

MICHIGAN TRADESMAN

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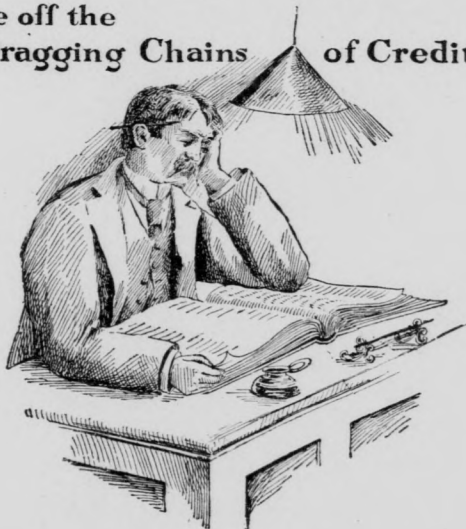
\$1 PER YEAR

VOL. 11.

GRAND RAPIDS, SEPTEMBER 13, 1893.

NO. 521

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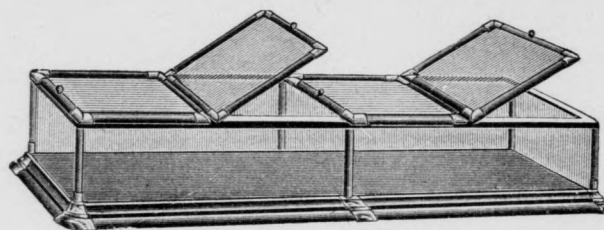
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MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 13, 1893.

NO. 521

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CRISIS ON COW ISLAND.

Terrible Times When Old Man Hutchins Suspended Payment.

There is a man on Cow Island who takes a newspaper. He did not subscribe for it in a rash, unthinking manner, but calmly, and because he felt the need of it. This was in 1867. He chose the Boston *Telegraph* because it was a steady-going, conservative paper, and he has stuck to it. He does not get the daily, of course, but the weekly edition, which costs \$1 a year.

The *Telegraph* continued to be steady going and conservative until 1887, when it got into financial difficulties, and the management changed. A lawyer named Ananias W. Shyster—or if that isn't his name it fits him like a hemp collar—obtained control, temporarily, and he got out such a paper as I would have said nobody but himself was bad enough to read. But the subscriber of Cow Island did not notice the difference. Again the management changed and a cultured gentleman took charge. He made the paper so "literary" that even in Boston it was but dimly understood. Yet Lem Hutchins, of Cow Island, read it without a dictionary. The literary epoch was succeeded by wild sensationalism. "Get a murder to lead the paper if you have to kill a subscriber," said the new chief to the managing editor, and it was done. But Uncle Lem Hutchins thought it was the same old *Telegraph*. The world had grown wicked, that was all; and he had always said it would.

In the early part of this month the managing editor of the *Telegraph* ordered an article on the financial situation. "And make it red hot," he added. The young man who prepared the article was working for \$12 per week, and was thus naturally disposed to take a somber and hopeless view of all monetary questions. He wrote from the heart; and it was almost no trouble for him to cipher out a general bankruptcy. The article went into the weekly and eventually reached the subscriber of Cow Island.

Old man Hutchins never doubted anything that he saw in the *Telegraph*. He was doubly bound to credit this particular article because it boded disaster. Cow Island is off the main coast, and things have gone wrong for so long down there that the people believe calamity to be the general rule of nature.

"B'jinks, mother," said he to his wife, after perusing the scare story in the *Telegraph*, "money seems to be mighty skerse, jes' now. They ain't got none, even up in Boston."

"What seems to be the trouble, Lemuel?" enquired the old lady.

"Waal, as near as I can find out, the folks that have money are hangin' onto it."

"You can't blame 'em for that I'm sure," rejoined the prudent housewife. "It's what I've allers tried to beat into you. How much did ye get to-day for your fish over to Swan's Island?"

"Seven dollars an' fifty-two cents."

"What ye goin' to do with it?"

"Waal, I was thinkin' some of payin' what we owe down to the store."

"How much is it?"

Old man Hutchins got out a diary, the covers of which had been bought during the war. The interiors of such diaries can be obtained separately, thus saving half the cost of a new book. Some thoughtful Yankee devised this scheme a long time ago, and doubtless got rich on it. Mrs. Hutchins always gave her husband the "fillin'" for his diary as a Christmas present.

"It's \$3.08," he replied to his wife's question. He shut the book with an air of deep consideration. "An' I guess I'll hang onto it," he added, "till we get next week's paper, anyhow. Then we can see how things is goin'. Money's skerse enough here, that I'll swear to. I'll bet

there ain't \$15 o' ready cash on Cow Island."

Hutchins went down to the store on the following morning to get some over-ripe clams for trolling bait.

"Chalk 'em up," said he.

John Collins, the storekeeper, took a little canvas bag out of his pocket and emptied it on the counter. He then counted the coins which it had contained in a pleading and pathetic manner. The total was \$1.92. Old man Hutchins was unmoved by this mute appeal.

"I was sort o' hopin', Uncle Lem," said Collins, in an apologetic tone, "that ye might gi' me somethin' to-day."

"Can't do it, John," replied the capitalist of Cow Island. "Money's tight—tighter'n it's ever been afore. I was readin' about it in the paper last night. Banks breakin' all over the country and folks sendin' gold to Europe to keep it out o' reach o' their creditors."

"Sufferin' mack'rell," said Collins. "Ye don't say!"

"They be; an' we ain't seen the worst of it yet, in my opinion. An' that reminds me that George Blake owes me three dollars and some odd cents for hay. Let them clams stand there, John, an' I'll go over to his place an' give him a chance to settle up."

While Uncle Lem was gone two women came into the store with blueberries to sell.

"How-de-do, John," they said in chorus. "Want some nice blueberries?"

"Waal, I wouldn't mind takin' a few," said Collins. "What do ye want for 'em?"

"Five cents a quart."

"Take it out in trade?"

"Not to-day, John. Ye see we're goin' over to Swan's Island, an' want a little money to buy a few things with—"

"Can't spare it," said Collins. "I tell ye, Maria, money is skerse. Uncle Lem Hutchins was in here jes' now, an' he says that he sees by the paper that there ain't no money to be had anywheres."

Then ensued some desperate down East haggling, but Collins was firm. He wasn't in the market for blueberries, except on a basis of "store pay." The women lost their tempers presently, and left the store, after which Collins bit off a large piece of tobacco, and sat down to ruminate on the financial situation. By and by Mrs. Hutchins came in with four dozen eggs, but she wouldn't trade for anything but blueberries, and Collins wouldn't pay cash. He suggested crediting the eggs to Mr. Hutchins' account, but the lady said that her account and her husband's were two separate affairs, and she took her eggs home again.

When she had gone two young men who were evidently not of those parts came in and said that they proposed to camp on the shore of the island. They inquired where was the best place to buy milk. Collins referred them to Uncle Lem. Then the young men negotiated for large quantities of crackers and cheese. They tendered a five dollar bill in payment. Collins couldn't change it. The young men had nothing smaller. Collins said that he didn't believe that there was that much change on the island. The young men said they'd be hanged if they'd camp in such a poverty-stricken place; they'd go to Isle au Haute. Collins reflected with grief and pain that if Uncle Lem had paid his bills there'd have been plenty of change in the canvas bag, and a good stroke of business have been done in crackers and cheese. His only consolation was in the thought that Uncle Lem had lost the chance to sell a gallon or two of milk.

Uncle Lem came back about this time, and he said that he didn't think that Blake was treating him right.

"He wouldn't pay ye, eh?" said Collins.

"Said he would when Ruf. Webb paid him," replied Uncle Lem. "I've a darned good mind to sue for it."

"Ruf. Webb," repeated Collins, and he pulled his chin whiskers thoughtfully.

Uncle Lem took up his clams and departed, breathing vengeance on Blake. By and by Webb dropped in.

"I'm sorry to bother ye, John," said he, "but George Blake has been dunnin' me for \$3 an' odd that you owe me—"

"Couldn't to save me," protested Collins. "There ain't that much in the bag."

And he beat a mournful tune on the counter with the little canvas pouch. □

"I dunno know what I'm goin' to do, John," said Webb. "If he sues me, why—"

"You'll sue a man by the name o' Collins. That's natural, Ruf., but it ain't what I call kind."

"I can't help it, John, money's mighty skerse. The paper says so, an' every man ought to have his own."

"But how's he going to get it? There's people around here that owes me money. I'll bet there's more'n \$12 owin' me this minute. If there's any goin' to law, why I'll take a little shy at it myself."

There was a good deal of talk about lawsuits on Cow Island that day and the next. Trade came to a standstill. Nobody would barter. Everybody wanted cash, and nobody would give it. Hutchins had more than half the money on the island, and a penny of it couldn't have been drawn out of his pocket with forceps. Cow Island gossip, usually as mild as the disposition of the animal from which the place took its name, suddenly became acrimonious. A feeling of uneasiness pervaded the community. People raked up old debts and every man knocked off work to go and dun somebody.

Finally Hutchins went over to Isle au Haute to see a lawyer. He was so fortunate as to select a day when the legal gentleman was intoxicated. The odds were about five to two on that anyway. There was a curious thing about Lawyer Hobbs; when he reached a certain stage of intoxication he became honest. Yea, more, he became liberal. In this remarkable condition of body and soul he not only advised old man Hutchins to keep clear of the law, but he also set out a demijohn of old Medford rum, which was sharp enough to shear sheep. The consequence was that Hutchins returned to Cow Island in a frame of mind which made him forget that money was tight; or, if he remembered it, he could not in that condition consistently complain of it. How he got back at all is a deep sea mystery, for as he sat in the stern of his little sloop boat she seemed to him to carry more spars than a full-rigged ship.

He rolled into Collins' store about dusk.

"John," he said, "money is easier. What's your little bill?"

"Three dollars and eight cents," he said, and he got the money.

"Sit right down here, Uncle Lem," he continued, "while I run over to Ruf. Webb's house."

Hutchins selected a chair from the row which he saw standing against the wall, and by good luck he got the one which had a real and valid existence. He was asleep when Collins returned; but presently he was awakened by the entrance of George Blake.

"Uncle Lem here?" asked Blake. "Oh, there he is. I ran over to settle for that hay. Ruf. Webb just forked over to me, and here's what I owe you."

He put the cash in Uncle Lem's hands. "Money don't seem to be so skerse as it was on the island," Blake continued, turning to Collins. "I guess Uncle Lem must 'a' got some over to Swan's Island." That rumor was current next morning, and by noon everybody had plucked up the courage to pay his debts and had gone to work again.

HOWARD FIELDING.

RETROSPECTIVE.

Standing in the Light of Reflections of the Past.

All things have a beginning, a period of existence, and an ending. Between the beginning and the ending of anything lies its record, which reveals its nature, whether it be good or evil. A tree is judged by the fruit it bears. "Do men gather figs from thorns or grapes from thistles?" When a new thing appears, we can only judge of its future by comparison with similar things. A comparison with dissimilar things will not furnish data sufficiently reliable upon which to form a judgment—such reasoning would be but wild conjecture. It is only when a thing has had some existence or has commenced to fulfill its mission, that we are enabled to predict its future with any degree of certainty, and we do this by making ourselves acquainted with its past. Prospect is based on retrospect. We look for the sun to rise in the East to-morrow because we have seen it rise in the East every day in the past. When I was in Eastern Washington, four years ago, a hot wind blew over the country and burned up the crops. Such a disastrous thing had never happened to the country before, yet the people became panic stricken. They were afraid it might occur again and they all wanted to sell out and leave the country. Prospectors were afraid to buy for the same reason that made the settlers anxious to sell—a fear that what had happened once might happen again. Everything must be viewed in the light reflected by its past, and according to this light will the prospect of its future be cast. Man is no exception to these conditions of being, but before making a general application of my subject to him, I wish to request my readers to join me in tendering hearty congratulations to THE MICHIGAN TRADESMAN on its safe and prosperous arrival at the threshold of the eleventh year of its successful existence.

THE TRADESMAN has a history. It has been put on record. It has carved out a name which it must answer to in the years to come. It has a past, and let us sincerely hope it may have a future still more prosperous than its past has been. To-day THE MICHIGAN TRADESMAN stands before the business men of Michigan in the light reflected by its past ten years of existence. Reader, what think you of the retrospect? Does it look pleasing and bright when viewed in this light? If so, your best wishes are for its future prosperity. Has it been of any material benefit to you in the past? Then you will remain loyal to it in the future. Are you new in business and unacquainted with it? You have no excuse for a doubt, for your predecessors have established its reputation. THE TRADESMAN has stood the test of ten annual revolutions, and as it enters its second decade the undivided goodwill and support of the mercantile fraternity, wholesale and retail, go with it. While you are taking a retrospective view of THE TRADESMAN, think what a wonderfully varied record of events is contained in its office file for the past ten years! Bound in volumes and filed away for future reference, what a story they contain! If the business men ever secure a judgment day of their own, these will constitute the books which will be opened on that day. What a record of successes and failures, of ups and downs and ins and outs; of unwise

moves and lucky investments; of blasted hopes and cruel disappointments; of short-sighted and ill-advised adventures; of disreputable practices and crooked methods; of chattel mortgages to skin creditors; of assignments including a few "traps" in sight, but forgetting the cash which was not in sight; of advice unheeded, and of valuable pointers thrown aside and overlooked! There is not a retailer in Michigan who would allow the subscription list of THE TRADESMAN for the first year of its second decade to stand without his name inscribed thereon, if he would take a retrospective glance at that shown in any one past year's bound record. May THE TRADESMAN attain the same ratio of increased prosperity for its owners and utility for its readers during its second ten years as it did during its first ten, and may every business man in Michigan read it and prosper in his business.

We are all anxious to know what are our future prospects for success and everything is turned upside down—except the right thing—to find out. We overlook the fact, as before stated, that prospect is based on retrospect. We are told that life is too short, the exigencies of the present too urgent, and the future fraught with too great importance to mope over the dead past. This will apply in youth when there is nothing to look at in the past, but it is a fatal mistake on the part of a man of middle age to blot out the past from his book of remembrance. Every man who has measured swords with his fellows in the din of business battle has put his powers and capabilities to the test, a careful record of which has been indelibly written on the scroll of departed years. The years pass away, but those individual records remain as lamps to light our footsteps along the pathway of life, and the older we grow the more we need them. This is the light which enables others to judge our capabilities and predict our future prospects, and why should it not illuminate our own minds as to our capabilities and future prospects? Have we failed so far in the conflict to win success? Let us blunder on no longer. Life may be too short to mope very much over the past, but it is certainly too short to blunder any longer as we have been doing. Let us consider the retrospect and thereby learn something of the prospect before us. Did we try the grocery business when we were young, careless and inexperienced, and have age, wisdom and business experience failed to remove the desire to handle codfish, soap and crackers? Then grocery success may be among the possibilities; but, if we did our level best before, and have learned nothing since, it is safe to conclude that the smell of dried herrings and fragrant onions doesn't agree with us. Did we leave the farm because we got too lazy to "watch gap"? If so there is no use in going back to the farm, for we would find that our old malady had become tenfold more intensified. If we find that we have set sail two or three different times in as many different kinds of mercantile craft, each of which went to the bottom, leaving us afloat on the wreckage before we were aware that anything was the matter, we may rest assured that, should we make another venture, our friends would not ship with us. They measure our future chances by our past successes, and it would be the part

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MANUFACTURERS OF

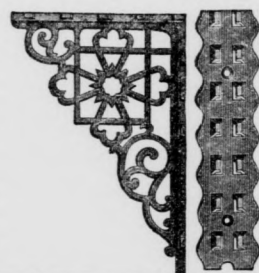


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of wisdom on our part to do likewise. Two or three attempts to run a retail store in as many different branches of business, followed by as many unaccountable and unexplainable failures, would indicate that the Almighty had made us too loose jointed and sloppy to take care of the "wees" that make the "muckle" in a retail business. This is no reflection on our creation. It only shows that we are intended for another calling in life, and that we sin against the light reflected by the past when we undertake to keep a retail store. It may be that our lives have been one series of mistakes and blunders, and that we have made a miserable failure of everything we have undertaken. If such be the case, let us examine each case carefully. Where we find inability the cause, lay it to a foolish piece of blundering and avoid a repetition of it; but where negligence or carelessness resulting from loose habits appear to be the cause, one thing is certain—cure the habits, or future prospects can promise nothing. If bad habits knock a man out in one undertaking, they will do so in another. We might as well go down with the burning deck upon which we stand as to fly to another with a burning brand in our hand. If we find that every attempt has met with failure which appears to have been entirely unavoidable on our part, let us not be discouraged. It is cowardly to whine. Never give up while life lasts. The most bitter pang of hunger is that which immediately precedes relief. God helps those who help themselves. To lose heart is to lose the battle before it is fought out. To claim that the fates are against us is to set ourselves up as "hoo-doo's" and court the everlasting contempt of all practical business men. A closely analyzed retrospect will show that a series of such unavoidable failures is caused by incapacity, incompetency or congeniality, and that an untried field of usefulness is waiting somewhere for the wanderer, where his efforts will be crowned with success, if he does not faint by the wayside. Some men are so constituted that sometimes it is late in life before they succeed in finding their own true love; and, sometimes, owing to their faint-heartedness, they never find it.

The man who never indulges in retrospection never knows "where he is at." The man who never looks back after putting his hand to the plow may maintain a bold front, but how is he to know what kind of a furrow he is striking? If deep, regular and straight, well and good; but if shallow, uneven and crooked, others know it, while he, poor fellow, remains in blissful ignorance—he never looks back. If the field belong to himself, he may root it up to his own sweet satisfaction, but, if it belong to another, he wonders why he loses his job so often, having heard no complaint or received no instructions. If he would only stop and look back, he would see what the matter was. If we could only see ourselves as others see us, what a different opinion some of us would have of ourselves.

Old Father Time is dogging our footsteps continually with his great "kodak," taking "snap" pictures of us every moment of our lives, which are photographed and hung up on the walls of his silent corridors for present and future inspection. These corridors are lighted with a pale, ghastly, yet distinct,

light. Like that reflected by the moon, it is borrowed. It is the light of departed years which have disappeared forever below the horizon, reflected on the stony face of the Silent Past. Let us take a walk through these corridors; it will do us good. Do you shudder at the thought of calling up the past; or is it the great distance through the corridors that discourages you? Come, we are only in middle life and will have but half the distance to travel. There they are, arranged in countless numbers of rows, and the rows of varying lengths. Ah, here is our row. Out with notebook and pencil, for this is retrospect, and from the data gathered here we are to figure out prospect. Look down the line! What are those frisky scenes in flashy colors away down there at the end of the row? Ah! They are the scenes of early manhood, when the animal spirits conspired with all the other spirits to down reason and strangle common sense. Egotism, self-conceit and self-indulgence are the predominating features; but early manhood is not supposed to be capable of any good thing, and we pass on. Now we come to where we supposed the real earnest work of life had commenced. How startled we are at the awful significance of what we considered mere trifles at the time of their occurrence. How eager we are to blot them out, but they belong to the past and can never be erased. Mere trifles that are reeled off unnoticed and unheeded with the passing moments, how they stare at us and chide us now that we cannot recall them! But we must return to the present, and, by improving it, pave the way for a future brighter than the past has been.

This is a time for taking soundings and locating bearings. The nation's liver is out of order. The national circulation is clogged and the great pulse of the nation is at a very low ebb. Something is the matter, and, while the doctors are diagnosing the case at Washington, everybody is trying to find out "where we are at." Now is the time to run back over the ledger and balance up things. Now is the time to take an inventory of the situation and be ready for a new start on a sound healthy foundation. Now, while the nation is reviewing the past for the purposes of readjustment, is the very time for every individual to take a good square look at himself as photographed by the past. It will arouse increased energy in guarding the present and thereby pave the way for a more prosperous future. To manage our business successfully we must first learn to manage ourselves, and this means a knowledge of ourselves which cannot be acquired without a thorough retrospection. E. A. OWEN.

A Million for Mr. Depew.

Chauncey M. Depew received a letter the other day from a man who said that he meant to will him a million dollars. He said that many years ago, when he was poor, Mr. Depew had given him \$500. This was his start in life, and he has since succeeded in amassing a couple of millions, which was in sugar plantations in Cuba. The man signs himself Paul Hartchez. Mr. Depew says that he has no recollection of the man, or of advancing him any money, but he says that he has given away a good deal of money at various times, and it is possible that this man may be one of his forgotten beneficiaries. This unguarded statement will probably yield him a large crop of begging letters.

TO CLOTHING MERCHANTS!

We have decided not to carry over any of our fall stock. It will pay you well to see our line of ready-made clothing of every description; none better, few as cheap; and these reduced prices place us lowest of all, as every vesture must be closed out. Write our Michigan representative,

WILLIAM CONNOR,

Box 346, Marshall, Mich., and he will soon be with you.

MICHAEL KOLB & SON,
WHOLESALE CLOTHIERS,
ROCHESTER, N. Y.

NOTICE—William Connor will be at Sweet's Hotel, Grand Rapids, Mich., on Wednesday, Thursday and Friday, Sept. 20, 21 and 22, West Michigan Fair week.

**CUSTOMERS'
EXPENSES
ALLOWED.**

APPLE PRESSES



The LEVER PRESS

is
conceded
by all
to be
the
best.



FOSTER-STEVENS
& CO.
MONROE
ST.

AMONG THE TRADE.

AROUND THE STATE.

West Branch—L. C. Smith succeeds H. W. Booth in the drug business.

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

Constantine—Raupe & Layman succeed Raupe & Lintz in the grocery business.

Alpena—Geo. Darveau succeeds F. Arseaneau & Co. in the grocery business.

Iron Mountain—Geo. J. Dehn succeeds Dehn & Stutts in the plumbing business.

Paris—Bradley & Lonsdale succeed J. L. Davenport & Co. in the grocery business.

Gladstone—I. G. Champion succeeds Ritter & Champion in the hardware business.

Ypsilanti—H. F. Frost succeeds C. L. (Mrs. C. H.) Foster in the grocery business.

Minden City—Michael Lemanski succeeds Lemanski & Shommer in general trade.

Bad Axe—Donaldson & Kewley, druggists, have dissolved, O. E. Kewley succeeding.

Tekonsha—Byron Doolittle succeeds Simanson & Doolittle in the boot and shoe business.

Kalamazoo—Geo. H. Raynor succeeds Beecher & Kymer in the book and stationery business.

Brutus—Geo. R. Woodard has sold his drug stock to Dr. Peter Beyer, who will continue the business.

Manistique—M. P. Winkleman, dry goods and clothing dealer, has been closed under chattel mortgage.

Grawn—D. E. Crandall's shingle mill was entirely destroyed by fire Sept. 6. The loss is about \$2,500, with no insurance.

Saranac—Ed. I. Arnold has sold the Finch meat market to I. O. Stebbins, and Mr. Stebbins is now wielding the cleaver.

Hawkhead—Lewis H. Symonds has sold his general stock to Marshall Bugden, who will continue the business at the same location.

Shelby—A. D. Wheeler has purchased the interest of Will Lacey in the meat business of Hart, Lacey & Hart. Mr. Lacey has removed to Pentwater and taken a position with Plummer & Van Alsburg.

Detroit—Fred Zimmer has placed a chattel mortgage on his stock of dry goods, carpets, etc., at 196 and 198 Gratiot avenue, for \$9,615 in favor of Frank E. Robson as trustee for certain creditors. The indebtedness includes \$3,000 to Joseph Weidenbach; \$2,000 to the Peninsular Savings Bank; \$2,000 to Tefft, Weller & Co. of New York; \$855 to Burnham, Stoepel & Co.; \$1,511 to A. Krolik & Co.; \$150 to George Hadzits & Co.; \$104 to Lyon Bros. & Co.

Bad Credits a Reflection on the Merchant.

When a merchant has an account on his books that he cannot collect, he calls it a "bad debt." If, instead, he called it "bad credit" the name would be just as good and would be a constant reminder to him of his own responsibility for the existence of such accounts. A very large portion of the store accounts opened every year are as great a reproach to the creditor as they are to the debtors. If the latter are too dishonest or too indigent to pay, the former are open to censure for admitting customers to credit on an unknown basis. There should be no risk taken in the matter of credit giving. The customer's credit and standing should be known before he is permitted

to stand on a credit footing. Knowledge, not faith, in human nature is the ground work upon which to build up a credit business. The weakest point in the retail trade in this country is the credit system. A merchant may be an excellent salesman, a fine storekeeper, a close buyer, a maintainer of prices and may be all that is necessary for the doing of a successful business, but he may lose a great deal through worthless book debts.

Thirteen Pass at Marquette.

At the recent examination session of the State Board of Pharmacy, at Marquette, thirteen candidates successfully passed the examination, as follows:

Fannie E. Biglow, Brooklyn, Wis.
Andrew Bower, Fort Recovery, Ohio.
Benjamin A. Cueny, Cheboygan.
John H. Dowdall, Sault Ste. Marie.
Wm. R. Faber, Algonac.
Geo. S. Kirby, Detroit.
Arthur A. Miller, Charlevoix.
Frank B. Mix, Manistique.
Elbert G. Payne, Roscommon.
Wm. Richardson, Carson City.
Angus Stewart, Hadley.
Hugh L. Vaughan, Charlevoix.
Cornelius N. Ware, Alpena.

Cured of the Cheese Habit.

A grocer in the upper part of the State once cured a cheese-loving baker of his pilfering propensity.

On the grocer's counter there stands at all times the half or more of a cheese, with small parings, the excess of sundry pounds and half pounds, placed on the top.

The baker used to drop in several times during the day for a talk. During the conversation he would merely, as a digression, lift a paring or two and eat them as if through absence of mind.

The grocer at last began to look at it in the aspect of a loss.

One day when the shop was pretty full of customers, he spied the baker making his way to his premises.

He therefore placed a small thin paring of yellow soap on top of the cheese. After a few moments' conversation, the fish seized the bait.

Foam gathered on his lips, his eyes rolled in his head, and his face assumed a greenish hue.

Hurriedly muttering that he had a man to meet, he bolted from the shop.

He has called since but never touches cheese.

PRODUCE MARKET.

Apples—Pippins and Kings are about all there are in market. They command \$2.25 @ 1.75 per bbl. Cooking apples \$1.75 per bbl.

Beans—Dry stock is beginning to arrive. Handlers pay \$1 for country cleaned and \$1.10 for country picked.

Butter—Unchanged. Dealers pay 20c for choice dairy and hold at 22c. Factory creamery is in moderate demand at 25 @ 26c.

Cabbage—Home grown, \$3 @ 3.50 per 100.

Carrots—25c per bushel.

Celery—Home grown commands 14 @ 16 per doz.

Corn—Green, 5 @ 5c per doz.

Cucumbers—50c per bu.

Eggs—Slightly weaker. Dealers pay 12½c, holding at 13½c.

Grapes—Concords and Niagaras, 18 @ 20c per 8 lb. basket.

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

Melons—Watermelons command 12 @ 15c for Indiana and 3 @ 5c for home grown. Osage bring 50c per doz., and Musk 2 @ 25c per doz.

Peaches—Early Crawfords, Barnards, Red Crawfords and Wagers are in market this week, commanding 90c @ \$1.50 per bu. This promises to be the big week with early varieties.

Pears—Bartletts and Flemish Beauties command \$1.75 per bu. Clapp's Favorites go at \$1.25 @ 1.50.

Plumbs—Lombards, Blue Damsons and Green Gages are scarce and high, commanding \$2 per bu.

Potatoes—Dealers pay 50c per bu., holding at 60c. The advance of 5c per bu. is caused by drought and prospect of short crop.

Sweet Potatoes—Jerseys command \$4.50 and Baltimores \$4 per bbl. The latter stock is the finest of the kind which ever came to this market.

Tomatoes—50c per bu.

Turnips—Home grown, 30c per bu.

Congratulations from Ex-President Hamilton.

TRAVERSE CITY, Aug. 29.—Accept my congratulations upon this, the eleventh anniversary of your paper.

THE TRADESMAN has now become an important exponent of trade, and no merchant in the State should do without it; in fact, I think but few do. The success of it is a marked illustration of what unceasing energy, coupled with a desire to serve others in any laudable capacity, will do.

Permit me to say still further that the marked improvement, during the years past, is evidenced most clearly by the popular appreciation of the readers, and their consequent gains along the lines of improved methods, harmonious action and commercial honor.

Its columns have always been open to the jobber and retailer alike, and both have been served fully as the interests of both have been advanced.

Hoping for continued prosperity, I am,
Very sincerely,
FRANK HAMILTON.

Use Tradesman Coupon Books.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

WANTED—POSITION AS DRUG CLERK by a young lady, graduate, registered in Michigan. Good references furnished. Address Box 46, Brooklyn, Green Co., Wisconsin. 72

WANTED—CLERKSHIP IN A WHOLESALE or retail grocery or clothing establishment. Best references. Address No. 783, care Michigan Tradesman. 73

WANTED—A PARTNER, EITHER ACTIVE or silent, in a paying retail shoe business on one of the principal streets in Grand Rapids. Object to increase capital commensurate with demand of trade. Address, 784, care Michigan Tradesman. 74

MANAGER OR CLERKSHIP WANTED—BY a competent, sober and industrious pharmacist, ten years' experience. Address No. 781, care Michigan Tradesman. 75

TO EXCHANGE—A STOCK OF MERCHANDISE for unencumbered farm or city property. Address 222 Washington Ave. N., Lansing, Michigan. 76

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. 77

A PAYING MILLINERY BUSINESS FOR sale at Ypsilanti, Mich. C. A. Hendrick, 232 Congress st., Ypsilanti, Mich. 78

FOR SALE—THE THEODORE KEMINK drug stock and fixtures on West Leonard street. Paying investment. W. H. Van Leenwen, Room 33, Porter Block, Grand Rapids. 79

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

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

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

Established 1868.

H. M. REYNOLDS & SON,
WHOLESALE DEALERS IN

Building Papers,
Carpet Linings,
Asbestos Sheathing
Asphalt Ready Roofing,
Asphalt Roof Paints,
Resin, Coal Tar,
Roofing and Paving Pitch,
Tarred Felt, Mineral Wool
Elastic Roofing Cement,
Car, Bridge and Roof Paints,
and Oils.

Practical Roofers

In Felt, Composition and Gravel,

Cor. LOUIS and CAMPAU Sts.,

Grand Rapids, Mich.

Talking through his Hat
This refers to
The Man who says:
You can't afford to give
Premiums for cash TRADE!
To learn the other side of the STORY
Send for
The "TRADE WINNER"
To the
NATIONAL BOOK AND PICTURE CO.
167-169 FIFTH AVE. CHICAGO.

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.

UNHEARD OF PRICES

We quote the trade as follows:

American Printing Co's Blue Prints, - - 5c
American Printing Co's Light Prints, - - 4c

ORDER AT ONCE

P. Steketee & Sons,
GRAND RAPIDS, MICH.

GRAND RAPIDS GOSSIP.

Mohrhard & Kellogg, meat dealers at 227 East Bridge street, have closed their market and retired from business.

Max Blank has removed the Diamond Drug store stock from Ellsworth avenue to 416 West Bridge street, corner of Pine street.

The Theo. Kemink drug stock, on West Leonard street, was bid in by Henry Idema at chattel mortgage sale. Assignee Van Leeuwen will now proceed to realize on the real estate.

Ruby S. Walbridge informs THE TRADESMAN that the chattel mortgage uttered on her drug stock at 141 South Division street was a purchase mortgage, given the landlord to secure him for the fixtures put into the store.

The Committee on Trade Interests of the Retail Grocers' Association has changed the schedule price on granulated sugar to the following: Fifteen pounds, \$1; 7½ pounds, 50 cents; 3½ pounds, 25 cents; less quantity, 7 cents per pound.

The feature of the week was the failure of Nelson, Matter & Co., due to the inability of the corporation to realize on \$250,000 worth of World's Fair paper—that is, notes given by hotels and other enterprises depending upon the World's Fair. The officers of the corporation had repeatedly promised their local creditors that in the event of trouble they would be secured; but, as is nearly always the case, the banks claimed their "divine right" to priority and succeeded in obtaining security, to the exclusion of many who had loaned the corporation money and furnished it goods. A meeting of the creditors will be held in a few days, when a proposition will be made to fund the indebtedness by each creditor taking stock in a reorganized company to the amount of his claim. This is really the only course left to the unsecured creditors, as the assets could not be converted into cash without suffering a fearful shrinkage. The immense plant which served the embarrassed corporation to such good purpose would, probably, have to be sold for less than half its real value. Besides, winding up the business would destroy the good will of forty years, which is estimated to be worth \$100,000. In view of these things, it is more than likely that the creditors will conclude to assist the corporation in its present embarrassment, as by so doing they can probably realize, eventually, the full amount of their claims.

There has been a decided improvement in the condition of local financial affairs during the past week. There has been a further increase in the amount of currency held by the banks, and the withdrawal of deposits seems to be entirely checked. From the experience of the past two weeks, it is evident that the banks will keep on strengthening their condition through the amounts of hoarded money which, now that confidence has been restored, are finding their way back into circulation. It is now clear that no more money is being withdrawn from bank than is necessary to meet ordinary trade demands and for use in moving the crops. Should this state of things continue, as there is every reason to believe that it will, it will be but a short time when the banks will find themselves in a position to restore their former methods as to the

loaning of money. Now that the financial horizon has become sufficiently cleared to feel reasonably certain that the storm has passed, it is proper to refer to the fact that all of our banks have passed through the crisis with their reputations unblemished and their condition unimpaired. It is true that they have been forced in self-protection to put a check upon undue drains on their supplies of currency, but at no time have they permitted their customers to suffer unreasonable hardships. During the entire period of the panic they have maintained the proportion of their cash reserve far above the legal limit, and by their prudence and unity of action have avoided the panicky occurrences and financial disasters which visited so many other large cities in the country. It is but justice to state that the banks are deeply indebted to the mercantile community for the unwavering support and the cheerful acquiescence in all regulations which have been promptly accorded. The merchants have contented themselves with the smallest possible assistance from the banks, and have so regulated their business affairs as to cause the least pressure. This course has been of inestimable value to the financial institutions, and has been as largely instrumental in keeping the local situation reasonably healthy in the midst of the panic as the well regulated course of the banks themselves. The record made by Grand Rapids during the troubles of the present year will be of great advantage later on in attracting the attention of outside capital. The attention of investors for years to come will undoubtedly be attracted to those points which have manifested evidences of financial strength and sound business methods during the trying times of the present panic, and we believe that no city has passed through the ordeal in better shape than has Grand Rapids.

The Hardware Market.

September is beginning to create a demand in a small way for general lines of hardware. A slight improvement is noticeable all along the line, although money matters continue very close. The feeling seems to be that the worst is over and before long a much easier feeling will prevail. It is to be hoped such will prove to be the case. In sections where fruit and potatoes are the prevailing products dealers are anticipating that a little later the demand for them will commence, which will result in bringing in large quantities of money and thus enable them to keep up their accounts and make collections. All kinds of hardware remain stationary. Manufacturers are not disposed to reduce present prices in order to make sales.

Wire Nails—A number of the mills are resuming work in a small way and dealers will soon be able to perfect their assortments. The price of \$1.50@1.55 at mill and \$1.70 from stock is being quoted quite freely.

Barbed Wire—There has been an unusual demand all through the month of August and it still keeps up during this part of September. It is regularly quoted at \$2.30 for painted and \$2.70 for galvanized.

Rope—The market is weak. The effort to effect a combination has not yet been successful, and, owing to the tight money market, the price has been shaded. We quote 8c for sisal and 11c for manilla in full coil.

Gripsack Brigade.

Windy Williams, who covers the Saginaw Valley for P. Lorillard & Co., has been spending his summer vacation at St. Clair Flats.

A. W. Peck, traveling representative for the Hazeltine & Perkins Drug Co., is putting in ten days at the World's Fair. He is accompanied by his wife.

Geo. F. Schumm takes the trade of Southern Michigan and Northern Indiana for Hawkins & Company formerly covered by D. E. McVean. Mr. Schumm traveled several years for the wholesale grocery house of John W. Grubb & Co., of Richmond, Ind.

A party of commercial travelers on the road were boasting about the magnitude of the houses they represented, when one, who was the last to speak, said: "Gentlemen, I wouldn't like to tell you anything about the size of our premises or the stock we carry or the number of people we employ, because you might think I was exaggerating. But when we took stock of our employes last week, we found that six cashiers and three bookkeepers had absconded three months before, and had never been missed!"

ABOUT DOLLS.

Michigan dealers who have given the matter any attention know that H. Leonard & Sons, 134-140 East Fulton street, are headquarters for dolls of every description. There is not so complete an exhibit of this staple in any western city, not excepting Chicago or St. Louis, as can be seen on their sample tables, now ready for the fall trade. The line includes everything in china, bisque, patent washable, and kid dolls of every sort. Every style of heads, bodies, wigs, arms, and an innumerable line of dressed dolls in new, and in many cases, exclusive styles, in short, the assortment is bewildering, and means all the "leaders" in 10 cent, 25 cent, 50 cent and \$1 goods, which are from 10 to 30 per cent. below last season's prices. They are now preparing their full illustrated catalogue showing dolls and holiday goods, which will be sent out to the trade about Oct. 1. If you are coming to the city soon, make a note to drop in and look over styles and prices, and see their newly-fitted sample room.

F. J. Dettenthaler is the first in the field with his celebrated "Anchor" brand of oysters, which have maintained a leading position in the oyster trade for the past ten years. Owing to the enlargement of his store, Mr. Dettenthaler is in better shape than ever this year to meet the demands of his trade.



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.

A Solace Sweet

and best

by far,

in these quiet times

Smoke
a
Ben-Hur
Cigar.

GEO.

MOEBS

& CO.

Make them,

All leading dealers sell them.



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.

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

TRADESMAN COMPANY,
Grand Rapids, Mich.

Your Bank Account Solicited.

Kent County Savings Bank,
GRAND RAPIDS, MICH.

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

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

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

Deposits Exceed One Million Dollars.

Observations of an Old-time Merchant.

After an absence of some weeks, I have been reading my copy of THE TRADESMAN for the first time since my departure from home. I have always set a high value on this paper, but had not, until I laid it down and began to reflect, realized how much I had missed its familiar visits; and I thought it just possible that there were merchants even in Michigan who potted along year after year without subscribing for the best journal for retailers ever published, in ignorance of the daily help it would afford them, not alone in business matters, but in many other ways. The thoughtful and well-considered articles, the carefully selected miscellany, the market summaries, the short and pithy hints (which often save their reader many times the cost of the paper), and the general make-up of this journal form, in the aggregate, a publication the existence of which has never been possible save in the last decade of the nineteenth century.

Business men of twenty-five years ago would scarcely know "where they were at" were they to step into the arena of active commercial life of the present, and if you make it forty years ago or more the difference is far more marked. For instance, I have just been "a-fishin'." (That is what they call it, though the fact is that I camped a good deal more than I fished.) What seems remarkable is that I do not seem to feel ashamed of this expedition, though when I was a boy the business man who sought recreation with rod or gun did so under a sort of mental protest, and commonly sneaked off very quietly, for such indulgences were not considered creditable. And the clerk who once or twice in a year got a day or a half-day to himself was a very lucky fellow. Just now, if I am correctly informed, even the Chief Executive has cut loose from a rather big job of work he had on hand at Washington, and is hauling in scup and bluefish at Buzzards' Bay.

My father was a merchant, having begun business in 1817, and I have often smiled on looking over some of the prices current which he received from city correspondents, for that was the only way he could keep posted when not personally in the market.

Some may think that it was easier in those days than now to do business and make money, but I think this impression an error. The use of many of the modern business methods was not then possible, even had the necessary education in such matters existed. "There is always room at the top" is as true now as when it was first uttered, and if a young man makes choice of trade as a profession, and is willing to give to this calling, in whatever branch, the best efforts of his life, to strive and study to obtain an absolute mastery of his business in all its details, to shun allurements of doubtful nature, to be scrupulously and sternly upright in all his dealings, not to have too many irons in the fire but to stick to the business that he understands, his chances are as good in these last years of the century as ever before in the history of the world. And such an one can hardly do better than make careful study of the weekly issues of THE TRADESMAN. F. H. THURSTON.

Great cities are schools of politics. When foreigners land and get on the police force they become pupils and many of them graduate as statesmen.

Dry Goods Price Current.

UNBLEACHED COTTONS.		BLEACHED COTTONS.	
Adriatic	7	Arrow Brand	5
Argyle	6	" World Wide	6
Atlanta A.A.	6	" LL	4 1/2
" H	6 1/2	Full Yard Wide	6 1/2
" D	5 1/2	Georgia A.	6 1/2
" LL	5	Honest Width	6
Amory	6 1/2	Harford A	5
Archery Bunting	4	Indian Head	5 1/2
Beaver Dam A.A.	5 1/2	King A.A.	6 1/2
Blackstone O. 32	5	King E.C.	5
Black Crow	6	Lawrence L.L.	4 1/2
Black Rock	6	Madras cheese cloth	6 1/2
Boat, A.L.	7	Newmarket G.	5 1/2
Capital A.	5 1/2	" B	5
Cavanat V.	5 1/2	" N	6 1/2
Chapman cheese cl.	3 1/2	" D	6 1/2
Clifton C.R.	5 1/2	" X	6 1/2
Comet	6 1/2	Nolbe R.	5
Dwight Star	6 1/2	Our Level Best	6
Clifton C.C.	6 1/2	Oxford R.	6
		Pegnot	7
		Solar	6
		Top of the Heap	7
BLEACHED COTTONS.		BLEACHED COTTONS.	
A.B.C.	5 1/2	Geo. Washington	8
Amazon	8	Glen Mills	7 1/2
Amsburg	6 1/2	Gold Medal	7
Art Cambric	10	Green Ticket	8 1/2
Blackstone A.A.	7 1/2	Great Falls	6 1/2
Beats All	4 1/2	Hope	7 1/2
Boston	12	Just Out	4 1/2 @ 5
Cabot	7 1/2	King Phillip	7 1/2
Cabot, %	6 1/2	" OP	7 1/2
Charter Oak	5 1/2	Lonsdale Cambric	10
Conway W.	6 1/2	" @ 5 1/2	
Cleveland	6 1/2	Middlesex	@ 5 1/2
Dwight Anchor	8 1/2	No Name	@ 5 1/2
" shorts	8	Oak View	7 1/2
Edwards	6	Our Own	5 1/2
Farwell	7	Pride of the West	12
" L	7 1/2	Rosalind	7 1/2
Fruit of the Loom	8 1/2	Sunlight	4 1/2
Fitchville	7	Utica Mills	8 1/2
First Prize	7	Nonpareil	10
Fruit of the Loom %	7 1/2	Vinward	8 1/2
Fairmount	6 1/2	White Horse	6
Full Value	8 1/2	" Rock	8 1/2
HALF BLEACHED COTTONS.		HALF BLEACHED COTTONS.	
Cabot	7 1/2	Dwight Anchor	8 1/2
Farwell	8		
CANTON FLANNEL.		CANTON FLANNEL.	
Unbleached		Bleached	
Housewife A.	5 1/2	Housewife Q.	6 1/2
" B	5 1/2	" S	7 1/2
" C	6	" T	8 1/2
" D	6 1/2	" U	9 1/2
" E	7	" V	10
" F	7 1/2	" W	11 1/2
" G	7 1/2	" X	12 1/2
" H	7 1/2	" Y	13 1/2
" I	8 1/2	" Z	14 1/2
" J	8 1/2		
" K	9 1/2		
" L	10		
" M	10 1/2		
" N	11		
" O	11 1/2		
" P	12 1/2		
CARPET WARP.		CARPET WARP.	
Peerless, white	18	Integrity colored	20
" colored	20	White Star	18
Integrity	18 1/2	" colored	20
DRESS GOODS.		DRESS GOODS.	
Hamilton	8	Nameless	20
" "	9	" "	25
" "	10 1/2	" "	27 1/2
G.G. Cashmere	30	" "	30
Nameless	16	" "	32 1/2
" "	18	" "	35
CORSETS.		CORSETS.	
Coraline	\$9.50	Wonderful	\$4.50
Schilling's	9.00	Lightning	4.75
Davis Waists	9.00	Bortree's	9.00
Grand Rapids	4.50	Abdominal	15.00
CORSET JEANS.		CORSET JEANS.	
Armory	6 1/2	Naumkeag satteen	6 1/2
Androskoggin	7 1/2	Rockport	6 1/2
Bliddeford	6	Conestoga	7 1/2
Brunswick	6 1/2	Walworth	6 1/2
PRINTS.		PRINTS.	
Allen turkey reds	5 1/2	Black fancies	5 1/2
" robes	5 1/2	Clyde Robes	5 1/2
" pink & purple	5 1/2	Charter Oak fancies	4 1/2
" buffs	5 1/2	DelMarine cashm's	5 1/2
" pink cheeks	5 1/2	" mourn'g	5 1/2
" staples	5 1/2	Eddystone fancy	5 1/2
" shirtings	5 1/2	" chocolat	5 1/2
American fancy	5	" rober	5 1/2
American indigo	5	" sateens	5 1/2
American shirtings	4	Hamilton fancy	5 1/2
Argentine Grays	4	" staple	5 1/2
Anchor shirtings	4	Manchester fancy	5 1/2
Arnold	4	" new era	5 1/2
Arnold Merino	6	Merrimack D fancy	5 1/2
" long cloth B. 10 1/2		Merrimack shirtings	4 1/2
" C. 8 1/2		" Reppfurn	8 1/2
" century cloth	7	Pacific fancy	6
" gold seal	10 1/2	" robes	6 1/2
" green seal TR 10 1/2		Portsmouth robes	6 1/2
" yellow seal	10 1/2	Simpson mourning	5 1/2
" serge	11 1/2	" greys	5 1/2
" Turkey red	10 1/2	" solid black	5 1/2
Ballou solid black	6	Washington indigo	6 1/2
" colors	6	" Turkey robes	7 1/2
Bengal blue, green	6	" India robes	7 1/2
red and orange	6	" plain T'ky X	8 1/2
Berlin solids	5 1/2	" " X	10
" oli blue	6	" Ottoman Tur	6 1/2
" green	6	key red	6 1/2
" Foulards	5 1/2	Martha Washington	7 1/2
" red %	7	Turkey red %	7 1/2
" %	8 1/2	Martha Washington	7 1/2
" 4 1/2	10	Turkey red	9 1/2
" 2-4 XXX 12		Riverpoint robes	9 1/2
Cochecho fancy	5 1/2	Windsor fancy	6 1/2
" madders	5 1/2	" gold ticket	6 1/2
" XX twills	5 1/2	Indigo blue	10 1/2
" solids	5 1/2	Harmony	5
TICKINGS.		TICKINGS.	
Amoskeag A.C.A.	12 1/2	G.A.	13
Hamilton N	7 1/2	Pemberton AAA	16
" D	8 1/2	York	10 1/2
" Awning	11	Swift River	7 1/2
Farmer	8	Pearl River	12
First Prize	10 1/2	Warren	13 1/2
Lenox Mills	18	C oga	16
COTTON DRILL.		COTTON DRILL.	
Atlanta, D	6 1/2	Stark A	8
Boat	6 1/2	No Name	7 1/2
Clifton, K	7	Top of Heap	9

DEMINS.		DEMINS.	
Amoskeag	12 1/2	Columbian brown	12
" 9 oz	13 1/2	Everett, blue	12 1/2
" brown	13	" brown	12 1/2
Andover	11 1/2	Haymaker blue	7 1/2
Beaver Creek A.A.	10	" brown	7 1/2
" BB	9	Jaffrey	11 1/2
" CC	9	Lancaster	12 1/2
Boston Mfg Co. br.	7	Lawrence, 9 oz	13 1/2
" d & twist	10 1/2	" No. 220	13
Columbian XXX br.	10	" No. 250	11 1/2
" XXX bl.	19	" No. 280	10 1/2
GINGHAMS.		GINGHAMS.	
Amoskeag	6 1/2	Lancaster, staple	6 1/2
" Persian dress	8	" fancies	7
" Canton	8	" Normandie	8
" AFC	10 1/2	Lancashire	6
" Teazle	10 1/2	Manchester	5 1/2
" Angola	10 1/2	Monogram	6 1/2
" Persian	8	Normandie	7 1/2
Arlington staple	8	Persian	8
Arasapha fancy	4 1/2	Renfrew Dress	7 1/2
Bates Warwick dres	7 1/2	Rosemont	6 1/2
" staples	6 1/2	Slatersville	6
Centennial	10 1/2	Somerseset	7
Criterion	10 1/2	Tacoma	7 1/2
Cumberland staple	5 1/2	Toll du Nord	10 1/2
Cumberland	5	Wabash	7 1/2
Essex	4 1/2	" seersucker	7 1/2
Elfin	7 1/2	Warwick	7 1/2
Everett classics	8 1/2	Whitenden	8 1/2
Exposition	7 1/2	" heather dr	7 1/2
Glenarie	6 1/2	" Indigo blue	9
Glenarven	6 1/2	Wamsutta staples	6 1/2
Glenwood	7 1/2	Westbrook	10
Hampton	6 1/2	Windermeer	5
Johnson Chalou cl	9 1/2	York	6 1/2
" Indigo blue	9 1/2		
" zephyrs	16		
GRAIN BAGS.		GRAIN BAGS.	
Amoskeag	15 1/2	Georgia	15
Stark	19		
American	15 1/2		
THREADS.		THREADS.	
Clark's Mile End	45	Barbour's	86
Coats, J. & P.	45	Marshall's	81
Holyoke	22 1/2		
KNITTING COTTON.		KNITTING COTTON.	
No. 6	33	White. Colored	37
" 8	34	" 16	38
" 10	35	" 18	39
" 12	36	" 20	40
CAMBRICS.		CAMBRICS.	
Slater	4 1/2	Edwards	4 1/2
White Star	4 1/2	Lockwood	4 1/2
Kid Glove	4 1/2	Wood's	4 1/2
Newmarket	4 1/2	Brunswick	4 1/2
RED FLANNEL.		RED FLANNEL.	
Fireman	32 1/2	T W	22 1/2
Creedmore	27 1/2	FT	22 1/2
Talbot XXX	30	J R F XXX	35
Nameless	27 1/2	Buckeye	32 1/2
MIXED FLANNEL.		MIXED FLANNEL.	
Red & Blue, plaid	40	Grey S R W	17 1/2
Union R.	22 1/2	Western W	18 1/2
Windsor	18 1/2	D R P	18 1/2
6 oz Western	20	Flushing XXX	23 1/2
Union B.	22 1/2	Manitoba	23 1/2
DOMEST FLANNEL.		DOMEST FLANNEL.	
Nameless	8 @ 9 1/2	" 9 @ 10 1/2	12 1/2
CANYASS AND PADDING.		CANYASS AND PADDING.	
Slate. Brown. Black. Slate. Brown. Black.			
9 1/2	9 1/2	9 1/2	10 1/2
10 1/2	10 1/2	10 1/2	11 1/2
11 1/2	11 1/2	11 1/2	12
12 1/2	12 1/2	12 1/2	20
DUCKS.		DUCKS.	
Severin, 8 oz	9 1/2	West Point, 8 oz	10 1/2
Mayland, 8 oz	9 1/2	" 10 oz	12 1/2
Greenwood, 7 1/2 oz	9 1/2	Raven, 10 oz	13 1/2
Greenwood, 8 oz	11 1/2	Stark	13 1/2
Boston, 8 oz	10 1/2	Boston, 10 oz	12 1/2
WADDINGS.		WADDINGS.	
White, doz.	25	Per bale, 40 doz.	\$8.50
Colored, doz.	20	Colored "	7.50
SILKES.		SILKES.	
Slater, Iron Cross	8	Pawtucket	10 1/2
" Red Cross	9	Dundie	9
" Best	10 1/2	Bedford	10 1/2
" Best A.A.	12 1/2	Valley City	10 1/2
L.	7 1/2	KK	10 1/2
G.	8 1/2		
SEWING SILK.		SEWING SILK.	
Corticeilli, doz.	85	Corticeilli knitting,	
twist, doz.	40	per 1/2 oz ball	30
50 yd, doz.	40		
HOOKS AND EYES—PER GROSS.		HOOKS AND EYES—PER GROSS.	
No 1 B'k & White	10	No 4 B'k & White	15
" 2 "	12	" 8 "	25
" 3 "	12	" 10 "	25
No 2-30, M.C.	50	No 4-15 1/2 3 1/2	40
" 3-18, S.C.	45		
COTTON TAPE.		COTTON TAPE.	
No 2 White & B'k	12	No 8 White & B'k	20
" 4 "	15	" 10 "	23
" 6 "	18	" 12 "	26
SAFETY PINS.		SAFETY PINS.	
No 2	28	No 3	36
NEEDLES—PER M.		NEEDLES—PER M.	
A. James	1.40	Stambori	40
Crowley's	1.35	Gold Eyed	1.50
Marshall's	1.00	American	1.00
TABLE OIL CLOTH.		TABLE OIL CLOTH.	
5-4	1.75	6-4	1.65
5-4	1.75	6-4	1.65
COTTON TWINES.		COTTON TWINES.	
Cotton Sall Twine	25	Nashua	18
Crown	12	Rising Star 4-ply	17
Domestic	18 1/2	" 3-ply	17
Anchor	16	North Star	20
Bristol	13	Wool Standard 4 ply	17 1/2
Cherry Valley	15	Powhattan	18
I X L	18 1/2		
PLAID OSNABURGS.		PLAID OSNABURGS.	
Alabama	6 1/2	Mount Pleasant	6 1/2
Alamance	6 1/2	Oneida	5
Augusta	7 1/2	Prymont	5 1/2
Ar sapha	6	Randelman	6
Georgia	6 1/2	Riverside	5 1/2
Granite	5 1/2	Sibley A.	6 1/2
Haw River	5	Toledo	6 1/2
Haw J	5		

"The Kent."

Directly Opposite Union Depot

MICHIGAN TRADESMAN

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at

100 Louis St., Grand Rapids,

— BY THE —

TRADESMAN COMPANY.

One Dollar a Year, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

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

Subscribers may have the mailing address of their papers changed as often as desired.

Sample copies sent free to any address.

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

E. A. STOWE, Editor.

WEDNESDAY, SEPTEMBER 13, 1893.

DECENNIAL ANNIVERSARY.

If THE TRADESMAN needed any token of the esteem in which it is held by Grand Rapids people, this week's issue furnishes ample proof. When financiers like Wm. Widdicombs and Clay H. Hollister and busy wholesale dealers like S. F. Stevens, S. M. Lemon and L. J. Rindge will throw aside pressing business duties long enough to prepare an article for THE TRADESMAN's readers in celebration of its tenth anniversary, the position THE TRADESMAN occupies as the mouthpiece of the wholesale trade of this market would appear to be assured.

Equally reassuring is the large and constantly increasing list of subscribers among the retail merchants of Michigan and Northern Indiana, many of whom have taken the paper since its first issue and nearly all of whom unite in pronouncing it worth many times the price of subscription.

Heartily thankful for past patronage, and confident that the future will bring a still further increase of material blessings, THE TRADESMAN enters upon its second decade, firm in the belief that age and experience will enable it to make a better paper, and serve its patrons to better purpose, in the future than it has been able to in the past.

PROBABLE TREASURY DEFICIT.

Aside from the perplexities of the existing financial situation, the National Treasury has to contend with another and very serious embarrassment. The receipts and expenditures of the past two months show conclusively that the revenue of the Government no longer suffices to meet the expenditures. This fact has been apparent before during the past few years, but the deficit was made good from the splendid surplus at that time carried in the Treasury. During the greater part of last year imports were uncommonly heavy and served to keep the revenues up to normal propor-

tions. Recently, however, with neither the surplus nor abnormal imports to depend upon, the Treasury has been brought face to face with a deficiency.

The extent of the probable deficit for the present fiscal year is, of course, impossible to estimate at this early date; but, from the present outlook, it is pretty sure to be a substantial one, and according to the Washington estimates, it is believed that at the close of June next the expenditures will be fully \$50,000,000 more than the revenues of the Government.

While the Treasury Department has, apparently, taken no steps to meet the threatened emergency, and has addressed no recommendations to Congress, through the President, on the subject, it is well known that the situation has already received the careful consideration of Secretary Carlisle. It is expected that, in due season, he will recommend to Congress the enactment of such legislation as will swell the National revenues. For the present, however, the National administration is not disposed to embarrass Congress with any legislation which might serve to withdraw attention from the bill now being considered, providing for the repeal of the silver purchasing clause of the Sherman law.

The measures to be recommended to Congress to provide for increased revenue will, of course, be included in the Democratic scheme of tariff reform. As such a bill is likely to make radical provisions in existing laws, and will undoubtedly precipitate a long-drawn-out discussion, it is not probable that a new tariff bill will be introduced at the special session. Tariff revision will, however, be the main work of the regular session beginning in December, and the several months yet to elapse before the advent of the opening day will afford the Treasury Department further experience upon which to base estimates of the probable deficiency for the fiscal year.

Whatever may have been the evils attending the accumulation of the large surplus which existed during Mr. Cleveland's first administration, they had many counterbalancing advantages, whereas the existing deficiency is inconvenient in many respects and promises to cause much trouble before remedial measures are adopted by Congress.

From many of the speeches made in Congress we are led to believe that the financial ideas of the average Congressman are mostly sound.

The people are taking business lessons just now, but at somewhat expensive rates of tuition.

From Out of Town.

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

A. M. Wilkinson, Atwood.
H. Brownyard, Lake.
Frank Hamilton, Traverse City.
H. W. Worden, Boon.
A. W. Fenton & Son, Bailey.
W. G. Tefft, Rockford.
Walbrink & Sons, Allendale.
Hannah & Lay Mercantile Co., Traverse City.
Dr. Peter Beyer, Brutus.
Arthur Mulholland, Ashton.

The Dry Goods Market.

The American Printing Co. has reduced the price of its blue prints 1c and its light prints ½c, making the present prices 5c and 4c, respectively.

The Grocery Market.

Sugar—There is no change in price at the refinery, but the scarcity of granulated has caused an advance of ½c for spot goods by the jobbers. The demand is heavy and jobbers are very generally cutting all orders in two—shipping half the quantity ordered in each case. In all probability the famine will prevail until the end of the fruit season, when the demand will resume its normal condition.

Oranges—In light supply but fully equal to the demand, other fruits crowding them out. What oranges there are, however, are of fair quality, though cold storage has injured the St. Michael's to some extent, but this line is practically out of the market. Prices are down nearly 50 per cent. with the prospect of a further decline.

Lemons—The demand for this fruit is moderate but steady. The market has little "go" in it, for the reason that the quality can hardly be called fair, being mostly hard and coarse.

Bananas—Are still in the market, with supply fully equal to the demand, which is variable. The changeable weather makes this a most unsatisfactory fruit to handle. There is neither pleasure nor profit in it.

Pork—Took a big jump last week, the advance being from \$1.50@2.50 per barrel. The corner on mess pork fully accounts for the rise in that cut, while strong demand and weak supply is to blame for the rest of it. Any prediction for even a week ahead would, most likely, prove to be away off, but if the strength of the past few weeks is any criterion, the prospects for pork are good.

Corn Syrup—The advance in corn is having its effect on syrup, manufacturers having advanced their quotations 1c per gallon.

Coffee—Manufacturers of package brands have advanced their quotations ½c.

Purely Personal.

Frank Hamilton, the Traverse City clothier, was in town over Sunday, on his way home from the World's Fair.

J. J. Herrick, of Herrick Bros., grocers at Lansing, is, with his wife, visiting his uncle, E. J. Herrick, the Monroe street grocer.

Geo. R. Mayhew, the Monroe street shoe dealer, has gone to Mt. Clemens to seek relief from the attacks of Old Rheum.

H. Montague, manager of the Hannah & Lay Mercantile Co., at Traverse City, was in town a couple of days ago on his way to Chicago and the World's Fair.

The heartfelt sympathy of the trade will go out to Lester J. Rindge in his great bereavement, the death of his wife. Mrs. Rindge was a woman of rare accomplishments and was honored and admired by a large circle of friends.

L. M. Wolf, the Hudsonville merchant, tells a good story on M. S. Goodman, Secretary and Treasurer of the Hazeltine & Perkins Drug Co. It appears that Goodman spent Sunday with Wolf a short time ago and that the host invited him over to the creamery to take a drink of buttermilk. Instead of dipping the glass in the buttermilk jar, Wolf attacked the can of separator cream instead, greatly to the delight of Mr. Goodman, who pronounced the "buttermilk" richer than the cream he is in the habit of getting from the city milk man.

Continued from Page 20.

probably, about 300 pounds per week. In shell goods the following would be a fair estimate: live soft shell crabs, about 450 dozen per annum, and about 200 barrels of shell oysters and clams per annum.

The fish trade, including everything that the term implies, has more than trebled within the past ten years. One of the houses above enumerated did a business last year amounting to over \$68,000. Lovers of fresh salt water fish no longer sigh for a return to the "little cottage down by the sea," for in the fish markets of Grand Rapids may be found fresh cod, haddock, halibut, blue fish, salmon, red snappers, bonito, mackerel, weak fish and sea trout.

F. J. DETTENTHALER.

Crockery and Glassware.

The trade in crockery and glassware has seen great changes in this market in the past ten years—changes not to be measured alone by dollars and cents, although the figures would easily show an enormous increase, but in the facilities for doing business in the new blocks and warehouses, and especially in the Custom House, which enables the buyer in this city to enjoy privileges in the way of prices and conveniences in handling which were only possible before to the largest cities in the country.

Owing to these advantages, there have come into common use the daintiest products of the English, French and German factories, and these new lines of highly-finished, thin decorated ware are from 25 to 50 per cent. lower than similar goods made in our American factories, and but little higher than the white ware so universally used a decade ago.

The business now extends also into the finest art goods, and there is a steady demand for the most celebrated and expensive wares, such as Sevres, Dresden, Vienna, the English Royal Worcester, Doulton, Cauldon and others. Perhaps the most popular of all is the beautiful Dresden china, owing to its sweet and pretty decorations, which have been sent out in similar patterns from that famous old city for nearly 200 years. The dealers in this city are now able to carry some of the handsomest pieces of this china, as well as many other frail and beautiful wares unthought of here ten years ago.

In glassware there has been a corresponding increase, until we have now heavy and varied stocks in every department of the line. F. E. LEONARD.

Grains and Feedstuffs.

Wheat—The market is brightening, the upward tendency being more marked and stronger than for many months. The quality of the grain is considerably above last year's, with a consequent improvement in the quality of the flour. The cereal is moving better than last week, and what comes to market is readily taken.

Corn—Higher than last week. The dry weather has forced farmers to cut before the grain was ripe to save the fodder. Corn is, therefore, likely to be scarce and high.

Flour—Active and steady without a change or new feature of any kind.

Bran—No change. Everything taken as soon as ground.

Middlings—Steady, without change.

Fred H. Ball and family have returned from the World's Fair.

TEN YEARS OLD.

Progress of "The Tradesman"---Biographical Sketch of Its Career.

With the issue of last week THE MICHIGAN TRADESMAN closed its tenth year of publication. The issue of this week therefore marks the beginning of a second decade, which the publishers hope will compass as many improvements and additions to the publication as the past ten years have witnessed.

It is needless to state that the expectations indulged in when THE TRADESMAN was established have been more than realized. The editor's faith in his undertaking was sanguine, but he had no idea that within the space of ten years it would develop into a handsome property and become so prominent a feature of the commercial life of the State that it would be referred to with pride, and consulted with confidence, by a large portion of the merchants of Michigan. The achievement of such a result is due quite as much to the broad-minded liberality of its patrons as to the far-sightedness of its founder.

Of the future intentions of THE TRADESMAN, little need be said. Its career has been marked by progress and improvement at every step and it is putting it mildly to state that the past is an earnest of what the future has in store.

In general, however, it may be stated that the policy of the past will be continued in the future. Frankness in statement and honesty in action will be the guiding stars. No attempt will be made to build itself up by tearing down others. The aim of the editor will be to make a paper that will be especially adapted to the everyday wants of the people who take it and pay for it. It may not be up to the high standard of some similar journals in the larger cities, but the cordial manner in which it is supported by both subscribers and advertisers proves conclusively that it meets their requirements to a degree that ensures a continuance of their patronage.

Biographical.

The first issue of THE TRADESMAN appeared Sept. 26, 1883, being the culmination of a desire which had been cherished by the founder for three or four years. In furtherance of this idea the following circular was printed and mailed to the wholesale trade of this market in 1880:

To the Wholesale Trade of Grand Rapids:

Recognizing the fact that for several years the various branches of the Wholesale Trade in this City have felt the need of an authorized representative of their interests, and that the retail tradesmen who look to this market for their supplies have felt the want of a reliable commercial guide, the subscriber is pleased to announce that in case sufficient encouragement is extended to the undertaking, he will shortly begin the publication of "THE MICHIGAN TRADESMAN," a weekly trade journal issued from the Grand Rapids market, paying especial attention to the wants of the patrons of this mercantile center, and yet being of such a general character that it will be of interest to all engaged in wholesale or retail traffic anywhere.

It will be the aim of the publisher to make the contents of the journal as varied and interesting as possible. One entire page will be given to current quotations, furnished by representative wholesale dealers, and a weekly review of home and foreign markets will be carefully prepared by a competent writer on the subject. The movements of retail dealers and the business changes of all who are in any way connected with the various branches of trade will be chronicled. The "Gripsack Brigade" will be given due prominence in a department which will be conducted by a

retired traveler. Original and selected articles of interest to the trade and a judicious compilation of the mercantile news of the day will also be an especial feature of the journal.

"THE MICHIGAN TRADESMAN" will not partake of the nature of an advertising sheet, which is dependent entirely upon the generosity of advertisers, but rather will rely for support upon an extensive and good paying subscription patronage from retail dealers, which will be seen

they were identified with the project by reason of the advice and proffered support they had given it in advance of publication. It is a noticeable fact that these men have remained steadfast supporters of THE TRADESMAN, nothing short of death causing them to relinquish their patronage.

The first issue was heartily welcomed by the trade, both wholesale and retail, but many shook their heads and regret-

premium. Fortunately, such periods have been few and far between, and they are chiefly valuable to any business by reason of their inculcating in the minds of all the value and necessity of self-reliance.

Makers of the Paper.

At the inception of THE TRADESMAN the name of E. A. Stowe appeared as editor and proprietor. Six months later the ownership was changed to E. A. Stowe & Bro. by the formation of a co-partnership with W. A. Stowe. Seven years later the property was merged into a stock company under the style of the Tradesman Company, which has a paid in capital of \$30,000, and takes front rank among the dividend paying corporations of the city.

In the editorial supervision of the paper there has been no change since the beginning, E. A. Stowe having continuously dictated its editorial policy and been absent from the office but one issue of the paper. That he has made mistakes—many of them, in fact—he is frank to admit, but they have been errors of incident rather than intention, and an indulgent clientage has, in most instances, cheerfully overlooked and condoned them.

During the career of the paper it has had the benefit of the best thoughts of some of the best writers on trade topics, enabling it to maintain the claim that it is the most widely quoted of any trade journal in the country.

The late F. H. Spencer, of Saranac, was a regular contributor up to the time of his death, his "Leisure Hour Jottings" having become a feature which was sadly missed when it ceased appearing.

The "Solomon Snooks" sketches, from the pen of O. H. Richmond, rapidly took rank with the contributions of many humorists of national reputation and several of them are still making the rounds of the papers in this and foreign countries.

Frank H. Howig was for several months on the staff of the paper and did excellent work in several directions.

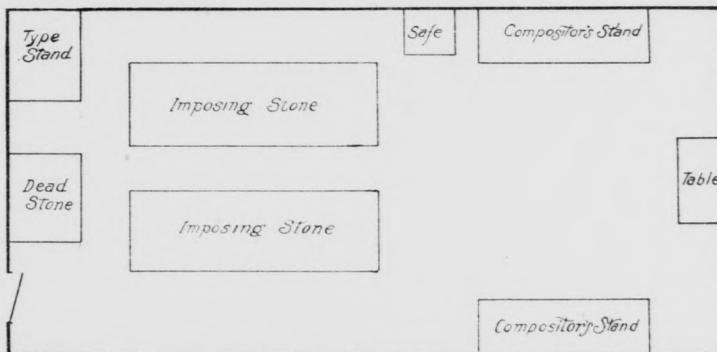
E. A. Owen has been a regular contributor for several years, having covered nearly every subject within the range of commercial affairs and won warm encomiums from all sides. Few writers are more widely quoted and few command a more respectful hearing.

S. P. Whitmarsh has been an occasional contributor for nearly two years and has invariably written well. His articles evince careful study and painstaking preparation and have come to be considered authoritative on the subjects discussed.

T. H. Thurston and Geo. L. Thurston have written altogether too little for our columns, consequent upon the increasing demands of their own growing business. Their contributions are always welcome, being based on actual experience behind the counter, and pointing morals apparent to all.

In April of this year the position of assistant editor was tendered to, and accepted by, Daniel Abbott, a newspaper worker of considerable experience in this country and Canada. Mr. Abbott has already left his impress on the paper and THE TRADESMAN trusts the connection will be pleasant and profitable to both.

It is to be regretted that time and space preclude the mention of many other



BIRTHPLACE OF "THE TRADESMAN."

cured immediately after the publication of the paper is begun. Until that time the paper will be sent gratuitously to all merchants doing business in towns contiguous to Grand Rapids. A limited number of advertisements from reputable houses are solicited and will be given equal prominence. With a view to ascertaining whether the sentiment in favor of a publication as above described is strong enough to ensure it a living support, the prospective subscriber will shortly call upon the leading representatives of the trade here, and for the purpose of receiving assurances of support.

Bespeaking kind consideration for the project, I am, very truly,

E. A. STOWE.

fully predicted that the limits were too circumscribed to admit of success. These gentlemen have since acknowledged their mistake and cheerfully wheeled into line as patrons and well-wishers. The first issue contained the advertisements of Cody, Ball & Co., Spring & Company, H. Leonard & Sons, Hazeltine, Perkins & Co., Putnam & Brooks, Jennings & Smith and Calkins Bros., all of whom except Calkins Bros., who are out of business, are still represented in our columns, although the firm names have been changed in some cases.



PRESENT HOME OF "THE TRADESMAN."

Similar circulars were issued and mailed in 1881 and 1882, but the responses were so few and feeble that the project was deferred. In the meantime the necessity for such a criterion was demonstrated by correspondence and communication with several hundred retail dealers in all parts of the State, numerous pledges to subscribe for such a journal being secured in this manner, so that when the first number made its appearance it was welcomed by several hundred merchants who felt that

From seven advertising patrons the list has increased to seventy-five, while the subscription list has expanded from a few hundred to the largest paid list of any journal of its class in the United States.

It would be untrue to convey the impression that there has been nothing but smooth sailing all the time for the past ten years. On the contrary, there have been dark days which seem to be inseparable from every business, when patrons appear lukewarm and friends are at a

special writers whose contributions have appeared with less regularity than those above referred to.

The hearty thanks of THE TRADESMAN are hereby tendered to all who have assisted, in any way, in bringing the publication to its present high standard, and it is to be hoped that all will strive equally as hard to eclipse the record of the past during the years which are to come.

Homes of the Paper.

THE TRADESMAN's first home was a little room on the third floor of the Eagle building, at 49 Lyon street. The space was as limited as the resources of the business, but in less than a year the cramped quarters were increased by the addition of an adjoining room, which became the mechanical department, when the original office was used as an editorial room and received accessions in the shape of carpet, desks, telephone, etc. As the business of the office increased, two additional rooms were taken, giving the firm the use of an entire floor, with the exception of one small room. In 1888 the business had grown to such proportions that a change of location, was imperative and in November of that year the three-story and basement building at 100 Louis street was leased for a term of five years. This lease has been renewed for another five years, at the end of which time THE TRADESMAN confidently expects to be housed in a building of its own.

Predecessors and Competitors.

Various attempts had been made to establish trade journals in Grand Rapids prior to the inauguration of THE TRADESMAN. J. D. Dillenback, who was responsible for three or four abortive ventures in the newspaper line, undertook to establish the Grand Rapids Advertiser in 1869. It was a likely looking quarto, and enjoyed a fair degree of patronage, but lived only one year. In 1878 Mr. Dillenback and a gentleman named Beagle established the Grand Rapids Price Current. It was published weekly and contained market reports and considerable news of a commercial character, but the publishers were hampered by lack of capital and the paper suspended after a career of three or four months.

Since THE TRADESMAN was established, several unsuccessful attempts have been made to create a competitor in the same field, but the only venture which has seen the light of day was the Business Reporter, which was started in 1887 by the late W. A. Innes and E. A. Antisdel. It lived two months and its demise was hardly noticed.

In 1884 A. S. White began the publication of the Business Reporter at East Saginaw, with a view to dividing the patronage accorded THE TRADESMAN in that field. It lived nine weeks and suspended without notice to its patrons.

Shortly after the establishment of THE TRADESMAN Richard Wilby, a merchandise broker, began the publication of the Detroit Commercial. It waged a bitter warfare against THE TRADESMAN and continually sneered at the pretensions of Grand Rapids as a jobbing market. The publication subsequently passed into the hands of John H. Brownell, dying a peaceful death soon afterward.

In 1886 Mr. Brownell established the Detroit Grocer and Butcher, a name afterwards exchanged for that of Herald of Commerce, which is now edited by L.

S. Rogers. For some reason it has been the policy of this journal to antagonize THE TRADESMAN and the Grand Rapids market, but all attacks have been ignored, both by this paper and the market from which it emanates.

Graduates from the Office.

As a college is proud of its graduates, so THE TRADESMAN is proud of the young men and women who have gone out from its roof into other fields of usefulness, cherishing pleasant memories of the time they spent in the companionship of the paper.

W. A. Stowe was identified with the business from its inception, and occupied the various positions of compositor, foreman, bookkeeper and assistant manager, retiring in July, 1892, to embark in the wholesale paper business on his own account, in which enterprise he is meeting with deserved success.

Jas. Irwin Marshall, who was the first regular compositor on the paper, is now on the road for the Garden City Sand Co., of Chicago.

Harry M. Royal came to THE TRADESMAN when it was about six months old, being employed first as compositor. He rapidly rose to the position of foreman, and, after five years' faithful service, resigned to establish the Shelby Herald, which he has conducted with signal ability and success. He is a representative citizen of Oceana county, being in a comfortable position, financially, and is on the broad highway to political preferment.

Rufus A. Freeman, who served the office several years in the capacity of pressman, is now one of the proprietors of a press repair shop in New York City, which is in receipt of a lucrative patronage.

Miss Emma L. Parsons, who filled the position of bookkeeper several years and left a record of faithfulness which is worthy of emulation, is married to Prof. John L. Snyder and resides in a handsome residence of their own in Detroit.

Miss Sila E. Hibbard, who held a clerical position until compelled to relinquish it by rheumatism, keeps house for her widowed father on the West Side.

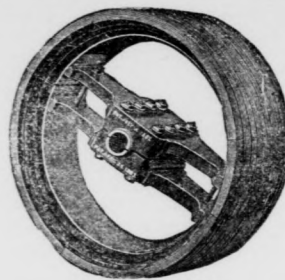
Miss Edith Freeman, who held a similar position until alienated from the office by the claims of matrimony, is now known as Mrs. D. C. Scribner and presides over a happy home on State street.

Last, but by no means least, is Mrs. E. A. Stowe, who was present when the paper was born and gave the business painstaking attention for several years in the various capacities of subscription clerk, proof reader and amanuensis. Her hand has not yet lost its cunning and the cares and duties of maternity have not entirely weaned her from the work of which she was so many years part and parcel.

Personnel of the Office Force.

For the sake of having a record of all who are actively connected with the paper on this anniversary, a census of the office has been taken, with the following results:

Editor and Manager—E. A. Stowe.
Assistant Editor—Daniel Abbott.
Stenographer—Franc Smith.
Book-keeper—Lizzie E. Rowley.
Subscription Solicitor—M. J. Wrisley.
Printing Department—B. H. Howig, superintendent; Judd Phillips, Henry Patterson, Martin Schram, Wm. J. Griffin, Alvin Talbott, Jos. Dietz, Alex. Smith, John DeBoe, Geo. Fox.
Engraving Department—W. N. Fuller, superintendent; Cora J. Cady, Alfred Kuenzel, Otto Miller.
Binding Department—Frank Bliss, superintendent; Nettie Stuck, Millie Rice, Dee Mills, Earl Smith.



DODGE

Independence Wood Split Pulley

THE LIGHTEST!
THE STRONGEST!
THE BEST!

HESTER MACHINERY CO.,

45 So. Division St., GRAND RAPIDS.

ARE THE TIMES HARD?

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

TRADESMAN COMPANY,
GRAND RAPIDS.

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. **WHOOPIING COUGH** SAFE, CERTAIN!

"My customers are well pleased with that invaluable medicine—Peckham's Croup Remedy. I recommend it above all others for children." H. Z. CARPENTER, Druggist, Parkville, Mo.

"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.

Our Specialty!



CHILDREN'S SHOES

And Shoe Store supplies.

HIRTH, KRAUSE & CO.,

12 & 14 Lyon Street,
GRAND RAPIDS, MICH.

Quick Sellers.

WHAT?

THE NEW FALL LINE

Manufactured by

SNEDICOR & HATHAWAY,

DETROIT, MICH.

All the Novelties in Lasts and Patterns.

State Agents Woonsocket and Lyeon Rubber Co.

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

CUSHMAN'S Menthol Inhaler
CURES
Catarrh, Hay Fever, Headache, Neuralgia, Colds, Sore Throat.

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

Prevents and cures
Sea Sickness

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

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

HEROLD-BERTSCH SHOE CO.

Wholesale

Boots AND Shoes,

5 and 7 Pearl St.,

GRAND RAPIDS,

MICH.

Agents for Wales-Goodyear Rubber Co.

Orders by mail given prompt attention

S. A. MORMAN,

Wholesale Petoskey, Marblehead and Ohio

LIME,

Akron, Buffalo and Louisville

CEMENTS,

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

WRITE FOR PRICES.

10 LYON ST., GRAND RAPIDS.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

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

Capital, \$300,000.

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

F. H. WHITE,

Manufacturers' agent and jobber of

PAPER AND WOODENWARE,

125 Court St., Grand Rapids, Mich.

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber.

The Panic of 1873.

It is always interesting to compare events of similar character. Sometimes the presence of a general law is thereby discovered which, properly understood, enables the student to foresee the results of certain courses of action. Again, the dissimilarity of the causes producing like results enforces its own peculiar lesson.

What the present panic may yet have in store for us no one is wise enough to predict, but it can be safely affirmed that it has not, up to the present time, been nearly so disastrous as the panic of 1873. That was a real cyclone, in comparison with which the present one would be classed as a rather severe gale of wind. The panic of 1873 had been preceded by a rage of speculation which began soon after the close of the war in 1865. This speculation took its rise in premature and excessive railway building. During the war the building of new railways came almost to a standstill. The capital and labor of the nation for four years were applied almost exclusively to military and naval operations. When the armies were disbanded and the nation's floating debt was funded, the field of enterprise in the West was entered upon with a feeling of high exuberance and enthusiasm. The first Pacific railway was opened for business in 1869. Great numbers of the enterprising and the capitalist classes were enabled, by this avenue, to see something of the vast resources west of the Missouri River. The glimpses thus obtained were very attractive, and the policy which then prevailed at Washington of giving away the public lands to people who would agree to build railways through them stimulated in the highest degree this speculative zest.

At the beginning of 1869 there were 170,208,000 acres of land available as the basis for railroad bond issues. This was, for the most part, good agricultural land. The world had never seen such a chance to make money. Capitalists rushed in from Europe as well as from America to get some of the profits of this dazzling Golconda. Railway building took an unexampled start. From 1859 to 1869 the annual increment of new mileage was under 2,000 miles per year. In 1869 it rose to 4,953 miles, in 1870 to 5,690 miles, and in 1871 to 7,670 miles. In 1872 there was a slight decrease from the mileage of the previous year, there being 6,167 miles of new railway completed.

Here were nearly 25,000 miles of new railway constructed in four years' time. It was a necessary adjunct to this feat that there should be a great speculation in iron and also in lands and town lots. Mills and furnaces multiplied on every hand, and as these could not possibly supply the demand for rails, cars and locomotives, there was an enormous importation, also. The speculation so rampant in iron and in town lots extended, of course, to other things, so that the period (1869 to 1873) became one of the most remarkable "booms" that this or any other country ever saw.

The appearance of abounding prosperity which distinguished this period was darkened on the 17th of September, 1873, by the failure of the New York and Oswego Midland Railway. There was a tumble in stocks, and this became a panic on the following day, when the banking house of Jay Cooke & Co. failed. The decline in the stock market, when this event became known, ranged from 1 to 10 per cent. On the next day nineteen other banking and brokerage houses in New York, and eight in Philadelphia, failed. On the next day (the 20th) the Union Trust Company closed its doors, with liabilities of \$6,000,000. This event took away what little reason was left in the Street. Western Union Telegraph shares fell thirty-five points and New York Central eleven points, although the latter had the powerful support of Commodore Vanderbilt. The Bank of the Commonwealth and the National Trust Company closed their doors, the Canada Southern Railroad failed, and the Stock Exchange closed its doors and did not reopen them for ten days.

At this juncture an appeal was made to the Treasury for assistance, and Secretary Boutwell, after consultation with

President Grant, decided to pay out a large sum in greenbacks that had been retired under a previous law of Congress, but not cancelled. It was decided to consider this a reserve, and to use it in the purchase of Government bonds. Twenty-four millions was thus disbursed with great rapidity, but without producing any good effect. The bonds so bought belonged mostly to savings banks, and these banks locked up the greenbacks which they received, and held them in anticipation of a run on themselves, which did not take place. Very little, if any, of this money found its way into commercial circles.

On the 23d there was a general bank suspension throughout the country, except at Chicago. In the latter city five banks failed. In New York, Philadelphia, Baltimore, Cincinnati, and St. Louis the clearing houses adopted the pooling plan of loan certificates, and the example was followed by all cities which had clearing houses, and with very good effect, because it allayed public excitement and prevented runs which otherwise would have taken place everywhere, as in the panic of 1857. The banks refused to pay currency, except on small checks or in cases where it was needed to pay wages. All other checks were certified as "good through the clearing house." It was one of the phenomena of this panic that currency bore a premium over certified bank checks. On the 26th of September it was from 3 to 5 per cent. This was the highest rate of premium. The total amount of clearing house certificates in New York at any one time was \$22,000,000. On October 2d the premium on currency over certified checks fell to 1 per cent., then to $\frac{1}{2}$, then to $\frac{1}{4}$, then to $\frac{1}{8}$, and finally, on the 31st of the same month, it disappeared altogether. The last clearing house certificates were redeemed on the 1st of November, at which time complete resumption on the part of the banks took place.

The panic proper ended at this point, but the consequences of it, in commercial circles, lasted till 1879. The mercantile failures in the three years following the panic reached \$650,000,000, and the railway defaults \$563,000,000, plus \$226,000,000 such defaults that had occurred before the September panic began.

Some of the Causes of Failure.

Purchasing too large quantities of goods on limited capital.

Extending large lines of credit on long time.

Lack of good judgment in assorting the purchases.

Competing on prices below a safe margin of profit.

Want of sufficient capital to sustain the business.

Extravagant methods of conducting business.

A disregard for the interest of the public.

Spending too much money for personal expenses.

Not sufficient nerve to cope with difficulties.

A lack of business sagacity, or commercial tact.

Depreciation of values due to goods being carried long in stock.

A mistake in the location and class of trade.

Undue anxiety to transact a large business for "love."

Dependence upon one class of customers for support.

"Witty, Wise and Timely."

The Kalamazoo Guide republishes a recent contribution from the pen of Mr. Owen, commending it editorially as follows:

We print elsewhere in full a very interesting article on "Bubble-Blowing," written by E. A. Owen for THE MICHIGAN TRADESMAN. Everybody ought to read it. It ought to be published in every newspaper in the country. It may not fully explain the "true inwardness" of the present financial situation, but it cannot be denied that it throws a flood of light on the subject. It is witty, wise and timely.

Use Tradesman Coupon Books.

MOSELEY BROS.,

... JOBBERS OF ...

Seeds, Beans, Fruits and Produce.

PEACHES furnished daily at market value. If you have any BEANS, APPLES, POTATOES or ONIONS to sell, state how many and will try and trade with you.

26, 28, 30 and 32 Ottawa Street.

HERCULES POWDER



SEND
FOR
DESCRIPTIVE
PAMPHLET.



Stamp before a blast. | Fragments after a blast.

STRONGEST and SAFEST EXPLOSIVE

Known to the Arts.

POWDER, FUSE, CAPS, Electric Mining Goods

AND ALL TOOLS FOR STUMP BLASTING,

FOR SALE BY THE

HERCULES POWDER COMPANY,
40 Prospect Street, Cleveland, Ohio.

J. W. WILLARD, Manager.

HERCULES,
THE GREAT STUMP AND ROCK
ANNIHILATOR.

AGENTS FOR

Western Michigan.

Write for Prices.

THE VOIGT MILLING CO.
Proprietors of the
Crescent Roller Mills

ROYAL
CRESCENT
WHITE ROSE
FLOUR

GRAND RAPIDS, MICH.

THE ABOVE BRANDS,

Royal Patent, Crescent, White Rose,

Are sold with our personal guarantee.

If you are not now handling any of our brands, we solicit a trial order, confident that the excellent quality of our goods and the satisfaction of your customers will impel you to become a regular customer.

Correspondence solicited.

VOIGT MILLING CO.

BUSINESS IN DULL TIMES.

What Merchants May Do To Improve It.
N. C. Fowler in Montreal Gazette.

In presenting this article on general publicity and business development, it is best for me to formally state that I have no interest in this paper, or in any other paper, and that I am neither directly nor indirectly connected with any medium of advertising space. I am simply attempting to tell you of the truth of successful publicity, as I see it, and as I know it is seen by the best business men of the country.

Five parts of alleged know so, four parts of guess so, one part of something, and you have the composition of business depression.

There is reason for everything, but mighty little of anything is founded on reason.

Half the people are sheep, and half the rest are lambs.

Ten per cent. of the folks in every community do the thinking for 90 per cent.

The reason in most people is what they think is reason, without thinking much about it, anyway.

He who is sick would not be half so sick if he didn't think he is twice as sick as he is.

Confidence is success.

Lack of confidence is failure.

Faith in business is business.

What you think is so is practically nearer so than that which is really so.

He who thinks he is successful generally is successful.

In every ailment, physical, mental, or of business depression, something is generally the matter, but imagination magnifies that matter to hundreds of diameters.

When there is slight excuse for business depression, and money becomes tight, because each individual makes it tight by locking up everything he has, demanding payment from debtors, and refusing to pay creditors, there is reason for depression, but there is no reason for this reason.

In nine cases out of ten, business owes its depression to the depressed thoughts of depressed men who imagine they are depressed because they think they are depressed.

How long would a steamboat captain hold his job who banked his fires and slowed down during a storm? The successful navigator crowds on steam, not an unsafe amount, but enough to keep his vessel moving as rapidly in storm as in calm, and sometimes more rapidly.

There is equilibrium in motion.

Equilibrium is safety.

Most business men, as soon as they find business is dull, refuse to look for the cause, and simply work themselves up into a frenzy of depression, cut expenses in every way, talk hard times, show hard times in their faces, give a hard-times appearance to the store, and get exactly what they expect—no trade.

The progressive merchant arranges his counters more attractively, piles his goods higher than usual, decorates his windows, burns more gas, brushes up everything, put a new coat of paint on the outside, looks animated, diffuses his enthusiasm into every clerk, advertises more extensively, and gets the bulk of the business.

There are selling seasons, and there always will be, but people wear out clothes and shoes as much in dull times as in flush, and the dull-times stomach will have its accustomed food anyway.

There are few men who punish their stomachs for the sins of their business.

People eat about the same, and all the time. There might be a slight economy in their eating, but still they eat.

Men may not buy as much furniture in dull times, nor a good many other things which they can wait for, but they buy necessities and perishable luxuries, for their stomachs must be filled and their bodies must be clothed.

The majority of men in dull times feel the want of those things which they think they cannot have more keenly than during the season when they can afford to have what they want; therefore they see a great many things they think they

want because they think they can't have them.

In hard times they select many new articles, to be purchased when times change, and the progressive man who presents his goods prominently before the public when they think they can't afford to have them, is the man who will sell the bulk of these things when times become better; and times always do become better.

The leading magazines are filled with advertisements. Their difference in quantity is imperceptible, whether the times be flush or bad.

The local dailies and the local weeklies contain almost as much advertising in dull times as in flush, because the old fogies pull out, and the progressive men increase their space.

The statement I make, that dull times offer an unusually good opportunity for general local trade-pushing and advertising, I back with the experience of many years, and the positive knowledge of hundreds, if not of thousands, of advertisers who never think of cutting publicity expenses during dull times, and who advertise then, first, because it always pays to advertise; second, because they pull trade away from the drones who are afraid to advertise, and thereby build up trade for keeps; third, because people make up their minds to buy when good times come, and will buy of the

man who makes the best hard-time announcements.

There is no objection whatever to advertising the hard times, provided you make the advertisement so bright and forcible that people will believe that the times are hard everywhere except at your store.

Trades Union Folly.

Work on the new wing of the beautiful Mutual Life Insurance building, in New York City, has ceased. The building, which is to be fourteen stories high, has been carried up ten stories, and the electric wiring is going on in it. So far the wire men have cut holes for themselves, eight men being constantly employed in the building for that purpose. It seems, however, that some bricklayers, who were out of work, saw them, or heard of them, and appealed to their union to get the wire men out and themselves put in. A deputation of bricklayers accordingly waited upon the superintendent of the building and demanded that the work of cutting holes in the walls should be given to them. They informed the superintendent that if this modest request was not complied with, all the bricklayers in the building would strike. While the superintendent was considering the matter, the walking delegate of the Electric Wire Men's Union appeared on the scene, and gave notice that if bricklayers were

employed to do the cutting, all the wire men in the building would strike. As the building could not go on without both kinds of workmen, the superintendent concluded to do nothing, but let the two unions settle the dispute for themselves; and the bricklayers in the building, forty-eight in number, accordingly dropped their tools and departed.

Posters for Hayseeds.

A correspondent of the New York Herald suggests that a large number of bright-colored posters, giving warning of the operations of green goods sharks, should be prepared by the proper authorities and sent out to the rural neighborhoods for the benefit of the "hayseeds." These people, he says, do not read the papers, and consequently miss the warnings therein published, but a flaming poster would catch their eyes every time. This suggestion would be very pertinent but for the fact, evident in all the cases reported, that the victims of the swindlers are not of the bucolic simplicity which it supposes. Most of them are would-be scoundrels, who imagine that they are shrewd enough to beat the sharpers at their own game. The posters would simply serve to advertise the business and increase the crop of fleeced rascals.

The President of the United States of America,

To

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

GREETING:

Whereas,

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore,

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

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

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

Witness,

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

[SEAL]

ROWLAND COX,

Complainant's Solicitor

[SIGNED]

S. D. OLIPHANT,

Clerk.

A DECADE'S PROGRESS.

Material Advance of the Local Market for Ten Years Past.

When THE TRADESMAN was established, ten years ago, it was the custom of some large merchandise buyers who visited this market for goods to request that their names be withheld from publication, as they did not wish it generally known that they bought goods in the Grand Rapids market.

To-day the same men, in visiting the city on purchasing expeditions, not infrequently call on THE TRADESMAN, but instead of asking that the visits be kept secret, it is not unusual for them to remark, "Don't forget to state that I have been in town, buying goods."

No remark more fully illustrates the progress made by this market during the past ten years than this, as it shows conclusively that it is no longer necessary or desirable for a man to excuse himself for having purchased goods in this market. This result has been brought about by aggressive and persistent effort on the part of the wholesale trade, which has spared no pains or expense to prove to the retail dealers naturally tributary to the Grand Rapids market that Grand Rapids is entitled to their patronage and that Grand Rapids proposes to secure it if right prices, prompt shipments and courteous treatment are essential factors in the trade. How well the wholesale trade of this market covers the field to which it is legitimately entitled, and the rapid strides it has taken in the past decade, are thus described by a leading representative of each branch of business:

Ten Years of Manufacturing.

Grand Rapids has many business enterprises of which the public take little observation; yet they have contributed in no small degree to the development of our city.

THE TRADESMAN is one of these institutions, and its career illustrates the indomitable energy which has given Grand Rapids its present position. Our natural advantages are and always have been limited, but of men with energy and untiring industry we have had many—men with "days' works" in them—ready to do their work, day after day, year after year,

if need be, until success was achieved.

This is THE TRADESMAN's record, and to-day it stands at the head of commercial papers in Michigan—perhaps the whole Northwest; yet the general public hardly know that an enterprise of such importance had its birth and home in the Valley City. It is fitting that it should celebrate its tenth anniversary, a decade of which it and its publishers can well be proud.

When speaking, a day or two ago, of this phenomenal success, the writer remarked that Grand Rapids was peculiar in one feature—that all or nearly all of its successful enterprises are the efforts of men who, from their youth, have been identified with our city.

These concerns, like THE TRADESMAN, were weak when launched upon the world, but here they grew and to-day we have our fair city as the result.

During the life of THE TRADESMAN—this decade from 1883 to 1893—seventy-six new manufacturing establishments, now in successful operation, were started in our city by Grand Rapids men. There may be many more; the writer has counted up seventy-six due to its own citizens. We would not disparage the benefits from institutions brought into our city, but wish to commend the development so relatively large from our own efforts.

We will call these seventy-six Home Institutions. Some are of magnificent proportions and represent varied industries; five employ over 1,000 workmen; none are furniture manufactories, yet many have sprung into existence in response to demands created by our great furniture interests, as the manufacture of carving tools and machinery, furniture casters, wood carvings and mouldings, which are shipped wherever furniture is manufactured; exhaust pipes and machinery, devices invented here and now indispensable in the outfit of wood-working factories; wood engraving and electrotyping in the production of catalogues, which in artistic excellence are not excelled anywhere. Furniture manufacturers in other cities would think themselves excluded from the markets if they could not procure their photographs and beautifully illustrated catalogues from Grand Rapids

establishments. The writer recalls the first illustrated trade catalogue issued from Grand Rapids; the visits to New York required; the delays and expense incurred. A copy is now before him and it appears very crude when compared with the *editions de luxe* now supplied the trade from our publishing houses; yet this first little catalogue is but little more than ten years old.

The writer has not referred to the remarkable development of our furniture manufacturing. That we all recognize, but these contributory establishments are not so well known. How many of our people realize that we have the largest fly-paper manufactory in the world; an institution as unique as its factory premises are handsome; a Grand Rapids enterprise from the invention of its ingenious machinery to the present success?

Many of these establishments are extensive and complete in all their appointments; others, to-day, may be small, but the decade now before us may see them step into prominence, taking and making their share of the reputation so dear to the hearts of all Grand Rapids people.

Other examples of the growth the past decade has seen may be given. Mention can be made of the high development which our architects and factories have accomplished in furnishing the complete interior hardwood finish for modern houses. Several factories make a speciality of this and ship their product to nearly every state in the Union. This branch of manufacturing was unknown ten years ago, but now affords employment to many workmen.

Another feature of the decade is the semi-annual exhibit now made in Grand Rapids by the furniture manufacturers of the United States. This has assumed such proportions that whole blocks are occupied for this purpose and this year expensive buildings are being erected for the exclusive use of furniture manufacturers, who must exhibit their goods in this, the most important market in the country. The man who, ten years ago, would have suggested that Grand Rapids could erect eight or ten-storied buildings for this purpose would have been considered very optimistic indeed.

Were space given, much more might be related of the manufacturing development of our city during the first decade of THE TRADESMAN's existence; but this glance must suffice. Yet the writer cannot refrain from expressing the confident assurance that the next ten years will prove as honorable and prosperous to THE TRADESMAN and its founders as were the years of its youth.

WM. WIDDICOMB.

Ten Years of Banking.

To write a sketch of banking in Grand Rapids during the last ten years is but to show in figures a commercial development which has surely been steady and strong and an indication of very healthful conditions. We look in vain over the records to find the history of any speculative institutions founded upon the sort of rock which crumbles in times of pressure. The steady enlargement of the deposits brought about not only by new industries but by the earnings of the working man, who placed them in the bank that they might safely earn him something, has been a feature which shows how truly the banks and the people have common interests in building up this busy city.

In 1883 we notice but five banks in all, four National banks—the Old, City, Grand Rapids and Fourth—and the Grand Rapids Savings Bank. Most of these banks were then as strong and well managed as to-day and had an excellent business. The natural growth in the banking interests of the city since that time has been absorbed by the many new institutions which have come into existence as their need became apparent.

Five new banks have since opened their doors—the Kent County Savings Bank, in January, 1885; the Fifth National Bank, in April, 1886; the Michigan Trust Co., in July, 1889; the People's Savings Bank, early in 1891, and the State Bank of Michigan, in July, 1892. Each of these institutions has found a field for business and, together, they have attracted much idle wealth which might through their industry find safe and profitable investment. As heretofore stated, all of the banks are closely allied with the other industries of the city. The directors are men largely in-

OUR VALLEY CITY MILL

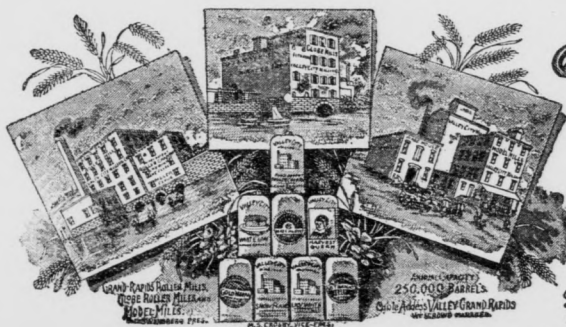
Has been completely reconstructed this summer with a full line of the latest and best flour mill machinery known, and it will afford us great pleasure to have you call, at your own convenience, and see what can be done in a modern flour mill.

Our plan has been, and ever will be, to give the people in "LILY WHITE" and "SNOW FLAKE" flour the very best possible productions that a careful combination of the best grades of wheat, milled by the most approved methods, will produce. How well we have succeeded the wide reputation and steadily increasing demand for these brands attest.

THE FAMOUS

LILY
WHITE
FLOUR

Will now be Finer than
ever.



OUR

ROLLER
CHAMPION

For a Fancy Patent has
no Equal.

To those who desire a STRAIGHT grade of flour we guarantee our "GOLD MEDAL" or "HARVEST QUEEN" to give perfect satisfaction. With three well equipped full roller mills we are in a position to offer the very best grades of spring and winter wheat flour.

Our "street car feed" has a wide reputation and is absolutely pure corn and oats scoured and cracked. When you need flour, feed or millstuffs get our prices before buying elsewhere. Give us a trial order, to compare quality as well as price, and we are confident you will be pleased to have your name added to a long list of regular customers to whom we hereby extend thanks for many past favors.

Very truly yours,

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICHIGAN.

interested in the city's progress, hence the banking policy is one of liberality and encouragement to all legitimate business.

Some comparison might not be out of place showing the figures of October 1883 and July 1893. If this comparison were made with the fall of 1892, a still larger increase could be shown, the unusual conditions of the present year having temporarily decreased legitimate deposits, which, without doubt, will again be made as confidence returns.

LOANS AND DISCOUNTS.	
1883.....	\$5,835,000
1893.....	8,083,000
CASH.	
1883.....	1,201,000
1893.....	2,068,000
DEPOSITS.	
1883.....	4,722,100
1893.....	7,961,000
CAPITAL STOCK.	
1883.....	1,900,000
1893.....	2,930,000
SURPLUSES AND UNDIVIDED PROFITS.	
1883.....	568,000
1893.....	714,000
STOCKS, BONDS AND MORTGAGES.	
1883.....	None.
1893.....	1,305,000

In the figures those of the Grand Rapids Savings Bank of 1883 are not included, because of the writer's inability to get them; but the result is practically as shown.

It is only fair to add to our estimates of financial strength in these days the sums invested by all classes of people in the various building and loan associations. Five hundred thousand dollars would not be too large a sum to add to our deposits from this source.

Our sketch may then be brief. This year is not one when bankers care to present long articles showing the pleasures or profits of banking. Grand Rapids may well be proud, however, of the institutions which have, during a time of extreme and unusual depression, been able to faithfully and fully meet any and all obligations upon demand in the currency of the United States of America, and do so without in any way injuring their ability to safely continue to satisfactorily handle the large commercial interests which so largely depend upon the banks for financial support.

CLAY H. HOLLISTER.

The Dry Goods Trade.

Outside of my own business, I am not prepared to contribute very much that would be of value to the many readers of THE TRADESMAN. True, I keep my finger on the pulse of the dry goods trade of the city, but as to general tabulated computations of figures which go to make up statistics, I can throw but little light on the subject, outside of my own business. I will say, however, that the ten or more dry goods houses of the city are, apparently, sound and in flourishing condition. Indeed, I am satisfied that the dry goods houses of Grand Rapids are as sound, financially, and have withstood, and are withstanding, the depressing times as well as, if not better than, those of any other city in the United States, large or small. The growth of the dry goods trade of our city has been fully commensurate with the remarkable growth of the city. Those who have a distinct recollection of the city's dry goods stores of ten years ago will have no difficulty in estimating at its true value, the phenomenal increase in wealth and refinement which the city has experienced during the past decade, if they will make a careful comparison between the stocks of that time and the great multiplicity of lines of fine and

costly fabrics which are found in the various departments of our city dry goods emporiums to-day. The dry goods houses which were established ten years ago are still in business and all show a healthy development. As to our own house, it is the oldest dry goods concern on Canal or Monroe streets. I have been engaged in the dry goods business in this city nearly forty years, having first entered it in 1854 in company with Amos Rathbun and David Burnett in the old Luce block. That was a long time ago and the average daily sales of \$50 seemed a matter of far greater importance than the three-quarters of a million dollars per annum trade I enjoy to-day.

When I entered the dry goods business in this city the carpet business was nowhere. To-day, Grand Rapids is headquarters for carpets, as it is for furniture—not that we manufacture them, of course, but as a distributing point. We are supplying railroads, hotels, theaters and elegant homes all over the country, from the Gulf of Mexico on the south to the Pacific Coast on the west. We also have an immense trade in Indiana and Ohio. We commenced to wholesale about twenty years ago, and this feature of our business has kept increasing until now we cover pretty much all of Western Michigan. Two other city dry goods houses also conduct a wholesale department, Voigt, Herpolsheimer & Co. and P. Steketee & Sons. We keep three men on the road and employ about 125 hands in the house in the various departments. The dry goods houses of the city all enjoy good credit and are amply able to meet competition anywhere in the country. As to the total annual dry goods trade of the city I would estimate it at fully \$3,000,000.

HENRY SPRING.

The Shoe Trade.

The shoe industry of Grand Rapids has kept pace with the growth of the city during the past ten years. The development is not confined to one branch of the trade—it is seen in the retail, wholesale and manufacturing interests alike. There are ten places where shoes are sold in the city to-day where there was only one ten years ago; and not only in number, but in the size and variety of the stocks carried, may be seen the same proportionate increase. Ten years ago there was but one wholesale establishment—to-day there are three; and notwithstanding the two additional ones, the annual business of the one in existence ten years ago has increased fully 75 per cent. The wholesale shoe trade of the city is, probably, not less than \$1,250,000 per year at the present time. The wholesale shoe trade of Grand Rapids has reached a point of development where it is abundantly able to meet all competition in supplying the States of Michigan, Ohio, Indiana and Wisconsin with footwear. The facilities for manufacturing shoes have been greatly improved, and the manufactured product has increased 60 per cent. within ten years. A wonderful revolution has been brought about during the past ten years in the general manufacture of shoes, by the aid of inventive genius and improved machinery. To-day the cheaper grades of shoes are made up in as good style as were the higher priced grades ten years ago; and not only so, but these same grades are about 20 per cent. cheaper than they were then. It is needless to

say that in this marvelous development of shoe manufacturing, Grand Rapids has kept abreast of the times. Ten years ago the retail shoe trade was confined to Canal and Monroe streets; now it is scattered all over the city. There are about 100 retail stores in the city where shoes are sold, and at a rough estimation I would place the total annual sales at \$300,000. As an evidence of the healthy condition of the shoe trade of the city, it is only necessary to state that since the money stringency began to paralyze business all over the country, squeezing the vitality out of so many business concerns, representing all kinds of business, there has not been one single shoe failure in Grand Rapids.

L. J. RINDGE.

The Hardware Business.

The changes that ten years bring about in the hardware trade of Grand Rapids are many. To think them all up and put them on paper is not an easy task, for as one grows older it is harder to date back to the time when any particular change came about. When one says, "One year ago such and such was the condition," upon investigation he is apt to find it was three or even five years ago. However, we are safe in saying that the last ten years have seen the hardware jobbing trade of Grand Rapids so developed that the representatives of either of the jobbing houses no longer have prices of Detroit or Chicago thrown at them, as we are already recognized as competing with all markets, and find no difficulty in securing for Grand Rapids its full share of trade.

Ten years ago but one house did a jobbing business. To-day there are two, with sales of not less than \$1,500,000 in the aggregate.

The greatest change has been in the steady decline in prices of nearly everything made of iron or steel, as well as the new articles that have come into general use. Wire nails ten years ago were not carried in stock. The iron cut nail was then used, sales running as high as 50,000 kegs a year. Then came the steel cut nail, which soon took the place of the iron, and then the wire nail began to show its head. At first the dealers were loath to take hold of them, and their first orders would be for ten kegs at a time. Now the iron cut nail is not made, the steel cut nail is not in demand, and 500 kegs would supply this market for one year, while it now takes 100,000 kegs of wire nails to handle the jobbing trade of Grand Rapids. When wire nails first came they were worth \$5 to \$6 per keg; now the price is less than \$2.

In all articles of hardware steel in a great many instances has taken the place of iron, and at much lower prices. To-day, owing to the lower prices of hardware, a merchant is obliged to do three times as much work to get the same net profit on his business as he reached ten years ago. Wages are higher, expenses are more, competition is greater, the percentage of profit is lower; consequently, in the volume of business and in close attention to credits lies the success of the hardware merchant of to-day.

SIDNEY F. STEVENS.

The Confectionery Business.

The candy business in the early days of Grand Rapids was of a very limited character. From the best information obtainable, the writer finds that a Mr.

Bidwell and his sons were the pioneers in manufacturing this line of goods in this city, keeping a small retail store on Monroe street, and making a very limited variety of sweets to supply the young market. This was in about the year 1855. Following the Bidwells, and about 1860, E. K. Powers engaged in the same line on Monroe street, manufacturing sufficiently to supply the demand, including some small jobbing trade. This concern was later changed to Powers & Waldron, who did quite an extensive trade, when F. B. Waldron succeeded, and he closed out after a struggle of two or three years. In 1865 a small retail place at the foot of Monroe street, located where Miner's hat store now stands, was opened by the Putnam brothers. This was a very modest affair comprising a stock of only a few dollars, but was increased from year to year until after the death of Joseph D. Putnam, when the firm was changed to Putnam & Brooks, and continued under this style until 1889, when the concern was incorporated under the laws of Michigan, and is now known as the Putnam Candy Co., Mr. Brooks at this time retiring and starting a new concern under the name of A. E. Brooks & Co.

It is a well-known fact that the growth of this branch of manufacturing has kept pace with all other lines, and that the goods made in this city are recognized as equal in quality to those of any other American market, and find buyers in all the states comprising the middle, western and southern part of our great country, the aggregate sales of which amount to fully a half million dollars annually, giving employment to an extensive capital and a large number of people.

BEN. W. PUTNAM.

The Fruit and Produce Trade.

With reference to the progress made in this market in the produce and fruit business, would say that I am sorry I have not time to give you the statistics, but, as it comes to my mind at this writing, will say that about fifteen years ago Moseley Bros. were handling about all of the peaches raised in Kent county, which were shipped out of town, and most of these peaches came from the town of Gaines. I think there were only one or two fruit farms in Grand Rapids township, north of here, at that time that were offering peaches on this market.

At the present time the county north, all through the township of Grand Rapids and the adjoining townships, north, east, west and south, are furnishing this market with peaches. This fruit is brought to this city and placed on our market for sale from 3 to 5 o'clock in the morning and sold to the highest bidders. The daily receipts range from 200 to 10,000 bushels. The average during the "rush" will probably range from 2,000 to 5,000 bushels.

It is now generally conceded that Michigan apples, peaches, potatoes, beans, etc., stand second to no other state in the Union. I have often noticed, in traveling in different states, sometimes a long way from home, that in retail stores the merchant has his baskets and barrels of apples labeled "Michigan Apples," as much as to say, "If people only knew the fruit was from Michigan, it is all right and will command outside prices." (Sometimes the fruit never saw Michigan!) I speak of this to show the

(Continued on Page 18.)

Wholesale Price Current.

Advanced—Opium. Turpentine. Declined—Lard Oil.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzolium German.	65 10	" and myrrh	50
Boricum	25 30	Aloes	60
Carbolicum	25 35	Amica	50
Citricum	52 55	Asafetida	50
Hydrochlor	32 5	Atropine Belladonna	60
Nitrolicum	10 12	Benzoin	60
Oxalicum	10 12	" Co.	50
Phosphoricum dil.	20	Sanguinaria	50
Salicylicum	1 30 10	Barosma	50
Sulphuricum	1 10 5	Cantharides	50
Tannicum	1 40 10	Capicum	50
Tartaricum	30 33	Ca damon	50
AMMONIA.		Castor	50
Aqua, 16 deg.	3 1/2 5	Catechu	50
" 20 deg.	5 1/2 7	Cinchona	50
Carbonas	12 14	" Co.	50
Chloridum	12 14	Columba	50
ANILINE.		Conium	50
Black	2 00 25	Cubeba	50
Brown	30 10 10	Digitalis	50
Red	45 50	Ergot	50
Yellow	2 50 3 00	Gentian	50
BACCAS.		" Co.	50
Cubeba (po 40)	3 1/2 40	Gualaca	50
Juniperus	8 10	" ammon	50
Xanthoxylum	2 1/2 30	Zingiber	50
BALSAMUM.		Hyoscyamus	50
Copaiba	42 45	Iodine	75
Peru	1 10 10	" Colorless	75
Terabin, Canada	45 50	Ferri Chloridum	35
Tolutan	35 50	Kino	50
CORTEX.		Lobelia	50
Abies, Canadian	18	Myrrh	50
Cassia	11	Nux Vomica	50
Cinchona Flava	18	Opil	85
Euonymus atropurp.	30	" Camphorated	50
Myrica Cerifera, po.	20	" Deodor.	2 00
Prunus Virgini.	12	Aurant Cortex	50
Quillaja, grd.	10	Quassia	50
Sassafras	12	Rhatany	50
Ulmus Po (Ground 15)	15	Rhei	50
EXTRACTUM.		Cassia Acutifol.	50
Glycyrrhiza Glabra.	24 25	" Co.	50
" po.	33 35	Serpentaria	50
Haematox, 15 lb. box	11 1/2 12	Stromonium	60
" 1s.	13 14	Tolutan	60
" 1/2s.	14 15	Valeriana	50
" 1/4s.	14 15	Veratrum Verde	50
" 1/8s.	14 15	MISCELLANEOUS.	
FERRU.		Ether, Spts Nit, 3 F.	22 30
Carbonate Precip.	15	" 4 F.	32 34
Citrate and Quina.	15	Alumen	2 1/2 3
Citrate Soluble	15	" ground, (po.	3 4
Ferrocyanidum Sol.	15	Antimony	50
Solut Chloride	15	" et Potass T.	50
Sulphate, com'l.	15	Antipyrin	1 10
" pure.	7	Antifebrin	25
FLORA.		Argent Nitras, ounce	55
Arnica	18 20	Arsenicum	50
Anthemis	3 35	Balm Gilead Bud.	38 40
Matricaria	50 65	Bismuth S. N.	2 20 25
FOLIA.		Calcium Chlor, 1s, (1/4s)	11
Barosma	18 50	Cantharides Russian,	1 00
Cassia Acutifol, Tin-	25 28	po.	2 10
nively	25 28	Capsici Fructus, af.	25
Salvia officinalis, 1/4s	15 25	" B po.	20
and 1/8s.	15 25	Caryophyllus, (po. 15)	10 12
Ura Ura	8 10	Carmine, No. 40	2 3 75
GUMMI.		Cera Alba, S. & F.	50 55
Acacia, 1st picked	2 60	Cera Flava	38 40
" 2d	2 40	Coccus	40
" 3d	2 30	Cassia Fructus	25
" sifted sorts	2 30	Centaria	10
" po.	60 60	Cetaceum	40
Aloe, Barb, (po. 60)	50 60	Chloroform	60 63
" Cape, (po. 30)	12	" squibba	21 25
" Socotri, (po. 60)	50	Chloral Hyd Crat.	1 35 10
Catechu, 1s, (1/4s, 1/8s)	10	Chondrus	20 25
" 10)	1	Cinchonidine, P. & W	15 20
Ammoniac	55 60	" German	3 12
Assafetida, (po. 35)	30 35	Corka, list, dia. per	60
Benzoinum	50 55	cent	60
Camphora	55 58	Cressatum	35
Euphorbium po	35 40	Creta, (bbl. 75)	2 2
Gamboge	70 75	" prep.	50 55
Gualacum, (po 35)	30	" precip.	92 11
Kino, (po 1 10)	15	" Rubra	8
Mastic	20 30	Crocus	40 50
Myrrh, (po. 45)	40	Cudbear	24
Opil (po 3 85)	2 75 25	Cupri Sulph	5 6
Shellac	35 42	Dextrine	10 12
" bleached	35 42	Ether Sulph	70 75
Tragacanth	40 10	Emery, all numbers	6
HERBA—In ounce packages.		Ergota, (po.) 75	70 75
Absinthium	25	Flake White	12 15
Eupatorium	30	Gambier	7 8
Lobelia	25	Gelatin, Cooper	70
Majoran	25	" French	40 60
Mentha Piperita	25	Glassware flint, by box	70 & 10.
" Vir.	25	Less than box 66%	
Rue	20	Glue, Brown	92 15
Tanacetum, V.	22	" White	132 25
Thymus, V.	25	Glycerina	14 1/2 20
MAGNESIA.		Grana Paradisi	22
Calcined, Pat.	55 60	Humulus	25 55
Carbonate, Pat.	20 22	Hydraag Chlor Mite.	85
Carbonate, K. & M.	20 25	" Cor	80
Carbonate, Jennings	35 36	" Ox Rubrum	20
OLBUM.		" Ammoniat.	21 00
Absinthium	3 50 4 00	Unguentum	45 55
Amygdalae, Dulc.	45 75	Hydrargyrum	64
Amygdalae, Amarae	8 00 25	Ichthyobolla, Am.	1 25 10
Anisi	1 70 10	Indigo	75 100
Aurant Cortex	2 30 2 40	Iodine, Resubl.	3 80 2 30
Bergamit	3 25 3 50	Iodoform	24 70
Capituli	60 65	Lupulin	22 25
Caryophylli	75 80	Lycopodium	65 70
Cedar	35 65	Macis	70 75
Chenopodi	60 65	Liquor Arsen et Hy-	27
Cinnamomi	90 100	drang Iod.	10 12
Citronella	45	Liquor Potass Arsenitis	10 12
Conium Mac.	35 65	Magnesia, Sulph (bbl	13)
Copaiba	80 90	Tolutan	2 1/2 4
		Mannia, S. F.	60 63

Morphia, S. P. & W.	2 30 2 45	Seidlitz Mixture	20	Linseed, boiled	45	48
" S. N. Y. Q. &	2 10 2 35	Sinapis	18	Neat's Foot, winter	80	85
C. Co.	2 10 2 35	" opt.	30	Strained	34	39
Moschus Canton	65 70	Snuff, Maccaboy, De	35	Spirits Turpentine	34	39
Myristica, No 1	65 70	Voes	35	PAINTS.		bbl. lb.
Nux Vomica, (po 30)	20 22	Snuff, Scotch, De. Voes	35	Red Venetian	1 1/2	2 1/2
Os. Septa	20 22	Soda Boras, (po. 11)	10 11	Ochre, yellow Mars	1 1/2	2 1/2
Pepsin Sacc, H. & P. D.	22 22	Soda et Potass Tart.	27 30	" Ber	1 1/2	2 1/2
" Co.	22 22	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2	2 1/2
Picis Liq, N. & C, 1/2 gal	2 1/2 3	Soda, Bi-Carb.	5	" strictly pure	2 1/2	2 1/2
" doz	2 1/2 3	Soda, Ash	3 1/2 4	Vermilion Prime Amer-	13 16	
Picis Liq, quarts	2 1/2 3	Soda, Sulphas	2 2	ican	13 16	
" plnts	2 1/2 3	Spts. Ether Co	50 55	Vermilion, English	65 70	
Pil Hydrag, (po. 80)	2 1/2 3	" Myrcia Dom	25 25	Green, Peninsular	70 75	
Piper Nigra, (po. 22)	2 1/2 3	" Vinl Rect. bbl.	2 1/2 29	Lead, red	6 1/2 7	
Piper Alba, (po 65)	2 1/2 3	Less 50 gal, cash ten days	2 1/2 29	" white	6 1/2 7	
Pix Burgun	14 15	Strychnia Crystal	1 40 1 45	Whiting, white Span	1 40	
Plumbi Acet	14 15	Sulphur, Subl.	2 1/2 3	Whiting, Gilders	2 1/2	
Pulvis Ipecac et opti.	1 10 1 20	" Roll	2 2 1/2	White, Paris American	1 0	
Pyrethrum, boxes H	1 10 1 20	Tamarinds	8 10	Whiting, Paris Eng.	1 40	
" P. D. Co., doz.	1 10 1 20	Terebenth Venice	28 30	Pioneer Prepared Paints	20 1 4	
Pyrethrum, pv	20 20	Theobromae	45 48	Swiss Villa Prepared	1 00 1 20	
Quassia	20 20	Vanilla	9 00 16 00	VARNISHES.		
Quinia, S. P. & W.	20 20	Zinci Sulph	70 8	No. 1 Turp Coach	1 10 1 20	
" S. German	20 20	OILS.		Extra Turp	160 1 70	
Rubia Tinctorem	12 14	Whale, winter	Bbl. Gal	Coach Body	2 75 3 00	
Saccharum Lactis pv	20 22	Lard, extra	75 80	No. 1 Turp Furn	1 00 1 10	
Salacin	1 75 1 80	Lard, No. 1	42 45	Extra Turk Damar	1 55 1 60	
Sanguis Draconis	40 50	Linseed, pure raw	42 45	Japan Dryer, No. 1	70 75	
Sapo, W.	10 12			Turp.	70 75	
" M.	10 12					
" G.	15					

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

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CHEMICALS AND

PATENT MEDICINES

DEALERS IN

Paints, Oils and Varnishes.

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We sell Liquors for medicinal purposes only.

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All orders shipped and invoiced the same day we receive them. Send a trial order

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE.		Fruits.		Sap Sago.		No. 1, 6.		GUNPOWDER.	
doz gross		3 lb. standard.		Schweitzer, imported.		No. 2, 6.		Rifle-Dupont's.	
Aurora.	55 6.00	York State, gallons.		domestic.		XX wood, white.		Kegs.	
Castor Oil.	60 7.00	Hamburg.		CATSUP.		No. 1, 6 1/4.		Half kegs.	
Diamond.	50 5.50	Apricots.		Blue Label Brand.		No. 2, 6 1/4.		Quarter kegs.	
Fraser's.	55 8.00	Live oak.		Half pint, 25 bottles.		Manilla, white.		1 lb cans.	
Mica.	65 7.50	Santa Cruz.		Triumph Brand.		Coin.		1 lb cans.	
Paragon.	55 6.00	Lusk's.		Half pint, per doz.		Mill No. 4.		Choke Bore-Dupont's.	
BAKING POWDER.		Overland.		Pint, 25 bottles.				Kegs.	
Acme.		Blackberries.		Quart, per doz.				Half kegs.	
1 lb. cans, 3 doz.	45	B. & W.		CLOTHES PINS.				Quarter kegs.	
1 lb. " 2 " "	85	Cherries.		5 gross boxes.				1 lb cans.	
1 lb. " 1 " "	1.00	Pitted Hamburg.		COCOA SHELLS.				Eagle Duck-Dupont's.	
Bulk.	10	White.		35 lb bags.				Kegs.	
Arctic.		Erie.		Less quantity.				Half kegs.	
1/2 lb cans 6 doz case.	55	Damsons, Egg Plums and Green		COFFEE.				Quarter kegs.	
1/2 lb " 4 doz " "	1.10	Gages.		Green.				1 lb cans.	
1/2 lb " 2 doz " "	2.00	Erie.		Rio.					
1/2 lb " 1 doz " "	9.00	California.		Fair.					
Fosfon.		Gooseberries.		Good.					
5 oz. cans, 4 doz. in case.	80	Common.		Golden.					
16 " 2 " " "	2.00	Peaches.		Peaberry.					
Red Star, 1/2 lb cans.	40	Maxwell.		Fair.					
1/2 lb " 1 lb.	1.40	Shepard's.		Good.					
Teller's, 1/2 lb. cans, doz.	45	California.		Prime.					
1/2 lb " 1 lb.	1.50	Monitor.		Peaberry.					
Our Leader, 1/2 lb cans.	45	Oxford.		Mexican and Guatemala.					
1/2 lb " 1 lb.	1.50	Pears.		Fair.					
Dr. Price's.		Domestic.		Good.					
per doz		Riverside.		Fancy.					
Dime cans.	95	Pineapples.		Maracabo.					
4-oz " "	1.40	Common.		Prime.					
6-oz " "	2.60	Johnson's sliced.		Milled.					
8-oz " "	2.60	Booth's sliced.		Interior.					
12-oz " "	3.90	Quinces.		Private Growth.					
16-oz " "	5.90	Common.		Mandehling.					
2 1/2 lb " "	12.00	Raspberries.		Arabian.					
4 lb " "	18.25	Red.		To ascertain cost of roasted					
5 lb " "	22.75	Lawrence.		coffee, add 1/2 c. per lb. for roast-					
10 lb " "	41.80	Hamburg.		ing and 15 per cent. for shrink-					
BATH BRICK.		Erie.		age.					
2 dozen in case.		Terrapin.		Package.					
English.	90	Whortleberries.		McLaughlin's XXXX.					
Bristol.	80	Blueberries.		Bunola.					
Domestic.	70	Gross		Lion. 60 or 100 lb. case.					
BLUING.		6.00		Valley City 1/2 gross.					
Arctic, 4 oz ovals.		6.75		Felix.					
" 8 oz.		9.00		Hummel's, foll. gross.					
" pints, round.		2.75		tin.					
" No. 2, sifting box.		4.00		CHICORY.					
" No. 3.		8.00		Bulk.					
" No. 5.		8.00		Cotton, 40 ft. per doz.					
" 1 oz ball.		4.50		" 50 ft. " "					
Mexican Liquid, 4 oz.		3.60		" 60 ft. " "					
" 8 oz.		6.80		" 70 ft. " "					
BROOMS.		6.00		" 80 ft. " "					
No. 2 Hurl.		1.75		" 90 ft. " "					
No. 1.		2.00		" 100 ft. " "					
No. 2 Carpet.		2.25		" 110 ft. " "					
No. 1.		2.50		" 120 ft. " "					
Parlor Gen.		2.75		" 130 ft. " "					
Common Whisk.		1.15		" 140 ft. " "					
Fancy.		1.25		" 150 ft. " "					
Warehouse.		3.25		" 160 ft. " "					
BRUSHES.		1.25		" 170 ft. " "					
Stove, No. 1.		1.50		" 180 ft. " "					
" 10.		1.75		" 190 ft. " "					
" 15.		1.75		" 200 ft. " "					
Rice Root Scrub, 2 row.		85		" 210 ft. " "					
Rice Root Scrub, 3 row.		1.25		" 220 ft. " "					
Palmetto, goose.		1.50		" 230 ft. " "					
BUTTER PLATES.		75		" 240 ft. " "					
Oval-250 in crate.		60		" 250 ft. " "					
No. 1.		70		" 260 ft. " "					
No. 2.		80		" 270 ft. " "					
No. 3.		90		" 280 ft. " "					
No. 5.		1.00		" 290 ft. " "					
CANDLES.		1.00		" 300 ft. " "					
Hotel, 40 lb. boxes.		10		" 310 ft. " "					
Star, 40		9		" 320 ft. " "					
Paraffine		10		" 330 ft. " "					
Wicking		24		" 340 ft. " "					
CANNED GOODS.		24		" 350 ft. " "					
Fish.		1.20		" 360 ft. " "					
Clams.		1.30		" 370 ft. " "					
Little Neck, 1 lb.		1.20		" 380 ft. " "					
" 2 lb.		1.30		" 390 ft. " "					
Clam Chowder.		2.25		" 400 ft. " "					
Standard, 3 lb.		2.25		" 410 ft. " "					
Cove Oysters.		1.00		" 420 ft. " "					
Standard, 1 lb.		1.00		" 430 ft. " "					
" 2 lb.		1.85		" 440 ft. " "					
Lobsters.		2.50		" 450 ft. " "					
Star, 1 lb.		2.50		" 460 ft. " "					
" 2 lb.		3.50		" 470 ft. " "					
Picnic, 1 lb.		2.00		" 480 ft. " "					
" 2 lb.		2.50		" 490 ft. " "					
Mackerel.				" 500 ft. " "					
Standard, 1 lb.		1.25		" 510 ft. " "					
" 2 lb.		2.10		" 520 ft. " "					
Mustard, 2 lb.		2.25		" 530 ft. " "					
Tomato Sauce, 2 lb.		2.25		" 540 ft. " "					
Soured, 2 lb.		2.25		" 550 ft. " "					
Salmon.		1.80		" 560 ft. " "					
Columbia River, 1 lb.		1.65		" 570 ft. " "					
" 2 lb.		1.45		" 580 ft. " "					
Alaska, Red.		1.45		" 590 ft. " "					
" pink.		1.25		" 600 ft. " "					
Kinney's, flats.		1.95		" 610 ft. " "					
Sardines.				" 620 ft. " "					
American.		2.50		" 630 ft. " "					
" 2 lb.		3.50		" 640 ft. " "					
Imported.		1.00		" 650 ft. " "					
" 2 lb.		1.50		" 660 ft. " "					
Mustard.		.67		" 670 ft. " "					
Boneless.		.27		" 680 ft. " "					
Trout.		2.50		" 690 ft. " "					
Brook, 3 lb.		2.50		" 700 ft. " "					

AXLE GREASE.		Fruits.		Sap Sago.		No. 1, 6.		GUNPOWDER.	
doz gross		3 lb. standard.		Schweitzer, imported.		No. 2, 6.		Rifle-Dupont's.	
Aurora.	55 6.00	York State, gallons.		domestic.		XX wood, white.		Kegs.	
Castor Oil.	60 7.00	Hamburg.		CATSUP.		No. 1, 6 1/4.		Half kegs.	
Diamond.	50 5.50	Apricots.		Blue Label Brand.		No. 2, 6 1/4.		Quarter kegs.	
Fraser's.	55 8.00	Live oak.		Half pint, 25 bottles.		Manilla, white.		1 lb cans.	
Mica.	65 7.50	Santa Cruz.		Triumph Brand.		Coin.		1 lb cans.	
Paragon.	55 6.00	Lusk's.		Half pint, per doz.		Mill No. 4.		Choke Bore-Dupont's.	
BAKING POWDER.		Overland.		Pint, 25 bottles.				Kegs.	
Acme.		Blackberries.		Quart, per doz.				Half kegs.	
1 lb. cans, 3 doz.	45	B. & W.		CLOTHES PINS.				Quarter kegs.	
1 lb. " 2 " "	85	Cherries.		5 gross boxes.				1 lb cans.	
1 lb. " 1 " "	1.00	Pitted Hamburg.		COCOA SHELLS.				Eagle Duck-Dupont's.	
Bulk.	10	White.		35 lb bags.				Kegs.	
Arctic.		Erie.		Less quantity.				Half kegs.	
1/2 lb cans 6 doz case.	55	Damsons, Egg Plums and Green		COFFEE.				Quarter kegs.	
1/2 lb " 4 doz " "	1.10	Gages.		Green.				1 lb cans.	
1/2 lb " 2 doz " "	2.00	Erie.		Rio.					
1/2 lb " 1 doz " "	9.00	California.		Fair.					
Fosfon.		Gooseberries.		Good.					
5 oz. cans, 4 doz. in case.	80	Common.		Golden.					
16 " 2 " " "	2.00	Peaches.		Peaberry.					
Red Star, 1/2 lb cans.	40	Maxwell.		Fair.					
1/2 lb " 1 lb.	1.40	Shepard's.		Good.					
Teller's, 1/2 lb. cans, doz.	45	California.		Prime.					
1/2 lb " 1 lb.	1.50	Monitor.		Peaberry.					
Our Leader, 1/2 lb cans.	45	Oxford.		Mexican and Guatemala.					
1/2 lb " 1 lb.	1.50	Pears.		Fair.					
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per doz		Riverside.		Fancy.					
Dime cans.	95	Pineapples.		Maracabo.					
4-oz " "	1.40	Common.		Prime.					
6-oz " "	2.60	Johnson's sliced.		Milled.					
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12-oz " "	3.90	Quinces.		Private Growth.					
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2 1/2 lb " "	12.00	Raspberries.		Arabian.					
4 lb " "	18.25	Red.		To ascertain cost of roasted					
5 lb " "	22.75	Lawrence.		coffee, add 1/2 c. per lb. for roast-					
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" 8 oz.		9.00		Hummel's, foll. gross.					
" pints, round.		2.75		tin.					
" No. 2, sifting box.		4.00		CHICORY.					
" No. 3.		8.00		Bulk.					
" No. 5.		8.00		Cotton, 40 ft. per doz.					
" 1 oz ball.		4.50		" 50 ft. " "					
Mexican Liquid, 4 oz.		3.60		" 60 ft. " "					
" 8 oz.		6.80		" 70 ft. " "					
BROOMS.		6.00		" 80 ft. " "					
No. 2 Hurl.		1.75		" 90 ft. " "					
No. 1.		2.00		" 100 ft. " "					
No. 2 Carpet.		2.25		" 110 ft. " "					
No. 1.		2.50		" 120 ft. " "					
Parlor Gen.		2.75		" 130 ft. " "					
Common Whisk.		1.15		" 140 ft. " "					
Fancy.		1.25		" 150 ft. " "					
Warehouse.		3.25		" 160 ft. " "					
BRUSHES.		1.25		" 170 ft. " "					
Stove, No. 1.		1.50		" 180 ft. " "					
" 10.		1.75		" 190 ft. " "					
" 15.		1.75		" 200 ft. " "					
Rice Root Scrub, 2 row.		85		" 210 ft. " "					
Rice Root Scrub, 3 row.		1.25		" 220 ft. " "					
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Oval-250 in crate.		60		" 250 ft. " "					
No. 1.		70		" 260 ft. " "					
No. 2.		80		" 270 ft. " "					
No. 3.		90		" 280 ft. " "					
No. 5.		1.00		" 290 ft. " "					
CANDLES.		1.00		" 300 ft. " "					
Hotel, 40 lb. boxes.		10		" 310 ft. " "					
Star, 40		9		" 320 ft. " "					
Paraffine		10		" 330 ft. " "					
Wicking		24		" 340 ft. " "					
CANNED GOODS.		24		" 350 ft. " "					
Fish.		1.20		" 360 ft. " "					
Clams.		1.30		" 370 ft. " "					
Little Neck, 1 lb.		1.20		" 380 ft. " "					
" 2 lb.		1.30		" 390 ft. " "					
Clam Chowder.		2.25		" 400 ft. " "					
Standard, 3 lb.		2.25		" 410 ft. " "					
Cove Oysters.		1.00		" 420 ft. " "					

Root Beer Extract.		Thompson & Chute Brands.	
Williams', 1 doz.	1 75	Silver	3 65
" 3 doz.	5 00	Mono	3 35
Hires', 1 doz.	1 75	Savon Improved	2 50
" 3 doz.	5 00	Sunflower	3 05
SPICES.		Golden	3 25
Whole Sifted.		Economical	2 25
Allspice	10	Scouring.	
Cassia, China in mats.	7	Sapallo, kitchen, 3 doz.	2 50
Batavia in bund.	15	" hand, 3 doz.	2 50
Saigon in rolls.	32	SUGAR.	
Cloves, Amboyana.	22	The following prices represent	
Mace Batavia.	50	the actual selling prices in	
Nutmegs, fancy.	75	Grand Rapids, based on the actual	
" No. 1.	70	cost in New York, with 35	
" No. 2.	60	cents per 100 pounds added for	
Pepper, Singapore, black.	10	freight. The same quotations	
" white.	20	will not apply to any town where	
" shot.	16	the freight rate from New York	
Pure Ground in Bulk.		is not 35 cents, but the local	
Allspice	15	quotations will, perhaps, afford	
Cassia, Batavia	18	a better criterion of the market	
" and Saigon	25	than to quote New York prices	
Saigon	25	exclusively.	
Cloves, Amboyana.	22	Cut Leaf.	56 30
Zanzibar	18	Powdered	6 23
Ginger, African	16	Granulated	5 86
Cochin	20	Extra Fine Granulated.	5 98
Jamaica	22	Cubes	6 23
Mace Batavia	70	XXXX Powdered	6 42
Mustard, Eng. and Trieste.	32	Confec. Standard A.	5 61
Trieste	35	No. 1 Columbia A.	5 54
Nutmegs, No. 2	75	No. 5 Empire A.	5 42
Pepper, Singapore, black.	16	No. 6	5 26
" white.	24	No. 7	5 30
" Cayenne.	20	No. 8	5 23
" Absolute" in Packages.	30	No. 9	5 17
Sage.	30	No. 10	5 11
Allspice	84 1 55	No. 11	5 05
Cinnamon	84 1 55	No. 12	4 98
Cloves	84 1 55	No. 13	4 61
Ginger, Jamaica	84 1 55	No. 14	4 11
" African	84 1 55	SYRUPS.	
Mustard	84 1 55	Corn.	
Pepper	84 1 55	Barrels	32
Sage.	84	Half bbls.	24
SAL SODA.		Pure Cane.	
Kegs.	1 1/4	Fair	19
Granulated, boxes.	1 1/4	Good	25
SEEDS.		Choice	30
Anise	12 1/2	SWEET GOODS	
Canary, Smyrna.	6	Ginger Snaps.	8
Caraway	10	Sugar Creams.	8
Cardamom, Malabar.	90	Frosted Creams.	9
Hemp, Russian.	4 1/2	Graham Crackers.	8 1/4
Mixed Bird	5 1/2	Oatmeal Crackers.	8 1/4
Mustard, white	10	VINEGAR.	
Poppy	9	40 gr.	7 28
Rape	6	50 gr.	8 29
Cattle bone	30	\$1 for barrel.	
STARCH.		WET MUSTARD.	
Corn.		Bulk, per gal.	30
20-lb boxes.	5 1/4	Beer mug, 2 doz in case.	1 75
40-lb "	5 1/4	YEAST.	
Gloss.	5 1/4	Magie.	1 00
1-lb packages	5 1/4	Warner's	1 00
3-lb "	5 1/4	Yeast Foam	1 00
6-lb "	5 1/4	Diamond	75
40 and 50 lb. boxes.	3 1/4	Royal	90
Barrels	3 1/4	TEAS.	
SNUFF.		JAPAN—Regular.	
Scotch, in bladders.	37	Fair	17
Maccaboy, in jars.	35	Good	20
French Rappee, in jars.	43	Choice.	24
SODA.		Choicest.	32
Boxes	5 1/2	Dust	10
Kegs, English	4 1/2	SUN CURED.	
SALT.		Fair	17
100 3-lb. sacks.	2 25	Good	20
60 5-lb. "	2 00	Choice.	24
28 10-lb. sacks.	1 85	Choicest.	32
20 14-lb. "	2 25	Dust	10
24 3-lb. cases.	1 50	BASKET PILED.	
56 lb. dairy in linen bags.	32	Fair	18
28 lb. " drill	16	Choice.	20
Warsaw.	18	Choicest.	25
56 lb. dairy in drill bags.	32	Extra choice, wire leaf	40
28 lb. "	18	GUNPOWDER.	
Ashton.	18	Common to fair.	25
56 lb. dairy in linen sacks.	75	Extra fine to finest.	50
Higgins.	75	Choicest fancy.	75
56 lb. dairy in linen sacks.	75	COAL.	
Solar Rock.	75	Common to fair.	23
56 lb. sacks.	27	IMPERIAL.	
Common Fine.	27	Common to fair.	23
Saginaw	70	Superior to fine.	30
Manistee	70	YOUNG HYSON.	
SALETERATUS.		Common to fair.	18
Packed 60 lbs. in box.		Superior to fine.	30
Church's	5 1/4	ENGLISH BREAKFAST.	
DeLand's	5 1/4	Fair	18
Dwight's	5 1/4	Choice.	24
Taylor's.	5 1/4	Best	40
SOAP.		TOBACCOES.	
Laundry.		Fine Cut.	
Allen B. Wrisley's Brands.		Pails unless otherwise noted	
Old Country, 80 1-lb.	3 21	Bazoo	230
Good Cheer, 60 1-lb.	3 30	Can Can.	27
White Borax, 100 1/2-lb.	3 05	Nellie Bly	27
Proctor & Gamble.		Uncle Ben	21
Concord	3 45	Hiawatha	21
Ivory, 10 oz.	6 75	Sweet Cuba	34
" 5 oz.	4 00	McInty	25
Lenox	3 65	" 1/2 bbls.	25
Mottled German.	3 15	Dandy Jim	29
Town Talk	3 25	Torpedo	24
Dingman Brands.		" in drums.	23
Single box.	3 95	Yum Yum	28
5 box lots, delivered.	3 85	1892.	23
10 box lots, delivered.	3 75	" drums.	22
Jas. S. Kirk & Co.'s Brands.		Plug.	
American Family, wrp d.	4 00	Sorg's Brands.	
" plain.	2 94	Spearhead	41
N. K. Fairbanks & Co.'s Brands.		Joker	29
Santa Claus.	4 00	Nobby Twist.	41
Brown, 60 bars.	2 40	" Scotten's Brands.	
" 80 bars.	3 25	Kylo.	26
Lautz Bros. & Co.'s Brands.		Hiawatha.	38
Acme	4 00	Valley City	34
Cotton Oil.	6 00	Finzer's Brands.	
Marseilles.	3 85	Old Honesty.	40
Mafer	4 35	Jolly Tar.	32

Smoking.	
Catlin's Brands.	
Kiln dried	17
Golden Shower	19
Huntress	26
Meerschmum	29
American Eagle Co.'s Brands.	
Myrtle Navy	40
Stork	30 1/2
German	15
Frog	33
Java, 1/2 foil	32
Banner Tobacco Co.'s Brands.	
Banner	16
Banner Cavendish	38
Gold Cut	28
Scotten's Brands.	
Warpath	15
Honey Dew	30
Gold Block	36
F. F. Adams Tobacco Co.'s Brands.	
Peerless	26
Old Tom	18
Standard	22
Globe Tobacco Co.'s Brands.	
Handmade	41
Leidersdorf's Brands.	
Rob Roy	26
Uncle Sam	32 1/2
Red Clover	32
Spaulding & Merrick.	
Tom and Jerry	25
Traveler Cavendish	38
Buck Horn	30
Plow Boy	30 1/2
Corn Cake	16
OILS.	
The Standard Oil Co. quotes	
as follows, in barrels, f. o. b.	
Grand Rapids:	
Eocene	8 1/4
XXX W. W. Mich.	7 1/4
Headlight	6 1/4
Naptha	6 1/4
Stove Gasoline	6 1/4
Cylinder	27 3/4
Engine	13 1/2
Black, 15 cold test	8 1/4
HIDES PELTS and FURS	
Perkins & Hess pay as fol-	
lows:	
HIDES.	
Green	22 1/2
Part Cured	23
Full	23 1/2
Dry	4 5
Kips, green	2 3
" cured	4 4
Calfskins, green	4 5
" cured	4 5
Deaconskins	10 25
No. 2 hides 1/4 off.	
PELTS.	
Shearings	10 20
Lambs	15 25
WOOL.	
Washed	12 18
Unwashed	8 14
MISCELLANEOUS.	
Tallow	3 4
Grease butter	1 2
Switches	1 1/2
Ginseng	1 75 22 06
GRAINS and FEEDSTUFFS	
WHEAT.	
No. 1 White (58 lb. test)	57
No. 2 Red (60 lb. test)	57
MEAL.	
Bolted	1 40
Granulated	1 65
FLOUR.	
Straight, in sacks	3 30
" barrels	3 55
Patent	4 30
" sacks	4 55
Graham	1 70
Rye	1 70
MILLSTUFFS.	
Bran	13 50
Screenings	13 00
Middlings	14 50
Mixed Feed	15 00
Coarse meal	17 50
CORN.	
Car lots	42
Less than car lots	45
OATS.	
Car lots	39
Less than car lots	33
HAY.	
No. 1 Timothy, car lots	11 00
No. 1 " ton lots	13 00
FRESH MEATS.	
Beef, carcass	4 1/2
" hind quarters	5 2 1/2
" fore	3 1/2
" loins, No. 3	8 10
" ribs	7 2 1/2
" rounds	6 2 1/2
Bologna	6 2 1/2
Pork loins	6 2 1/2
" shoulders	7 2 1/2
Sausage, blood or head	7 2 1/2
" liver	7 2 1/2
" Frankfurt	8 2 1/2

Mutton	5 1/2
Lamb	6 1/2
Veal	6 1/2
FISH and OYSTERS.	
F. J. Dettenhaler quotes as follows:	
FRESH FISH.	
Whitefish	10
Trout	10
Brook Trout	2 1/2
Black Bass	12 1/2
Halibut	15
Ciscoes or Herring	12 1/2
Bluefish	10
Fresh lobster, per lb.	20
Cod	10
No. 1 Pickerel	10
Pike	8
Smoked White	8
Red Snappers	13
Columbia River Salmon	20
Mackerel	20 25
OYSTERS—CANS.	
Fairhaven Counts	240
F. J. D. Selects	235
Selects	228
F. J. D.	228
Anchors	225
Standards	222
OYSTERS—Bulk.	
Extra Selects	2 00
Selects	2 00
Standards	1 35
PROVISIONS.	
The Grand Rapids Packing and Provision Co. quotes as follows:	
PORK IN BARRELS.	
Mess	17 50
Short cut	18 50
Extra clear pig, short cut	
Extra clear, heavy	
Clear, fat back	19 00
Boston clear, short cut	
Clear back, short cut	19 00
Standard clear, short cut, best	
SAUSAGE—Fresh and Smoked.	
Pork Sausage	9
Ham Sausage	9
Tongue Sausage	9
Frankfort Sausage	8 1/4
Blood Sausage	7
Bologna, straight	6
Bologna, thick	6
Head Cheese	7
LARD.	
Kettle Rendered	10 1/4
Granger	9 1/4
Family	7 1/2
Compound	7 1/2
50 lb. Tins, 1/2 c advance.	
20 lb. pails, 1/2 c "	
10 lb. " 3/4 c "	
5 lb. " 3/4 c "	
3 lb. " 1 c "	
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	7 50
Extra Mess, Chicago packing	7 50
Boneless, rump butts	12 50
SMOKED MEATS—Canned or Plain.	
Hams, average 30 lbs.	11 1/4
" 16 lbs.	11 1/4
" 12 to 14 lbs.	11 1/4
" picnic	9 1/4
" best boneless	13
Shoulders	8 1/4
Breakfast Bacon boneless	14
Dried beef, ham prices	10 1/4
Long Clears, heavy	10 1/4
Briskets, medium	11 1/4
" light	11 1/4
CANDIES, FRUITS and NUTS.	
The Putnam Candy Co. quotes as follows:	
STICK CANDY.	
Cases	Bbls. Pails.
Standard, per lb.	6 1/4 7 1/4
" H. H.	6 1/4 7 1/4
Boston Cream	8 1/4 8 1/4
Cut Leaf	8 1/4 8 1/4
Extra H. H.	8 1/4 8 1/4
MIXED CANDY.	
Standard	6 1/4 7 1/4
Leader	6 1/4 7 1/4
Royal	6 1/4 7 1/4
Nobby	7 8
English Rock	7 8
Conserves	7 8
Broken Taffy	8 8
Peanut Squares	8 8
French Creams	10 10
Valley Creams	13 13
Midget, 30 lb. baskets	8 8
Modern, 30 lb.	8 8
FANCY—In bulk	
Lozenges, plain	10 10
" 11 printed	11 11
Chocolate Drops	13 13
Chocolate Monumentals	13 13
Gum Drops	5 1/2 5 1/2
Moss Drops	8 8
Sour Drops	8 1/4 8 1/4
Imperials	10 10
FANCY—In 5 lb. boxes.	
Lemon Drops	55 55
Sour Drops	55 55
Peppermint Drops	60 60
Chocolate Drops	65 65
H. M. Chocolate Drops	90 90
Gum Drops	40 50
Licorice Drops	1 00
A. B. Licorice Drops	80 80
Lozenges, plain	60 60
" printed	65 65
Imperials	60 60
Mottos	70 70
Cream Bar	55 55
Molasses Bar	55 55
Hand Made Creams	85 85

Counts	2 20	" 15 "	1 60
Scallops	2 60	" 17 "	2 25
Shrimps	1 50	" 19 "	2 75
		" 21 "	3 00
SHELL GOODS.			
Oysters, per 100	1 50 1 75	Baskets, market,	
Clams	1 25 1 50	" shipping bushel	1 25
PAPER & WOODENWARE			
PAPER.			
Straw	1 1/4	" full hoop "	1 35
Rockford	2	" willow cl'ths, No.1	5 25
Rag sugar	2 1/2	" " No.2	6 25
Hardware	2 1/2	" splint "	3 25
Bakers	2 3/4	" " No.2	4 00
Dry Goods	5 2 1/2	" " No.3	4 75
Jute Manila	2 1/2	INDURATED WARE.	
Red Express No.1	5 1/4	Pails	3 15
No.2	4 1/4	Tubs, No.1	13 50
		Tubs, No.2	12 00
		Tubs, No.3	10 50
TWINES.			
48 Cotton	20	POULTRY.	
Cotton, No.1	17	Local dealers pay as follows:	
" 2	13	DRESSED.	
Sea Island, assorted	30	Fowl	
No.5 Hemp	15	Turkeys	
No.6 "	15	Ducks	
WOODENWARE.			
Tubs, No.1	7 00	LIVE.	
" No.2	6 00	Live broilers 1 1/2 lbs. to 2 lbs.	
" No.3	5 00	each, per doz.	
Pails, No.1, two-hoop	1 35	Live broilers less than 1-1 1/2	
" No.1, three-hoop	1 60	lbs. each per doz.	
Clothespins, 5 gr. boxes	40	Spring Chickens	8 @10
Bowls, 11 inch	80	Fowls	7 @8
" 13 "	1 00	Spring turkeys	10 @12 1/2
		Spring Ducks	9 @10

and Provision Co.	Plain Creams	80 20
	Decorated Creams	1 00
	String Rock	.65
	Burnt Almonds	1 00
	Wintergreen Berries	.60
	CARAMELS.	
17 50	No.1, wrapped, 2 lb. boxes	34
18 50	No.1, " 3 "	51
	No.2, " 2 "	31
19 00	No.3, " 3 "	28
19 00	Stand up, 5 lb. boxes	
	BANANAS.	
	Small	1 50 @21 7/8
	Medium	2 00 @22 5/8
	Large	
	ORANGES.	
9	California Riverside Seedlings	
8 1/4	St Michaels	
7	Rodis	4 50
6	LEMONS.	
6	Messina, choice 360	4 00
7	" fancy, 360	4 50
	" choice 300	4 50
	" fancy 360	4 50
10 1/4	OTHER FOREIGN FRUITS.	
9 1/4	Figs, fancy layers, 6lb.	@12 1/4
7 1/4	" " 10lb.	@13 1/4
7 1/4	" extra " 14lb.	@14
	" " 20lb.	@14 1/4
	Dates, Fard, 10-lb. box	7
	" " 50-lb.	7
	" Persian, 50-lb. box	4 1/2 @5 1/2
	NUTS.	
7 50	Almonds, Tarragona	@17
7 50	" Ivaca	@16
12 50	" California	@18
	Brazils, new	@18 1/4
	Filberts	@19 1/4
	Walnuts, Grenoble	@19 1/4
11 1/4	" Marbot	@19 1/4
11 1/4	" Calif.	@13
9 1/2	Table Nuts, fancy	@13
13	" choice	@12
14	Pecans, Texas, H. P.	@13
14	Cocoanuts, full cases	4 00
10 1/4	PEANUTS.	
	Fancy, H. P., Suns	@6
	" Roasted	@7 1/4
11 1/4	Fancy, H. P., Flags	@6 1/4
	" Roasted	@7
	Choice, H. P., Extras	@5
	" Roasted	@6 1/4

and NUTS.	CROCKERY AND GLASSWARE.		
as follows:	FRUIT JARS.		
BbIs. Palls.	Pints	5 50	
6 1/4 7 1/4	Quarts	6 00	
6 1/4 7 1/4	Half Gallons	8 00	
6 1/4 7 1/4	Caps	2 50	
8 1/4	Rubbers	4 50	
	LAMP BURNERS.		
	No.0 Sun	4	
	No.1 "	5	
	No.2 "	7	
	Tubular	7	
	LAMP CHIMNEYS. Per box.		
	6 doz. in box		
	No.0 Sun	1 70	
	No.1 "	1 80	
	No.2 "	2 70	
	First quality.		
	No.0 Sun, crimp top	2 10	
	No.1 "	2 20	
	No.2 "	3 20	
	XXX Flint.		
	No.0 Sun, crimp top	2 60	
	No.1 "	2 80	
	No.2 "	3 80	
	Pearl top.		
	No.1 Sun, wrapped and labeled	3 70	
	No.2 "	4 70	
	No.2 Hinge, "	4 80	
	La Bastie		
	No.1 Sun, plain bulb, per doz.	1 20	
	No.2 "	1 50	
	No.1 crimp, per doz	1 30	
	No.2 "	1 60	
	LAMP WICKS.		
	No.0, per gross		
	No.1, "		
	No.2, "		
	No.3, "		
	Mammoth, per doz	7	
	STONEWARE--AKRON.		
	Butter Crock, 1 to 6 gal.	60	
	" 1/2 gal, per doz	60	
	Jugs, 1/2 gal., per doz	70	
	" 1 to 4 gal., per gal	07	
	Milk Pans, 1/2 gal., per doz	60	
	" 1	72	
	STONEWARE--BLACK GLAZED.		
	Butter Crock, 1 and 2 gal.	07	
	Milk Pans, 1/2 gal.	65	
	" 1	75	

(Continued from Page 14.)

reputation that Michigan fruit has away from home.

The green vegetable trade has been constantly on the increase, so that now the gardeners occupy several blocks of our principal streets every morning. I have seen a great many different markets in large cities, and do not hesitate to say that Grand Rapids furnishes to-day one of the best and finest markets of any city in the country. We have often heard people who go away from home, when they return, speak of the Washington or New Orleans or Philadelphia or New York markets; but if anyone has a desire to visit a great market and see strictly fresh goods offered for sale, he need not go away from home, as we have the best the land can afford and we have all that one can ask for here on our own market. There have been times when it was estimated that there were 600 teams on our market in one day, wagons loaded with peaches, pears, plums, apples, grapes, potatoes and all kinds of vegetables.

It is well for our merchants to consider the hundreds of thousands of dollars which are brought into this locality and the surrounding counties every year and distributed for fruit alone, which, to a certain extent, either directly or indirectly, they receive the benefit of. A large amount of the fruit that is raised in this locality, is shipped to adjoining cities and states and the money for the fruit is brought back into this State and distributed among the people. This brings ready cash into circulation, daily, and within from sixty to ninety days.

It is fully as interesting on our market here from 5 to 7 o'clock in the morning as it is in any city in the United States and the display of vegetables and fruits is equal to any raised and offered for sale on any market, being always strictly fresh, coming direct from the gardens, and fruit direct from the orchards. Comparatively speaking, very few people of our city realize the activity and stir which is going on between 3 and 7 o'clock in the morning, and we think it would well pay most any one to occasionally get up early in the morning and take a view of our home market. It is a sight well worth seeing.

To show the prosperity of the gardeners in this locality, one has only to take a drive on almost any road leading from this city and notice the fine gardens and small farms of five to twenty acres and the large greenhouses which can be seen in almost any direction. Nearly every greenhouse is enlarged every year, which surely indicates prosperity.

Michigan is not dependent on fruit alone, as there are hundreds of thousands of dollars' worth of clover seed, beans and potatoes shipped from this State yearly, finding markets as far South as the extreme southern border of Texas and Florida, and to the West and Northwestern States, and to the Atlantic Ocean on the East.

Michigan seems to be more fortunate than some other states, as she never fails entirely on any of her crops and fruits. Of course, some seasons, the crops are much lighter than others, but seldom, if ever, was there known to be an entire failure.

To the abundance of water on our borders we can attribute to some extent the fine climate we have. The large body of water to the west of us moder-

ates the cold West winds and this protects our fruit trees. At the same time our climate is cold enough to make the fruit hardy and of good flavor.

E. A. MOSELEY.

The Provision Trade.

Prior to Dec. 1, 1882, the provision trade of Grand Rapids was mainly done by the wholesale grocers of the city. At that time Cody, Ball & Co., Hawkins & Perry, Arthur Meigs & Co., John Caulfield, Fox, Musselman & Loveridge, Rice & Moore and Shields, Bulkley & Lemon organized the Grand Rapids Packing and Provision Co., with a capital stock of \$30,000, and turned all their provision orders over to the new house, besides giving it the benefit of their united influence. The venture owed its existence to the fact that the wholesale grocers were making provisions a leader, selling at cost or below cost, and giving 30 and 60 days' time on the goods. The new company sold goods on ten days only and maintained these terms three years, when Cody, Ball & Co. and Hawkins & Perry pulled out of the corporation and began handling provisions on their own account, when 30 days again became the rule. These terms prevailed until Aug. 10 of this year, when all the houses at this market handling provisions promulgated an announcement that the former terms of 10 days would be resumed.

The growth of the provision trade of the city has kept pace with the increase in population and the gradual growth of business in all lines. In 1883 the total sales of the Provision Co. were \$386,000. The company is now on an independent basis, so far as its connection with any jobbing house is concerned, yet in 1892 the sales aggregated \$328,000, during which time the wholesale grocers probably sold provisions to the amount of as much more, making the total sales in this line \$656,000.

In addition to the sale of provisions proper, the fresh meat trade of the city now amounts to at least \$600,000.

The past decade has brought about a marked change in the attitude of the retail dealer toward the Grand Rapids market. The retailer buys here because he finds he can purchase goods cheaper, freights considered, than in Chicago. This is due to the fact that packers make a wide distinction between large and small buyers, as they do not like to be bothered with small transactions.

H. N. MOORE.

The Shoe Findings Trade.

This industry is a modern one. In the olden time Eastern manufacturers of boots and shoes cut their stock and the shoemakers who made it up had to furnish their own findings, such as pegs, thread, wax, etc. Out of this old custom has grown an important mercantile and manufacturing industry devoted to shoe findings. Ten years ago this industry cut no figure in Grand Rapids. To-day it is one of our leading industries, representing an annual trade of \$150,000, with a regularly worked territory, embracing Michigan and Northern Indiana. In addition to this, the business commands a mail trade reaching to the Gulf of Mexico and the Pacific Coast. The manufacture of uppers is a leading feature in this business. Seven years ago it was commenced by the trade in this city, since which time it has developed into a yearly output of from 6,000 to 7,000 pairs. The country custom shoemaker

has very little use for patterns nowadays. He is furnished by this trade with uppers ready stretched, soles cut to match, and the hundred and one things which enter into the make-up of a boot or shoe. The old-fashioned peg of the days of our grandfathers is fast disappearing. Where 600 or 800 bushels of pegs were formerly sold, now 100 bushels meet all demands. A brass clinch nail known as the "cobbler's nail" is driving the peg into the background.

EDGAR T. HIRTH.

The Cracker Industry.

Ten years ago thirty-five barrels of flour per day was sufficient to supply the demands of the cracker and biscuit manufacturing trade of the city. To-day, a daily supply of 125 barrels is required in this industry. During the past ten years Grand Rapids crackers have won a reputation second to none manufactured in the United States. Nine road salesmen are employed in this industry, the product being sold principally in Michigan, Indiana, Ohio and Pennsylvania. Ten years ago the product was confined pretty much to crackers, but since that time there has been a remarkable development of sweet goods in an endless variety of form and style. Honey is used in large quantities in the manufacture of these sweet goods. Michigan honey cannot be obtained in sufficient quantities to supply the demands of the city trade, and it is shipped here from California at the rate of five carloads per annum.

S. A. SEARS.

The Hardwood Lumber Trade.

The hardwood lumber trade of the city is directly associated with the furniture interests. A conservative estimate of the total consumption of hardwood lumber in Grand Rapids ten years ago would be 10,000,000 feet, whereas to-day it has reached the enormous quantity of 50,000,000 feet. About 2,000,000 feet of this is used in the building furnishing trade for inside and outside use. The balance is used in the furniture industry principally. The hardwood trade includes oak, ash, maple, basswood, white wood, soft elm, birch and cherry. During the past three years large quantities have been shipped in from outside points, south and west, principally from Indiana and Ohio. In addition to the native wood lumber used in our market, we import from Central America annually about 1,000,000 feet of mahogany, and about 10,000 feet of English live oak for veneering purposes from Great Britain. Ten years ago first and second grade walnut was in good demand at \$150 per thousand; to-day it is in poor demand at \$60 per thousand. Formerly it was plentiful within sixteen miles of the city, but it has disappeared from our home forests, and its popularity has gone with it. The English prize it, however, and it is being taken from the mountains of Tennessee and elsewhere and exported to the English market. Ten years ago there were only two hardwood lumber dealers in the city—to-day there are about twelve firms in the business.

A. L. HATCH.

The Drug Business.

No other branch of the jobbing trade of Grand Rapids shows greater progress in the past ten years than the drug business, both in the increase of sales and in new territory gained. There is but one exclusively wholesale house in the city,

so results are largely taken from its prosperity. Ten years ago but two travelers were employed and the business was confined wholly to Western and Northern Michigan. To-day five are constantly on the road and Michigan entire is the field worked. The increase of sales in this time has been about 65 per cent., each year showing a handsome increase over the preceding one. Retail dealers who a few years ago thought Grand Rapids too small a city in which to purchase, and went to the larger markets of Detroit and Chicago, now give it their entire accounts and are willing to admit that, in quality of goods and fair prices, we are on a par with any market jobber in this line, and the larger cities that would not acknowledge this a competing point have been forced to admit it.

H. B. FAIRCHILD.

Feed and Grain Trade.

In reply to your enquiry in regard to the growth and progress of the feed and grain trade during the past ten years, we would say that the local trade has increased 25 per cent. Referring to promptness in paying obligations, the character of the people in general has improved. The present financial condition is a severe test. Notwithstanding this condition, we have, up to this date, met with no losses on account of credits given to the dealers in this city.

K. DYKEMA & BRO.

The Seed Trade.

Among the many mercantile industries which have sprung into prominence during the past ten years, there is none which shows a more wonderful development than the seed business. Ten years ago the business was confined pretty much to one house, representing an annual business of from \$50,000 to \$100,000. To-day the seed business of the city represents an annual trade of, at least, \$250,000. Ten years ago not an acre of seeds was grown under contract for this market. The present season there are 1,400 acres under contract for furnishing the Grand Rapids market with seeds. Ten years ago Grand Rapids did not import; to-day we are importing turnips and other seeds from Europe by the ton. The seed trade of the city has increased 300 per cent. within the last decade. Ten years ago all of our grocers kept a little supply of seeds bought from seed merchants at Philadelphia and other points; to-day the seed merchants of Grand Rapids not only supply the home demand, but they are shipping seeds into every state and territory in the Union, and into the Dominion of Canada, also. We not only import but we export seeds to England and France. No mercantile industry has taken on a more wonderful development, or has kept pace with the rapid growth of the city more completely than the seed business.

ALFRED J. BROWN.

The Hide Trade.

The progress of the hide trade has been, for the time you ask—ten years—much like that of a crab—backward.

Notably from 1876 to 1886 there were handled annually by buyers of this city about 70,000 to 100,000 hides, at a cost of about \$5 each. Prices varied but little during those years. Later trade diminished, caused by concentration of capital in stock yards. New ideas, or what were deemed innovations, in manufacturing leather created more numer-

ous selections. New wants called for new styles of goods, or, in other words, improvements in the trade, thus forcing other results, until the whole has been revolutionized, and for the better. From 1886 to date this change has been more apparent than during previous years, by forcing out the margins for local dealers and decreasing their trade and the numbers engaged. It has, at the same time, lessened values, the price per hide in 1887 being \$4; in 1892, \$3, and now, in 1893, the price has dropped to \$2@2.25, the lowest point ever known to the trade. Simultaneously, the quantity has diminished to the approximate number of 30,000 to 50,000 pieces per year.

WM. T. HESS.

The Lime Trade.

The manufacture and sale of lime, cement, and building material is one of the pioneer industries of Grand Rapids, and is more intimately connected with the growth and development of the city than any other industry. In an early day the lime used for building purposes was obtained by burning the stone taken out of the bed of Grand River. This home material has been crowded out of the market by Petoskey and Ohio manufacturers, who, possessing better manufacturing facilities, are enabled to place it in our market at a cheaper rate than it can be produced here. The dealer today can sell lime and cement as low as 85 cents and \$1 per barrel, respectively. When it is remembered that out of this must be deducted the profit of both dealer and manufacturer, beside cost of barrel and freight, it will be readily seen that the facilities for manufacturing must be very great. The immense quantities of these materials demanded by the rapid growth of the city and territory tributary thereto make these low prices possible. "Large sales and small profits," is the key-note of the lime and cement trade of Grand Rapids. The building material industry must, of necessity, keep pace with the growth of the city. There are, at present, eight or nine dealers in these materials. The trade handles a great variety of materials, such as sewer pipe, pressed brick, stucco, plastering hair, etc., all of which are consumed in large quantities in the rapid development of the city.

S. A. MORMAN.

The Bean Trade.

Referring to your letter regarding the bean business of Western Michigan and its progress for the past ten years, I will state only in so far as I myself am and have been interested. Going back a little farther than ten years, back to 1881, the writer commenced in a small way to handpick beans. The manner was very crude, as I had had no experience. The stock in those days was scarce and would not warrant the outlay of machinery. Picking was done from tables, the same as our mothers did years ago. Our output that winter was only three carloads, about 1,500 bushels, yet we thought we were doing quite a business. In 1882 and 1883 no improvements were made, and very little increase in the business. In 1884 there was quite a crop—more than could be easily handled in the old way—so I devised a table with a canvas top that moved about twelve feet a minute, carrying the beans before the pickers in such quantities as would allow the girls to pick about ten bushels

each a day. (The old way a girl could pick only about a bushel in ten hours.) This table was not patented, as I did not think then there would be beans enough grown to keep such a table going more than two or three months in a year; but the writer was mistaken, for there are hundreds of them in use now for picking bean, peas, etc. The business in 1885 required two tables for about five months. From that time until 1890 it continued to increase, when I had to have more room. I then built on West Bridge street an elevator and warehouse for the exclusive handling of beans. With our improved machinery for cleaning, and railroad facilities for loading and unloading, having a track on either side of our building, we have a daily capacity of 2,000 bushels of handpicked beans for every nine working hours. Comparing our business during the winter of 1881 and 1882—about three carloads—with the winter of 1892 and 1893—nearly 500 carloads—you can form your own idea of the increase of the bean trade in Western Michigan.

Ten or fifteen years ago very little of the food quality of beans was known. We of the West hardly realized that anyone would care for them, excepting Boston people, who had to have "baked beans," and, perhaps, a few lumbermen and miners. To-day the United States consume over 5,000,000 bushels, yearly, of the common white bean. The importations from Austria and Germany in the winter of 1892 and 1893 were over 1,500,000 bushels, and to-day, all through the United States, this product cuts a large figure as an article of food.

W. T. LAMOREAUX.

The Cigar Business.

A comparison between the status of the cigar industry in this city ten years ago and that of the present time will show that the cigar trade has developed proportionately with the other industries of the city. Many factories have sprung into existence within that time and the annual product has been multiplied several times. There are at present about forty-five factories in the city, the most of which have made their appearance during the past ten years. The annual product, of course, has not increased in proportion to the increase in the number of factories, as a large percentage of them are small concerns employing very few hands. To give an idea of the relative significance of these forty-five factories, I will say that whereas the whole of them employ but 122 hands, we employ from twenty-five to thirty ourselves.

HUGO SCHNEIDER.

Merchandise Brokerage.

Reminiscences of the brokerage business for twelve years! Great Scott! They would fill a book larger than Bro. Stowe would care to print. My experiences (trials, I might say) with John Caulfield (that good natured Irish Lord) would take a month to relate.

Let me see. Twelve years ago. Amos Musselman was then keeping books for Graff, Shields & Co.; O. A. Ball was working up a nice city trade for Cody, Ball & Co.; Heman Barlow was shipping clerk for John Caulfield; Lew. Hawkins was making his annual trips to Cincinnati, where he purchased whole trainloads of hogshead sugar and New Orleans molasses; Arthur Meigs was just making a name for himself as a hustler, and I was a green boy, just out of school, hold-

ing down a chair (most of the time) in the office of that noble pioneer in the business, H. F. Hastings, with no more idea of the brokerage business than an African savage has of the present "good old Democratic" financial stringency.

How things have changed since then! In those days the jobber sorted up his sugar stock daily, buying ten barrels of one grade, five of another, fifteen of another and so on, no one order amounting to very much, but aggregating a good trade every day. Their trade gradually increased until by two or three of them clubbing together they could buy a carload of seventy-five barrels direct from the refiner. Things drifted along like this for some time until, finally, the refiner made the rule that he would sell in 100-barrel lots only and to one purchaser only. What a howl went up from the jobbers! One would think that they were to be driven out of the business by this "arbitrary" rule which compelled them to buy such an immense quantity of sugar at one time. How well I remember a certain order given me by Sam. Lemon, up in the old store on Division street. It was for 125 barrels, and was the largest single order that I had ever taken. Seven years later Mr. Lemon gave me an order for 1,100 barrels without as much fuss as the 125 barrel order caused.

In those days no such thing was known as Clear Back or Morgan pork. Mess pork was all the go and what quantities of it we did sell! And plug tobacco! Arthur Meigs was then pushing his celebrated "Red Fox," and orders from him for 1,000 butt lots were no uncommon things. But these things have all changed. Competition between the manufacturers has become so close that a firm which wishes to keep its goods on the market is compelled to have men working the retail trade constantly. This a broker cannot do on the small brokerage that he gets; consequently, lines which formerly paid well are dropped out altogether and new ones substituted.

Through all of these changes there is one noticeable fact, and that is that the class of goods now handled by the jobber is of a much better quality than ten years ago. Then we sold large quantities of such goods as soaked peas, corn, succotash, etc. Now, hardly a case of these goods is sold, while larger quantities of fancy goods are disposed of. The jobbers' trade in those days was largely with the lumber camps, where "everything went." Now, this trade is practically gone and the consumer is the well-to-do farmer, mechanic and artisan, who demand a better class of goods.

Now that I have "reminist," I will get down to a short review of the brokerage business. It was about 1875 that Donald McKenzie, then traveling for a tea importer, conceived the idea that Grand Rapids, with its six exclusive jobbers and one wholesale and retail dealer, was a good point for a broker and located here. The same idea struck H. F. Hastings, who was making Michigan for Boies, Fay & Conkey, of Chicago, and he started in also. Mr. McKenzie soon tired of the business and quit, leaving the field to Mr. Hastings, who was the only broker here for several years. Others, however, soon came in until at one time, I remember, we had thirteen brokers on the street. This state of affairs could not last long and the number has gradually decreased until, at present,

there are five firms, making lively competition for the jobbers' trade. In the meantime brokers have come and gone, and I think I do not exaggerate when I say that at different times we have had upwards of forty brokers here.

In closing, I wish to say a word in our behalf. The inexperienced often regard a broker as an expense that the buyer has to pay for, and that the goods bought of a broker have the brokerage added in in some way. This is a mistake. A manufacturer or importer cannot place his goods on the market cheaper than through the medium of the broker, and less expense in selling his wares means a lower cost to the buyer. At the same time, the brokers give to the buyer the benefit of the competition of the world and the saving to the buyer in this way is many times what the broker receives for making the sale. The broker is a necessity and has come to stay.

CHAS. N. REMINGTON, JR.

Commercial Agencies.

These institutions are correctly named, for they are truly the agencies of commerce, and, like all other institutions which have "come to stay," they are the outgrowth of necessity. Practically all wholesale merchandising has come to be done on credit, and even though bills are discounted upon receipt of goods, the title is passed when the goods are received for by the transportation company, which renders it absolutely necessary to know the responsibility and credit of a customer before shipping, which information is what the commercial agency supplies.

Fifty years ago commercial agencies were almost unknown. Such institutions existed, but so embryonic were they that the credit man of to-day, familiar as he is with present methods, would hardly recognize those crude beginnings and would find them entirely inadequate to present needs.

At the commencement of commercial reporting, centers of trade were few, and, by reason of inferior transportation, far between, the rapid increase in population and the almost magical improvement in the means of communication have multiplied the number and size of cities many times and vastly expanded trade. Every city now where it is desirable or profitable has an agency office which has charge of reporting the territory naturally tributary to it. It is nearly twenty-five years since an agency office was established in Grand Rapids and very few of the concerns then reported are now in business, but their successors are here, and the list of business men has increased many fold since then.

An examination of the lists of subscribers to agency reports in Grand Rapids during the first years that the business of reporting was carried on here shows that the city, then having a population of about 15,000, numbered among its wholesale and manufacturing institutions furniture, grocery, lumber, liquor, confectionery, grain dealers, tanners, and, of course, banks, the number and success of which latter institutions is always a sure indication of the prosperity of a community, for as a prominent business man has truly said, "Banks are like the springs under a wagon and let the business man, like the load on a vehicle, ride easy." Users of reports in Grand Rapids and vicinity were in those days

comparatively few, but as the State has developed from a wilderness, the marketing of the vast forest and mineral products and supplying the armies of laborers who do the work has brought into existence jobbers and manufacturers in all lines, who must have information about their customers. Our beautiful State has grown and her trade increased until our manufacturers and jobbers rank among the first in the union and can compete successfully with all comers. We are selling in all parts of the United States and many foreign countries. Michigan merchants and manufacturers also import to a large extent and reports on them are frequently asked from abroad.

A few feeble attempts have been made to discredit the commercial agency business, but the number of patrons steadily increases, and it has come to be accepted as a fact that a wholesale business cannot be successfully carried on without something of the kind. "Improvement" has been the watchword with these institutions, and many valuable and useful features have been added to their publications as the needs of subscribers have suggested. Books of reports are revised and published quarterly and now contain over 1,500,000 names of merchants, manufacturers, bankers, jobbers and others.

HENRY ROYCE,

Growth of the Grocery Trade.

A brief retrospect of the wholesale grocery business for the past ten years will, I trust, be satisfactory to those engaged in the business, and alike interesting and satisfactory to your readers in general, because I hold that the interests of the wholesaler and retailer are bound together and inseparable. The prosperity of the former depends largely upon the success of the latter, and *vice versa*. The growth of this line of business during the decade of which I write has not been phenomenal, but steady and healthy. It has simply kept pace with the growth of our city and with that of the territory tributary to this market. In all this time but two firms have retired from business, and another firm has entered the ranks, leaving the number of houses one less than ten years ago. But very few of the active members of the different houses have retired during this period, and there have been few accessions, so that there is but little change in the personnel, the management of the wholesale grocery business of the city being practically the same to-day as ten years ago; and to the credit of the wholesale business and honor of the city, be it said, not a single failure has occurred in our line of business in this city, to my knowledge, during the past thirteen years.

In the early '80s, the wholesale grocery trade of Grand Rapids had much with which to contend. The individual and aggregate amount of capital invested in the business in those days was much smaller than at present, and that in itself compelled us to make our purchases smaller and more frequent. Twenty-five barrels of sugar at that time was an ordinary purchase and fifty barrels was considered quite a large one; but to-day purchases of sugar are not made of less than carload lots of 100 barrels each, and it does not at all astonish us to have a local broker come into our place of business, and, with a twinkle in his eye and a smile of gladness upon his face,

quietly inform us that he has just sold Mr. — or Mr. — 1,000 barrels of granulated sugar, "all for immediate shipment." Ten years ago teas were bought from importers and tea dealers in small quantities. Now large import orders of 1,000 chests or more are placed before the goods are marketed from first hands, in Japan. Ten years ago no house here imported goods from Europe. Now it is no uncommon thing to import fish from the Netherlands and table delicacies from France and England. Ten years ago five or ten barrels of oatmeal was an ordinary purchase. To-day the ordinary purchase is a carload of 125 barrels. Ten years ago ten or twenty barrels of rice was an average purchase. To-day the usual purchase is a carload of from seventy-five to 100 barrels. Ten years ago the entire wholesale trade of Grand Rapids would not distribute more than eight or ten carloads of fruit jars during the season, but I venture to say that during the present year the wholesale trade of this city will distribute not less than fifty carloads of glass fruit jars; and so I might continue to contrast or compare the individual purchases and the aggregate distribution of merchandise to any extent. Suffice it to say, however, that I am speaking conservatively in saying that the amount of merchandise in tonnage or quantity handled in and out by the wholesale grocery trade of this city is five times greater than that of ten years ago.

In the early jobbing days of this city we had much with which to contend in point of location, for then Grand Rapids had a population of but little over 30,000, and it was slow to be recognized by the best merchants of Western Michigan as a jobbing center of much importance; but the increasing growth of our city and the rapid and successful strides of our manufacturers and jobbers in all lines have placed the Valley City in the foreground of the great manufacturing and jobbing centers, and it is to-day recognized and looked to as the great and natural commercial depot of supply for Western Michigan. The troubles and difficulties therefore already alluded to, and common to all young and enterprising cities, have now been overcome, and here the wholesale grocer of the future will find much pleasure in his business, for Grand Rapids, at present a city of 100,000 population, metropolitan in all its ways, possessing all the facilities peculiarly essential to a great city, affords the wholesale grocer every facility to enable him to successfully compete with any and all outside centers for the trade legitimately belonging to this market. The wholesale grocers of this place have warehouses and shipping facilities second to none in the country, and with a pardonable pride I may be permitted to say that, taken as a whole, their sales-rooms and offices have no equal in any city in this broad land.

Again, the wholesale grocer finds now, and will in the future derive, much more pleasure from doing business, from daily contact with the retail merchant of Western Michigan than in the past, for during the past ten years a wonderful changing, thinning out and weeding out of many floating, irresponsible and unprincipled retail merchants throughout the territory has taken place, and a class of merchants of responsibility, good principle and high intelligence has succeeded them; and, as intelligence begets

toleration, and enables a man to rightly divine between right and wrong, so will the increased intelligence of the merchant of to-day enable him to adapt himself and his business methods to the changed and progressive conditions of the times. To illustrate: Ten or twelve years ago the wholesale grocer of this city bought most if not all of his sugars on sixty days' time, and at maturity (if not convenient to pay then) he was sometimes allowed to give his sixty-day note. Not so now, however, for to-day the refiners insist upon receiving their pay within seven days from date of invoice, providing the jobber avail himself of the cash discount, and often, if not always, are sugars paid for before they are in sight or received. This being true, as one example of many which might be cited, your readers as intelligent merchants can readily understand that the old system pursued for so many years between the retailer and the wholesaler—the former paying what he could when he could—is not now in conformity or in keeping with present or future conditions; in fact, from center to circumference we are getting closer to a cash basis, and the grocer of the future, whether wholesale or retail, who intends to remain in business and maintain a good name and a high credit, and who would conduct his business with pecuniary success, must keep in mind the absolute necessity of so shaping his policy as to enable him to discount, if possible, all his bills, or, at least, to pay promptly at maturity.

I trust that the next ten years may be to you another period of success commensurate with your zealous and untiring efforts in the management of THE MICHIGAN TRADESMAN—that journal of commerce which has done much to correct evils in trade, to elevate commercial life to a higher plane, and in teaching always the true principles and methods essential to a just and successful business career.

S. M. LEMON.

Toys and Fancy Goods.

This industry was not in existence to any appreciable extent ten years ago, but the market has grown to such proportions as to entitle it to recognition. The stocks in this city are the only complete lines shown in any city between Cleveland and Chicago, and are not surpassed in assortments of varied and popular-priced goods in any city in the country. It has proved to be one of the best branches in which to do a profitable business, especially in "tight times," as the children are "always with us," and will not be satisfied with an excuse when it is time for old Santa Claus to arrive, and the thousands of inexpensive novelties always command a ready sale in the holiday season.

F. E. LEONARD.

The Flour Industry.

During the past few years there has been a wonderful revolution in the processes of milling. The old, time-honored stones have given place to the modern rolls. In no manufacturing industry have greater improvements been brought about by the aid of improved machinery, or more radical changes made in the various processes of manufacture, than in the milling business. This is seen in the improved methods of cleaning wheat and in the purifying of middlings by the advent of dustless purifiers. Radical changes have been made in bolting. The old-fashioned, long hexagon reel has dis-

appeared and in its place we have the short, round reel. The introduction of the improved dust collector is another great advantage which the old millers did not enjoy. One of the most recent improvements in milling machinery is the combined scalper, grader and purifier—three combined in one in such a way as to secure desired results more expeditiously with much less power and space than by old methods.

In this march of improvement the millers of Grand Rapids have taken the lead in the State of Michigan. They are imbued with a spirit of enterprise, always on the alert to test every new invention and improved method, and adopt whatever possesses real merit. This untiring zeal in progressive enterprise has given Grand Rapids millers a reputation for manufacturing the choicest grades of flour, which has become national in scope. Grand Rapids flour is steadily increasing in popularity, not only at home, but all over the Southern and New England States, and in foreign markets, for it must be remembered that Grand Rapids millers export part of their surplus.

During the past ten years all of the city mills have been remodeled and refitted, fully doubling their capacity. The bulk of the choice wheat grown in the Grand River Valley is now ground in Grand Rapids. The Valley City Milling Co. was the first to change from stones to rolls and was soon followed by the other mills. This company has recently equipped its mills with the new bolting system, and the others are contemplating a like change. The millers of Grand Rapids have ever been to the front in the development of the city's commercial enterprise, a fact which is duly appreciated by the business men and other citizens of the city, as shown in the almost exclusive use of city made flour. In almost every grocery store in Michigan may be seen sacks of flour bearing the name of Grand Rapids. Who can tell how much has been accomplished in the wonderful advancement of our city by the millions of sacks of flour which go out from the city mills every year, each one bearing the name of Grand Rapids in large, fancifully colored letters, and containing the "staff of life" for every man's table? Thus, a continuous stream of the very best kind of advertising is being done for the wheat producers of the Grand River Valley, the city milling industry, and, indirectly, the city itself, by an actual demonstration of the advantages we enjoy.

WM. N. ROWE.

The Fish Trade.

The fish trade of the city is not behind other lines in the development of Grand Rapids as the distributing center for Western Michigan. Grand Rapids furnishes a market for a ton of fresh fish daily, three-fourths of which come from the north. In addition to this about 500 pounds of fresh salt water fish are marketed, on an average, per day. It will be seen from these figures that the city's annual fresh fish trade has reached proportions which tip the beam at over 750,000 pounds annually; and 75,000 gallons would be a fair estimate of the annual oyster trade, 34,000 of which is consumed by the city. There are four firms in the city extensively engaged in the oyster trade, and two of these represent the fish business. The lobster trade averages,

Concluded on Page 8.

MILTON KERNS' El Puritano Cigar.



THE FINEST
10 Cent Cigar on Earth

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

VOIGT, HERPOLSHEIMER & CO., WHOLESALE

Dry Goods, Carpets and Cloaks.

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

Mackinaw Shirts and Lumbermen's Socks.

OVERALLS OF OUR OWN MANUFACTURE.

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



SEE QUOTATIONS.

MUSKEGON 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

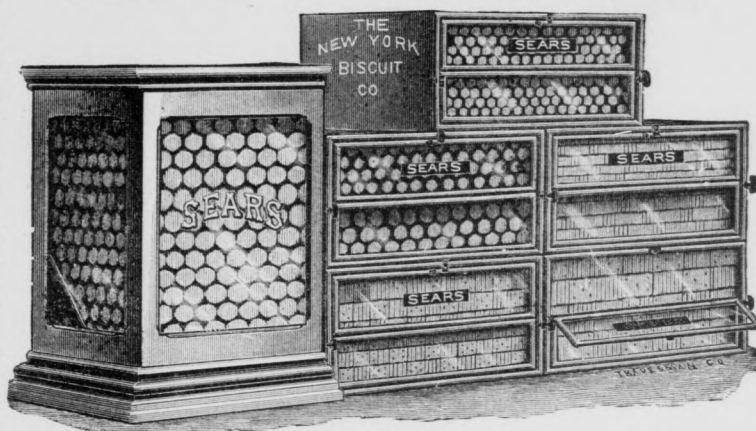
Dress Goods, Shawls, Cloaks,
Notions, Ribbons, Hosiery,
Gloves, Underwear, Woolens,
Flannels, Blankets, Gingham,
Prints and Domestic Cottons.

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

Spring & Company.

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.

A SAFE INVESTMENT

An order placed with us for goods of our own manufacture. Our fac-
tory is one of the largest in the State, and its products are trade winners
wherever sold.

OUR SPECIALTY:
HIGH GRADE CONFECTIONERY.

SIDE ISSUES:
Oranges, Lemons, Nuts
and Oysters.

TRY US.

THE PUTNAM CANDY CO.

GOLD IS COMING! PROSPERITY IS ON THE WAY!

AND THE OPPORTUNITY TO BUY



At rock bottom price is now. A high grade Laundry
Soap made especially for washing, cleansing and puri-
fying. Now is the time to buy. See price list. Order
from any wholesale grocer.

MANUFACTURED BY

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

MICHIGAN Fire & Marine Insurance Co.

Organized 1881.

DETROIT, MICHIGAN

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 Busi-
ness. Location. Buying, Selling, Credit, Adver-
tising, Account Keeping, Partnerships, etc. Of
great interest to every one in trade. \$1.50.

THE TRADESMAN CO., Ag'ts.
Grand Rapids, Mich.

REDUCED PRICES

—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.....	\$5 50
One quart Mason cans, packed, 8 doz. in a case.....	6 00
One-half gal. Mason cans, packed, 6 doz. in a case.....	8 00
One pint Mason cans, packed, 1 doz. in a case.....	7 50
One quart Mason cans, packed, 1 doz. in a case.....	8 00
One-half gal. Mason cans, packed, 1 doz. in a case.....	10 00

Don't delay but send your order at once to

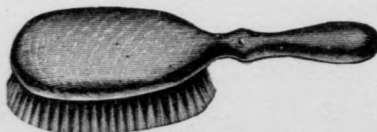
H. Leonard & Sons
GRAND RAPIDS, MICH.



QUALITY WINS!

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

GRAND RAPIDS,
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MANUFACTURERS OF

BRUSHES

GRAND RAPIDS, MICH.

Our Goods are sold by all Michigan Jobbing Houses.

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.

STOP AND CONSIDER

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

PLAYING CARDS FREE!

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

FERMENTUM
THE ONLY RELIABLE
COMPRESSED YEAST

SOLD BY ALL FIRST CLASS GROCERS.

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

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

THE RIVERDALE DISTILLERY,

THE OLDEST MANUFACTURERS IN THE WEST.

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Grand Rapids Agency: No. 106 Kent Street.