerning the chemistry of putrefaction would now expect to find the same poison in all the samples of cheese which have produced deleterious effects. This fact I have emphasized repeatedly, and, as Dr. Reed admits, I have isolated more than one poison from cheese. The exact nature of the poison present will depend upon the kind of germ producing it, the period of putrefaction and the presence or absence of air. Tyrotoxican is only one of the poisons which may be present in cheese. I have found and isolated poisonous proteids and have published the results of my studies upon these substances.

In the second place, a chemical analysis alone is not sufficient to detect any one of the poisons arising in cheese from putrefactive processes. I have repeatedly stated that the chemical tests for tyrotoxican are in nowise characteristic or distinctive. The same tests are given by other substances and the presence of impurities may so mask the reactions that the tests are not responded to even when this poison is present. The amount of cheese usually tested for tyrotoxican is altogether too small. I obtained only a few grains from thirty-eight pounds of cheese; the samples of cheese usually sent out for examination do not weigh more than a pound, and often only a few ounces. It is useless to attempt to isolate the poison from quantities so small. A large amount of cheese is necessary, and a physiological test must always be made. The animal best suited for this physiological test is a young kitten. The cat may eat large quantities of poisonous cheese without showing any effects. But

if tyrotoxican or poisonous proteids be present and if these be obtained in extracts by the methods which I have demonstrated, and these extracts be administered to kittens, vomiting, purging, and, in many cases death, result.

Respectfully yours,

VICTOR C. VAUGHAN.

The Hardware Market.

Owing to the closing down of nearly all the iron, nail and wire mills, there is no change in prices to speak of. As everything had already touched bottom, and in many cases less than cost, the manufacturers preferred closing down, rather than make any lower prices. A change for the better is looked for in September, and, if it comes, the mills will again start up. Barbed wire seems to be in good demand and prices remain as last quoted:

Painted \$2 30
Galvanized 2 70

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.

GOOD 160 ACRE FARM, 20 ACRES IN APPLE orchard, in Van Buren County, for sale or exchange for stock of merchandise. Address Box 510, Gobleville, Mich. 769

FOR SALE—PHYSICIAN'S PROPERTY IN town of 1,500 in central Michigan; house and lots, horses, carriages and office fixtures; city water in house and barn; price \$2,500, \$1,800 cash, balance time. Address No. 770, care of Michigan Tradesman. 770

WANTED—A YOUNG MAN WITH FOUR years' experience in groceries, wants position. Is capable of taking charge of retail business. Best of references. Address C. J. Munton, Box 513, Greenville, Mich. 767

I WISH TO EXCHANGE FARM OR TOWN property for a stock of goods. Write me what you have. Address No. 768 care Michigan Tradesman. 768

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

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

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

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

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

FOR SALE—Drug stock in business town of 1,200 inhabitants in Eastern Michigan, tributary to large farming trade; lake and rail freights; only two drug stores in town; rent, \$300 per year; stock will inventory \$2,500; sales \$30 a day. Reason for selling, owner wishes to retire from business. Address No. 752, care Michigan Tradesman. 752

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

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.

Dupree & Nevitt succeed John Dupree in the planing mill business at 329 Taylor street.

A. Schuitman, grocer and meat dealer at 818 Wealthy avenue, has closed out his stock and retired from business.

Geo. W. Hickok has opened a grocery store at Reed's Lake. The Lemon & Wheeler Company furnished the stock.

P. J. Pasma recently sold his grocery stock at 357 Clancy street to John Kroodsmma. The latter has since sold the stock to D. E. Lozier.

Diamond & Timmer have sold their grocery stock at 200 Watson street, formerly owned by Ten Raa & Co., to Edwin H. Church.

J. M. Wolcott has sold his drug stock on Wealthy avenue to D. N. Knapp. He has removed the stock to the corner of Wealthy avenue and Henry street.

Wm. Young has opened a grocery store at the corner of Seventh street and Alpine avenue, the former location of Harm Timmer. Hawkins & Company furnished to stock.

C. C. Chick and C. E. Sherwin have formed a copartnership under the style of the Universal Extract Co. and embarked in the manufacture of extracts and essences at 491 Turner street.

M. P. Gale and Chas. D. Crandall have formed a copartnership under the style of M. P. Gale & Co., and opened a grocery store at Bundy, near Remus. The Olney & Judson Grocer Co. furnished the stock.

Frank Klaiber, meat dealer at 447 South Division street, has closed out and retired from business. The store has been leased by Drew Bros., who will remove their meat market from 774 South Division street to that location.

H. K. Gleason, formerly a member of the drug firm of Beckwith & Gleason, at Fennville, will shortly open another drug store at that place. The Hazeltine & Perkins Drug Co. has the order for the stock, making the second time that house has furnished him an outfit.

M. S. Goodman, Secretary of the Hazeltine & Perkins Drug Co., went to Custer last Tuesday and bid in the Wm. Rowe drug stock at chattel mortgage sale for \$300. He subsequently sold the stock to J. P. Williams, of Manistee, for \$400. Mr. Williams formerly clerked for J. Hanselman. He has removed the stock to Manistee, locating it in a building on the North Side formerly occupied by W. A. Zimmer.

Herman Liesveld, the Cherry street grocer, was somewhat annoyed last Friday over a report that he had uttered a chattel mortgage on his stock. The report started from the filing of a mortgage by a man named Esveld, and was repeated to the jobbing trade by one of the mercantile agencies, resulting in a shower of undue bills and telephonic condolences at the Cherry street establishment. Mr. Liesveld was at Macatawa Park the day the report was put into circulation, and was somewhat surprised, the next morning, to be informed by one of his clerks that he was "busted."

The pauper peddlers, like the ghost in Hamlet, will not down. After everybody

had settled down to the conviction that the peddling business had been settled for 1893, Joseph Houseman appeared before the Council on July 31 and asked for three licenses for nine months at three-quarters of the regular fee. The Council refused, very properly, to go back on its record, and the request was not granted. Mr. Houseman's threat that, if licenses on the proposed terms were refused, these men would be thrown on the city for support, was without effect, the motion to grant the licenses being defeated by the decisive vote of 16 to 8. If these men are paupers, they should be provided for so long as they remain in the city, but it can hardly be considered fair to throw the whole burden of their support onto the retail grocers of the city, as would be the case if they were given permits to peddle, because the business they would do would be so much taken from the business of the retail grocers. The city is not averse to providing for the actual necessities of the worthy poor, but chronic paupers should be taken care of in another way. Mr. Houseman's efforts on behalf of these people are entirely commendable, no doubt, from his point of view, but there is such a thing as mistaken philanthropy. This seems to be a case in point.

The Grocery Market.

Sugar—Raws are slightly stronger in the European markets, but refiners have made no further purchases lately, as they are well stocked. Refined grades are steady, with no indication of higher prices until the demand is more active than it is at present.

Prunes—California are lower, owing to a determination on the part of jobbers to close out old goods before the new crop begins to arrive.

Cheese—The price is gradually advancing, due to the shortening of feed usual at this time of year. The *Utica Herald* thus refers to the situation in the East: "If cheese were like butter, dependent almost entirely on a home market, it would fare poorly this summer. The scarcity of work must make a difference in the quantity and kind of food purchased, and cheese is an article which in this country can easily be dispensed with. But, fortunately, at this time of year, the bulk of our cheese product goes abroad, and the high price of our bacon, which seems to be the natural rival of cheese in England, turns the scale in favor of cheese. Hence there is a good demand for it by exporters, who find the supply rather short than otherwise."

Provisions—Pork came down with a dull thud last week, on account of the culmination of the scrap between Armour and Cudahy. It recovered somewhat toward the end of the week, but yet closed a full dollar off all round. The market has been on the decline for sometime owing to a combination of causes, and may go still lower, though there is no certainty about it.

Fresh Meats—Are down in sympathy with pork, the decline being from $\frac{1}{4}$ to 1 cent per lb.

Poultry—Has dropped from 1 to 4 cents.

Oranges—The California crop is about cleaned up, what is left being juiceless and puffy. Price is slightly off in consequence. The late Messinas, or Rodi fruit as they are called, will be on the market in a few days. They are a fancy fruit, and bring fancy prices.

Lemons—The stock of old fruit is nearly exhausted, and what is left is withered and shrunken. Still, they are preferable to new goods, which are hard, rather juiceless, and somewhat coarse and green. They are excellent keepers, however, and no danger of shrinkage need be feared. Prices are down a trifle.

Bananas—As predicted, last week was the off week, there being but little fruit on the market, what was offered was very green and small. This week there is likely to be enough, and of a better quality than last week's supply. No change in prices.

Local Trade During July.

The bank clearings for July, as reported by the local Clearing House, show that there has been a decrease in the movement through the associated banks of this city compared with July, 1892, of \$521,517.98, which represents a loss of a fraction more than 13 per cent.

No one expected for a moment that anything else but a decrease would be shown, but that the decrease is only 13 per cent. is very gratifying, as it proves that the trade shrinkage has been infinitely less than anyone would have dared to expect. The figures must, therefore, be accepted as more than satisfactory, considering the facts in the case, and as indicating a very fair volume of business, notwithstanding the immense drawbacks arising from the financial pressure and the disturbance of confidence due to the great number of failures in many sections of the country.

It was but natural that the local merchants should have been extremely conservative in selling goods and that they should have scrutinized credits much more closely than there is any necessity for in ordinary times. The scarcity of money and the fear that money accommodations might not be forthcoming when needed have prescribed general retrenchment in business enterprise and restricted operations to smaller proportions than usual.

That the trade totals should have made as good a showing as they have under the circumstances is eminently satisfactory. While it is true that they do not indicate that we have experienced an active trade, they certainly show that there has existed no such profound depression as has prevailed in so many other cities, and the almost total absence of failures proves that local merchants have carefully prepared themselves to meet all the necessities of the situation.

Under the circumstances, therefore, Grand Rapids merchants should feel encouraged from the results of the past month to look forward with confidence to being able to pass safely through the existing financial crisis with no more serious inconvenience than a temporary restriction of trade. With splendid crops in sight, and with the assurance of an abundance of money when the crops begin to move freely, we should be able to bear with equanimity the inconveniences of the present, light as they are in comparison with the experiences of other centers of trade.

Arrangements for the Seventh Annual Picnic.

At a meeting of the Executive Committee of the Retail Grocers' Association, held at the rotunda of the Morton House last Wednesday afternoon, a proposition was received from the General Passenger Agent of the C. & W. M. Railway, offer-

ing to run as many trains as necessary to convey the people to Ottawa Beach on the day of the seventh annual picnic, Aug. 17, and make a round trip rate of 75 cents for adults and 40 cents for children, according to the Association a rebate of 25 cents on adult tickets and 15 cents on half-fare tickets. A verbal proposition was also received from the landlord of the Hotel Ottawa, offering the Association a 10 per cent. "rake off" on his total receipts for the day. As the acceptance of these propositions involved a change in the programme from a half-day to a all-day event, the Committee decided to accept the propositions, conditional upon the approval of the Association at the regular meeting on Monday evening of this week. In all probability the arrangement will be approved by the Association, thus turning into the treasury from \$200 to \$500, to be used in prosecuting the work of the organization during the ensuing year. The people at Reed's Lake have heretofore raised about \$100 annually as an inducement to hold the picnic at that resort, but this year they declined to contribute a cent; hence the change in the programme.

The following resolution was adopted:

Resolved, That all entries for prizes be confined to wholesale and retail grocers and meat dealers and their employees; that all entries from employees be endorsed by employers of same; and that all entries, which must be made to the chairman of the Committee on Sports, close at 6 o'clock p. m., Aug. 15.

The Committee on Sports has arranged an elaborate programme for the entertainment of the excursionists, including some new features not heretofore enjoyed in this part of the country.

The Drug Market.

There is no speculative demand for any articles in this lines and, in the absence of same, there are no changes of importance to note.

Opium is dull and unchanged.

Morphia is steady.

Quinine is firm.

Use Tradesman Coupon Books.

"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 Uses and Abuses of Credit.

Credit is trust, confidence in its generic sense. It is applied in all mutual dependence and mutual helpfulness. In the affairs of life it is reliance on the integrity, energy and skill of one's fellow-men, and the extent to which it may be safely carried is one of the highest tests of civilization. Commerce demands more and more as the years go by that men should have confidence in each other in a business way. Credit is neither wealth nor capital, but it helps to turn wealth into capital and thus make it productive. The instruments of credit are numerous, as book accounts, notes, drafts, bonds, postoffice orders, etc. The uses of credit are manifold. It enables men of ability without capital to secure the needed money. It puts money that has been held in banks or elsewhere into circulation, and thus makes use of the small sums aggregated in banks. Without credit many of our great enterprises could not be undertaken. Finally, credit economizes the use of metallic money, thus setting a large amount of it free to be used for other purposes; but in every use to which credit is put a basis of the value of money is indispensable. The excessive use of credit raises prices, encourages reckless speculation and leads to general distrust and commercial disaster, for credit has purchasing power like money, and when it is freely given men are apt to purchase beyond their ability until finally someone refuses to give more credit, and the crash comes.

The course of a business crisis is in general this: First, a state of quiescence; next, improvement; then growing confidence, prosperity, excitement, overtrading, convulsion, stagnation, distress, ending again in quiescence. Chief among the fallacies which cluster about the subject of credit is the belief that evidences of debt are wealth. This cannot be true, for all such evidences of debt may be destroyed without in the least altering the amount of wealth in the country. Many legislative bodies have fallen into the error above mentioned. They not only tax mortgages, but the mortgaged estates for their full value as well. It is in connection with the currency of the country that credit has its greatest influence for good or evil. A large percentage of the total volume of the business of the country is carried on by use of instruments of credit, as, for example, where 95 per cent. of all business is done with these instruments, while money is used in but 5 per cent. of all transactions. It is important that the greatest faith should be had in these credit instruments. These are simply promises to pay. It is real or value money alone which pays as it goes. Credit instruments are dangerous if not properly guarded, simply because they take the place of value money. They may increase in volume without any real foundation and thus cause trouble. Let it be known that credit instruments have no real basis for their value and they sink to the value of waste. No credit instrument can fully meet these requirements. If once we ignore the distinction between value money and credit instruments, the floodgates are open to all sorts of money, and all sorts of notions about money.

JOHN PARKINSON.

An ounce of put off will produce two ounces of regret.

Dry Goods Price Current.

UNBLEACHED COTTONS.	
Adriatic	7
Argyle	6
Atlanta A.A.	6
Atlantic A.	6 1/2
" H.	6 1/2
" P.	6 1/2
" LL.	6 1/2
Amory	6 1/2
Archery Bunting	4
Beaver Dam A.A.	5 1/2
Blackstone O. 32	5
Black Crow	6
Black Rock	6
Boot, A.L.	7
Capital A.	5 1/2
Cavanah V.	5 1/2
Chapman cheese cl.	3 1/2
Clifton C.R.	5 1/2
Comet	6 1/2
Dwight Star	6 1/2
Clifton C.C.	6 1/2
BLEACHED COTTONS.	
A.B.C.	8 1/2
Amazon	8
Amberg	7 1/2
Art Cambric	10
Blackstone A.A.	7 1/2
Beats All	4 1/2
Boston	12
Cabot	7 1/2
Cabot, %	6 1/2
Charter Oak	5 1/2
Conway W.	7 1/2
Cleveland	6 1/2
Dwight Anchor	8 1/2
" shorts	8
Edwards	6
Empire	7
Farwell	7 1/2
Fruit of the Loom	8 1/2
Fitchville	7
First Prize	7
Fruit of the Loom %	7 1/2
Fairmount	4 1/2
Full Value	6 1/2
HALF BLEACHED COTTONS.	
Cabot	7 1/2
Farwell	8
CANTON FLANNEL.	
Unbleached	5 1/2
" B.	5 1/2
" C.	5 1/2
" D.	5 1/2
" E.	5 1/2
" F.	5 1/2
" G.	5 1/2
" H.	5 1/2
" I.	5 1/2
" J.	5 1/2
" K.	5 1/2
" L.	5 1/2
" M.	5 1/2
" N.	5 1/2
" O.	5 1/2
" P.	5 1/2
CARPET WARP.	
Peerless, white	15
" colored	20
Integrity	18 1/2
" colored	20
DRESS GOODS.	
Hamilton	8
" "	9
" "	10 1/2
G. G. Cashmere	30
Nameless	16
" "	18
CORSETS.	
Coralline	50
Schilling's	9 00
Davis Walsts	9 00
Grand Rapids	4 50
CORSET JEANS.	
Armory	6 1/2
Androscoggin	7 1/2
Biddeford	7 1/2
Brunswick	6 1/2
PRINTS.	
Allen turkey reds	6
" robes	6
" pink & purple	6
" buffs	6
" pink checks	6
" staples	6
" shirtings	6
American fancy	5 1/2
American Indigo	4 1/2
American shirtings	4 1/2
Argentine Grays	6
Anchor Shirts	4
Arnold	6
Arnold Merino	6
" long cloth B. 10 1/2	
" " C. 8 1/2	
" century cloth 7	
" gold seal 10 1/2	
" green seal TR 10 1/2	
" yellow seal 10 1/2	
" serge 11 1/2	
" Turkey red 10 1/2	
Ballou solid black	6
" colors	6
Bengal blue, green, red and orange	6
Berlin solids	5 1/2
" oil blue	6
" green	6
" Foulards	5 1/2
" red %	9 1/2
" " 4 1/2	10
" " 3-4 XXXX	12
Cochecho fancy	6
" madders	6
" XX twills	6
" solids	5 1/2
TICKINGS.	
Amoskeag A.C.A.	12 1/2
Hamilton N.	7 1/2
" D.	8 1/2
" Awning	11
Farmer	8
First Prize	10 1/2
Lenox Mills	18
COTTON.	
Atlanta, D.	6 1/2
Boot	6 1/2
Clifton, K.	7
" Arrow Brand	5
" World Wide	6
" LL.	4 1/2
" Full Yard Wide	6 1/2
" Georgia A.	6 1/2
" Honest Width	6 1/2
" Hartford A.	6 1/2
" Indian Head	6 1/2
" King A A.	6 1/2
" King E.C.	5
" Lawrence L.L.	4 1/2
" Madras cheese cloth	6 1/2
" Newmarket G.	5 1/2
" B.	5
" N.	5 1/2
" DD.	5 1/2
" X.	5 1/2
" No Level Best	6
" Oxford R.	6
" Pequot	7
" Solar	6
" Top of the Heap	7
Geo. Washington	8
Glen Mills	7 1/2
Gold Medal	7 1/2
Green Ticket	8 1/2
Great Falls	6 1/2
Hope	7 1/2
Just Out	4 1/2 @ 5
King Phillip	7 1/2
" OP.	7 1/2
Lonsdale Cambric	10
Lonsdale	@ 5 1/2
Middlesex	@ 5
No Name	7 1/2
Oak View	8
Our Own	5 1/2
Pride of the West	12
Rosalind	7 1/2
Sunlight	4 1/2
Utica Mills	8 1/2
Nonpareil	10
Vinyard	8 1/2
White Horse	6
Rock	8 1/2
Dwight Anchor	8 1/2
CANTON FLANNEL.	
Unbleached	5 1/2
Bleached	6 1/2
" B.	5 1/2
" C.	5 1/2
" D.	5 1/2
" E.	5 1/2
" F.	5 1/2
" G.	5 1/2
" H.	5 1/2
" I.	5 1/2
" J.	5 1/2
" K.	5 1/2
" L.	5 1/2
" M.	5 1/2
" N.	5 1/2
" O.	5 1/2
" P.	5 1/2
Integrity colored	30
White Star	18
" colored	20
Nameless	20
" "	25
" "	27 1/2
" "	30
" "	32 1/2
" "	35
Wonderful	84 50
Brighton	4 75
Bortree's	9 00
Abdominal	15 00
Naumkeag satteen	7 1/2
Rockport	6 1/2
Conestoga	7 1/2
Walworth	6 1/2
Berwick fancies	5 1/2
Clyde Robes	4 1/2
Charter Oak fancies	4 1/2
DelMarine cashm's	6
" mourn'g	6
Eddystone fancy	6
" chocolate	6
" robot	6
" satteen	6
Hamilton fancy	6
" staple	6
Manchester fancy	6
" new era	6
Merrimack D fancy	6
Merrim'ck shirtings	4 1/2
Repp furn	8 1/2
Pacific fancy	6
" robes	6 1/2
Portsmouth robes	6 1/2
Simpson mourning	6
" groys	6
" solid black	6
Washington Indigo	6 1/2
" Turkey robes	7 1/2
" India robes	7 1/2
" plain T'ky X & 8 1/2	
" X	10
" Ottoman Tur	6 1/2
key red	6 1/2
Martha Washington	7 1/2
Turkey red %	7 1/2
Martha Washington	7 1/2
Turkey red	9 1/2
Riverpoint robes	5 1/2
Windsor fancy	6 1/2
" gold ticket	6 1/2
Indigo blue	10 1/2
Harmony	5
A.C.A.	13
Pemberton A.A.A.	18
York	10 1/2
Swift River	7 1/2
Pearl River	12
Warren	12 1/2
C oga	16
Stark A.	8
No Name	7 1/2
Top of Heap	9

DEMINS.	
Amoskeag	12 1/2
" 9 oz.	13 1/2
" brown	13
Andover	11 1/2
Beaver Creek A.A.	10
" BB.	9
" CC.	9
Boston Mfg Co. br.	7
" blue	8 1/2
" d & twist	10 1/2
Columbian XXX br.	10
" XXX bl.	19
GINGHAMS.	
Amoskeag	6 1/2
" Persian dress	8
" Canton	8
" AFC.	10 1/2
" Teazle	10 1/2
" Angola	10 1/2
" Persian	8
Arlington staple	6 1/2
Arasapha fancy	4 1/2
Bates Warwick dres	7 1/2
" staples	6 1/2
Centennial	10 1/2
Criterion	10 1/2
Cumberland staple	5 1/2
Cumberland	5
Essex	4 1/2
Elfin	7 1/2
Everett classics	8 1/2
Exposition	7 1/2
Glenarven	6 1/2
Glenwood	7 1/2
Hampton	6 1/2
Johnson Chalou cl	3 1/2
" Indigo blue	9 1/2
" zephyrs	16
Lancaster, staple	6 1/2
" fancies	7
" Normande	8
Lancashire	6
Manchester	5 1/2
Monogram	6 1/2
Normandie	6 1/2
Persian	8
Renfrew Dress	7 1/2
Rosemont	7 1/2
Sturteville	7
Somerset	7
Tacoma	7 1/2
Toil du Nord	10 1/2
Wabash	7 1/2
" seersucker	7 1/2
Warwick	7
Whittenden	8
" heather dr.	7 1/2
" Indigo blue	9
Wamstuta staples	6 1/2
Westbrook	8
"	10
Windermeer	8
York	6 1/2
GRAIN BAGS.	
Amoskeag	15 1/2
Stark	19
American	15 1/2
THREADS.	
Clark's Mile End	45
Coats', J. & P.	45
Holyoke	22 1/2
Barbour's	56
Marshall's	81
KNITTING COTTON.	
White. Colored.	White. Colored.
No. 6	33
" 8	34
" 10	35
" 12	36
No. 14	37
" 16	38
" 18	39
" 20	40
CAMBRICS.	
Slater	4 1/2
White Star	4 1/2
Kid Glove	4 1/2
Newmarket	4 1/2
Edwards	4 1/2
Lockwood	4 1/2
Wood's	4 1/2
Brunswick	4 1/2
RED FLANNEL.	
Fireman	32 1/2
Credmore	27 1/2
Talbot XXX	27 1/2
Nameless	27 1/2
T W	22 1/2
FT	32 1/2
J R F. XXX	35
Buckeye	32 1/2
MIXED FLANNEL.	
Red & Blue, plaid	40
Union R	22 1/2
Windsor	18 1/2
6 oz Western	20
Union B.	22 1/2
Gray S R W	17 1/2
Western W	18 1/2
D R P	18 1/2
Flushing XXX	23 1/2
Manitoba	23 1/2
DRESS FLANNEL.	
Nameless	8 @ 9 1/2
" 8 1/2 @ 10 1/2	
" 9 @ 12 1/2	
CANVASS AND PADDING.	
Slate	9 1/2
Brown	9 1/2
Black	10 1/2
Slate	10 1/2
Brown	10 1/2
Black	10 1/2
9 1/2	10 1/2
10 1/2	11 1/2
11 1/2	12 1/2
12 1/2	13 1/2
13 1/2	14 1/2
14 1/2	15 1/2
15 1/2	16 1/2
16 1/2	17 1/2
17 1/2	18 1/2
18 1/2	19 1/2
19 1/2	20
20	21
21	22
22	23
23	24
24	25
25	26
26	27
27	28
28	29
29	30
30	31
31	32
32	33
33	34
34	35
35	36
36	37
37	38
38	39
39	40
40	41
41	42
42	43
43	44
44	45
45	46
46	47
47	48
48	49
49	50
50	51
51	52
52	53
53	54
54	55
55	56
56	57
57	58
58	59
59	60
60	61
61	62
62	63
63	64
64	65
65	66
66	67
67	68
68	69
69	70
70	71
71	72
72	73
73	74
74	75
75	76
76	77
77	78
78	79
79	80
80	81
81	82
82	83
83	84
84	85
85	86
86	87
87	88
88	89
89	90
90	91
91	92
92	93
93	94
94	95
95	96
96	97
97	98
98	99
99	100
100	101
101	102
102	103
103	104
104	105
105	106
106	107
107	108
108	109
109	110
110	111
111	112
112	113
113	114
114	115
115	116
116	117
117	118
118	119
119	120
120	121
121	122
122	123
123	124
124	125
125	126
126	127
127	128
128	129
129	130
130	131
131	132
132	133
133	134
134	135
135	136
136	137
137	138
138	139
139	140
140	141
141	142
142	143
143	144
144	145
145	146
146	147
147	148
148	149
149	150
150	151
151	152
152	153
153	154
154	155
155	156
156	157
157	158
158	159
159	160
160	161
161	162
162	163
163	164
164	165
165	166
166	167
167	168
168	169
169	170
170	171
171	172
172	173
173	174
174	175
175	176
176	177
177	178
178	179
179	180
180	181
181	182
182	183
183	184
184	185
185	186
186	187
187	188
188	189
189	190
190	191
191	192
192	193
193	194
194	195
195	196
196	197
197	198
198	199
199	200
200	201
201	202
202	203
203	204
204	205
205	206
206	207
207	208
208	209
209	210
210	211
211	212
212	213
213	214
214	215
215	216
216	217
217	218
218	219
219	220
220	221
221	222
222	223
223	224
224	225
225	226
226	227
227	228
228	229
229	230
230	231
231	232
232	233
233	234
234	235
235	236
236	237
237	238
238	239
239	240
240	241
241	242
242	243
243	244
244	245
245	246
246	247
247	248
248	249
249	250
250	251
251	252
252	253
253	254
254	255
255	256
256	257
257	258
258	259
259	260
260	261
261	262
262	263
263	264
264	265
265	266
266	267
267	268
268	269
269	270
270	271
271	272
272	273
273	274
274	275
275	276
276	277
277	278
278	279
279	280
280	281
281	282
282	283
283	284
284	285
285	286
286	287
287	288
288	289
289	290
290	291
291	292
292	293
293	294
294	295
295	296
296	297
297	298
298	299
299	300
300	301
301	302
302	303
303	304
304	305
305	306
306	307
307	308
308	309
309	310
310	311
311	312
312	313
313	314
314	315
315	316
316	317
317	318
318	319
319	320
320	321
321	322
322	323
323	324
324	325
325	326
326	327
327	328
328	329
329	330
330	331
331	332
332	333
333	334
334	335
335	336
336	337
337	338
338	339
339	340
340	341
341	342
342	343
343	344
344	345
345	346
346	347
347	348
348	349
349	350
350	351
351	352
352	353
353	354
354	355
355	356
356	357
357	358
358	359
359	360
360	361
361	362
362	363
363	364
364	365
365	366
366	367
367	368
368	369
369	370
370	371
371	372
372	373
373	374
374	375
375	376
376	377
377	378
378	379
379	380
380	381
381	382
382	383
383	384
384	385
385	386
386	387
387	388
388	389
389	390
390	391
391	392
392	393
393	394
394	395
395	396
396	397
397	398
398	399
399	400
400	401
401	402
402	403
403	404
404	405
405	406
406	407
407	408
408	409
409	410
410	411
411	412
412	413
413	414
414	415
415	416
416	417
417	418
418	419
419	420
420	421
421	422
422	423
423	424
424	425
425	426
426	427
427	428
428	429
429	430
430	431
431	432
432	433
433	434
434	435
435	436
436	437
437	438
438	439
439	440
440	441
441	442
442	443
443	444
444	445
445	446
446	447
447	448
448	449
449	450
450	451
451	452
452	453
453	454
454	455
455	456
456	457
457	458
458	459
459	460
460	461
461	462
462	463
463	464
464	465
465	466
466	467
467	468
468	469
469	470
470	471
471	472
472	473
473	474
474	475
475	476
476	477
477	478
478	479
479	480
480	481
481	482
482	483
483	484
484	485
485	486
486	487
487	488
488	489
489	490
490	491
491	492
492	493
493	494
494	495
495	496
496	497
497	498
498	499
499	500
500	501
501	502
502	503
503	504
504	505
505	506
506	507
50	

A PRIVATE SNAP.

Is the City Sealer Earning the Money He Receives?

The more the administration of the inspection of weights and measures ordinance is looked into the worse it appears. A City Sealer was appointed at an annual expense of about \$1,200 a year, whose duty is to inspect all the weights, scales and measures used for buying and selling in the city. It has been asserted that one man could not do the work, because there were too many places to visit, and too much work to be done to make it possible for the Sealer to visit all in one year, as the ordinance provides. A few figures on this point may, perhaps, surprise those who have made this assertion. There are in the city 856 places which the sealer may officially visit, where inspection is to be made under the ordinance. These figures will be found to be substantially correct, as special pains have been taken to verify them. If three calls a day are made—assuredly not an extravagant number—it will require just 285 days to cover the field completely. But can the Sealer make three visits in each case? Take the grocery store of E. J. Herrick, 118 Monroe street, for instance. In this establishment there are seven scales and a number of measures to be inspected. Mr. Herrick asserts that at his last visit, the Sealer did all the work in his store inside of an hour. However, giving him two hours, which certainly ought to be sufficient, and allowing him the same time in all the 856 places to be visited, he needs to work but six hours a day for 285 days to complete the work according to the conditions of the ordinance. It does not take anything like two hours, however, in the average place of business where scales and measures are used. The time required will average considerably less than an hour. It would seem as though the city had a right to expect a man, to whom it was paying a salary of \$900 a year, to work at least eight hours a day. If the Sealer works eight hours a day, and employs his time as he ought, he can easily make eight visits a day. This would give him ample time to make special visits, which are an absolute necessity if the ordinance is to be effectively administered and the public receive any benefit from it. That little attempt has been made to enforce the ordinance a trip among the users of weights and measures will abundantly prove. Some have not been tested in over two years; in a few instances three years have elapsed since they were inspected. The mechanism of many of the scales in use at present is delicate and intricate; the sealer has acknowledged that he does not understand them. How, then, can he properly inspect them? There is another way by which it can be shown that the sealer has not overworked himself. He paid into the City Treasurer's office last year the sum of \$528. Putting the average sum received from each user of weights and measures at \$1, it will be seen that he has only made 528 visits during the year. This is an average of less than two a day. But the average amount to be collected from each user of weights and measures is \$2 instead of \$1, so that if \$528 correctly represents the number of inspection visits made, this hard-worked and much-abused city official drew \$900 from the city treasury for making less

than one visit a day for the year. The administration of the ordinance for the inspection of weights and measures has been called a farce; a much more fitting word, and one which more accurately describes it, readily suggests itself. The city provides the Sealer with a horse and wagon, an office in the city hall, a costly inspection outfit, all the stationery needed, and pays him a salary of \$900 a year, for all of which there is absolutely no return; for even if he inspected all the weights and measures in the city once a year, the people would have no protection from dishonest dealers. Inspection must be made oftener than once a year—in many instances it needs to be made once a week. The conviction of one dishonest dealer will do more good than 500 visits to as many honest dealers. The city has a right to expect a fair return for the money expended, as it has a right to the time and services of any man who draws his salary from the public treasury. But in this instance, at least, it seems to be true that "a public office is a private snap."

Four Points for Grocers.

Shamus O'Brien in National Provisioner.

Don't rebuke your assistants in the presence of customers.

If you desire to draw customers, by all means have an attractive front to your store. A nice, cool awning, neat fly screens, artistically painted signs, and such like, invariably create favorable comment, and ultimately draw customers.

If a mercantile agency calls upon you for a showing of your affairs, don't hesitate to give the requisite information. Your exact standing as to credit and promptitude can be placed anyhow, so it is better that you yourself are as explicit as you can be.

Be straightforward in all your dealings and you will soon find out that such a course is one of the great stepping stones to success. The trader who is frank and honest, though his capital be comparatively small, stands better in the trade and can easier get credit favors from the wholesale houses than one who has \$10,000, but is slippery and known as a prevaricator. Honesty counts every time and tells in the end.

It is a popular impression that live fish may be frozen stiff and readily revived by carefully thawing them. To test the accuracy of this impression, a New Haven ice manufacturing company recently placed five live perch in water and froze the water solid. The freezing process took about sixty hours. As the water congealed from the outside inwardly, the fish continued to swim about as long as they had room to move. The cake of ice containing the perch was left in a solid state for a day or two and then cut open, and the fish taken out and placed in water to thaw. They were carefully watched for a long time, but none of them exhibited any sign of life to the observant watchers.

Hardware Price Current.

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

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

Wrought Loose Pin.....	dis. 60
Wrought Table.....	dis. 60
Wrought Inside Blind.....	dis. 60
Wrought Brass.....	dis. 75
Blind, Clark's.....	dis. 70
Blind, Parker's.....	dis. 70
Blind, Shepard's.....	dis. 70
BLOCKS.	
Ordinary Tackle, list April 1892.....	dis. 60
CRADLES.	
Grain.....	dis. 50
CROW BARS.	
Cast Steel.....	per lb 5
CAPS.	
Ely's 1-10.....	per m 05
Hick's C. F.....	dis. 60
G. D.....	dis. 35
Musket.....	dis. 60
CARTRIDGES.	
Rim Fire.....	dis. 50
Central Fire.....	dis. 25
CHISELS.	
Socket Firmer.....	dis. 70
Socket Framing.....	dis. 70
Socket Corner.....	dis. 70
Socket Slicks.....	dis. 70
Butchers' Tanged Firmer.....	dis. 40
COMBS.	
Curry, Lawrence's.....	dis. 40
Hotchkiss.....	dis. 25
CHALK.	
White Crayons, per gross.....	dis. 10
COPPER.	
Planished, 14 oz cut to size.....	per pound 28
14x52, 14x56, 14x60.....	dis. 26
Cold Rolled, 14x56 and 14x60.....	dis. 23
Cold Rolled, 14x48.....	dis. 23
Bottoms.....	dis. 25
DRILLS.	
Morse's Bit Stocks.....	dis. 50
Taper and straight Shank.....	dis. 50
Morse's Taper Shank.....	dis. 50
DRIPPING PANS.	
Small sizes, ser pound.....	dis. 07
Large sizes, per pound.....	dis. 07
ELBOWS.	
Com. 4 piece, 6 in.....	dis. 75
Corrugated.....	dis. 40
Adjustable.....	dis. 40
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26.....	dis. 30
Ives', 1, \$18; 2, \$24; 3, \$30.....	dis. 25
FILES—New List.	
Disston's.....	dis. 60
New American.....	dis. 60
Nicholson's.....	dis. 60
Heller's.....	dis. 50
Heller's Horse Rasps.....	dis. 50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	dis. 28
List 12 13 14 15 16 17.....	dis. 17
Discount, 60.....	dis. 17
GAUGES.	
Stanley Rule and Level Co.'s.....	dis. 50
KNOBS—New List.	
Door, mineral, jap. trimmings.....	dis. 55
Door, porcelain, jap. trimmings.....	dis. 55
Door, porcelain, plated trimmings.....	dis. 55
Door, porcelain, trimmings.....	dis. 55
Drawer and Shutter, porcelain.....	dis. 70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list.....	dis. 55
Mallory, Wheeler & Co.'s.....	dis. 55
Branford's.....	dis. 55
Norwalk's.....	dis. 55
MAULS.	
Adze Eye.....	dis. 15.00
Hunt Eye.....	dis. 15.00
Hunt Eye.....	dis. 15.50
MILLS.	
Sperry & Co.'s, Post, handled.....	dis. 50
MOLASSES GATES.	
Stebbin's Pattern.....	dis. 60
Stebbin's Genuine.....	dis. 60
Enterprise, self-measuring.....	dis. 25
NAILS.	
Advance over base, on both Steel and Wire.....	dis. 1.50
Steel nails, base.....	dis. 1.50
Wire nails, base.....	dis. 1.75
60.....	dis. 10
50.....	dis. 25
40.....	dis. 35
30.....	dis. 45
20.....	dis. 45
16.....	dis. 50
12.....	dis. 50
10.....	dis. 60
8.....	dis. 75
7 & 6.....	dis. 75
4.....	dis. 1.20
3.....	dis. 1.60
2.....	dis. 1.80
Fine 3.....	dis. 1.80
Case 10.....	dis. 85
" 8.....	dis. 75
" 6.....	dis. 90
Finish 10.....	dis. 75
" 8.....	dis. 90
" 6.....	dis. 1.10
Clinch 10.....	dis. 70
" 8.....	dis. 80
" 6.....	dis. 90
Barrell's.....	dis. 1.75
OHIO TOOL CO.'S, fancy.	
Scotch Bench.....	dis. 2.50
Sandusky Tool Co.'s, fancy.....	dis. 2.40
Bench, first quality.....	dis. 2.40
Stanley Rule and Level Co.'s wood.....	dis. 50
PANS.	
Fry, Acme.....	dis. 60
Common, polished.....	dis. 70
RIVETS.	
Iron and Tinned.....	dis. 40
Copper Rivets and Burs.....	dis. 50
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27.....	dis. 10
"B" Wood's pat. planished, Nos. 25 to 27.....	dis. 9
Broken packs 1/2 per pound extra.....	dis. 9

HAMMERS.	
Maydole & Co.'s.....	dis. 25
Kip's.....	dis. 25
Yerkos & Plumb's.....	dis. 40
Mason's Solid Cast Steel.....	dis. 30
Blacksmith's Solid Cast Steel Hand.....	dis. 40
HINGES.	
Gate, Clark's, 1, 2, 3.....	dis. 60
Sale.....	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 1/4 14 and longer.....	dis. 3 1/2
Screw Hook and Eye, 1/2.....	dis. 10
" " " ".....	dis. 8 1/2
" " " ".....	dis. 7 1/2
" " " ".....	dis. 7 1/2
Strap and T.....	dis. 50
HANDS.	
Barn Door Kidder Mfg. Co., Wood track.....	dis. 50
Champion, anti-friction.....	dis. 60
Kidder, wood track.....	dis. 40
HOLLOW WARE.	
Pots.....	dis. 60
Kettles.....	dis. 60
Spiders.....	dis. 60
Gray enameled.....	dis. 40
HOUSE FURNISHING GOODS.	
Stamped Tin Ware.....	new list 70
Japanned Tin Ware.....	dis. 25
Granite Iron Ware.....	new list 33 1/2
WIRE GOODS.	
Blight.....	dis. 70
Screw Eyes.....	dis. 70
Hook's.....	dis. 70
Gate Hooks and Eyes.....	dis. 70
LEVELS.	
Stanley Rule and Level Co.'s.....	dis. 70
ROPE.	
Steel, 1/2 inch and larger.....	dis. 9
Manilla.....	dis. 13
SQUARES.	
Steel and Iron.....	dis. 75
Try and Bevels.....	dis. 60
Mitre.....	dis. 20
SHEET IRON.	
Nos. 10 to 14.....	dis. 4 05
Nos. 15 to 17.....	dis. 4 05
Nos. 18 to 21.....	dis. 4 05
Nos. 22 to 24.....	dis. 4 05
Nos. 25 to 26.....	dis. 4 25
No. 27.....	dis. 4 45
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	dis. 35
SAND PAPER.	
List acct. 19, '86.....	dis. 50
SASH COORD.	
Silver Lake, White A.....	dis. 50
" Drab A.....	dis. 55
" White B.....	dis. 50
" Drab B.....	dis. 55
" White C.....	dis. 35
Discount, 10.....	dis. 35
SASH WEIGHTS.	
Solid Eyes.....	per ton \$25
SAWS.	
" Hand.....	dis. 20
" Silver Steel Dia. X Cuts, per foot.....	dis. 70
" Special Steel Dia. X Cuts, per foot.....	dis. 50
" Special Steel Dia. X Cuts, per foot.....	dis. 30
" Champion and Electric Tooth X Cuts, per foot.....	dis. 30
TRAPS.	
Steel, Game.....	dis. 60
Oneida Community, Newhouse's.....	dis. 35
Oneida Community, Hawley & Norton's.....	dis. 70
Mouse, choker.....	dis. 1.80
Mouse, delusion.....	dis. 1.50
WIRE.	
Bright Market.....	dis. 65
Annealed Market.....	dis. 70
Coppered Market.....	dis. 60
Tinned Market.....	dis. 62 1/2
Coppered Spring Steel.....	dis. 50
Barbed Fence, galvanized.....	dis. 2 80
" painted.....	dis. 2 40
HORSE NAILS.	
Au Sable.....	dis. 40
Putnam.....	dis. 05
Northwestern.....	dis. 10
WRENCHES.	
Baxter's Adjustable, nickeled.....	dis. 30
Coe's Genuine.....	dis. 50
Coe's Patent Agricultural, wrought.....	dis. 75
Coe's Patent, malleable.....	dis. 75
MISCELLANEOUS.	
Bird Cages.....	dis. 50
Pumps, Cistern.....	dis. 75
Screws, New List.....	dis. 70
Casters, Bed a d Plate.....	dis. 50
Dampers, American.....	dis. 40
Forks, hoes, rakes and all steel goods.....	dis. 60
METALS.	
PIG TIN.	
Pig Large.....	dis. 25c
Pig Bars.....	dis. 25c
ZINC.	
Duty: Sheet, 2 1/2c per pound.....	dis. 6 1/2
Per pound.....	dis. 7
SOLDER.	
40%.....	dis. 15
Extra Wiping.....	dis. 15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson.....	per pound
Hallett's.....	dis. 13
TIN—MELTIN GRADE.	
10x14 IC, Charcoal.....	dis. 7
14x20 IC, ".....	dis. 7
10x14 IC, ".....	dis. 9 25
14x20 IC, ".....	dis. 9 25
Each additional X on this grade, \$1.75.	
TIN—ALLWAY GRADE.	
10x14 IC, Charcoal.....	dis. 6 75
14x20 IC, ".....	dis. 6 75
10x14 IC, ".....	dis. 8 25
14x20 IC, ".....	dis. 8 25
Each additional X on this grade \$1.50.	
BOILING PLATES.	
14x20 IC, " Worcester.....	dis. 6 50
14x20 IC, " ".....	dis. 8 50
14x20 IC, " Allway Grade.....	dis. 6 00
14x20 IC, " ".....	dis. 7 50
14x20 IC, " ".....	dis. 12 50
14x20 IC, " ".....	dis. 15 50
BOILER SIZE TIN PLATE.	
14x20 IC.....	dis. 14 00
14x20 IC.....	dis. 15 00
14x20 IC, for No. 8 Boilers, per pound.....	dis. 10 00
14x20 IC, " " ".....	dis. 10 00

Michigan Tradesman

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at

100 Louis St., Grand Rapids,

— BY THE —

TRADESMAN COMPANY.

One Dollar a Year. Payable in Advance.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

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

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

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

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

E. A. STOWE, Editor.

WEDNESDAY, AUGUST 9, 1893.

ILLY TIMED CRITICISM.

THE TRADESMAN is proud of its contributors and does not often find occasion to seriously differ with any of its writers, but the contribution of Mr. Owen in this week's paper is certainly unworthy the man and the occasion. The heated harangue against the bankers of the country for refusing to loan their funds more freely is unjust and uncalled for in view of the fact that most of the money withdrawn from the banks belongs to people of small and moderate means, and that the pinched condition of the banks is due entirely to this cause.

If ever there were a senseless and unwarranted proceeding, it is the withdrawal of money from the banks and savings institutions to hide it away until the present financial flurry passes. There is no good reason in the world why this money should be withdrawn from circulation. It is true that certain well-known causes have somewhat disturbed the equilibrium of values and affected the circulating medium, but nothing has happened which can in any way be construed as permanently affecting the prosperity of the country or crippling its resources.

The disturbance to the circulating medium by the exports of gold is being now corrected, at least for the time being, by the return movement of the yellow metal and by the liberal exports of American produce, and before Congress adjourns it is probable that a more permanent corrective will be adopted. The disturbance to values caused by the liquidation which has followed undue inflation in some sections of the country, and over-speculation in Wall street, will soon be corrected.

These causes, however, have in no way impaired the condition of the reputable banks of the country, nor injured the securities held by savings institutions which, owing to the stringency of the laws, are all gilt-edged. It is, therefore, senseless to withdraw money from the banks simply to hide it away.

The absurd and damaging character of this withdrawal of funds is shown by the condition of affairs in New England. Owing to the hiding away of money in that section by the withdrawal of deposits and savings, the banks are no

longer able to allow the factories the money needed to carry on their business. As a result, the factories, on which the prosperity of New England depends, have been forced to close. Consequently, the very people who withdraw their money from the banks to hide it away will find their source of livelihood stopped, and will be compelled to use the savings which, had they not become foolishly alarmed, would have remained safely in the bank, while the mills would have continued as usual, enabling them to both live and add to their accumulations. The senseless withdrawal of deposits, therefore, causes a loss both to the general business interests and to the depositors themselves. How people can be so foolish as to lose sight of these facts is a mystery.

A STANDARD OF VALUE.

Gold and silver have not always been money. They are only so used by civilized nations. When the Spaniards came to Mexico and Peru they found the precious metals used for adorning the temples of the gods, but they were not in any use as money. The American Indians who roamed over the hills and valleys of California, Colorado and Montana knew of the existence of gold in their country, but they esteemed it to be worthless for any purpose of their daily life, and they treated it with contempt.

Among all primitive peoples barter was the ordinary rule of business. One man gave his labor or his products for the labor or the products of another, and all standards or adjustments of value were between the parties to a transaction. The inconveniences of such a practice are too obvious to need pointing out, and when civilization had reached a sufficient condition of development it became possible to establish a certain agreement upon some measures of values, so that exchanges between people of different countries and communities could be satisfactorily conducted.

It would be interesting to trace the history of money and to show the various articles that have been in use for purposes of exchange, but the matter is too voluminous for treatment here. It is not out of place to mention that among ancient nomadic peoples flocks and herds were articles generally desired, and they became special objects of exchange. The Latin word "pecus," which means flock, gave rise to another Latin word, "pecunia," which means money, and from which comes the English word "pecuniary," applied to what relates to money matters. But since flocks and herds are only applicable to the traffic between crude and barbarous men and communities, it was plain that something more generally desirable, more easily handled and possessing a stable and intrinsic value under the ordinary conditions of traffic must be adopted. The civilized nations agreed upon gold and silver, establishing an absolute standard in the first place and relative values between the two.

After some two thousand years of general use, in which the ratio between the two metals had to be several times adjusted, another such emergency of discordant values has occurred, and it has become necessary to secure another readjustment. The people of the United States find themselves in a situation where they have two standards which they call dollars. One is of gold and is

worth 100 cents. The other is of silver, worth about 54 cents, but with daily fluctuating value. How to reconcile these differences between two sorts of dollars is the question. One proposition is to abolish the silver dollar. Another is to increase the weight of the silver dollar until it shall be equal in value to the gold dollar. To-day a gold dollar is worth 100 cents in every civilized country, while the silver dollar is worth but little more than half that amount.

It would not make much difference as to these discrepant values if we had no foreign commerce, but when, on the contrary, our foreign commerce is very extensive, requiring, besides merchandise exported, some \$70,000,000 to pay our debts abroad, and those debts must be paid in gold dollars, because foreign creditors will not accept our silver dollars, the tendency is to drain out our gold to foreign countries and leave the silver at home. Thus the time may come when we will have no gold and only silver. Hence the necessity for some arrangement that will save our gold. The relations of our gold dollar to the gold standards of other nations has been recently succinctly stated by the statistician, Edward Atkinson, in the August number of the *Engineering Magazine*. It is worth reproduction here:

The unit of value of the United States is a dollar, weighing 25.8 grains, nine-tenths fine. The quantity of pure gold in it is 23.21997 grains.

The unit of value of Great Britain is a pound sterling.

The coin which corresponds to a pound sterling, when of full weight, is named a "sovereign," weighing 123.270 grains, eleven-twelfths fine and containing 113.0016 grains of pure gold.

The unit of value of the United States is, therefore, 23.21997 grains of pure gold. The unit of value of Great Britain is, therefore, 113.0016 grains of pure gold. The ratio of one dollar to one sovereign is 1 to 4.866. The ratio of each grain of gold in either is 1 to 1; that is to say, each grain of gold in American money is worth each grain of gold in British money, and the same rule holds good with the gold money of France and Germany. This constant equality is not true of the silver money of the several nations. Our silver dollars call for more than they are worth, hence foreign nations will not accept them. All our trouble consists in having two sorts of money of the same denomination but not of the same value. A dollar must be a full dollar, as good as every other dollar. To arrive at this is the problem.

A BEEF-EATING THEORY.

England has conquered and colonized around the globe more than all the other modern nations combined, which proves the extraordinary enterprise of the race, but it does not testify to its quarrelsome disposition, although it does to its fighting qualities. It was not commonly supposed the English were an ill-tempered people until a statement was made to that effect by Ernest Hart in the *London Hospital*. Writing in praise of an exclusive vegetable diet, Mr. Hart says: "In no other country, not even excepting Ireland, is home rendered so unhappy and life made so miserable by the ill-temper of those who are obliged to dine together as in England. I am strongly of opinion that this ill-temper is caused in great measure by too abund-

ant meat dietary, combined with a sedentary life. In less meat-eating France urbanity is the rule of the home. In fish and rice-eating Japan harsh words are unknown, and an exquisite politeness to one another prevails, even among the children who play together in the streets."

Surely a people with many great qualities should have some defects. The achievements of the English-speaking races in history, in letters, in science, in morals and all that goes to make up an enlightened civilization stamp them with a grandeur not attained by any other modern people. Possibly meat-eating had something to do with that.

The Wool Market.

The tendency during the past week in the Eastern market has been toward firmness, with prices unchanged. Buyers have all the wool they want and are only taking bargains in the finer grades. Manufacturers are waiting, possibly with a hope that the price will go still lower. It cannot do so, however, without knocking the bottom out. The hand-to-mouth policy is the wisest course for makers, all things considered. Then, too, it is always safest to buy on a rising market. There are some dealers who say that the market has appreciably hardened during the week. This is good news, if true, and everybody sincerely hopes it is. A feature of the Michigan clip, so far marketed, is the small per centage of delaine wools sent forward, the quantity being placed by those in a position to know at about half what it has been in former years. Several reasons are given for this, but it is more than probable that it is due to the fact that the larger clips are still in the hands of the growers, only the smaller ones being brought in. Little change is to be noted in the local market as yet. Buyers are indifferent and growers discouraged, and the only sellers being those who must have money. When the sun rises it will be in the East, as usual, and many eyes are anxiously looking in that direction, waiting for daybreak.

Grains and Feedstuffs.

Last week the price given was 51 cents. This week it is 54 cents. Last year's estimate of the amount of invisible wheat seems to have been away off, the fact being that the crop exceeded by several million bushels the amount recorded for any previous year. As this fact became apparent the price declined, culminating in the unprecedentedly low figures given last week. There is no doubt that the outlook is brightening. The crop in Europe is considerably below the average, and even the yield in India has fallen off, so that, if this country can show even an average crop, prices must rise, as every bushel of surplus can be readily marketed.

Flour—Is down, of course, as was to be expected, remembering the big drop in wheat. How long the reduction will last is uncertain.

Millstuffs—Are unchanged, the market being dull even to dreariness.

Hay—Old hay still holds its own, notwithstanding that new is coming in freely. But the stock of old will soon be exhausted, and then the new cut will move in earnest.

T. L. Bunting, President of the Hamburg Canning Co., of Hamburg, N. Y., is in town for a few days, the guest of his brother, C. C. Bunting.

SPECIAL PREPARATION FOR BUSINESS.

Business is something of a game—not of chance, but of skill—based on special knowledge and acquired facility in its use. Other things not materially differing, he who is best trained will win.

It is generally conceded that special training is requisite to success in the professions. No one doubts that the lawyer must not only have a good general education, but a course in law besides. And more and more it is demanded that after college the minister must have the further advantage of a course in theology. There is no business calling, no department of human activity in which men would not profit from a course as nearly similar as circumstances render possible. Natural gifts and general culture do not of themselves fit a man for business. The unskilled are constantly exhausting energy and wasting an immense aggregate of money in attempts to do business for which they have not had proper preliminary training. I have often seen men of fair endowment and some capital embark in a commercial venture new to them. I have watched their painful struggles, have looked sadly on until the collapse came. Men who with more patience in preparing for business life might have attained to some eminence are constantly joining the bankrupt army of broken-down, dispirited men. Some there are who in the experiment acquire the knowledge for lack of which they suffered wreck. They possess so much courage and determination, and have so much energy, that they are able to profit by their experience and afterward secure victory on the plains of defeat. They have already learned by experience, at great cost, what might have been more cheaply acquired. It is an old saying that "Experience is the best of teachers." The proverb must have been first uttered by some wise man who had profited by the experience of others. Another saying, perhaps as old as the former, is that "Experience is the teacher of fools," and this must have been uttered by a sage observer of those men who will not learn from the experience of others, but who persist in a determination to find out for themselves, untaught by others' lives.

It often happens that success or failure depends upon the knowledge of some seemingly insignificant fact. In every business there are many things a knowledge of which is requisite to success, but of which those who know them and use them would hardly think to mention in a lecture on the subject. There are many lectures on oratory, but all taken together, they omit many things quite as important to be known and observed as any that are much enlarged upon. And the same remark might be adapted to every kind of business.

A young man from the city of New York, visiting a summer resort where there was much water and many boats, determined to go sailing. Why should he not? True, he had never touched a tiller, nor did he know much about sails, nor the queer ways of "cranky" boats. But he could see for himself that it was easy to handle a boat, for even the boys were masters of the art. In all his glory of dress he set sail. His little craft skimmed gaily over the water until he wanted to change her course. There was a stiff breeze, but no matter, he

"jibbed all standing," with the result that, to his surprise, the boat capsized. He could not understand it, and said so to his rescuer, to whose explanation he indignantly replied that it was not true, for "he was setting down all the time." It was a small matter, the occasion of much amusement to his friends, and, after a little, to himself also. But it illustrates a more serious thing. It is more of a disaster when an ambitious man loses all his money, and, besides, loads himself with debts that can never be paid, filling all his future paths with obstructions in the shape of judgments and "executions." And men are doing this more dreadful thing daily for want of knowledge that was within reach and might have been more cheaply acquired. Very much of the poverty, misery and despair existing in our great cities has resulted from ill-advised efforts to start in business without the necessary special knowledge.

Under the old system, in the slower times of a third of a century ago, the necessary knowledge was acquired by a long apprenticeship, commencing so early in life that no time was left in which to secure a general education. The boy went early to the store, or office, or factory, and slowly through the years, as he grew in stature, climbed up, gradually acquiring a perfect knowledge of all the details of the business. Knowledge thus acquired is too costly, and is not the best after all for these times. Such a training is likely to make a man very much set in his ways, and indisposed, if not unable, to adapt himself to the ever-shifting conditions of business life, which, like baffling winds, test the resources of the modern business man.

Generally it is neither desirable nor possible to learn a business wholly after the old plan exclusively. Business methods have been revolutionized and only a few conservative houses work along the old lines. Business is now conducted on such a vast scale, so much attention is given to detail; division of labor has been developed to such perfection that but little place is left for the boy apprentice. Business now requires a higher degree of general intelligence than was possible under the old methods, and far better discipline of the mental powers. There is now more of science in success and less of chance. It is a contest of skill, not of mere force. The future victor on the arena where strong men contend for the prizes must have more time for schooling than the old plan allowed. He must secure a better culture—a more symmetrical development of his mental powers. The pressure under which much of the business of the day is carried on makes it necessary that those who are employed in the office shall bring some skill with them. The office is no longer a primary school in which elementary knowledge may be imparted gradually as the boy grows in his capacity to receive it. The new boy must be able to go to important work at once, for the work must be done, it cannot wait. Hence the business school has come into existence, and is as much of a necessity as the schools of design, law schools, or theological seminaries. It is of incalculable service to the whole business world, as well as to young men and women who are fitting for business. Here are taught the principles of commercial law, the theory, and to some extent, the practice of business.

THE PUTNAM CANDY CO.,

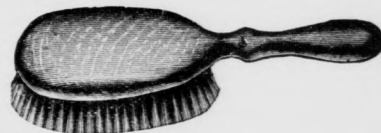
JOBBERERS OF

ORANGES,
LEMONS AND
FOREIGN NUTS.

THE PUTNAM CANDY CO.

GRAND RAPIDS,

BRUSH COMP'Y,



MANUFACTURERS OF

BRUSHES

GRAND RAPIDS, MICH.

Our Goods are sold by all Michigan Jobbing Houses.

Badges

For

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

THE TRADESMAN CO.

Unlike the Dutch Process

No Alkalies

—OR—

Other Chemicals

are used in the
preparation of

W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure
and soluble.

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

W. BAKER & CO., Dorchester, Mass.

BUY THE PENINSULAR
Pants, Shirts, and OverallsOnce 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.ASPHALT
FIRE-PROOF ROOFING

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

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

FIRE-PROOF ROOF PAINT,

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

H. M. REYNOLDS & SON,
Practical Roofers,

Cor. Louis and Campau Sts., Grand Rapids, Mich.

MICHIGAN

Fire & Marine Insurance Co.

Organized 1881.

DETROIT, MICHIGAN

There remains, however, a kind of knowledge that no school can impart and that can be learned nowhere but in the school of actual business. It might be said with propriety that every business has its own techniques which only practice can enable one to acquire. This includes knowledge of material and of methods as well as of the special market. This peculiar skill can be safely acquired only in some subordinate position. Hence it is as important now as it ever was that anyone who hopes some day to manage any given business should commence at the bottom and, if possible, see the whole business to the top. With the proper, previously acquired, mental outfit, this may be done by a bright youth in a comparatively short time.

To fill subordinate positions well, to do what is commanded, to execute plans prepared by more competent superiors is not a difficult task and does not call for the highest order of genius, but to be at the head, to manage the business and to carry the responsibility of success or failure demands abilities of the highest order. This kind of success does not depend upon mere shrewdness. Adroitness is not a good qualification. Cunning is a positive disqualification. This larger success, which every man should covet, involves the managing of men. In the highest degree it requires the ability to control in some measure the action and to win the adhesion of masses. The successful business man is a leader of men. His ability to lead is the secret in large measure of exceptional success. Leadership results from an aggregation of qualities, some of which may be acquired and all of which may be developed. Some of these qualities are of the head, some of the heart, and others of the body. In cultivating this power of control, this executive force or administrative ability, which make one man a many man-power man, one must first of all secure control of himself—self-mastery most absolute. The aspirant must become able to command at will and at all times and under all circumstances every natural and every acquired faculty. All his energies must be ready to serve him without hesitation and as nearly as possible perfectly. Thus endowed and trained and held in hand a man is qualified to succeed in any business. He will have but to master the technical knowledge, an easy task for such as he, in order to be able to carry any enterprise forward to success.

Formerly men wore themselves out in the dull routine of a relatively small business and often broke down in middle life as a result of the profitless drudgery of minor details. Now properly prepared men manage a great variety of affairs and prosper in them all. It would seem sometimes that these "hustlers," as they are called in the West, are the only men of leisure. Apparently doing the work of many men, they always have time for a new call upon their energies. The explanation of the paradox lies partly in the fact that all their culture of mind and heart has been of the nature of special training. They live wholly in reference to business. As some see only the humorous or the grotesque or the pathetic, they see chiefly the business aspect of all things.

Such preparation includes the perfect control of the power of attention, the ability at any moment to concentrate all the force of mind he possesses on the

matter in hand, thinking it through, completing it, and laying it aside a finished task. The habit of promptness to such a man is second nature. Hence there are no accumulations of neglected duties rising like mountain obstructions in his path. Another part of the training of such a character is in the direction of accuracy. What he knows, he knows exactly; what he sees he sees as it is, without glamor or mist of any kind, from habit always. In like manner, he hears without mistake just what is said, and measures its exact meaning as if by a kind of second sight. What he does, however unimportant, he does with the same conscientious attention to accuracy in every detail. Moreover, he is characterized by what to others must seem almost unnatural mental activity. But he is not restless. He never frets. He is always well-poised, cool and self-possessed. Hence he is able, when a task is done, to forget it, to stop the wear and tear of his mental machinery until new grist is ready.

Success is no accident. Those who hope to wear the crown have much work on hand, and but little time to waste in trifling. GEO. K. MORRIS.

How the Second Store in Oil City Started.

Thomas Martindale in Philadelphia Inquirer.

Provisions and groceries were high then, but nobody seemed to grumble at \$20 for a barrel of flour (when it was bought in small quantities), or 50 cents for a can of peaches or tomatoes; and at the same time the purchaser carried the goods without complaint from the store to his "shanty." I myself gave the matter no thought until one day when I was trudging over the mountains with a heavy basket on my shoulder loaded with eggs, a few vegetables and some groceries. I sat down to rest on a rock on the summit, and having a copy of the *Pittsburg Commercial* with me, I read and reread it, until the news was all devoured. Then I pored over the advertisements, and being attracted to the market reports, was struck with wonder when I saw the quotations for groceries and green vegetables in the "Smoky City." I pondered over the apparently low prices, considered the distance from Oil City to Pittsburg (139 miles), and finally decided that if the freight rates were not immoderate and the quotations (which seemed preposterously low) were correct, my opportunity had come, that opportunity which we hear so much about "coming to every man but once," and it he fails to seize its, etc., etc. I felt that my opportunity was to take what little money I could scrape together and start a grocery store; how, or where, I did not at all think about, or the fact that I was an absolute novice in the business; did not know one kind of tea or coffee from another, nor syrup from molasses. I only knew that the prices then current in Oil City were fabulous, that people must eat, that money was plenty and oil was high; and that I was wasting time and losing "my opportunity" by continuing my occupation of engineer or pumper of "No. 1 well." I there and then determined that I would make a venture as a merchant just as soon as I could find a location and get enough information on the subject of the average grocery store of the oil country to prevent me from falling into fatal mistakes. So for three or four weeks afterward my mind was full of plans as to how to make the start, how much money it would need, how to gain the necessary knowledge to buy goods (my whole education up to this point having been to develop my ability as a salesman, with no experience whatever as a buyer), and in this condition of mental activity I found the cure for sleeplessness. I may as well admit that my venture was a success, but I have never found it necessary to resort to narcotics since engaging in the grocery business, the long hours of the grocer rendering sleep a balm.

HERCULES POWDER



SEND FOR DESCRIPTIVE PAMPHLET.



Stamp before a blast. | Fragments after a blast.

STRONGEST and SAFEST EXPLOSIVE

Known to the Arts.

POWDER, FUSE, CAPS, Electric Mining Goods

AND ALL TOOLS FOR STUMP BLASTING, FOR SALE BY THE

HERCULES POWDER COMPANY,

40 Prospect Street, Cleveland, Ohio.
J. W. WILLARD, Manager.

FOSTER STEVENS & CO.

AGENTS FOR
Western Michigan.
Write for Prices.

CHAS. A. COYE,
Manufacturer of

AWNINGS AND TENTS

HORSE AND WAGON COVERS

Jobbers of Oiled Clothing and Cotton Ducks.

Send for Price List.

11 Pearl St., Grand Rapids, Mich.

MICHIGAN MERCHANTS

And business men who contemplate a visit to the World's Fair would do well to communicate with the

MECCA :- HOTEL,

which offers the best and cleanest rooms and the choicest cuisine to be found in Chicago for a reasonable price. Everything new and first-class in every respect. Unanimously chosen as headquarters of National Press Association, Michigan Press Association, and many other organizations.

650 ROOMS, ELEGANTLY FURNISHED,

Bath with every suite. Permanent structure of stone and brick. Location (midway between World's Fair and business center of city)

Corner 34th, State and Dearborn Streets.

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

Beautiful Rooms, with Bath, Single, \$1 to \$1.50 per Day;
Double, \$2 to \$3 per Day.

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

WM. H. HOOPS, Prop'r.

THE DUTY OF SERVICE.

The obligation to serve is now more generally recognized in the world than ever before. There was, perhaps, never a time in the history of our race wholly destitute of noble exemplars of heroism and humanity; but patriotism became a controlling sentiment long before there was any popular conception of philosophy. The fierceness of ancient international rivalries, the insatiableness of the ancient greed of conquest, advanced devotion to fatherland in the common estimate and checked the development of a wider range of sympathy. The accounts which we have of the destruction of Carthage, of Tyre, and of Jerusalem, reveal an almost incredible degree of inhumanity. The pleasure taken even by the cultivated class in the brutal contests of the gladiatorial arena, when Horace and Virgil were composing exquisite poetry and Cicero was writing moral philosophy, is something now almost inconceivable. Then it was the highest distinction to serve the state, and the foreigner, if not hated as an enemy or despised as a barbarian, was at best regarded with indifference.

A cynical critic of the modern world might adduce some striking instances of the abuse of power by great nations in our own age to show that there has not been a decided change in that respect, as is ordinarily supposed. The dismemberment of Poland; the absorption of Schleswig, Holstein and Lauenburg by Austria and Prussia after their victory over a gallant but weaker people; the conquest of India, and the so-called opium war, might be made to lend some show of plausibility to this view, and it is certainly true that national governments have been slow to apply the common rules of morality in the conduct of their foreign affairs; but beyond the sphere of politics and diplomacy a recognition of the universal brotherhood of man has been growing more and more distinct and has found expression in many forms of service. This feeling has become, in some measure, triumphant not only over the mutual suspicions and jealousies of the nations, but also over the prejudices of classes. The old idea that the masses were of right subject to a privileged few, and that it was their highest civic duty to be loyal to the persons of their hereditary rulers, has almost everywhere in Christendom yielded to the doctrine that no man should rule who does not serve, and that authority is lodged ultimately in the body of the people. This conception of the obligation to serve has been logically extended to persons whose power and influence are not due to official positions, but to wealth and other controlling means acquired by and dependent upon the labor of others. Public opinion demands that the rich man shall serve, first, his employees, and then the society which defends him in the possession of his property. He who takes advantage of the necessities of his fellow-men to exact an undue amount of labor is as open to censure as he who raises the price of bread in a time of famine.

But a growing sense of the duty of service is observable, more than ever now, on the part of those who have the most power to serve, the rich and the cultivated. The more fortunate classes acknowledge this obligation, not merely because it is asserted by the general public, but because they feel that it is just.

They share that conception of the inherent dignity of manhood which has become common in our time, and they understand that their own dignity, as well as that of others, demands that they should serve the cause of humanity. In the highest social rank there is contempt for the frivolous egotist who lives merely for amusement, and disgust for the tyrant who acknowledges no right which cannot be enforced by power. We refer here to a tendency illustrated by many beautiful examples; we are aware how far away the world still is from a complete supremacy of philanthropic motives in every condition of life. But tendency is a kind of prophesy, and despite the pessimists, who speak of the end of this century as a climax of heartlessness, vanity and despair, it seems to us that the outlook is bright, and that, though the era "when each man shall find his own in all men's good" may be distant, we are drawing nearer that golden year of which the young Tennyson sang.

FRANK STOWELL.

The Telephone Situation.

The telephone situation is becoming an interesting one. Coincident with the expiration of the various patents on the telephone, the enjoyment of which has been for so long exclusively in the hands of one company, there comes abundant evidence that many other concerns intend to engage in the telephone business as soon as they can safely do so. With the expiration of the patents on the Blake transmitter came an extraordinary call for these instruments from all quarters, and when the patents on the Bell receiving instrument terminate, not only will a great demand for receivers spring up, but the event will in all probability signalize the birth of competing telephone companies all over the land. There is every promise of lively times ahead for the telephone business. In the enthusiasm that will ensue there is danger of going to extremes. The business will thus become demoralized as far as rates and profits are concerned, then an era of consolidations will dawn, and the result will be the formation of trusts and combinations. This is one way of looking at the matter, and as the tendency these times is to consolidate like interests and carry on the business under one management, there appears to be no reason why the telephone should be exempt from the operation of the rule. These are matters, however, that time alone will settle, and those who wish to engage in the telephone business in any capacity whatever need not be deterred from making an effort to succeed simply because of what may happen.

A Grocer's Experience.

"Is this celery fresh?" questioned a lady.
 "Yes'm," answered the dealer.
 "Real fresh?"
 "Yes'm."
 "Just in?"
 "Yes'm."
 "Is it crisp?"
 "Yes'm."
 "Are you sure it's all right?"
 "Yes'm."
 "Where did you get it?"
 "From a market gardener."
 "To-day?"
 "Yes'm."
 "How much is it?"
 "Ten cents a bunch."
 "Isn't that rather high?"
 "Not at this season."
 "I've got it here lately for less."
 "That was rather small and green."
 "Can you send it up?"
 "Yes'm."
 "In time for dinner?"
 "Oh, yes'm."
 "Just break off a piece and let me try it."
 "Yes'm. Here is some."
 "Humph! That isn't nice at all. It is withered."
 "Well, ma'am, it's a good while since you asked if it was fresh."

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

MOCCASINS.

TRADE "SOULIETTA" MARK

New Styles for Fall and Winter.

HIRTH, KRAUSE & CO.,Children's Shoes and Shoe Store supplies.
 GRAND RAPIDS, MICH.

Your Bank Account Solicited.

Kent County Savings Bank,

GRAND RAPIDS, MICH.

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

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.

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.

**DODGE****Independence Wood Split Pulley**

THE LIGHTEST!
 THE STRONGEST!
 THE BEST!

HESTER MACHINERY CO.,

45 So. DIVISION ST., GRAND RAPIDS.

WILLIAMS'**ROOT BEER**

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

S. A. MORMAN,

Wholesale Petoskey, Marblehead and Ohio

LIME,

Akron, Buffalo and Louisville

CEMENTS,

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

WRITE FOR PRICES.

10 LYON ST., GRAND RAPIDS.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

D. A. BLODGETT, President.
 GEO. W. GAY, Vice-President.
 WM. H. ANDERSON, Cashier.
 JNO. A. SEYMOUR, Ass't Cashier
 Capital, \$300,000.

DIRECTORS.

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

F. H. WHITE,

Manufacturers' agent and jobber of

PAPER AND WOODENWARE,

125 Court St., Grand Rapids, Mich.

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber.

ELECTRICITY AND THE FEET.

Good Health a Result of Electrical Contact With the Earth.

George Quarrel in New York World.

When a man by wearing dry paper insoles in or rubbers over his shoes causes irritation to his eyes and other less directly noticeable disorders, such as baldness, toothache, etc., or when he lacerates his foot sole and soon after has lockjaw; or coughs from cold to his feet, he interrupts or cuts off, or injures a certain circulation between his body and the earth, the effects of which interruption or injury make their appearance, not at the point of attack, but at various parts of his organism, often the most distant from that point. And it is contended that not only do such abnormal conditions of the feet injuriously affect these various organs, but that our ordinary shoes are the unsuspected cause of much disease to mankind.

That this should prove almost incredible to the great bulk of people is not the least surprising, for the simple reason that the prime operating cause of the trouble is an utterly neglected subject—a subject of which most people almost boast complete ignorance—viz., static or natural electricity.

Science has fully established the fact that the life-action of the body is a true chemical decomposition of combustion; wherefore, as this decomposition cannot proceed without a transmission of current electricity (Faraday says, "One cannot happen without the other") our bodies, especially during active exercise, must continually discharge more or less electricity.

But what places the matter entirely beyond doubt is the practical proof of it, which has been very simply and effectually done by placing a man on an insulated stand and having him briskly exercise in that situation. A conducting wire is run from his foot soles to earth, and by an electrometer fixed on this wire it has been found that electrical currents pass from his feet to the ground so long as he goes on exercising.

Now, if we examine a man's feet—especially of a man who has gone all his life barefooted—we find a very striking and marvelous cluster of nerve endings, brought out into the papillae of the skin, so that if left free as nature provides for they would have intimate contact with the earth as he walks.

This, taken with the result of scientific research, which identifies the natural nerve force of the body and electricity as practically one and the same thing—in so much that muscular movements have been actually produced by mild currents of electricity, exactly as movements are ordinarily communicated from nerve to muscle—this, it is said, when all considered together, is strongly suggestive.

Bearing these facts in mind, does it not forcibly appear that man as well as all live animals, to have his physical health, should retain the free and unimpeded use of this electrical highway between his body and the earth—viz., through the soles of his feet?

The general effect of this free circulation would naturally be that the body would maintain, under all internal changes, an equal electrical level with the earth, which is the state nature plainly indicates we should strive to maintain. The earth we know to be the great electrical reservoir of nature to us; for any amount of electrical force or current escapes into it, while it always remains our zero.

A highly scientific physician, who has devoted many years to the critical investigation of electro-therapeutics, recently said:

"One of the most fundamental and certain facts in physiology is that the active state of a living tissue is marked by a fall of electrical level; in other words, an electrical depression is the most safe, most delicate physical sign of physiological action."

Many speaking facts might be cited in support of this theory, such as the case of the King of Dahomey, in Central Africa (Brown's "History of Man"), whom the traveler found suffering and in miserable plight from bloodshot, painful and watery eyes, which rendered him half

blind; and, besides, his teeth were discolored and fast decaying, while he often writhed with toothache.

This trouble of the sable monarch greatly interested the historian, for, to the latter's astonishment, he could not find a single similar case throughout all the country; but, on the contrary, the usual brilliant eyes and teeth of savages. It transpires, however, in the detailed description of the habits and clothing of the tribe, that the king alone, by royal edict, was permitted to wear any footgear; and that he had from boyhood worn most elaborate silk-lined sandals—an instance of princely magnanimity, certainly, where their king bore in his own person the full brunt of introducing the blessings of civilization to his subjects!

Coolie laborers on plantations never wear any shoes, and they are about equal to the unclothed savage in their splendid physiques and freedom from our civilized diseases. They are never bald, or have defective sight, even down to old age, and we all know their teeth are a proverb of whiteness and perfection.

Horses' iron shoes are good conductors of electricity, but in Europe they are sometimes fitted with large slippers of leather or rubber, when employed in mowing large ornamental grounds. It has been found that daily employment at such work very soon ruined horses, some becoming lame, some blind, in a shorter time than seems credible.

Little urchins in the country who run bare-footed are, even with the poorest of food, singularly healthy and robust; while tenderly nurtured children, even in the same locality, are well-known to be more and more subject to toothache, neuralgia, rheumatism, etc., things totally unknown to the former.

As, however, we cannot dispense altogether with shoes and go barefooted, our best alternative course is to adopt some simple plan by which we may secure electrical connection with the ground through any shoes we may wear. This is easily done. And in the last few years the practical demonstrations of comfort to the feet and benefit in a variety of ways to the health of individuals who have tried it (among whom may be named many well-known New York physicians) are so numerous and emphatic as to remove the question completely beyond theory or doubt.

Perhaps the greatest number reporting beneficial results are those who have tried it for the eyes. But for better blood circulation in the legs, and consequent comfort to the feet, also, a great number of persons of both sexes have found it invaluable; and, paradoxical as it may at first appear, the assistance it affords in this direction promotes warmth in the feet in cold weather, while it unquestionably prevents that abnormal heat and swelling of the feet and ankles in hot weather which many people suffer from.

These effects as to immediate comfort of the feet are much sooner apparent than relief to organs more remote; but we should remember that discomfort in the feet and legs is but the first physical evidence of nature's protest against insulating our feet from the earth, and that reflex effects, though slower in development, are not any the less certain, notwithstanding.

The writer has directed a great many people scattered over almost every State in the Union how to make a simple little attachment to their shoes, which is quite unnoticeable, and provides perfect electrical earth contact for the feet—a good substitute, if not the full equivalent, of walking on their bare feet; and he will continue to assist others with any information they may require.

The plan he has adopted is first to pull out of the shoe anything already there in the shape of an insole, and to substitute for it an insole of very fine wire gauze, or cloth, of copper or brass. This metallic insole may be covered over its upper side—the side next the foot—with very thin leather (say chamois) having small holes cut in it under the ball and heel of the foot, through which the foot comes in contact with the metal. The leather is cut so as to fold about half an inch under the metal, where it is fast-

ened by a little ordinary paste. Then the shoe has driven through the sole from the outside very small copper shoe nails, which must clinch on the inside, quite even with the surface, against an iron last or other hard substance. A hole is made through the heel of the shoe with a small gimlet; through which two copper nails are driven, one from within, one from without, so as to meet or pass each other, thus filling up the hole quite tightly. The soles are then inserted like any other insoles, keeping the metal side downward. It is sometimes necessary to fasten them in place by a few small tacks. This is all that is necessary to insure perfect electric connection of the feet with the earth.

Some persons ask whether the stocking itself is not an insulator. To this it is only necessary to reply that immediately any foot rests on this metallic insole, the foot sole becomes just a little moist, and this moisture—the natural exudation from the healthy footsole—makes even the purest wool or silk perfectly conductive to electricity. This moisture is hardly perceptible unless after brisk walking, and even then is never more than what we should call not exactly dry.

A perfectly dry foot sole is neither a comfortable nor a healthy one. It should be just naturally moist, and that is what a copper or brass gauze insole most perfectly secures, and with it much comfort and benefit to the wearer, through its acting as a good conductor of electricity between the body and the earth.

Splitting Hairs by World's Fair Officials.

What seems like a very strange decision has been reached by some one of the numerous World's Fair authorities in the matter of selling goods at the Fair. The sale and delivery of goods from exhibitors' spaces during the exhibition has very properly been placed under regulations; but in this case a New York firm that was exhibiting cheap watches found a demand for them and commenced taking pay from visitors, giving in return therefore not one of the watches on exhibition but an order to deliver a similar watch, this order being valid at a store in the city outside the grounds. The authorities of the Fair decided that this was equivalent to delivering goods, which, it seems to us, is absurd. By such a rule as this a machinery man who should take an order for the duplicate of a machine on exhibition, said duplicate to be shipped at once from the factory, would be delivering goods from his space and could be prevented from doing such business.

This and a number of other incidents which have occurred make one inclined to wish that the world had progressed in civilization far enough either to have something better and more comfortable than any large exhibition can possibly be, or have the business of carrying them on developed into a regular profession with professional exhibition managers to run them.

Make the Store Inviting.

Keep your store clean and cool. Nothing adds more to the attractive qualities of a store at this season of the year than to have it cool. The summer heat, acting on perishable goods, is apt to give the atmosphere a close, disagreeable smell. The floor should be frequently scrubbed. It is hardly possible to keep a place cool unless it is kept clean. If this is done the floor can be easily scrubbed. Awnings are an aid, and other methods, determined by the surroundings, may be adopted to secure the desired effect.

Care in filling orders is necessary in every business, but more especially to the grocer. A housewife when she gives an order expects to have it filled as ordered, and usually gets provoked when any article is substituted. Her temper is not apt to improve either when she goes to the cupboard for an article that has been ordered and finds that it has been forgotten. As a rule she remembers these little errors, and after awhile transfers her patronage.

REEDER BROS. SHOE CO.,

WHOLESALE DEALERS IN

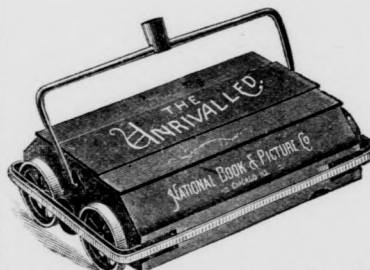
Boots and Shoes.

Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St., Grand Rapids.

THE BEST SWEEPER MADE
For the Money.

Strictly first class in all its details, with all latest improvements. If given as a premium with \$35.00 of Purchases, it will sweep trade your way.

\$18.00 per dozen, 30 days net, 3 per cent 10 days. 500 cards and a punch free.

NATIONAL BOOK & PICTURE CO.,
CHICAGO.

Whether quaffed from a vessel of tin, glass or gold; There's nothing so good for the young or the old—as

Hires' Root Beer

A delicious, health-giving, thirst-satisfying beverage. A temperance drink for temperance people. A 5c. package makes 5 gallons. Sold and Enjoyed Everywhere.



KALAMAZOO PANT & OVERALL CO.

221 E. Main St., Kalamazoo, Mich.

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

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

TEA TIME.

How the Proposed Change Is Regarded by Local Jobbers.

THE TRADESMAN last week noted a departure on the part of some of the wholesale grocers in relation to tea sales. Instead of billing teas at four months, as formerly, the time has been reduced to 60 days, and, at the same time, the cash discount has been increased from 4 to 5 per cent. Thinking that the reasons for this departure would be interesting to the trade generally, THE TRADESMAN interviewed local representatives of the wholesale grocery trade, with the following result:

Heman G. Barlow, of the Olney & Judson Grocer Co., said: "We adopted the plan of billing teas at 60 days instead of four months, as formerly, because we could see no good reason why four months should be given on teas, any more than on any other article. We think, also, that the increased 10-day discount, from 4 to 5 per cent.—not 6, as you stated last week—will be an extra inducement to the retailer to meet his bills promptly. There is no reason why we should be compelled to carry a four-months' account when it can just as well be paid in two months or even less. Then, too, the tendency in business is to shorten credits, and this tendency will eventually carry us to what will be practically a cash business."

Fred H. Ball, of the Ball-Barnhart-Putman Co., said: "The margin on groceries has been growing finer for some years, and we are compelled to shorten credits, so that we can better afford to increase the discount and get our money than we can to carry the account for four months. The increased profit to the retailer, in this particular item, will show him what he can make by discounting his bills, and in the end induce him to do a cash business. Then, times are hard and we are forced to shorten credits as much as possible. We are working slowly down to the bed-rock of cash business, which must come sooner or later, and the sooner the better for both wholesaler and retailer."

Samuel L. Lemon, of the Lemon & Wheeler Company, said: "That is nothing new. We have been doing it for two years, at least, to a certain extent. Our plan has been to bill all orders for teas of less than five chests at 60 days or 4 off for ten days, and I don't think the 5 per cent. discount will work. The margin on teas is close enough now, without cutting it still finer. It isn't possible to make any iron-clad rule regarding time or discounts; we must know our trade, and, what is more, in many cases accommodate ourselves to its necessities, keeping in view all the while the tendency of the times, which is in the direction of shorter credits and, in time, no credit at all."

W. L. Freeman, of Hawkins & Company, said: "I have given the matter little thought, but do not believe it will work advantageously. In my opinion, it was a foolish thing for the wholesale grocers to divide groceries up into 30, 60 and four months' goods for the reason that it complicates the book-keeping and enables an occasional retailer to put his property out of his hands while the jobber is waiting for the bills to become due."

Frank Jewell, of the I. M. Clark Grocery Co., said: "Selling tea at 60 days with 5 off for cash? This is the first I

have heard of it. I am sure I can't see what their object is. The time will come, perhaps, when such a scheme will work, but it won't do now. Their customers who have always taken the discounts may take advantage of it, but those who want time will get it if they have to go somewhere else to get their tea; or they may give an order for a small package, as a matter of necessity, and when the New York fellow comes along give him a good big order on the old terms. If the people in the East would adopt the idea, we would have some show; but until they do, we can't afford to do it; at least that is the way it seems to me."

Amos S. Musselman said he had given the matter no thought, and would reserve giving his opinion until he had time to consider the subject in all its bearings.

REPRESENTATIVE RETAILERS.

H. M. Liesveld, the Cherry Street Grocer.

Herman M. Liesveld was born in this city October 16, 1863. His father, a Hollander by birth, but of German ancestry, came to this country in 1840, dying in 1878, when the subject of this sketch was but 15 years of age, leaving to his family the priceless legacy of an honest and honored name. During his father's lifetime, Herman attended school, finishing all the lower grades, but not attending the high school. His father's demise put an end to his schooling, and he was compelled, not only to earn his own living, but to contribute to the support of his widowed mother. The children of Hollanders are trained to habits of industry from early childhood and Herman was no exception to the rule. From his 8th year until his 14th he "carried papers" for the daily papers of the city, when the support of the family devolved largely upon him. The way in which this duty, which he owed as much to his dead father's memory as to the living, was performed showed the stuff of which he was made. Every week for seven years he carried his wages home to his mother, taking what she pleased to give him as "spending money." Then for nearly a year, with a salary of only \$11 a week, he paid his mother \$5 a week for his board, and managed to save \$125 out of the remainder. His first situation was with Voigt, Herpolsheimer & Co. as parcel and delivery boy, remaining there about one year. He then entered the employ of Nelson, Matter & Co. and served a three years' apprenticeship at cabinet making. Not yet satisfied that he had found his place, he dropped cabinet making and entered Ed. Killen's grocery store on East Bridge street hill. He remained in this store for four years, and during his stay the establishment had four different proprietors. It was during his last year on the hill that he saved the amount before stated, \$125. With this small capital he determined to embark in business for himself, and, with A. Bartholomew, opened a store at 559 Cherry street. The firm of Bartholomew & Liesveld lasted for two years, when Herman bought his partner's interest and continued the business alone, finally moving to his present location at 563 Cherry street. Success has attended him in business, so that now, at 30 years of age, he is in fairly comfortable circumstances. Mr. Liesveld was married in 1888 to Miss Cornelia Van Dyke, of Hudsonville, and is now the father of a lovely baby girl, which, Herman de-

clares, is, without exception, the finest child in the State; and he is a tolerable fair judge of baibes, too. Mr. Liesveld is a member of the First Reformed Holland Church. He holds membership, also, in the Knights of Pythias and Knights of Honor. But not even the fascinating pleasures of the lodge room can keep him away from that wonderful baby, and so, except during the time devoted to business, he is to be found at his beautiful home at 71 Lake avenue.

Personally, Mr. Liesveld is one of the most companionable of men. He is a close buyer and a sharp payer, being what is known as a "discounteer"—that is, a dealer who discounts every bill which is subject to a discount for cash. He has made a number of fortunate real estate investments, and is generally regarded as one of the rising young men of the city.

Gripsack Brigade.

J. P. Visner, local representative for E. J. Gillies & Co., is spending a week or ten days in Chicago, taking in the World's Fair.

The Traveling Men's Club of Hillsdale held their annual picnic at BawBeese Lake last Saturday afternoon. The club has a large membership, and with their families and invited guests made a large and merry party. The festivities closed with a dance in the pavilion in the evening.

Joe F. O. Reed has returned from his month's vacation, which he spent at Fort Collins, Colo., and Sioux City, Iowa. He reports business very quiet at the latter place since the collapse of the boom and returns to Grand Rapids with an enhanced appreciation of the stability of his own city and State.

"Ah yes," said an old commercial traveler to us the other day, "I've quite conquered the idea that my services are indispensable to my firm. The notion took complete possession of me once,

years ago, but the experience resulting from it cured me forever. I had a good trade, and, like many other young salesmen, fancied that I owned the house, and made demands that were altogether unreasonable. Not being granted, I threatened to leave the house and go to some other firm, and, to my surprise, was told to go. Smiling in derision at my principal's shortsightedness, and confident that the old concern would fail very quickly without my service, I went out. And then I began to experience other surprises. I applied for a good position in vain. They were all filled. The old house did not recall me, and seemed to run right along as usual. I was put to sore straits, but found a cheap situation at last with a poor commission firm and was glad to get it. Time passed. Instead of going to the wall the old house appeared to be doing better than ever. It didn't break worth a cent. One day the principal met me on the street and asked me how I was prospering. I told him frankly and acknowledged my fault. He took me back, and I've been with that house ever since. It was a needed lesson and will last for a lifetime. Many men are valuable, but no man is indispensable."

From Out of Town.

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

Carrington & North, Trent.
Wm. Rademacher, Wright.
C. T. Hartson, Eaton Rapids.
C. S. Comstock, Pierson.
C. E. Lessiter, Grattan.
Dr. Peter Beyer, Woodbury.
Holley & Bullen, No. Aurelius.
M. P. Gale & Co., Remus.
A. Mulder & Sons, Spring Lake.
N. Bouma, Fisher.
C. K. Hoyt & Co., Hudsonville.

The Dry Goods Market.

Wash goods are being closed out at low prices to make room for new fall goods of every kind.

Cotton goods are lower in bleached and unbleached; cambries and prints have dropped $\frac{1}{4}$ c.

IF YOU SUFFER FROM PILES

In any form, do you know what may result from neglect to cure them? It may result simply in temporary annoyance and discomfort, or it may be the beginning of serious rectal disease. Many cases of Fissure, Fistula, and Ulceration began in a simple case of Piles. At any rate there is no need of suffering the discomfort, and taking the chances of something more serious when you can secure at a trifling cost a perfectly safe, reliable cure.

— THE —

PYRAMID PILE CURE

has been before the public long enough to thoroughly test its merit and it has long since received the unqualified approval and endorsement of physicians and patients alike.

Your druggist will tell you that among the hundreds of patent medicines on the market none gives better satisfaction than the PYRAMID PILE CURE. It is guaranteed absolutely free from mineral poisons or any injurious substance.

In mild cases of Piles, one or two applications of the remedy are sufficient for a cure, and in no case will it fail to give immediate relief.

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

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

Concerning Drug Adulteration.

S. P. Whitmarsh in Pharmaceutical Era.

The question of how best to detect or prevent adulteration in drugs has been the burden of much of the literature in pharmaceutical journals, and at meetings of state associations. Many varied opinions have been expressed as to the surest method of protecting the public from evils affecting the general health by impurities or false substitutes in both medicine and food. Some have insisted that eternal vigilance on the part of the retail druggist is the only security. They claim that he should, in addition to the usual qualifications of a dispenser of drugs, be an expert in all the scientific processes necessary to determine the character of every product on his shelves; and carefully test them by microscope or qualitative analysis before putting them on sale. They argue, I suppose, that as he stands nearest to the public consuming those products, as a sentinel most confidently trusted, he should be the one most vigilant to guard against every possible contingency, which through his stock in trade might endanger the public health.

But those advocating this course little think how much of a burden they are placing on shoulders least able to bear it. No retail druggist, doing a living business, can find time to test each purchase as made. He cannot afford to keep an analytical chemist employed out of his scant profits; and if he himself should attend to the work, his whole life would be darkened by the suspicions engendered by his calling. Besides, the routine of continual testing would be the "fly in his ointment" to any man naturally disposed to have confidence in human nature, and desirous to receive like confidence in return. You might as well ask him to make an assay of every coin he receives through the day in the line of business, to determine its fineness and weight. Again, if it is thus necessary to test what one buys of a jobber, who is by both interest and principle wedded to honest dealing, the consumer may as justly entertain doubts of his druggist, and blind suspicion alone would rule the hour.

I am sure the retail druggist was not designed in the economy of nature to be an everlasting search warrant, obliged to spend the largest part of his time carrying on investigations that have been paid for, and should have been satisfactorily performed by the firm of whom the goods were purchased under a guarantee—leaving the regular work of dispensing and sale of goods to his clerks, which would be the result if he assumed to be the tester in detail of every article in his store.

It seems to me that adulterations, both of drugs and foods, should be treated on the same basis as the counterfeiting of coin, bills, or bank checks, and dealt with promptly by law. There is always in either case one party primarily responsible for the wrong committed. Others may be accessory thereto; but efforts of detection and prevention should be directed mainly to the fountain head. The manufactory is the place where all the testing and analyzing should be done: because nowhere else can it be done so thoroughly, surely, and cheaply. If the spring is pure there is no need of a thousand filters in the hands of consumers. Where a drug is made and prepared for the market is the best place to inspect and certify to the integrity of what is to be distributed in a thousand channels among the uncounted multitude who cannot spend time to

doubt or investigate the small multiple each one alone controls. If the public health becomes endangered by the adulteration or careless methods of manufacture of any product, a legal officer may properly be placed where he can oversee the processes and certify to the character of the finished drug.

As a secondary precaution the wholesaler, who is supposed to employ expert buyers, or calls in the chemist of the firm to settle every uncertain point, should keep an eye on the quality of his goods for his own benefit, if no more; since no druggist can afford to buy of one who, by carelessness, suffers unwholesome or imperfect drugs to evade the scrutiny of his agents. Buying as they do in very large quantities, there is every inducement to secure goods that are true to name, and of a quality guaranteed in the sale.

But unless inspection is made at the manufactory, inferior or adulterated goods are likely to escape occasionally the notice of the wholesaler or jobber. In the matter of paris green this is sometimes done; and the effect produced by one bad lot cannot easily be computed in dollars and cents. It is impossible always to exchange for a better stock in time to save a crop from insects, even if the true character be known before a sale is made. A guarantee to be perfect must leave no chance for loss during the process of exchange. No one can guarantee an article to the full satisfaction of the buyer if it costs him money or loss of trade to make that guarantee available.

"I meant to have told you of that hole," said one friend to another who was to be his guest, as the latter fell into an excavation while crossing the front yard. "Never mind," was the good-natured reply, "I have found it easily myself."

In spite of the best intentions of others, such may be the fate of the druggist as he discovers at his own expense the errors or intentional frauds that have reached him from first hands. But it is not his duty to sit astride every hole left open, either by design or accident, to prevent some one falling therein, when there is a law which should be enforced against leaving such traps in the way of the careless traveler.

The retail druggist already has to keep his eye peeled in so many directions, as to threaten him with chronic strabismus. He meets the opinionated customer, who is hard to be convinced that his order is properly filled, because the same article bought of another dealer had a different appearance. He also encounters the prejudices born of ignorance in men who believe powdered goods are de facto fraudulent, but that crystals of the same are, in comparison, "gems of purest ray serene." It is hard to convince them that the former may be C. P. and the latter comparatively N. G.

Let, therefore, the manufacturing chemist see that every product of his laboratory is of certain strength, and true to label both in whole and in part. Let the wholesale distributor check every article that passes his hands to see that it is in the best possible condition. Let the jobber who breaks original packages see that commercial and C. P. are fully understood on the invoice, and that special products have the merit of being true to guarantee. That will leave the druggist who sells staples and compounds chemical products in dispensing, as much as his hands can well accomplish, or his conscience oversee. And his customers will from time to time bless him for his care of their interests, as he stands between them and the hieroglyphic manuscript of the occasional physician that, without his skill in deciphering, might "bite like a serpent, and sting like an adder."

After all has been said, there is still a necessity for such oversight and inspection of a retailer's stock as none but a competent druggist can be depended on to give. Many drugs develop new combinations through light and air, while some become inert from long keeping. He should be able to detect such as are in that condition, and also how best to preserve those most susceptible to deterioration from all destructive agencies. He

should in general be competent to know when all staple drugs in common use are fresh and saleable. He should know, too, the usual tests that affect the condition of compounds; and, so far as books can instruct, the character, uses and therapeutic effect of every drug carried in stock.

All more intricate investigations he may well leave to those fully trained to search the hidden secrets of nature, unless he wishes to pursue it as an outside study. The duties of the retail druggist are mainly practical; but while they are varied, extensive, and ever developing some new feature, there is a limit—and I would fix that limit at a point where those of the analytical chemist begin.

As to the adulteration of food products, I consider it equal in enormity to the corruption of youth—a premeditated crime, deserving no quarter wherever discovered. As Scripture has it, "It is impossible but that offenses will come; but woe unto him through whom they come! It were better for him that a mill-stone were hanged about his neck, and he cast into the sea." Let him who will pollute the food or drink of a nation meet the fate of the Borgias, and be to posterity forever an eternal shame.

Don't Be Too Positive.

"Don't be too positive. I used to be. I am now not quite so sure about things. You would naturally think that one's life—in business and other avenues of its devious course—tends to make a man careful, not to say conservative; but it does not as a rule. To most men experience serves as a sternlight rather than a headlight."

"Take a case of recent occurrence. A friend of mine recently thought he had made a deposit of \$115 in his bank. I say 'thought,' because he was cock-sure he had made it."

"His bank-book had been left with the bank for settlement, and my friend merely made out a slip and handed it to the teller. A few days later when he received his bank-book 'settled up,' behold you, that deposit was not entered! He at once took the book to the young man who was teller on that day and said: 'You have not credited me with \$115, my deposit on such a day.'

"The teller obligingly looked over his slips and book, and said: 'I have no entry of it; neither do I remember a deposit of such an amount.'

"Then arose a dispute. My friend was positive that he had made that deposit. He was going to have it credited or he would know the reason why. He felt aggrieved; in fact, his feelings were venomous."

"The bank held a special board meeting to consider the matter. They decided they could do nothing. The teller had always borne a good reputation. Could my friend remember whom he saw in the bank on the day he made his deposit?"

"Oh, yes," he said, "I will swear I saw so-and-so as I entered the door."

"Hunt him up, then," said the bank people; "see if he remembers seeing you."

"The person could not recollect such an event."

"Said the bank people: 'Can you recollect who else was near the teller?'"

"Oh, yes," said my friend; "that young man (pointing) there."

"But that young man merely smiled, and suavely said that he had no remembrance of the occurrence."

"My friend was angry; he grew warlike. He consulted a prominent lawyer. The man of law said laconically:

"You have no redress. The bank's word is as good as your's. Go slow. Are you sure you made the deposit? We men do queer things at times. Look about your desk and office."

"Suffice it to say that the \$115 did not turn up. My friend, in the interim, grew still more positive."

"Some two weeks elapsed. One day, going through an old overcoat hanging in his office, he found the deposit—slip, money, and all. Imagine his feelings! Retractions were in order. He went to the bank and explained all in a very crestfallen manner, and vowed contrition to the teller."

"Now he bemoans the sad fate that

should have caused him, a shrewd business man, at his time of life to lose confidence in himself and his actions. His favorite aphorism to-day is, 'Don't be too positive.'"

A Valuable Waste.

It has been discovered that the slag which is thrown out as waste from iron furnaces possesses great value as a fertilizer. It is especially rich in phosphates, particularly the slag which is formed from the ores used in making iron and steel by the basic process, in which lime is extensively employed. This ore contains a large percentage of phosphoric acid, which, after the action of the lime, forms a phosphate of great strength, and when ground to a powder is a rich fertilizer without further treatment. It is especially valuable in that it contains no weed germs, and because its steel particles have a deadly effect on the cut worm and ground mole. A steamer sailing recently from Philadelphia took a cargo of 2,200 tons of the slag phosphate to Dantzie, Germany, which country is a heavy buyer of it. Orders for 50,000 tons are now on hand at the Pottstown Iron Works, where the piles of slag are being reduced to powder.

A Meek Man.

A demure looking little man approached the haughty clerk in a grocery store and meekly asked if he had any coffee to sell.

"Cert," said the young man. "We have ground coffee."

"No other kind?"

"Nope. This is the best ground coffee on the market."

"But I don't want it," and the little man braced up. "I got some sugar here the other day with sand in it, and I don't want coffee with ground in it. You must think I want the earth."

It should be one of the main duties of every grocer's clerk to endeavor to be as neat and clean as possible on all occasions, and more particularly in his place of business. He should also be proud and ambitious enough to keep his store neat and tidy. In many grocers' stores it is plainly to be seen that the proprietors do not seem to realize the importance of this little pointer.

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, as in the past, 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 GUARANTEE ITS 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.

Quick Sellers.**WHAT?****THE NEW FALL LINE**

Manufactured by

SNEDICOR & HATHAWAY,

DETROIT, MICH.

All the Novelties in Lasts and Patterns.

State Agents Woonsocket and Lycoming Rubber Co.

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

Wholesale Price Current.

Advanced—	Declined—	
ACIDUM.		
Aceticum	80	10
Benzolcum German.	65	75
Boracic	25	35
Carbolicum	52	55
Citricum	30	5
Hydrochlor	10	12
Nitricum	10	12
Oxalicum	10	12
Phosphoricum dil.	1	30
Sulphuricum	1	30
Tannicum	1	40
Tartaricum	30	33
AMMONIA.		
Aqua, 16 deg.	34	5
20 deg.	54	7
Carbonas	13	14
Chloridum	13	14
ANILINE.		
Black	2	00
Brown	80	10
Red	45	50
Yellow	2	50
BACCAR.		
Cubebae (po 40)	3	40
Juniperus	80	10
Xanthoxylum	25	30
BALSAMUM.		
Copaiba	43	45
Peru	41	80
Terabin, Canada	45	50
Tolutan	35	50
CORTEK.		
Abies, Canadian	18	
Cassia	11	
Cinchona Flava	18	
Euonymus atropurp.	30	
Myrica Cerifera, po.	20	
Prunus Virgini.	12	
Quillaja, grd.	10	
Sassafras	12	
Ulmus Po (Ground 15)	15	
EXTRACTUM.		
Glycyrrhiza Glabra	24	25
Haematox, 15 lb. box	11	12
" 15	13	14
" 14	14	15
" 13	16	17
FERRU.		
Carbonate Precip.	2	15
Citrate and Quinia	23	50
Citrate Soluble	80	
Ferrocyanidum Sol.	50	
Solut Chloride	15	
Sulphate, com'l.	90	2
" pure	2	7
FLORA.		
Arnica	18	20
Anthemis	30	35
Matricaria	50	65
FOJIA.		
Barosma	18	50
Cassia Acutifol, Tin-	25	28
nively	35	50
Salvia officinalis, 1/4	15	25
and 1/2	80	10
Ura Ursi	80	10
GUMMI.		
Acacia, 1st picked	2	60
" 2d	40	
" 3d	40	
" sifted sorta.	20	
" po	60	80
Aloe, Barb. (po 60)	50	60
" Cape, (po 20)	12	
Socotri, (po 60)	50	
Catechu, 1s, 1/4, 1/2	1	
10	55	60
Ammoniac	30	35
Asafoetida, (po 35)	50	55
Benzoinum	50	55
Camphora	50	55
Euphorbium po	35	10
Galbanum	25	50
Gamboge, po	70	75
Guaiaicum, (po 35)	40	
Kino, (po 1 10)	21	15
Mastic	40	
Myrrh, (po 45)	2	60
Opil (po 3 75)	35	42
Shellac	33	35
" bleached	33	35
Tragacanth	40	10
HERBA—In ounce packages.		
Absinthium	25	
Eupatorium	20	
Lobelia	25	
Majorum	28	
Mentha Piperita	23	
" Vir.	25	
Rue	30	
Tanacetum, V.	22	
Thymus, V.	25	
MAGNESIA.		
Calcined, Pat.	55	60
Carbonate, Pat.	20	22
Carbonate, E. & M.	20	25
Carbonate, Jennings.	35	38
OLEUM.		
Absinthium	3	50
Amygdalae, Dulc.	45	75
Amygdalae, Amarae	8	00
Anisi	1	70
Aurantii Cortex	2	30
Bergamoti	3	25
Caliput	60	65
Carophylli	75	80
Cedar	35	65
Chenopodii	21	60
Cinnamomi	90	100
Citronella	45	
Contum Mac.	35	65
Copaiba	80	90

Morphia, 2 P. & W.	2	30	2	45
S. N. Y. Q. &				
C. Co.	2	10	2	35
Moschus Canton	2	40		
Myristica, No 1	65	70		
Nux Vomica, (po 20)	2	10		
Os. Sepa	20	22		
Pepsin Sacc, H. & F. D.	2	00		
Picis Liq, N. C., 1/2 gal	2	00		
doz	2	00		
Picis Liq, quarts	2	00		
doz	2	00		
Pil Hydrarg, (po 80)	2	00		
Piper Nigra, (po 25)	2	00		
Pix Burgun	2	00		
Pil Alba, (po 35)	2	00		
Plumbi Acet	2	00		
Pulvis Ipecac et opii	1	00		
Pyrethrum, boxes H	1	00		
Ca damon	2	00		
Castor	1	00		
Catechu	50			
Cinchona	50			
doz	50			
Columba	50			
Conium	50			
Cubeba	50			
Digitalis	50			
Ergot	50			
Gentian	50			
doz	50			
Guaica	50			
Zingiber	50			
Hyoscyamus	50			
Iodine	75			
doz	75			
Ferri Chloridum	35			
Kino	50			
Lobelia	50			
Myrrh	50			
Nux Vomica	50			
Opil	85			
Camphorated	50			
Deodor	2	00		
Aurantii Cortex	50			
Quassia	50			
Rhatany	50			
Rhel	50			
Cassia Acutifol	50			
Serpentaria	50			
Stramonium	50			
Tolutan	50			
Valerian	50			
Veratrum Veride	50			
MISCELLANEOUS.				
Ether, Spts Nit, 3 F.	28	30		
4 F.	30	34		
Alumen	24	3		
7)	30	4		
Anatto	50	60		
Antimoni, po	40	5		
et Potass T.	55	60		
Antipyrin	140			
Antifebrin	25			
Argent Nitras, ounce	55			
Arsenicum	50			
Balm Gilead Bud.	30	40		
Bismuth S. N.	20	25		
Calcium Chlor, 1s, 1/4	12			
12, 1/4, 1/2	11			
Cantharides Russian,	10			
po	10			
Capici Fructus, af.	26			
" po	28			
" B po	20			
Caryophyllus, (po 15)	10	12		
Carmine, No. 40	37	75		
Cera Alba, S. & F.	50	55		
Cera Flava	30	40		
Coccus	20			
Cassia Fructus	25			
Contraria	10			
Cetaceum	40			
Chloroform	60	68		
" squibbs	21	25		
Chloral Hyd Crst.	1	35	10	
Chondrus	20	25		
Cinchonidine, P. & W	15	20		
" German	3	12		
Cork, list, dis. per	60			
cent	30			
Cressatum	2			
Creta, (bbl 75)	50	55		
" prep.	50	55		
" precip.	90	11		
" Rubra	2	8		
Crocus	40	50		
Cudbear	24			
Cupri Sulph	5	6		
Dextrine	10	12		
Ether Sulph	70	75		
Emery, all numbers	2			
" po	6			
Floate, (po.) 75	70	75		
Fraga White	15	15		
Galla	7	8		
Gambier	7	8		
Gelatin, Cooper	70			
" French	40	60		
Glassware flint, by box 70 & 10.				
Less than box 66%				
Gine, Brown	90	15		
" White	130	25		
Glycerina	140	20		
Grana Paradisi	22			
Humulus	25	55		
Hydragr Chlor Mite.	85			
" Cor	80			
" Ox Rubrum	80			
" Ammoniat.	10			
" Unguentum	45	55		
Hydragrum	64			
Ichthyobolia, Am.	1	25	10	
Indigo	75	100		
Iodine, Resubl.	3	80	30	
Iodoform	24	70		
Lupulin	22	25		
Lycopodium	65	70		
Liquor Arseni et Hy-	70	75		
dragr Iod.	2	27		
Liquor Potass Arsenitis	10	12		
Magnesia, Sulph (bbl	24	4		
13)	60	68		
Mannia, S. F.	60	68		

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.

AXLE GREASE. doz gross Aurora..... 55 6 00 Castor Oil..... 60 7 10 Diamond..... 50 5 50 Frazer's..... 75 8 00 Mica..... 65 7 50 Paragon..... 55 6 00		FRUITS. Apples. 3 lb. standard..... 65 York State, gallons..... 3 00 Hamburg..... Apricots. Live oak..... 1 75 Santa Cruz..... 1 75 Lusk's..... 1 75 Overland..... 1 75 Blackberries. B. & W..... 95 Cherries. Red..... 1 10 Pitted Hamburg..... 1 75 White..... 1 50 Erie..... 1 20 Damsons, Egg Plums and Green Gages..... 1 10 California..... 1 70 Common..... 1 25 Peaches. Pie..... 1 25 Maxwell..... 1 65 Shepard's..... 2 20 California..... 1 65 Monitor..... 1 65 Oxford..... Pears. Domestic..... 2 10 Riverside..... 2 10 Pineapples. Common..... 1 00 Johnson's sliced..... 2 50 grated..... 2 75 Booth's sliced..... 2 50 grated..... 2 75 Quinces. Common..... 1 10 Raspberries. Red..... 1 30 Black Hamburg..... 1 50 Erie black..... 1 30 Strawberries. Lawrence..... 1 25 Hamburg..... 1 25 Erie..... 1 25 Terrapin..... 1 10 Whortleberries. Blueberries..... 1 00 Meats. Corned beef Libby's..... 1 75 Roast beef Armour's..... 1 70 Potted ham, 1/4 lb..... 1 40 No. 3..... 8 00 No. 5..... 8 00 1 oz ball..... 4 50 Mexican Liquid, 4 oz..... 3 60 8 oz..... 6 80		BAKING POWDER. Acme. 1/2 lb. cans, 3 doz..... 45 1 lb. " 1 "..... 85 Bulk..... 10 Arctic. 1/2 lb. cans 6 doz case..... 55 1/2 lb. " 4 doz..... 1 10 1 lb. " 2 doz..... 2 00 5 lb. " 1 doz..... 9 00 Fosfon. 5 oz. cans, 4 doz. in case..... 80 16 " " "..... 2 00 Red Star, 1/2 lb. cans..... 75 1 lb. " "..... 1 40 Telfer's, 1/2 lb. cans, doz..... 85 1 lb. " "..... 1 50 Our Leader, 1/2 lb. cans..... 45 1 lb. " "..... 75 Dr. Price's, per doz. Dime cans..... 95 4-oz..... 1 40 6-oz..... 2 00 8-oz..... 2 60 12-oz..... 3 90 16-oz..... 5 90 25-lb..... 12 00 5-lb..... 18 25 10-lb..... 41 80		SEAP SAGO. 222 Schweitzer, imported..... 224 domestic..... 214 CATSUP. Blue Label Brand..... 2 75 Half pint, 25 bottles..... 4 50 Pint..... 3 50 Quart 1 doz bottles..... 1 35 Pint, 25 bottles..... 4 50 Half pint, per doz..... 1 35 Pint, 25 bottles..... 4 50 Quart, per doz..... 3 75 CLOTHES PINS. 5 gross boxes..... 40@45 COCOA SHELLS. 35 lb bags..... 23 Less quantity..... 23 1/2 Pound packages..... 6 1/2@7		COFFEE. Green. Rio. Fair..... 17 Good..... 18 Prime..... 20 Golden..... 20 Peaberry..... 22 Santos. Fair..... 18 Good..... 20 Prime..... 21 Peaberry..... 22 Mexican and Guatemala. Fair..... 21 Good..... 22 Prime..... 23 Peaberry..... 24 Maracaibo. Prime..... 23 Milled..... 24 Java. Interior..... 25 Private Growth..... 27 Mandehling..... 28 Mocha. Imitation..... 25 Arabican..... 28 Roasted. To ascertain cost of roasted coffee, add 1/2 c. per lb. for roasting and 15 c. per cent. for shrinkage. Package. McLaughlin's XXXX..... 23 45 Bunola..... 23 55 Lion, 60 or 100 lb. case..... 23 45 Valley City 1/4 gross..... 75 Felix..... 1 15 Hummel's, foil, gross..... 1 50 tin..... 2 50 CHICORY. Bulk..... 5 Red..... 5 CLOTHES LINES. Cotton, 40 ft. per doz..... 1 25 50 ft. "..... 1 40 60 ft. "..... 1 60 70 ft. "..... 1 75 80 ft. "..... 1 90 Jute..... 90 72 ft. "..... 1 10 CONDENSED MILK. 4 doz. in case. N.Y. Condensed Milk Co's brands Gail Borden Eagle..... 7 40 Crown..... 6 25 Daisy..... 5 75 Champion..... 4 50 Magnolia..... 4 25 Dime..... 3 35 COUPON BOOKS. "TradeMan." \$1, per hundred..... 2 00 \$2, "..... 2 50 \$3, "..... 3 00 \$4, "..... 3 50 \$5, "..... 4 00 \$10, "..... 5 00 \$20, "..... 6 00 "Superior." \$1, per hundred..... 2 50 \$2, "..... 3 00 \$3, "..... 3 50 \$4, "..... 4 00 \$5, "..... 4 50 \$10, "..... 5 00 \$20, "..... 6 00 FOREIGN. Currents. Patras, in barrels..... 4 " in 1/4 bbls..... 4 1/2 " in less quantity..... 4 3/4 Peel. Clifton, Leghorn, 25 lb. boxes..... 20 Lemon " 25 " " 10 Orange " 25 " " 11 Raisins. Ondura, 25 lb. boxes..... 8 Sultan, 30 " " 8 1/2 Valencia, 30 " " 9 Prunes. California, 100-120..... 9 " 90x100 25 lb. bxs. 9 1/2 " 80x90 " 10 " 70x80 " 10 1/2 " 60x70 " 11 Turkey..... 7 1/2 Silver..... 13 French, 60-70..... 12 " 70-80..... 12 " 80-90..... 11 " 90-100..... 10 ENVELOPES. XX rag, white. No. 1, 6 1/2..... \$1 75 No. 2, 6 1/2..... 1 60		NO. 1, 6..... 1 65 NO. 2, 6..... 1 50 XX wood, white. No. 1, 6 1/2..... 1 35 No. 2, 6 1/2..... 1 25 Manilla, white. 6 1/2..... 1 00 6..... 95 Mill No. 4..... 1 00 FARINACEOUS GOODS. Farina. 100 lb. kegs..... 3 1/2 Hominy. Grits..... 3 50 Lima Beans. Dried..... 4 1/2 Macaroni and Vermicelli. Domestic, 12 lb. box..... 55 Imported..... 10 1/2@ 1 1/2 Oatmeal. Barrels 200..... 4 60 Half barrels 100..... 2 40 Pearl Barley. Kegs..... 2 1/2 Peas. Green, bu..... 2 00 Split per lb..... 2 1/2@3 Roller Oats. Barrels 180..... 2 40 Half bbls 90..... 2 40 Sago. German..... 4 1/2 East India..... 5 Wheat. Cracked..... 5 FISH--Salt. Bloaters. Yarmouth..... Cod. Pollock..... 3 1/2 Whole, Grand Bank..... 5 1/2 Boneless, bricks..... 7 1/2@8 Boneless, strips..... 7 1/2@9 Halibut. Smoked..... 10 1/2@11 Herring. Holland, white hoops keg..... 5 " " " bbl..... 5 Round, 1/4 bbl 100 lbs..... 2 85 " 1/4 40 "..... 1 45 Scaled..... 17 Mackerel. No. 1, 100 lbs..... 12 00 No. 1, 40 lbs..... 5 05 No. 1, 10 lbs..... 1 35 Family, 90 lbs..... 8 25 " 10 lbs..... 95 Sardines. Russian, kegs..... 65 Trout. No. 1, 1/4 bbls, 100 lbs..... 6 00 No. 1, 1/4 bbl, 40 lbs..... 2 70 No. 1, kts, 10 lbs..... 80 No. 1, 8 lb kts..... 68 Whitefish. Family 1/2 bbls, 100 lbs..... \$7 00 \$2 75 " 40 "..... 3 10 1 40 10 lb. kts..... 90 48 8 lb. "..... 75 42 FLAVORING EXTRACTS. Souders'. Oval Bottle, with corkscrew. Best in the world for the money. Regular Grade Lemon. 2 oz..... doz 4 oz..... 1 50 Regular Vanilla. 2 oz..... doz 4 oz..... 1 50 XX Grade Lemon. 2 oz..... \$1 50 4 oz..... 3 00 XX Grade Vanilla. 2 oz..... \$1 75 4 oz..... 3 50 Jennings' D C. Lemon, Vanilla 2 oz folding box..... 75 1 20 4 oz..... 1 40 2 00 6 oz..... 2 00 3 00 3 oz taper..... 1 35 2 00 4 oz taper..... 1 50 2 50		GUNPOWDER. Rifle--Dupont's. Kegs..... 3 50 Half kegs..... 2 00 Quarter kegs..... 1 15 1 lb cans..... 30 1/2 lb cans..... 18 Choke Bore--Dupont's. Kegs..... 4 50 Half kegs..... 2 50 Quarter kegs..... 1 40 1 lb cans..... 34 Eagle Duck--Dupont's. Kegs..... 11 00 Half kegs..... 5 75 Quarter kegs..... 3 00 1 lb cans..... 60 HERBS. Sage..... 15 Hops..... 15 INDIGO. Madras, 5 lb. boxes..... 55 S. F., 2, 3 and 5 lb. boxes..... 50 JELLY. 17 lb. pails..... @ 50 30 " "..... @ 75 LICORICE. Pure..... 30 Calabria..... 25 Sicily..... 12 LYE. Condensed, 2 doz..... 1 25 4 doz..... 2 25 MATCHES. No. 9 sulphur..... 1 65 Anchor parlor..... 1 70 No. 2 home..... 1 10 Export parlor..... 4 00 MINCE MEAT. 3 doz. case..... 2 75 6 doz. case..... 5 50 12 doz. case..... 11 00 MEASURES. Tin, per dozen. 1 gallon..... \$1 75 Half gallon..... 1 40 Quart..... 70 Pint..... 45 Half pint..... 40 Wooden, for vinegar, per doz. 1 gallon..... 7 00 Half gallon..... 4 75 Quart..... 3 75 Pint..... 2 25 MOLASSES. Blackstrap. Sugar house..... 14 Cuba Baking. Ordinary..... 16 Porto Rico. Prime..... 20 Fancy..... 30 New Orleans. Fair..... 18 Good..... 22 Extra good..... 27 Choice..... 32 Fancy..... 40 One-half barrels, 3c extra. PICKLES. Medium. Barrels, 1,200 count..... @5 00 Half bbls, 600 count..... @3 00 Small. Barrels, 2,400 count..... 6 00 Half bbls, 1,200 count..... 3 50 PIPES. Clay, No. 216..... 1 75 " T. D. full count..... 75 Cob, No. 3..... 1 25 POTASH. 48 cans in case. Babbitt's..... 4 00 Penna Salt Co's..... 3 25 RICE. Domestic. Carolina head..... 5 " No. 1..... 4 1/2 " No. 2..... 4 Broken..... 3 Imported. Japan, No. 1..... 5 1/2 " No. 2..... 5 1/2 Java..... 5 Patna..... 5	
--	--	---	--	---	--	--	--	--	--	--	--	--	--



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

SPICES.

Whole Sifted.	
Allspice.	10
Cassia, China in mats.	7
" Batavia in bund.	15
" Saigon in rolls.	32
Cloves, Ambonyia.	22
" Zanzibar.	12
Mace Batavia.	80
Nutmegs, fancy.	75
" No. 1.	69
" No. 2.	70
Pepper, Singapore, black.	10
" white.	20
" shot.	16

Pure Ground in Bulk.

Allspice.	15
Cassia, Batavia.	18
" and Saigon.	25
" Saigon.	25
Cloves, Ambonyia.	22
" Zanzibar.	12
Ginger, African.	18
" Coculu.	20
" Jamaica.	22
Mace Batavia.	71
Mustard, Eng. and Trieste.	22
" Trieste.	25
Nutmegs, No. 2.	75
Pepper, Singapore, black.	10
" white.	24
" Cayenne.	30
Sage.	20
" Absolute" in Packages.	

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

SAL SODA.

Kegs.	14
Granulated, boxes.	14

SEEDS.

Anise.	12 1/2
Canary, Smyrna.	6
Caraway.	6
Cardamon, Malabar.	90
Hemp, Russian.	4 1/2
Mixed Bird.	5 1/2
Mustard, white.	10
Poppy.	9
Rape.	6
Cuttle bone.	30

STARCH.

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

SCOTCH.

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

SODA.

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

SALT.

100 3-lb. sacks.	22 25
60 5-lb. "	2 00
28 10-lb. sacks.	1 85
20 14-lb. "	2 25
24 3-lb. cases.	1 50
56 lb. dairy in linen bags.	32
28 lb. " drill " 16	18

Warsaw.

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

Ashton.

56 lb. dairy in linen sacks.	75
Higgins.	

Soinar Rock.

56 lb. sacks.	27
Common Fine.	

Saginaw.

Manistee.	70
-----------	----

SALERATUS.

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

SOAP.

Laundry.	
----------	--

Allen B. Wisley's Brands.	
---------------------------	--

Old Country, 80 1-lb.	3 41
Good Cheer, 80 1-lb.	3 30
White Borax, 100 3-lb.	3 95

Proctor & Gamble.	
-------------------	--

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

Dingman Brands.

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

Jas. S. Kirk & Co.'s Brands.	
------------------------------	--

American Family, wrp d.	84 00
" plain.	2 94

N. K. Fairbanks & Co.'s Brands.	
---------------------------------	--

Santa Claus.	4 00
Brown, 60 bars.	2 40
" 80 bars.	3 25

Lautz Bros. & Co.'s Brands.	
-----------------------------	--

Acme.	4 00
Cotton Oil.	6 00
Marselles.	3 95
Mafer.	4 85

Thompson & Chute Brands.	
--------------------------	--

Silver.	3 65
Mono.	3 35
Savon Improved.	2 50
Sunflower.	3 05
Golden.	3 25
Economical.	2 25

Scouring.	
-----------	--

Sapallo, kitchen, 3 doz.	2 50
" hand, 3 doz.	2 50

SUGAR.

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

Cut Leaf.	5 17
Powdered.	5 98
Granulated.	5 54
Extra Fine Granulated.	5 67
Cubes.	5 98
XXXX Powdered.	6 30
Confec. Standard A.	5 48
No. 1 Columbia A.	5 42
No. 5 Empire A.	5 36
No. 6.	5 30
No. 7.	5 23
No. 8.	5 17
No. 9.	5 11
No. 10.	5 05
No. 11.	4 98
No. 12.	4 92
No. 13.	4 86
No. 14.	4 80

SYRUPS.

Corn.	
-------	--

Barrels.	21
Half bbls.	23

Fair.	19
Good.	25
Choice.	30

SWEET GOODS.

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

VINEGAR.

40 gr.	7	2 8
50 gr.	8	2 9

WET MUSTARD.

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

YEAST.

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

TEAS.

JAPAN—Regular.	
----------------	--

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

SUN CURED.

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

BASKET FIRED.

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

GUNPOWDER.

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

OOLONG.

Common to fair.	23
Superior to fine.	30

IMPERIAL.

Common to fair.	23
Superior to fine.	30

YOUNG HYSON.

Common to fair.	18
Superior to fine.	30

ENGLISH BREAKFAST.

Fair.	18
Choice.	24
Choicest.	24
Best.	40

TOBACCOS.

Fine Cut.	
-----------	--

Pails unless otherwise noted	
------------------------------	--

Bazoo.	230
Can Can.	27
Nellie Bly.	27
Uncle Ben.	21
Hiawatha.	60
Sweet Cuba.	34
McGinty.	27
" 1/2 bbls.	25
Dandy Jim.	29
Torpedo.	24
" in drums.	23
Yum Yum.	23
1922.	23
" drums.	22

Plug.

Sorg's Brands.	
----------------	--

Spearhead.	41
Joker.	29
Nobby Twist.	41

Scotten's Brands.

Kylo.	26
Hiawatha.	38
Valley City.	34

Finzer's Brands.

Old Honesty.	40
Jolly Tar.	32

Smoking.

Catlin's Brands.	
------------------	--

Kiln dried.	17
Golden Shower.	19
Huntress.	26
Meerschaum.	29

American Eagle Co.'s Brands.

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

Banner Tobacco Co.'s Brands.

Banner.	16
Banner Cavendish.	38
Gold Cut.	28

Scotten's Brands.

Warpath.	15
Honey Dew.	30
Gold Block.	36

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

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

Leidersdorf's Brands.

Rob Roy.	26
Uncle Sam.	28 1/2
Red Clover.	32

Spaulding & Merrick.

Tom and Jerry.	25
Traveler Cavendish.	38
Buck Horn.	30
Plow Boy.	30 1/2
Corn Cake.	16

OILS.

The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids:

Eocene.	8 1/2
XXX W. W. Mich.	7 1/2
Headlight.	7 1/2
Naptha.	6 1/2
Stove Gasoline.	7 1/2
Cylinder.	27
Engine.	13
Black, 15 cold test.	8 1/2

HIDES PELTS and FURS.

Perkins & Hess pay as follows:

HIDES.	
--------	--

Green.	2 23
Fair Cured.	2 34
Full.	2 34
Dry.	5
Kips, green.	2 3
" cured.	2 4
Calfskins, green.	4 5
" cured.	4 5 1/2
Deaconskins.	10
No. 2 hides 1/2 off.	

PELTS.

Shearlings.	10	2 20
Lambs.	15	2 25

WOOL.

Washed.	12	2 18
Unwashed.	2	2 14

MISCELLANEOUS.

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

GRAINS and FEEDSTUFFS.

WHEAT.	
--------	--

No. 1 White (55 lb. test).	54
No. 2 Red (60 lb. test).	54

MEAL.

Bolted.	1 40
Granulated.	1 65

FLOUR.

Straight, in sacks.	3 30
" barrels.	3 55
Patent " sacks.	4 30
" barrels.	4 55
Graham " sacks.	1 70
Rye.	1 90

MILLSTUFFS.

Car lots.	Less
-----------	------

Bran.	\$13 00	\$13 00
Screens.	13 00	13 00
Middlings.	14 00	14 00
Mixed Feed.	17 00	11 50
Coarse meal.	18 00	18 00

CORN.

Car lots.	44
Less than car lots.	43

OATS.

Car lots.	34
Less than car lots.	33

HAY—Old.

No. 1 Timothy, car lots.	12 00
No. 1 " ton lots.	14 00
New hay on the market.	8 1/2

FRESH MEATS.

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

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

FISH and OYSTERS

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.

Black Bass.....	8@10
Halibut.....	@15
Clascoe or Herring.....	@5

WAYS OF WOMEN CLERKS.

Incidents Observed on a Shopping Tour of Some Down Town Emporiums.

From the Detroit News

All large dry goods stores are, for the most part, very much alike in general appearance.

The long rows of well-stocked shelves, the smooth counters and glistening show cases, the seats at regular intervals for the accommodation of customers, the rushing to and fro of cash boys or girls, or the shooting back and forth of cash boxes overhead like shuttles through the loom, the constant ebb and flow of shoppers, and the busy clerks present to the eye of the uninterested looker-on a scene of tiresome confusion. One wonders how the clerks endure it day after day, month after month, especially the girl clerks, some of whom look pale and delicate and much in need of out-door exercise.

But there are many things which appear like that, on close inspection, disclose individual peculiarities; so each store is run according to its own system of management. There are also times when there is a lull in trade, when customers are few and far between, and when the clerk finds time hanging heavy on her hands.

When every scrap of stock is in order, every speck of dust brushed carefully from show case and counter, and there is really nothing to do, how then does she fill in the time? The most natural conclusion arrived at by the outsider is—gossip, and this is true to a great extent, but even gossip palls after a time to many, and other amusements are resorted to.

Dropping into one of our large dry goods stores a few days ago, the *News* leaned against the ribbon counter, and looked, with a speculative eye, upon the young woman clerk stationed back of it. This clerk was driving a pin into a bolt of ribbon with the intention of fastening it down to the counter, and was using a very large spool for a hammer. She raised a very quiet, serious face, and politely asked: "Did you wish to look at the ribbons?" The *News* replied in the negative and added: "I only want to wait here a few minutes." "Very well," was the pleasant rejoinder, and she returned to her hammering. But without very much success, for the pin doubled up, and her visitor remarked:

"That spool doesn't seem to make a very good hammer."

Perhaps she caught a note of sympathy in the speaker's voice; at all events she looked up quickly with a gleam of mischief in her fine gray eyes, and said—almost as if in answer to the unspoken question in mind:

"Oh, I'm just nailing down the other girl's things. I belong at the glove counter just across, but sometimes tend to this one a minute or two while she is somewhere else. There now, that was a better pin and I've nailed that ribbon down pretty fast. Now I'll nail down her book. I often do that, and do you know she never suspects me, but accuses all the rest of the girls." She laughed a little, low, rippling laugh.

Remembering the demure face she had presented at first, her listener did not wonder that no one suspected her.

"I suppose that the time sometimes drags, and you have to amuse yourself somehow," was ventured.

"Oh, yes, it's always dull for a spell after the Fourth."

"Are you allowed books to read?"

"Well, we have been, sometimes, but the trouble is, so many girls get absorbed in reading and neglect their customers. Of course our employer don't like that, and one can't expect him to. We used to do different kinds of fancy work when times were dull, but that had something the same effect as reading, and it was shut down on, too."

"I suppose you had rather be busy than idle," was remarked.

"Yes, indeed. Of course, I don't like to be so driven that I can't keep my stock in order, but I'd much rather have a steady run of trade, then I can show a good 'book' when it comes night, and feel that I have earned my bread and butter, and not stood here all day for nothing."

Just then a lady paused before the glove counter, and with a nod and a smile, the gray-eyed clerk stepped quickly across to her own place, leaving "the other girl's things" nailed to the counter, and no clue that would throw suspicion on herself for the harmless trick.

Another clerk, finding a few minutes of leisure on her hands, showed commendable pride in her personal appearance by applying a wisp broom energetically to the black dress she wore. Having brushed off all dust and lint, she arranged her hair before a small mirror, hanging back of the counter. Then she retied her sash, and surveying her improved appearance with satisfaction, was ready for business again. A couple more clerks were gossiping about a party that one had had the good luck to attend, and still another, with elbow resting indolently on the counter, was actually sucking her thumb.

In another store—one of the most extensive in Detroit—a young lady was clearing up her counter and in order to replace a box on a high shelf, she climbed on top of a stool which stood behind the counter. Just then the floor walker came along and made some bantering remark about her "elevation in the world."

She turned around, and taking hold of the tramway that carries the cash boxes, rested her chin on the wires and looked down coquettishly. "What'll you give me to hang by my teeth on this wire?" she asked, showing two rows of pearly ones that looked sound and strong enough to assist her in this acrobatic performance. She made a pretty picture standing up there between the shelves and a line of belts with shining buckles, but the floor walker knew his business too well to stop to admire it, so he only cast a smile at her over his shoulder, and passed on without making a bid. The young lady gazed about for a few seconds, but finding no other victim upon whom to exercise her wiles, descended from her perch. By passing over to the other side of the store, the *News* discovered that none of the clerks stood in any awe of this floor walker, some laughing at his orders, others "talking back" and making fun of him straight to his face.

"I think you ought to be ashamed of yourself," called out one lady clerk to one of the opposite sex. "You haven't accomplished anything today."

"Ho!" was the retort, "you have been here six months, and haven't done a day's work in all that time."

"Oh, I consider where that comes from," she replied, and then quickly added, before he could get the start of her, "and I consider where it goes to."

"Miss W—— wants a hat pin," demanded the cash boy, presenting himself before the notion counter.

"Oh, dear," cried the clerk, "that girl is always bothering for something. Here, take her this with my love, and tell her not to hurt herself with it."

"With what?" asked the boy, "the pin, or your love?"

"The pin, of course, smarty. All the love I've got for her won't hurt anybody."

The boy skipped away, seemingly not overburdened with hat-pins or love, and the girl turned to wait upon a customer, feeling a little cross that her leisure moment had been taken up by accommodating another—under protest.

The reporter next called at a large wholesale and retail grocery store, where toilet articles, candies, etc., are also handled, and attempted a chat with a clerk at the candy counter. But she looked nervously about, and finally said:

"We are not supposed to have any leisure, and—why—you see, Mr. — don't like us to be talking with anyone except strictly on business. He reprimanded me a few minutes ago because a friend of mine came in, shook hands with me and talked a little. I hope you understand my position, and will not take offense."

It was late in the afternoon, the girl looked tired, and it was observed that no seats were allowed behind the counter. With a nod of sympathy to the weary clerk, the reporter said good bye at once, sincerely hoping she would not get scolded on account of the call.

"Yes, there are stores in Detroit where

no seats are allowed for the girls, though the majority of proprietors are not so cruel," said a pretty, blue-eyed girl in a dry goods store on Woodward avenue. "I'm happy to say we have seats. I don't know how I'd manage if we didn't, because I'll tell you, confidentially, that I am pestered to death with corns, and I'd have a hard time of it standing on my poor feet all day long. Yes, this is a good place to work. Once I was sick three weeks and my employer paid me my wages just the same as though I'd been here every day. No, there are no restrictions on our chatting with people when we are not busy."

The girl in the candy department of the store before mentioned was now referred to, and the clerk said, with some indignation,

"I don't know why Mr. — need be so hard on his clerks. He was a clerk once, himself, not many years ago, either. But I suppose it is like some of the poor girls who get married to rich men. They get so lighted on at once that they forget they ever lived any other way."

Looking in at one store and another it was observed that where seats were allowed, the girls looked less weary and did not seem usually to neglect customers on account of being obliged to rise. In one store, however, the floor walker spoke quite sharply to a tall, indolent appearing, vacant faced girl, who surreptitiously slid a book under the counter, and turned languidly to wait upon a lady who had been standing for some little time, unobserved, looking at thimbles, etc., which were arranged upon the show case.

A lady stepped into a bakery and asked:

"Have you any 'lady fingers'?"

"Yes," replied the girl clerk, without offering to move. "Do you want some?"

"I do not know whether I do or not, until I have seen if they are fresh," replied the lady, in a perfectly polite tone. The girl looked out of the window and drummed on the show case with her fingers.

"I think," said the lady, "that I will go somewhere else and buy some lady fingers."

The clerk offered no objection and the lady passed out of the store. Such a clerk as this must be a profitable investment. One of Detroit's shoe dealers has taken a new departure by placing a lady clerk in each of his stores, and the experiment seems to be quite successful. Ladies call and inquire for the lady clerk, evidently preferring to have their shoes fitted by feminine hands. Said one lady, "I don't mind so much telling a girl that I have a corn here or a bunion there and she is so patient, too, and anxious to please one."

The girl looked tired, but "what would you?" The weather is exhausting, and ladies are hard to convince that a No. 5 foot will not go into a No. 3 shoe. If patience is required anywhere it must be in a shoe store.

There is another sort of clerks upon whose patience constant demands are made, and those are the ones who work in the departments of ready made wraps and dresses. For a lady to see a piece of goods she fancies, and buy it for a dress, is one matter—maybe her dress-maker has to catch it then; but to buy a ready-made dress, insisting meanwhile upon unbecoming styles and colors because they are pretty, is quite another.

If a fat woman does not look well in a dress ruffled to the waist with additional flyaway bretelles at the shoulders, why, of course, the clerk is to blame, and she is expected to make it becoming. Speaking of fat women, the reporter watched with interest a demure-faced little clerk in the millinery department of one of the large bazars, while a customer—weighing not less than 200, and with a face broad and rosy—tried on all the small, rolled up, cocked up, twisted up "shapes" intended for small faces or at least delicate features, gazing meantime at her reflection in the mirror. The girl quietly passed up one hat after another, and as patiently received them back again, with never the gleam of a smile at the grotesque panorama going on in that mirror. Finally the woman gave it up,

and with a sigh "for something better than she had known," replaced her own hat (a brown straw loaded with red roses), and waddled away.

"What do you think of such customers?" was asked.

"We are not supposed to have any thoughts," was the reply, accompanied by the gleam of appreciation the reporter had been watching for all along. Then she turned to the flower counter and began to arrange the many-colored blossoms more artistically.

"Did you wish anything?" asked a girl in a crockery store.

"Only to look at the pretty dishes. I suppose you see dishes until you get tired of them?" to which the red-lipped maiden replied:

"That's about the size of it."

There is a well-known store in this city where the clerks are evidently instructed to watch and follow every one who enters therein, with the supposition that possibly every one is a thief. Perhaps this is a mistaken idea, but it intrudes itself into the mind when, upon saying: "I don't want to buy anything. I am only looking around a little," the clerk still follows and eyes one suspiciously. Presently the most innocent person begins to feel guilty, and is glad to escape to some store where she can wander about at her own sweet will and gaze unmolested upon the pretty goods her pocketbook will not allow her to buy. It cannot be very pleasant for the clerks, either, and leaves them next to no leisure at all. The clerks in this store are never idle when the floor walker is in sight, and are meek, and obedient even to servility.

There is a girl in one of the bazars, with soft brown eyes and hair, pink cheeks and gently rounded chin, who puts in her spare time posing in pretty attitudes, evidently for the appreciation of the admiring public; possibly for her own satisfaction. She never seems to laugh merrily like the others, but casts up her eyes in Madonna-like style, or droops her eyelashes in pensive meditation, leaning gracefully this way or that, or, if a customer claims her attention, displaying the wares with majestic condescension. Perhaps she has mistaken her vocation, and is pining to become a model for some artist.

Although the girls, for the most part, seem to keep up a comparatively bright appearance, still there are times when the long hours and the exhausting heat tell upon them. One girl, very pale, was suffering from a raging headache, but either she could not be spared to go home or she could not afford to lose the time, so she continued her work.

Whiz! Whir-r! Click! The cash box stopped short just above her head. She took it down, opened it hurriedly, tipped the change into her hand, when a frisky dime fell overboard and rolled gaily under the counter, where it hid itself beyond recall. In vain the girl hunted, pressing a slender hand to throbbing temples. No use; it was gone; and, finally, in desperation, she replaced the coin from her own purse.

"Anything to-day?" asked a pretty clerk, as the reporter dropped into a chair beside the corset counter.

"We have something very nice in corsets," she continued.

"Oh, yes," murmured a young man clerk standing next to her, "I know you have something nice in corsets, and that is yourself."

The young lady tried to look daggers, but the compliment was too pointed, and she was forced to smile instead.

From all these places the reporter strolled into a book store.

A girl stood leaning her elbows on a showcase. It was nearly 6 o'clock, and she looked tired and worried. The corners of her mouth drooped and her eyes were dull and heavy. She came forward wearily, to her supposed customer. "I do not want anything," was remarked, "only I cannot pass a book store without coming in." A sudden brilliancy flashed across her tired face, all dullness vanishing.

"I see that you understand that feeling," continued her caller.

"Yes, indeed," she answered energetically. The reporter meant to get that

girl to say more, but the proprietor of the store engaged her in conversation concerning some business of their own. The clock pointed its hands to the hour of 6, and closing up time had come. But it was observed that the brightness did not again fade from the girl's face. Evidently, here is the right girl in the right place. She will handle books tenderly and think of them almost as she might of living companions.

From the book store to the public library was an easy and natural transit, and here the ever-accommodating clerks, when not busy, were, for the most part, reading. It is not strange, that here, of all places in Detroit, clerks should read. And there are certain hours in the day when they have some leisure, although there are many duties connected with the position besides receiving and giving out books. To those who love books, the library is a good place to work. A semi-religious light pervades the place, and all the bustle and confusion of the dry goods store is missing. If the writer must be a clerk, please find a vacancy in Detroit's public library. It is, I do believe, the sinecure of clerkships.

A LITTLE PLAIN TALK.

Written for THE TRADESMAN.

A short time ago a fire broke out beneath a theater. A play was on and the theater was filled with people. When the fire broke out the star actor quietly stepped out in front of the footlights and calmly announced to the people that, for reasons which could not be explained at that time, the play could not proceed further. The people quietly vacated the theater and did not learn the cause of the abrupt dismissal until they had gained a place of safety upon the street. A panic, with its resulting losses and pains, was thus avoided. How? By closing the doors and leaving the people to their own fate? No. Safety depended upon immediate action. There was a means of escape and something must be done to enable the people to make use of this means. It was done and the people were spared; and it was done by one who possessed the ability and understood the situation. It was a noble act.

There is a grander theater where all the people are actors. It is the great industrial workshop of this country. This great structure is fireproof, yet it is apparently on fire. It is only the combustible, gas-inflated excrescences which are being consumed, yet the stage managers act as though they thought the entire edifice was doomed to destruction. They are locking up the means to avoid a panic. They are retiring within their own fireproof compartments and leaving people to take care of themselves. They are acting the part of selfish, cowardly sneaks; and, sooner or later, if they do not prove themselves men, a panic will occur among the people, which will be infinitely worse than a panic among the managers.

The Government controls the supply of money. About so much per capita is required to be kept in circulation, in order that the business machinery of the country may be kept in motion. It is the great lubricator. When it becomes scarce through any cause, friction makes the wheels squeak, and, finally, they refuse to turn round. There never was a time when the per capita supply of this lubricator was greater than at present; yet it is so scarce that the wheels of industry are gradually coming to a standstill all over the country. Money was never so plentiful and at the same time never so scarce! What a humiliating condition of things, and what set of fools are responsible for it? By what

authority do these weak-kneed, cowardly, panic-stricken vault owners lock up the circulating medium of the country, thereby stopping the wheels of industry and preparing the way for a period of desolation and ruin? There surely must be something wrong in our system of money distribution when such a condition of things is possible. Gentlemen of the money bags, what are you afraid of? Do you really think there is danger ahead and that the country is going to the "demination bow-wows"? Your actions are breeding a mighty distrust in the minds of the people. Can you blame them? The number of dinner pails which are filled every morning with factory dinners is growing less day by day, and the only explanation given the laborer is that "money is tight." This explanation is tendered the grocer in payment for groceries or as payment on account. The grocer accepts it because he knows it is the only legal tender in circulation. The grocer passes it over to the jobber and the jobber hangs on to it as long as he can, for he knows that the banker holds the key. Gilt-edged commercial paper and solid rock collaterals knock at the doors of these strong vaults in vain; and wheat, the great staple itself, goes begging at 50 cents a bushel because there is no money to buy it with. "As good as the wheat" has lost its force, for it is not "good" enough to command money at the present time. The great bulk of the crop will be stored away on the farms, thus shutting off millions of dollars which would otherwise flow through the regular channels of fall trade.

The locking up of the country's circulating medium has paralyzed the country's industry. Keep it locked up, and, as sure as money is money, a panic will prevail before next winter's coal bills are paid. Remove that miserly clutch from those money bags and show the people that there is no cause for alarm! Allay their suspicions by discounting good paper, granting loans on gilt-edged securities, and by making the usual and customary investments! Refuse to discount paper endorsed by men who are sound financially and the most natural inference arising from such refusal is that you have lost confidence in everybody and everything. To refuse a loan on good collateral security, is equivalent to a confession on your part that the country is on the eve of a general collapse and that present prices cannot be depended upon. The banker may have some excuse, but it would be a merciful act at the present time if every depositor would withdraw his money from the bank, relieving them of this flimsy excuse. Private capitalists and money loaners have no such excuses. They are not subject to "runs." Their money is their own. When they invest it freely they show their faith in the future welfare of the country and in the maintenance of values, and everybody says the times are good; but when they crawl into their shells and bag up their money in old stocking legs and pack it away in deposit vaults, it is the handwriting upon the wall, warning the people of their impending doom. The summer is speeding away and another long winter is approaching. The demands of cold and hunger must be met whether the McKinley bill, the Sherman bill, or any other bill is repealed or not. Pending accounts must be paid and groceries and

clothing must be sold and paid for, or the doors of thousands of retail stores must be closed before the winter is over with. This means work for the laborer and employment for the mechanic. It means cash for wheat. It means the turning around of the factory wheels. It means the buying of homes, building houses and improving streets. It means a resumption of business on a sound, safe, substantial basis. It means the exercise of a little patriotism and a determination to prove to the world that the business life of our country is sufficiently vigorous to withstand the operation of having the wind pricked out of it without being placed under the influence of an anæsthetic. It means a disposition on the part of every man who commands money to let loose of it at once, not in wild speculation and foolish ventures (this has been our curse), but in making substantial improvements; in aiding and relieving sound and solvent manufacturing concerns, and in buying gilt-edged securities at their legitimate market value. Finally, it means the placing of the means of escape within the reach of the people and the avoidance of a disastrous panic. Any man who thus refuses to act—and that without delay—is a hater of mankind and an enemy of his country.

E. A. OWEN.

Use Tradesman or Superior Coupons.

CHICAGO AND WEST MICHIGAN R.Y.

JUNE 25, 1893

GOING TO CHICAGO.

Lv. G'd Rapids, 7:25am 8:50am 1:25pm *11:00pm
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 7:30pm
Ar. Chicago 8:30pm 11:30pm 2:00am
Lv. Chicago 9:30am 12:30pm 3:55pm 5:25pm

TO AND FROM MUSKOGON.

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

TRAVERSE CITY CHARLEVOIX AND PETOSKEY.

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

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., *10:00 p. m.

OTTAWA BEACH.

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

PARLOR AND SLEEPING CARS.

To Chicago, Lv. G. R. *7:25am 1:25pm *11:30pm
To Petoskey, Lv. G. R. *7:30am 1:40pm 11:15pm
To G. R. Lv. Chicago, 8:25am 9:00am *11:35pm
To G. R. Lv. Petoskey, 6:05am *1:30pm 7:20pm
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 Ave.

EASTWARD.

Trains Leave	No. 14	No. 16	No. 18	No. 82
G'd Rapids, Lv	6:45am	10:20am	3:25pm	7:40pm
onia, 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	5:50pm	8:50pm	
Pontiac, Ar	10:53am	3:05pm	8:25pm	
Detroit, Ar	11:50am	4:05pm	9:25pm	

WESTWARD.

Trains Leave	No. 81	No. 11	No. 13	No. 15
G'd Rapids, Lv	7:25am	1:00pm	4:55pm	10:20pm
G'd Haven, Ar	8:30am	2:10pm	6:00pm	11:26pm
Milw'kee 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 has Wagner Parlor Buffet car. No. 15 has Wagner Parlor Buffet car.

JAS. CAMPBELL, City Ticket Agent.

23 Monroe Street.

Grand Rapids & Indiana.

Schedule in effect June 25, 1893.

TRAINS GOING NORTH.

Trains	Leave	Arrive
For M'kinaw, Trav. City and Sag.	6:50 a. m.	7:20 a. m.
For Traverse City & Mackinaw	1:10 p. m.	1:30 p. m.
For Cadillac and Saginaw	8:10 p. m.	8:30 p. m.
For Petoskey & Mackinaw	9:10 a. m.	10:30 p. m.
From Kalamazoo	9:10 a. m.	
From Chicago and Kalamazoo	9:40 p. m.	

Trains arriving from south at 6:50 a. m. and 9:10 a. m. daily. Others trains daily except Sunday.

Train leaving north at 7:30 a. m. daily. This train does not run to Traverse City on Sundays.

TRAINS GOING SOUTH.

Trains	Leave	Arrive
For Cincinnati	6:30 a. m.	7:00 a. m.
For Kalamazoo and Chicago	8:30 a. m.	8:50 a. m.
For Fort Wayne and the East	11:50 a. m.	2:00 p. m.
For Cincinnati	5:15 p. m.	6:00 p. m.
For Kalamazoo & Chicago	10:40 p. m.	11:20 p. m.
From Saginaw	11:50 a. m.	
From Saginaw	10:40 p. m.	

Trains leaving south at 6:00 p. m. and 11:20 p. m. runs daily; all other trains daily except Sunday.

SLEEPING & PARLOR CAR SERVICE.

NORTH

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

SOUTH

7:00 a. m. train—Parlor chair car Grand Rapids to Cincinnati.
8:00 a. m. train—Runs solid with Wagner Parlor Car Grand Rapids to Chicago.
2:00 p. m. train—Parlor car Grand Rapids to 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. 2:00 p. m. 11:20 p. m.
Ar. Chicago 1:25 p. m. 9:10 p. m. 6:50 a. m.

8:00 a. m. train runs solid with through Wagner Parlor Car.

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

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

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

Sunday train leaves for Muskegon at 7:45 a. m., arriving at 9:15 a. m. Returning, train leaves Muskegon at 4:30 p. m., arriving at Grand Rapids at 5:50 p. m.

Through tickets and full information can be had by calling upon A. Almquist, ticket agent at Union Station, Telephone 006, Grand Rapids, Mich.

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

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 28, 1893.)
Arrive. Depart
10:20 p. m. Detroit Express 6:55 p. m.
10:00 a. m. Day Express 1:20 p. m.
6:00 a. m. Atlantic and Pacific 10:45 p. m.
1:00 p. m. New York Express 5:40 p. m.

*Daily. All others daily, except Sunday.
Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.

Parlor cars leave for Detroit at 6:55 a. m.; returning, leave Detroit 5 p. m., arriving at Grand Rapids 10:20 p. m.

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

A. ALMQUIST, 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.

TOLEDO ANN ARBOR

NORTH MICHIGAN RAILWAY.

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

Time Table in effect May 14, 1893.

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

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

Return connections equally as good.

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

LOWERING THE LEVEL OF PRICES.

The occurrences of the past few weeks compel the admission, against which we have all hitherto been struggling, that the present financial troubles proceed from a deeper cause than a mere spasmodic and unreasoning panic. They are so severe and widespread, and have now lasted so long without indications of passing away, that they can no longer be regarded as superficial and temporary. They must rather be viewed as the wholesome, though painful, process of transition from an unnatural speculative inflation to a soberer state of feeling, and as destined to end in a readjustment of prices upon a lower level than that which has lately prevailed.

A great deal is said about the influence of the currency upon prices, and it is undoubtedly true that, in a general way, increasing the volume of currency in a country tends to increase the prices of commodities there, while decreasing it tends to lessen them. An increase in the quantity, also, of commodities offered for sale while the volume of currency remains unaltered, tends to reduce prices, and the advocates of free silver coinage are quite right in saying that the production of wheat, cotton, pork, iron, and other staples, has, during the past few years, so far exceeded the production of gold that the power of gold to purchase them has been immensely increased, and that their prices measured in gold have therefore fallen. The production of silver, on the other hand, having kept pace with the increased production of these staples, its purchasing power has not increased like that of gold, and, therefore, if their prices were to be measured in silver instead of gold, they would be higher than they are in gold. What the advocates of silver fail to perceive is, that while higher prices for wheat, cotton, and similar things would give the producer of them more units of money for his products, he in turn would have to give the seller of other commodities more of the same units for what he buys, and that the workingman could not buy so much with the same wages under the silver standard as he can buy under the gold standard. Debtors now in debt would profit by the substitution of silver for gold as a standard of value, because they would pay their debts with smaller quantities of commodities, but this benefit would be only temporary. Future debts contracted under a silver standard would not be diminished.

The efficiency of a depreciated currency in swelling prices is, however, trifling compared to that of the craze for speculation which periodically takes possession of masses of men and lifts them off the ground of sober sense into a whirlwind of wild imagination. As we all know, the most obvious and natural form of gambling is betting upon success and not upon failure. While the professional bookmaker takes the odds against a horse, the public puts its money on his winning. Of the gamblers on the Stock Exchange, the great majority, especially the amateurs, invariably buy for a rise, and only a few of them, mostly professionals, regularly sell short. Indeed, selling short, in times like these, is extremely unpopular and exposes those who indulge in it to unpleasant comments. They are looked upon, and on some accounts with reason, as enemies of the public welfare deserving of general reprobation. The consequence is that

the tendency of prices, in what are called good times, is always upward. One man buys, and after he has bought sells at a small profit to another, who, in turn, sells to another, who also gets another profit, and so on, until the article dealt in, whether it be stocks, bonds, wheat, cotton, oil, or anything else, has risen in the market so high that the last buyer cannot sell at a further advance and has to let go. Then comes a reaction and the sellers for a fall have their turn. The market drops until fresh buyers for a rise are tempted to come in, and the process begins over again.

Ordinarily these fluctuations are small, and the losses and gains resulting from them so nearly balance one another that they do no great harm beyond wasting time and mental effort. It has been computed that a man who plays cards steadily for any length of time usually comes out at the end, if the game is an honest one, a winner or a loser for but a small sum, no matter how large his intervening losses or gains may be. In the same way a gambler in stocks or produce may win a great deal on one operation and lose a great deal on another, but upon striking a balance at the end of the year he will be neither much ahead or much behind. It is only when, after a succession of years, prices have been pushed up, little by little, far above their true level, that a heavy fall comes, and then those who are caught in it have to suffer.

One of these periods of small fluctuations, the total result of which was a large advance, extended from the collapse of 1873 to the inflated epoch which preceded the assassination of President Garfield in 1881. During that period the rise in stocks was in the aggregate enormous. Chicago, Burlington & Quincy, which sold for 78 in 1873, rose to 180 in 1881. Northwest was 31½ in 1873 and 136 in 1881, Rock Island rose from 63 to the equivalent of 297, St. Paul from 21½ to 133, Lake Shore from 57 to 139, New York Central from 78 to 155, Union Pacific from 15 to 130, and Western Union from 44 to 137. The coal stocks suffered a severe depression during 1876 and 1877, but they, too, ultimately, netted an advance, Lackawanna rising from 80 in 1873 to 129 in 1881, Delaware & Hudson from 99 to 115, and New Jersey Central from 85 to 112. From 1881 to 1884 prices declined again, but not with any suddenness except in May, 1884, when the Grant & Ward failures occasioned a short-lived flurry, from which the market soon recovered.

The Baring collapse in 1890 gave another check to the rise, but this cause, too, soon ceased to operate, and speculation, aided by the enormous disbursements which the Government had made for bond purchases in 1889, and by the steady pouring out of currency under the Sherman act of July, 1890, carried prices up and up until during the first three months of this year Atchison touched 36½, St. Paul 83½, Northwest 116, Delaware & Hudson 139, Lackawanna 156, Lake Shore 132, Long Island 118½, Manhattan 174, Missouri Pacific 60, New York Central 111½, General Electric 114, Cordage 75, Pullman 199, Chicago Gas 94, Consolidated Gas 144 and Western Union 101. All this went on, it must be remembered, while Great Britain was suffering from her enormous losses in Argentina and in Australia, France from the waste of millions on the copper corner and the Panama canal,

Germany from a collapse of building and manufacturing speculations, and Austria from the efforts she was making to resume specie payments in gold. The inflation was not confined to stocks. Merchandise was imported from Europe to an unprecedented amount, corners in wheat in Chicago involved millions, the output of silver was stimulated by the purchases required under the Sherman act, and in all branches of industry there was a feverish activity. The recent numerous stoppages of mines and manufactories in various parts of the country show how production was pushed to a point far above the demand for consumption, and must now wait for consumption to overtake it. Here in New York real estate shared in the advance, and the demand for labor maintained wages at the highest point they ever reached.

Looking back from the present moment to last winter's mad inflation, it seems wonderful that nobody perceived the imminence of the catastrophe which has since overtaken us. The explanation probably is that each individual being occupied with his own ventures, was unaware of what others were doing in the same line, and especially was ignorant of the mismanagement and fraud which have since become known. When the Reading Railroad borrowed in February the money to pay the interest due March 1 on its first preferred income bonds, who suspected that it had lost a million in an attempt to control the railroad system of New England, and in a week would be in the hands of a receiver? Who was informed that the National Cordage Company was a borrower from every bank in the country that would lend it money? Who had any idea that the New York, Lake Erie and Western Railroad Company was in danger of a receivership? Who knew of the rascalities of Francis H. Weeks, and of the embezzlements of dozens of bank officers which have lately come to light? A few persons here and there had an inkling, undoubtedly, of these elements of mischief, but to the community in general they were a profound secret. Now that they are revealed we are all aghast at the extent of the rottenness which existed, and fear that there is more of it still covered up. Consequently, the vast crowd who, earlier in the year, were eager buyers, now either stand aloof or are compelled by their necessities to sell for whatever they can get, and the downward course of prices thus caused is assisted by operators for a fall, who offer for sale what they do not possess in the expectation of buying it for delivery at a still lower point.

How long this process of liquidation will last, and precisely where it will stop, it is impossible to predict. All kinds of schemes have been proposed for arresting it, but they are on their face as futile for their purpose as they would be for arresting the fall of an avalanche. The decline must continue until bottom is touched, and where bottom is can only be told by its furnishing a solid resting place. A great deal is said about a scanty supply of money being the cause of the collapse, and it is true that the volume of bank loans in New York has been reduced from \$496,564,000 on June 18, 1892, to \$406,481,200 last Saturday; but, on the other hand, it should be considered that on June 13, 1891, or two years ago, these

loans were only \$383,034,600, or \$23,446,600 less than they are at present. Within these two years, also, \$80,000,000 in specie and legal tenders have passed from the vaults of the banks and of the Treasury into the possession of the public, the Sherman act has added over \$100,000,000 to the country's stock of currency, and the exports of gold have not greatly exceeded the production of our mines. The monetary scarcity complained of is, therefore, only a scarcity of confidence, and the revulsion supposed to be due to it is simply the reaction from an extreme elation of feeling to an extreme depression. The repeal of the Sherman act will do something to quiet alarm, the importations of gold now beginning, and which promise to go on increasing, will relieve the stringency of the money market, and the failures of insolvent individuals and corporations, will, little by little lesson the demand for loans, but that it is possible immediately to restore prices to anything near the level at which they stood a few months ago there is no ground for believing.

MATTHEW MARSHALL.

Purely Personal.

Miss Lillian Giles, Secretary of the W. T. Lamoreaux Co., is spending a couple of weeks on the Detroit River resorts.

H. Rosser, of Toronto, Ont., was in town a couple of days last week, looking for a suitable location for a drug store. He has gone to Chicago to take in the World's Fair, and will reach a conclusion as to location on his return.

Frank N. Barrett, the veteran editor of the *American Grocer*, has accepted an invitation to be present at the seventh annual picnic of the Grand Rapids Retail Grocers' Association and address the members on a subject to be selected by himself.

PRODUCE MARKET.

Apples—Home grown Duchess and Astracans are coming in freely, commanding \$2@2.25 per bbl. The quality of the former is better than that of the latter.

Peaches—Alexanders are coming in in large quantities, commanding 60@75c per bu. It is expected that Hale's Early will begin to arrive before the end of the week.

Beans—Dry stock is so scarce as to be practically unquotable.

Beets—25c per bu.
Blueberries—Receipts are gradually increasing, the price ranging from \$2@2.50 per bu., according to quality. Much of the receipts are damaged by being wet, due to heavy rains which recently fell in the berry sections.

Blackberries—Lawtons command 7@8c per qt., but will probably go lower before the end of the week. The crop is large in size and fine in quality.

Butter—The market is higher, with indications of still higher prices in the near future. Dealers now pay 17@18c for choice dairy, holding at 19@21c. Creamery is in fair demand at 23@24c.

Cabbage—Home grown, \$3 per 100.

Carrots—10c per doz.

Celery—Home grown commands 14@16c per doz., according to quality.

Corn—Green, 5c per doz.

Cucumbers—50c per bu.

Eggs—Firm and strong. Dealers pay 13½c, holding at 14½c.

Green Onions—\$2@10c per doz. bunches.

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

Onions—Dry stock commands \$1.15 per bu. or \$3.25 per bbl. Both red and yellow danvers are in market.

Plums—California command \$2 per 4 basket crate.

Potatoes—Rose and Hebron are the favorite varieties at this market. The price is stronger and a little higher than a week ago, choice stock commanding 60c per bu.

Squash—3c per lb.

Tomatoes—4c per lb.

Turnips—Home grown, 30c per bu.

Watermelons—The Georgia crop is coming in freely, commanding 15@20c apiece.

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

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

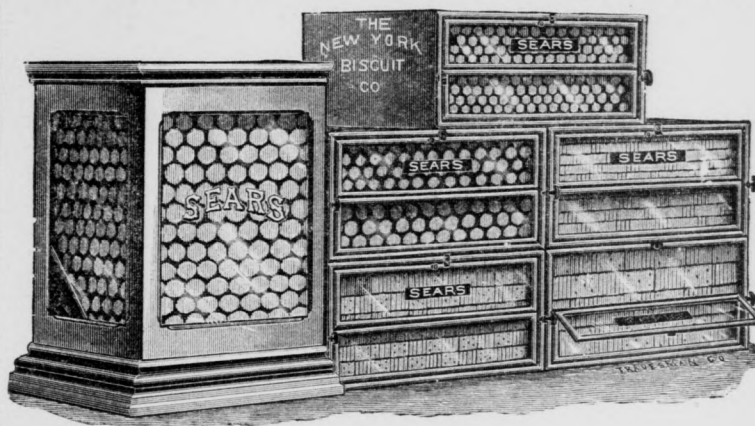
Dress Goods, Shawls, Cloaks,
Notions, Ribbons, Hosiery,
Gloves, Underwear, Woolens,
Flannels, Blankets, Gingham,
Prints and Domestic Cottons.

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

Spring & Company.

Cracker Chests.

Glass Covers for Biscuits.



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

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

NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

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.

4,000 Live Poultry 4,000
Wanted Weekly.

DETROIT AND CHICAGO MARKET PRICES GUARANTEED.

F. J. DETTENTHALER,

117 MONROE STREET,

GRAND RAPIDS, MICH.

Fall Overshirts and Underwear.

THE INSPECTION OF THE TRADE IS SOLICITED.

P. STEKETEE & SONS

WHOLESALE

DRY GOODS AND NOTIONS

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.

**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.

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.**