

# Michigan Tradesman.

Published Weekly.

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VOL. 10.

GRAND RAPIDS, AUGUST 30, 1893.

NO. 519

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

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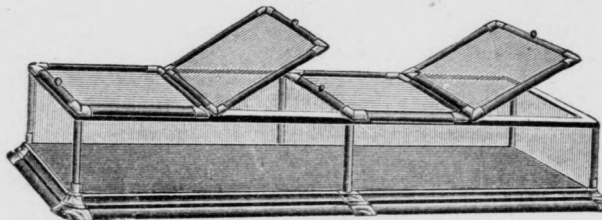


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# MICHIGAN TRADESMAN.

VOL. X.

GRAND RAPIDS, WEDNESDAY, AUGUST 30, 1893.

NO. 519

## ROOD & RYAN,

ATTORNEYS AT LAW. GRAND RAPIDS, MICH.  
WIDDICOMB BUILDING.

### Attorneys for R. G. DUN & CO.

References—Foster, Stevens & Co., Ball-Barnhart-Putman Co., Rindge, Kalmbach & Co., H. Leonard & Sons, Voigt, Herpolsheimer & Co., Peck Bros., National City Bank, Olney & Judson Grocer Co., R. G. Dun & Co., Hazeltine & Perkins Drug Co., State Bank of Michigan, Tradesman Company.

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WITH THE PHILA. PAT. FLAT OPENING BACK  
SEND FOR PRICES GRAND RAPIDS, MICH.

### A TALE OF TWO VALETINES.

Julius Caesar Podd was a clerk in a retail dry goods store. It is difficult to imagine that an individual bearing so historic a baptismal name should be decreed by fate to wear it in the commonplace atmosphere of mercantile life, but thus it was.

To behold Mr. Podd on a Sunday afternoon, or on some evening, after the multitudinous affairs of business had ceased until the morrow, one would almost have been led to believe that the baptismal name was scarcely adequate to the man, for when Mr. Podd had cast aside the enthralling shackles of dependent circumstances and stood forth in the full freedom of a small-salaried clerk off duty, he might readily have been mistaken for a railroad magnate, or a bank official with an evident inclination toward some country where extradition law is not.

At such periods it required an exceedingly imaginative brain to grasp the thought that the individual who whirled past in the newest, and most stylish of rigs—to the utter annihilation of his week's salary—or who occupied one of a reserved pair of orchestral chairs, front, was but the same person who smilingly tore down one side of a dry goods establishment to enable some undecided female to select a spool of thread, or who rewound yards upon yards of Hamburgs and other decorative goods which similar consistent creatures had examined with a thoroughness known only to the feminine mind.

Mr. Podd cherished intentions, which, if rightly matured, as they certainly would be in the course of human events, would give to his existence that colour de rose which the poets affirm constitutes earthly felicity.

Divested of these intentions, Mr. Podd would have been a very tame sort of individual. As it was, they urged him to an energetic cultivation of a timid and retiring mustache, to a lavish expenditure for pomades, gloves, cravats and numerous other auxiliaries of the toilet; also to a general attempt at rendering himself as irresistible as possible.

Mr. Podd's intentions were of a matrimonial nature.

He loved.

In this case the sentiment was a species of mild insanity that often attacks young men of a marriageable age and an unmarriageable salary, and Mr. Podd exhibited many of the symptoms in an aggravated form.

He took in two or three extra squares each day in walking to and from his place of business that he might pass the abode which sheltered the idol of his soul, and, perchance, be rewarded by a smile or bow of recognition from the fair occupant.

On one occasion Mr. Podd refrained from purchasing tickets to a popular performance in order to lay up something for the future, when he should come to unburden himself of the great devotion which weighed down his soul and lightened his pocket.

Bitterly did he denounce his frugality

when the object of his adoration, and enforced economy, heartlessly accepted the escort of a certain Tom Jones, for whom Mr. Podd cherished a great aversion, but this was merely one of the customary ripples which oftentimes disturb the current of love's young dream.

The fair being who thus agitated the placidity of Mr. Podd's existence, was a Miss Melinda Smythe—her father spelled it Smith in bygone days.

This maiden dwelt with her mother, whose small income was obtained by working early and late at dressmaking.

Miss Melinda led a lily-of-the-field existence, and while her mother drudged, and cooked, and sewed in the little back room, her daughter received in the front apartment, or went out to the concerts and theaters, from which she brought back lyrical souvenirs to be distributed, with the aid of a cheap, rented piano, to the neighborhood at frequent intervals.

From the deportment of Miss Melinda in public, one was led to regret that a life of fashionable dissipation had brought ennui to so young a creature, and when she referred to "our residence," it was in a tone that at once suggested a brown-stone front, plate glass, and an extensive retinue.

In Mr. Podd's eyes, her bearing was simply regal, and he rejoiced in the distinctive atmosphere of her presence, unmindful of any doubts of its genuineness.

Miss Melinda had gained her knowledge of aristocratic deportment from theatrical boards and the pages of that romantic school of literature she delighted in devouring in prodigious quantities, but as Mr. Podd's ideas had been generated by the same equivocal source, he detected none of the flaws patent to a more acute or less interested person.

Mr. Podd's lodgings comprised the most economical part of his existence, being in an obscure street, in a building that wore the look of abject-genteel poverty. Considering the dispiriting surroundings, it is little marvel that Mr. Podd frequently sought the charming companionship of Miss Melinda Smythe, or entertained, in secret, visions of a vine-embowered cottage, with this divinity as its presiding diety, for if there be any excuse for a rash plunge into the tumultuous sea of matrimony it is that the unfortunate victim leaps from the positive infelicity of the typical obscure boarding house into the blissful unknown.

Mr. Podd's sojourn at these lodgings, however, was a matter of policy, both on account of the cheapness of bed and board, and also on the score that, owing to the undisguised partiality of the landlady's daughter for this particular boarder the mother was more lenient in collecting his arrears and more indulgent in many of the minor workings of the establishment, including choice morsels at table and a thoughtful supervision of his wardrobe and room.

Owing to these several advantages he lingered on, yet refused to allow his perverted heart to be softened by the blan-

dishments of the daughter more than was essential to his own comfort and convenience as a privileged boarder.

When he wished an extension of credit, or to secure some especial favor, Mr. Podd was wont to escort his landlady's daughter, in whose fashioning nature had neglected to include any comeliness, to some place of worship or to an entertainment where the price of admission was most moderate, suffering untold anxiety the while lest the odious Tom Jones should be basking in the sunlight of Miss Melinda's presence during this voluntary exile on his part.

Mr. Podd's finances were slowly recovering from the severe drain to which they had been subjected during the Christmas holidays, when on one lowering evening in February he was walking leisurely from business towards his lodgings, calculating a method by which he might be able to pay some bills, long since due, yet retain a sufficient surplus to treat the fair Melinda to a sleigh ride, recklessly promised at a time when the weather gave strong and almost certain indications of verging into balmy spring, while, with a perversity known in no other thing save women, it now gave as positive evidence of a speedy fall of snow.

As he passed down the street his attention was drawn to a crowd gathered before a stationer's window and prominent among them was the ever obnoxious Tom Jones, who, with the others, was absorbed in the contemplation of a display of valentines.

At once the green-eyed monster suggested the idea that this exasperating rival was even then engaged in selecting one of those dainty missives by means of which he might convey to the object of their common admiration an accurate state of his feelings, and Mr. Podd at once decided on adopting similar measures in an avowal of the passion that alike consumed his soul and salary.

Now, it would seem that from a well-stocked assortment of valentines, one might readily make a selection, but Mr. Podd found a difficult task.

Many of these dainty messengers appeared too cold and indifferent to suit the critical taste of this customer; others were of too obscure a nature to portray the proper intensity of emotion that stirred the profound depths of Mr. Podd's soul.

Finally he chose one, in which arrow pierced hearts and very fat cupids—who were evidently in the same plight as Flora McFlimsey—together with congenial doves, clasped hands, mottoes of truth, fidelity, constancy and devotion, with other symbols representing a harmonious state of affairs generally, were scattered prodigally over gilded paper in filigree design.

Added to this was an amatory sonnet, wherein dove, love, bliss, kiss, etc., were worked up in several lines of choicest machine poetry, while the finale was a suggestive sketch of a devoted couple before an altar, and officiating clergyman, with another fat cupid in the back-

ground, wearing a highly contented expression and—nothing else.

As Mr. Podd turned to go his eyes fell on a pile of comic valentines which lay near.

Someone has said that the destiny of a nation turns frequently upon a small pivot. That of an individual is often as delicately poised.

This careless glance proved the turning-point which overthrew fortune, and enthroned her unwelcome kinswoman in the near future of Mr. Podd's existence.

The topmost valentine portrayed a spinster-looking female, seated at an antiquated piano which she was belaboring in a blood-curdling way in accompaniment to some operatic gem, supposed to be issuing from her very extensive mouth. An unhappy feline, with arched back, distended eyes and enlarged caudal appendage lifted up her agonized wail from an adjacent fence. Below this sketch was a verse, in which comparison between the two singers was much in favor of the cat.

An evil thought, perhaps, born of a recent request for arrears for board, entered the mind of Mr. Podd to bestow this souvenir of St. Valentine on the landlady's daughter, who also thrummed the piano, and acting on the sudden impulse he bought the missive.

When at his lodgings he directed both valentines, feeling secure on the one hand that his landlady's daughter was not familiar with his penmanship, and writing on the sentimental one the initials, J. C. P. that Miss Melinda might not mistake the sender.

On St. Valentine's Day, Mr. Podd arose somewhat later than usual, and hurriedly went down to breakfast, forgetting the two missives lying upon the table in his room.

While he was eating the maid-of-all-work started on her cleaning tour, and with the proverbial acuteness that enables members of her ilk to detect anything save dirt or disorder, the two forgotten valentines, in their white wrappers, were the first things to attract her attention.

As they had not been sealed, it was but a few seconds until she was mirthfully regarding the rival musicians of the one, and feasting her eyes upon the prodigal collection of love tokens contained in the other.

She had scarcely time, on hearing approaching footsteps, to return the valentines to the wrappers, unconsciously changing them in her haste, and take up her broom with as innocent an expression as the occasion demanded, when Mr. Podd hurriedly entered, picked up the envelopes, sealed them, and thrust them into his pocket, totally ignorant of the exchange which had been made.

That evening after business Mr. Podd sought the nearest tonsorial artist, under whose especial care he placed himself for the next half hour, then he wended his happy way to the abode of his soul's ideal.

Imagine the consternation of the hapless Mr. Podd, who, on presenting himself to the fair Miss Melinda, secure in the expectation of a cordial greeting—nay, perhaps a tender one—found himself met with chilling scorn, while that young lady dramatically waved him hence.

"Begone! you villain," she wrathfully exclaimed, in true stage parlance, and with another tragic wave of her hand.

"Why, Miss Melinda," began the astounded Mr. Podd.

"Don't 'Miss Melinda' me, you base hypocrite, you!" screamed the young lady, allowing her temper to overcome her predilection for heroics.

"Great Jupiter! My dear Miss Melinda," stammered the unfortunate Mr. Podd.

"Go!" cried Miss Melinda, in still shriller tones. "Must I have you ejected from this apartment? Mar!" she added, opening the door leading into the back room, "here is this contemptible puppy. Podd."

"Has he come back here agin?" and the irate mother appeared upon the scene. "Maybe he come to see if your cat still out-squallied you," she said in harsh and sarcastic tones, as she confronted the bewildered victim of their joint accusations.

"Or to have my voice remind him of a file on a cross-cut saw," rejoined the daughter with a little hysterical sob. "O, Mar! drive him away. I can't bear the sight o' him."

"My child, don't let such a miserable creature disturb you," said the mother soothingly; then pointing to the outer door, she said:

"Get right out o' here, an' don't put your foot nigh this house agin. If I was a man I'd learn you how to insult unprotected ladies," she added, as a parting injunction, when Mr. Podd, with his hand pressed to his head in a dazed sort of way, turned and fled into the darkness.

An hour or two afterward, as he stole dejectedly into his lodgings, he met, at the door, his landlady's daughter, who held his sentimental valentine in her hand, and beamed upon him a happy smile.

"Oh, Mr. Podd!" she tenderly exclaimed, "how can I ever thank you for this too awfully lovely valentine? I've been watchin' for you ever since supper. Do come into the parlor, where there is a nice, warm fire an' things look cosy."

Poor Mr. Podd. He muttered something about being consumed by a raging headache and, declining all proffered remedies, he went hastily to his room, where, locking himself securely within, he gave himself up fully to the anguish of the hour.

It is a cause for little wonder, therefore, that any allusion to St. Valentine's Day now causes a deep depression to settle on his once susceptible heart and a chill to pervade his sensitive being.

HENRY CLEVELAND WOOD.

#### Why He Scowled.

Harkins found Snooper standing at the door of a large dry goods store the other day with a deep scowl on his face.

"What's the matter, Snooper?"

"Confound this rain!"

"It won't hurt you. Run for a car."

"It won't hurt me, but my wife is inside the store."

"That's all right. She's dry there. She can wait until the rain is over."

"That's just the trouble. She went in for a moment to get a paper of pins or some such inexpensive purchase. Now it's going to rain for an hour or two, and she'll stay there till it's over."

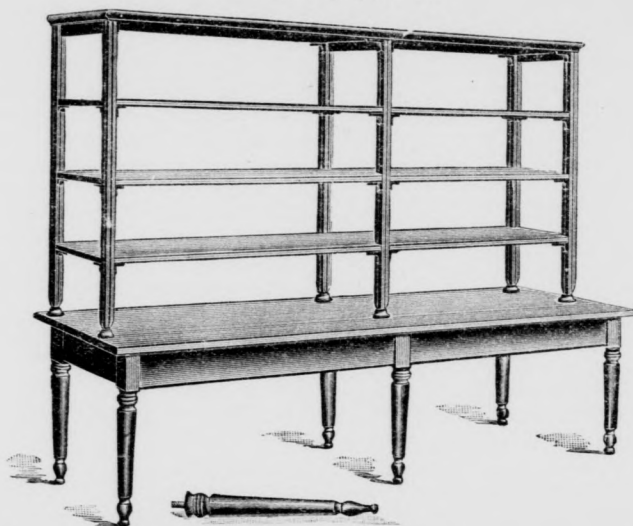
"Well, what of it?"

"What of it? It's easy to see you're not a married man. Why, my dear sir, she'll overhaul the entire stock in the store, and goodness only knows what she won't buy. Great Scott, man, this rain storm will cost me \$50, at the very least."

Worry kills more people than the small pox.

## Chocolate Cooler Co.

MANUFACTURERS OF

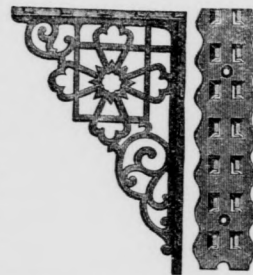


## KNOCK DOWN TABLES AND SHELVING,

AND MANUFACTURERS AGENT FOR

### Koch Adjustable Brackets for 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.



## Increased Trade



And greater profit is what most merchants desire, and you will note that those who labor particularly to please their customers by keeping a neat, attractive store filled with choice goods—not bargain counter stock—are able to secure the best patronage. From its inception the **NEW YORK CONDENSED MILK COMPANY** has year by year increased its output of the celebrated **Gail Borden Eagle Brand Condensed Milk**, and this fact has necessitated the constant increase of facilities, the enlargement of old plants and the building of new ones. As a food for infants the Gail Borden Eagle Brand Condensed Milk has no equal, and parents everywhere are rapidly proving the truth of the statement, and knowing that its quality is carefully maintained, insist upon having this brand. This accounts for the fact that the leading merchants give preference to the "Gail Borden Eagle Brand."

PREPARED BY THE

New York Condensed Milk Co.

IT HAS NO EQUAL.



## THE END OF THE AGE.

A writer, under the name of Max Nordau, has just finished the last volume of a book of criticism upon the physical, moral and mental condition of the human race in modern Europe. It is written to show that the leading races to-day, although they may claim to be advancing rapidly on the high road of progress, have actually entered into a state of degeneracy. "Degeneracy" is the title of his book, which is said to be a remarkable product of scientific knowledge, scientific deduction and incisive satirical criticism.

Judging from a former work by that author, "Conventional Lies," which created a sensation in Europe some years ago, the later book promises to be something striking. Max Nordau is the pseudonym of a Hungarian doctor who has been living in Paris. He holds that the European races that claim to be at the summit of civilization are in every way on a down grade, and he undertakes to prove it from their art, their literature, their sciences and their diseases. He holds that painting, music and fiction have seriously declined. The later products in every department show only a striving after sensational effects and novelty of treatment. Unity, congruity, harmony of development, lofty aspiration and noble sentiment are wholly disregarded. What are wanted are new effects, new sensations, surprises in art, monstrosity in morals. He groups Rossetti, Swinburne, Tolstoi, Ibsen, Baudelaire, Zola and others of lesser note, and Wagner and his imitators, as the illustrators of the end-of-the-century literature and music. As for the picture galleries, the same striving after new sensations is just as apparent, and the same disappointment, emptiness and languor, if not disgust, are the resulting impressions received by those who have extracted excitement, but not satisfaction, from their perusal or consideration.

Turning to the diseases, insanities and crimes of the age, the reflex of the characteristics of the writers and musicians mentioned appears, and he declares that medical specialists of to-day claim that male hysterical patients outnumber the female; he finds even the symptoms of diseased minds, of idiocy in the peculiar tricks of language and trains of thought that endear the writings of such men as Ibsen and the like to sympathetic readers. The cause of these symptoms thus revealed in writers and readers are attributed by Nordau to the present conditions of life in Europe. He asserts that men and women are handicapped at their start by heredity, by the irritating food and drink and stimulants of the men and women before them; and that the handicapped in turn constantly over-stimulate themselves. Such bodies cannot contain sane minds, nor can the minds endure the grand simplicity of classic models in art and literature. "The manias of literary hunters after style delight them; they find comfort in the expression of a thought rather than in the substance of thought; their inordinate egotism provoked by insane introspection leads them to accept the pessimistic gospel of Ibsen; their craze for so-called realism is only quieted by strong doses of Zola; their hysteria is turned into lively pleasure when they listen in the music of Wagner for the climax that never comes."

It is in the age of what is called the

highest civilization that satire has found the greatest opportunity for its exercise. The highest civilization means the highest luxury, the extremes of self-indulgence, the development of new diseases coexistent with the development of novel methods of enjoyment. The chief demand of the Emperor Nero was for new pleasures, and his procurer and purveyor of infamous luxuries was the satirical Petronius. Dr. Nordau may have discovered that society is nearing the state it reached at the culmination of civilization in the Roman Empire, but we prefer to believe that the difference is immeasurably vast and to the credit of our age. The Doctor is doubtless a pessimist of the gloomiest school, but he is, at least, a surgeon who recognizes a social ulcer, and when he is called to cut it he cuts deep. FRANK STOWELL.

## "Get There, Eli."

As a nation we love to hustle. Everything has to go. A dromedary ride would drive us insane, and on the stage coach of our grand fathers we would lose both our patience and our virtuous dislike of profanity. Time is of more value than digestion, and we would rather lose our hair in making a mile a minute than add a year to our lives by going slow. The consequence is that the public craze to beat the record is being commercially accommodated by purveyors of rapid transit. Time tables are framed to the fractions of a minute, motor men and conductors, to retain their brass buttons and insure their bread and butter, have to act as responsible but unfortunate tails to the flying kite. If a head or leg is found on the track belonging to anyone but ourselves, we blame the poor devil with his hand on the motor, but manage all the same to formulate an able-bodied growl if the clock in the office is a minute ahead of our dear hustling souls. We see men who would not come down a ladder without thinking of their necks, or descend from a doorstep without consulting their corns, leap from cars while in rapid motion, and attempt the acrobatic feat of boarding a trailer going at ten miles an hour. A banana skin on a crossing, or an absent peg in the sole of a shoe, now and then lands an amateur on his back or in an ambulance, and his friends in pious consistency place a claim for damages in the courts. So long so this kind of fool is in the majority, rapid transit must meet his whims or lose his patronage. As the public slowly wakes up to the fact that this business costs more than it earns, the regulation of speed will be something more than a dead letter on a city charter. This is possible when the public chooses to say so, but as long as it acts on the maxim of "Get there, Eli!" it will have its bones to risk and its dead to bury. The remedy lies in the public appreciation of security as being of more importance than a running match with the town clock. FRED WOODROW.

## Its Price Grew.

Not long ago a man came into the store of a jeweler in Dubuque, Iowa, with a pearl which he had found in a mussel picked up in a Wisconsin river. The jeweler gave him \$2 for it, and not long afterwards sold it to a drummer for \$20. The drummer went to Omaha and sold it to a jeweler there, who gave him \$50 for it. The last purchaser did what the original finder should have done, and sent it to Tiffany's, New York, to have it properly valued. Tiffany offered \$500 for it, and got it, and will probably sell it at still another advance.

## APPLE PRESSES



## The LEVER PRESS

is  
conceded  
by all  
to be  
the  
best.



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



A LADY'S  
**GENUINE : VICI : SHOE,**

Plain toe in opera and opera toe and C. S. heel. D and E and E E widths, at \$1.50. Patent leather tip, \$1.55. Try them, they are beauties. Stock soft and fine, flexible and elegant fitters. Send for sample dozen.

**REEDER BROS. SHOE CO.,**  
Grand Rapids, Mich.



**KALAMAZOO PANT & OVERALL CO.**

221 E. Main St., Kalamazoo, Mich.

Our entire line of Cotton Worsted Pants on hand to be sold at cost for cash. If interested write for samples.

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.

## AMONG THE TRADE.

## AROUND THE STATE.

Lansing—N. M. Pray has sold his jewelry stock to F. W. Lamphere.

Stanton—E. Epley is succeeded by C. W. Sharp in the grocery business.

Ishpeming—I. Gustafson succeeds Gustafson Bros. in the meat business.

Saginaw—Jehiel Jackson succeeds E. Trahan & Son in the grocery business.

Mayville—Geo. Fox succeeds C. E. Brown in the hardware and furniture business.

Lansing—F. J. Champion succeeds R. A. Bailey & Son in the boot and shoe business.

Tekonsha—G. L. Woodard & Co. have removed their general stock from Homer to this place.

Detroit—Boinay & Villerot, grocers, have dissolved, E. W. Villerot continuing the business.

Ishpeming—Nelson Majhannu & Co., general dealers, have sold their meat business to A. J. Austin.

North Branch—W. W. Harrington is succeeded by Harrington & Weston in the hardware and agricultural implement business.

Hastings—H. M. Erb and H. E. Carman have formed a copartnership and opened a grocery store in the building formerly occupied as a creamery.

Belding—Frank Brown and Anthony Gasper have formed a copartnership under the style of Brown & Gasper and opened a furniture store.

Detroit—The Michigan Confectionery Co. has given the Preston National Bank a mortgage for \$22,000 to secure several promissory notes.

Bloomington—C. E. Merchant, who recently purchased the Merrifield dry goods, grocery and boot and shoe stock, is removing it to Kendall.

Alpena—The stringency of the times has not affected the construction of the railroad running north from Alpena. Thirty miles have been graded and three miles of iron have been laid.

Cadillac—The stock of dry goods owned by C. J. Shaw has been taken possession of by Edson, Moore & Co., of Detroit, by virtue of a chattel mortgage. Some of the stock has been replevined by other creditors.

Detroit—A. D. Kirby & Co., furniture dealers at 111 Michigan avenue, have given a chattel mortgage on their stock to the Peninsular Savings Bank to secure customers' notes discounted by the banks. The total amount is \$5,477.

J. Heeringa, the veteran general dealer at East Saugatuck, was in town one day last week on business for himself and the Pleasant Valley Creamery and Cheese Co., of which he is Treasurer. Mr. Heeringa was one of the promoters of the creamery enterprise and anticipates that great benefits to the farmer will result therefrom.

Bailey—A. W. Fenton has admitted his son to partnership in the drug, grocery and hardware business. The new firm will be known as A. W. Fenton & Son. Mr. Fenton has always paid 100 cents on the dollar and looked his creditors squarely in the eye, and the new firm will probably pursue the same course and enjoy the same unsullied reputation.

Big Rapids—The *Herald* remarks: "A sensible man is Thos. J. Sharpe. For months and months he has found the meat business dull, and not a dollar in it for his labor. So he has shut up shop

for a month, and should things be more favorable then, will open up; if otherwise, he will keep out of trade until the outlook is better. Like other business, the meat trade in Big Rapids is overdone and there is no money in it."

Detroit—S. Simon & Co., wholesale dealers in furnishings, have placed two chattel mortgages on their stock and accounts. The first is to secure the American Exchange National Bank for \$14,500; the Peninsular Savings Bank for \$24,500; and the Detroit National Bank for \$2,500. The second given is to secure creditors to the amount of \$33,666.12, as follows: To Wm. Saulson, \$9,000; to Adolph Feldheim, \$7,000; to Ernest Kern, \$5,000; to S. Goldman, \$2,000; to Max Lisburger, \$1,483.51; to Bertha Feibish, \$2,000; to Mrs. Bertha Zenner, \$4,000; to Richard B. Moore, for wages etc., \$250; to John H. Eacker, wages, etc., \$118.90; to David Henderson, wages, etc., \$858; to T. A. Haggerty, of Green Bay, Wis., wages, \$100; to Aaron Mendelson, bookkeeper, \$528.71; to John J. Bagley estate, for rent, \$1,027 for July, August and September.

## MANUFACTURING MATTERS.

Beaverton—A. V. Touchette will remove his shingle mill from Tonkin, Clare county, to this place.

Saginaw—The new plant of the Geo. F. Cross Lumber Co. will soon be ready for business. It will be provided with the latest improved machinery.

Farwell—M. F. Robinson has erected here what is said to be the finest shingle mill in Clare county, and it begins the manufacture of shingles this week.

Coleman—Eugene Rounds, running a shingle mill on Salt River, near this place, shut down the mill Thursday for repairs. A new engine will be put in.

Oscoda—The Oscoda Lumber Co.'s mill is still running, and the company express a determination to continue as long as logs can be obtained and arrangements made for paying the men until currency becomes more plentiful.

Bay City—The Michigan box factory, which has been shut down some days, has resumed with a full crew. The new Miller & Mosher planing mill has also started business. It is well equipped and it is expected that it will have all the work it can attend to.

Belleville—Belleville's grist mills have again changed hands. J. M. Shackelton, who bought the mills about fourteen months ago, has sold them to his brother, J. H. Shackelton, of Plymouth, who will rebuild the dam that went out about two months ago and also fix up the mills in good shape.

Belleville—The manufacture of the "All Right" egg crate, patented by B. F. Whittaker, of this place, has been commenced at C. M. Ford's factory. The crate meets with the hearty approval of egg shippers. The fillers are made of galvanized wire, and pressed in such a shape that it is impossible to break the eggs.

Bay City—One of the effects of the business depression is the closing down of the planing mills and factories of Handy Bros. and the Crump Manufacturing Co. on account of the scarcity of orders, everything in that line having been filled. Just how long they will be idle is a matter of uncertainty. The shutting down of these industries has thrown a large number of men out of work, temporarily, at least.

Alpena—All the sawmills here are in operation, and thus far the crews have been paid regularly in cash. Currency, however, is almighty scarce, and at a meeting of mill men a plan of paying in certified checks was considered. Nearly all of the Alpena manufacturers are wealthy and abundantly able to manufacture all the lumber the docks will hold and carry it until the trade calls for it. This they propose to do if the means of paying the men can be secured.

Bay City—The panic has not affected the sawmill firms as yet, except the difficulty experienced by some of them in obtaining currency to meet their payrolls, and they are piling lumber upon the docks in the expectation that it will all be wanted later on. C. C. Barker attempted to effect a reduction of 15 per cent. in the wages of his mill crew and the men quit work. An adjustment was effected whereby the men continue work at eleven hours a day instead of ten at the same wages as paid for ten hours. The movement of lumber by lake is provokingly light and cargoes are difficult to obtain.

Manistee—There was a slight improvement in trade last week, and although prices are not higher there is more inquiry and a better feeling in the market. Milwaukee buyers are taking some lumber all the time, but the demand is not what it was before the failure of the Fire & Marine Bank. Two of the banks that failed about that time are about to resume, and as finances are easier buying in volume will probably be resumed before the month is out. Benton Harbor and Michigan City, which have felt the light trade, are beginning to resume business, and cargoes have been shipped to those points recently.

## Weekly Report of Secretary Mills.

GRAND RAPIDS, Aug. 28—Certificates of membership have been issued to the following new members:

3319 Thomas Denton, Saginaw.

3320 Chas. E. Smith, Allegan.

3321 Wm. Averill, Muskegon.

The following hotels have been added to the hotel list:

Emmet House, Harbor Springs.

Exchange Hotel, Carson City.

I would call the attention of our members to the additional list of hotels published in our official organ.

I am in receipt of a letter from J. C. Detweiler, of Allegheny, Pa., stating that he gave his application for membership to a member of our Association at the hotel at Oxford, June 7, whose name he has forgotten, and the member has forgotten to forward the same, as it has failed to reach this office, and this is a reminder.

The prompt responses to the second notice of assessments No. 3 and 4 are very gratifying to the officers, and the reinstatement of many old members, who had been delinquent for some time, is positive proof that the present policy of the officers is meeting with the merited approval of every member who has given thought and attention to the best interests of this most prosperous organization.

As a few of our members are out of employment, temporarily, I would specially request every member to promptly notify W. V. Gawley, care of Vendome, Detroit, chairman of Employment Committee, of any positions for commercial men that may come to their notice.

L. M. MILLS, Sec'y.

## The Hardware Market.

General trade continues quiet. All dealers are pursuing the conservative policy which they have followed for some time. Retailers and jobbers are ordering only in small quantities to keep up their assortments, and manufacturers

continue to curtail their productions to the requirements of the immediate future. Many are still closed down, and those who are running are usually on short time. A tendency in the curtailment of credits is clearly manifested and little effort is making to sell goods, and travelers who are on the road are sending in small orders.

Wire Nails—An improvement in wire nails is quite apparent. As all mills are closed down, the breaking of stocks is being felt and prices are materially higher, \$1.50@1.55 at mill being bottom and \$1.70@1.80 from store is getting to be regular. The impression is gaining ground that the mill men are coming together, and are determined to get better prices when they again start up.

Barbed Wire—There is little to note in this market, as the demand is limited and prices are stationary.

In window glass, sheet iron, elbows, stoves, bar iron and horse shoes, prices remain as before, with no prospect of any change.

## Purely Personal.

A. Shook, senior member of the firm of Shook & Son, general dealers at Coral, was in town Monday.

W. J. Brophy, who is engaged in the retail grocery business at New Orleans, was in town several days last week, the guest of his relative, Mr. Wilhelm, of the firm of Hirth, Krause & Wilhelm. Mr. Brophy was greatly surprised at the growth and prosperity of the Valley City.

W. I. Knapp, who operates a shingle mill and general store at Sherman City, was in town Saturday on his way to Westboro, Taylor county, Wis., where he owns a tract of timber, and to which place he proposes to move his shingle mill next spring. In the meantime he will get in logs for next season's stock.

## FOR SALE, WANTED, ETC.

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

## BUSINESS CHANCES.

**FOR SALE**—General stock of dry goods, groceries and boots and shoes. Inventory, \$2,000. New stove mill to be erected and only store in town. Cause for selling, to settle up an estate. Inquire of Thomas Bromley, Jr., administrator, Alvin Shaver estate, St. Johns, Michigan. 776

**A PAYING MILLINERY BUSINESS FOR SALE** at Ypsilanti, Mich. C. A. Hendrick, 232 Congress st., Ypsilanti, Mich. 771

**MILLINERY STOCK FOR SALE; A FRESH** and complete stock for sale, including fixtures, with lease of brick store; possession given immediately. Address Box 1491, Ann Arbor, Mich. 773

**FOR SALE—THE THEODORE REMIK** drug stock and fixtures on West Leonard street. Paying investment. W. H. Van Leeuwen, Room 33, Porter Block, Grand Rapids. 774

**FOR SALE—SMALL CLEAN DRUG STOCK** for sale or will exchange for stock of groceries. Located on South Division street, Grand Rapids. Address No. 775, care Michigan Tradesman. 775

**GOOD 160 ACRE FARM, 20 ACRES IN AP-** ple orchard, in Van Buren County, for sale or exchange for stock of merchandise. Address Box 510, Goblesville, Mich. 769

**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

**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, \$30 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 GRO-** ceries for sale on Union street. Will sell at a bargain. Address box 634, Traverse City, Mich. 747

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

## GRAND RAPIDS GOSSIP.

H. F. Campbell & Co. have arranged to open a drug store at Sherman. The Hazeltine & Perkins Drug Co. has the order for the stock.

Eness & Parish, grocers, 57 East Leonard street, have sold out to C. A. Lamb, who will conduct the business at the same location.

Albert E. Boldt has opened a grocery store in the Barnard block, corner of Shawmut avenue and Winter street. Hawkins & Company furnished the stock.

Geo. W. Nichols has sold his drug stock at 189 West Bridge street to Ruby S. Walbridge, who has removed it to 141 South Division street. A chattel mortgage of \$250 has been given on the stock to H. B. Fallas to secure the lease of the Division street premises.

## Gripsack Brigade.

Frank E. Chase returned Saturday from the Cape Cod country and left the same evening for Charlevoix, where he joined a fishing party.

J. Leo Kymer is spending a couple of weeks at the Fair. He is accompanied by his mother and sister, Mrs. E. A. and Miss Mina Kymer, who reside in Sussex county, New Jersey.

L. M. Mills and family have gone to Chicago and take in the World's Fair. Mr. Mills will return home Wednesday night and resume his regular visits to the trade the day following.

Leroy Independent: "B. N. Savidge, of Sawyerville, and James N. Bradford, a drummer of Grand Rapids, went on Beaver Creek and Pine River, Thursday, after trout. Notwithstanding the fact that they had fine lines and hooks, plenty of silver in their pockets, and enticing bait (bottled), they did not get a trout."

John Cummins has been under the painful necessity of explaining a certain questionable transaction to most of his customers for several weeks past. On the occasion of his last visit to Kingsley he drove across to Fife Lake, meeting a monster skunk on the way. John was not at all anxious to make his acquaintance, but Mr. Skunk insisted on an interview, greatly to the disgust of all concerned. On arriving at Fife Lake the landlord refused to furnish him a lodging unless he would advance the value of an entire bed, and no amount of scrubbing has succeeded in entirely eradicating the delicate aroma of his skunkship.

## There Is Daylight Ahead.

From the New York Shipping List.

There are unmistakable evidences that the business world is leaving the gloom of night and entering broad daylight again. A much better feeling is to be noted among financiers, manufacturers and merchants of all classes; when they commence to experience a change there is strong hope of an early revival of active business. A very favorable reaction in sentiment has set in, and its gradual extension is removing much of the distrust which characterized commercial undertakings. A cheerful view of affairs can materially improve the situation.

Saturday's New York bank statement had a cheering effect upon the local financial mind, and the belief was freely expressed that the corner has been turned for the whole country. Financiers are confident that the time is not by any means remote now when scarcity of currency, occasioned by public distrust, will be succeeded by a plethora of funds, and lenders will again be asking borrowers to take money at low rates as a business favor.

## GOTHAM GOSSIP.

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

Special Correspondence.

NEW YORK, Aug. 26—After the storm the sunshine. We are sizzling in a hot wave after a storm that had no parallel in the memory of the oldest inhabitant. From Wednesday night until Thursday morning the floodgates were opened and in twelve hours 3.8 inches of rain fell in this town. Weathermaker Dunn says the quantity that fell on Manhattan Island, as measured in his cup, was exactly 2,700,000,000 gallons. Hundreds of trees were overthrown, chimneys blown down, plate windows caved in, Coney Island almost blown away, and the losses ran up into the hundreds of thousands of dollars, but far more to be deplored is the number of deaths reported. The tides were almost like tidal waves, and thousands of cellars are being pumped out. One compensation we have, however, and that is in streets that are cleaner than they have been since they were made. Carloads of filth were swept away, and in a few days New York will be better than ever. Trade has been temporarily embarrassed, as the telegraph wires were down all around the city, but by Monday everything will be working smoothly.

For the moment the storm overshadowed the financial question, yet we are all awaiting the balloting on the question to take place in the House on Monday. Everybody is interested and realizes that the question is one of the most important we have ever had to settle.

Cooper Union was packed to its uttermost on Thursday to listen to the opening gun the silver men were firing in this city in their campaign of education now going on in the Eastern section of the country. A more orderly crowd never assembled together, and the speeches were calm but earnest. No "blood-to-the-bridles" remarks were made. At the close resolutions were passed wherein it was stated that all the present trouble arises "from the greedily inspired attempt to foist upon the commercial world the single gold standard, whereby the available supply of metallic money will be reduced to one-half the present amount, resulting in a corresponding reduction in the market prices of all kinds of property and the products of labor."

The only wholesale grocers who have failed so far are C. D. Postel, Jr. & Co. The firm was not an extensive one, and the liabilities will not, it is thought, exceed \$20,000.

The Thurber-Whyland Co. has been compelled to pass its 4 per cent. semi-annual dividend, due August 1, owing to the stringency in the money market, but President Thurber is very hopeful, and thinks a double dividend may be declared Feb. 1, 1894. The corporation, in passing its dividend, is doing no worse than hundreds of other concerns of all sorts are doing.

The Hillis Plantation Coffee Co. at 521 Washington street, has failed. The concern manufactured a coffee substitute, and for a while seemed to be in a prosperous condition, but while there are substitutes for some things that may pretty well take the place of the original, as in the case of oleomargarine, the time has not arrived for the "coffee substitute" to be extensively used.

The Government receipts since the 1st of July have fallen off over \$8,000,000, and two-thirds of this was in customs. If this thing keeps up right along it will be eminently proper to ask, "Where are we at?" The uncertainty as to the future of the tariff legislation is making itself felt.

Almost every article in staple groceries is well held, and prices on some things show an advance. Trade is surely picking up, and the sales of this week as shown among leading houses are such as impart a good deal of cheerfulness. Not only among grocers is this true, but the wholesale dry goods men, the hardware men, and manufacturers in many lines all speak hopefully. Of course, they say there is still room for improvement, but every day brings relief.

There have been very large deliveries from warehouse of coffee during the

week to go West, from which section orders of late have come in very slowly. These deliveries, taken in connection with a reported firmer feeling at Rio, have caused an advance of about 1c in No. 7, at which it is firm. Mild coffees, too, have been active, good Cucuta being worth 20¼c; Savanilla, 20½c; Mocha, 21@23½c.

Sugar shows no signs of a decline, though there have been very liberal receipts of raws, and the effect may be to fractionally depreciate refined soon, but it is hardly likely until the present great demand is over. Then, too, refiners must meet competition from abroad, and this may be a factor in reducing the price.

Dairy products have advanced, and best butter now is worth 26c. Cheese, colored, State, large size, 9½c; part skims, 6c. Eggs dull, Western being quoted at 15½c.

Canned goods are showing more animation, with tomatoes creating the most anxiety. New pack No. 3 are worth about \$1; corn quiet, but holders are not forcing their holdings upon buyers. Advances from points in New York State indicate that half a crop is all that can be expected.

The fresh fruit market is glutted, and peaches are so plenty we can hardly get through the markets. Prices nominal.

JAY.

## Grains and Feedstuffs.

Wheat—The market is still extremely nervous consequent upon the recent depression. Any prediction may or may not strike right. It will be just as it happens, the condition of the market rendering any forecast mere guess work. However, operators are hopeful, which means some thing. There was considerable fluctuation during the week, closing at 53 cents.

Oats—The new crop has depressed prices, as it always does. Car lots, 29 and 30c, according to quality; less quantity, 34c.

Flour—Unchanged and steady. Activity is the prevailing characteristic.

Millstuffs—Bran, screenings and middlings are unchanged and active, everything going.

## From Out of Town.

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

J. Heeringa, East Saugatuck.  
D. W. Shattuck, Wayland.  
A. J. White, Bass River.  
L. R. Lansing, Wayland.  
J. Vinkemulder, Grandville.  
W. T. Hardy, Sparta.  
I. D. Noah, Moline.  
M. A. Mosher, Mill Creek.  
A. W. Fenton & Son, Bailey.  
H. F. Campbell & Co., Sherman.  
Sisson & Watson, Ada.  
W. I. Knapp, Sherman City.  
F. A. Jenison, Manton.  
Frank Smith, Leroy.

## No Credit and No Delivery Wagons.

Denmark must be a paradise for grocers in at least some respects—there are no credit stores, no taking of orders and no delivery wagons. People go to the stores and pay cash for their goods, and carry them home with them, or, if they choose, hire carriers to deliver them. There are licensed men who make a business of this kind of delivery.

Sugar—The market on raw sugars has declined ¼c, but refined grades are without quotable change, except low grades, which have been reduced to meet the competition of Scotch yellows. So strong has become the demand that the closed refiners have resumed operations, stocks in dealers' hands being utterly inadequate to meet the large consumptive demand which has been produced by the large supply of cheap fruit.

Use Tradesman Coupon Books.

## PRODUCE MARKET.

Apples—Golden Sweet and Pippin are in fair demand at 75c per bu. The demand is stronger than the supply, and there is considerable strife among local dealers to get anywhere near enough stock to meet requirements.

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

Butter—The market is higher, with indications of still higher prices in the near future. Dealers now pay 21c for choice dairy, holding at 23c. Creamery is in fair demand at 25c.

Cabbage—Home grown, 83 per 100.

Carrots—10c per doz.

Celery—Home grown commands 15c per doz.

Corn—Green, 5c per doz.

Cucumbers—50c per bu.

Eggs—Slightly higher. Dealers pay 13c, holding at 14c.

Green Onions—8@10c per doz. bunches.

Honey—White clover commands 12½c per lb, dark buckwheat brings 10c.

Melons—Watermelons are in moderate demand at \$15@20 per 100. Musk melons are in ample supply and active demand, ranging from 50@90c per doz.

Peaches—Hale's Early are about at an end. Barnards are beginning to come in, commanding \$1@1.50 per bu. Early Crawfords are expected next week.

Pears—Bell command about \$1.25 per bu. Flemish Beauty are eagerly sought at \$1.50@2 per bu.

Plums—Lombard command \$1.75@2.25 per bu. Blue Damsons run about the same.

Potatoes—50@55c per bu.

Squash—2c per lb.

Tomatoes—50@75c per bu.

Turnips—Home grown, 30c per bu.



Buildings, Portraits, Cards, Letter and Note Headings, Patented Articles, Maps and Plans.

TRADESMAN COMPANY,  
Grand Rapids, Mich.

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

SMOKERS ONCE SMOKERS ALWAYS OF THE CELEBRATED

Ben - Hur,

The great 10c Cigar, and

Record Breaker,

The Great 5c Cigar.

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

GEO. MOEBS & CO

MANUFACTURERS,

DETROIT.

## REPRESENTATIVE RETAILERS.

A. Rasch, the Veteran Canal Street Grocer.

Alois Rasch was born in 1840 in the Province of Silicia, in the then Kingdom of Prussia, but which has since become a part of the great German Empire. During the fourteen years following his birth he lived the life of the average German boy, getting what schooling the limited facilities of the day and place afforded. In 1854 he came to this country and for seven years resided in Macomb county, in this State. On the breaking out of the war, he enlisted in the 2nd Michigan Cavalry, and was with this famous regiment in all the important battles in which it was engaged. It was while colonel of the "Fighting Second" that General Sheridan earned much of the reputation that made him famous and afterwards gave him the rank of Major-General. Mr. Rasch served from 1861 to 1865 with this regiment, receiving two promotions, and was mustered out at the close of the war. He then came to Grand Rapids, and, after a rest of several months, engaged as clerk with his brother, J. F. Rasch, who was then in the grocery business. Six years later, in 1872, he was taken in as a partner and for eight years the business was conducted by Rasch Brothers. The death of J. F. Rasch, in February, 1880, dissolved the partnership, and from that time until the present the business has been owned and controlled by A. Rasch.

Mr. Rasch's first visit to Grand Rapids was made in 1861 when he came as a recruit to the 2nd Cavalry, which was organized here. That visit, brief as it was, determined his choice of this city as a place of residence, when the close of the war left him at liberty to settle down. It is needless to say that he has never had occasion to regret his choice. Grand Rapids is to him, what it is to thousands of others, the best city in the best State in the Union.

Mr. Rasch is essentially a plodder, whose success is due entirely to untiring industry and systematic economy. He is an American citizen in every sense of the word, who believes in America first, last, and all the time. Five years of his young manhood were devoted to battling for her existence as a nation, and, though the lapse of years has somewhat subdued his ardor, he is as ready to-day as he ever was to protect her rights and preserve her autonomy.

Mr. Rasch was married in 1870 and has a family of seven children, five boys and two girls. He is an honored member of the German Workingmen's Aid Association and the Retail Grocers' Association and enjoys the respect and confidence of all who share his acquaintance.

## Spouts Carbonic Acid.

A curiosity in the shape of a gas well has been struck at Saratoga, N. Y. A well was being bored for mineral spring water on the Wilcox place, in the southern edge of the town. Water was found at the depth of sixty feet, but the borers were not satisfied and went further. At the depth of ninety feet the water disappeared and carbonic acid gas made its appearance in an unprecedented quantity. The gas issues from the six-inch iron tubing with a force that sounds like the escaping steam of a locomotive, and it can be heard for more than half a mile. The well is a great curiosity and many people are thronging to see it. One would think that such a stream of gas as that would soon smother the whole town.

## Dry Goods Price Current.

| UNBLEACHED COTTONS.                |        | DEMINS.            |        |
|------------------------------------|--------|--------------------|--------|
| Adriatic                           | 7      | Amoskeag           | 12 1/2 |
| Argyle                             | 6      | " 9 oz.            | 13 1/2 |
| Atlanta A.A.                       | 6      | " brown            | 13     |
| Atlantic A.                        | 6 1/2  | Andover            | 11 1/2 |
| " H.                               | 6 1/2  | Beaver Creek A.A.  | 10     |
| " P.                               | 5 1/2  | " BB.              | 9      |
| " LL.                              | 5      | Boston Mfg Co. br. | 7      |
| Amory                              | 6 1/2  | " blue             | 8 1/2  |
| Archery                            | 4      | " d & twist        | 10 1/2 |
| Beaver Dam A.A.                    | 5 1/2  | Columbian XXX br.  | 10     |
| Blackstone O.                      | 5      | " XXX bl.          | 19     |
| Black Rock                         | 6      | GINGHAMS.          |        |
| Boot, AL.                          | 7      | Amoskeag           | 6 1/2  |
| Capital A.                         | 5 1/2  | " Persian dress    | 8      |
| Cavanat V.                         | 5 1/2  | " Canton           | 8      |
| Chapman cheese cl.                 | 3 1/2  | " AFC.             | 10 1/2 |
| Clifton C.R.                       | 5 1/2  | " Teazle           | 10 1/2 |
| Comet                              | 6 1/2  | " Angola           | 10 1/2 |
| Dwight Star                        | 8 1/2  | " Persian          | 8      |
| Clifton C.C.                       | 6 1/2  | Arlington staple   | 6 1/2  |
| BLEACHED COTTONS.                  |        | Arasapha fancy     | 4 1/2  |
| A B C                              | 8 1/2  | Bates Warwick dres | 7 1/2  |
| Amazon                             | 8      | " staples          | 6 1/2  |
| Amsburg                            | 6 1/2  | Centennial         | 10 1/2 |
| Art Cambric                        | 10     | Criterion          | 10 1/2 |
| Blackstone A.A.                    | 7 1/2  | Cumberland staple  | 5 1/2  |
| Beats All.                         | 4 1/2  | Cumberland         | 5      |
| Boston                             | 12     | Essex              | 4 1/2  |
| Cabot                              | 7 1/2  | " Elfin            | 4 1/2  |
| Cabot, W.                          | 7 1/2  | Everett classics   | 8 1/2  |
| Charter Oak                        | 5 1/2  | Exposition         | 7 1/2  |
| Conway W.                          | 7 1/2  | Glenarie           | 6 1/2  |
| Cleveland                          | 6 1/2  | Glenarven          | 6 1/2  |
| Dwight Anchor                      | 8 1/2  | Glenwood           | 7 1/2  |
| " shorts                           | 8      | Hampton            | 6 1/2  |
| Edwards                            | 6      | Johnson chalon cl  | 5 1/2  |
| Farwell                            | 7 1/2  | " Indigo blue      | 9 1/2  |
| Fruit of the Loom                  | 8 1/2  | " zephyrs          | 16     |
| Fitchville                         | 8 1/2  | GRAIN BAGS.        |        |
| First Prize                        | 7 1/2  | Amoskeag           | 15 1/2 |
| Fruit of the Loom                  | 7 1/2  | Stark              | 19     |
| Fairmount                          | 4 1/2  | American           | 15 1/2 |
| Full Value                         | 6 1/2  | THREADS.           |        |
| HALF BLEACHED COTTONS.             |        | Clark's Mile End   | 45     |
| Cabot                              | 7 1/2  | Coats, J. & P.     | 45     |
| Farwell                            | 8      | Holyoke            | 22 1/2 |
| CANTON FLANNEL.                    |        | KNITTING COTTON.   |        |
| Unbleached                         | 5 1/2  | No. 6              | 33     |
| Housewife A.                       | 5 1/2  | " 8                | 34     |
| " B.                               | 5 1/2  | " 10               | 35     |
| " C.                               | 6      | " 12               | 36     |
| " D.                               | 6 1/2  | White              | 38     |
| " E.                               | 7      | Colored            | 38     |
| " F.                               | 7 1/2  | No. 14             | 37     |
| " G.                               | 7 1/2  | " 16               | 38     |
| " H.                               | 7 1/2  | " 18               | 39     |
| " I.                               | 8 1/2  | " 20               | 40     |
| " J.                               | 8 1/2  | " 22               | 41     |
| " K.                               | 10     | " 24               | 42     |
| " L.                               | 10 1/2 | " 26               | 43     |
| " M.                               | 10 1/2 | " 28               | 44     |
| " N.                               | 11     | " 30               | 45     |
| " O.                               | 11 1/2 | " 32               | 46     |
| " P.                               | 12 1/2 | " 34               | 47     |
| CARPET WARP.                       |        | " 36               | 48     |
| Peerless, white                    | 18     | " 38               | 49     |
| " colored                          | 18 1/2 | " 40               | 50     |
| Integrity                          | 18 1/2 | " 42               | 51     |
| DRESS GOODS.                       |        | " 44               | 52     |
| Hamilton                           | 8      | " 46               | 53     |
| " "                                | 9      | " 48               | 54     |
| " "                                | 10 1/2 | " 50               | 55     |
| G G Cashmere                       | 20     | " 52               | 56     |
| Nameless                           | 16     | " 54               | 57     |
| " "                                | 18     | " 56               | 58     |
| CORSETS.                           |        | " 58               | 59     |
| Coraline                           | 8 1/2  | " 60               | 60     |
| Schilling's                        | 9      | " 62               | 61     |
| Davis Waists                       | 9 1/2  | " 64               | 62     |
| Grand Rapids                       | 4 1/2  | " 66               | 63     |
| CORSET JEANS.                      |        | " 68               | 64     |
| Armory                             | 6 1/2  | " 70               | 65     |
| Androsoggin                        | 7 1/2  | " 72               | 66     |
| Biddeford                          | 6      | " 74               | 67     |
| Brunswick                          | 6 1/2  | " 76               | 68     |
| PRINTS.                            |        | " 78               | 69     |
| Allen turkey reds                  | 6      | " 80               | 70     |
| " robes                            | 6      | " 82               | 71     |
| " pink & purple                    | 6      | " 84               | 72     |
| " buffs                            | 6      | " 86               | 73     |
| " pink checks                      | 6      | " 88               | 74     |
| " staples                          | 6      | " 90               | 75     |
| " shirtings                        | 6      | " 92               | 76     |
| American fancy                     | 5 1/2  | " 94               | 77     |
| American indigo                    | 6      | " 96               | 78     |
| American shirtings                 | 4 1/2  | " 98               | 79     |
| Argentine Grays                    | 6      | " 100              | 80     |
| Anchor Shirtings                   | 4      | " 102              | 81     |
| Arnold                             | 6      | " 104              | 82     |
| Arnold Merino                      | 6      | " 106              | 83     |
| " long cloth B.                    | 10 1/2 | " 108              | 84     |
| " C.                               | 8 1/2  | " 110              | 85     |
| " century cloth                    | 7      | " 112              | 86     |
| " gold seal                        | 10 1/2 | " 114              | 87     |
| " green seal TR                    | 10 1/2 | " 116              | 88     |
| " yellow seal                      | 10 1/2 | " 118              | 89     |
| " serge                            | 11 1/2 | " 120              | 90     |
| " Turkey red                       | 10 1/2 | " 122              | 91     |
| Ballou solid black                 | 6      | " 124              | 92     |
| " colors                           | 6      | " 126              | 93     |
| Bengal blue, green, red and orange | 6      | " 128              | 94     |
| Berlin solids                      | 5 1/2  | " 130              | 95     |
| " oil blue                         | 6      | " 132              | 96     |
| " green                            | 6      | " 134              | 97     |
| " Foulards                         | 5 1/2  | " 136              | 98     |
| " red                              | 6      | " 138              | 99     |
| " 4 1/2                            | 10     | " 140              | 100    |
| " 3-4 XXX                          | 12     | " 142              | 101    |
| Cochecho fancy                     | 6      | " 144              | 102    |
| " madders                          | 6      | " 146              | 103    |
| " XX twills                        | 6      | " 148              | 104    |
| " solids                           | 5 1/2  | " 150              | 105    |
| TICKINGS.                          |        | " 152              | 106    |
| Amoskeag A.C.A.                    | 12 1/2 | " 154              | 107    |
| Hamilton N.                        | 7 1/2  | " 156              | 108    |
| " D.                               | 8 1/2  | " 158              | 109    |
| " Awning                           | 11     | " 160              | 110    |
| Farmer                             | 8      | " 162              | 111    |
| First Prize                        | 10 1/2 | " 164              | 112    |
| Lenox Mills                        | 18     | " 166              | 113    |
| COTTON DRILL.                      |        | " 168              | 114    |
| Atlanta, D.                        | 6 1/2  | " 170              | 115    |
| Boot                               | 6 1/2  | " 172              | 116    |
| Clifton, K.                        | 7      | " 174              | 117    |

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## Hypnotism in Criminal Jurisprudence.

The Chicago exposition, besides being a vast assemblage of the visible works of human industry from almost every race and country in the world, presents also a congress of human thought in its various departments. One section of this congress recently treated medical jurisprudence. This is an extensive range of subjects, embracing everything included in the science and practice of medicine that can relate to crime and other violations of law. Formerly the physicians only undertook the treatment of bodily ills, but now diseases of the mind come within the sphere of the medical man, and his experience teaches him that mind and body are so intimately associated, and they respectively exert such serious reflex influences one upon the other and *vice versa*, that mental operations, both healthful and disordered, call for a large share of the physician's attention.

But if the phenomena of intellectual action come into the domain of the medical practitioner, they also figure largely in the purview of the student of medical jurisprudence and into the practice of criminal law. Insanity is a large factor in criminal jurisprudence, and within the past few years hypnotism has become a theme for the doctors of the law in criminal causes, as well as for the doctors of medicine. In the Chicago congress on medical jurisprudence, Judge Dailey, of the criminal bench of New York, read a paper on hypnotism in its relations to crime, a subject to which he had evidently devoted a large share of attention.

The Judge held that the ability to hypnotize is something more than a mere juggling trick. It is a psychic power which one intellectual or spiritual organization can exercise over another. It is possessed by persons of both sexes, and sometimes by young children. A person hypnotized by another is entirely under the influence of the other, and this influence may be used for good or evil, indeed for the most criminal purposes. Judge Dailey, after recounting cases of hypnotism which had come under his notice, remarked that "it would almost seem as if the human brain, in its relation to the mind, is, after all, a sort of phonograph out of which all that has been spoken to and heard by it can be called forth by the proper means." He discussed both the benefits and the evils of hypnotism, showing that, while it was possible to assuage pain and cure disease through this remarkable power, it was possible, on the other hand, for the hypnotizer to direct his subject to the commission of frauds, crimes and immoralities. In view of the phenomena of hypnotism and the evil uses to which it might be put, Judge Dailey favored legislation which would restrict its practice. He would not enact laws of a prohibitory character, but believed in giving every person who desired to submit himself to hypnotic influence for experimental or other legitimate purpose the privilege of doing so. For the wrong employment of hypnotism, however, there should be heavy penalties fixed. The subject he considered as worthy of the fullest investigation, and he hoped it would receive the attention it deserved. In closing, he expressed the belief that psychic discoveries of great importance are yet to be made. Nobody should stand back for fear of jeers and ridicule,

but the command which has been given, "know thyself," should be heeded by everyone, and, insofar as possible, fearlessly obeyed.

Hypnotism has more than once been pleaded in extenuation of criminal acts, but there has been no authoritative deliverance by any court to give recognition to it as an element in judicial conditions. It is, indeed, too little understood for that; but it is a power and agency that may be a most potential factor in criminal acts, and it will be long before it can be allowed a definite place in medical jurisprudence. The time must come, however, and the subject should receive the most profound consideration in anticipation.

C. SEARS.

## Hints for Credit Givers.

Is he married or single?  
Does he gamble or speculate?  
Satisfy yourself in regard to the habits of his private life.

Is he extravagant or disposed to live up to or beyond his means?

Is he prompt in settlement, and how does he stand in his own trade?

Record and standing as man and merchant should also be considered and thoroughly investigated.

Ascertain if there is anything which would lead him to spend more money than his business can afford.

Has he ever failed? And, if he has, under what circumstances, and what was the character of the settlement made, if any?

Banks are excellent references. They won't tell you what a man's balance is, but they will tell you, as a rule, in plain English, what they think of him.

If you can give a hint or clue to your commercial agency don't fail to do it. It often opens up new developments which the creditor may be seeking to hide.

The amount of credit given should be governed primarily by the amount of capital invested in the business for which the credit is sought and by the outside resources of the person or persons conducting the same, providing, of course, that such outside resources are in the name or names of the party or parties in interest.

## Joining the Whip Trust.

The Peck & Whipple Co. and J. C. Schmidt & Co., of Westfield, Mass., have gone into the United States Whip Co., making the eleventh Westfield concern that has joined the syndicate. Among others who have been recently taken in are Comstock & Co. of Windsor, N. Y., and the Keystone Whip and Net company of York, Pa., while the Wells Whip company of Wellsville, Pa., and companies at Sydney, O., Three Oaks and Hastings, Mich., are to join this week, making a total of about twenty concerns absorbed by the big company.

H. F. McFall, general dealer, Solon: "I can not get along without THE TRADESMAN." Hanselman Candy Co., jobbers of confectionery, Kalamazoo: "A good publication."

## Use Tradesman Coupon Books.

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|-----------------------------------|-----------|------|
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| Cook's                            | 40        |      |
| Jennings', genuine                | 25        |      |
| Jennings', imitation              | 50        | &10  |
| AXES.                             |           |      |
| First Quality, S. B. Bronze       | \$ 7 00   |      |
| " " D. B. Bronze                  | 12 00     |      |
| " " S. B. Steel                   | 8 00      |      |
| " " D. B. Steel                   | 13 50     |      |
| BARROWS.                          |           | dis. |
| Railroad                          | \$ 14 00  |      |
| Garden                            | net 30 00 |      |
| BOLTS.                            |           | dis. |
| Stove                             | 50        | &10  |
| Carriage new list                 | 75        | &10  |
| Plow                              | 40        | &10  |
| Sleigh shoe                       | 70        |      |
| BUCKETS.                          |           |      |
| Well, plain                       | \$ 3 50   |      |
| Well, swivel                      | 4 00      |      |
| BUTTS, CAST.                      |           | dis. |
| Cast Loose Pin, figured           | 70        |      |
| Wrought Narrow, bright 5ast joint | 60        | &0   |

| Wrought Loose Pin                          | 60            | &10             |
|--------------------------------------------|---------------|-----------------|
| Wrought Table                              | 60            | &10             |
| Wrought Inside Blind                       | 60            | &10             |
| Wrought Brass                              | 75            |                 |
| Blind, Clark's                             | 70            | &10             |
| Blind, Parker's                            | 70            | &10             |
| Blind, Shepard's                           | 70            |                 |
| BLOCKS.                                    |               |                 |
| Ordinary Tackle, list April 1892           | 60            | &10             |
| CRADLES.                                   |               | dis.            |
| Grain                                      | 50            | &02             |
| CROW BARS.                                 |               | per lb          |
| Cast Steel                                 | 5             |                 |
| CAPS.                                      |               | per m           |
| Ely's 1-10                                 | 65            |                 |
| Hick's C. F.                               | 60            |                 |
| G. D.                                      | 35            |                 |
| Musket                                     | 60            |                 |
| CARTRIDGES.                                |               |                 |
| Rim Fire                                   | 50            |                 |
| Central Fire                               | 25            |                 |
| CHISELS.                                   |               | dis.            |
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| Socket Framing                             | 70            | &10             |
| Socket Corner                              | 70            | &10             |
| Socket Slicks                              | 70            | &10             |
| Butchers' Tanged Firmer                    | 40            |                 |
| COMBS.                                     |               | dis.            |
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| Hotchkiss                                  | 25            |                 |
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| White Crayons, per gross                   | 120           | &12 1/2 dis. 10 |
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| Planished, 14 oz cut to size               | 28            |                 |
| " 14x52, 14x56, 14x60                      | 26            |                 |
| Cold Rolled, 14x56 and 14x60               | 23            |                 |
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| Large sizes, per pound                     | 64            |                 |
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| Door, porcelain, trimmings                 | 55            |                 |
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| Hunt's                                     | \$18.50, dis. | 20              |
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| 60                                         | Base          |                 |
| 50                                         | 10            |                 |
| 40                                         | 15            |                 |
| 30                                         | 25            |                 |
| 20                                         | 35            |                 |
| 16                                         | 45            |                 |
| 12                                         | 45            |                 |
| 10                                         | 50            |                 |
| 8                                          | 60            |                 |
| 7 & 6                                      | 75            |                 |
| 4                                          | 90            |                 |
| 3                                          | 1 20          |                 |
| 2                                          | 1 60          |                 |
| Fine 3                                     | 1 65          |                 |
| Case 10                                    | 70            |                 |
| " 8                                        | 75            |                 |
| " 6                                        | 90            |                 |
| Finish 10                                  | 75            |                 |
| " 8                                        | 90            |                 |
| " 6                                        | 1 10          |                 |
| Clinch 10                                  | 70            |                 |
| " 8                                        | 80            |                 |
| " 6                                        | 90            |                 |
| Barrell 7                                  | 1 75          |                 |
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| Screw Hook and Strap, to 12 in. 4 1/4 14 and longer                                                                       | 3 1/4         |            |
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| " " " 3/4                                                                                                                 | net           | 7 1/4      |
| Strap and T                                                                                                               | dis.          | 50         |
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| Champion, anti-friction                                                                                                   | 60            | &10        |
| Kidder, wood track                                                                                                        | 40            |            |
| HOLLOW WARE.                                                                                                              |               |            |
| Pots                                                                                                                      | 60            | &10        |
| Kettles                                                                                                                   | 60            | &10        |
| Spiders                                                                                                                   | 90            | &10        |
| Gray enameled                                                                                                             | 40            | &10        |
| HOUSE FURNISHING GOODS.                                                                                                   |               |            |
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| Japanned Tin Ware                                                                                                         | 25            |            |
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| Gate Hooks and Eyes                                                                                                       | 70            | &10        |
| LEVELS.                                                                                                                   |               | dis.       |
| Stanley Rule and Level Co.'s                                                                                              | 70            |            |
| ROPES.                                                                                                                    |               |            |
| Sisal, 1/4 inch and larger                                                                                                | 9             |            |
| Manilla                                                                                                                   | 13            |            |
| SQUARES.                                                                                                                  |               | dis.       |
| Steel and Iron                                                                                                            | 75            |            |
| Try and Bevels                                                                                                            | 60            |            |
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| SHEET IRON.                                                                                                               |               |            |
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| Nos. 22 to 24                                                                                                             | 4 05          | 3 15       |
| Nos. 25 to 28                                                                                                             | 4 25          | 3 25       |
| No. 30                                                                                                                    | 4 45          | 3 35       |
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| SAND PAPER.                                                                                                               |               | dis.       |
| List acct. 19, '86                                                                                                        | 50            |            |
| SAW CORD.                                                                                                                 |               |            |
| Silver Lake, White A                                                                                                      | list          | 50         |
| " " Drab A                                                                                                                | "             | 55         |
| " " White B                                                                                                               | "             | 50         |
| " " Drab B                                                                                                                | "             | 55         |
| " " White C                                                                                                               | "             | 35         |
| Discount, 10                                                                                                              |               |            |
| SAW WEIGHTS.                                                                                                              |               | per ton    |
| Solid Eyes                                                                                                                | \$25          |            |
| SAWS.                                                                                                                     |               | dis.       |
| " Hand                                                                                                                    | 20            |            |
| " Silver Steel Dia. X Cuts, per foot                                                                                      | 70            |            |
| " Special Steel Dia. X Cuts, per foot                                                                                     | 50            |            |
| " Special Steel Dia. X Cuts, per foot                                                                                     | 30            |            |
| " Champion and Electric Tooth X Cuts, per foot                                                                            | 30            |            |
| TRAPS.                                                                                                                    |               | dis.       |
| Steel, Game                                                                                                               | 60            | &10        |
| Onelda Community, Newhouse's                                                                                              | 35            |            |
| Onelda Community, Hawley & Norton's                                                                                       | 70            |            |
| Mouse, choker                                                                                                             | 18c           | per doz    |
| Mouse, delusion                                                                                                           | \$1.50        | per doz    |
| WIRE.                                                                                                                     |               | dis.       |
| Bright Market                                                                                                             | 65            |            |
| Annealed Market                                                                                                           | 70            |            |
| Coppered Market                                                                                                           | 60            |            |
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| Coppered Spring Steel                                                                                                     | 62 1/2        |            |
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| Put Sable                                                                                                                 | dis.          | 40         |
| Putnam                                                                                                                    | dis.          | 05         |
| Northwestern                                                                                                              | dis.          | 10         |
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| Extra Wiping                                                                                                              | 15            |            |
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E. A. STOWE, Editor.

WEDNESDAY, AUGUST 30, 1893.

## A "WHY?" ABOUT SILVER.

A correspondent, who signs himself Ignorant, inquires why the United States Government does not make a silver dollar which is worth as much as a gold dollar.

THE TRADESMAN has no authority to speak for the Government in any matter, but it has an opinion on this subject to which the correspondent is welcome. All the legislation on the subject of making and issuing money is left to Congress. Congress has long been under the control, as it is to-day, of the silver miners. All legislation since 1878 has been in the interest of the silver miners. Up to 1878, from the foundation of the Government, only 8,000,000 silver dollars had been coined. There was no demand for silver money except for change. The silver product of the Union up to 1871 had been small, not amounting to more than \$12,000,000 to \$15,000,000 a year. That was readily taken up for the coinage of small change. In 1871 the silver product began a rapid increase on account of the discovery and opening of new mines. In 1871 it was \$23,000,000. In 1878 it was \$45,000,000, with signs of a still greater increase. It became necessary to operate on Congress, and this was done.

In February, 1878, Congress authorized the purchase and coinage of \$2,000,000 per month into silver dollars. Silver was then worth only 18 to 1. That is, 18 ounces of silver were worth one ounce of gold, but, in order to give the miners a profit on their silver, the coinage was ordered at the rate of 15.93, or about 16 to 1. This means that, although it required 18 ounces of silver to be equal to one ounce of gold, Congress fixed the ratio at 16 to 1. So that although the stamped value of a silver dollar was about 89 cents, it would pass for 100. In this way the miners could sell their silver for 100 cents when it was really worth only 89.

But the American silver mines continued to increase their yearly product until in 1870 it had reached to \$70,000,000. The value of silver had gone down to a ratio of 19.76 to one of gold, and the commercial value of a silver dollar had become 81 cents, although it stood for 100. The law which provided for the

purchase and coinage of 2,000,000 dollars a month was not sufficient to dispose of the large product, and so in July, 1890, the present, or Sherman, law was passed, providing for the purchase by the Government of 4,500,000 ounces. This law only satisfied the miners for a short time, because the increase of the silver product continued at such a rapid rate that the Government, under the law, could not take all that was offered. Now the miners demand free coinage, which means that the Government shall take all that is offered.

The effect of the law has been to furnish the American silver miners a market for their silver. It makes no difference whether that was the object or not, that is the effect of it. People do not want silver dollars, and so they are left in the vaults of the Government, while paper money is given out in their place. The ratio still continues at 16 to 1, although a silver dollar is not worth more than 56½ cents to-day with silver at 73 cents an ounce, a ratio of 28.30 to 1.

The silver legislation now in operation enables the miner to take 56½ cents' worth of his silver, get the Government stamp upon it without extra cost, and pay out the coin worth 56½ cents for 100 cents. If the miner does not wish to handle the coin, he gets for it a \$1 note, which is good for gold. If the Government were to insist on putting 100 cents' worth of silver into a dollar it would be a heavy blow on the miners; it would cut down their profits enormously. Some of the Western Senators are silver mining millionaires. Senator Jones, of Nevada, is one. Senator Teller, of Colorado, is another. Senator Stanford, of California, who has just died, was another. In all probability there are more besides. The silver interests have always been able to control Congress, and the silver men get the benefit of it.

THE TRADESMAN does not know why the Government does not make a silver dollar worth as much as a gold dollar, but it is sure that it never will so long as the silver men control Congress.

## PRE-EMINENTLY A PEACE NATION.

A world's peace congress was recently held at the Chicago Fair. Hon. Josiah Quincy, of Massachusetts, made one of the speeches. He showed that the United States is essentially a peace nation, except where its own citizens are concerned. It has spent more money in killing its own people than in all its foreign wars a hundred times multiplied. But where foreign nations are concerned, its desire for peace is so great that all its claims are submitted to arbitration in preference to maintaining them. In the course of his address, Mr. Quincy presented some interesting items concerning comparative military armaments.

In the United States, with an area, excluding Alaska, of 2,970,000 square miles and a population of 66,000,000, the standing army is limited to 25,000, and not maintained at that. During the war between the States it equalled the great military establishments of Europe, but, since it has no longer been required to kill our own people, it has been brought down to a real peace establishment when we have one soldier to 119 square miles of territory and to each 2,640 inhabitants. In Germany, with an area of 208,000 square miles and a population of 49,500,000, there is a standing army on the peace footing of 547,000, or over two

soldiers to each square mile of territory and one soldier to each ninety inhabitants. In France, with an area of 204,000 square miles and a population of 38,300,000, there is a standing army on a peace footing of 560,000, or nearly three soldiers to each square mile of territory and one soldier to each 68 inhabitants.

If we compare the expense per capita of the population of maintaining these standing armies, we find that Germany, with an annual army expenditure of \$115,000,000, pays \$2.33 per inhabitant, and France, with an army expenditure of \$129,000,000, pays \$3.37 per inhabitant while the United States, with its expenditure of \$47,000,000, pays 73 cents per head of population. This makes our army in proportion to its strength the costliest in the world.

## NEEDED AT HOME.

The National Bankers' Association has issued a circular letter announcing the abandonment of the annual convention which was to have taken place in Chicago next week. It has been known for some weeks that the convention would be abandoned, owing to the financial troubles which would necessarily keep bankers at their posts of duty, and thereby render the convention of little importance, owing to slim attendance.

Owing to the importance likely to be attached to some official utterance by the National Bankers' Association at the present time, the officers of the Association, realizing that the abandonment of the convention would prevent the taking of appropriate action upon the existing crisis, thought it best to supplement the informal announcement of the postponement by an official letter announcing that action, and urging upon the bankers and merchants of the country the importance of an urgent appeal to Congress to promptly repeal the Sherman law.

The letter of the Bankers' Association officers attributes the present panic to the fears arising from the continued purchase of silver by the Government, for which notes are issued that are uniformly redeemed in gold. The repeal of this law, they claim, would greatly help to restore confidence, hence the banks all over the country are urged by the Association to do their utmost to arouse public sentiment in favor of the repeal, and to procure the sending of petitions and letters to Representatives and Senators urging the repeal of the obnoxious law.

## CONTINGENCY OF GREAT MOMENT.

While universal attention is drawn to the great powers of Europe, because of the fact that upon them depend the peace and political equilibrium of Europe, the condition of some of the smaller countries may well deserve some consideration in the United States from an economic point of view. This is particularly so in relation to Spain.

M. Paul Leroy Beaulieu, an eminent French publicist and statistician, has recently published in the Paris *L'Economiste* an article on the impending bankruptcy of Spain. It has been translated for the New York *Literary Digest*, and although its scope includes a statement of the financial condition of such other countries as Italy, Portugal and Greece, the United States are only interested in M. Beaulieu's observations of the state of Spain. This authority declares that unless there is an immediate accession of supreme energy, with extreme retrench-

ment and the imposition of heavy taxes, Spain is absolutely insolvent.

M. Beaulieu recites that for a number of years past the annual revenues of Spain have suffered enormous and uninterrupted deficits. During the last fifteen years Spain has regularly expended from 60,000,000 to 80,000,000 francs more than she has received. She has committed another fault in allowing the accumulation of an enormous floating debt, amounting to between 700,000,000 and 800,000,000 francs. Two years and a half ago she could have easily consolidated this floating debt. That would not have rendered her situation good, because the annual receipts would have continued to be insufficient for the annual expenses; but the treasury would have had to face only the deficits of each year. Perhaps there might have come a favorable moment when these deficits could have been consolidated. Now, however, the weight of this floating debt is so colossal that every addition to it—and an addition is made every day—threatens to drown the whole, and will end by drowning everything. In this state of the case, the foreign public refusing to touch a Spanish loan, and the national public subscribing a sum insufficient for new loans, nothing can be done but to carry deficits from one year to another in the hope of better times. The Government makes application to the Bank of Spain, which issues constantly more notes that depreciate in value. This depreciation increases the deficits.

Continuing, the authority quoted declares that it does not help the situation that the Bank of Spain had in its vaults on the 9th of July, 1893, 197,000,000 francs in gold and 161,000,000 in silver, being an increase in twelve months of 8,000,000 francs in gold and 33,000,000 in silver. Far better have less specie and fewer bank notes. Of these last the amount outstanding on July 8, 1893, was 918,000,000 francs, being an increase of 83,000,000 in a year. Beyond a doubt the amount of circulation next year will be more than 1,000,000,000 francs. The bank notes were from 12 to 16 per cent. below their face value last year, and are 20 per cent. below this year. Each new depreciation causes an enormous loss to the treasury. "Nothing," he declares, "but heroic measures can now save Spain from insolvency; and there is hardly any probability that the Government on the one hand and the Spanish capitalists on the other, will make sufficient efforts to save the finances of their country."

Beyond common sympathy, how does all this interest the United States? Simply to this extent. If the finances of Spain be as represented, the supreme crisis will come some day not very far distant. In a struggle for existence, it may become necessary to dispose of the Spanish possessions in the West Indies. Cuba is greatly coveted by Great Britain, possibly by others. If there is any statesmanship in this Union, it should see to it that when Cuba goes out of the possession of Spain, it should come into that of this country. The master of Cuba is master of the Gulf of Mexico. The United States cannot afford to permit their Gulf ports and commerce to be perpetually at the mercy of any great European power. That is why the possible bankruptcy of Spain is a matter of concern to the people of this country.

**WHEN WILL THE TROUBLE END?**

"How long will the present financial stress last?" is a question more easily asked than answered.

In order to give any intelligent reply, it is necessary to know something of the causes of the disease, for it cannot be attributed to any one cause. So far as it has resulted from the collapse of excessive and improper business expansion, many months must elapse before all the effects of the trouble will be removed, and then the marks and scars of disaster will abide for a long period where the collapse was most serious. In all cases of exploded booms they must work out their own cures. No legislation can give relief. Many of the sufferers have been wholly bankrupted, and no act of Congress can reach their cases. If they are ever able to recover from their losses it will be through their own efforts. Nothing that the powers of government can accomplish will avail to restore the wealth they have lost.

In regard to the powers of government to give relief from a great and general financial disorder the most erroneous opinions are held by many intelligent persons. They ought to understand, first, that the Government has no means or power of raising a dollar of money except by collecting taxes from the people. But there is an outcry for the Government to sell bonds. What does that mean? Simply neither more or less than borrowing. The Government borrows so much money and gives bonds for its repayment in a given time. If the borrower has good credit, he can secure a loan at an easy interest. But the act of borrowing necessarily includes repayment at the time specified. How is the money to be got for this repayment? Why, by taxing the people.

It is plain, then, that the Government has not a single dollar that did not come out of the people's pockets in the form of taxes, and it cannot possibly get another dollar except by collecting more taxes or borrowing on the basis of collecting those taxes. Let us come to the second part of the proposition. The Government cannot pay out a dollar, save in obedience to an appropriation by Congress. Congress has no right to dispose of the people's money, save for purposes of public benefit and utility. There is no rightful power to give out gratuitously the people's money, although it has been done by wrongful legislation, which is practically stealing. In the entire range of business, public or private, no man has a right to a single dollar from any source except by earning it. He must earn it from the Government, or from some other source. He must give for it value received.

How, then, is an act of Congress to relieve the poor man or to restore the lost wealth of the bankrupt merchant or manufacturer? Plainly, it is powerless to do anything of the sort. All that can be hoped from Congress is that it will promptly execute such legislation as will restore confidence in all branches of legitimate business and start up the various industries which have been closed, and re-establish a market for the products of industry. This cannot be done at a single stroke. A single dose of medicine will not heal a patient whose sickness is of long standing. But even if it were the most powerful remedy known to science, the process of cure must be gradual.

Congress should repeal the Sherman law because that is a large cause of the general distrust. It should also enact the Voorhees bill authorizing certain issues of national bank bills. The latter would put money into existence, and the former would help to remove the distrust and induce people who have locked up their money to put it into business and other investments. Slowly the closed doors of finance would reopen, the wheels of industry would begin to revolve, and commerce would commence its activity. But the revival, while decisive, would not be instantaneous. Prosperity, while it would slowly begin to reappear, would still bear the marks of many losses. Nobody is going to restore the wages lost by all the stagnation. There will be no recompense for the sufferings, the hunger, the anxiety, the disappointments, the humiliations of the long days and weeks of waiting for better times. And let Congress do as it may, it will receive and doubtless merit many curses for its needless wrangling and delays. It is Congress which, by unwise legislation, has precipitated this catastrophe. Congress cannot really heal it. What it can do is to remove the clogs and obstructions it has put upon the business of the country. Let it do this, and leave the wonderful activity of the American people and the unparalleled native wealth of their country to do the balance. The process will be slow. The financial trouble of 1893 will be felt for a long time and remembered for a century.

In all organizations of men will be found a man, and sometimes several men, who can never submit to the will of the majority. After a question has been fully discussed, pro and con, and all have had time to make up their minds, and a majority of votes have been cast one way, one man will be found who will not have it that way. The majority must submit to him, not he to the majority. He knows more than all the rest, and it must be his way or it shall not be any way. The failure of many an organization can be traced directly to the pigheadedness of some individual member who set up his personal opinion in opposition to the will of the majority and not only refused to accept of the sense of the majority so expressed, but kept up the fight, making it a personal matter between himself and those who could not see as he did. Instead of submitting gracefully, and not only acquiescing in the decision of the majority, but joining heartily to carry that decision into practical effect, he (or they, as the case may be) regards everyone who voted against him as a personal enemy, only "letting up" when his efforts have been successful and the organization is no more. The only thing that all members ought to do is to submit cheerfully and heartily to the majority. The majority is, practically, the organization, and must rule, if anything is to be accomplished. Let every member give expression to his opinion on any and every subject brought up for discussion, but, when once the vote has been recorded, there is nothing to do but to carry out the will of the organization as expressed in the vote. The man who will not submit should be "labored with," and, if that has no effect, then turn him out. He can do more harm inside than he can outside anyway. Whatever you may or may not be, don't be a "kicker;" but if you must kick, go out in the woods and kick yourself, and leave the association in peace.



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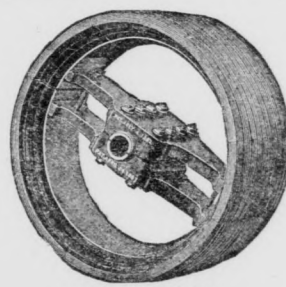
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Vice-President—A. F. Parker, Detroit.  
Treasurer—W. Dupont, Detroit.  
Secretary—S. A. Thompson, Detroit.

**Grand Rapids Pharmaceutical Society.**

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

**Early Days in the Oil Regions.**

Continuing his reminiscences in the *Philadelphia Enquirer*, the first part of which we gave last week, Mr. Martindale says: "In the wide distrust of stocks of banks, or moneyed institutions generally that now exist and the consequent hoarding of money, in the figurative 'stocking'—out of sight, out of use—and therefore doing no good, it is refreshing to look back to the palmy days of '69 in Venango county, Pa., when money was plenty, lavishly spent, where poverty and want were unknown—for if any special case of moneyed distress or actual suffering was discovered, the generous hearted oilman at once opened his heart as well as his pocket to relieve it. A few weeks after becoming proprietor of the 'Chequered Store' in Oil City, a customer bought a few dollars' worth of goods to take out to a well he was drilling, and handed me a thousand-dollar note in payment. It fairly and squarely took my breath away to handle such a greenback. I had never had such a sized bill in my hands before, and very, very few of them since, for that matter. I apologized to the man for the fact of my inability to change the bill, because I had 'just sent my deposit to the bank,' etc., and then started down the street with it to get the savings bank to 'bust it,' when I met William Dwyer who kept a small hotel and eating house near-by. Now here was a chance for a good joke, so I stopped him and said: 'Billy, I am going down to get the cashier, Hughy Stephenson to change this greenback for me, but I guess you can do it as well, and save time.' 'I think I can do it for you, Tom,' he said. He took the \$1,000 note in his hands, looked at it, folded it up and put it in his vest pocket, asked me how I would like to have the change—in what sized notes. I told him it made no difference so that I could get \$10 out of it. He then went down into his pants pocket and pulled out a roll of \$100 bills, handing me nine of them; then into another pocket and from a roll of twenties he handed me four, and from still another roll he gave me two tens; all of this without a smile on his face, for the joke was not on him by any means, and then he said he would be glad to change any bills I might have in the future, just to save me the trouble of 'walking to the bank, you know.' 'Billy' was in his shirt sleeves with an old straw hat on, his pants tucked in his boots, and no one would have taken him for a walking national bank, but money was plentiful and he only had his share of it, I presume. But I am led to ponder over the query of how many men there are now in Oil City in these days of 'half dollar oil' who could in such an emergency be equal to the occasion. Alas! I fear there be not many, for flood and fire, the infatuation for silver mining schemes on the 'bottom floor,' gambling on the exchange margins, exhaustion of the adjacent territory of its oleaginous treasures, and the octopus grasp of the Standard Oil Company—squeezing, sucking and crushing the resources, the ambitions and the very life out of the ever-hopeful 'operator,' have worked sad havoc and distress in this once opulent region.

"Having gotten myself fairly established in business and paid off all the old bills of my predecessor, who had confined his purchases principally to nearby points like Erie, Corry and Titusville, I came to the conclusion that as the jobbers in these towns had to have their profits after paying freight and other expenses, the correct thing to do

would be to purchase from Philadelphia and New York. I put Philadelphia first in the list, because I dealt largely in canned goods, and Philadelphia then, as now, held supremacy in this line of merchandise over the whole country. I therefore made a trip East, and came to Philadelphia.

"This, my first trip in purchasing goods, was of great advantage. I saw and bought a great many new things which had never been kept in the oil country before; gained confidence in my own judgment in buying, and it was not very long until customers came to me from all parts of the town. I fitted up the front window with a fountain, where I displayed fresh lettuce with other vegetables, brought by express from Cleveland and Pittsburgh; fresh shad from Philadelphia (express rates, \$3 per hundred weight); pineapples by express, peaches and berries by express, Bermuda potatoes by express; the first asparagus, the first fresh tomatoes, etc., by express, and such of the luxuries that would be improved by the spray from the fountain were placed in the open window, and never failed to attract attention and make sales, and the modest little business soon grew to such proportions that the question of a free delivery became every succeeding day one of prime importance. For instance, one day a lady from the top of Cottage Hill (the then fashionable part of the town, distant from my store a mile at least), who had been in the habit of walking over frequently to purchase some little dainties, carrying them home with her in a market basket, told me if I had any way to send a barrel of flour over the 'creek' and up to her house, that she would buy one. I took her order, and then tried to hire some teamster to take it over for a moderate charge, but it was no use. So I borrowed a wheelbarrow, loaded the barrel of flour upon it, put a strap on the handles to place over my shoulders, and started merrily on the journey. The sidewalks were anything but good, and where they were broken I had to take to the road. The mud was a 'holdfast,' and the barrel had to be frequently unloaded to enable me to get the wheelbarrow on terra firma again. This was in the business part of the city, but when I commenced to climb the winding road up around Cottage Hill, then the work began in real, dead earnest, and long before the top was reached I was dripping with perspiration in front of the customer's house. There was a huge flight of steps from the road up to the front door to be surmounted. I got the barrel to the top all right, knocked at the door, and the look of amazement on the good woman's face I will never forget when she saw how her order had been delivered. But my work was still undone, as she wanted the flour carried up another flight of stairs and put out on a platform built against the back of the hill. The stairs were narrow and tortuous, as well as steep, and it was an awfully hard job, but it was at last completed, and the run back to the store was a frolic compared to the slow and laborious ascent. I found I had been gone nearly three hours. My clothes were covered with flour and mud, hands blistered and shoulders raw from the chafing of the strap; and that settled it. I found that I must, some way or other, get a horse and wagon, and that without delay. King Richard offered a 'kingdom for a horse,' but I had no Kingdom to give, and very, very little money."

**Canceling Orders.**

From the Grocer and Commercial Review.

Perhaps the meanest man in the estimation of a commercial traveler is the merchant who makes a habit of canceling orders.

There are times, however when a merchant may feel, on mature consideration, that he would be doing justice to himself to reduce the amount of the order given, because of some unforeseen development which would materially reduce the demand for certain lines during the prospective period of their being in stock. When such is the case and an explanation is given as to his action, we commend his good judgment, but the man who buys from A, B and C promiscuously, and afterward compares the copies of

their orders accepting the lower priced articles and canceling the higher does not deserve to be treated decently by any salesman or the salesman's employers. Merchants who persist in this habit soon become victims of the retaliatory shrewdness of salesmen who think it only fair to take advantage of them by way of getting square. Our idea of a satisfactory business between buyer and seller is "mutual confidence," and unless that exists, sooner or later there will be a breach somewhere.

After all this, we say, treat the traveler fairly. Men do not like playing humbug to the tune of every capricious merchant. If an order is placed for a line of goods, have confidence enough in the seller to abide by it.

What a deal of trouble he saves when he drops in to shake hands and say, "will see you during the day." Think of and appreciate the information he imparts, which he has gleaned by years of contact with different business people, and recollecting all these remember that, though generous to a fault, the traveling man has no consideration for any one who monkeys with his order book, and he will bide his time to get square with

the merchant by whom he has been fooled.

**Three Harvest Excursions**

Via the Chicago, Milwaukee & St. Paul Railway to all of the best farming sections of the West and Northwest, will be run on August 23, September 12 and October 10. Return tickets good for 20 days. Low rates. Apply for further information to nearest ticket agent, or address Geo. H. Heafford, General Passenger Agent, Chicago, Ill., or Harry Mercer, Michigan Passenger Agent, 82 Griswold Street, Detroit.

**Consider the Raw Materials.**

From the Indianapolis Journal.

"I can't see why bread should remain at the same price when wheat and flour have come down so."

"My dear boy, the main things in bread are water and air. Neither one is a cent cheaper than it was at the close of the war."

People who have no charity for the faults of others are generally stone blind to their own.

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

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



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

**HERCULES POWDER**

**HERCULES,**  
THE GREAT STUMP AND ROCK  
ANNIHILATOR.

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.

## Wholesale Price Current.

| Advanced—                        |            | Declined—Linseed Oil.                |            |
|----------------------------------|------------|--------------------------------------|------------|
| <b>ACIDUM.</b>                   |            | <b>TINCTURES.</b>                    |            |
| Aceticum.....                    | 82 10      | Aconitum Napellis R.....             | 60         |
| Benzofenol German.....           | 65 75      | Aloe.....                            | 50         |
| Boric.....                       | 25 35      | Arnica.....                          | 50         |
| Carbolicum.....                  | 52 55      | Asafetida.....                       | 50         |
| Hydrochlor.....                  | 32 5       | Atropa Belladonna.....               | 60         |
| Nitrosum.....                    | 10 12      | Betula.....                          | 50         |
| Oxalicum.....                    | 10 12      | Calendula.....                       | 50         |
| Phosphoricum dil.....            | 30 21      | Cannabis.....                        | 50         |
| Salicylicum.....                 | 13 20      | Capitulum.....                       | 50         |
| Sulphuricum.....                 | 13 20      | Cassia.....                          | 50         |
| Tannicum.....                    | 1 40 60    | Cinchona.....                        | 50         |
| Tartaricum.....                  | 30 33      | Columba.....                         | 50         |
| <b>AMMONIA.</b>                  |            | Conium.....                          | 50         |
| Aqua, 16 deg.....                | 34 2 5     | Cubeba.....                          | 50         |
| " 20 deg.....                    | 54 2 7     | Digitalis.....                       | 50         |
| Carbonas.....                    | 12 14      | Ergot.....                           | 50         |
| Chloridum.....                   | 12 14      | Gentian.....                         | 50         |
| <b>ANILINE.</b>                  |            | Guaiac.....                          | 50         |
| Black.....                       | 2 00 2 25  | Zingiber.....                        | 50         |
| Brown.....                       | 80 21 00   | Hyoscyamus.....                      | 50         |
| Red.....                         | 45 2 50    | Iodine.....                          | 75         |
| Yellow.....                      | 2 50 2 00  | " Colorless.....                     | 75         |
| <b>BACCAR.</b>                   |            | Ferri Chloridum.....                 | 35         |
| Cubeba (po 40).....              | 3 2 40     | Kino.....                            | 50         |
| Juniperus.....                   | 8 2 10     | Lobelia.....                         | 50         |
| Xanthoxylum.....                 | 25 30      | Myrrh.....                           | 50         |
| <b>BALSAMUM.</b>                 |            | Nux Vomica.....                      | 50         |
| Copaiba.....                     | 42 45      | Opi.....                             | 85         |
| Peru.....                        | 21 80      | " Camphorated.....                   | 50         |
| Terabin, Canada.....             | 45 50      | Deodor.....                          | 2 00       |
| Tolutan.....                     | 35 50      | Aurant Cortex.....                   | 50         |
| <b>CORTEX.</b>                   |            | Quassia.....                         | 50         |
| Abies, Canadian.....             | 18         | Rhatany.....                         | 50         |
| Cassia.....                      | 11         | Rhel.....                            | 50         |
| Cinchona Flava.....              | 18         | Cassia Acutifol.....                 | 50         |
| Encyonemus atropurp.....         | 30         | " Co.....                            | 50         |
| Myrica Cerifera, po.....         | 12         | Serpentaria.....                     | 50         |
| Prunus Virgini.....              | 20         | Stromonium.....                      | 60         |
| Quillaja, grd.....               | 10         | Tolutan.....                         | 60         |
| Sassafras.....                   | 12         | Valerian.....                        | 50         |
| Ulmus Po (Ground 15).....        | 15         | Veratrum Veride.....                 | 50         |
| <b>EXTRACTUM.</b>                |            | <b>MISCELLANEOUS.</b>                |            |
| Glycyrrhiza Glabra.....          | 24 25      | Ether, Spts Nit, 3 F.....            | 28 30      |
| " po.....                        | 33 35      | " 4 F.....                           | 32 34      |
| Haematox, 15 lb. box.....        | 11 12      | Alumen.....                          | 24 3       |
| " 1s.....                        | 13 14      | " ground, (po.....                   | 3 4        |
| " 1/2s.....                      | 14 15      | Annati.....                          | 55 60      |
| " 1/4s.....                      | 16 17      | Antimoni, po.....                    | 5          |
| <b>FERRU.</b>                    |            | " et Potass T.....                   | 55 60      |
| Carbonate Precip.....            | 2 15       | Antipyrin.....                       | 1 40       |
| Citrate and Quinia.....          | 23 50      | Antifebrin.....                      | 2 25       |
| Citrate Soluble.....             | 2 80       | Argent Nitras, ounce.....            | 5 55       |
| Ferrocyanidum Sol.....           | 2 50       | Arsenicum.....                       | 50 7       |
| Solut Chloride.....              | 2 15       | Balm Gilead Bud.....                 | 38 40      |
| Sulphate, com'l.....             | 2 90       | Bismuth S. N.....                    | 2 20 2 25  |
| " pure.....                      | 2 7        | Calcium Chlor, 1s, (1/4s.....        | 12 14      |
| <b>FLORA.</b>                    |            | Cantharides Russian.....             | 2 11       |
| Arnica.....                      | 18 20      | Capici Fructus, aff.....             | 2 35       |
| Anthemis.....                    | 30 35      | " po.....                            | 2 20       |
| Matricaria.....                  | 50 65      | " Bpo.....                           | 2 20       |
| <b>FOJIA.</b>                    |            | Caryophyllus, (po 15).....           | 10 12      |
| Barosma.....                     | 18 20      | Carmin, No 40.....                   | 23 75      |
| Cassia Acutifol, Tin.....        | 25 28      | Cera Alba, S. & F.....               | 50 55      |
| Salvia officinalis, 1/2s.....    | 35 50      | Cera Flava.....                      | 38 40      |
| and 1/4s.....                    | 15 25      | Coccus.....                          | 2 40       |
| Ura Ursi.....                    | 8 10       | Cassia Fructus.....                  | 2 25       |
| <b>GUMMI.</b>                    |            | Centaria.....                        | 2 10       |
| Acacia, 1st picked.....          | 2 60       | Cetaceum.....                        | 2 40       |
| " 2d.....                        | 2 40       | Chloroform.....                      | 60 65      |
| " 3d.....                        | 2 20       | " squibbs.....                       | 2 25       |
| " sifted sort.....               | 2 20       | Chloral Hyd Crst.....                | 1 35 21 80 |
| " po.....                        | 60 60      | Chondrus.....                        | 20 25      |
| Aloe, Barb, (po 60).....         | 50 60      | Cinchonidine, P. & W.....            | 15 20      |
| " Cape, (po 30).....             | 2 12       | " German.....                        | 3 12       |
| Socotri, (po 60).....            | 2 50       | Corks, 1st, dis. per.....            | 60         |
| Catechu, 1s, (1/4s, 14 1/4s..... | 2 1        | cent.....                            | 2 35       |
| 16).....                         | 2 1        | Creta, (bbl 75).....                 | 2 2        |
| Ammoniac.....                    | 55 60      | " prep.....                          | 5 5        |
| Assafetida, (po 35).....         | 30 35      | " precip.....                        | 9 11       |
| Benzoinum.....                   | 50 55      | " Rubra.....                         | 2 8        |
| Camphora.....                    | 55 58      | Crocus.....                          | 40 50      |
| Euphorbium po.....               | 35 10      | Cudbear.....                         | 2 24       |
| Galbanum.....                    | 2 50       | Cupri Sulph.....                     | 5 6        |
| Gamboge, po.....                 | 70 75      | Dextrine.....                        | 10 12      |
| Guaiacum, (po 35).....           | 2 30       | Ether Sulph.....                     | 70 75      |
| Kino, (po 1 10).....             | 2 15       | Emery, all numbers.....              | 2 6        |
| Mastic.....                      | 2 80       | Ergota, (po.) 75.....                | 70 75      |
| Myrrh, (po 45).....              | 2 40       | Flake White.....                     | 12 15      |
| Opi (po 3 75).....               | 2 60 2 45  | Galls.....                           | 2 23       |
| Shellac.....                     | 35 42      | Gambier.....                         | 7 2 8      |
| " bleached.....                  | 33 35      | Gelatn, Cooper.....                  | 2 70       |
| Tragacanth.....                  | 40 21 00   | " French.....                        | 40 60      |
| <b>HERBA—In ounce packages.</b>  |            | Glassware flint, by box 70 & 10..... | 60 65      |
| Absinthium.....                  | 25         | Less than box 65%.....               | 90 15      |
| Eupatorium.....                  | 20         | Glue, Brown.....                     | 12 25      |
| Lobelia.....                     | 25         | " White.....                         | 14 20      |
| Majorum.....                     | 23         | Glycerina.....                       | 2 22       |
| Mentha Piperita.....             | 25         | Grana Paradisi.....                  | 25 55      |
| " Vir.....                       | 25         | Humulus.....                         | 2 55       |
| Rue.....                         | 30         | Hydraag Chlor Mite.....              | 2 85       |
| Tanacetum, V.....                | 25         | " Cor.....                           | 2 80       |
| Thymus, V.....                   | 25         | " Ox Rubrum.....                     | 2 80       |
| <b>MAGNESIA.</b>                 |            | " Ammoniad.....                      | 21 00      |
| Calcined, Pat.....               | 55 60      | " Unguentum.....                     | 45 55      |
| Carbonate, Pat.....              | 20 22      | Hydragryum.....                      | 2 64       |
| Carbonate, K. & M.....           | 20 22      | Ichthyobolla, Am.....                | 1 25 21 50 |
| Carbonate, Jennings.....         | 35 36      | Indigo.....                          | 75 80      |
| <b>OLEUM.</b>                    |            | Iodine, Resubi.....                  | 3 80 3 90  |
| Absinthium.....                  | 3 50 2 40  | Iodoform.....                        | 2 70       |
| Amygdalae, Dulc.....             | 45 75      | Lupulin.....                         | 2 25       |
| Amygdalae, Amarae.....           | 8 00 25    | Lycopodium.....                      | 65 70      |
| Anisi.....                       | 1 70 21 80 | Macis.....                           | 70 75      |
| Aurant Cortex.....               | 2 30 2 40  | Liquor Arsen et Hy.....              | 2 27       |
| Bergamit.....                    | 3 25 2 35  | drarg Iod.....                       | 10 12      |
| Caliputi.....                    | 60 65      | Magnesia, Sulph (bbl.....            | 2 4        |
| Caryophylli.....                 | 75 80      | 1 1/2).....                          | 24 4       |
| Cedar.....                       | 35 65      | Mannia, S. F.....                    | 60 63      |
| Chenopodi.....                   | 90 21 60   |                                      |            |
| Cinnamon.....                    | 21 60      |                                      |            |
| Citronella.....                  | 2 45       |                                      |            |
| Conium Mac.....                  | 35 65      |                                      |            |
| Copaiba.....                     | 80 90      |                                      |            |
| Cubebae.....                     | 2 3 00     |                                      |            |
| Exechthitios.....                | 2 50 2 75  |                                      |            |
| Erigeron.....                    | 2 00 2 10  |                                      |            |
| Gaultheria.....                  | 2 00 2 10  |                                      |            |
| Geranum, ounce.....              | 2 75       |                                      |            |
| Gossipii, Sem. gal.....          | 70 75      |                                      |            |
| Hedeoma.....                     | 2 10 2 30  |                                      |            |
| Juniperi.....                    | 50 60      |                                      |            |
| Lavendula.....                   | 90 20 00   |                                      |            |
| Limonia.....                     | 2 75 2 30  |                                      |            |
| Mentha Piper.....                | 2 30 2 30  |                                      |            |
| Mentha Verid.....                | 1 00 2 10  |                                      |            |
| Morruhae, gal.....               | 2 50       |                                      |            |
| Myrcia, ounce.....               | 85 2 75    |                                      |            |
| Olive.....                       | 1 22 21 28 |                                      |            |
| Picls Liquida, (gal. 35).....    | 10 12      |                                      |            |
| Ricini.....                      | 75 80      |                                      |            |
| Rosmarini.....                   | 6 50 2 30  |                                      |            |
| Rosae, ounce.....                | 40 45      |                                      |            |
| Succin.....                      | 90 21 00   |                                      |            |
| Sabina.....                      | 3 50 2 70  |                                      |            |
| Santal.....                      | 50 55      |                                      |            |
| Sassafras.....                   | 2 65       |                                      |            |
| Sinapis, ess, ounce.....         | 2 60       |                                      |            |
| Sinapis.....                     | 40 50      |                                      |            |
| Thyme.....                       | 40 50      |                                      |            |
| " opt.....                       | 15 20      |                                      |            |
| Theobromas.....                  | 15 20      |                                      |            |
| <b>POTASSIUM.</b>                |            |                                      |            |
| Bi Carb.....                     | 15 18      |                                      |            |
| Bichromate.....                  | 13 14      |                                      |            |
| Bromide.....                     | 33 42      |                                      |            |
| Carb.....                        | 13 15      |                                      |            |
| Chloride (po 25).....            | 24 26      |                                      |            |
| Cyanide.....                     | 50 55      |                                      |            |
| Iodide.....                      | 90 23 00   |                                      |            |
| Potassa, Bitart, pure.....       | 27 30      |                                      |            |
| Potassa, Bitart, com.....        | 2 15       |                                      |            |
| Potass Nitras, opt.....          | 8 10       |                                      |            |
| Potass Nitras.....               | 7 9        |                                      |            |
| Prussiate.....                   | 25 30      |                                      |            |
| Sulphate po.....                 | 15 18      |                                      |            |
| <b>RADIX.</b>                    |            |                                      |            |
| Aconitum.....                    | 20 25      |                                      |            |
| Althae.....                      | 2 25       |                                      |            |
| Anchusa.....                     | 13 15      |                                      |            |
| Arum, po.....                    | 2 25       |                                      |            |
| Calamus.....                     | 20 40      |                                      |            |
| Gentiana (po 12).....            | 8 10       |                                      |            |
| Glycyrrhiza, (pv. 15).....       | 10 18      |                                      |            |
| Hydrastis Canaden.....           | 2 30       |                                      |            |
| (po 35).....                     | 15 20      |                                      |            |
| Hellebore, Ala, po.....          | 15 20      |                                      |            |
| Inula, po.....                   | 15 20      |                                      |            |
| Ipecac, po.....                  | 2 20 2 30  |                                      |            |
| Iris plox (po 35).....           | 35 40      |                                      |            |
| Jalapa, pr.....                  | 40 45      |                                      |            |
| Maranta, 1/4s.....               | 2 35       |                                      |            |
| Podophyllum, po.....             | 75 81      |                                      |            |
| Rhel.....                        | 2 15       |                                      |            |
| " pv.....                        | 75 81      |                                      |            |
| Spigelia.....                    | 35 38      |                                      |            |
| Sanguinaria, (po 25).....        | 2 20       |                                      |            |
| Serpentaria.....                 | 30 32      |                                      |            |
| Senega.....                      | 55 60      |                                      |            |
| Similax, Officialis, H.....      | 2 40       |                                      |            |
| Scilla, (po 35).....             | 10 12      |                                      |            |
| Symplocarpus, Pecti.....         | 2 35       |                                      |            |
| dus, po.....                     | 2 35       |                                      |            |
| Valeriana, Eng. (po 30).....     | 15 20      |                                      |            |
| " German.....                    | 15 20      |                                      |            |
| Zingiber a.....                  | 18 20      |                                      |            |
| Zingiber j.....                  | 18 20      |                                      |            |
| <b>SEMIN.</b>                    |            |                                      |            |
| Anisum, (po 20).....             | 2 15       |                                      |            |
| Apium (graveolens).....          | 15 18      |                                      |            |
| Bird, 1s.....                    | 4 6        |                                      |            |
| Carui, (po 18).....              | 10 12      |                                      |            |
| Cardamon.....                    | 1 00 21 25 |                                      |            |
| Corlandrum.....                  | 10 12      |                                      |            |
| Cannabis Sativa.....             | 4 5        |                                      |            |
| Cydonium.....                    | 75 81 00   |                                      |            |
| Chenopodium.....                 | 10 12      |                                      |            |
| Dipteris Odorata.....            | 2 35 2 50  |                                      |            |
| Poenonum.....                    | 2 15       |                                      |            |
| Poenugreek, po.....              | 6 8        |                                      |            |
| Lini.....                        | 4 2 4 4    |                                      |            |
| Lini, grd, (bbl 3 1/4).....      | 4 2 4 4    |                                      |            |
| Lobelia.....                     | 35 40      |                                      |            |
| Pharlaris Canarian.....          | 4 5        |                                      |            |
| Rapa.....                        | 6 7        |                                      |            |
| Sinapis Alba.....                | 11 21 3    |                                      |            |
| " Nigra.....                     | 11 12      |                                      |            |
| <b>SPIRITUS.</b>                 |            |                                      |            |
| Fruentum, W. D. Co. 2.....       | 00 2 50    |                                      |            |
| " D. F. R.....                   | 1 75 2 00  |                                      |            |
| Juniperis Co. O. T.....          | 1 25 21 50 |                                      |            |
| Saacharum N. E.....              | 1 75 2 30  |                                      |            |
| Spt. Vinl Galli.....             | 1 75 2 50  |                                      |            |
| Vini Oporto.....                 | 1 25 2 00  |                                      |            |
| Vini Alba.....                   | 1 25 2 00  |                                      |            |
| <b>SPONGES.</b>                  |            |                                      |            |
| Florida sheeps' wool.....        | 2 50 2 75  |                                      |            |
| carriage.....                    | 2 00       |                                      |            |
| Nassau sheeps' wool.....         | 2 00       |                                      |            |
| carriage.....                    | 1 10       |                                      |            |
| Velvet extra sheeps'.....        | 85         |                                      |            |
| wool carriage.....               | 75         |                                      |            |
| Extra yellow sheeps'.....        | 65         |                                      |            |
| carriage.....                    | 1 40       |                                      |            |
| Grass sheeps' wool Car.....      | 75         |                                      |            |
| riage.....                       | 75         |                                      |            |
| Hard for slate use.....          | 1 40       |                                      |            |
| Yellow Reef, for slate.....      | 1 40       |                                      |            |
| use.....                         | 1 40       |                                      |            |
| <b>SYRUPS.</b>                   |            |                                      |            |
| Acacia.....                      | 50         |                                      |            |
| Zingiber.....                    | 50         |                                      |            |
| Ipecac.....                      | 50         |                                      |            |
| Ferri Iod.....                   | 50         |                                      |            |
| Aurant Cortex.....               | 50         |                                      |            |
| Rhel Arom.....                   | 50         |                                      |            |
| Similax Officialis.....          | 50         |                                      |            |
| Senega.....                      | 50         |                                      |            |
| Scilla.....                      | 50         |                                      |            |
| " Co.....                        | 50         |                                      |            |
| Tolutan.....                     | 50         |                                      |            |
| Prunus virg.....                 | 50         |                                      |            |

|                                |                                |            |                             |            |    |
|--------------------------------|--------------------------------|------------|-----------------------------|------------|----|
| Morphia, 2 P. & W. 2 30 2 45   | Selditz Mixture.....           | 20         | Linseed, boiled.....        | 47         | 50 |
| S. N. Y. Q. &.....             | Sinapis.....                   | 18         | Neat's Foot, winter.....    | 80         | 85 |
| C. Co.....                     | " opt.....                     | 30         | strained.....               | 80         | 85 |
| Moschus Canton.....            | Snuff, Maccaboy, De.....       | 35         | Spirits Turpentine.....     | 34         | 38 |
| Myristica, No 1.....           | Voos.....                      | 35         | <b>PAINTS.</b> bbl. lb.     |            |    |
| Nux Vomica, (po 20).....       | Snuff, Scotch, De. Voos.....   | 35         | Red Venetian.....           | 1 32 3     |    |
| Os. Sepia.....                 | Soda Boras, (po 11).....       | 10 11      | Ochre, yellow Mars.....     | 1 32 3     |    |
| Pepsin Saac, H. & P. D.....    | Soda et Potass Tart.....       | 27 30      | " Ber.....                  | 1 32 3     |    |
| Co.....                        | Soda Carb.....                 | 1 1/2 2    | Putty, commercial.....      | 2 1/2 2 3  |    |
| Picls Liq, N. C., 1/4 gal..... | Soda, Bi-Carb.....             | 5          | " strictly pure.....        | 2 1/2 2 3  |    |
| doz.....                       | Soda, Ash.....                 | 3 1/2 4    | Vermillion Prime Amer.....  | 13 16      |    |
| Picls Liq, quarts.....         | Soda, Sulphas.....             | 2          | Vermillion, English.....    | 65 70      |    |
| " pints.....                   | Spts. Ether Co.....            | 50 55      | Green, Peninsular.....      | 70 75      |    |
| Pil Hydragr, (po 80).....      | " Myrcia Dom.....              | 2 25       | Lead, red.....              | 6 1/2 7    |    |
| Piper Nigra, (po 22).....      | " Myrcia Imp.....              | 23 00      | " white.....                | 6 1/2 7    |    |
| Piper Alba, (po 25).....       | " Vinyl Rect. bbl.....         | 2 19 2 29  | Whiting, white Span.....    | 2 70       |    |
| Pix Burgun.....                | Less 5 gal, cash ten days..... | 14 15      | Whiting, Gilders.....       | 2 96       |    |
| Plumbi Acet.....               | Strychnia Crystal.....         | 1 40 21 45 | White, Paris American.....  | 1 0        |    |
| Pulvis Ipecac et opii.....     | Sulphur, Subl.....             | 2 1/2 3    | Whiting, Paris Eng.....     | 1 40       |    |
| Pyrethrum, boxes H.....        | " Roll.....                    | 2 2 1/2    | Pioneer Prepared Paint..... | 20 21 4    |    |
| " P. D. Co., doz.....          | Tamarinds.....                 | 8 10       | Swiss Villa Prepared.....   | 1 00 21 20 |    |
| Pyrethrum, pv.....             | Terebenth Venice.....          | 28 30      | <b>VARNISHES.</b>           |            |    |
| Quassia, S. P. & W.....        | Theobromae.....                | 45 2 48    | No. 1 Turp Coach.....       | 1 10 21 20 |    |
| " S. German.....               | Vanilla.....                   | 9 00 21 60 | Extra Turp.....             | 160 21 70  |    |
| Rubia Tincturum.....           | Zinci Sulph.....               | 7 2 8      | Coach Body.....             | 2 75 23 00 |    |
| Saccharum Lactis pv.....       | <b>OILS.</b>                   |            | No. 1 Turp Furn.....        | 1 00 21 10 |    |
| Salacin.....                   | Whale, winter.....             | 70         | Extra Turk Damar.....       | 1 55 21 60 |    |
| Sanguis Draconis.....          | Lard, No. 1.....               | 65 70      | Japan Dryer, No. 1.....     | 70 75      |    |
| Sapo, W.....                   | Linseed, pure raw.....         | 44 47      |                             |            |    |
| " M.....                       |                                |            |                             |            |    |
| " G.....                       |                                |            |                             |            |    |

## HAZELTINE &amp; PERKINS DRUG CO.

Importers and Jobbers of

## DRUGS

CHEMICALS AND

## GROCERY PRICE CURRENT.

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

|                                |  |                              |  |                                       |  |                                 |  |                                |  |                                                                                       |  |
|--------------------------------|--|------------------------------|--|---------------------------------------|--|---------------------------------|--|--------------------------------|--|---------------------------------------------------------------------------------------|--|
| <b>AXLE GREASE.</b>            |  | <b>Fruits.</b>               |  | <b>Sap Sago.</b>                      |  | <b>No. 1, per hundred.</b>      |  | <b>No. 1, 6.</b>               |  | <b>GUNPOWDER.</b>                                                                     |  |
| doz gross                      |  | <b>Apples.</b>               |  | Schweitzer, imported. 2.22            |  | " 2, " 3.50                     |  | No. 2, 6. 1.50                 |  | Rifle-Dupont's.                                                                       |  |
| Aurora. 55 6.00                |  | 3 lb. standard. 35           |  | " domestic. 2.14                      |  | " 3, " 4.00                     |  | XX wood, white.                |  | Kegs. 3.50                                                                            |  |
| Castor Oil. 60 7.00            |  | York State, gallons. 3.00    |  | <b>CATSUP.</b>                        |  | " 5, " 5.00                     |  | No. 1, 6 1/2. 1.35             |  | Half kegs. 2.00                                                                       |  |
| Diamond. 50 5.50               |  | Hamburg. 1.75                |  | Blue Label Brand. 2.75                |  | " 10, " 6.00                    |  | No. 2, 6 1/2. 1.25             |  | Quarter kegs. 1.15                                                                    |  |
| Fraser's. 55 8.00              |  | Apricots. 1.75               |  | Pint. 4.50                            |  | " 20, " 7.00                    |  | Manilla, white. 1.00           |  | 1 lb cans. 30                                                                         |  |
| Mica. 65 7.50                  |  | Live oak. 1.75               |  | Half pint, 25 bottles. 3.50           |  | Above prices on coupon books    |  | 6 1/2. 95                      |  | 1/2 lb cans. 18                                                                       |  |
| Paragon. 55 6.00               |  | Santa Cruz. 1.75             |  | Pint, 25 bottles. 4.50                |  | are subject to the following    |  | 6. 95                          |  | Choke Bore-Dupont's.                                                                  |  |
| <b>BAKING POWDER.</b>          |  | Lusk's. 1.75                 |  | Triumph Brand. 1.35                   |  | quantity discounts:             |  | Mill No. 4. 1.00               |  | Kegs. 4.50                                                                            |  |
| Acme.                          |  | Overland. 1.75               |  | Half pint, per doz. 1.35              |  | 200 or over. 5 per cent.        |  | 6. 95                          |  | Half kegs. 2.50                                                                       |  |
| 1/2 lb. cans, 3 doz. 45        |  | Blackberries. 95             |  | Pint, 25 bottles. 4.50                |  | 500 " 10 "                      |  | 6. 95                          |  | Quarter kegs. 1.40                                                                    |  |
| 1 lb. " 1 " 1.60               |  | Cherries. 1.10               |  | Quart, per doz. 3.75                  |  | 1000 " 20 "                     |  | 6. 95                          |  | 1 lb cans. 34                                                                         |  |
| Bulk. 10                       |  | Pitted Hamburg. 1.20         |  | <b>CLOTHES PINS.</b>                  |  | <b>COUPON PASS BOOKS.</b>       |  | <b>FARINACEOUS GOODS.</b>      |  | Eagle Duck-Dupont's.                                                                  |  |
| Arctic.                        |  | White. 1.50                  |  | 5 gross boxes. 40/45                  |  | [Can be made to represent any   |  | Farina.                        |  | Kegs. 11.00                                                                           |  |
| 1/2 lb. cans 6 doz case. 55    |  | Erie. 1.20                   |  | <b>COCOA SHELLS.</b>                  |  | denomination from \$10 down.]   |  | 100 lb. kegs. 3 1/2            |  | Half kegs. 5.75                                                                       |  |
| 1 lb. " 2 doz. 2.00            |  | Damsons, Egg Plums and Green |  | 35 lb bags. 23                        |  | 20 books. \$1.00                |  | Grits. 3.50                    |  | Quarter kegs. 3.00                                                                    |  |
| 5 lb. " 1 doz. 9.00            |  | Gages. 1.10                  |  | Less quantity. 23 1/2                 |  | 50 " 2.00                       |  | Dried. Lima Beans. 4 1/2       |  | 1 lb cans. 60                                                                         |  |
| Fosfon.                        |  | California. 1.70             |  | Pound packages. 6 1/2                 |  | 100 " 3.00                      |  | Maccaroni and Vermicelli.      |  | <b>HERBS.</b>                                                                         |  |
| 5 oz. cans, 4 doz. in case. 80 |  | Common. 1.25                 |  | <b>COFFEE.</b>                        |  | 250 " 6.25                      |  | Domestic, 12 lb. box. 55       |  | Sage. 15                                                                              |  |
| 16 " 2 " 2.00                  |  | Pie. 1.25                    |  | Green. 17                             |  | 500 " 10.00                     |  | Imported. 10 1/2 @ 1/2         |  | Hops. 15                                                                              |  |
| Red Star. 1 lb. cans. 40       |  | Maxwell. 1.65                |  | Rio. 18                               |  | 1000 " 17.50                    |  | Oatmeal.                       |  | <b>INDIGO.</b>                                                                        |  |
| 1 lb. " 1 " 1.40               |  | Shepard's. 1.65              |  | Fair. 18                              |  | 500, any one denom'n. \$3.00    |  | Barrels 200. 4.60              |  | Madras, 5 lb. boxes. 55                                                               |  |
| Telfer's. 1 lb. cans, doz. 45  |  | California. 2.20             |  | Good. 20                              |  | 1000, " " 8.00                  |  | Half barrels 100. 2.40         |  | S. F., 2, 3 and 5 lb. boxes. 50                                                       |  |
| 1 lb. " 1 " 1.50               |  | Monitor. 1.65                |  | Prime. 21                             |  | Steel punch. 75                 |  | Pearl Barley.                  |  | <b>JELLY.</b>                                                                         |  |
| Our Leader. 1 lb. cans. 45     |  | Oxford. 1.65                 |  | Peaberry. 22                          |  | <b>CRACKERS.</b>                |  | Kegs. 2 1/2                    |  | 17 lb. pails. @ 50                                                                    |  |
| 1 lb. cans. 1.50               |  | Domestic. 1.30               |  | Mexican and Guatemala. 22             |  | Butter.                         |  | Pens. 2 1/2                    |  | 30 " @ 1 1/2                                                                          |  |
| Dr. Price's.                   |  | Riverside. 2.10              |  | Fair. 21                              |  | Seymour XXX. 6                  |  | Green, bu. 2.00                |  | <b>LICORICE.</b>                                                                      |  |
| Dime cans. 95                  |  | Pineapples. 1.00             |  | Good. 22                              |  | Family XXX. 6 1/2               |  | Split per lb. 2 1/2 @ 3        |  | Pure. 30                                                                              |  |
| 4-oz. " 1.40                   |  | Common. 1.00 @ 1.30          |  | Fancy. 24                             |  | Family XXX. 6 1/2               |  | Rolled Oats.                   |  | Calabria. 25                                                                          |  |
| 6-oz. " 2.00                   |  | Johnson's sliced. 2.50       |  | Prime. 23                             |  | Soybean XXX. 6 1/2              |  | Barrels 180. @ 4.60            |  | <b>LYE.</b>                                                                           |  |
| 12-oz. " 3.90                  |  | Booth's sliced. @ 2.50       |  | Milled. 24                            |  | Soybean XXX. 6 1/2              |  | Half bbls 90. @ 2.40           |  | Condensed, 2 doz. 1.25                                                                |  |
| 16-oz. " 5.00                  |  | Common. 1.10                 |  | Interior. 25                          |  | Kenosha. 7 1/2                  |  | Sago. @ 2.40                   |  | 4 doz. 2.25                                                                           |  |
| 3 1/2-lb. " 12.00              |  | Raspberries. 1.30            |  | Private Growth. 27                    |  | Boston. 8                       |  | German. 4 1/2                  |  | <b>MATCHES.</b>                                                                       |  |
| 4-lb. " 18.25                  |  | Strawberries. 1.30           |  | Mandehling. 28                        |  | Butter biscuit. 8               |  | East India. 5                  |  | No. 9 sulphur. 1.65                                                                   |  |
| 5-lb. " 22.75                  |  | Lawrence. 1.25               |  | Mocha. 28                             |  | Soda. 6                         |  | Cracked. 5                     |  | Anchor parlor. 1.70                                                                   |  |
| 10-lb. " 41.80                 |  | Hamburg. 1.25                |  | Arabian. 25                           |  | Soda, City. 7 1/2               |  | Wheat. 5                       |  | No. 2 home. 1.10                                                                      |  |
| <b>BATH BRICK.</b>             |  | Erie, black. 1.30            |  | Roasted. 28                           |  | Soda, Duchess. 8 1/2            |  | Yarmouth. 5                    |  | Export parlor. 4.00                                                                   |  |
| 2 dozen in case.               |  | Whortleberries. 1.00         |  | To ascertain cost of roasted          |  | Crystal Wafer. 10               |  | Pollock. 3 1/2                 |  | <b>MINCE MEAT.</b>                                                                    |  |
| English. 90                    |  | Blueberries. 1.00            |  | coffee, add 1/4 c. per lb. for roast- |  | Long Island Wafers. 11          |  | Whole Grand Bank. 5 1/2        |  |  |  |
| Bristol. 80                    |  | Corned beef Libby's. 1.75    |  | ing and 15 per cent. for shrink-      |  | Oyster. 6                       |  | Boneless, bricks. 6 1/2        |  |                                                                                       |  |
| Domestic. 70                   |  | Roast beef Armour's. 1.70    |  | age.                                  |  | City Oyster XXX. 6              |  | Boneless, strips. 6 1/2        |  | 3 doz. case. 2.75                                                                     |  |
| <b>BLUING.</b>                 |  | Potted ham, 1/2 lb. 1.40     |  | <b>Package.</b>                       |  | Farina Oyster. 6                |  | Halibut. 6 1/2                 |  | 6 doz. case. 5.50                                                                     |  |
| Gross                          |  | " 1/2 lb. 1.40               |  | McLaughlin's XXXX. 22 1/2             |  | Strictly pure. 30               |  | Smoked. 10 1/2 @ 11            |  | 12 doz. case. 11.00                                                                   |  |
| Arctic, 4 oz ovals. 3.69       |  | " 1 lb. 1.35                 |  | Bunola. 21 1/2                        |  | Telfer's Absolute. 30           |  | <b>FISH-Salt.</b>              |  | <b>MEASURES.</b>                                                                      |  |
| " 8 oz. 6.75                   |  | " 2 lb. 2.75                 |  | Lion, 60 or 100 lb. case. 22 1/2      |  | Grocers' 15 @ 25                |  | Bloaters.                      |  | Tin, per dozen.                                                                       |  |
| " plums, round. 9.00           |  | " No. 2, sifting box. 2.75   |  | Valley City 1/2 gross. 75             |  | <b>CREAM TARTAR.</b>            |  | Cod.                           |  | 1 gallon. \$1.75                                                                      |  |
| " No. 3, " 4.00                |  | " No. 5, " 8.00              |  | Felix. 1.15                           |  | Domestic.                       |  | Holland, white hoops keg. 65   |  | Half gallon. 1.40                                                                     |  |
| " No. 5, " 8.00                |  | " 1 oz ball. 4.50            |  | Hummel's, foli, gross. 1.50           |  | Apples.                         |  | Norwegian.                     |  | Quart. 70                                                                             |  |
| Mexican Liquid. 4.50           |  | " 8 oz. 6.80                 |  | tin. 2.50                             |  | Sundried, sliced in bbls.       |  | Round, 1/2 bbl 100 lbs. 2.85   |  | Pint. 45                                                                              |  |
| <b>BROOMS.</b>                 |  | " 8 oz. 6.80                 |  | <b>CHICORY.</b>                       |  | Evaporated, 50 lb. boxes. 9 1/2 |  | Scalded. 17                    |  | Half pint. 40                                                                         |  |
| No. 2 Hurl. 1.75               |  | " 8 oz. 6.80                 |  | Cotton, 40 ft. per doz. 1.25          |  | California in bags.             |  | No. 1, 100 lbs. 8.50           |  | Wooden, for vinegar, per doz.                                                         |  |
| No. 1 " 2.00                   |  | " 8 oz. 6.80                 |  | " 50 ft. " 1.40                       |  | Evaporated in boxes.            |  | No. 1, 40 lbs. 3.70            |  | 1 gallon. 7.00                                                                        |  |
| No. 2 Carpet. 2.25             |  | " 8 oz. 6.80                 |  | " 60 ft. " 1.60                       |  | Blackberries.                   |  | No. 1, 10 lbs. 1.05            |  | Half gallon. 4.75                                                                     |  |
| No. 1 " 2.50                   |  | " 8 oz. 6.80                 |  | " 70 ft. " 1.75                       |  | In boxes.                       |  | Family, 90 lbs. 6.00           |  | Quart. 3.75                                                                           |  |
| Parlor Gem. 2.75               |  | " 8 oz. 6.80                 |  | " 80 ft. " 1.90                       |  | Nectarines.                     |  | 10 lbs. 70                     |  | Pint. 2.25                                                                            |  |
| Common Whisk. 90               |  | " 8 oz. 6.80                 |  | " 90 ft. " 2.00                       |  | 70 lb. bags.                    |  | Sardines.                      |  | <b>MOLASSES.</b>                                                                      |  |
| Fancy. 1.15                    |  | " 8 oz. 6.80                 |  | " 100 ft. " 2.10                      |  | 25 lb. boxes.                   |  | Trout.                         |  | Blackstrap. 14                                                                        |  |
| Warehouse. 3.25                |  | " 8 oz. 6.80                 |  | " 110 ft. " 2.20                      |  | Peaches.                        |  | No. 1, 1/4 bbls, 100 lbs. 6.00 |  | Sugar house. 14                                                                       |  |
| <b>BRUSHES.</b>                |  | " 8 oz. 6.80                 |  | " 120 ft. " 2.30                      |  | Cal. evap. 10                   |  | No. 1 1/2 bbl, 40 lbs. 2.70    |  | Cuba Baking.                                                                          |  |
| Stove, No. 1. 1.25             |  | " 8 oz. 6.80                 |  | " 130 ft. " 2.40                      |  | " In bags. 9 1/2                |  | No. 1, kits, 10 lbs. 80        |  | Ordinary. 16                                                                          |  |
| No. 1 " 1.50                   |  | " 8 oz. 6.80                 |  | " 140 ft. " 2.50                      |  | Pears.                          |  | No. 1, 8 lb kits. 68           |  | Porto Rico.                                                                           |  |
| No. 15 " 1.75                  |  | " 8 oz. 6.80                 |  |                                       |  |                                 |  |                                |  |                                                                                       |  |

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

## Whole Sifted.

|                           |    |
|---------------------------|----|
| Allspice.                 | 10 |
| Cassia, China in mats.    | 7  |
| " Batavia in bund.        | 15 |
| " Saigon in rolls.        | 32 |
| Cloves, Amboy.            | 22 |
| " Zanzibar.               | 12 |
| Mace Batavia.             | 80 |
| Nutmegs, fancy.           | 75 |
| " No. 1.                  | 70 |
| " No. 2.                  | 60 |
| Pepper, Singapore, black. | 10 |
| " white.                  | 20 |
| " shot.                   | 16 |

## Pure Ground in Bulk.

|                            |    |
|----------------------------|----|
| Allspice.                  | 15 |
| Cassia, Batavia.           | 18 |
| " and Saigon 25            |    |
| Cloves, Amboy.             | 18 |
| " Zanzibar.                | 12 |
| Ginger, African.           | 16 |
| " Cochín.                  | 20 |
| " Jamaica.                 | 22 |
| Mace Batavia.              | 70 |
| Mustard, Eng. and Trieste. | 22 |
| " Trieste.                 | 25 |
| Nutmegs, No. 2.            | 75 |
| Pepper, Singapore, black.  | 16 |
| " white.                   | 24 |
| " Cayenne.                 | 20 |
| 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.              | 1 1/4 |
| Granulated, boxes. | 1 1/4 |

## SEEDS.

|                    |        |
|--------------------|--------|
| Anise.             | 12 1/2 |
| Canary, Smyrna.    | 6      |
| Caraway.           | 10     |
| 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. | 5 1/2 |
| 40-lb.       | 5 1/2 |

## Gloss.

|                      |       |
|----------------------|-------|
| 1-lb packages.       | 5 1/2 |
| 3-lb.                | 5 1/2 |
| 6-lb.                | 5 1/2 |
| 40 and 50 lb. boxes. | 3 1/2 |
| Barrels.             | 3 1/2 |

## SNUFF.

|                         |    |
|-------------------------|----|
| Scotch, in bladders.    | 37 |
| Macaboy, in jars.       | 35 |
| French Rappee, in jars. | 43 |

## SODA.

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

## SALT.

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

## Warsaw.

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

## Ashton.

|                              |    |
|------------------------------|----|
| 56 lb. dairy in linen sacks. | 75 |
| Higgins.                     | 75 |

## Sour Rock.

|                              |    |
|------------------------------|----|
| 56 lb. dairy in linen sacks. | 75 |
| Solar Rock.                  | 27 |

## Common Fine.

|           |    |
|-----------|----|
| Saginaw.  | 70 |
| Manistee. | 70 |

## SALERATUS.

|                        |       |
|------------------------|-------|
| Packed 60 lbs. in box. |       |
| 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 21 |
| Good Cheer, 80 1-lb.      | 3 30 |
| White Borax, 100 1-lb.    | 3 05 |

## Proctor &amp; 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, wrpd.       | 40   |
| " plain.                     | 2 94 |

|                                 |      |
|---------------------------------|------|
| N. K. Fairbanks & Co.'s Brands. |      |
| Santa Claus.                    | 4 00 |
| Bacon, 60 bars.                 | 2 40 |
| " 80 bars.                      | 3 25 |

|                             |      |
|-----------------------------|------|
| Lantz Bros. & Co.'s Brands. |      |
| Acme.                       | 4 00 |
| Cotton Oil.                 | 6 00 |
| Marselles.                  | 3 95 |
| Marter.                     | 4 35 |

## Thompson &amp; Chute Brands.

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

## SUGAR.

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

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

|                        |       |
|------------------------|-------|
| Cut Leaf.              | 56 30 |
| Powdered.              | 6 23  |
| Granulated.            | 5 67  |
| Extra Fine Granulated. | 5 80  |
| Cubes.                 | 6 23  |
| XXXX Powdered.         | 6 42  |
| Confec. Standard.      | 5 61  |
| No. 1 Columbia A.      | 5 54  |
| No. 5 Empire A.        | 5 42  |
| No. 6.                 | 5 36  |
| No. 7.                 | 5 30  |
| No. 8.                 | 5 23  |
| No. 9.                 | 5 17  |
| No. 10.                | 5 11  |
| No. 11.                | 5 05  |
| No. 12.                | 4 98  |
| No. 13.                | 4 91  |
| No. 14.                | 4 84  |

## SYRUPS.

|            |    |
|------------|----|
| Barrels.   | 21 |
| Half bbls. | 23 |

## Pure Cane.

|         |    |
|---------|----|
| Fair.   | 19 |
| Good.   | 25 |
| Choice. | 30 |

## SWEET GOODS.

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

## VINEGAR.

|        |   |
|--------|---|
| 40 gr. | 7 |
| 50 gr. | 8 |

## \$1 for barrel.

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

## YEAST.

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

## TEAS.

|                |     |
|----------------|-----|
| JAPAN—Regular. | 217 |
| Good.          | 230 |
| Choice.        | 24  |
| Choicest.      | 32  |
| Dust.          | 10  |

## SUN CURD.

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

## BASKET FIRED.

|                          |     |
|--------------------------|-----|
| Fair.                    | 18  |
| Choice.                  | 235 |
| Choicest.                | 235 |
| Extra choice, wire leaf. | 240 |

## GUNPOWDER.

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

## OOLONG.

|                   |    |
|-------------------|----|
| Common to fair.   | 23 |
| Common to fine.   | 23 |
| Superior to fine. | 30 |

## YOUNG HYSON.

|                   |    |
|-------------------|----|
| Common to fair.   | 18 |
| Superior to fine. | 30 |
| Choicest.         | 24 |
| Best.             | 40 |

## ENGLISH BREAKFAST.

|         |    |
|---------|----|
| Fair.   | 18 |
| Choice. | 24 |
| Best.   | 40 |

## TOBACCOS.

|                               |     |
|-------------------------------|-----|
| Fine Cut.                     |     |
| Palls unless otherwise noted. | 230 |
| Bazoo.                        | 27  |
| Can Can.                      | 27  |
| Nellie Bly.                   | 27  |
| Uncle Ben.                    | 21  |
| Hiawatha.                     | 22  |
| Sweet Cuba.                   | 34  |
| McGinty.                      | 27  |
| " 1/2 bbls.                   | 25  |
| Dandy Jim.                    | 29  |
| Torpedo.                      | 24  |
| " in drums.                   | 23  |
| Yum Yum.                      | 23  |
| 1892.                         | 23  |
| " drums.                      | 22  |

## Plug.

|                |    |
|----------------|----|
| Sorg's Brands. |    |
| Spearhead.     | 41 |
| Joker.         | 29 |
| Nobby Twist.   | 41 |

## Scott'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 |
| German.           | 15 |
| Frog.             | 33 |
| Java, 1/2 s foil. | 32 |

## Banner Tobacco Co.'s Brands.

|                   |    |
|-------------------|----|
| Banner.           | 16 |
| Banner Cavendish. | 38 |
| Gold Cut.         | 28 |

## Scott's Brands.

|             |    |
|-------------|----|
| Warpath.    | 15 |
| Honey Dew.  | 30 |
| Gold Block. | 26 |

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

|           |    |
|-----------|----|
| Peerless. | 26 |
| Old Tom.  | 18 |
| Standard. | 22 |

## Globe Tobacco Co.'s Brands.

|                       |    |
|-----------------------|----|
| Handmade.             | 41 |
| Leidersdorf's Brands. |    |
| Rob Roy.              | 26 |
| Uncle Sam.            | 28 |
| Red Clover.           | 32 |

## Spaulding &amp; Merriek.

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

## OILS.

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

|                      |       |
|----------------------|-------|
| Eocene.              | 8 1/2 |
| 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 2 1/2 |
| Part Cured.          | 2 3     |
| Full.                | 3 1/2   |
| Dry.                 | 4       |
| Kips, green.         | 2 3     |
| " cured.             | 4       |
| Calfskins, green.    | 4 2 1/2 |
| " cured.             | 4 5 1/2 |
| Deaconskins.         | 10      |
| No. 2 hides 1/4 off. | 10      |

|             |    |
|-------------|----|
| PELTS.      |    |
| Shearlings. | 10 |
| Lambs.      | 15 |

|           |    |
|-----------|----|
| WOOL.     |    |
| Washed.   | 12 |
| Unwashed. | 8  |

|                |       |
|----------------|-------|
| MISCELLANEOUS. |       |
| Tallow.        | 3     |
| Grease butter. | 1     |
| Switches.      | 1 1/2 |
| Ginseng.       | 1 75  |

|                       |  |
|-----------------------|--|
| GRAINS and FEEDSTUFFS |  |
|-----------------------|--|

|                            |    |
|----------------------------|----|
| WHEAT.                     |    |
| No. 1 White (58 lb. test). | 53 |
| No. 2 Red (60 lb. test).   | 53 |

|             |      |
|-------------|------|
| MEAL.       |      |
| Bolted.     | 1 40 |
| Granulated. | 1 65 |

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

|              |          |
|--------------|----------|
| MILLSTUFFS.  |          |
| Less.        |          |
| Car lots.    | quantity |
| Bran.        | \$14 00  |
| Screenings.  | 13 00    |
| Middlings.   | 15 00    |
| Mixed Feed.  | 18 00    |
| Coarse meal. | 17 50    |

|                     |    |
|---------------------|----|
| CORN.               |    |
| Car lots.           | 42 |
| Less than car lots. | 45 |

|                     |    |
|---------------------|----|
| OATS.               |    |
| Car lots.           | 36 |
| Less than car lots. | 33 |

|                          |       |
|--------------------------|-------|
| HAY.                     |       |
| No. 1 Timothy, car lots. | 11 00 |
| No. 1 " ton lots.        | 13 00 |

|                  |       |
|------------------|-------|
| FRESH MEATS.     |       |
| Beef, carcass.   | 5     |
| " hind quarters. | 6 1/2 |
| " fore.          | 3 1/2 |
| " loins, No. 3.  | 9     |
| " ribs.          | 7 1/2 |
| " rounds.        | 6     |
| Bologna.         | 20    |
| Pork loins.      | 20    |

|                         |       |
|-------------------------|-------|
| shoulders.              | 7 1/2 |
| Sausage, blood or head. | 7     |
| " liver.                | 7     |
| " Frankfurt.            | 8     |
| Mutton.                 | 5     |
| Lamb.                   | 6     |
| Veal.                   | 6 1/2 |

## FISH and OYSTERS.

|                                       |  |
|---------------------------------------|--|
| F. J. Dettenthaler quotes as follows: |  |
|---------------------------------------|--|

## FRESH FISH.

|                        |        |
|------------------------|--------|
| Whitefish.             | 2 10   |
| Trout.                 | 2 10   |
| Brook Trout.           | 2 10   |
| Black Bass.            | 12 1/2 |
| Halibut.               | 15     |
| Clacoes or Herring.    | 5      |
| Bluefish.              | 12 1/2 |
| Fresh lobster, per lb. | 20     |
| Cod.                   | 10     |
| No. 1 Pickerel.        | 10     |
| Pike.                  | 8      |
| Smoked White.          | 8      |
| Red Snappers.          | 13     |
| Columbia River Salmon. | 30     |
| Mackerel.              | 20     |

## OYSTERS—CANS.

|                   |    |
|-------------------|----|
| Fairhaven Counts. | 40 |
| F. J. D. Selects. | 40 |

## SHELL GOODS.

|                   |      |
|-------------------|------|
| Oysters, per 100. | 1 50 |
| Clams.            | 1 25 |

## PROVISIONS.

|                                                               |  |
|---------------------------------------------------------------|--|
| The Grand Rapids Packing and Provision Co. quotes as follows: |  |
|---------------------------------------------------------------|--|

## PORK IN BARRELS.

|                                  |       |
|----------------------------------|-------|
| Mess.                            | 15 00 |
| Short cut.                       | 16 00 |
| Extra clear pig, short cut.      | 17 50 |
| Extra clear, heavy.              | 17 50 |
| Clear, fat back.                 | 17 50 |
| Boston clear, short cut.         | 17 00 |
| Clear back, short cut.           | 17 50 |
| Standard clear, short cut, best. | 17 50 |

## SAUSAGE—Fresh and Smoked.

|                    |       |
|--------------------|-------|
| Pork Sausage.      | 9     |
| Ham Sausage.       | 9     |
| Tongue Sausage.    | 9     |
| Frankfort Sausage. | 8 1/2 |
| Blood Sausage.     | 8 1/2 |
| Bologna, straight. | 6     |
| Bologna, thick.    | 6     |
| Head Cheese.       | 7     |

## LARD.

### The Evils of "Phantom Money."

Of the utility of banks as depositories of money, and as intermediaries between borrowers and lenders, there can be no question. By discounting notes given for merchandise they furnish the seller with means to make fresh purchases, and by the transfer of money from debtors to creditors through the use of checks they are wonderful labor-saving agencies. Unfortunately, they are also contrivances for earning profits for their stockholders, and in the pursuit of this end they are liable to woeful abuse. When confidence prevails and rates of interest are low their officers make up in the increased volume of their loans for their diminished percentages, and then, when an era of distrust arrives, they set out to protect themselves, as they are now doing, by calling in loans and fighting off depositors. In the grand financial debauch in which the country has been engaged ever since the resumption of specie payments in 1879 the banks have furnished the principal means of intoxication, and have stimulated the excesses into which their customers have plunged. It is the fashion to make the Sherman act the scapegoat, and to lay upon it the blame of the revulsion from which we are now suffering, but the Sherman act, vicious as it is, has not done one-half the harm that has resulted from the excessive loans of money made by the banks and their subsequent contraction. The statistics of the New York banks on this point are little less than appalling. From July 1, 1891, to July 1, 1892, there was an increase of deposits amounting to \$160,172,600 upon an increase of real money of only \$52,341,300, and an expansion of loans of \$113,529,400, the addition to both the deposits and the loans being that of mere credit, or of what the late James Fisk, Jr., would call phantom money. The inflation of this and the previous years both promoted excessive stock speculation, as the records of the Stock Exchange amply demonstrate, and brought into existence a mushroom growth of industrial enterprises. Then came during the past few months the process of contraction, the lawful money shrinking more than one-half and the deposits nearly one-third, while the loans were reduced by about one-sixth.

Though the banks of New York have been the chief sinners in assisting speculation, they have not been the only ones. The reports of the Comptroller of the Currency show that from July 9, 1891, to July 12, 1892, the deposits of both State and national banks throughout the whole country increased from \$2,291,007,000 to \$2,700,000,000, or \$409,000,000, while their reserves of lawful money increased only from \$598,200,000, to \$755,200,000, or \$157,000,000. During the same year their total loans increased from \$2,576,000,000 to \$2,812,000,000, or \$236,000,000. How much of this phantom money was lent to stock and other speculators may be inferred from the fact that of the \$344,199,941 loans reported on Sept. 30, 1892, by the national banks of New York City alone, \$183,324,222 was upon collaterals, and only \$160,875,714 consisted of discounted commercial paper. The same analysis of the loans of the State banks is not given, but it may be presumed that it would show a corresponding result. More than half of the money lent by New York banks has, therefore, until lately, gone to promote Stock Exchange operations, and less than

one-half to the uses of commercial business. Enormous amounts of stocks and bonds have thus been put upon the market at high prices, and kept there until the test of experience demonstrated their comparative worthlessness.

The complaint is frequently made that members of Congress have little respect for the opinions of bank officers on financial subjects, but are rather disposed to do precisely the opposite of what they recommend. The reason is, that although they are not well acquainted with the statistics of banking, they have a well-grounded conviction that a bank President is only a man like other men, and that he looks out for his own interests on all occasions. Hence they resent his assumption of superior knowledge and virtue, and maintain their own views without respect for his. It is a pity that this is the case, but it is so nevertheless.

MATTHEW MARSHALL.

### Growth of Grocers' Associations.

Written for THE TRADESMAN.

Nothing is more auspicious for the grocery trade of Michigan than the rapid multiplication of class organizations in all parts of the State. It is to be hoped that the good work may go on, until every town of any importance has its grocers' association, each working for its own interests as a local organization, and yet each doing its share in the improvement of the grocery trade generally. Failure in the past to accomplish the desired results through organization is no argument against organization now. It may be an argument in its favor. Grocers are better acquainted with each other now than they were; there is a more general recognition of existing grievances on the part of those engaged in the business than was the case in past years; there never was a time in the history of the retail grocery trade when it had so much to contend with as at present; so far from improving, the condition of the grocery trade has steadily grown worse, and must continue to do so unless the grocers themselves unite for its improvement; existing laws and ordinances, made for the protection of legitimate trade, are persistently disregarded, both by those whose interests are apparently opposed to regular trade, and what is infinitely worse, by those entrusted with their enforcement; no attention whatever is paid to the voice of individuals, when raised in protest, an individual not counting for much in the estimation of the average public official, who is accustomed to viewing the public in the light of a possible majority on election day. For these, and many other reasons which might be cited, retail grocers must organize, and compel a recognition of their claims, which, in all justice and fairness, should be conceded without compulsion. The organizations of the past were not total failures by any means. They paved the way to success by bringing the grocers together and making acquaintance with each other possible. Without this better acquaintance with each other nothing could ever have been accomplished, the old rut would have been pursued, and each would have considered the other his mortal enemy and his legitimate prey. Now, however, because they had met each other as members of the same organization, talked over their grievances, and together discussed the remedy for them, and found that they had identical interests

which could only be served by unity of action, the time seems ripe for reorganizing on a new basis. With higher aims and a fuller comprehension of what is necessary to success in carrying out the purposes of organization, there is no reason why the fullest measure of success should not crown the efforts of the friends of legitimate trade. Let none stand aloof because of doubts as to the future of the organization. Let every man in the business make the aims and purposes of the association his own, do his best for its success, according to the light that is in him, and the result will not be a moment in doubt.

DANIEL ABBOTT.

However loudly Mrs. Lease may yell "calamity," she is taking good care of number one. Since she started in with the populist movement she is said to have cleared off considerable mortgages on her farm and her husband's drug store, purchased a city home in Wichita, and sent her children to expensive schools. Her husband, by the way, is a sad-eyed man, who speaks in a low voice and acts as if some great calamity were hanging over him.

Use Tradesman or Superior Coupons.

Your Bank Account Solicited.

### Kent County Savings Bank,

GRAND RAPIDS, MICH.

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

DIRECTORS:  
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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.

**CROUP** PECKHAM'S CROUP REMEDY is the Children's Medicine for Colds, Coughs, Whooping-Cough, Croup, Pneumonia, Hoarseness, the Cough of Measles, and kindred complaints of Childhood. Try Peckham's Croup Remedy for the children and be convinced of its merits. Get a bottle today, you may need it tonight! Once used always used. Pleasant, WHOOPING COUGH SAFE, CERTAIN!

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"Peckham's Croup Remedy gives the best satisfaction. Whenever a person buys a bottle I will guarantee that customer will come again for more, and recommend it to others." C. H. PHILLIPS, Druggist, Girard, Kansas.

### MOCCASINS.



New Styles for Fall and Winter.

**HIRTH, KRAUSE & CO.,**

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

## FOURTH NATIONAL BANK

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Geo. W. GAY, Vice-President.  
WM. H. ANDERSON, Cashier.  
JNO. A. SEYMOUR, Ass't Cashier

Capital, \$300,000.

DIRECTORS.  
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Wm. H. Anderson. Wm. Sears. A. D. Rathbone.  
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CURES  
**Catarrh, Hay Fever, Headache, Neuralgia, Colds, Sore Throat.**

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

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**Sea Sickness**  
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Three Rivers, Mich.

Guaranteed satisfactory.

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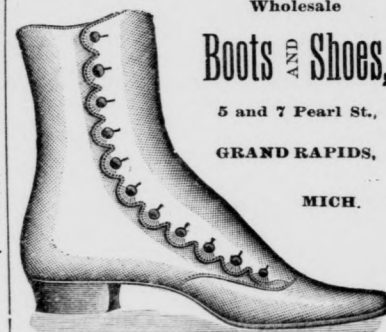
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WRITE FOR PRICES.

10 LYON ST., GRAND RAPIDS.

## MEN OF MARK.

John Snitseler, Junior Member of Voigt, Herpolsheimer & Co.

John Snitseler, manager of the wholesale department of Voigt, Herpolsheimer & Co.'s dry goods business, was born in Vriesland, Ottawa county, in 1853. His father, Bernardus Snitseler, whose ancestors were German, was, by birth, a Hollander, emigrating to this country in 1847, and settling in the section of Michigan where his son was born. John attended school in Vriesland until his 13th year, when he entered Hope College, at Holland, one of the best educational institutions of its class in the State, where he remained four years, taking the usual course. He then taught a country school for one term; but "teaching the young idea how to shoot" was not at all to his liking, and one term was enough—for both scholars and teacher. In 1870 he came to Grand Rapids, and, casting about for something to do, engaged as clerk in the dry goods store of C. B. Allen, now of Rockford, Ill. Mr. Allen sold out five months later, and Mr. Snitseler "went behind the counter" in Voigt, Herpolsheimer & Co.'s dry goods establishment. The jobbing business of that firm, which was somewhat limited when Mr. Snitseler became connected with it, has grown until to-day it is one of the largest in the State. Ability and industry are the characteristics which win in this work-a-day world, and the firm was not slow to recognize that the "man for the place" at the head of their wholesale department was "on the ground," and it was not long before Mr. Snitseler was made manager. He was admitted to partnership in 1880.

Mr. Snitseler was married in 1874 to Miss Jennie Van Dyke, of Hudsonville, and has a family of three children, one boy and two girls. His son, Bernard, 17 years of age, is in the store with his father. Gracie, aged 10, the second child, has developed considerable elocutionary talent, and is remarkably proficient in her studies, considering her tender years. Marion, a little tot of two years, completes the family circle. Mr. Snitseler resides in a pleasant home on Lake avenue, which he recently erected, and also owns valuable residence property on Lyon street. He puts in a large portion of the heated term in his cottage at Harrington's Landing, on Black Lake, where, with the latest improved implements he "woes the finny denizens of the deep." Unfortunately, John never tells fish stories, and so his feats with rod and reel have never become history. When John stopped growing, which was some years ago, he had reached a height of six feet and three inches, from which altitude he looks down on a world with which he is upon excellent terms, his happy temperament and genial, hearty disposition making him friends wherever he is known. He weighs 235 pounds now, but says the hot spell has reduced him to his present slender proportions. When the dog days are past, by strict attention to diet and the observance of other rules which are generally prescribed for the benefit of thin people who are dissatisfied with their condition, he hopes to regain much that he has lost.

Saginaw—The Allington-Curtis Manufacturing Co. will occupy its new factory this week, with increased facilities for carrying on its extensive business in manufacturing dust separators.

## The Undesirability of Blind Credits.

The system of business credits, however necessary and essential to commercial activities, can be abused. In recent years this abuse has had more or less of a free bridle, and its effects have been as logical as its encouragement was blind and injudicious. In many instances it has reached the point of recklessness, it being possible for men with little or no means to obtain credit at perhaps a dozen different sources of supply. Where this has been exceptional there has, however, been a very elastic margin for the obtaining of credit of several times the amount of cash resources. Creditors in buying in excess of capital, while not necessarily doing so with any fraudulent intent, were assuming risks not warranted by any established maxim of sound and honest business. In some cases ventures of this kind have proven to be wise and successful, but as a rule it has in habit and influence been both vicious and demoralizing. The risks involved, though generally acknowledged, are, if criticised, seldom protested against. This really abnormal state of affairs, if searched down to its bottom, shows it to be located in the rabid conditions of business competition, and also the pressure coming in various directions from personal cupidity and the modern madness of attempting to get rich in less time than it takes to incubate an egg. There can be no legal interdict of this practice, nor can it ever be entirely removed as a disturbing factor from the business world. Men will always be found who are willing to start pyramid building on a borrowed brick, and others will always be equally ready to repeat the miracle of doing business on the basis of unpaid bills. So long as the pump and the bucket are together, they will both be in business till the well runs dry. The misfortune of this association is that in the financial tangle consequent to loose methods of doing business, men of wiser heads and worthy of a better fate are the victims of other men's follies.

It is to be hoped that the acute and searching nature of the present stringency may re-teach the lessons forgotten in prosperous times. Business will be less of the katy-did order. Conservatism and judicious caution will replace the incoherent and blind recklessness that for some years has characterized too much of American business. Credits will be more carefully scrutinized. There will be less faith in good luck and more in cash in the system of credits. Men buying goods to the full amount of their capital from a selected crowd of different houses, expecting magical results—two chickens from an egg and cocoa nuts from gooseberry bushes—will be left to work miracles at their own expense. It is not to be expected that selling for cash can ever be generally adopted, nor that business men will be either prophets or mind readers in dealing with their patrons, but that an added pinch of the salt of common sense is necessary to keep the business body from the flies, few, if any, will deny. In this sense, the present crisis, if not without its stern lessons, may not be without its future practical benefits.

FRANK STOWELL.

## Dangerous Dress Goods.

There is a certain dress goods fabric manufactured in France under the name of Pilou, or American flannel, which is

said to be almost as inflammable as gunpowder, and extremely dangerous. It is made of cotton, and its inflammability is ascribed to the chemicals with which it is prepared. A French writer says that recently he was dining at the table of a lady who was clothed in this material. In the act of saturating an omelette with rum, to which she set fire with a match, a drop of the burning liquid was spilled on her dress, which in an instant was ablaze from top to bottom, as if it had been made of gun-cotton. The lady had the presence of mind to throw herself on the floor, thus putting out the fire with the aid of those present, who smothered the flames with covers, etc. An examination of the dress after the fire had been put out showed that its aspect had changed but little, except that the velvet softness peculiar to the material was gone from every spot that had been burned. The web was intact. It is possible that under less favorable circumstances, lack of aid and self-possession on the part of the victim, the dress might have been burned entirely.

## The Cost of a Misplaced Comma.

Twenty years or so ago, when the United States by its Congress was making a tariff bill, one of the sections enumerated what articles should be admitted free of duty. Among the many articles specified were "all foreign fruit-plants," etc., meaning plants imported for transplanting, propagation, or experiment. The enrolling clerk in copying the bill accidentally changed the hyphen in the compound word, "fruit-plants," to a comma, making it read, "all foreign fruit, plants," etc. As the result of this simple mistake, for a year, or until Congress could remedy the blunder, all the oranges, lemons, bananas, grapes, and other foreign fruits were admitted free of duty. This little mistake, which anyone would be liable to make, yet could have avoided by carefulness, cost the government not less than two million dollars.

## Use Tradesman Coupon Books.

## Grand Rapids &amp; Indiana.

Schedule in effect Aug. 17, 1893.

| TRAINS GOING NORTH.                                                                                |            | Arrive from Leave going | South. |
|----------------------------------------------------------------------------------------------------|------------|-------------------------|--------|
| For McKinaw, Trav. City and Sag.                                                                   | 6:50 a.m.  | 7:20 a.m.               |        |
| For Cadillac and Saginaw                                                                           | 7:45 p.m.  | 8:15 p.m.               |        |
| For Petoskey & Mackinaw                                                                            | 9:10 p.m.  | 10:50 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. Other trains daily except Sunday.     |            |                         |        |
| Train leaving north at 7:20 a.m. daily. This train does not run to Traverse City on Sundays.       |            |                         |        |
| TRAINS GOING SOUTH.                                                                                |            | Arrive from Leave going | South. |
| For Cincinnati                                                                                     | 6:30 a.m.  | 7:00 a.m.               |        |
| For Kalamazoo and Chicago                                                                          | 10:05 a.m. | 10:05 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                                                                            | 10:10 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. |            |                         |        |

## Chicago via G. R. &amp; I. R. R.

|                                                                |            |            |            |
|----------------------------------------------------------------|------------|------------|------------|
| Lv Grand Rapids                                                | 10:05 a.m. | 2:00 p.m.  | 11:20 p.m. |
| Arr Chicago                                                    | 4:10 p.m.  | 9:10 p.m.  | 6:50 a.m.  |
| 10:05 a.m. train through Wagner Parlor Car.                    |            |            |            |
| 11:20 p.m. train daily, Wagner Sleeping Car.                   |            |            |            |
| Lv Chicago                                                     | 4:20 p.m.  | 10:00 p.m. |            |
| Arr Grand Rapids                                               | 9:40 p.m.  | 6:50 a.m.  |            |
| 4:20 p.m. solid train through Wagner Parlor Car.               |            |            |            |
| 10:00 p.m. train daily, through Coach and Wagner Sleeping Car. |            |            |            |

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

G. L. LOCKWOOD,

General Passenger and Ticket Agent.



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

Time Table in effect May 14, 1893.

| VIA D. L. & N. R'y.                               |                          | Lv. Grand Rapids at | Ar. Toledo at |
|---------------------------------------------------|--------------------------|---------------------|---------------|
|                                                   | 7:10 a.m. and 1:25 p.m.  |                     |               |
|                                                   | 1:15 p.m. and 10:45 p.m. |                     |               |
| VIA D. G. H. & M. R'y.                            |                          | Lv. Grand Rapids at | Ar. Toledo at |
|                                                   | 6:50 a.m. and 3:25 p.m.  |                     |               |
|                                                   | 1:15 p.m. and 10:45 p.m. |                     |               |
| Return connections equally as good.               |                          |                     |               |
| W. H. BENNETT, General Pass. Agent, Toledo, Ohio. |                          |                     |               |

## CHICAGO AND WEST MICHIGAN RY.

AUG. 17, 1893

## GOING TO CHICAGO.

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

## RETURNING FROM CHICAGO.

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

## VIA ST. JOSEPH AND STEAMER.

|                  |        |                         |
|------------------|--------|-------------------------|
| Lv. Grand Rapids | 1:25pm | 4:30pm                  |
| Ar. Chicago      | 8:30pm | 2:00am                  |
| Lv. Chicago      | 9:30am | Ar. Grand Rapids 5:25pm |

## TO AND FROM MUSKEGON.

|                  |         |        |        |
|------------------|---------|--------|--------|
| 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  | 11:15pm |
| Ar. Manistee   | 10:44pm | 12:10pm | 4:50am  |
| Ar. Trav. City | 11:10pm | 12:40pm |         |
| Ar. Charlevoix | 3:15pm  |         | 7:20am  |
| Ar. Petoskey   | 3:45pm  |         | 7:50am  |
| Ar. Bay View   | 3:55pm  |         | 8:00am  |

Trains stop at Traverse City for dinner and supper.

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

## OTTAWA BEACH.

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

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 |         | 11:15pm  |
| To G. R., Lv. Chicago  | 8:25am | *5:45pm | *11:35pm |
| To G. R., Lv. Petoskey |        | 1:30pm  | *8:30pm  |

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

## DETROIT, JULY 30, 1893. LANSING &amp; NORTHERN R. R.

## GOING TO DETROIT.

|                  |         |         |         |
|------------------|---------|---------|---------|
| Lv. Grand Rapids | 7:00am  | 1:45pm  | 5:40pm  |
| Ar. Detroit      | 11:40am | *5:50pm | 10:25pm |

## RETURNING FROM DETROIT.

|                  |         |         |         |
|------------------|---------|---------|---------|
| Lv. Detroit      | 7:45am  | *1:45pm | 6:00pm  |
| Ar. Grand Rapids | 12:45pm | *5:40pm | 10:45pm |

## 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 &amp; HASTINGS R. R.

|                  |         |        |        |
|------------------|---------|--------|--------|
| Lv. Grand Rapids | 7:00am  | 1:45pm | 5:40pm |
| Ar. from Lowell  | 12:45pm | 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.

## MICHIGAN CENTRAL "The Niagara Falls Route."

(Taking effect Sunday, May 28, 1893.)

| Arrive.                                  | Depart                           |
|------------------------------------------|----------------------------------|
| 10 20 p.m.                               | Detroit Express 6 55 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, GRAND HAVEN &amp; MILWAUKEE Railway.

Depot corner Leonard St. and Plainfield Ave.

## EASTWARD.

| Trains Leave   | +No. 14 | +No. 16 | +No. 18 | +No. 22 |
|----------------|---------|---------|---------|---------|
| G'd Rapids, Lv | 6 45am  | 10 20am | 3 25pm  | 7 40pm  |
| Ionia, Ar      | 7 40am  | 11 25am | 4 27pm  | 8 45am  |
| St. Johns, Ar  | 8 25am  | 12 17pm | 5 20pm  | 9 42am  |
| Owosso, Ar     | 9 00am  | 1 20pm  | 6 05pm  | 10 25am |
| E. Saginaw, Ar | 10 50am | 3 45pm  | 8 00pm  |         |
| Bay City, Ar   | 11 32am | 4 35pm  | 8 37pm  |         |
| Flint, Ar      | 10 05am | 3 45pm  | 7 05pm  |         |
| Pt. Huron, Ar  | 12 05pm | 5 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 20pm |
| Milwaukee Str  |         |         | 6 20am  | 6 30am  |
| Chicago Str    | 4 00pm  |         | 6 00am  |         |

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

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

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

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

Westward—No. 1 Wagner Sleeper. No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car.

JAS. CAMPBELL, City Ticket Agent.

23 Monroe Street.

**Grand Rapids Retail Grocers' Association.**  
President, J. A. Smits; Secretary, E. A. Stowe.  
Official Organ—MICHIGAN TRADESMAN.

**West Side (Saginaw) Retail Grocers' Association.**

President, C. F. Alderton; Secretary, John Doerr.

**Bay County Retail Grocers' Association.**  
President, Thos. Walsh; Secretary, S. W. Whittier.

**Jackson Grocers' Union.**

President, D. S. Fleming; Sec'y, W. H. Porter.

**Grand Haven Retail Grocers' Association.**  
President, John Boer; Secretary, Peter VerDulm.

**Muskegon Retail Grocers' Association.**  
President, D. Christie; Secretary, F. B. Aldrich.

**Regular Meeting of the Grand Rapids Retail Grocers' Association.**

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Monday evening, Aug. 21, the minutes of the last meeting were read and approved. President Smits then read his inaugural address as follows:

We have entered upon another year of existence, with a record of which none of us need feel ashamed. Our plans were well laid and carried out to such an extent that we may all be satisfied and feel assured that we are in a position to accomplish what we undertake, provided we act together and stand together like men, for, as the old saying goes, "In unity there is strength," which has been verified time and again. Let us, therefore, stand together and we shall be able to accomplish anything reasonable we may undertake, and bear in mind that we have organized for our mutual benefit. We cannot, therefore, afford to look after our neighbor and neglect our own business.

Still, there is another thing we must bear in mind, and that is to have more confidence in one another, so that when we agree on any one subject here at our meetings, we will feel assured that each and everyone will stand by it, and thus show our colleagues in business that we are strong enough to accomplish what we undertake.

We have gained a victory, to a certain extent, over the peddler; but, because we have gained that victory, we must not for a moment think that our work is done, but keep right on and gain still greater victories.

Our membership one year ago was smaller than at present. The increase in our membership ought to convince our fellow grocers that there must be some good derived from our Association, or there would not be a steady increase in our numbers.

Let, therefore, each and every one of us do our duty and perform the work assigned to us. Let us all keep living prices on our goods, especially those fixed from time to time in our meetings, for we all know we cannot do a successful business unless we sell goods at a living profit, there being no particular benefit derived from cutting prices. Let us by all means make it a point to attend our meetings as promptly as possible. Be brief and talk to the point. Let us get together, work together, stay together and vote together.

Chairman Viergiver, of the special Committee on Flour, suggested that the Committee be instructed to call on those who cut prices on flour and endeavor to persuade them to desist.

Thos. H. Hart moved that the matter be referred to the Committee on Trade Interests, and that the Committee be instructed to add all brands of city flour to the contract list.

B. Van Anroy moved as an amendment that soap and kerosene oil be placed on the contract list, also.

E. J. Herrick opposed both motion and amendment on the ground that grocers themselves reduce prices to gain trade and that the evil is due to this cause more than to the people demanding lower prices. He said he had not sold a gallon of oil less than 12 cents, either in one or five gallon lots, and did not propose to give away all his profits.

Mr. Viergiver said he believed in getting good prices, but couldn't do it. In his opinion, the Association had been run more for the benefit of the grocers on Monroe street than for those in the suburbs.

J. Geo. Lehman enquired what the Association would do with a man who wants to get more than the established price for his goods.

Mr. Hart replied that the object in fixing prices was to influence others not to ask less, not to prevent those who wished to from getting more.

Mr. Herrick referred to the objections of some of the suburban grocers when the Monroe street merchants asked more for sugar than the Association price.

A. J. Elliott said he distinctly remembered a blessing he received at the hands of O. Emmons for selling sixteen pounds of sugar for \$1, when the Association price was seventeen pounds.

E. White said he considered the sugar agreement more in the interest of the suburban grocers than dealers on Monroe street, as it tended to prevent the centralization of trade, necessitating the sale of sugar at cut prices by the larger retailers.

The amendment of Mr. Van Anroy was not concurred in, but the original motion of Mr. Hart was adopted as offered.

D. Viergiver moved that the city millers be invited to attend the next meeting with a view to ascertaining whether they would not be willing to enter into an agreement with the Association not to sell to any retailer who cuts the established price.

Mr. Herrick questioned the advisability of entering into such an agreement. He said the millers had agreed before not to sell flour at retail and had broken the agreement as fast as made.

Mr. Elliott asserted that the millers would enter into a contract of that character if the retailers would bind themselves to buy all their flour of the city millers.

E. A. Stowe introduced the subject of curtailing the credit transactions of the grocery trade, suggesting that some plan be adopted by which such a reform could be carried into effect.

Mr. Smits thought it a bad time to attempt such a reform during a period of financial stringency.

J. J. Wagner thought it a good time. He asserted that the grocers ought to talk it up and educate their customers, to the end that credits may be shortened.

Mr. Elliott said he had received a call within a few days from a lady who asked that her April bill be held over until September, as she intended visiting the fair in the meantime. He informed her that he might wish to go to the fair himself, and the suggestion seemed so pertinent that the lady informed him that he could go to her husband for the money, which he did.

Mr. Herrick thought that, now while money was being hoarded, the people should be stimulated to pay their bills more promptly by appeals through the daily papers.

B. S. Harris moved that an unsigned circular be drawn up notifying the customers of each grocer in the city that credits are to be materially shortened.

H. J. Vinkemulder endorsed the motion of Mr. Harris. He said he had been sending out personal letters, asking his customers to settle past due accounts immediately, and hereafter make regular settlements. He had also pasted up the slips sent out by the jobbers so that his customers would know how rigid the wholesale trade was in insisting upon its money within certain well defined limits. He thought the grocer should be as strict with his customers as the jobber is with the grocers.

Mr. Wagner favored the sending out of the circular, as he thought it would have a good effect. He finds the greatest trouble with old customers, who get into the habit of paying doctor's bills and for goods bought on the installment plan before liquidating the grocery bill.

The motion was adopted, when Mr. Viergiver moved that a committee of three be appointed to draw up a proper circular and have several thousand printed at the expense of the Association to enable every member to have as many as he can use to advantage. The motion was adopted, and the chairman appointed as such committee Messrs. Vinkemulder, Wagner and Viergiver. On motion of Mr. Wagner, the Secretary was added to the committee.

J. F. Ferris suggested that one way to curtail credit transactions was to have a definite understanding with the customer at the beginning, as to how large the account was to be and how long it should run.

President Smits appointed A. Rasch to take the place of David P. Van Every on the Committee on Trade Interests.

There being no further business the meeting adjourned.

The special Committee on Circular met immediately after adjournment and adopted a draft of circular, several thousand of which have been printed for distribution by those who will call at the Secretary's office for them. The circular is as follows:

#### NOTICE TO CUSTOMERS.

GRAND RAPIDS, —189—

We beg leave to call your attention to the fact that since the times have hardened, manufacturers and wholesalers have shortened their credits very materially, in consequence of which we are compelled to pay for provisions within 10 days and other goods in proportion, produce and fruits being absolutely cash.

This impels us to inform you that we must now insist on the immediate settlement of all outstanding accounts, and that hereafter all accounts must be paid in full as often as once a month.

We give you this notice, that no one may be disappointed by being refused credit in case the conditions above named are not fully complied with.

#### Minneapolis Grocers Pleased With the Coupon Book System.

At the last meeting of the Minneapolis Retail Grocers' Association, President Pratt asked for expressions from those present who had adopted the cash or coupon system in their business. Mr. Steffel said Steffel & Kreuter had started on that basis and when a customer asked for a pass book they presented a coupon book. Some accept it and sign the note; others show their backs, which is just what they wanted if they would not buy for cash. They were well satisfied so far and were heartily glad they had adopted the system.

P. W. Wirth said the coupon book was excellent for limiting credit; when a customer asked for \$10 worth of credit it was plain when they had received that amount, while with the pass book it was uncertain. When the \$10 book was gone the customer cannot send a child or a servant around for groceries, as is done when the limit of credit has expired with a pass book; he either comes in and settles for the book or else the loss \$10, not \$18, \$25 or more. Then the note in the book made no trouble about collecting it when the dealer requires it signed, as should be done. There are no disputes over items not entered on the pass book. The book is used and that is the end of it. The pass book has always been a giant evil and source of great loss to the grocer and it should be downed. The coupon book did it. He had used them for four years and spoke from personal experience of their value.

President Pratt said he started on a cash and coupon basis Aug. 1 and his trade dropped off about \$25 per day, but it was all on the right side. His cash sales had increased while his credit sales fell off. He was well pleased with it.

H. J. Bornkamp, of Bornkamp Bros., had feared there would be trouble in the attempt to shut off all credit, but had found that good customers are glad to take the coupon book, as they intend to pay anyway and know the note is as good as paid. He thought a good step had been taken and one which would result to the benefit of the trade. He said many grocers lacked courage in refusing credit, but with the use of coupon books they would find it easy.

President Pratt said that one of his oldest customers and friends—Col. J. H. Stevens—predicted that the adoption of the coupon system would result disastrously, but has changed his mind and come out strongly in favor of the coupon plan.

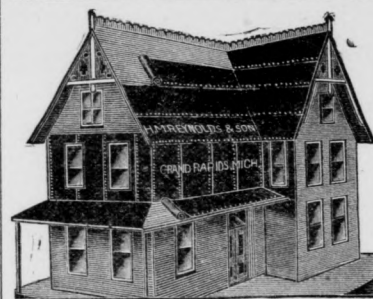
#### No More Pass Books.

TRAVERSE CITY, Aug. 25—The meat dealers of this place met to-day and de-

cided to discard the pass book Sept. 1. A few of the best customers will be given short-time credits through the medium of coupon books and the remainder will be asked to pay spot cash.

#### Meeting of Saginaw Grocers.

SAGINAW, W. S., Aug. 26—The West Side Retail Grocers' Association met last evening to enable the members to sign the membership roll and pay their initiation fees. The next regular meeting will be held on Friday evening, Sept. 8. JOHN DOERR, Sec'y.



## 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 Campan Sts., Grand Rapids, Mich.

**IN TIME OF PEACE PREPARE  
for WAR!**  
WHEN BUSINESS IS QUIET  
It is a good time to be organizing  
for a grand RUSH in the Fall.  
The NATIONAL BOOK and PICTURE Co.  
is always studying up  
the best things  
TO BUILD UP TRADE.  
167-169 Fifth Ave. CHICAGO.

**MICHIGAN  
Fire & Marine Insurance Co.**

Organized 1881.

DETROIT, MICHIGAN

**BUY THE PENINSULAR  
Pants, Shirts, and Overalls**

Once and You are our Customer  
for life.

**Stanton & Morey,**  
DETROIT, MICH.

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

**MUSKEGON BAKERY**  
**UNITED STATES BAKING Co.,**  
 CRACKERS, BISCUITS, CAKES.

Originators of the Celebrated Cake, "MUSKEGON BRANCH."

HARRY FOX, Manager,  
 MUSKEGON, MICH.

**Spring & Company,**

IMPORTERS AND WHOLESALE DEALERS IN

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

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

**Spring & Company.**

**MILTON KERNS'**  
**El Puritano Cigar.**



THE FINEST  
 10 Cent Cigar on Earth

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

**VOIGT, HERPOLSHEIMER & CO.,**  
 WHOLESALE

**Dry Goods, Carpets and Cloaks**

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

Mackinaw Shirts and Lumbermen's Socks.

OVERALLS OF OUR OWN MANUFACTURE.

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



SEE QUOTATIONS.

**Fall Overshirts and Underwear.**

THE INSPECTION OF THE TRADE IS SOLICITED.

**P. STEKETEE & SONS**

WHOLESALE  
 DRY GOODS AND NOTIONS

**OYSTERS.**

WHEN YOU ARE READY TO BEGIN HANDLING THEM REMEMBER  
 THAT OUR

P. & B. BRAND  
 RANKS A1.

**THE PUTNAM CANDY CO.**

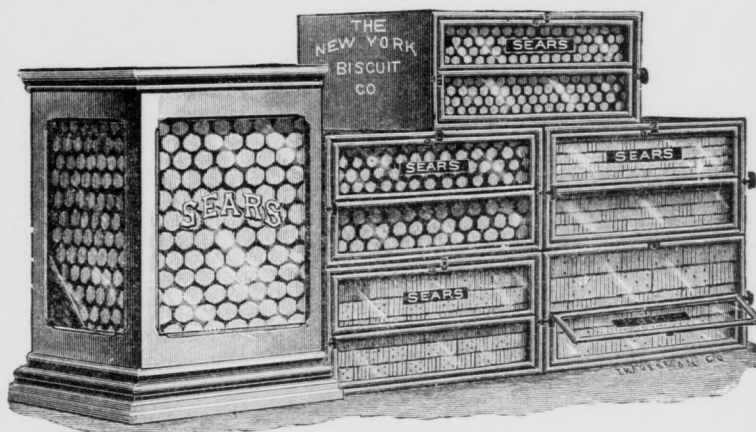
**PERKINS & HESS**  
 DEALERS IN

Hides, Furs, Wool & Tallow,

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

**Cracker Chests.**

**Glass Covers for Biscuits.**



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

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

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

**NEW NOVELTIES.**

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

**THE NEW YORK BISCUIT CO.,**

S. A. Sears, Mgr.

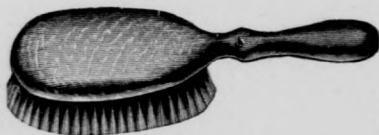
GRAND RAPIDS.



**QUALITY WINS!**

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

GRAND RAPIDS,  
BRUSH COMP'Y,



MANUFACTURERS OF

**BRUSHES**

GRAND RAPIDS, MICH.

Our Goods are sold by all Michigan Jobbing Houses.

**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.

**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.

**The Following**

Is the best line of Coffees in the State. All roasted by **CHASE & SANBORN.**

**IF YOU WANT THE BEST**

**THESE ARE THE COFFEES FOR YOU TO BUY.**

Jewell's Arabian Mocha,  
Jewell's Old Government Java,  
Jewell's Old Government Java and Mocha,  
Wells' Perfection Java,  
Wells' Java and Mocha,  
Weaver's Blend,  
Santora,  
Ideal Golden Rio,  
Compound Crushed Java.

Above are all in 50-pound cans.  
Ideal Java and Mocha in one and two pound cans.

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