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NO. 525



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

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

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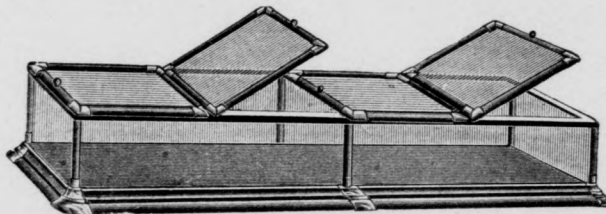
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They are the cleanest, purest and best goods in the market.

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MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, OCTOBER 11, 1893.

NO. 525

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THE CLERK'S STORY.

Five or six men had gathered in Harvey Greer's rooms at the Benedict one rainy Sunday afternoon smoking and telling yarns.

Everybody had told some wonderful story of his exploits except the athletic Jack Wilmer, who sat big and calm and imperturbable, puffing away at his corn-cob pipe.

"Look here, Wilmer," said Greer, "this won't do. Any fellow that's led the tough life you have must have lots of things to tell. Come, brace up and give us a story. We want to be amused."

"Never had but one extraordinary adventure," said Wilmer, "and that was chiefly remarkable for the way it ended. You won't like it."

"Come, give it to us."

Wilmer took his pipe from his mouth and stretched out his frame in the chair. "Well, you see," he said, "it was when I first went to New York. I was having a pretty hard time of it, without money, friends or any education to speak of like you fellows that have been to college. There wasn't much that I didn't try my hand at from porter in a hotel to clerk in a big clothing store on Sixth avenue; but I gave that up pretty soon—couldn't stand fitting clothes on pert little dudes that I could have carried with one hand. Good thing that I got out of it, too, because if it had lasted much longer I should have knocked some of them down.

"But while I was clerk I had a room in a cheap lodging house on the east side near Third avenue—Eighth street, I think it was. It was on the first floor, the back room, as stuffy and hot a little hole as you ever saw and I was there all summer. It had one big window in the back and there I used to spend most of my time when I was in the house, trying to get a breath of fresh air and looking at the dingy courtyard that belonged also to the house back of us on Seventh street. It was like a well, paved with stones, the children used to play in it and the women hung out their clothes.

One awfully hot day in July about 5 o'clock in the afternoon I was sitting there in my shirt sleeves, drowsy and sleepy with the heat. Not having anything else to do, I had a sheet of paper before me on which I idly scribbled over and over again my name, John Wilmer, in my own peculiar scrawl—that looks like the trail of a fly that has just crawled out of an inkstand.

I was very drowsy and mad as hops with a yellow-haired woman at a window who was calling out as she lifted the lid of a box that had been hung out of the window to serve as a refrigerator:

"Maggie, do you want me to bring the potatoes, too? Maggie, Maggie, why don't you answer?"

On the fire escape of another house two children were having a fight. My eyes closed for a moment when suddenly in the quiet came a gust of wind. I looked up in time to see the paper before me blown out of the window across the court-

yard to the window in the basement where a man was sitting. The man picked up the paper, looked at it carefully for several minutes and then taking a piece of paper from a book seemed to compare the two, looking from one to the other with satisfaction. He then put them both back in the book and sat down again, looking over at me from time to time. He was a big red-haired and red-bearded fellow whom I had often seen before at that window but I was very curious to know what was his interest in my handwriting.

Well, a few evenings after that I was taking my dinner at a cheap eating house on the Bowery. It was as hot as blazes; the doors and windows were all open, the flies coming in and sticking in the butter and to the pink and blue tissue paper hanging on the walls. I don't know what they have those things for, unless it is to keep the flies from feeling homeless. But there was something that made me feel uncomfortable aside from this and I didn't know what it was until I turned around and saw sitting at another table, the same red-headed man who had been at the window and who had been so much interested in my writing. He was staring at me enough to bore two gimlet holes through my back and that is what made me so uncomfortable. I thought maybe he was a detective who was after me for something, although I didn't know what I had done, so I got up and went out. The sun was down and the gas was lighted. People and children were swarming outside just like the flies. I knew the man was following me and after one block I simply turned around and waited for him to come up.

"Look here," I said, "what do you want with me?"

He was all out of breath with the chase after me.

"You are a pretty fellow," he said, "running away so fast, when I've got a big piece of business to offer you. Is your name John Wilmer?"

"Yes."

"Do you want to make \$50 in a half an hour, John Wilmer?"

I had exactly \$1 in my pocketbook and my week's rent due.

"Yes, I do," I said, "but what's up? What have I got to do?"

"Never mind about that here. Just come with me."

We went on for several squares, then turned into Baxter street. The man seemed a mum sort of a fellow and didn't say anything. From Baxter street we made several turns to the right to a street totally unfamiliar to me. There didn't seem to be any hurry and as we walked along I smoked a cigar which my mysterious employer handed me.

At a little baker's shop we turned off into a narrow alley dimly lighted. I suppose it was swarming with people because I could hear them bustling around and talking. When we came to a house that looked empty the man unlocked the door, carefully locked it again and went

up a flight of stairs into a back room, I following.

All this time we had been groping around in the dark but the man struck a match and lighted a candle. Then I saw that the room was perfectly bare except for a common wooden chair and table on which stood the candle and a leather valise.

"Now," said the man, "sit down there." He took some papers out of the valise and handed me a fountain pen. "What I want you to do is very simple and won't take you a moment. It is just to write your name."

He began searching in the valise for something and I had time to notice him—a well dressed gentlemanly man who looked as if he might be a swell fallen on hard times.

"Here," he said, "are some papers. There is a man in this city named John Wilson. You have heard of him; has a big wholesale liquor house. Well, it is a curious thing. You both write obscurely but you couldn't tell your signatures apart. See!"

He held out a letter to me with what I could have sworn was my own name written on it. The "John Wil" was plain enough, and the three last letters ended off in an illegible dash as mine did.

"Now," said the man, "this paper is a transfer of property by John Wilson to some parties who have a law suit against him. If you will sign your name to it it will pass as his—and here are your \$50."

He opened his pocketbook and showed me a roll of bills.

"Why," I gasped, as the meaning of the affair burst upon me, "this is forgery!"

"What if it is?" He was eyeing me coolly.

"I won't do it."

Before I knew it I was sitting in the chair and he was standing before me with a pistol aimed at my head.

"Yes, you will," he said. "I'll give you three minutes to decide, or you die."

I was helpless, without a weapon, staring into the man's cool, determined face, knowing that at the slightest movement he would undoubtedly shoot me. The worst of it was that my strength seemed to be gone. I felt a sudden drowsiness and could only stare into that man's eyes. I remember that he had a cast in one of them, and thinking that he would be quite good looking if his beard was trimmed in a point. All this time the man was raging and swearing and threatening my life. Suddenly there was a sound down stairs as if something had been thrown against the front door. My adversary turned. As he did so I made a quick movement and pinioned him. He was a powerful fellow but I got him underneath. In the struggle the pistol went off, the bullet striking the ceiling. I knocked the man down, gave him a blow on the head, enough to have settled an ox, then, picking up his key, I rushed down stairs, unlocked the door but forgot the key and left it in the lock. The street was full of people but I did not

dare to ask for assistance from any of them. My hat was gone, my clothes torn in the struggle, but I went on several squares looking for a policeman. Not one came in sight until I found myself on the Bowery.

"Come with me," I said to the first one I met.

"Where to?" he inquired.

"Come, come," I said breathlessly. He looked at my wild condition and evidently thought that I was either crazy or drunk, but he came, while I told him as best I could, about my adventure, he seeming very skeptical.

After making several turns I found myself hopelessly lost. I couldn't find the place. The policeman was about to take me in charge as a dangerous lunatic when I caught sight of the little bakers' shop. We turned into the alley and went to the empty house. The door was locked and the key was gone.

"The baker will know about it," said the policeman.

We went to the little shop and found a fat, honest looking German.

"Who lives in the empty house?" I asked.

"That house belongs to me. It is empty. No one lives there now. A man rented it for a week and he was a good man—paid in advance. He came in just a little while ago and said he didn't want it, and brought back the key. He was a good man and paid in advance."

The policeman told him the story and he was horrified. Taking the key he went with us to the house. It was dark and stuffy inside as if the house had not been opened for weeks. We went upstairs to the back room. I must confess to a tremor as we opened the door. I struck a match and lighted the half burned candle on the table. The room was just as I had left it. There was my hat on the table, the bullet hole in the wall, but the valise and the red-haired man were gone.

While the policeman was examining the room I sat down on the chair overcome by that strange sensation of exhaustion. Death seemed to be in the atmosphere of the place, and I believe that it was the effects of the cigar which had been given me, that it had been poisoned.

The policeman and the baker made a thorough search but could discern no clue. The rest of the house was vacant, and evidently no other room had ever been occupied. It was the man's intention to lure me to this place merely to get my signature, and, evidently, to make away with me afterwards.

The policeman roused me from my torpor, took down the particulars of the affair, the appearance of the man and my address, but said there was no hope of ever finding him.

I made my way to my own room about 3 o'clock in the morning and, without undressing, threw myself on the bed like a log, to sleep off the effect of the drugged cigar.

It was late in the afternoon of the following day when I awoke, and intensely hot. I went to the window and sat down to think over the events of the evening before. As I did so I remembered where I had first seen that man—at the window of the house back.

Looking over I saw sitting at that identical basement window, writing, that very same red bearded rascal and would-be murderer. I watched him closely and saw how easy it would be for me to jump

out of my window, run across the courtyard and seize him.

Looking around to see if there was a man in sight to come to my assistance in the struggle, a sense of coincidence overcame me. Everything was the same as it had been that first afternoon when I saw him. The children were fighting on the fire escape. The yellow-haired woman was lifting up the top of the box out of the window and calling out:

"Maggie, I've a great mind not to bring you the potatoes. I've been calling to you for ten minutes."

I looked on my lap. There was the paper on which I had scribbled my name. It had never blown away—

Jack paused and walked toward the door. The men looked at him breathlessly.

"Well? and the house?"

"And the forger?"

"And the drugged cigar?" asked one after another.

"All a dream. Never was any house or any forger or any cigar," said Jack doggedly with a grin. "I told you fellows you wouldn't like the end but you would have it."

He looked around. The hoax was beginning to turn on them.

"Good bye, I must go," he said, escaping through the door just in time to miss a paper cutter which Greer aimed at his head.

ANNA VERNON DORSEY.

REPRESENTATIVE RETAILERS.

E. D. Winchester, the East Bridge Street Grocer.

Edward D. Winchester was born in the city of Grand Rapids, near the site of the present City Hall, Oct. 4, 1858. His father, S. A. Winchester, came to this city from New Hampshire, his native State, 40 years ago, and is at present in the wood business at the corner of Crescent avenue and Ottawa street. "Ed." passed successfully through the many dangers incident to childhood, entering school when of proper age, where he continued until his sixteenth year. For five years previous to leaving school he "did" a paper route twice a day, clothing himself with the proceeds. Upon leaving school he went to work for the Grand Rapids Chair Co., remaining several years in this situation. He then went to work for C. C. Comstock, in the Peoples' Store, on Canal street. Here he remained ten years, for eight years of which he was manager of the business. He left this situation to engage in business for himself. In 1886, with the late John J. Sours, he bought the grocery stock of Wagner & Clark, corner of East Bridge and North Lafayette streets. The firm of Winchester & Sours continued until 1889, when Mr. Winchester purchased his partner's interest, and the business has ever since been owned and conducted by Edward D. Winchester. Mr. Sours went into the real estate business, dying in 1892 of typhoid fever. Mr. Winchester is a member of the Grand Rapids Retail Grocers' Association, and is a firm believer in the principles and objects of that organization.

Quiet and unassuming, caring nothing for the "trumpet blast of fame," he is one of the last men in the world to wish to see his name in print. He enjoys a fair share of "hill" trade, which is constantly growing, the result, not of catchpenny advertising, but due to the fact that Mr. Winchester has been satisfied to attract customers with good goods and hold them by fair and honorable treatment.

Chocolate Cooler Co.,

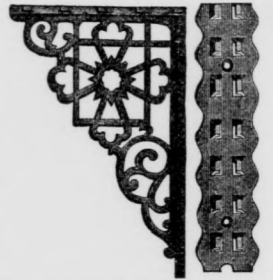
MANUFACTURERS OF



KNOCK DOWN TABLES AND SHELVING,

AND MANUFACTURERS AGENT FOR

Koch Adjustable Brackets for Shelving.



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

DOES IT PAY?

Certainly It Does.



I take no chances. The quality is of the very best. The NEW YORK CONDENSED MILK COMPANY is a very responsible concern and guarantees the

Gail Borden Eagle Brand

Condensed Milk to its customers. Besides it is no trouble to sell.

The majority call for it and wont take any other brand. If I don't keep it my customers will get it elsewhere.

Smaller profit? No, I guess not; have tried both ways and found that it pays to sell only the "BEST." It has been demonstrated to my satisfaction that the

GAIL BORDEN EAGLE BRAND

HAS NO EQUAL.



Fallacy About Forcing the Markets.

The farmers complain of the low prices of their products and they charge it upon speculators and traders. They claim that there has been a conspiracy to put down the prices of farm produce, just as the silver miners charge that there has been a conspiracy to reduce the price of silver.

Nothing could be more erroneous than such a notion. It is absolutely impossible for any combination of capitalists to control the markets of the world all the time. It might be possible to corner a market on some particular occasion and under certain circumstances for a very short time, but to carry on such a scheme systematically and without a break for a long term of years is simply impossible. No power on earth can do it, and no power ever has done it.

Prices of leading articles of consumption are governed entirely by the conditions of supply and demand. An excessive supply will put down the price, because people who are forced, by their necessities, to sell will offer their merchandise so as to meet the requirements of buyers. A financial panic which locks up all the money will also force lower prices. If no combination can systematically keep down prices, regardless of the laws of supply and demand, so also no combination, either of capital or of violence, can force them up and keep them up.

The fact that prices of most necessities have been declining for the past twenty years is not due to any power wielded by capital and monopoly. It must be charged to the introduction of machinery and processes which have constantly cheapened the cost of production. In nearly every article of necessity the decline in price has been steady for a long time. The exception occurs in agricultural products, because they depend largely on weather conditions. When poor crops are had prices are higher, but several good crops in succession will force down the price.

But if there has been a general decline in farm products it has also been the case in regard to most manufactured articles in common use. The raw material has been cheaper and the manufacturers can turn out their wares cheaper. Whatever may be said against manufacturing trusts, which are able to tyrannize over the trade and drive out competition, they have never sought to put up prices to an oppressive figure. They understand that if articles are put above the ability of the people to buy, the people will not buy. In order to create trade prices must be put within the reach of the masses. In an article in the Forum for October, David A. Wells, one of the most distinguished statisticians in the country, has presented some striking illustrations of the influence of machinery and improved processes of production to cheapen articles of necessity. Some facts and figures drawn from him will prove instructive.

Probably there is no example of the more signal influence of ingenuity and science in cheapening products than in the experience with the metal aluminum. In 1856 it sold for \$90 per pound; in 1887 for \$8, and in 1889 for \$2. Its present market price is about 50 cents. Copper tea-kettles, which sold in 1860 for \$2.50, can now be bought for 75 cents; and this homely example illustrates the great decline which has taken place in the price

of copper since 1880, from 25 cents to 9 to 10 cents per pound, which the commercial world is agreed has been wholly due to the extraordinary productiveness of new American mines and new methods of mining and smelting, and which decline one of the most influential syndicates ever organized, with command of enormous capital, was utterly unable to prevent.

Consider next the recent experiences of the four great commodities that, either directly, or in their manufactured forms, constitute the bulk of the world's trade and commerce—namely, iron, wheat, cotton and wool. Pig iron sold for \$50 per ton in 1873; for \$41 in 1880, and as good a grade can now be bought for \$13. According to a report presented to the British Iron and Steel Association in June, the increase of the world's production of pig iron from 1877 to 1892 was 91.6 per cent, and for the United States 343 per cent.—ratios far greater than any concurrent increase in the iron-consuming population; and latterly every year has closed with large accumulations of unsold stocks and a wonderful increase in capacity for production. A decline in the price of wheat has been almost continuous since 1885, and in July of the current year no one of the world's staple commodities was so cheap. Concurrent with and antecedent to this decline there has been a tendency for the stocks of wheat to accumulate in an extraordinary degree at all commercial centers. For the year 1891 the world's production of wheat is believed to have been 100,000,000 bushels greater than ever before, and during the present year (1893) its visible supply has been larger than it has ever been in the history of wheat speculation. Cotton was worth about 20 cents per pound in the paper currency of 1873, but now sells for from 7 to 8½ cents.

While the manufacture of iron has been greatly cheapened by improved processes, the fact is indisputable that the wheat and cotton crops of several years past have been in excess. The fact must not be forgotten that the masses of the people have only so much money to buy with. When the supply is scant and the price goes up the people will buy less. They will wear old clothes and give up luxuries. But when there is a great financial panic and thousands are earning nothing, prices must go low and the markets will be extremely dull and inactive. Congress may forbid, under penalties, speculation in cotton and wheat, and the incendiary organizations in the country may burn barns and gins, but these expedients cannot control the markets of the world. Business does not rest on such a basis.

FRANK STOWELL.

A Market for Peach Stones.

It is reported that the buying and shipping of peach-stones has grown to be quite an industry in North Carolina this season. In Newton large quantities of the stones have been bought. The average price paid is 35 cents a bushel.

People who love coffee better than war should call a halt to the political squabbles in Brazil.

Little Roger had gone into the country for the first time, and his grandfather had taken him out to see the colt. "There, Roger," said the old gentleman, "did you ever see such a little horse as that?" Roger never had, and his eyes shone; but there was one drawback. "What's the matter with him, grandpa?" he said. "He hasn't any rockers."

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 purifying. Now is the time to buy. See price list. Order from any wholesale grocer.

MANUFACTURED BY

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

Oil Heaters



WE ARE AGENTS FOR

THE WILCOX HEAT LIGHT CO

AND THE

GLAZIER STOVE CO.

THE NO. 9 MODEL,

AS WELL AS

THE PERFECT OIL HEATER

ARE THE BEST OF THEIR KIND. WRITE US FOR A CATALOGUE.

FOSTER-STEVENS
& CO. MONROE ST.

AMONG THE TRADE.

AROUND THE STATE.

Homer—M. J. Rowley succeeds W. J. Wilcox & Co. in general trade.

Hessell—D. Stewart has purchased the drug stock of Todd & Bennett.

Tipton—Otis Whelan is succeeded by W. J. Hampton in general trade.

Dundee—J. H. Jaeger succeeds J. H. Jaeger & Co. in the grocery business.

Allen—Bishop & Rising have sold their hardware stock to Hamblin Bros.

Reading—Allen & Enderby succeed H. C. Allen in the flour and feed business.

Constantine—H. Jacobs succeeds Heimbach & Jacobs in the drug business.

Elsie—J. A. & J. A. Rose succeed Allen & Howell in the grocery business.

Kalamazoo—The stock of the Bronson Paper Co. has been closed out by the sheriff.

Kingston—W. H. Roy & Sons, druggists, have dissolved, Roy & Colton succeeding.

Tecumseh—Heck & Halbert succeed Wm. C. Heck & Son in the flouring mill business.

Fennville—L. S. Dickinson succeeds Dickinson & Raymond in the hardware business.

Clare—The stock of A. T. Stevens, grocer and baker, has been closed by creditors.

Devil's Lake—J. W. McGee is succeeded by J. W. McGee & Co. in the grocery business.

Clinton—The Clinton Plow Co. succeeds F. L. Woodward in the manufacture of plows.

St. Ignace—Todd & Bennett, druggists, have dissolved, C. Y. Bennett, continuing the business.

Iron Mountain—Banta & Savard, meat dealers, have dissolved, S. D. Banta continuing the business.

Breedsville—O. Schuyler & Son have sold their grocery stock to T. Gould and retired from business.

Watervliet—Carmony Bros. have opened a drug store, having purchased their stock in Chicago.

Traverse City—A. W. Jahraus has removed to this city from AuSable and opened a cigar factory here.

Watervliet—A. G. Wigent is closing out his furniture and undertaking stock and will retire from business.

Freeport—H. M. Hill has sold his meat market to R. Whitford, who will continue the business at the same location.

Ishpeming—The general stock of Mels, Majhannu & Co. will be sold at public auction on the 14th of this month.

Stanton—W. J. Mickel has removed from Ionia to this place and opened a cigar factory, employing eight men.

Wayland—S. B. Tibbits has opened a grocery store. The stock was furnished by B. Desenberg & Co., of Kalamazoo.

South Lyon—J. E. Just & Co.'s loss on their elevator which recently burned is \$7,000, which is nearly covered by an insurance of \$6,300.

Rockford—Towne & Dockeray have leased the building just vacated by W. G. Tefft, and embarked in the fruit and produce business.

Kalamazoo—Coe & Co. have opened a meat market in the rear of Odell & Co.'s grocery, 203 North Burdick street, and 105 Eleanor street.

Breedsville—T. Gould has returned from Lacota, where he purchased the Young bankrupt stock, to which he has added lines of boots and shoes.

Delton—Dodds & Hartman succeed R. T. F. Dodds & Co., Limited, in the flouring mill business, A. J. Hartman having purchased an interest in the business.

Allegan—Frohlich & Kapp have opened a clothing store in the building formerly occupied by F. R. Rudd. The business will be under the management of R. H. Green.

Plainwell—Frank Smith has purchased a half interest in the merchant tailoring business of J. H. Hitchcock. The new firm will be known as Hitchcock & Smith.

Plainwell—Mrs. Laura Estes has retired from the millinery firm of F. E. & L. Estes. The business will be continued by the remaining partner under the style of F. E. Estes.

Saranac—Chas. E. Huhn, formerly clerk for Frace & Huhn, has purchased the dry goods and grocery stock of E. P. Gifford, and will continue the business at the same location. Mr. Gifford, having purchased a farm, will probably devote his entire attention hereafter to rural pursuits.

Saginaw, W. S.—The Retail Grocers' Association held a largely attended meeting last Thursday evening, which was devoted to a discussion of the early closing question. It will be definitely decided at a meeting to be held this week. It is probable the grocers in the central portion of the city will close at 6 o'clock, and those in the outskirts at 7 o'clock.

Muskegon—At a meeting of the Board of Education, Friday evening, Peter Zalsman, the grocer, presented a bill against one of the janitors in the employ of the Board, asking the Board to compel him to pay the account. The matter was discussed at some length, some of the trustees objecting to any recognition of the matter, on the ground that the Board ought not to be used as a club to hit someone on the head or cause him to dodge. The matter was finally disposed of without action, the trustees believing that the publicity which the matter has received would cause it to be paid.

Detroit—The second trial of the case of Max E. Pollasky and his brother against George H. Minchener, district manager for R. G. Dun & Co., was decided in favor of the defendant by a Wayne Circuit Court jury Oct. 5. Pollasky Brothers kept a general store in Alma. In 1887 R. G. Dun & Co. sent out circulars to all their subscribers stating that Pollasky Brothers had given a chattel mortgage for \$10,000 on their stock. This statement had been sent from the Detroit office, in charge of Mr. Minchener. About a week or ten days after the publication of the notice the firm of Pollasky Brothers learned from some of their creditors that they were reported as having given a mortgage on their stock. Pollasky Brothers lost no time in notifying the Agency that they had not given any mortgage, but that they were perfectly solvent. R. G. Dun & Co. at once recalled the previous notice as to Pollasky Brothers, stating that they had been misinformed by their correspondent at Alma. The Pollaskys, however, claimed they had been greatly damaged in their standing in the commercial world and sued R. G. Dun & Co. and George R. Michener for \$35,000 damages. The case against Michener was first tried before Judge Gartner four years ago. After the testimony was all in Judge Gartner took the case from the jury on the ground that there had been no evi-

dence connecting Michener with the responsibility for the mistake. Appeal was taken to the Supreme Court and, after a review of the case, that tribunal ordered the lower court to try the case on the ground that there was sufficient testimony connecting Minchener with the case to submit it to a jury. The case was on trial several days and was closely contested on both sides, the jury bringing in a verdict after two hours' consideration of the case.

Purely Personal.

Herman Liesveld, the Cherry street grocer, has gone to Gogebic county where he will spend ten days or two weeks on a hunting trip.

J. M. Perry, the Tustin druggist, and Frank Smith, general dealer at Leroy, passed through the city Saturday night on their way to the White City. They were accompanied by their wives.

S. E. Parkill, the Owosso druggist, has returned from his European trip, and on Oct. 1 assumed the duties of Secretary of the Michigan State Board of Pharmacy, to which position he was elected last spring.

L. G. Ripley, the Montague druggist, was in town last week and placed orders for his holiday goods with local dealers. Anticipating a large trade in this line, he bought more largely than he has in previous years.

Frank E. Leonard, who has been confined to his home several weeks by inflammation of the lungs, is recovering his health and strength, so that he will probably be able to resume his duties at H. Leonard & Sons' in a few weeks.

Herbert H. Herrick, of the firm of Herrick Bros., grocers at Lansing, was married Sept. 28 to Miss Edith Baldwin, of Fowlerville. Mr. Herrick is a nephew of E. J. Herrick, the fancy grocer of Grand Rapids, but has not yet acquired the requisite experience to drive the close bargains for which his uncle is noted.

Miss Ollie Harwood, only daughter of G. M. Harwood, the Petoskey druggist, died Sept. 27 at the age of 16, after an illness of nine weeks. The deceased was a young lady of beautiful character and was loved and respected by all who knew her, and the parents have the sympathy of a host of friends in their great affliction.

Frank Hadden is confined to his home, 357 South Union street, by rheumatism. His trade is being visited in the meantime by Geo. R. Rose, who has been regularly engaged to cover the trade visited so many years by Wm. B. Collins, who has been promoted to the position of sales manager for H. Leonard & Sons. Mr. Collins has been on the road about ten years and has rightly earned his promotion.

Chas. E. Olney will return from Thompson, Connecticut, about Nov. 1, and remain long enough to attend the annual meeting of the Olney & Judson Grocer Co., returning to the East in time to sail from New York on Nov. 16 on the *Fuerst Bismarck* for Southern France, where he and his family will spend the winter. Dr. Chas. S. Hazeltine will sail on the same steamer for Milan, Italy, to take the position of United States Consul there.

Window Glass—The factories as yet have not started up and assortments are getting very much broken. Higher prices must come if the mills do not soon start.

PRODUCE MARKET.

Apples—All varieties of eating apples command \$2.50@2.75, fancy Wines and Kings bringing \$3. The latter varieties are the only ones which are up to the average in quality, the general run of fruit being the poorest ever marketed in this state.

Beans—Dry stock is beginning to arrive. Handlers pay \$1.40 for country cleaned and \$1.50 for country picked.

Butter—Scarce and strong. Dealers pay 23@24c for choice dairy and hold at 25@36c. Factory creamery is in moderate demand at 30c. Grocers are beginning to take out butterine licenses, and the sale of butterine will, undoubtedly, put an end to the present stiff demand for the genuine.

Cabbage—Home grown, \$2@3 per 100.

Carrots—25c per bushel.

Cauliflower—\$1.50 per doz.

Cranberries—Early Blacks from Cape Cod have put in an appearance, commanding \$2.25 per bu. crate or \$6 per bbl. The quality is fine, being large in size and richly colored.

Celery—Home grown commands 15 @ 18c per doz.

Cucumbers—Pickling stock, 12@15c per 100.

Eggs—The market has advanced 10 per doz., handlers pay 19c, holding at 20c per doz.

Egg Plant—\$1.50 per doz.

Grapes—Concords and Wordens command 13@15c per 8 lb. basket. Niagaras bring 16@18c, and Delawares 18@20c.

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

Onions—Bermudas command \$1.50 per crate.

Peaches—Smocks command \$1, while small pickling stock can be had at 50@75c per bu.

Pears—A few Kieifers are coming to market, commanding \$1.00@\$.82 per bu.

Quinces—\$1.50 per bu.

Sweet Potatoes—Jerseys command \$3.25 and Baltimores \$2.75 per bbl.

Tomatoes—60c per bu.

Turnips—30c per bu.

The man who does not know a gun is loaded generally wants to try it on some one else first.

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—AN EXPERIENCED RETAIL grocery salesman used to city trade. Must speak Holland or German. Address, with city references, stating amount of experience, No. 792, care Michigan Tradesman.

A FINE CHANCE DRUG AND GROCERY store for sale in town of 2,300. Do not wish to trade. Want cash or good security. Invoice \$4,500. Do not apply unless you positively mean business, for this is a fine opportunity. Reason for selling, failing health. Address No. 93, care Michigan Tradesman.

A GENERAL STOCK OF MERCHANDISE wanted, \$3,000 to \$5,000. Will pay cash for good stock and business if price is reasonable. F. H. Van Dorsten, Litchfield, Mich.

FOR SALE—THE THEODORE KEMINK drug stock and fixtures on West Leonard street. Paying investment. Will sell at half retail value. For particulars, enquire of Henry Idema, Kent County Savings Bank, Grand Rapids.

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.

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.

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.

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

SITUATIONS WANTED.

WANTED—A POSITION FOR ANY KIND of employment by a young man of twenty one. Has had three years' experience in the retail grocery trade and four years' experience in the machinery business. Address No. 794, care Michigan Tradesman.

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

"HARMAN'S Class in Window Dressing" a monthly publication, giving illustrated window displays for dry goods, clothing, furnishings and shoes and ideas for store decorating. Membership fee \$3 a year. Harry Harman, window dresser and decorator, 1204 Woman's Temple, Chicago.

GRAND RAPIDS GOSSIP.

Wm. N. Ingalls has opened a grocery store at Petoskey. The Olney & Judson Grocer Co. furnished the stock.

Cole & Chapel, grocers at 692 and 694 Cherry street, recently uttered a bill of sale on their stock to Hawkins & Company, who took possession of the goods last Monday and removed them to their wholesale establishment.

A. M. Armstrong and J. W. Cappy have purchased the stove polish business of Andrews, Brown & Co. and will continue the business under the style of the Grand Rapids Stove Polish Co. at the corner of Canal and Newberry streets.

Geo. Richards, late of Grand Ledge, has formed a copartnership with John Huff, of this city, under the style of Richards & Huff, and the firm has purchased the flour and feed business of Lawton Bros., at 528 South Division street.

The discussion of the early closing movement at the last meeting of the Retail Grocers' Association has already produced tangible results, the West Bridge street and Cherry street grocers having begun the 6:30 o'clock closing movement on Monday of this week and the grocers "on the hill" having arranged to reduce the closing hour from 7 to 6:30 o'clock beginning next Monday.

On July 12 of this year, in the Police Court of this city, Samuel Ovant, Max Turner and Abraham Hootkins were, with a number of others, convicted by Judge Haggerty of peddling without a license. The three peddlers named took an appeal from that decision to the Superior Court, on the ground that the peddling ordinance was unconstitutional in that the fee was exorbitant, being prohibitive rather than regulative. The appeals were argued before Judge Burlingame, of the Superior Court, Tuesday, Oct. 4. James E. McBride, attorney for the defense, argued that the city had no right under the State constitution to put a prohibitive tax on any business and that it went beyond the terms of its charter and the State constitution when it fixed the peddlers' license fee at \$50; that opposition to the peddlers was instigated and fostered by the Grand Rapids Retail Grocers' Association and THE MICHIGAN TRADESMAN; and that the Assistant City Attorney, L. E. Carroll, had been instructed by the Grocers' Association as to the amendments necessary to be made to the peddling ordinance. He said, further, that the agitation was especially directed at the Hebrews and was for the purpose of driving them out of the business, and drew a pathetic picture of the poverty and general wretchedness of the people who were affected by the ordinance. In reply, Mr. Carroll argued that the fee imposed upon the peddlers by the city was not a tax in any sense, but was for the purpose of defraying the cost of the administration of the ordinance, and experience had shown that it was barely sufficient for the purpose. So far from its being *ultra vires* of the city charter, express provision was made in the charter for the licensing of peddlers and the imposition of fees. As to the claim of the defense that opposition to the peddlers was instigated by the retail grocers and THE MICHIGAN TRADESMAN, if the defence meant by that that he (Mr. Carroll) had been influenced by either the

grocers or the paper mentioned, it was too silly to speak of. His duty was to see that the city ordinance were enforced, and to prosecute violations. He had done so in the cases at issue, without instigation or advice from any one. In answer to the assertion that the agitation was for the purpose of driving the Hebrews out of the business, it was only necessary to call attention to the fact that there were more Hollanders and Italians than Hebrews in the peddling business. At the conclusion of the arguments, Mr. McBride stated that if the court would indicate the probable direction of his charge to the jury, it might make it unnecessary to call a jury. Judge Burlingame stated that there was but one point for him to consider and that was as to whether the fee imposed by the ordinance was or was not exorbitant. If he were speaking to the jury, he would undoubtedly charge that the fee was not exorbitant, for the reason that it would no more than defray the cost of administering the ordinance. This closed the case, as it completely sustained the finding of the lower court, and gave the verdict to the city. In view of the fact that the defendants had paid the license fees and taken out licenses, Mr. Carroll moved that the cases be discontinued on payment of costs. The motion was granted by Judge Burlingame and the cases were dropped.

The Hardware Market.

The latter part of September and the first week of October have witnessed a very fair trade in most lines of staple and seasonable goods. The general tendency, however, is to buy cautiously and not take many chances. Few changes in prices have been made, the tendency not being upward.

Wire Nails—The majority of mills have resumed operations and the price at the mill is a little lower, if anything, being \$1.40@1.45 at mill and \$1.65@1.70 from stock.

Barbed Wire—But little moving and no change in price.

Bar Iron—A scarcity in staple sizes exists, as none of the iron mills are running. The price, however, remains stationary, \$1.80 rates being quoted in this market.

Powder—As the hunting season has commenced, the demand for powder is very great. Prices at present remain as in the spring, with a tendency to lower figures. The manufacturers, however, are doing all they can to maintain the present lists.

Shot—There has been an advance at the mill of 5c a bag, but jobbers are still selling at \$1.50 for drop and \$1.75 for BB and buck.

Loaded Shells—Are held quite firm at 40 and 10 to 40, 10 and 5 discount from list.

Grains and Feedstuffs.

Wheat—The market has weakened perceptibly during the past week and the price is off 2c. Stocks have piled up at an unprecedented rate until now the amount is in the neighborhood of 63,000,000 bu., an increase of 13,000,000 bu. over the corresponding week last year. As the heaviest deliveries are yet to come, there will probably be 80,000,000 bu. on hand by Jan. 1. These figures may not be verified by the event—it is to be hoped so, at least—but there is little prospect of a rally in the market until stocks are cleaned up.

MEN OF MARK.

A. E. Brooks, the Veteran Confectionery Jobber.

Abijah Eddy Brooks, head of the firm of A. E. Brooks & Co., wholesale confectioners, was born in the town of Wendell, Mass., in the year 1842. His father, Otis Brooks, was for many years a dealer in general merchandise in Wendell and also at Orange, but passed the last few years of his life in peaceful retirement upon a farm. He was a native of the old Bay State. The wife of Otis Brooks and mother of A. E. Brooks was an Eddy, and was a descendant of the sturdy puritan stock of New England. When A. E. was eight years of age the family moved back to Orange, where they had resided some years previously. Here he attended school until his 18th year, when he left school and went to work upon his father's farm. The winter months were devoted to "teaching the young idea how to shoot." Thus about six years of his life were spent, working on the farm in summer and teaching in the winter, until when about twenty-four years of age, he came to Grand Rapids to visit a brother and sister who were residents of this city. During this visit, which lasted the greater part of a year, he took a commercial course in Swensberg's Business College, returning to Massachusetts at the close of the term and again going to work on the farm. About a year later he accepted a situation as book-keeper with A. S. Hodge & Co., chair manufacturers, at East Templeton, Mass., but was compelled to relinquish the position in a few months and go home on account of the illness of his parents, both of whom died within five months. After another year of "life on the farm," he sold out and returned to Grand Rapids. Mr. Brooks' brother, Henry C., of the firm of E. F. Ward & Co., had purchased Joseph Putnam's interest in Putnam Bros.' wholesale confectionery business on Huron street for A. E., who, immediately on his arrival, assumed the duties of an active partner in the business. About a year after Mr. Brooks entered the firm they removed to Canal street, and the firm name was changed to Putnam & Brooks. The business was conducted on Canal street for several years until, the premises proving inadequate to the constantly expanding trade, and desiring better transportation facilities, the firm removed to the Blodgett block on South Ionia street. The firm of Putnam & Brooks was dissolved three years later, H. C. and A. E. Brooks disposing of their interest to the Putnam Candy Co. The firm of A. E. Brooks & Co. was then organized, and the business located in the Cody block, on East Fulton street, in the premises just vacated by the Reeder Bros. Shoe Co., but the accommodations proved insufficient, and the firm moved to the Kendall block, on Ottawa street, where it has ever since been located.

Mr. Brooks is a member of the Knights of Honor and for some years has been Reporter of Samaritan Lodge. He is also a member of Grand River Council, National Union, was its first President, and is at present its Treasurer. He was married in 1868 to Miss Julia E. Ward, of Orange, Mass., and has four children, two boys and two girls. He and his family occupy a comfortable home on Coit avenue.

To say of a man that he is a New Englander is to say, in effect, that he is the soul of honor. Mr. Brooks is a New

Englander, and whatever of success has attended his career as a business man—and that he has been successful is a matter of general knowledge—may be attributed to his having been endowed with the virtues and peculiar characteristics which have made New Englanders famous the world over. He is in no sense a public man, does not seek notoriety in any form, but is best suited with the quiet, humdrum life of the ordinary business man, and is happiest when "in the bosom of his family."

Don't Steal Your Employer's Time.

There are a great many people—who, if you give them an inch will take an ell; fellows who, although drawing the same pay, allow you to do the heft of the work. The sleep of these toilers can't be very sweet, for they are cheats and light weights. Form no partnership with them. If they won't mend, oppose and bounce them. There is a horse with a good steady pull bursting the harness in his efforts. At his side is a beast that needs the lash to keep him up to his obligations. As with horses so with men—poor unprofitable breed. In any gang of men there are so many skulkers absent from their post more than half a dozen times a day, ten minutes each time at least, and an hour of seventy minutes at meal-time. Such men are thieves, for a man who will steal your time will steal your money with impunity. Many of them are incurables, all of them are nuisances. They are jockeys all the time, trying to get ahead by a trick. The way to get on and be beloved is to give full measure wherever you are, and if you have a boss who doesn't reward this trait, move until you fall in with him. You will not have to move often. GEO. R. SCOTT.

The Drug Market.

Gum opium is dull and weak. Morphia is unchanged. Quinine is firm. Lycopodium has advanced. Ground flax seed has declined. Ipecac root is lower. Balsam Peru is scarce and higher. Balsam fir has advanced. Conti white Castile soap has advanced, cholera at Leghorn having stopped shipments. Linseed oil is very firm, with upward tendency.

Charter Oak Prints, 4 cents per yard. Order at once, if in need.

P. STEKETEE & SONS.

BLOOKER'S
DUTCH
COCOA.
CHOICEST, PUREST, BEST.
Lemon & Wheeler Company,
Agents,
GRAND RAPIDS, MICH.

BUSINESS WIND.

Remarkable Methods Peculiar to the Business Man of To-day.

E. A. Owen in Shoe and Leather Gazette. When I was a boy on the farm my uncle used to trim off a "beef-critter" or two every fall. He was a great believer in domestic economy of the most rigid kind, and made quite a hobby of food analysis. He considered it a great waste of resource, for instance, to feed good, marketable hay to the cattle when it contained such a small percentage of life sustaining and fat-producing element according to its bulk. He argued that 90 per cent. of the entire bulk simply served as "packen," and that it was a foolish bit of extravagance to use good hay for "packen" in feeding cattle. He would use a handful or two of meal which analysis showed contained a sufficient quantity of the necessary properties, and "pack" with turnip and buckwheat straw. His idea of food bulk was, one-tenth essentials and nine-tenths of "packen." Anything possessing no commercial value would answer the purpose if it could be got inside of the "critter" in sufficient quantities to produce an expansion.

If my uncle had been born a Yankee and had become an enterprising American business man instead of an old-fashioned, conservative Canadian farmer, what a bright and shining light he would have been. Had this been his lot, his "critters" would not have limited his talents to the capacity of a bovine paunch; and instead of using buck-wheat straw as a stuffing, he would have used wind. Wind, so plentiful and so cheap. How he would have made their sides "stick out."

I wonder if the average American does not adopt the same tactics in the development and expansion of his business? The regular, periodical analysis which is being taken at the present time would show that such is the case. This analysis is proving once more that nine-tenths of the business bulk—judging from appearance—is pure, unadulterated wind. American wind is different from any other kind of wind. It contains properties that have the semblance of real substance; and when we are passing through our booming periods we are simply taking in wind and our expressions have the appearance, to the rest of the world, of real substantial business. American wind not only possesses the semblance of substance, but it possesses real forces peculiar to itself. Where can wind be found outside of this country that can blow the pin feathers off a rooster without necessitating his removal from the roost? Where in the wide world, except in our own beloved land, can you find a wind that can blow a pine board right through a second growth white oak tree? Talk about wind! Why, it only requires a little American zephyr to fan a great city into existence, with street cars, electric lights, and immense manufacturing plants, making it look so real that hundreds of thousands of dollars will be invested in real estate before the discovery is made that it is nothing but wind.

American wind is very seductive in the influence it exerts upon foreigners. They mistake it for real, solid substance and are attracted to our shores where they soon learn that "all that glitters is not gold," and that we are not what we profess to be. They learn that we are, superficially, the greatest people on earth, that we occupy more surface space and make more noise, according to our size, than any other people on earth. They see that our wonderful superficiality is the result of our elasticity and national fondness for display. We are big for our age and we feel proud of it and want to show ourselves to the best advantage. This is our most prominent national trait, and, as individuals, we exemplify it in our manner of doing business and in our social lives. We want everything in sight, and so every possible recourse is brought to the surface for effect. We are too young and vain to build staple foundations. This would contract our spread-eagles and detract from appearance—a condition of things which is not agreeable to our tastes. Let the older countries do the deep digging while we

Dry Goods Price Current.

Table of Dry Goods Price Current with columns for Unbleached Cottons, Bleached Cottons, Canton Flannel, Carpets, Dress Goods, Corsets, Prints, and Tickings.

Table of Demins, Gingham, Knitting Cotton, Mixed Flannel, Canvas and Padding, Duckets, Waddings, Silesias, Sewing Silk, Hooks and Eyes, Cotton Tape, Safety Pins, Needles, and Cotton Twines.

"The Kent."

Directly Opposite Union Depot

AMERICAN PLAN RATES, \$1.50 PER DAY STEAM HEAT AND ELECTRIC BELLS FREE BAGGAGE TRANSFER FROM UNION DEPOT.

BEACH & BOOTH, Props.

ATLAS SOAP

Is Manufactured only by HENRY PASSOLT, Saginaw, Mich.

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

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

Eaton, Lyon & Co.,

SCHOOL BOOK, SCHOOL SUPPLIES,



TABLETS, SLATES.

AND A FULL LINE O

STAPLE STATIONERY,

20 & 22 Monroe St.

CHAS. B. KELSEY, Pres. E. B. SEYMOUR, Sec'y. J. W. HANNEN, Supt.

Large graphic advertisement for THE GRAND RAPIDS MAKE ONLY THE BEST LOOKING BOOKS, featuring a large stylized 'B' and 'OOK' text.

"Chicago" Linen Hinge and Mullins Patent Flat Opening Books. SPECIAL BOOK BINDING. Telephone 1243. 89 Pearl street, Old Houseman Block, Grand Rapids, Mich.

remain on the surface and stretch, and reach, and expand, and inflate with wind until we swell up and burst, and then we will commence and do it all over again.

Credit is wind, pure and simple, when carried beyond a certain limit. How often have we heard the question asked during the past few months: "How can a man do business when he owes more than he is worth?"

The nearest approach to an answer of which I am capable is: No man, except an American, can conduct a business successfully on a capital that is wholly borrowed. I say successfully, for it is a fact that, while pretty much all of the business of the country is done with more or less borrowed capital, a good share of it is done on capital wholly borrowed.

Doing business in this country consists in stretching and blowing, and the man or corporation who can stand the greatest expansion without bursting, makes the greatest business showing and wins the largest degree of praise in the manifestation of enterprise.

This is a fact put in simple language, and in it may be found the primary cause of this present stagnation in business, as well as all other like periods which have preceded it. Secondary causes, no doubt, have contributed in intensifying it but the fact remains that the underlying first cause of this and all other regularly recurring business collapses in this country, is caused by over-wind stuffing.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Protective Brotherhood Hall, Monday evening, Oct. 2, President Smits presided. The minutes of the last meeting were read and approved.

Under the head of new business, Peter Schuit again introduced the subject of a tea testing contest, whereupon E. J. Herrick suggested that the practice of some of the Eastern associations, inviting local jobbers to exhibit samples of canned goods, be also adopted.

E. J. Herrick moved that a tea testing contest be held at the next meeting and that Peter Schuit be chairman of a committee to make arrangements for such entertainment. The resolution was adopted, and Mr. Schuit named as his assistants on the committee Messrs. Herrick and Lehman.

The subject of early closing was discussed at some length, E. White introducing the subject by stating that nine years ago the West Side grocers closed their stores at 10 o'clock, whereas now their doors are locked at 7 o'clock. He would now like to see the stores closed at 6 o'clock, at least during the winter months, and suggested that some steps be taken in furtherance of such a reform.

J. Geo. Lehman said he would like to see some movement in the direction of closing the stores at 6:30, and would heartily join in any action looking to that end.

E. J. Herrick stated that the Monroe street grocers closed at 6:30 o'clock, except on Saturday night. He had been keeping open until 10 o'clock Saturdays, on account of the soda fountain, but would close at 9 o'clock during the winter.

J. J. Wagner stated that the grocers "on the hill" close at 7 o'clock, and he thought they would gladly join in a movement to close at 6:30.

E. A. Stowe suggested that petitions be prepared and circulated in the several localities where early closing is deemed desirable.

E. J. Herrick opposed this method, stating that he did not believe in petitions or agreements but advocated individual action. Herrick & Randall closed their doors at 7 o'clock, while others kept open until 8 o'clock, but inside of three months all but one grocer on Monroe street followed suit—and that grocer is now "busted" and "on the street."

Herrick & Randall also acted independently when they changed from 7 o'clock to 6:30, and now 6:30 is generally observed as the closing time by all the grocers on that street.

A. Buys stated that he had kept reducing the hours of business until Buys & Van Duinen now close at 6:45, and they propose to keep narrowing down the time until they get to 6:30.

Mr. Herrick moved that the whole matter be referred to the members interested for individual action in each locality, which was adopted. Peter Schuit suggested that the first meeting in the month be devoted to business hereafter and the second meeting to entertainment features.

The suggestion appeared to meet with favor, but was not put into the form of a resolution and adopted. It was resolved, however, to hold an entertainment session the second meeting in November, and B. S. Harris, Daniel Viergiver and J. J. Wagner were appointed a committee to arrange and conduct the entertainment.

It was reported that Scofield, Shurmer & Teagle were retailing oil in small quantities to consumers, and the Committee on Oil were instructed to investigate the matter and report thereon at the next meeting.

Treasurer Lehman presented the following report, which was accepted and adopted:

Table with financial data: RECEIPTS FROM PICNIC, DISBURSEMENTS, RECAPITULATION, PRESENT CONDITION OF TREASURY.

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.

"My customers are well pleased with that invaluable medicine—Peckham's Croup Remedy. I recommend it above all others for children."

"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."

Hardware Price Current.

Table listing hardware items and prices: AUGERS AND BITS, AXES, BARROWS, BOLTS, BUCKETS, CAST IRON, CHISELS, DRILLS, etc.

Table listing hardware items and prices: Wrought Loose Pin, Wrought Table, Wrought Inside Blind, Wrought Brass, Blind, Parkers', Blind, Shepard's, BLOCKS, CRADLES, GROW BARS, CAPS, CARTRIDGES, CHISELS, COMBS, CHALK, COPPER, DRILLS, GALVANIZED IRON, GAUGES, KNOBS, LOCKS, MATTOCKS, MILLS, NAILS, PLANES, RIVETS, etc.

Table listing hardware items and prices: HAMMERS, HINGES, HOUSE FURNISHING GOODS, WIRE GOODS, LEVELS, ROPES, SQUARES, SHEET IRON, SAWS, TRAPS, HORSE NAILS, METALS, PIG TIN, ZINC, SOLDER, ANTIMONY, TIN-MELTIN GRADINGS, ROOFING PLATES, BOILER SIZE TIN PLATE.

MICHIGAN TRADESMAN

A WEEKLY JOURNAL DEVOTED TO THE
Best Interests of Business Men.

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E. A. STOWE, Editor.

WEDNESDAY, OCTOBER 11, 1893.

WAGES AND THE COST OF LIVING.

THE TRADESMAN has more than once called attention to the effect of modern civilization in ameliorating the condition of the laboring classes. To-day the workman, for the expenditure of 5 cents, has a carriage (a street car) to carry him to and from his work. He lives in a better house, which is provided with more conveniences, than was the residence of many a rich man fifty years ago. He lives better, and his family are able to dress in a style and taste that would have been impossible even in the period just before the American civil war.

All these facts are due to the extraordinary improvements and cheapening in the production of all articles of consumption, caused by the wonderful progress in machinery and in the application of science in the industrial arts. The steady cheapening of most articles of prime consumption is a fact well known. But cheapness counts for nothing to people who have no money to buy with. The entire problem of the benefit derived from the cheapening of necessaries depends on the ability of consumers to buy what they need. The question arises, then: How have wages kept pace with the prices of products? Have wages decreased, stood still or increased.

According to statistics prepared by Colonel Carroll D. Wright, United States Commissioner in charge of the Bureau of Labor, they have increased. Some figures furnished by him to the *Forum* are worth attention. Commissioner Wright shows that in 1840, a laborer in a large brewery in the city of New York received 62.5 cents a day; in 1860, 84 cents a day; in 1866, \$1.30 a day; in 1891, from \$1.90 to \$2 a day. Compositors who worked by the day received, in 1840, \$1.50; in 1860, \$2; in 1866, from \$2.50 to \$3, and the same in 1891. These quotations are for a well-known establishment in the State of Connecticut. A building firm in Connecticut paid journeymen carpenters, in 1840, from \$1.25 to \$1.62 a day; in 1860, from \$1.25 to \$1.75 a day; in 1891, from \$3 to \$3.25 a day. A firm of builders in New York paid, in 1840, \$1.50 a day; in 1860, \$2; in 1866, \$3.50; in 1891, \$3.50. Painters received the same. Similar

quotations could be made for carpenters and painters in different parts of the Eastern States. The rates of wages paid to wheelwrights were, in 1840, \$1.25; in 1866, \$2; in 1891, \$2.50. Cotton weavers (women) in Massachusetts earned, in 1840, on the average, about 62 cents a day; in 1860, 54.5 cents; in 1866, from 85 to 90 cents, on the average; in 1891, \$1.05. Women frame spinners were paid about the same, earning a little more in the later years. Wool spinners, both jack and mule, earned less than \$1 a day in 1840, while in 1860 they earned \$1.05 a day; in 1866, from \$1.80 to \$1.90 a day; in 1891, from \$1.38 to \$1.75 a day.

So much for wages earned in mechanical trades. According to reports made by Hon. W. T. Harris, United States Commissioner of Education, brain work was paid as follows in the salaries of school teachers: Principals of boys' high schools in Baltimore received, per annum, in 1840, \$1,500; in 1860, \$1,500; in 1866, \$2,200; in 1891, \$2,400. Principals in primary schools for both boys and girls in the same city received salaries ranging at \$250, \$300, \$700 and \$696 per annum. Assistants (women) in the lowest primary schools in the city of Boston received, for the first year of service, \$300 in 1860, \$450 in 1866, and \$456 in 1891. The range for masters in grammar schools in the same city was from \$1,500 in the earlier period to \$2,880 in the last year that we are considering. Stepping outside of cities, the facts are found very complete for the remote districts of Barnstable county, in the State of Massachusetts, where men received, in 1840, \$20.28 a month; in 1860, \$40.73 a month; in 1866, \$53.60 a month; in 1890, \$68.18 a month. Women in the same counties received \$6.14, \$19.12, \$22.53 and \$34.88 a month. Principals (men) of district schools in Cincinnati received, for our four periods, \$540, \$1,200, \$1,900 and \$1,900 a year, the last two quotations being for salaries after three years' service.

From the above it will be seen that wages have not been cut down by the extensive introduction of machinery and improved processes in production, and for the reason that there is in every department of skilled labor a higher degree of responsibility resting on operatives and employes. When nearly everything was dependent on handwork the processes of manufacture were slow, the production was limited, and the goods could not be sold at a price as low as the necessities of consumers required. Prices were high, and many people were forced to deny themselves indulgences which are now common. Wages and expenses had to be kept down to the lowest figure in order to meet the abilities of the masses of purchasers. Moreover, if an unskillful hand-worker should spoil his job, the loss would be confined to the particular article upon which he was engaged, and that would not be serious. To-day an incompetent workman may, in a few minutes, destroy machinery and material worth a great deal of money. As a consequence, his position is one of responsibility and must be paid for.

Low prices which are the result of improved methods of production do not lower the standard of wages, but low prices which come from financial disturbance and industrial depression do. The difference should be fully noted. In order to make the country prosperous, set all the wheels of industry in motion.

The more people earn the more they spend, and everybody gets the benefit of the situation.

TWO SORTS OF DOLLARS.

Any solution of the silver problem which will result in flooding the country with silver to an extent greater than the ability of the Government to maintain a parity between silver and gold will have the effect of raising the prices of farm products and manufactured articles in the ordinary markets. That is what the farmers are crying for. They want higher prices for their cotton, wheat and hogs.

When prices are high, wages are low. The chief reason of it is, that when prices of necessaries are high the consumption will be brought down to the lowest possible limit. The world has only so much money to buy with and no more. When flour is \$5 a barrel and sugar is 5 cents a pound, the workpeople can afford to eat cake. When flour is \$10 a barrel and sugar 10 cents a pound the people are glad to get bread. It is useless to put prices up beyond the ability of the people to buy. Should flour go to \$20 a barrel the country would be filled with hungry people and bread riots. Whenever prices of necessaries go so high that the people are pinched, the producers endeavor to meet the situation by reducing the cost of production, and that is done by cutting down the wages of the people engaged in producing the articles.

Immediately after the civil war the only money in the country was a depreciated currency, which was worth less than half as much as gold. Never were the prices of farm products higher. But the same was the case with manufactured articles. Transportation to market was proportionately costly. If wheat sold for \$3 a bushel and pork for \$30 a barrel there was no profit to the Western farmer, because the cost of living was so great and the expense of transportation so enormous that when the produce was marketed nothing was left for the farmer. Then arose the grange movement in the West to make war on the railroads and the middlemen in trade. But the real trouble was that the money of the country was a depreciated stuff, whose real value was less than half that required by the world's standard, and, although prices seemed high, they were measured by an inflated standard, a dollar of which was far from being a dollar.

Some wisdom ought to be learned from the experience of the past. Should this country be flooded with silver coin or silver certificates beyond the ability of the treasury to guarantee in gold, there will be again a period of apparent high prices. They will be high by the domestic silver standard, but not by that of the world's gold measurement. At the same time every article which the farmer will have to buy will correspondingly increase in price. The transportation companies, too, will put up rates to correspond with the standard of the depreciated currency. Every cost will go up save that of labor. Employers will try to meet the smaller demand for their goods consequent upon the increased prices by keeping down wages.

But while the farmers and the workpeople will be suffering from the evils of inflated prices, caused by the use of a depreciated currency, the capitalists and bankers of the East will be reaping a

harvest. They will be fattening on the premium on gold and banking on new issues of United States bonds. Let it be remembered that all the vast fortunes in this country were made while a depreciated paper currency was the only money the people had. The income tax of 1865-66 revealed the fact that beyond the Astors, Vanderbilt and A. T. Stewart, who built up their fortunes by years of successful trade, there were few rich men in New York. Within a dozen years afterwards rose the Jay Goulds, the Jim Fisks, and a score of other daring speculators who suddenly got rich by preying upon the necessities of the people. It was the two sorts of money—a paper dollar for the masses and a 100-cent gold dollar for the rich—that enabled those men to accumulate, in an astonishingly short time, fortunes which placed them among the world's rich men. They accomplished it by forcing the people to accept the cheap dollar and to pay the high-priced one.

Another such opportunity will be offered for the sudden gathering of great fortunes by flooding the country with silver. A fifty-cent silver dollar for the masses and a 100-cent gold dollar for the capitalists will do the business. There has been a great deal of talk about a conspiracy to drive out silver and force a gold standard upon the country. The worst financial conspiracy would be that which creates in the country two sorts of dollars, with two standards of value.

FINAL DEFEAT OF THE PEDDLERS.

Judge Burlingame's decision in the cases of the three peddlers who appealed to the Superior Court from the verdict rendered against them by Judge Haggerty in the Police Court ends another, and, it is to be hoped, the final, chapter in the farce which has been "on the boards" before the courts of the city for several months. Judge Burlingame's decision settles the question (if it ever was seriously in question) as to the exorbitance of the fees. Judge Burlingame does not believe they are exorbitant because they will not more than meet the cost of administering the ordinance. This fact was known to everyone at all acquainted with the provisions of the ordinance and the necessary work attending its enforcement. Even the attorney for the defence knew it, only it suited his purpose to ignore it so long as there was a dollar to be made out of his "clients." But, as it was clearly a question of law, it is possible he had no knowledge of its bearing upon the case. Mr. McBride's assertion that this journal was the chief instigator of the prosecution of the peddlers is unqualifiedly false. His statement that the editor of THE TRADESMAN told him that the object of the agitation was to drive the peddlers out of the business is equally false, the gentleman named having not spoken a word, on any subject, to Mr. McBride for several years. THE TRADESMAN certainly used its influence for the protection of legitimate trade, as it was bound to do, but it never presumed to "instruct" or advise Assistant City Attorney Carroll, who has on more than one occasion proved himself to be fully equal to the duties of his office. Neither did the retail grocers of the city "instruct" or advise Mr. Carroll. They, more than any one else, were interested in the enforcement of the peddlers' ordinance, and were perfectly justified in

using their influence to have it properly enforced. With the grocers, THE TRADESMAN feels nothing but satisfaction at the outcome of the appeals, although the result was almost a foregone conclusion. It is to be hoped that the peddling question is settled, for this season, at least.

FRUITS OF THE PANIC.

In the last issue of Bradstreet's, one of the most reliable financial publications in the country, there appears a statement of the business failures during the nine months of the year 1893 ending Sept. 30. This statement is of special interest, as it includes the period of the financial panic. When that memorable period is remembered, it is not surprising to find that the total number of failures is by far the largest for nine months on record, the total being 11,174, or 51 per cent. more than during a like period in 1892, when the total was 7,378. The total for the present year was also 26 per cent. more than in 1891, the heaviest previous nine months' total of failures on record.

The significance of this increase in business embarrassments is made more apparent when the record of assets and liabilities is considered. According to Bradstreet's statistics, "the 11,174 embarrassments reported during the past nine months carry liabilities amounting to \$324,087,768, about four and a quarter times the aggregate indebtedness of the 7,378 embarrassed individuals, firms and corporations in a like period of 1892, and nearly two and one-half times the total indebtedness of the 8,866 concerns reported as having suspended in nine months of 1891. The largest aggregate indebtedness of failing traders ever reported in nine months in any preceding calendar year was in 1884, a year of panic, also, in which the total number of failures reported during nine months was 8,302 and aggregate liabilities \$195,951,000, only 60 per cent. of the like indebtedness reported thus far in 1893, while the total number of failures reported in 1884 amounted to 74 per cent. of the aggregate thus far this year."

These figures show the stupendous character of the contraction which has been in progress, and conveys some idea of the liquidation which will be necessary to straighten out the financial entanglements resulting from these failures. Of course, the proportion of assets to liabilities is high, as much as 70 per cent., but it must be remembered that the assets are assessed at their value previous to the panic, at least as a rule, which bears little actual resemblance to their actual worth at the present time.

THE NEW SECTIONALISM.

The development of the West, phenomenal as it has been, has scarcely excited the attention it deserves. But that attention will now be drawn to it by the loud and emphatic demand of the West for control of the National Government.

In the beginning of this Union the South dominated the Government. The South had a population and social prestige that gave it the first place. After a time the political scepter was transferred to the North, where the greatest aggregations of wealth and population existed. The boundary line between the North and the South was Mason and Dixon's, north of the Potomac. When the national capital was first placed it was established at Philadelphia. There the

Declaration of Independence was framed and promulgated; there the first Congress was assembled. But the dominant influence of Southern men removed the capital to the South of Mason and Dixon's line, and there it remains to-day, a monument to the controlling power of the population south of Pennsylvania and New York for the first three-quarters of a century of the republic.

But, in the meantime, the Mississippi valley was being settled up. The greatest development was in the northern part of it. All the people north of the Ohio River were bound in political sympathy with those of the States north of Mason and Dixon's line, and so, eventually, political and financial power were transferred to the North. So long as the people of the States north of the Ohio could be kept through the force of political sentiment and prejudice, and by the instrumentality of business connections, under tutelage and servitude to the Eastern States, the two sections of the North and the South, with the South in a hopeless minority, disputed for political supremacy.

But the end of the old sectionalism has come. There is actually in progress a new adjustment of political issues and a new demarcation of sectional lines. It is the rise of the West that has done this. The political issues are no longer based on questions of sentiment and sympathy, but upon problems of finance and material development. As to the political frontiers, they are to be no longer the Ohio River and the southern boundary of Pennsylvania. It is now the West against the East, and the frontier is the line of the Alleghany Mountains. It is the vast Mississippi valley against the Atlantic slope.

It is truly remarkable that this giant of the West should have consented to remain in leading strings so long, but it only needed an occasion and an issue to arouse him to action, and that issue is found in the financial questions which are convulsing the country from the Atlantic to the Pacific. Heretofore Wall street has dictated finance and politics, with only a murmur of dissent from the West. Now the West openly revolts. No matter what may be the immediate decision, the West has determined upon political emancipation, and it will never rest until that end shall be gained.

As to the elements of political power possessed by the West, a few words will show that they are enormous. Marking the frontier between the new sections at the line of the Alleghany Mountains, and counting the country upon the rivers that flow into the Atlantic Ocean as the East, and those which flow into the Gulf of Mexico as the West, and claiming for the West most of the region upon the great Northern lakes, it will be seen that the West is inconceivably rich in resources. Within its borders are produced wheat, corn, cotton, iron and coal in practically unlimited quantities, while the lands are the most fertile traversed by great navigable rivers, with all the varieties of climate to be found in the limits of 20 degrees of latitude.

By the census of 1890 it was found that of twenty-eight cities, having 100,000 inhabitants or over, twenty are in the region west of the Alleghanies, and only eight east of that range. Of that twenty, two—Buffalo and Rochester—are in New York and may be given to the East, although their lake trade identifies them

with the West. Pittsburg and Alleghany are in Pennsylvania, but they are more a part of the West than the East; but leaving out such debatable territory, the West has all the resources that enterprise and labor can ask to convert into wealth and material power, while, with more than a thousand miles of coast line on the Gulf of Mexico, it has its own outlet to the Atlantic. As to access to the Pacific Ocean, it is all and only through the West. Of course, the vast region west of the Rocky Mountains is allied to Western sectionalism, and will be until such time as the Pacific Coast States shall be able to erect themselves into a section with distinct interests and demands upon the Federal Government.

Chicago, by virtue of its enormous enterprise in creating the grandest international exposition the world ever saw, and the vast advertising it has received through such a potential instrumentality, has suddenly come into the condition of a metropolis, disputing for supremacy with New York itself. The possession of power creates a desire to show and use it. Such a natural desire will not be ignored by the West. It will lose no time in consolidating its power, and neglect no opportunity to exhibit it. Future political struggles will be between the East and the West.

The ease with which the courts of this country can be prostituted and reputable citizens blackmailed out of comfortable sums of money is strikingly illustrated in the suit for damages brought against ex-Warden Davis of the Jackson prison by M. P. Gill, who was discharged on account of his supposed complicity in the escape of Latimer, the matricide. The case was offered a reputable attorney, but was refused unless Gill would advance a retainer fee, when he resorted to James E. McBride, who probably took the case "on shares." The matter never came to trial, as Gill was unable to give security for costs, but the defendant was compelled to make all preparations for a trial and was thus subjected to an expense of a couple of hundred dollars, which could just as well have been avoided were the courts of this country so constituted that they could not be made the vehicles of adventurers and blackmailers.

Should Avoid Fake Merchants.

From the Jackson Patriot. There are two or three fake concerns doing business in different sections of the State and one of them, it is asserted, is casting longing eyes on this city. The present winter will be one in which they expect to do a profitable business. The stringency of the times makes the poor man look at his dollar harder than usual. He devours with greed the prices quoted by merchants in his anxiety to make the aforesaid dollar go as far as possible. It is this condition of the poor people that has attracted the attention of the skin dealer, but, if the buyer will reason with himself, the fakir will not prosper. Just a little reasoning will show that the home merchant can and does give better values than the fake concern. The home merchant is honest—must be honest, in fact. He sells goods and stays in the city while they are being worn. Were he to treat his customers anything but honestly his business would soon be ruined by the exposure of his crooked methods. With the fakir it is different. He sells at low prices, and before the fraudulent character of his business is discovered, he has flown. His goods are dear at any price in ninety-nine cases out of a hundred.

Artificial rubber is one of the latest industrial products of cottonseed oil.

POULTRY.

Local dealers pay as follows:

DRESSED.

Fowl	8
Turkeys	12 1/2 @ 13
Ducks	12 @ 17
Chickens	9 @ 10

LIVE.

Live broilers 1 1/2 lbs. to 2 lbs. each, per doz	8
Live broilers less than 1-1/2 lbs. each, per doz	7 1/2 @ 8
Spring Chickens	7 1/2 @ 8
Fowls	7 1/2 @ 8
Spring turkeys	10 @ 12 1/2
Spring Ducks	8 @ 9

OILS.

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

Eocene	8 1/2
XXX W. Mich. Headlight	7 3/4
Naphtha	@ 6 1/4
Stove Gasoline	@ 7 3/4
Cylinder	@ 27
Engine	@ 21
Black, 15 cold test	@ 8 1/4

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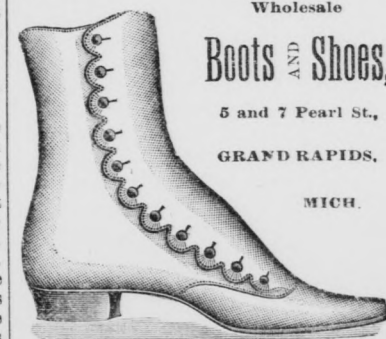
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Capt. Belknap on the Financial Situation.

A representative of THE TRADESMAN recently had an interesting conversation with Hon. Chas. E. Belknap, in the course of which that gentleman was asked for his opinion as to the business prospects of the country.

"They are undoubtedly brightening," said Mr. Belknap. "Money is much easier, not only in the great money centers, but all over the country. As you have probably seen by the papers, mills and factories which have been shut down for weeks, and some of them for months, have resumed operations. As they were forced to close for want of money, their starting up again must be taken to indicate that they have secured what money they need."

Asked as to the prospects for the final repeal of the Sherman act, Mr. Belknap said: "It will be repealed, there can be no doubt of that. But it will not be unconditional repeal, by any means. The House bill has served its purpose, and it is hardly likely to be heard of again. Its prompt passage served to allay the panicky feeling, and, in a measure, restored the fast-waning confidence of the people, but the Senate will not pass it. That body is very conservative in sentiment, and is not given to radicalism. It is hard to say what will be the nature of the financial legislation of the present Congress; but, without claiming to be a prophet, I think it will be something like this: First, the repeal of the purchasing clause of the Sherman act; then the enactment of a law somewhat similar to the act in force previous to 1890, or before the passage of the Sherman act; or, possibly, the reenactment of the old law, which provided for the purchase of 2,500,000 ounces of silver, as against 4,500,000 ounces under the law of 1890. Then I think the Secretary of the Treasury will be authorized to coin the "seigniorage" which remains in the vaults. This will be a clear gain to the Government of \$50,000,000, as it represents the profit on the Government's purchases of silver."

In reply to the question as to when the silver legislation would be effected, Mr. Belknap replied: "It is impossible to say, but I do not think anything will be done this session. As I said before, the Senate will hardly pass the House bill, so that whatever legislation is passed by the Senate must go to conference. This means considerable delay. Then, too, and I am simply stating the fact, the Democrats have attacked the federal election law, a measure which Republicans believe to be absolutely essential. The Democrats depend upon Republican votes to help them out in the passage of financial legislation; in fact, they cannot get along without them. The agitation for the repeal of the election law may compel the Republicans in the House, in self defense, to withdraw their support and leave the Administration to work out its own salvation. This means still further delay, so that final action on the financial problem will hardly be reached this session."

"I want to say," added Mr. Belknap, "that, in my opinion, the Sherman act is not responsible, to anything like the extent claimed, for the panic which has almost paralyzed the business of the country. One of the planks in the Democratic platform upon which that party went before the country last fall practi-

cally declared for the free coinage of silver, if it meant anything at all. They were successful upon the declarations of that platform. Either the people did not know what they were voting for, or else they wanted something very much like free coinage. The Sherman act limits the purchase of silver to 4,500,000 ounces, and was introduced in the first place to prevent the passage of a free coinage measure. It will hardly be claimed that the people have changed their minds so completely in a few months as now to desire the entire abolition of the coinage of silver. The principal cause of the depression (and this is not the opinion of Republicans only, but of many prominent Democrats and Democratic newspapers as well) is to be found in the uncertainty as to what is to be the nature of the tariff legislation of the present majority in Congress. Will it be absolute free trade, or tariff for revenue only, or what? Nobody knows. And so the great industries of the country, which have been built up under a protective tariff, are at a standstill, because of the uncertainty as to the extent to which they will be affected by new tariff legislation. I think the effect upon business would be the same if the change to be made were from free trade to protection, instead of from protection to free trade, while possibly not so far reaching and long continued. But, in the one case, it would necessitate the business of the country adjusting itself to new conditions with the prospect of a great and growing market right at its door, with little or no competition from without; while, under a change from protection to free trade, it means just as radical a change in conditions, of course, but with practically unlimited competition from abroad. It remains to be seen which condition will be most beneficial to the country at large."

Mr. Belknap is a business man, a keen observer, and well posted in public affairs and on the inner workings of Congressional politics, and his views and opinions on public questions are worthy of close attention.

Have Business Men Any Use For the Sabbath?

Written for THE TRADESMAN.
I do not ask this question from a purely moral stand-point. I have rubbed up against all kinds of people for nearly half a century, and I am aware of the fact that there are a great many good, conscientious, well-meaning people who look upon Sunday observance as a relic of by-gone superstition. These good people are very merciful in their judgments. They attribute this desire to set apart one day in seven as a day of rest from worldly business activities, whether on the part of the Hebrew and Sabbatarian Christian who hold that Saturday is the proper day or the regular orthodox Christian who holds that Sunday, or the first day of the week, is the day to be observed, to a superstitious taint which is becoming weaker as the generations go by, and which will soon become entirely extinct. Now, as before stated, this question is not asked from a moral stand-point. I ask every Hebrew, Christian and Gentile, engaged in business, do we need a day of complete rest from all worldly business cares and perplexities at regularly recurring intervals? If so, is every seventh day a proper division? Leaving out the question as to how, and by what authority, this division was

first made, or the moral reasons advanced in support of it, I claim from evidence deduced from the writings of scientific men, that the physiological laws which govern the human system demand, at regular intervals, a certain portion of our existence for absolute rest, and that every seventh day has been demonstrated, scientifically, to be the proper proportion as well as the proper interval.

It has been proved, beyond possibility of controversy, that the man who turns the key on his worldly avocation and all worries and perplexities connected with it, at the close of every sixth day, and retires to a day of absolute rest, quiet meditation and serious reflection, will live longer, enjoy better health, get more real satisfaction out of life and accomplish more hard work than the man who never takes his nose off the grindstone. The man who can never find time to look up at the twinkling stars, or sit down in some quiet nook and listen to the voice of nature in her multiplicity of symphonies, ripples, murmurs and plaintive cadences, burns up his existence without realizing that he ever had one. Such a man is like a beast of burden, kept tugging and straining in the traces until, through sheer exhaustion, it drops dead in its own tracks with the harness on. Why is it that so many of our most active business men die, nowadays, with their boots on at an age that should find them right in the prime of life? The hearty, ruddy-cheeked, white-haired, jolly old octogenarian is not seen as often, to-day, frolicking under the trees with his grandchildren, as he was in the days of our forefathers. We are living

in the days of the dynamo, while our forefathers lived in puritanical days when every seventh day was religiously observed as a day of rest and total abstinence from all brain-exciting and tissue consuming exercises, whether in the nature of labor or so-called recreation. This fact, more than any other, accounts for the great scarcity, in our day, of the jolly old octogenarian.

The laws of health require that one-third of every day of a business man's life should be devoted to sleep. The remaining portion, for six consecutive days, should be devoted one-half to the keen, uninterrupted pursuit of business and the other half to preparation and recreation, while two-thirds of every seventh day should be consecrated to absolute rest and serious meditation. I do not believe that a perfectly developed manhood is otherwise attainable. The seventh day rest is not a time for recreation, as the term is generally understood, but a day of rest, pure and simple; a time when the muscles are allowed to relax and the wrought up nerves soothed into a condition of perfect quiet; a time when the tired, feverish brain is unharnessed and turned out to roam at pleasure in that pure region of thought whence cometh all our noblest aspirations and fondest anticipations; a time when we lay the galling yoke of Adam's curse aside and listen to the whisperings of Nature—which is the voice of God—beckoning us on to nobler deeds and inspiring us with renewed energies for battling with the duties of the coming week. The business man, above all others, cannot violate with impunity the old command, "Remember the Sabbath day to keep it holy."
E. A. OWEN.

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Table listing various goods including Root Beer Extract, Williams', Hires', SPICES, Whole Sifted, Allspice, Cassia, Batavia, Saigon, Cloves, Amboyna, Zanzibar, Mace Batavia, Nutmegs, Pepper, Pure Ground in Bulk, Mustard, Sage, SAL SODA, SEEDS, STARCH, SNUFF, SODA, SALT, SALEATUS, SOAP, Laundry, and various other products with their respective prices.

Table listing various goods including Thompson & Chute Brands, Silver, Mono, Savon Improved, Sunflower, Golden, Economical, Scouring, Sapolio, SUGAR, The following prices represent the actual selling prices in Grand Rapids, based on the actual cost in New York, with 36 cents per 100 pounds added for freight. The same quotations will not apply to any town where the freight rate from New York is not 36 cents, but the local quotations will, perhaps, afford a better criterion of the market than to quote New York prices exclusively. SYRUPS, WET MUSTARD, YEAST, TEAS, JAPAN-Regular, SUN CURED, BASKET FIRED, GUNPOWDER, ENGLISH BREAKFAST, TOBACCO, Fine Cut, Pails unless otherwise noted, Spearhead, Joker, Nobby Twist, Scotten's Brands, Kyo., Hiawatha, Valley City, Finzer's Brands, Old Honesty, Jolly Tar.

Table listing various goods including Smoking, Catlin's Brands, Kiln dried, Golden Shower, Huntress, Meerschaum, American Eagle Co.'s Brands, Myrtle Navy, Stork, German, Frog, Java, 1/2s foil, Banner Tobacco Co.'s Brands, Banner, Banner Cavendish, Gold Cut, Scotten's Brands, Warpath, Honey Dew, Gold Block, F. F. Adams Tobacco Co.'s Brands, Peerless, Old Tom, Standard, Globe Tobacco Co.'s Brands, Handmade, Leidersdorf's Brands, Rob Roy, Uncle Sam, Red Clover, Spaulding & Merrick, Tom and Jerry, Traveler Cavendish, Buck Horn, Plow Boy, Corn Cake, HIDES, PERKS and HESS pay as follows, GREEN, Part Cured, Full, Dry, Kips, green, Calfskins, green, Deacon skins, SHEARLINGS, LAMBS, WOOL, WASHED, UNWASHED, MISCELLANEOUS, TALLOW, Grease butter, Switches, Ginseng, GRAINS and FEEDSTUFFS, WHEAT, No. 1 White (58 lb. test), No. 2 Red (60 lb. test), MEAL, FLOUR, Straight, in sacks, Patent, Graham, Rye, MILLSTUFFS, Bran, Screenings, Middlings, Mixed Feed, Coarse meal, CORN, Car lots, Less than car lots, OATS, Car lots, Less than car lots, HAY, No. 1 Timothy, car lots, No. 1 Timothy, ton lots, WOODENWARE, Tubs, Pails, Bowls, Baskets, market, shipping bushel, full hoop, willow of this, No. 1, No. 2, No. 3, No. 1, two-hoop, No. 1, three-hoop, No. 1, in fuch, in 13, 15, 17, 19, Baskets, market, shipping bushel, full hoop, willow of this, No. 1, No. 2, No. 3, No. 1, splint, No. 1, No. 2, No. 3, No. 1, in fuch, No. 1, No. 2, No. 3, INDURATED WARE, Pails, Tubs, No. 1, Tubs, No. 2, Tubs, No. 3.

Table listing various goods including PROVISIONS, The Grand Rapids Packing and Provision Co. quotes as follows: PORK IN BARRELS, Mess, Short cut, Extra clear, heavy, Clear, fat back, Boston clear, short cut, Clear back, short cut, Standard clear, short cut, best, SAUSAGE-Fresh and Smoked, Pork Sausage, Ham Sausage, Tongue Sausage, Frankfort Sausage, Blood Sausage, Bologna, straight, Bologna, thick, Head Cheese, LARD, Kettle Rendered, Granger, Family, Compound, 50 lb. Tins, 1/2 c advance, 20 lb. pails, 1/2 c, 10 lb. 1/2 c, 5 lb. 1/2 c, BEEF IN BARRELS, Extra Mess, warranted 200 lbs., Extra Mess, Chicago packing, Boneless, rump butts, SMOKED MEATS-Canned or Plain, Hams, average 20 lbs., 16 lbs., 12 to 14 lbs., picnic, best boneless, Shoulders, Breakfast Bacon boneless, Dried beef, ham prices, Long Clears, heavy, Briskets, medium, light, DRY SALT MEATS, Butts, D. S. Bellies, Fat Backs, PICKED PIGS' FEET, Barrels, Kegs, TRIPE, Barrels, Half barrels, Per pound, FRESH BEEF, Carcass, Fore quarters, Hind quarters, Loins No. 3, Ribs, Rounds, Chucks, Plates, FRESH PORK, Dressed, Loins, Shoulders, Leaf Lard, MUTTON, Carcass, Lambs, VEAL, Carcass, SAUSAGE, Pork, links, Bologna, Liver, Tongue, Blood, Head cheese, Summer, Frankfurt, FISH and OYSTERS, F. J. Detenthaler quotes as follows: FRESH FISH, Whitefish, Trout, Black Bass, Halibut, Ciscoes or Herring, Bluefish, Fresh lobster, per lb., Cod, No. 1 Pickerel, Pike, Smoked White, Red Snappers, Columbia River Salmon, Mackerel, OYSTERS-Cans, Fairhaven Oysters, F. J. D. Selects, Selects, F. J. D., Anchors, Standards, OYSTERS-Bulk, Extra Selects, Selects, Standards, Counts, Scallops, Shrimps, SHELL GOODS, Oysters, per 100, Clams, CANDIES, FRUITS and NUTS, The Putnam Candy Co. quotes as follows: STICK CANDY, Standard, per lb., H. H., Twist, Boston Cream, Cut Loaf, Extra H. H.

Table listing various goods including MIXED CANDY, Standard, Leader, Royal, Nobby, English Rock, Conserves, Broken Taffy, Peanut Squares, French Creams, Valley Creams, Midget, 30 lb. baskets, Modern, 20 lb., FANCY-In bulk, Pails, Lozenges, plain, printed, Chocolate Drops, Chocolate Monumentals, Gum Drops, Moss Drops, Sour Drops, Imperials, FANCY-In 5 lb. boxes, Per Box, Lemon Drops, Sour Drops, Peppermint Drops, Chocolate Drops, H. M. Chocolate Drops, Gum Drops, Licorice Drops, A. B. Licorice Drops, Lozenges, plain, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Plain Creams, Decorated Creams, String Rock, Burnt Almonds, Wintergreen Berries, CARAMELS, No. 1, wrapped, 2 lb. boxes, No. 1, 3, No. 2, 3, No. 3, 3, Stand up, 5 lb. boxes, BANANAS, Small, Medium, Large, LEMONS, Messina, choice 360, fancy 360, choice 300, fancy 300, OTHER FOREIGN FRUITS, Figs, fancy layers, 6lb, 10lb, extra, 14lb, 20lb, Dates, Fard, 10-lb. box, Persian, 50-lb. box, NUTS, Almonds, Tarragona, Ivaca, California, Brazil, new, Filberts, Walnuts, Grenoble, Marbot, Calif, Table Nuts, fancy, choice, Pecans, Texas, H. P., Cocoanuts, full sacks, PEANUTS, Fancy, H. P., Suns, Roasted, Fancy, H. P., Flags, Roasted, Choice, H. P., Extras, Roasted, CROCKERY and GLASSWARE, FRUIT JARS, Pints, Quarts, Half Gallons, Caps, Rubbers, LAMP BURNERS, No. 0 Sun, No. 1, No. 2, Tubular, LAMP CHIMNEYS, Per box, 6 doz. in box, No. 0 Sun, No. 1, No. 2, Pearl top, No. 1 Sun, wrapped and labeled, No. 2, Hinge, La Bastie, No. 1 Sun, plain bulb, per doz, No. 2, 1/2 gal, per gal, No. 1 crimp, per doz, No. 2, LAMP WICKS, No. 0, per gross, No. 1, No. 2, No. 3, Mammoth, per doz, STONEWARE-AKRON, Butter Crock, 1 to 6 gal, Jugs, 1/2 gal, per doz, 1 to 4 gal, per gal, Milk Pans, 1/2 gal, per doz, STONEWARE-BLACK GLAZED, Butter Crock, 1 and 2 gal, Milk Pans, 1/2 gal.

KLEPTOMANIA.

A Difficulty in Determining the Mania from Actual Stealing.
From the Dry Goods Chronicle.

Every merchant has heard of kleptomania, even if he has not had personal experience with those said to be afflicted with that strange disease, when a person of previously respectable character, who is possessed of means sufficient to enable him to pay for what he wants, is detected in the act of stealing, he, his relatives and his friends are sure to say he is a victim of kleptomania. Webster defines the word as meaning a morbid impulse or desire to steal; a propensity to thievery. It is synonymous with klopomania, both words being derived from the Greek; the former meaning thief-madness, and the latter theft-madness. Somehow, klopomania has never become popular in this country. It seems strange that none of the accused has thought to offer it as an excuse, on the theory that being new it might have more efficacy than the others, even though it had no other meaning. There was a time when kleptomania was rarely heard of, and being mysterious, was more or less believed in by the public. Of late years, however, it has been suggested as an explanation of theft so frequently that very few consider it seriously. In the popular estimation it is only another form of excusing in the rich what is condemned in the poor. Ask the average clerk about it, and he is sure to say, with a contemptuous sniff:

"If a poor man steals, they call it thieving; but if the man is rich, or has rich friends, they call it kleptomania. It's nothing but a fake."

Nevertheless, the other day I came across a very intelligent and thorough business man who expressed his firm belief in the existence of the disease, kleptomania. This gentleman is one of the chief authorities at James McCreery & Co.'s.

"I am convinced of the genuineness of the disease," he said to me, "from a case in my own family. I have a young nephew who was always stealing when he was five years old. He never accompanied his mother on a shopping trip without stealing something from the counters of the stores they visited. If the things he had taken had been of any value to him or anybody else, I might have thought he was possessed of thievish propensities; but, as a matter of fact, he never took anything that could be of interest, even to a child. Bits of cloth and fringe, price tags and similar things were all he took. Neither did he attempt to conceal them when he arrived home, but he would show them to his mother with perfect indifference. He could not explain why he had taken them, or what he wanted of them. His mother finally cured him in this way: She watched him closely while in a store one day until she caught him taking something. Then she marched him up to the superintendent and said to him: 'Mr. —, this little boy has been stealing from your store. I wish you would have him arrested and properly punished.' The superintendent took him to his office and locked him up, while the mother went away. The youngster was frightened out of his wits, and when he was let go at the end of an hour or so, he was completely cured of all desire to steal."

The narrator was firmly convinced that the circumstances in this case warranted a belief in kleptomania, and he said he always acted on the theory that disease and not evil disposition was responsible where he detected a person in theft who was beyond all necessity for stealing and could abundantly provide for himself all things that he might desire.

I must confess that I was not greatly impressed by the force of his illustration, and am inclined to believe that the average man of experience would agree with me in believing that the boy in question had simply a mischievous desire to steal. To boys of five years of age even bits of cloth and fringe are attractive, and children do not always reason with such care as to understand that the possession of stolen articles will arouse suspicion in those that see them. The very fact that the child was cured by fright would prove

that he knew he was guilty of a wrongful act. The same theory of retribution inspires all the laws ever framed for the prevention of crime.

At the same time the existence of kleptomania is not decided by a single case. The mysteries of this world are many, and, as Hamlet says:

"There are more things in Heaven and earth, Than thou hast dreamt of in thy philosophy!"

It is hard to believe that a person possessed of the means with which to purchase would steal, yet, there are many instances on record and new ones are constantly happening where this very thing has beyond doubt occurred. Nine times out of ten the offender is a woman. The first impulse would be to say that a woman of any refinement and intelligence would not, in fact could not, steal. Yet it has been proved that lovely woman would succumb to temptation when she saw pretty things spread before her, and apparently no danger in taking them, even when her purse was well filled. Sometime ago I had a peculiar personal experience with a woman of this sort. She was caught with some articles in her possession that belonged to Simpson, Crawford & Simpson, and the detective arrested her. She was bailed out immediately, and ordered to appear at the Jefferson Market Police Court the next morning for examination. That night I went to her residence to see her. She lived in a handsome brownstone front in Fifty-fifth street. The servant who answered the bell ushered me into a richly-furnished parlor and took my card upstairs. In a few minutes a very dignified woman, tall, gray-haired and self-possessed, came into the room. She wore a costly lace dress, and her fingers were heavy with rings set with gems. Did I wish to see her? she asked in a low, agreeable voice. I explained, as well as I could, my embarrassing errand. Of course, I assured her there had been some lamentable mistake, but would she explain to me how she came to have in her possession the various articles from the different counters of the firm? She listened with perfect calmness, but I, who was studying her closely, could see that she had nerved herself to a point where she could hear unmoved even the sentence of death. Her supreme coolness was shown by her asking me to step into the adjoining room, which proved to be the dining-room, and by her carefully drawing the portieres. She made only one mistake. She took a seat under the light, where her features were in bold relief, and where every change of expression was noticeable. I more wisely sat in the shadow.

"Now, I will answer you," she said, in a voice that was unnaturally sweet. "I had certain articles in my possession because they were mine. They had once been the property of Simpson, Crawford & Simpson, but I had purchased and paid for them."

"Will you kindly explain," said I, "how you came to have them in your pockets loose and unwrapped?"

"I had purchased them in the morning, on a previous visit to the store, and had thrown away the wrappings, so that I might carry them easier in my pockets," said she.

"But the clerks have no records of any such sales, and the detective said he saw you take several of the articles. He states that he followed you for some time from counter to counter and saw you take the articles, and that when he arrested you, you had one in your hand."

"Its a lie. I have been outrageously treated, and I will know how to secure my revenge. This firm will pay dearly for the way I have been insulted."

It is well known to expert detectives that an innocent person is always very nervous and excited when accused, whereas the guilty one is likely to be calm and undemonstrative. This woman was as cool as though we were old friends, and had been talking about the weather. Only once in a while could I detect an expression of fear and agony. I went away convinced of her guilt, and also that she was suffering intensely because she feared she would be proved guilty.

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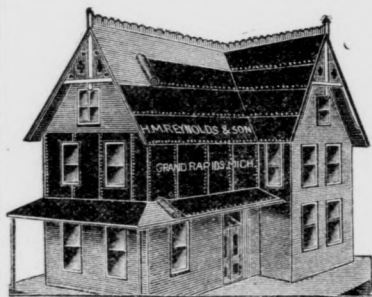
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Why she had taken the articles—they were mere trifles, all told not worth more than five dollars—I could not understand, nor have I been able to find any satisfactory explanation to this day. She was wealthy, and the son with whom she lived was a prosperous merchant. She had many influential friends who rallied to her assistance when they heard of her plight. Among them was a prominent lawyer—who had once been a judge of a high court—a man well acquainted with the vagaries of human nature. He arranged the affair so that the prosecution was dropped. He said to me before he had looked into the facts:

"Why, this is a terrible mistake. A great injustice has been done this woman. Why, man alive, she has a large income of her own, and can have anything in reason without cramping herself in the slightest degree. It is folly to talk of her stealing. Besides, I have known her for forty years, and a finer or more cultivated lady I never met."

Later on he said to me sadly: "It's terrible. It's a clear case of kleptomania. She took the things, of course, but the Lord knows why; I don't. As I was acting in a confidential capacity, it would not be proper for me to mention names. Besides, the woman is still alive, and all her friends and family except the lawyer still believe her innocent. Far be it for me to disabuse them or cause her another pang, for I, too, believe that if ever there was a case of kleptomania, that was one."

Coming down to the merchant's practical side of the question, it is a problem well worth studying. The New York dry goods firms are pretty well agreed on one point. If a woman has many influential friends, they won't prosecute her unless circumstances force them to. If the woman insists that she is innocent, and threatens damages, of course the firm that accuses her must prosecute if it has the evidence. The prosecution is pretty sure to make the woman realize that she has made a mistake in making threats. If, however, the woman admits having taken the article, but lays it to an "irresistible and uncontrollable impulse," to "an act of unconsciousness," to kleptomania, or any kindred mysterious agency, the firm will almost invariably be content to drop the affair and say nothing. There is nothing to be gained by any other course. A prosecution in spite of the allegation of irresponsibility would only look like persecution, and would be sure to react upon the firm. All the relatives and friends would become its enemies, and even a disinterested public would be more apt to sympathize with the accused under the circumstances than with the stern and relentless prosecutor. Realizing that, the big firms won't prosecute such offenders if they can avoid it. In another respect they show good sense by such leniency. The offender of this kind will never make another attempt after being caught once. Therefore, there is no further danger from her, and no reason for pursuing her. It is not with her as with the professionals who return to their evil ways as soon as they are released.

If the big firms of the metropolis find it politic to show that they have "bowels of compassion" in such cases, how much more important that merchants in smaller towns should do the same! It frequently happens that the merchant in a small place will take the initiative in a prosecution of one whom he detects, on the theory that it will redound to his credit to appear in the role of one who is conscious of his duty to the public in upholding the law and punishing the transgressor. But such advertising will certainly be expensive in the end. The influence of all the friends and relatives of a person of any standing is usually mighty in a small town. If it should prove powerful enough to arouse ever so slight a public sympathy for the accused, it may result in the ruin of the too zealous prosecutor.

"May they always live in peace and harmony," was the way a marriage notice should have wound up; but the compositor, who couldn't read manuscript very well, put it in type and horrified the happy couple by making it read, "May they always live on peace and hominy."

A Puzzle in White and Black.

The origin of the various races of men is a problem which has occupied the attention of modern scholars to a very great extent, yet it presents so many difficulties that it can by no means be declared to have been solved. We find peoples of the various races scattered about the world with no traces by which to connect them with a common starting point or a common parentage.

The trouble is that all the earlier records, save the Hebrew and Egyptian, are lost, and they treat chiefly of their own people and only incidentally of the races with whom they came in contact. The similarity or connection in languages has furnished the chief source from which the origin and relations has been sought, but the facts elicited are more than ever confusing. Peoples widely separated are found possessing kindred languages, while the intervening nations use speech which belongs to a totally different school.

The effort to derive all the various races from a common origin, or from a single pair, is, perhaps, the beginning of the trouble. The fixed law that every seed and creature must propagate after its kind seems to cut off the common origin, leaving the vagaries of evolution out of the question. There seems to be just as good reason to believe that the primary races of man came from distinct and separate types as that the various species of animal life are separate and peculiar.

The two greatest puzzles in ethnology are the negro at one extreme and the blonde white race at the other. The attempt to derive the negro from Ham, the son of Noah, is no longer accepted by a great number of Christians and Semitic ethnologists. Rev. Prof. Grau, of Koenigsberg University, Germany, in a recent article on the Noachian race, declares that neither the Chinese, the African negroes, nor the American Indians are included among the descendants of Noah.

Ham, he says, means hot or black. Egypt itself is called Chemi; perhaps on account of the contrast of its black earth with the yellow sand of the desert. But the Hamites, or the sons of Ham, are not to be taken for the Ethiopians—that is, the blacks. They receive their name from the worship of the sun. The ancients liked to call themselves after their deities, and thus, as the Hamites served the natural God, they received their name from him in the same manner as the Jews were called the people of Iahweh—i. e. Jehovah. The main characteristic of the Hamites is that they divide the Godhead into sexes, the gods always finding goddesses. They served the Deity as much by sexual functions as by sacrifice of limb and life (in the service of Moloch). This religion was the center of a highly developed material and spiritual civilization in Mesopotamia, Egypt, and among the Phœnicians. The latter, however, were more the disseminators than the creators of this civilization and culture.

The Egyptians were long at the head of the nations in science and learning. They were the crown of the Hamitic races, but their mummies, preserved for thousands of years, seem to have been especially designed to testify in the last ages of our era that the Egyptians were white, not negroes. The negroes have always covered a vast extent of country

in the heart of Africa. They have from the first ages been savages, possessing no civilization, save what they learned from contact with other races and, chiefly, in slavery. The Egyptians, the Arabs, the Phœnicians, the Persians, the Greeks and Romans all enslaved the negro in early times, just as the English, the Spaniards, Turks and other modern nations did in latter. All the progress in civilization and religion made by the negroes was gained from their captors and enslavers. This has been their history for thousands of years, and if this progress is to be considered a blessing it is all due to slavery.

The other great puzzle in ethnology is the blonde white race of Northern Europe. Called dolicocephalous, or long-headed, the people who represent this race were first found where they now are. There is no history to show that they originated in Asia and emigrated to the west. From the very first records and traditions which mention them these long-headed white people inhabited the northernmost parts of Europe. In Norway and Sweden, Denmark, Iceland and all the region on the Baltic Sea and in the great forests of North Germany they were found. They were called Teutons, Scandinavians, Germans, Goths and Anglo-Saxons, and, although barbarous, they were a powerful people, fighting with the Romans and never subdued by them. Blonde as to the beard and hair, blue-eyed and white of skin, they formed a strong contrast to the dark-haired races of the south of Europe. Long-headed—that is, wise and prudent—as well as powerful in war, these northern races have been able to hold their own in civilization, in religion, and all the factors of progress, on an equality with the best of the other races, and as conservators of human liberty and free institutions they have been first.

That races in close proximity, holding constant intercourse together, should mingle their blood is natural, but the blonde races of the north of Europe and the negro races of the heart of Africa have preserved all their peculiarities intact, as have the yellow races of Asia. They represent the extremes of the human puzzle. A. S. M.

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 General Passenger and Ticket Agent.

CHICAGO SEPT. 24, 1893
 AND WEST MICHIGAN RY.

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

RETURNING FROM CHICAGO.
 Lv. Chicago 7:45am 4:55pm *11:35pm
 Ar. G'd Rapids 2:30pm 10:20pm *6:10am

VIA ST. JOSEPH AND STEAMER.
 Lv. Grand Rapids 1:25pm 6:30pm
 Ar. Chicago 8:30pm 2:00am
 Lv. Chicago 9:30am Ar. Grand Rapids 5:25 pm
 TO AND FROM MUSKEGON.
 Lv. Grand Rapids 7:30am 1:25pm 5:45pm
 Ar. Grand Rapids 9:20am 2:30pm 5:25pm
 TRAVERSE CITY CHARLEVOIX AND PETOSKEY.
 Lv. Grand Rapids 7:30am 2:45pm
 Ar. Manistee 12:10pm 7:35pm
 Ar. Traverse City 12:40pm 8:05pm
 Ar. Charlevoix 3:15pm 10:45pm
 Ar. Petoskey 3:45pm 11:15pm
 Ar. Bay View 3:55pm 11:25pm
 Arrive from Bay View, etc., 1:00 p. m. and 10:30 p. m.

Local train to White Cloud leaves Grand Rapids 5:45 p. m., connects for Big Rapids and Fremont. Returning arrives Grand Rapids 11:30 a. m.

PARLOR AND SLEEPING CARS.
 To Chicago, Lv. G. R. 7:30 am 1:25 pm *11:30 pm
 To Petoskey, Lv. G. R. 7:30 am 2:45 pm
 To G. R. Lv. Chicago. 7:45 am 4:55 pm *11:35 pm
 To G. R. Lv. Petoskey. 5:00 am 1:30 pm
 *Every day. *Except Saturday. Other trains week days only.

DETROIT, JULY 30, 1893
 LANSING & NORTHERN R. R.

GOING TO DETROIT.
 Lv. Grand Rapids 7:00am *1:45pm 5:40pm
 Ar. Detroit 11:40am *5:50pm 10:35pm

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

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.
 Lv. G R 7:30am 4:15pm Ar. G R 11:50am 10:40pm
 TO LOWELL VIA LOWELL & HASTINGS R. R.

Lv. Grand Rapids 7:00am 1:45pm 5:40pm
 Ar. from Lowell 12:15pm 5:40pm

THROUGH CAR SERVICE.
 Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train.
 *Every day. Other trains week days only.
 GEO. DEHAVEN, Gen. Pass'r Ag't.

MICHIGAN CENTRAL
 "The Niagara Falls Route."

(Taking effect Sunday, May 28, 1893.)

Arrive. Depart
 10:20 p m Detroit Express 6:55 p m
 6:00 a m Atlantic and Pacific 10:45 p m
 1:00 p m New York Express 5:40 p m
 *Daily. All others daily, except Sunday.

Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.
 Parlor cars leave for Detroit at 6:55 a m; returning, leave Detroit 5 p m, arriving at Grand Rapids 10:20 p m.

Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)
 A. ALMQUIST, Ticket Agent,
 Union Passenger Station.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

Depot corner Leonard St. and Plainfield Avs.

EASTWARD.				
Trains Leave	*No. 14	+No. 16	*No. 18	*No. 82
G'd Rapids, Lv	6:45am	10:20am	3:25pm	10:45pm
Ionia, Ar	7:40am	11:25am	4:27pm	12:27am
St. Johns, Ar	8:25am	12:17pm	5:20pm	1:45am
Owosso, Ar	9:00am	1:30pm	6:05pm	2:40am
E. Saginaw, Ar	10:50am	3:45pm	8:00pm	6:40am
Bay City, Ar	11:32am	4:35pm	8:37pm	7:15am
Flint, Ar	10:05am	3:45pm	7:05pm	5:44 am
Pt. Huron, Ar	12:05pm	5:00pm	8:50pm	7:30am
Pontiac, Ar	10:53am	3:05pm	8:25pm	5:37am
Detroit, Ar	11:50am	4:05pm	9:25pm	7:00am

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

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

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car.
 Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car.
 JAS. CAMPBELL, City Ticket Agent,
 23 Monroe Street.



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

Time Table in effect May 14, 1893.

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

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

Return connections equally as good.
 W. H. BENNETT, General Pass. Agent,
 Toledo, Ohio.

Grand Rapids & Indiana.
 Schedule in effect Aug. 27, 1893.

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

For M'kinaw, Trav. City and Sag. 6:30 a m 7:30 a m
 For Cadillac and Saginaw 8:15 p m 4:15 p m
 For Petoskey & Mackinaw 8:10 p m 10:50 p m
 From Kalamazoo 9:10 a m

From Chicago and Kalamazoo. 9:40 p m
 Trains arriving from south at 6:50 a m and 9:10 a m daily. Others trains daily except Sunday.

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

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

For Cincinnati 6:30 a m 7:00 a m
 For Kalamazoo and Chicago 10:05 a m 10:05 a m
 For Fort Wayne and the East 2:00 p m 2:00 p m
 For Cincinnati 5:15 p m 6:00 p m
 For Kalamazoo & Chicago 10:40 p m 11:30 p m
 From Saginaw 11:50 a m
 From Kalamazoo 10:40 p m

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

Chicago via G. R. & I. R. R.

Lv Grand Rapids 10:05 a m 2:00 p m 11:20 p m
 Arr Chicago 4:10 p m 9:10 p m 7:05 a m
 10:05 a m train through coach and Wagner Parlor Car.

11:30 p m train daily, through coach and Wagner Sleeping Car.

GOTHAM GOSSIP.

News from the Metropolis—Index of the Markets.

Special Correspondence.

NEW YORK, Oct. 7.—“Trade is as good as we want it to be under the circumstances,” said a leading grocery jobber to your correspondent. The trouble is with the “circumstances,” and, until they are changed, nothing but a dull market will be presented. Wholesalers are chafing under the delay of the Senate, taxes are due, and cold weather not far off. It is bound to be a hard winter and much suffering will prevail. Of course, people must eat, but they will not indulge much in luxuries or goods that pay big profits. The retail trade is satisfactory in some parts of the city, but not so in others. The army of the unemployed is about as large as ever, and although 50,000 people could afford to pay from \$3 to \$5 each to see the yacht race, it signifies nothing, and charitable institutions are crowded. We yearn for the good old days “befo’ de wah,” when New York was the trading place of the continent and such great competitors as Chicago and St. Paul and Denver had hardly an existence.

The yacht race actually made a dull market on the days appointed, and for the time everything else was forgotten. It was to New York what the circus is to smaller places, although comparatively few could go. The rest crowded in front of the bulletin boards.

The matter of deliveries of sugar remains as annoying as it has been during the past month, and goodness knows when the demand will be supplied. The refineries are running unceasingly nights and Sundays, but they are still far behind. No advance has taken place in price.

Coffee is very firmly held and sellers are confident of obtaining higher prices. Rio No. 7 is worth 18½¢ and is about 3¢ higher than a year ago. There are only about 70,000 bags held in this city, and the stock of the country to-day is about 320,000 bags, against 570,000 bags, a year ago—figures which show that the high value now placed upon coffee is a legitimate value, and one bound to appreciate.

Canned goods attract more and more attention and tomatoes are worth \$1.10 for extra standards, New Jersey pack, and \$1 for Maryland; Delaware command \$1.05. Peaches and other fruits, as well as corn—the latter in particular—are meeting with more and more inquiry, while salmon is dull, owing to the huge pack.

Dried fruits are slow of sale and low in price. Still if apricots can be dried and put on the cars for 2¢ a pound, as it is claimed they can be, Californians ought to feel satisfied with prices ranging from 9@12¢ here.

The provision market is firm, and while fluctuations are frequent they are small in amount. Pork is worth \$18.75 @ \$20 per barrel. Beef, \$12@14 for family mess.

Dairy products are firm, although no very large transactions are reported, buyers being seemingly content to let matters drift. The best Western and State creamery are fetching 29@30¢ readily; imitation creamery, 24@26¢; Western dairy, 17@21¢. Full cream fancy State colored cheese is worth 11@11½¢ and is well held; white, 10% @10½¢.

Eggs—Northern Indiana, Northern Ohio, and Michigan, 23¢; nearby fresh, 26¢. Market firm, and supplies not very ample.

Poultry is beginning to meet with ready sale, dressed turkeys being quoted at 12@16¢, and 10@12¢ alive. Chickens, dressed, 12@18¢; alive 10@12¢.

Beans are selling at \$1.95 for new pea; and \$2 for medium. Receipts not large and the market is rather quiet.

Potatoes are in abundant supply, over 100 carloads being on the D. L. & W. tracks in Hoboken. They are worth about \$2 per barrel, and in bulk, \$1.75.

Apples are in good demand, and receipts are fair. Greenings, \$2@2.50 per bbl.; king, \$2.25@3.25.

The market is hardening for foreign green fruits, and lemons, in particular,

are in request. Oranges, bananas and pineapples are all selling pretty well, and holders are not as anxious to part with their holdings as they were a fortnight ago. Dates, figs, prunes and nuts are all meeting with better request. In domestic nuts, hickorynuts are worth \$2.50. Chestnuts are still out of reach, being quotable as high as \$6 per bushel.

White Clover honey is held at 14@15¢ for 1 lb. boxes, and 6@7¢ for extracted. Another new sugar refinery is to be erected. This time it is said to be in Boston. The annual output of all refineries outside the Trust will amount to nearly 350,000 tons, and it is to be hoped the good work will continue, although, as yet, we have learned of no “independent” refinery that has been “independent” enough to sell their product below the Trust’s price. Why should they, if they can get the same as the Trust? The latter is not at all troubled by the new enterprises, and claims to welcome them.

Politics will attract a good deal of attention from now on, though luckily the campaign is to be short. If Tammany is victorious, as it invariably is, it will be called a “glorious victory,” just as if it wasn’t a regular thing. To nominate is to elect so far as Tammany is concerned.

JAY.

Gripsack Brigade.

Hub Baker has returned from his five weeks’ vacation and resumed his regular trips to his trade.

Frank Stone, buyer for H. Leonard & Sons, is confined to his house by illness in the shape of fever.

Wm. D. Weaver, city salesman for the I. M. Clark Grocery Co., is spending ten days in Chicago taking in the World’s Fair.

Wm. Connor was in Grand Rapids last Thursday and Friday, and will make another stand here Thursday and Friday, Oct. 26 and 27.

Dr. Josiah B. Evans, traveling salesman for the Ball-Barnhart-Putman Co., is taking in the World’s Fair this week. He is accompanied by his wife,

Jas. A. Morrison left Friday for his old home in Pennsylvania, where he will spend a week or ten days among the scenes and friends of his boyhood days.

Ed. L. Forsyth, State agent for Colburn, Birks & Co., of Peoria, Ill., was in town a couple of days last week in the interest of the liquor department of that house. Mr. Forsyth was formerly on the road for Williams, Davis, Brooks & Co. and the Hazeltine & Perkins Drug Co. He will continue to reside at Kalamazoo.

Sam. B. Morrison, formerly on the road for the Olney & Judson Grocer Co., but more recently with the Wells-Stone Mercantile Co., of Duluth, with headquarters at Grand Forks, North Dakota, has gone to Colorado Springs, Colo., where he is employed by the Shields-Morley Grocery Co. as traveling salesman.

B. F. Emery, formerly of this city, but for the past two years at Colorado Springs, Colo., is now at the Lincoln Park Sanitarium, at Chicago, undergoing a delicate surgical operation. In case the operation is successful, he will return to Grand Rapids with his family and re-enter the employ of the Chicago Packing Co.

Jas. G. Cloyes, city salesman for the I. M. Clark Grocery Co., broke his left collar bone in alighting from a Lyon street electric car Oct. 2. He will be confined to his house for a month or six weeks, and in the meantime his trade will be visited by Fred Morley, who formerly covered the Upper Peninsula trade for that house.

Louis Immegart, who covered the

Michigan territory three years for the Catlin Tobacco Co., subsequently traveling a year for the Olney & Judson Grocer Co., after which he conducted a grocery business at Traverse City for a year and has been representing the Catlin people in Indiana for the past year, has had Michigan and Kentucky added to his territory, and will make quarterly visits to the trade of this territory hereafter. He was in town last week, calling on old friends and acquaintances.

Takess Issue with Dr. Kellogg.

THE TRADESMAN last week published a letter from Dr. Kellogg, denouncing cheese as unwholesome, unless cooked, owing to its being a product of putrefaction. His letter happened to reach the eye of Edward Atkinson, the Boston economist, who writes THE TRADESMAN in the following emphatic manner:

BOSTON, Mass., Oct. 5.—Dr. Kellogg is probably a crank. It is absurd to condemn cheese. Rotten cheese may do mischief. You will find a complete reply in the “Chemistry of Cooking” by Dr. Mattieu Williams, published, I believe, by D. Appleton & Co. You will also find the subject dealt with in my “Science of Nutrition” at second-hand, published by Damrell & Upham, Old Corner Book Store, Boston.

The waste of skimmed milk in this country is something frightful. Bear in mind that the cream is almost wholly fat, a secondary product from the atmosphere. The solids which are withdrawn from the soil in the production of milk are all left in the skimmed milk. That is mainly fed to hogs, and thereby converted into fat, of which we have already an excess. It should all be made into cheese after the Italian fashion, to be cooked. Raw cheese made of skimmed milk is very indigestible. Cooked skim milk cheese is very digestible and extremely nutritious, especially in the

element of nitrogen—the scarcest, most important and most costly element in the nutrition of man.

You will observe that wherever meats are dear, from which we derive most of our nitrogen, cheese takes the place—witness England, France, Switzerland and Italy—together with peas and beans, also nitrogenous.

I would suggest you to take up the subject of making and cooking skimmed milk cheese as one of the most important elements in food economy that remains to be dealt with. You will find a basis in Dr. Williams’ book.

Yours truly,

EDWARD ATKINSON.

Hides and Pelts.

Hides—The day has gone by when any great amount of activity has been manifested in this market. Cattle are not killed in this State to anything like the extent they were in past years, and the quantity is getting less every year. The great packing houses are doing the killing and shipping the dressed meat to all parts of the country. As a consequence, the supply of hides is on the decrease in this locality and throughout the State. The tanneries draw their main supply from the meat packers, so that the market has been affected at both ends. The leather market is flat, and stocks are held for higher prices. The prospect for a rise is extremely poor.

Pelts—Are largely governed in price by the condition of the wool market, which in all its history has never been so bad. Then the low price of hides has had its effect, so that, altogether, the pelt market is in poor shape. The price is off fully 50 per cent. from last year’s figures. There is almost no sale for them at any price, but the figures quoted in the market report are probably bottom figures.

Musselman
Grocer Co.

JOBBERS OF

STAPLE AND FANCY

GROCERIES,

GRAND RAPIDS.

OUR MOTTO:

Good Goods, Right Prices, Courteous Treatment.

USE JENNINGS' FLAVORING EXTRACTS

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.

MILTON KERNS' El Puritano Cigar.



THE FINEST
10 Cent Cigar on Earth

TRADE SUPPLIED BY
BATEMAN & FOX,
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B. J. REYNOLDS,
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R OPPENHEIMER,
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DETROIT TOBACCO CO.,
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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.

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Grand Rapids.

A SAFE INVESTMENT

An order placed with us for goods of our own manufacture. Our factory 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.

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
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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.

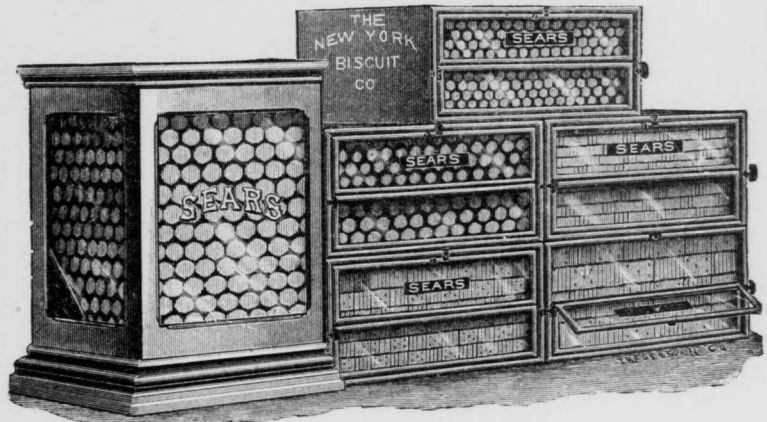
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THEN MAKE THEM EASY
BY ADOPTING THE COU-
PON BOOK SYSTEM PUR-
NISHED BY THE

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GRAND RAPIDS.

Cracker Chests.

Glass Covers for Biscuits.



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

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

NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

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

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

GRAND RAPIDS,
BRUSH COMP'Y,



MANUFACTURERS OF

BRUSHES

GRAND RAPIDS,
MICH.

Our Goods are sold by all Michigan Jobbing Houses.

The beautiful display of holiday goods at H. Leonard & Sons' mammoth wholesale store is attracting a great deal of attention just at present. Their fall importations are now all in, and they have given up a greater part of their large sample room, which has been rearranged to better accommodate and show to advantage their varied assortment of Christmas and holiday goods.

They are also showing a beautiful line of Lamps for the fall and winter trade; their line of Decorated Vase Lamps comprise all the new and richest decorations, while the quality of the goods and prices speak for themselves.

And to look over their fine assortment of Banquet Lamps will give you the right impression that they are headquarters for this line of goods. If the lamp question interests you at all don't fail to see their line when you are in the city. Their New Lamp Catalogue has just been mailed, and if you have not received it just drop them a postal and they will mail you one if you are in business.

H. LEONARD & SONS.



QUALITY WINS!

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

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.

If You Want Good, Light, Sweet Bread and Biscuits,

—USE—

FERMENTUM
THE ONLY RELIABLE
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SOLD BY ALL FIRST-CLASS GROCERS.

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MICHIGAN AGENCY:

GRAND RAPIDS, 106 KENT STREET.

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