

# MICHIGAN TRADESMAN

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VOL. XI.

GRAND RAPIDS, JULY 25, 1894.

NO. 566

EDWARD A. MOSELEY,  
TIMOTHY F. MOSELEY.

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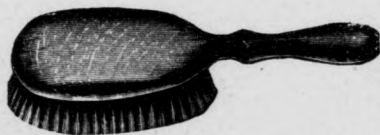
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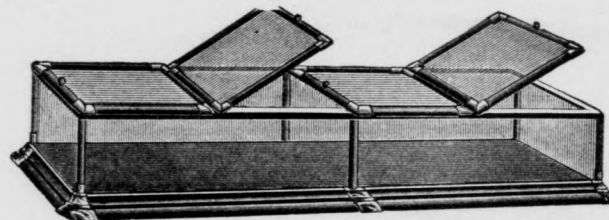
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# MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, JULY 25, 1894.

NO. 566

**MICHIGAN**  
**Fire & Marine Insurance Co.**  
Organized 1881.  
DETROIT, MICHIGAN.



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## BROUGHT ILL-LUCK.

The Evil Results of Finding a \$1,000 Bill.

"Yes, a \$500 greenback has a rich, juicy look," said a Chicago drummer at a hotel the other evening, as a bill of that denomination was passed around, "but one with the figures '\$1,000' on the corners looks just too sweet for anything. I possessed one for several days once upon a time, and thereby hangs a tale."

"A tale of woe?" was asked.

"It certainly is. Gentlemen, I am going to tell you of a mean little action in my career, and I hope you will not judge me too harshly. I have done penance for it fifty times over, and five times \$1,000 would not tempt me again. One day about ten years ago I dropped into the First National Bank of St. Louis to get a few dollars for expenses. A man left the cashier's window just as I advanced to it, and while I was standing there my eye caught sight of a greenback at my feet. I picked it up intending to hand it to the cashier, but when I saw the figures '\$1,000' on the corner I was paralyzed with astonishment. Yes, sir, it was a \$1,000 greenback, the first and last one I ever had my fingers on. I caught my breath like one choking, and when the cashier handed me out \$75 and made some remark about the weather I couldn't get a word out to save my life."

"The man who preceded you dropped the bill, of course?"

"Not a doubt of it. As I said, I meant to be honest and pass it in, but the temptation was too strong for me. After I had had that bill for one minute I'd have fought to retain possession. I picked up my cash and hurried out and got into a doorway and looked at my find again. It was a \$1,000 greenback and no mistake. I was exactly a fat, plump \$1,000 ahead of the game. That meant a new suit of clothes—diamond pin—champagne suppers—several games of poker and cigars carefully wrapped in tinfoil. For ten minutes I was jubilant and wanted to jump up and yell and pat somebody on the back. Then came the reaction."

"What sort of reaction?"

"Well, you may not believe it, but that still, small voice called conscience began to whisper to me. It seemed to me that every man I met knew I had that bill. I felt that I was no better than a thief. Twice during the afternoon I was slapped on the back by acquaintances, and each time I jumped a foot high and had a brief vision of the criss-cross bars and convict stripes. Several times that day I was tempted to return to the bank and do the square thing, whether you believe me or no, but I'm ashamed to say I lacked the moral courage. I figured that the loser had already returned to report his loss, and it would be known that I had walked off with my find. I finally decided to keep the bill for a day or two and see if it was advertised. I hadn't long to wait. I found it at 11 o'clock in the forenoon,

and its loss was advertised in the evening papers, with a reward of \$50 to the finder."

"And you took it back, of course."

"No, I didn't. Here's the moral, gentlemen: Stop to argue with and combat conscience, and you become a rascal. After a five-hours' fight I beat conscience and made myself believe I had a perfect moral right to keep that find. Then came the question of how to use it. I didn't dare to offer it in Indianapolis, of course, and was going for a three weeks' trip through the small towns, where the sight of a bill like that would have astonished everybody. I feared to carry it in any of my pockets, as I might be robbed, and after cogitating for two hours I tucked it away in my shoe. See? I wear extra soles, supposed to be charged with electricity and good for rheumatics. I placed the bill in a piece of paper and laid it under the sole of the right shoe. After spending two days in Indianapolis I started for Lebanon. Got there at midnight and piled right into bed. Two hours later there was a fire which didn't do much damage, but routed everybody out. I am powerfully nervous about fires, and when I woke up in the smoke I grabbed my duds and went down the fire escape."

"Taking your \$1,000 pair of shoes, of course?"

"No. I got out with my vest and trousers alone. When the blaze was out and I returned to my room some one had the rest of my outfit, grip and all. Indeed, half a dozen other guests had been robbed as well. I didn't want to lose that money, and I didn't want to let on that I had it in my shoe. I therefore went to the sheriff and told him a cock-and-bull story about rheumatic insoles and offered him \$25 to get my shoes. He made a good hunt, but couldn't find them. After fooling away three days' time I went up to Frankfort, but had been there only one day when I got my shoes by express. They had been found in the back yard of the hotel among a lot of stuff thrown out of the rooms by the excited firemen. Both insoles were gone and my \$1,000 bill with 'em. I couldn't see how I was to do anything about it, and so put my shoes on and kept my mouth shut. Three weeks later I returned to Lebanon, and on that very day something happened."

"Found your bill on the street, probably?" observed one of the group of listeners.

"No, sir. The clerk of the hotel had called at the bank to get a \$1,000 bill busted and on being questioned he had skipped out. He couldn't account for having so much money in his possession, being a young man and in poor circumstances, but there was no charge against him. No one had complained of losing such a bill. I started for the bank to tell my story, but it suddenly occurred to me that I was in a fix. Where did I get the bill? Why was I hiding it in my shoe? Why didn't I tell the sheriff

about the money? Why hadn't I complained of the robbery? I saw the banker and took notice that he was the sort of a chap to go to the bottom of things, and as he was the guardian of the bill, so to say, I would doubtless have to prove my claim in a court of law."

"And you left it in his hands?"

"Say, now, but that's just what I did, and it's there yet, and what breaks my heart is the fact that he's worth \$80,000 in clear stuff! I didn't dare to claim the money, because that would give away my find, and I didn't dare to write to the loser for fear that in tracing it up I'd be wrung in and get the cold give-away in the papers. Just as true as I live that money is waiting a claimant to-day, and there is nobody to step up and take it!"

"I'll write out a statement and forward it to the original loser!" said the young and ambitious lawyer, after figuring on his probable fee.

"It wouldn't reach him!" replied the drummer, with a sad shake of the head. "No, the poor man has been dead for the last three or four years, as I happen to know, and his heirs would consider it a moonshine story. Ah, me, but to think of that old critter down there licking his chops over that great big corpulent \$1,000 bill gives me the nightmare 365 nights in the year!"

"But it isn't yours."

"Of course not, but I'd like to get hold of it and turn it over to some orphan asylum where it would help to brighten the lives of poor fatherless and motherless children. Dear! Dear! but how shortsighted we poor mortals are when we get hold of a good thing!"

## His Exact Size.

From the Youth's Companion.

There is a kind of selfish smartness which makes a man think well of himself, but which renders him a laughing-stock, nevertheless. One rainy day, when a shoe store was full of customers a man entered hurriedly, and speaking to a clerk who was fitting a lady to overshoes, said, "Can you show me some of those cork-sole boots you advertise? I am in great haste."

Excusing himself to the lady, the clerk proceeded to wait upon the new comer. Pair after pair of boots were tried on, and finally a perfect fit was secured.

"Now, what make are these boots?" inquired the man. "They fit me like a glove. Just write down the make, with the exact width and length."

The salesman did as requested, and the man drew on his old shoes and started for the door.

"Don't you want the boots, sir?" inquired the surprised clerk.

"Oh, no," responded the man; "I just wanted to get my size. I have a friend in the wholesale business who can get them a dollar less than your price;" and he went out, followed by the unspoken opinion of the salesman, and the laughter of several customers who had witnessed the affair.

## A Pat Answer.

Mendicant—Will the gentleman help a blind man?

Stranger—Get out, you impostor! How do I know you're blind?

"Didn't you hear me call you a gentleman?"

## THE WOLF A COWARD.

Cunning and Treacherous, But the Opposite of Fearless.

In a further conversation with Mr. A. W. Pike, which THE TRADESMAN representative enjoyed recently, the talk turned on wild animals. Mr. Pike said:

"There were several kinds of wild animals of which the early settlers stood in more or less fear. These were the bear, catamount (or wolverine), wolf, lynx and wildcat. Of these, while the wolf was the most dreaded, he was far from being the most dangerous. There is no more cowardly animal to be found anywhere than the wolf, and the stories about his ferocity and about his attacking people are all bosh. I have seen a large pack of wolves take to their heels at the approach of one man, and they were the big black kind, too. Neither the black nor gray wolf has any courage, but both are very cunning and treacherous. I trapped quite a number of them, so I speak from experience. I never saw but one that showed any courage. It was a big black he-wolf that had for a long time been too smart for us. The trap used was the old-fashioned kind, built of logs. It was open at one end and the bait so placed that the wolf was well inside before he touched it. The bait was attached to a stick, to which was fastened a rope connected with the door. This door was raised when the trap was set, and, when the wolf attacked the bait, it sprang the trap and closed the door. As I said he baffled me for some time, but, finally, on arriving home, I found the big fellow in the trap. To get a wolf out of the trap we would loop a small chain, lower it slowly in front of the animal and then suddenly raise it when the loop was drawn around his neck and he could be lifted out. Well, we got his wolf-ship out, but it was while taking him out that he showed fight, and he was the only wolf of my acquaintance that did. He did not merely resist our efforts to get him out, but when we approached him, he would spring at us in the most savage manner. I think if that wolf had been met by a single individual in the forest there would have been trouble. We got him out finally and killed him, but the dogs could do nothing with him. There was a good road between here and Port Sheldon, where I spent considerable time away back in those days, and I made frequent trips between the two places. I have been followed for twenty miles by wolves many a time, and never had the slightest fear of them. They were not after me or my ponies, although I think they might have been tempted to make a meal off us. They followed us for the manure dropped by the horses, which they ate with avidity. I got after them with my traps after awhile and they got so frightened of me finally that they would hardly come near a sleigh track, but, if they wanted to cross the road, they would jump over it. No, wolves are the most cowardly animals in the world. Of course, people were afraid of them, but it was because they did not know them. I found a wolf in one of my traps when going home with a load of hay once, and I took him out and carried him to the sleigh and fastened him to the binding pole. It was probably the first sleigh ride he had ever had, and he hardly knew how to act; but I got him home and left him on the

hay, while I went in to get my supper. When I got in the house I found half a dozen Indians in the house—big, strapping fellows who ought to have had no fear for anything. After supper I told the Indians that I had a wolf out at the stable, and we went out and brought him into the workshop. I turned him loose and let him and the dogs have it out. The Indians caught hold of the rafters and drew themselves up out of danger. The wolf was killed at last, but, of course, he fought for his life; that was because he was cornered. I carried him from the trap to the sleigh and from the sleigh to the shop and he hardly showed his teeth. I don't know how the stories of the wolf's terrible ferocity and blood-thirstiness originated, but it must have been in the imagination of the writers. The bear was a much more dangerous animal. He would 'chew a man up' in no time if he was roused, and it didn't take much to rouse him. The wolverine, too, was a very dangerous animal. My wife has a muff made from the skin of one which I killed nearly fifty years ago. I had trapped a wolf close beside the sleigh track, and, after skinning him, had left the carcass lying beside the road. On my return I saw the tracks of a catamount who had been feeding off the dead wolf, and, by the size of them, I knew he was a big fellow. I made up my mind to have that catamount or know the reason why. So I set the trap beside the remains of the wolf and went on my way. The catamount is almost fearless, so that it was hardly necessary to hide the trap. When I got back, there he was, hard and fast, and I tell you he was a fine one. I set the dog on him first, but in about half a minute he got away with his sides badly lacerated, and, as I didn't want to lose him, I sent him to the sleigh and prepared to tackle the catamount myself. I took a sleigh stake and, going up to the animal, raised the stake to knock him in the head. Just as I was about to strike him he sprang up and caught hold of my overcoat and it was nip and tuck for a little while whether I should take the catamount or he should take me. I got away and killed him, loaded him on the sleigh, took him home and skinned him. He weighed about sixty pounds and was the largest one I ever saw. I was going through the woods on horseback once when a big catamount sprang up from the ground to a tree beside the road way. He sprang a distance of fully twenty feet and caught the tree all of ten feet from the ground. After glaring at me for a moment he dropped to the ground and a bound or two took him out of sight. They were a very powerful animal, extremely ferocious and were afraid of nothing. The lynx and wildcat were also bad animals to tackle, but were much smaller than the wolverine; but as for the wolf—well the 'long hard, gallop that could tire the hound's deep hate and hunter's fire' business lacks confirmation. I never saw a wolf that had any sand in him. The stories about the big Russian gray wolf may be all right. I never saw one. But the American wolf was an unmitigated coward."

An honest Pennsylvania farmer recently saw an advertisement in a paper saying that for \$10 the advertiser would tell how to keep butter from getting strong. The farmer promptly sent the money, and at once received the reply, "Eat it."

## REPRESENTATIVE RETAILERS.

Jas. F. Tatman, the Clare Grocer and Shoe Dealer.

Jas. F. Tatman was born in Cleremont county, Ohio, in 1859. When about 5 years old his parents removed to Indiana where he was brought up on a farm. In 1879 he removed with his parents to Clare county, Michigan, and at the age of 20 began teaching country school. This occupation he followed four years, when he obtained a situation as clerk in a general store, which position he occupied for about three years, receiving as compensation the small sum of \$1 per day. Failing at the end of the three years to secure a raise in salary, he felt compelled to go into business for himself and, with the \$125 he had succeeded in saving during the period of his clerkship, he embarked in the grocery business, with a strong determination to achieve success if push and energy could accomplish it. Although he began business in 1885, with a capital of only \$125, his sales now amount to nearly \$40,000 per year, which clearly proves what a determination to succeed and close attention to business will enable a dealer to accomplish. He carries a full line of boots, shoes and rubber goods in connection with his grocery business, believing that a carefully selected stock of the best quality of goods and courteous treatment of customers are two essentials to business success.

Mr. Tatman is public spirited in all that the term implies, always holding himself in readiness to assist, by word and deed, in the establishment of any enterprise which will tend to build up and expand the possibilities of the town in which he lives. As evidence of this disposition on his part, it may be stated that he was one of the originators and incorporators of the Clare Woodenware Co., of which enterprise he is a stockholder and director.

Mr. Tatman was chairman of the committee which recently promulgated the call for a meeting of retail grocers at Clare and, by virtue of that position, called the convention to order and presided over the initial session. When it came time to elect officers to serve until the Mt. Pleasant meeting his ability as a presiding officer was so manifest that he was elected President without any opposition. Mr. Tatman is very active in furthering the objects of the Association and confidently expects to see the organization expand to commanding proportions.

## Dr. Pierce's Prize Scheme a Lottery.

The Attorney-General has rendered an opinion to the Postoffice Department in regard to the prize books distributed by the World's Dispensary Medical Association, in which he states that this is a lottery scheme, pure and simple, and that the mails cannot be lawfully used for the circulation of literature relating thereto.

The World's Dispensary Medical Association is the proprietor of Dr. R. V. Pierce's patent medicines. The headquarters are at Buffalo, N. Y. It appears that they distributed a lot of books, each of which was numbered, and they proposed to distribute \$10,000 in cash to certain holders of these books. The holders of ten books of certain numbers were to receive \$100 each; ten others \$50 each; twenty others \$25 each; one hundred others \$10 each, etc., with a grand total of 3,140 prizes amounting to \$10,000 in cash.

The company is out with a printed sheet containing a list of the numbers of the books which have drawn prizes, and they advise each person holding a book corresponding to a number in the list, to mail it under full letter postage with the name of the sender, and a draft for the amount of the prize would be sent by return post.

Postmasters have been instructed that the mails cannot be used for the circulation of information in regard to this lottery scheme.

There is no severer test of self-reliance than a threadbare suit.

## Duck Coats and Kersey Pants

We manufacture the best made goods in these lines of any factory in the country, guaranteeing every garment to give entire satisfaction, both in fit and wearing qualities. We are also headquarters for Pants, Overalls and Jackets and solicit correspondence with dealers in towns where goods of our manufacture are not regularly handled.

Lansing Pants & Overall Co.,  
LANSING, MICH.

## CLEAN UP

the odds and ends left from last month's business and

## STOCK UP

with new goods.

## BUSINESS

will pick up some and those who have plenty of goods on hand will reap the benefit.

THE PUTNAM CANDY CO.

THE MORNING MARKET.

Some Peculiarities of the Business--  
Buyers and Sellers.

II.

Here comes the proprietor of one of the largest commission houses in the city. Knowing just what he wants, and how much his "trade" will require, and being familiar with the course of the market, he knows about what he must pay to "come out on the right side." He does not buy by the bushel or bag, but by the load. He is, therefore, a desirable customer, and is courted by every seller on the market. "How much for your cabbage?" "Fifty cents a dozen." "Too much," he answers laconically, and passes on without waiting to hear what the owner of the cabbages has to say. He next stops at a load of onions. "How much?" he asks after a cursory examination of the load. "One ten," is the answer. "All right; I'll go you." And the bargain is soon closed. On down the long line of wagons, purchasing a load here and there, he keeps on the "even tenor of his way," until he has secured all he needs for the day's business.

Here and there is already to be seen, early as the hour is, a frugal housewife, boarding house keeper or restaurateur, who knows by experience that money is to be saved by buying "on the market." The former carries her basket on her arm and from time to time deposits in it a head of cabbage, or a quart of berries, or a few carrots or onions, and so on until she has reached the limit of her desires or her pocketbook. Sometimes she is accompanied by her husband (in which case she carries the basket just the same) but not often—it is much too early for him to be out.

Here is a retail grocer from the suburbs. His wagon is just around the corner, and ever and anon he buys a crate of berries, or a couple of dozen bunches of onions, or a few bushels of potatoes. He doesn't need much, for his trade is small and he can't afford to "carry stock over." He examines critically, buys only when the price is right, and hurries away to meet his early morning customers, who are out, some of them, by 6 o'clock.

The restaurateur is another kind of a buyer. The keeper of an ordinary eating house is, as a rule, in nowise particular about the quality of his "raw material." He wants it cheap, for he runs a cheap "shop"—dirt cheap, in fact—and he must buy cheap if he would realize a profit; but that buyer would be hard to suit who could not find what he wanted on the Grand Rapids market, and from the largest hotel in the city to the meanest eating house, there is enough and to spare.

The boarding house keeper is not so particular about quality. She has a happy knack of taking second-rate goods and making first-rate "wittles" out of them which stands her in good stead these hard times, or, indeed, in any times. Anyway, she always charges first-class prices. The way she jumps onto the poor farmer when she thinks he is overcharging her should be a warning to the star boarder if he is within earshot. Perhaps it is her manifold experience of human nature in a boarding house that has soured her, but she has a way of "saying things" that will set a man's teeth on edge as quickly as sour grapes. Don't be too hard on her, however, for,

in "ways that are dark and tricks that are vain" the average boarder is a close second to the Heathen Chinee. Then, too, her life is one "demnition grind" from early morning till late at night, year in and year out, with nothing to relieve the monotony of her existence except the semi-occasional escape of the "star" without paying his bill. But her "sharpness" avails her but little on the market, for she is dealing with people who are, as a rule, good judges of human nature and can beat her to a standstill in making a bargain.

That is a queer character coming this way. Watch him for a little while. He is just like that always, running from wagon to wagon with that funny trot of his. He is always on the run. He will pick up a crate of fruit or an armful of vegetables and start off on the run for his wagon, which may be three blocks away, dump his load into the wagon, and then off up the long line of wagons again on the same old trot. He is what is technically termed a "huckster," which, since Ald. Shaw rendered his celebrated definition, means a vendor of vegetables and fruit. He is not a very picturesque person. He is dirty and slouchy, and his clothes look as if they had been made for someone else and he had got into them by mistake. He acts like it, too. Man, and horse, and wagon are suited to each other, and it is hard to say which is the most ramshackly. He evidently built the wagon himself, and the horse looks as if he had been raised on the bottle, and the bottle was too small for him.

There is the buyer for one of the big retail groceries. He is an extensive buyer—buys largely and buys a good deal of almost everything on the market. There is not a bit of nonsense about him; he knows his business and wastes no time over prices; when he sees what he wants he secures it and goes on to the next wagon. He is one of that rare class who are good buyers. There are lots of good salesmen, but the man who can buy to advantage is a rarity. He is also a treasure, and is regarded accordingly.

This man coming our way is a retail grocer from the North End. He has something on his mind and is coming to unload. "Hello! What are you doing here? Getting points? Well, that is about all any of us can do here now. We can't buy any more, because the people come to the market to do their buying and don't leave us much to do but get a few little things which they forget to buy for themselves. They buy just as cheap as we can, and I don't blame them much for coming here to buy. What's the use of us buying? Our friends, the peddlers, can buy as close as we can and, as they make a business of it, they can afford to sell cheaper than we do, so get the best of the vegetable and fruit trade. The gardeners ought to give us a special rate, so we could retail at the regular market price. If they would do that we would soon get our trade back again, but at present we can't compete with the peddlers. I think a good idea would be for our people to make an arrangement with the gardeners to sell the grocers at a reduction from regular prices. There can be no question about the willingness of the gardeners to do this, and the only difficulty would be the identification of the grocers. That could be obviated by the Retail Grocers' Association adopting a

button, or some symbol by which the gardeners would recognize a grocer. Unless this is done, or something like it, about all we will get from the market will be points, and these we would get anyway from THE TRADESMAN. Well, I must go, but what do you think of my idea?" Without waiting for a reply, the aggrieved grocer hurried away and was soon lost in the crowd that thronged the market.

Here comes the big, jolly President of the Retail Grocers' Association. He has a grip like a vise, as you discover when you shake hands with him. You pick up your hand when he lets go of it and examine it carefully to see the extent of the damage, for you must be a strong man if he does not give you the worst attack of the grip you ever had. Dan doesn't wait, however, to see what damage he has done, but passes on with a jolly word and an extremely hearty hand-shake for every acquaintance he meets, and in many cases he is followed by something a little stronger than regrets.

Not far behind the President comes another member of the Association. He is a true son of St. George, and owns to having first seen the light of day in "Merrie England." He is dignified, courteous and genial in manner, and is withal a successful grocer. He has a good trade in vegetables and fruits, and buys largely but carefully.

There are types and types of people in this world and they are all to be seen on the market. Only a very few have been mentioned, and even these must be seen to be appreciated. DANIEL ABBOTT.

Valid Objections to Arbitration.

In commenting on the proposed measure of Congressman Springer to establish a National Board of Arbitration, the New York Sun remarks:

Like some State boards of arbitration, this National Board would have to go about to beg for a job of arbitration, and it wouldn't be likely to get many such jobs. Whatever they may say about the merits of arbitration, the labor agitators never want to resort to it until the hopelessness of a strike has been demonstrated. After they have caused many acts of violence and much destruction of property, they confess to be the friends of peace and arbitration. Here is one great weakness of arbitration as a remedy of labor disputes. It is natural that neither side should wish to take the chances of arbitration in a struggle in which it thinks itself the stronger. Finally, arbitration can hardly help being a curtailment of rights which one party has, or thinks he has. Why should he submit to such a curtailment? Why should he leave to an official body, composed of men perhaps ignorant or prejudiced and almost surely influenced by political motives, the opportunity of depriving him of a portion of his rights in a controversy which he may not have begun? There is a right and a wrong in labor controversies, as in other things, and the reasonable arbiter of them is economic necessity. No decision of a board of arbitration can make an employer afford to pay more wages than he can afford to pay or hold a workman to taking less than the market rate for his labor. It is a mistake to introduce sympathetic and sentimental considerations into disputes that should be settled, and can be settled in the long run, only according to business principles. Moreover, the question of politics, of hunting votes, would be an important factor in a board of arbitration appointed by the President. There would always be a temptation to truckle to the employer or employe for his vote. People would be slow about trusting their business to such a board.



Have you seen our "Sunbeam" line of Machine Sewed Children's and Misses' Shoes? Dongola Patent Tip, Heel or Spring. 6 to 8 @ 65c—8½ to 11½ @ 75c—12 to 2 @ 90c.

HIRTH, KRAUSE & CO.

FOR SALE.

Store Building and Interest in General Store

Mrs. Alice Hughston owns a large two-story building and an undivided interest in a stock of general merchandise in the village of McBain.

Being desirous of retiring from active management of the business, she has placed the property in my hands for sale. The upper story is finished off into comfortable living rooms. There is a large ware room, barn, etc.

Will sell the buildings separate if desired. For terms, etc., address

GILLIS McBAIN, McBain, Mich.

Established 1868.

H. M. Reynolds & Son.

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

Practical Roofers

In Felt, Composition and Gravel.

Cor. Louis and Campau Sts., Grand Rapids

If You would know

How to conduct your business without the loss and annoyance attendant upon the use of the pass book or any other charging system, send for samples and catalogue of our

Coupon Book System,

Which is the best method ever devised for placing the credit business of the retail dealer on a cash basis.

Tradesman Company,

GRAND RAPIDS.

## AROUND THE STATE.

## MOVEMENTS OF MERCHANTS.

Mt. Vernon—Frank Rogers has sold his general stock to C. H. Pike.

Ludington—Moon & Moon succeed S. D. Moon in the grocery business.

Lake City—Dennis D. Duffy has purchased the grocery stock of J. S. Seafuse.

Lowell—L. F. Severy, hardware dealer, is succeeded by L. F. Severy & Son.

Britton—Osgood, Linn & Co. succeed Linn & Wells in the undertaking business.

Edmore—C. Sawdy succeeds Curtis & Sawdy in the hardware and grocery business.

Camden—Jones & Son have purchased the general stock of M. E. (Mrs. W. P.) Carmer.

Fremont—C. E. Pearson & Co., general dealers, have dissolved, Pearson Bros. succeeding.

Bay City—Mansfield & Greenizan succeed Mansfield & Co. in the grocery and meat business.

West Bay City—G. L. Wilton succeeds G. L. Wilton & Co. in the book and stationery business.

Midland—The general stock of Mack & Davidson will be closed out at assignee's sale July 31.

Vicksburg—C. B. Mason succeeds C. E. Powers in the dry goods, produce and boot and shoe business.

Galesburg—The R. N. Wilson jewelry stock has been seized by Henry Schroder by virtue of his chattel mortgage.

Bay City—Carroll, Hurley & Co. are succeeded by Carroll & Rose in the produce and commission business.

Lowell—Archie McMillian has sold his grocery stock to R. Vandyke & Co., who will continue the business at the same location.

Harriette—Harry Harris has purchased an interest in the handle factory of F. D. Gaston. The new firm will be known as Gaston & Harris.

Grand Ledge—S. W. Kramer and A. I. Kramer have purchased a dry goods stock here and will continue the business under the style of A. I. Kramer & Co.

Fremont—Wm. W. Tanner has purchased the interest of Juliette A. Bryant in the furniture and undertaking stock of Bryant & Tanner and will continue the business in his own name.

Hudson—E. J. Southworth has traded his stock of boots and shoes with F. H. Brown for the latter's residence property here. The stock inventoried \$4,500 and the residence and lot were valued at \$5,000, although they cost \$5,700. The stock has been removed to the store of Brown & Stowell and made a department of their business.

Somerset—Postmaster Weatherwax runs a grocery store here, in addition to taking care of Uncle Sam's mail. Saturday evening three men drove up in a buggy. Two of them got out and rattled the door, saying that they wanted to buy some bread and cheese. The postmaster let them in, whereupon the two men set upon him. He knocked a revolver from the hands of one of them, but the other fired a number of shots, two of which took effect. One entered the fleshy part of the left leg and the other grazed it. The robbers then apparently became alarmed and fled in a buggy which had been kept in waiting. All of the fellows were subsequently apprehended and are now in jail.

Manistee—Gaubatz Bros. have assigned their hardware stock to Patrick Noud. The assignment was precipitated by two suits instituted by creditors, one by the Rockwell Mfg. Co. and one by Hibbard, Spencer Bartlett Co., of Chicago. The liabilities are \$5,000 and assets \$4,500.

Shelbyville—W. M. Briggs & Son have traded their general stock for the elevator and grist mill of D. D. Harris. W. M. Briggs will give his entire attention to the elevator and grain business and the junior member of the former firm—Earl Briggs—will take a business course at a Grand Rapids commercial college.

## MANUFACTURING MATTERS.

Dryden—Geo. R. Lamb & Co. continue the milling and elevator business formerly conducted by Lamb & White.

Seney—Morse & Schneider, who have conducted a general store and shingle mill here for several years, have opened a general store at Grand Marais, which will be conducted under the personal management of R. E. Schneider.

Manistee—Shingles are doing fairly, but still there is no great life to the trade, and pine, which have been moving off at a fairly respectable rate, are beginning to be somewhat slow. Cedars are a little firmer, and most of the dealers are asking \$1.55 delivered, while some hold out for \$1.65.

Detroit—Articles of association of the Michigan Smelting & Refining Co. have been filed with the county clerk. The capital stock authorized is \$10,000, of which 702 shares of \$10 each, are paid in, as follows: John Schroeder, 400; Jacob M. Schaefer, 275; Charles A. Shaefer, 5; John Rehe, 2 shares.

Detroit—The United States Optical Co. has discharged its chattel mortgage given last March for about \$20,000, and has uttered a new one for \$12,563.04 to William C. Hegge as trustee. The creditors are Oscar B. Marx, Frank A. Rasch, August Rasch, Oscar E. Rasch, Eugene Deimel, Stanley G. Miner, Jno. S. Rankin and Charles L. Ortman.

Bellaire—The village has entered into a contract with Thos. Tindle & Co. to put in a stove, heading and hoop plant here. The contract for timber for the buildings has been let. The building for the hoop department is to be 150x40 feet in dimensions, the stove department will be 35x35 and the power 30x30. Three large steel boilers and three first-class engines will be employed. The plant will be second to none in the State and will prove of vast benefit to this village.

Bay City—After the present week it is expected that business will be at a standstill at Capt. James Davidson's big wooden shipyard. Capt. Davidson says he does not think any more boats will be built in the immediate future at his yard, and a large number of men will be thrown out of work. The Davidson yard has been one of the busiest on the lakes, and has been turning out boats continuously for a number of years. It has the reputation of building the biggest wooden boats on fresh water, and it has been an industry that has consumed large quantities of both hard and soft timber.

East Tawas—The regular mill hands here are on strike against a reduction of 25 cents per day in wages. The mills have all shut down, pending the engagement of enough new men to operate the mills to their full capacity. Thirty-five

special police are sworn in and patrol the Holland & Emery property, forbidding any strikers from going there. The strikers claim they will not do any violence, but want wages restored to last year's prices, but Mr. Emery claims business does not warrant it. With the large number of men seeking employment in this section and willing to work at about anything offered, it would seem the height of folly for any man who has a job to voluntarily quit it.

Saginaw—Lumbermen who send crews into the woods this season are guarding against troubles arising from litigation over alleged breach of contract. It has been the practice for woodsmen dissatisfied with wages received to bring suit to recover what they claim was stipulated that they should receive. A number of suits have resulted, and while the results have been satisfactory to the defendants, it has put them to no small inconvenience and expense. Every man sent into the woods this season will be required to sign an iron-clad contract. The outlook for both work and wages in the lumber woods is not cheering. There will be comparatively few men wanted, and the wages offered is from \$12 to \$16 a month.

Saginaw—July is proving far from satisfactory to the lumbermen of this Valley. Those firms operating mills are doing so in a half-hearted manner. Stocks are being piled up on the docks and sales are like angel's visits. S. W. Tyler & Son have resumed operations with their shingle mill, but the sawmill of C. L. Grant & Co., which shut down the Saturday night before July 4, has not started, and until some lumber can be disposed of, and moved off the dock, it will remain idle. The Gould mill, the Cambrey mill and the Mitchell, McClure & Co. mill have not turned a wheel this season, and probably will not. C. Merrill & Co. have sold some lumber recently and may start up the mill later on and cut out the logs they have on hand, which can be done in less than 60 days. It is 38 years ago that this firm began business, and for nearly 30 years of that period it has, until the present season, manufactured an average of over 20,000,000 feet of lumber every season. During the entire period this concern has been in business it has manufactured about 900,000,000 feet of lumber, and, counting lumbering operations in the woods, has probably disbursed nearly \$200,000 annually on labor account. The concern has standing timber sufficient to keep the mill running three or four years longer. The firm is composed of T. W. Palmer, Joseph A. and Joseph B. Whittier. The latter is manager, and is familiarly known as "Peter Hardluck," a cognomen that has attached itself to his personality for many years, but it is difficult to understand its application, as he is one of the luckiest of mortals, and the firm has been one of the most successful on this river. It is said that in the entire 38 years of its corporate existence the lossee, by reason of bad debts, will not aggregate \$1,000.

## Retail Price of Granulated Sugar.

The Committee on Trade Interests of the Grand Rapids Retail Grocers' Association promulgated a new schedule on granulated sugar July 18, as follows:

6 cents per pound.
4½ pounds for 25 cents.
9 pounds for 50 cents.
18 pounds for \$1.

## Compulsory Arbitration Contrary to the Constitution.

From the New York Sun.

Compulsory arbitration would be an evident curtailment of the right of freedom of contract. The mere passage of a law would not be sufficient. There would have to be a change in the Constitution. There would then have to be a change in the whole theory and practice of the American Government. The principle of individualism would be abandoned. The Statute of Laborers would be revived in a more obnoxious form, and it would have become a statute of employers as well. The pay of the workmen, even the most trivial details of the relations between them and their employers, would be fixed by the Government. Any contract between employer and employed would be worthless. Its terms and engagements would be subject to modification at the demand of either party; and the ignorance of the malice or love of notoriety of a Government Board, appointed, perhaps, for reasons solely political and subject at any rate to motives and purposes other than a desire to do even justice between the parties, would have the pay of the workmen and the business of the employer at its mercy. Any workman might be haled before it and forced to submit to have his wages cut down. Any employer might be haled before it and forced to pay wages that would make him carry on his business at a loss. Back of the decisions of this Board of compulsory arbitration would be the same Federal force of which the demagogues and the Anarchists now complain, and that force would be exercised, if necessary, not as now to secure to the workman his right to work and to the employer the right to the possession and use of his own property, but to force the workman to take lower wages, without the remedy, however doubtful, of strikes, or to force the employer to pay wages that he couldn't afford to pay.

The theory of trades unionists, in advocating compulsory arbitration is that, as there are more workmen than employers, the latter will be bilked by the boards of compulsory arbitration every time. Like the income tax, compulsory arbitration might mulct the well-to-do for the benefit of the less well-to-do. Private employers would be forced out of business by the continual nagging and renewed impositions of the arbitrators, and then the experiment of the Socialists could be tried. The Government, having driven out private competitors, could absorb all channels of trade, transportation and industry.

## Sage Advice to Young Men.

Do your duty, my boy, and let fame take care of itself. Seek to build a character, instead of a reputation. Your character will stand for eternity; your reputation but for a day. And let me confidently whisper in your left ear that the chances are more than even, that when you have attained to the age of, say 50 years, and be obliged to hustle sharply for a living, you will not have any frisky feelings regarding fame or other ulterior subjects. Most of us, sooner or later, reach the point when a big silver dollar is of more value to us than a bushel of fame would be.

MET L. SALEY.

## Corporation News.

At a recent meeting of the stockholders of the American Banking and Savings Association (Detroit), it was decided to change the name of the corporation to the American Savings Bank.

A Saginaw correspondent writes: The semi-annual meeting of the James Stewart Co., limited, was held on Monday, and Mr. Stewart made such an excellent showing for the past six months' business, considering the financial depression, that the stockholders voted him a handsome present as a mark of appreciation.

GRAND RAPIDS GOSSIP.

Curtiss Bros. succeed Curtiss & West in the cigar and tobacco business at 91 West Fulton street.

E. C. Bemis has opened a grocery store at the corner of Hall and Lafayette streets. The Musselman Grocer Co. furnished the stock.

Simon Baker has opened a grocery store at 166 Ellsworth avenue, the former location of Albert Stryker. The Olney & Judson Grocer Co. furnished the stock.

O. W. Pettit will shortly remove his grocery stock from the corner of Plainfield avenue and Quimby street to the vacant store in Wellington Flats, on East Eulton street.

The Grocery Market.

Sugar (Edgar)—Refined sugars remain exceedingly firm at unchanged prices, excepting an advance of 3-16c on No. 13 and 1/2c on No. 14 last Monday. A large business was transacted early in the week, but the failure of the Conference Committee to agree, has, naturally, temporarily shut off speculative buying, as dealers now look for a longer struggle and a consequent postponement of the date when the bill can go into effect. It seems to be the consensus of opinion that a duty on sugar is assured and the quiet market conditions do not imply weakness; on the contrary the situation is in some respects stronger than ever, but there is not the same incentive to precipitate investment. A new conference will begin with the opening of the week and matters may so shape themselves as to start another buying movement on very short notice. An unusually large consumption is now rapidly depleting the apparently large invisible supply of sugar and the fruit crops already in sight insure a continuation of heavy demand from consumers. Early varieties of large fruits are unusually abundant. Statistically, the situation is improved by the reduction of the apparent surplus by 125,000 tons since June 28th, the 700,000 tons surplus apparent in original crop estimates being now cut down to 233,000 tons. All things considered, "We think well of sugar" and believe the carrying of liberal stocks no more than a fair business venture.

Tea—The movement of the new tea crops of China and Japan is now fairly under way. The first consignment of new crop arrived in San Francisco by steamer on May 6. In all eight steamers have come to hand with teas of the crop of 1894. The imports of new teas in transit aggregate 88,000 packages, or 30,000 packages in excess of the same time last year. A cargo of new teas arrived at Vancouver on the 4th for transshipment to the East over the Canadian Pacific. In addition to the large quantity of teas coming into the United States by steamer, a big ship left Yokohama June 17 for Tacoma with 3,089 tons of tea in transit overland. Other sail vessels are to follow in this trade.

Tomatoes—Judging from reports received from different parts of the country, the coming pack of tomatoes will not be as large as was anticipated. Anyone who can buy at the low prices which have been named the past few months will certainly pass a good trade if he refuses to avail himself of the opportunity.

Cheese—While the production has been fully up to the average for the season, an active speculative and export demand has held up prices and they are at present 3/4 to 1/2c higher than a year ago, with an advancing tendency.

Oranges—Nothing is offered in this market except some 200 size Rodi fruit, which dealers report meet with slow sale, due to high price and attention given home grown fruits.

Peanuts—There is no material change from the prices quoted in our last issue, but the market is firm and it is not at all unlikely that another advance will be made by the cleaners.

Bananas—Just enough in the hands of our wholesalers to supply all demands on them and keep the ripe fruit well closed up. Shipments from now on will, doubtless, be regular, although the outside demand will be somewhat cut off by the use of domestic fruits, which will have a tendency to reduce the price somewhat.

Gripsack Brigade.

Wm. Connor (Michael Kolb & Son) will be at Sweet's Hotel again Thursday and Friday, Aug. 2 and 3.

Arthur Fowle (Ball-Barnhart-Putman Co.) is beside himself with joy over the advent of an heir of the male persuasion, who put in an appearance Monday.

Chas. S. Robinson (Grand Rapids Packing & Provision Co.) has gone to Denver to attend the convention of the Shriners. His trade will be covered in the meantime by Will P. Granger.

The Lansing Pants & Overall Co. employs three commission salesmen and two salaried representatives, the latter being R. G. Donovan, who travels in Ohio, and N. B. Voorhees, who covers the trade of Northern Michigan.

E. Kuyers and "Dave" Hoogerhyde (P. Steketee & Sons) have completed their fortnight's vacation and resumed their calls on the trade. During the absence of City Salesman Michmershuizen on his annual vacation, Mr. Hoogerhyde is covering the city trade.

Two drummers were telling fish stories and, after listening to a few whoppers, one of them said: "You make me weary! Big fish! Great Scott! Yours were only minnows alongside of the one I caught. I don't know how big he was, but it's a fact that he had gallons instead of gills, and he was covered with hay scales, by Jove!"

"I do not blame a traveling man for tossing his heels in the air when he steps up to the captain's office to settle," writes a correspondent of the *Hotel World*, "and beholds a theatrical gentleman paying about half price for the same, and may be a little better, accommodations than has been accorded to him. An actor eats as much, lays as heavily on a bed, subjects the linen to the same amount of wear and tear, makes the gas meter chase itself with the same vehemence and occasions the same vigilance over the female help as does a drummer, and why he should be favored with a lower rate than the other is something I cannot understand."

To be a successful salesman one must be sanguine; to be a safe salesman one must be cautious; to be a profitable salesman, one must be both sanguine and cautious. Now these are antagonistic qualities and not usually so blended in one person that he may be able to exercise either or both as circumstances

require; however, there are many profitable and expert salesmen, and when a concern finds one of them let him be retained, even if he appreciates the value of his services by demanding that they shall be well paid for. Of course, no one is balanced exactly, or is proof against mistakes, but the salesman who has fair ability, and cares less for his own glory than for his employer's interests, will ultimately find a high level in the latter's confidence.

The Wheat Market.

During the past week the wheat market has, in common parlance, made another low mark record. It has dropped 2 cents and touched 51 1/2c for No. 2 red wheat in Detroit, and is weak at that. There is no use in theorizing about the various causes which brought about this state of affairs. The cold fact remains, that wheat is a drug at present and that prices are still drooping. How long this state of affairs will keep on and where the bottom is no one at present can say. Harvest is over and threshing is progressing. Reports thus far indicate the yield to be between twenty and twenty-five bushels per acre. Later on we will probably hear of larger yields, but we write of what is reported at present. While we hear of fine quality we must confess that what we have seen is only average. Probably the farmers are storing up the finer grades. Corn and oats have followed the decline in wheat, and rye has dropped to 40c and no sale at that, as the distillers will not purchase until the tariff question is settled. Taking all things into consideration the outlook for higher prices in all cereals is very dubious in the near future. Receipts for the past week have been: wheat, eighty-five cars; corn, eleven cars; oats, three cars. It looks as though there will be an increase in the visible this week, as our exports have been only 1,872,000 bushels, against 2,377,000 last week and 5,027,000 the corresponding week last year, while receipts the past week have been quite large in several places, notably at St. Louis and Kansas City.

C. G. A. VOIGT.

Merged into a Stock Company.

Jacob Jesson & Co., druggists at Muskegon, have merged their business into a stock company under the style of the Jacob Jesson Co. The corporation has a capital stock of \$10,000, all of which is subscribed, on which 60 per cent. has been paid in. The incorporators and the amount of stock held by each are as follows:

Jacob Jesson, trustee	\$3,000
Jacob Jesson	250
E. M. Jesson	3,000
O. C. Williams	250
E. H. Williams	3,000
J. M. Cook	350

The directors are the same as the officers, which are as follows:  
President—O. C. Williams.  
Vice President—J. M. Cook.  
Secretary and Treasurer—Jacob Jesson.

The Drug Market.

Opium is dull and lower.  
Morphia is as yet unchanged.  
Quinine is steady.  
Cocaine has been advanced 25c per ounce.  
On account of the advance in alcohol, all alcoholic preparations, such as ether, Hoffman's anodyn, spirits of nitre, etc., have been advanced.  
Dermatol has declined 8c per ounce.

Only Twenty-five Dollars.

If you are thinking of purchasing a cash register, send to G. Gringhuis, 403 West Bridge St., Grand Rapids, for a Rhodes' register on ten days' trial before purchasing elsewhere. It is the most complete cheap cash register in the market. It will record three or more lines or departments and each salesman's sales, which cannot be done on any other register.

J. M. Earle, the Belding clothier, was in town last Thursday. Mr. Earle spends about half his time at Lansing nowadays, attending to the management of the Lansing Pants & Overall Co., of which he is President.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES

FOR SALE—A FINE CONFECTIONERY store in Traverse City, the queen city of the North. Best location in town. Will invoice about \$1,800. Terms, one-half cash, balance on time with approved notes. Address No. 567, care Michigan Tradesman. 567

WILL PAY SPOT CASH FOR GENERAL stock of merchandise. J. H. Levinson, Petoskey, Mich. 568

A PHARMACIST, REGISTERED, WITH thirty-four years' practical experience in all kinds of pharmaceutical and mercantile works, wishes a situation of responsibility as clerk or manager. Has been in business for years for himself. Address "Pharmacist," care Michigan Tradesman. 566

WE HAVE 100 BUSINESS CHANCES. Send stamp for our list. We can find you a buyer if you want to sell. Mutual Business Exchange, Bay City, Mich. 565

NEARLY NEW BAR-LOCK TYPEWRITER for sale at a great reduction from cost. Reason for selling, we desire another pattern of same make of machine, which we consider the best on the market. Tradesman Company, 100 Louis St., Grand Rapids. 564

GREAT OFFER—FINE STOCK OF WALL paper, paints, varnishes, picture frames and room mouldings for sale. Reason for selling, death of proprietor. Good paying business in a very desirable location. All new stock, invoicing from \$2,500 to \$3,000. Address Mrs. Theresa Schwind, Grand Rapids. 561

FOR SALE—ON ACCOUNT OF THE DEATH of my husband I offer for sale clean stock general merchandise inventoring \$6,000. Will sell cheap for part cash and good security. Will rent building. Address No. 552, care Michigan Tradesman. 562

A BUSINESS CHANCE—FOR SALE OR EX-change for farm or city property in or near Grand Rapids, the Harris mill property situated in Paris, Mecosta Co., Michigan, on the G. R. & L. Railroad, consisting of saw and planing mills, store and 39 acres of land, a good water power, 22 foot fall, side track into mill, plenty of hardwood timber. This is a good chance for anyone wishing to engage in any kind of mill business. For further particulars address B. W. Barnard, 35 Allen street, Grand Rapids, Mich. 559

CANNING FACTORY WANTED—A PARTY with some capital and who understands the business, to build and operate a canning factory at Grant, Newaygo Co., Mich. For particulars write to H. C. Hemingsen, Village Clerk, Grant, Mich. 553

FOR SALE—A WELL EQUIPPED MACHINE shop in Detroit, Michigan. Good tools, suitable for building or repairing heavy or light machinery. Good business location and low rent. Suitable terms to responsible parties. Particulars from Charles Steel, Administrator, box 46, Wyandotte, Michigan. 647

FOR SALE—CLEAN DRUG STOCK IN A thriving town in Northern Michigan on C. & W. M. Railway. Address No. 639 care Michigan Tradesman. 639

FOR RENT—THE STORE FORMERLY OCCUPIED BY E. J. Ware, druggist, corner Cherry and East streets. Also meat market, east end same building, with good ice box. John C. Dunton, old County building. 618

PLANNING MILL—WE OFFER FOR SALE the North Side Planning Mill, which is first-class in every respect, or will receive propositions to locate the business in some other thriving town. Correspondence and inspection solicited. Sheridan, Boyce & Co., Manistee, Mich. 613

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber

WORLD'S FAIR SOUVENIR TICKETS.

ONLY A FEW LEFT.

Original set of four - - - - - 25c  
Complete set of ten - - - - - 50c

Order quick or lose the opportunity of a lifetime to secure these souvenirs at a nominal figure. They will be worth ten times present cost within five years.

Tradesman Company.

GRAND RAPIDS.

Flirting By Clerks.

From the Dry Goods Reporter.

This is probably a queer subject to mention, but it may be a serious thing in some cases. A great many clerks have a tendency to mash every fair customer who comes into the store.

Now a young man who is passably good looking and dresses well is likely to have an exalted opinion of his mashing powers which the ladies do not entertain. He prides himself on how many conquests he can make in a day and how many mashes he can make.

All this may be very nice for him, but it is frequently very disagreeable for the customer.

Some young ladies haven't any objection to flirting and rather like it. But the flirting clerk doesn't confine himself to young ladies, but he tries to flirt with every good looking lady, whether she is young or not, married or not.

Now sometimes he goes too far and the customer reports him. He is called up to the office and lectured a little, but he is back at his old tricks again in a few days.

It would be a good plan to discharge him on the second complaint and it would be a lesson he would not forget.

If you don't want to land in the ditch don't quarrel over dirt.

LEADERS



Just What You Want to Put Life into Your Trade.

Ladies' Genuine Dongola Button, Pat. Leather Tip, Butt., C, D and E. \$1 40
Ladies' Genuine Dongola Button, Pat. Leather Tip, Butt., B, C, D and E. 1 60
Ladies' Genuine Dongola Button, Common Sense, Butt., B, C, D and E. 1 60

Terms on the above 30 days net.

Rubbers.

Remember To get the present discount, orders must be put in time enough to allow for the goods being made up and shipped before October 1st. Orders delayed until the last minute cannot be filled. Therefore send me your orders now, and don't "get left."

Don't be Afraid of Liberal Orders.

AGENTS FOR

Woonsocket, Wales-Goodyear, American, Rhode Island, Connecticut, Imperials, Marvels.



This Style Wos. Queen. 25c net
Wos. Plain Croquet. 22c net
Write for net prices on Job Lot Rubbers.

G. R. MAYHEW, Grand Rapids.

Dry Goods Price Current.

Table with multiple columns listing various goods such as UNBLEACHED COTTONS, BLEACHED COTTONS, CANTON FLANNEL, DRESS GOODS, CORSETS, CARPET WARP, and various fabrics with their respective prices.

Table listing various goods under categories like DEMINS., AMOSKEAG, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMET FLANNEL, CANTANS AND PADDING, DUCKS, WADDINGS, SILVERIES, SEWING SILK, BOOKS AND EYES-PER GROSS, SAFETY PINS, NEEDLES-PER MOZ., TABLE OIL CLOTH, COTTON WINES, and PLAID OSNABURGS.

SEEDS!

Everything in seeds is kept by us—

Clover, Timothy, Hungarian, Millet, Red Top, Blue Grass, Seed Corn, Rye, Barley, Peas, Beans, Etc.

If you have Beans to sell, send us samples, stating quantity, and we will try to trade with you. We are headquarters for egg cases and egg case fillers.

W. T. LAMOREAUX CO., 128, 130, 132, W. Bridge St., GRAND RAPIDS, MICH.

A NEW IDEA

You will remember that Goliath was very much surprised when David hit him with a stone. He said that such a thing had never entered his head before. A good many retail grocers are in the same predicament as Goliath was before he rubbed up against David—they have never gotten acquainted with the merits of the best selling brand of soap on the market. It is called ATLAS and is manufactured only by

HENRY PASSOLT, SAGINAW, MICH.

EATON, LYON & CO.

NEW STYLES OF

Tablets, Blank Books, Office Stationery,

20 & 22 Monroe St., GRAND RAPIDS.

Avoid the Curse of Credit

BY USING

COUPON BOOKS.

THREE GRADES:

Tradesman, Superior, Universal.

Manufactured only by

TRADESMAN COMPANY,

Grand Rapids, Mich.





# MICHIGAN TRADESMAN

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at  
100 Louis St., Grand Rapids,  
— BY THE —

TRADESMAN COMPANY.

One Dollar a Year, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

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

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

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

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

E. A. STOWE, Editor.

WEDNESDAY, JULY 25, 1894.

## MOB RULE AND MILITARY FORCE.

Macaulay, in one of his celebrated essays, volunteered the prophecy that in some great social and political upheaval the American republic would either lose its civilization through the overwhelming violence of mob rule, or it would lose its liberties through the exercise of the national force and power required to put down popular violence and to maintain public order.

The recent serious outbreak by railway employes brought Lord Macaulay's expression into public prominence, and it was quoted by Senator Gordon in his eloquent speech in the United States Senate on the occasion of his masterly defense of the Government against Debsism and anarchy.

The situation was one to call up the menacing visions suggested by such a prophecy, but it should be remembered that a very small percentage of the people of the United States was engaged in the movement that demanded the intervention of the strong arm of the Government. There are about 65,000,000 people in the United States. Of these 13,500,000 are men of military age. There are in the United States about 650,000 men employed for all purposes in operating railways. Possibly 10 per cent. of these were engaged in the strike, not in Chicago alone, but in all the States where the railways were involved in the strike. That estimate would put the railway strikers at 65,000 able-bodied men, doubtless an excessive estimate, but it will answer for the purposes of these observations.

The United States army is nominally 20,000 strong, but it could not bring into the field more than 17,000 or 18,000 men. So small a force would have but a poor show in suppressing the violence of 65,000 men who might be well armed and organized; but, in the first place, it is fair to believe that a very large majority of the 65,000 strikers took no part in the riots. Moreover, rioters are necessarily poorly armed; they operate as mobs without organization, and they commonly have no capable leadership. A mob, no matter how big, cannot, for the reasons mentioned, stand against a small

force of disciplined troops. The few persons killed at Chicago by the troops show how forbearing were the latter, and how loath they were to kill. If the troops had fired close volleys, and had opened with their Gatlings and Hotchkiss guns, they could have produced a slaughter which would have destroyed the power of a mob vastly greater than anything they were called on to encounter.

To come back to the point from which the digression was made concerning the troops, it is of importance to see how small a portion of the able-bodied men of the country were involved in the strike, even if the entire 500,000 or 600,000 of the railway men supposed to be in the United States had taken part; even then their numbers would be but a small proportion of the men of the country. But it must not for a moment be supposed that if there were a universal strike of railway men in the Union they would all take up arms to violate the laws and engage in riotous conduct. Not more than 10 per cent. of them could be supposed to entertain views that would lead them to such a course, and they would form but a small part of the able-bodied male population.

Obviously there need be no fear that the United States army can do much toward subverting the liberties of the people of this republic. It is but a handful. It is nothing more than a military constabulary to be used on occasion in enforcing the mandates of the Federal courts and to protect public property. In case of invasion by foreign enemies, the army would only be a nucleus for a defensive force. The vast business of preserving public order and of protecting life and property, must be intrusted to the militia of the several States. There are 13,000,000 of them when needed; but it would take a long time to get them into the field. It is plain that if, in any public disorder, the militia should sympathize with the rioters, the latter would have their way. No law can be enforced if the great body of the people oppose it. That is just what happened in the sectional war between the States. All the able-bodied men in the South rose up to annul and resist the operation of the Federal laws in those States. They were opposed by the masses of the able-bodied men in the Northern States, and the warfare was one of gigantic proportions. The Federal regular army in the civil war had but a small part in the proceedings.

There is, then, no danger that any mob rule can destroy the civilization of this country, unless the great body of the population is in sympathy with the mob. On the other hand, it will always be crushed out if the people are on the side of law and order.

## RAILWAYS IN THE PANIC PERIOD.

The year 1893 and the first half of 1894 have been a hard time for railroads. Many of the most important lines have been driven into bankruptcy, and without doubt this fate awaits many more of them.

According to figures presented by the *Railway Age* for July 13, during the past six months receivers have been appointed for 23 companies, owning 2,988 miles of road and representing bonded debt and capital stock aggregating \$260,101,000. Adding these figures to those which made the record for 1893 it will be

found that in the last eighteen months ninety-seven railway companies, owning nearly 32,000 miles of road and representing more than \$2,000,000,000 in bonds and stock, have defaulted and been placed in the hands of receivers. If to these figures is added a statement of the number of roads which were under receivers at the end of 1893 it will appear that the courts are now operating 152 railway companies with over 43,000 miles of lines, and representing capital to the amount of almost \$2,500,000,000.

This means that the enormous investments so represented have, so far from paying profits, not even been paying interest on bonds or expenses of operation and maintenance. This ought to be pleasing news to those who are so embittered against the railways as to desire to see them all destroyed or disabled.

But railways, because they are dependent on every other sort of industry, become the gauge of the business of the country. They haul the crops to market and distribute through the country the products of all labor, the raw material for manufacturing, the manufactured articles themselves and the supplies consumed by the population, as well as the travelers. In a hard time like that which has resulted from the financial and industrial convulsions of 1893 and the terrible strikes of 1894 the railroads have suffered enormously. Many industries were stopped and there were neither raw material nor manufactured articles to be hauled. People only bought what they were forced to have and no more. People traveled only as they were compelled, and as a consequence the traffic of the railways fell off to a degree that has hurried many companies into bankruptcy. The difference between the business of 65,000,000 of people when they are fairly prosperous and their business when they are living in enforced economy, is gauged by the bankruptcy of so many railroads.

The receiverships for the ten years ending with the close of 1893 show a total of 309 roads, with a mileage of 74,312, owing a stock and bond debt of \$3,875,581,000, or nearly four thousand million dollars. Of this one-third of the trouble must be credited to the year 1893. But as the railways are a gauge of the aggregate of all other business, it must be understood that their misfortunes stand for a general loss in commerce and industries of a sum that is so vast as to be almost fabulous in extent, and a distress incalculable in amount.

## THE GOLD MOVEMENT.

The outflow of gold from the United States this season has risen to large proportions, although the unsettled state of the tariff question has kept down importations of foreign goods.

In 1893 there was a large exportation of the yellow metal because of the financial panic and the industrial depression. In bad times creditors want their money. In good times they keep their money invested so that they can draw interest on it. Political economists see in the present movement the bad impression produced by the Coxey army demonstrations, the coal strike and the railway strike. At any rate, the gold outflow for this season has nearly reached last year's figures.

From Jan. 1 to the present time the net exports of the metal have amounted to \$61,000,000 in round amount, while in

the corresponding period of 1893 they were a little under the \$62,000,000 mark. If the exports should continue to exceed the imports four or five days longer, last year's figures would be passed, for the inflow in 1893 began in July. In every month in 1893 along to July the outflow was in larger volume than the inflow. The outward movement did not begin so early in 1894 as it did in 1893. In the first quarter of last year the net exports of gold were about \$27,000,000, while in the same period this year they were a little less than \$1,000,000. But in the second quarter this year's exports so largely exceeded last year's that the net loss for the half year and two weeks in each year is nearly the same.

About the time when the Coxey movement began, in March, the net gold exports for the year were only about \$2,500,000, but this started the flow, and the coal strike, which began in April and continued along to near the end of June, deepened and extended it. Just as the coal strike was approaching settlement the A. R. U. and trades union riots began. Under these disquieting causes the gold net exports, which were only \$1,000,000 in February, went to \$2,900,000 in March, to \$9,500,000 in April, to \$23,125,000 in May and to about the same figures in June.

This outgo will not last much longer. The tariff will soon be adjusted and in a little while the great staple crops of the country will begin to move. Cotton, and wheat, will begin to bring gold back from Europe. It is not likely that business will be for a long time as unsettled as it has been for the past year and a half. The upward turn will soon set in and times will grow steadily better.

The *American Grocer* proposes to celebrate its twenty-fifth birthday, Sept. 15, by issuing a sumptuous anniversary edition. This publication is not only the oldest journal of the kind in the country, but it has always maintained a commanding position in the trade and is generally conceded to be the leading exponent of the grocery business, although some of its contemporaries assume to think that it is a little too partial in dealing with the industrial trusts. However that may be, THE TRADESMAN regards the *Grocer* with sufficient veneration to permit of the belief that its big brother knows more about its own business and the beneficial or detrimental efforts of trusts on trade than all the other journals which assume to criticize the *Grocer* in this respect.

What is sauce for the goose should be sauce for the gander. Mayor Pingree made a demagogic effort to force Pullman to arbitrate his little difference with Debs, but he utterly refuses to arbitrate his present differences with the street railway system of Detroit and during the strike in his shoe factory, several years ago, he stood out against arbitration just as stubbornly and far less diplomatically than Mr. Pullman does now. All of which goes to show the insincerity of any man who advocates forcing another man to do what he will not be forced to do himself.

Master Workman E. J. Lindholm, of Chicago, directs the striking Knights of Labor while his wife goes out working by the day to feed him and his children.

The sympathy strike ends with no sympathy for the men who ordered it.

## THE PRODUCTION OF WEALTH.

There is a common expression in use by many who talk and write about labor and capital, that the workingman produces all the wealth.

If this is intended to mean that the man who digs and delves, and merely puts in operation muscular exertion, produces all the wealth, it is extremely misleading, as it is entirely an error.

Doubtless, in barbarian ages, when the only workers were slaves and everything in the form of work was done by main strength or physical exertion, such a statement may have been true; but it is far from being so to-day. There is scarcely a form of labor the capability of which has not only been improved, but the work has been rendered vastly less onerous by the aid which the brain worker has given it, so that the work which creates wealth is to-day a wonderful commingling of mind and muscle, in which science has transformed the once mere handworker into the director of a machine whose nerves of steel and muscles of brass and iron perform the toil that was once required of the thews and sinews of men.

It was mind, intellect, the immaterial and spiritual part of man, that has wrought this wonderful revolution. Let not the man of muscle claim too much for himself. But for the thinkers, the brainworkers, he would, indeed, be in an evil case. This age of scientific discovery and mechanical invention has made a man of the laborer who was before that a mere slave. The one single discovery of gunpowder did more than everything else besides to inculcate a spirit of liberty and to elevate man in the social scale. Before that, the muscularly strong man was the master. The small and weakly individual could not stand before the athlete; the ordinary man was powerless to contend against the giant. But gunpowder and the trigger put all men on an equality in respect to their ability for self-defense.

Gunpowder, which is attributed to a monk of the Middle Ages, who was engaged in the study of chemical mysteries, antedated printing and the whole of the myriad of scientific and mechanical inventions, and it was the first step taken by science in raising men from the slavery of muscular labor.

It is by the intervention of the brainworker that the man of brawn and bone is to-day not a mere slave, delving in the fields, in the ditches and in the mines, instead of having at hand scores of wonderful machines to prepare his lands, to gather his crops, to dredge his canals, to drill, blast out and hoist from the mine his coal and ores. It is through this same intervention that one man is able to perform the work of many, thereby cheapening the products of his art and skill, so that they are placed in the reach of every wage-earner. When, then, we come to speak of the workingman, let us place him on the high plane he ought to occupy, as one in whom the functions of both brain and brawn unite to assist him in his useful offices.

So far, only the workingman has been considered. If he can claim to be the producer of all the wealth, let him not take the short-sighted view that his achievements are wholly his own, unaided by any other force or influence. He has not reckoned with his employer at all. To-day, when so much of the work of the world is done with machin-

ery gathered in great and costly factories the workman would be wholly disabled unless somebody would buy and maintain the engines, dynamos and the thousands of mechanical devices used in all industrial operations. Formerly, every workman owned and carried with him his little kit of tools; but to-day capital owns and furnishes them to him. Even the hated railways render him an indispensable service by carrying his products to market and by cheapening his food, clothing and other necessities. And in the few days when the railway connections of this city were interfered with by the A. R. U. strikes, the prices of the food products materially increased, and every family in this city felt the effects of the labor trouble in the greater cost of meat, vegetables and fruit.

But it is useless to multiply words on this branch of the subject. No thinking man can look about him without being brought to realize that labor without capital is helpless. Labor cannot even exist without the employment which it must have from capital. As for the great millionaire, he is not compelled to operate his mills, his mines, or his railways. If he could not sell them out, he could abandon them and go abroad to live. But the greatest number of the mills, mines and railways are not owned by the few phenomenal millionaires.

On the contrary, they are the creation of joint stock companies in which a number of persons of moderate means have put their money together. Very often all they have is invested in some industrial operation, and, unless it can be made productive, they are ruined. They are absolutely dependent on labor to work their machinery and to enable them to earn interest on the money invested in their enterprises, and if the workpeople, by means of a long continued strike, should bankrupt their employers, they would only be destroying themselves.

There are about 4,000 millionaires out of the 65,000,000 people of this country. If those 4,000 rich men should sell their property, and, taking their cash, move to Europe, like one of the Astors, the great industries and commerce of this broad land would still survive. But let the thousands of railways be paralyzed, and the hundreds of thousands of mills and factories be stopped, for six months, and the most terrible poverty, distress, violence and disorder ever known in any age would overspread this country.

Labor and capital are indissolubly connected, and one cannot subsist without the other. Disagreements between them are disastrous to every person and every interest. They must live together in peace and co-operation. The highest problem of statesmanship is to provide a sure means for such harmony.

## Lambs at the Bargain Counter.

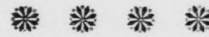
From the Baltimore Sun.

The sale of live lambs at a department store in Lexington street Saturday was a novelty to shoppers. The lambs were not as gentle as the little one that belonged to Mary, and some amusing scenes were caused by the animals struggling to release themselves from their purchasers. Those who bought the lambs were required to take them away themselves. Ladies, who were the principal buyers, managed to do this by grasping the little creatures in both arms. Nearly every one of the lambs, it is said, was bought to be kept as a pet.

Use Tradesman Coupon Books.

BANANAS

We handle the best fruit only, and solicit orders from dealers who desire to handle that grade.



BANANAS

The PUTNAM CANDY Co.

CREAM FLAKE  
BAKING POWDERHAS NO SUPERIOR - BUT FEW EQUALS  
THE ONLY HIGH GRADE BAKING POWDER

SOLD AT THIS PRICE

6 OZ. CAN 10 CTS. 1 LB. CAN 25 CTS.

MANUFACTURED BY  
NORTHROP, ROBERTSON, & CARRIER  
LANSING MICH. LOUISVILLE KY.

TO THE RETAIL CLOTHING MERCHANTS =====

In consequence of rumors having been circulated that the eminent firm of Michael Kolb & Son, Wholesale Clothing Manufacturers, Rochester, N. Y., is going out of business, I am requested to contradict most emphatically any such rumor and to state that this well-known and upright firm, with a 37 years' good record, never dreamed of retiring. I ought to add that I think I have discovered how such an unfounded report got circulated. It is well-known amongst the trade that Michael Kolb & Son rank among the very highest manufacturers in Rochester, and their name has been conficted with that of Stein, Bloch & Co., also of Rochester, which firm, J. W. Rosenthal, formerly of Grand Rapids, has publicly announced, are going out of business.

I still continue to represent Michael Kolb & Son, and shall be pleased to call upon anyone with my elegant line of fall samples, of which everyone who handles them say there is none better made, or better fitting, and sold at such low prices as to meet all classes of trade.

Address,

WM. CONNOR, Box 346, Marshall, Mich.

I shall be at Sweet's Hotel, Grand Rapids, on Thursday and Friday, July 19 and 20.

LEND US

5 SECONDS

OF YOUR TIME.

Our Agents are out with full line of Fall Goods. Look them over.

Time's up. Thanks.

RINDGE, KALMBACH &amp; Co., Grand Rapids.

Badges

For

SOCIETIES,  
CLUBS,  
CONVENTIONS,  
DELEGATES,  
COMMITTEES.

TRADESMAN COMPANY.

**The Point of View.**

Class in Natural History, stand up. Come forward.

Some one tell us what is the subject for discussion to-day.

The genus homo.

At what stage of the development of the genus did we leave our subject yesterday?

At the stage of young manhood and young womanhood.

Are young men and young women each distinct species of the genus?

Decidedly.

Have they characteristics, or personal traits, or habits by which each may be readily distinguished from the other?

Yes, sir.

Which of the two species is the superior one?

The young man, of course.

How do you determine which is superior?

By reading history, by the status of both in the eyes of the law, by the personal habits of each, and by the estimate put upon each by the community.

What does history tell you?

History shows how each has been regarded by the world during past ages. The young man has always been considered a superior being to the young woman.

How was this superiority proved?

It is hardly susceptible of proof, but was taken for granted.

Why?

Well, because.

You are right. Now, about the status of each before the law.

When the young man reaches twenty-one years of age, he is given a vote, and becomes eligible to every office in the gift of the people.

And the young woman?

She is not allowed to vote but is given to understand that her place is at home. In this connection she is treated with the same consideration that is bestowed upon Indians and idiots.

Why this difference?

Because the young woman is inferior to the young man.

How do you prove her inferiority from her political status?

If she were the equal of the young man she would be given equal privileges.

Well, what else in this connection?

Then, too, politics are degrading to a young woman. It is all right for a young man. The "mire of politics" cannot defile him. It never does, in fact. He retains his purity and simplicity of character to the end.

Anything further?

Then, a woman "cannot understand these things."

Why?

Well, because she—they—eh—it isn't exactly—

Correct. Now about the personal habits of each—what bearing has that upon the subject?

Well, the young man early becomes addicted to certain habits, such as chewing and smoking tobacco, drinking intoxicating liquor, and the use of profane and obscene language.

Do these things injure the young man? Not much.

What is the sentiment of the community on the subject?

Well, there are some people who object to a young man of such habits, but, on the whole, they are not thought to

have much bearing on his character. Especially is this true if he can dress well and so maintain his position in society.

What about the young woman who becomes addicted to any of these habits?

She seldom does, but if she should, she is immediately declared to be unfit for decent society; she is an unclean thing, and becomes an outcast.

Is it right to make this difference between the two?

Yes, sir.

Why?

Because it is.

Well, what about the estimate put upon each by the community?

A young woman is not considered to be worth as much as a young man.

Please explain.

Young women are now to be found employed in factories, stores, and workshops, doing work formerly done by young men. They do as much work and do it equally as well as the young men, but are seldom paid as much for doing it. Hence I conclude they are not worth as much as young men.

But is it a fact that they are not worth as much?

Yes, sir.

Why?

Well, because they are not.

But how do you know?

It is the general opinion that they are not.

That certainly ought to be sufficient to convince any reasonable mind. Anything else on this subject?

The community has a different standard of morality for the two. There are certain things which a young man may do with impunity which would damn a young woman for all time.

What do you infer from this?

I infer from this that the young man is superior to the young woman.

Why so?

Because what forever destroys the character of the young woman, has little or no effect upon the character of the young man.

In the estimation of society?

In the estimation of society; yes, sir.

Any other differences?

Yes, sir, but these are the chief ones. They sufficiently prove that young women are an inferior species of the genus homo.

You are right. At our next session we will discuss the question of whether or not the ape may properly be classed as another species of the genus homo.

**Straw Hats in England.**

From the Consular Report.

During the summer of 1893 England experienced what might properly be termed a straw hat famine. The summer and autumn were the hottest and driest in many years, and cool and light head gear was in especial demand. In fact, the demand was so much greater than the supply that for six weeks straw hats were not to be obtained at any price. An order for a hat of this character given to a London firm of hatters was not filled until July. In the town of Bradford one firm of hatters lost three hundred orders in a single day. The manufacturers were wholly unable to supply the wants of the public. The single city of Bradford would have taken and utilized an entire shipload of straw hats at any time during last June or July. If some enterprising American exporter could have grasped the situation and sent over several shipments during the heated term, he would have run no risk whatever.

Bad friends and counterfeit bills are hardest to change.

# THE GREAT STRIKE HAS NOT WEAKENED

THE STRENGTH OF



Imported by

## I. M. Clark Grocery Co.

### SPECIAL HIGH GRADE.



A Strictly High Grade 28 lb. Bicycle, the Latest and Best English Design, '94 Model. Tool Steel, Ball Bearing throughout, Tangent Spokes, Either Wood or Steel Rims, Pneumatic Tires, Hardened Tool

Steel Rear Sprockets, Re-enforced Frame, Hickory or Steel Forks. Warranted throughout.

We sell direct from our factory, as the time has come when riders must have a strictly High Grade Wheel with Strength and Lightness combined, at actual value. **Price \$75.**

CYCLOID WHEEL WORKS, Grand Rapids, Mich.

## Flags —



for schools, buildings, halls and private use. All wool, standard bunting. Sizes from 2x3 to 20x36.

MUSLIN flags on sticks, sizes from Nos. 1 to 12. These pay the retailer from 75 to 100 per cent. profit.

Red, white and blue bunting by the yard for trimming store fronts, halls and schools; also tri-colors in each piece. Prices range from 3 to 10c per yard.

Red, white and blue ribbons, solid or tri-colors. Nos. 5, 7, 9 and 12. Write for prices.

**P. Steketee & Sons,**  
Grand Rapids, Mich.

**One of the Equities of Charity.**

If the question were asked, "What classes of the community are the most constant givers of charity in proportion to their means?" the answer should be: First, medical men; second, newspaper proprietors; third, possibly, although the matter is not quite clear, professional actors and singers.

Lest some overcritical persons should suppose that a reputation for charity is limited from the above to the male sex, let it be understood that classes, not sexes, are meant, and that all individuals belonging to those classes are included.

Of course, there are exceptions; but the general rule is that, when a physician is called to attend a patient, he does not first inquire into the person's pecuniary condition, but goes promptly and renders the service. In a city like Grand Rapids, with its magnificent hospital charities, the burden of attending poor patients is not so great as under different circumstances; but, all the same, it is the general rule of the profession to answer calls for help without considering whether there will ever be any pay for the service.

As to the newspaper world, nobody on the outside ever knows or dreams of the enormous amounts given away in advertising charitable objects free, or at reduced rates. The conduct of a modern newspaper is enormously expensive, with its elaborate and costly machinery and the large numbers of its employees; but the outside public thinks that a few paragraphs of free advertising and puffery amount to really nothing at all.

When it comes to the charities of the stage, actors are always found ready to give their services for the relief of the distressed.

But to go back to the medical men, unquestionably the heaviest drafts are made upon them, all things considered. They possess a skill and knowledge which are in demand under the most urgent circumstances. A fellow-creature is suffering intense physical pain, or is most seriously menaced by death itself. Will the physician refuse to give relief when it is in his power? In all justice, no man is required to give away his stock in trade, his means of earning a livelihood, gratis to every comer. He is required by the demands of humanity to afford such instant assistance as may be in his power when a case of distress comes immediately under his notice, but he cannot be expected to devote all his time and substance to charity. But the physician is called on for such help more frequently than are any others, and it is but seldom that he refuses from sordid motives to answer the call.

The physician is expected to even-up his condition by making out of the rich what he loses on the poor, and sometimes this rule has been followed. If one man's life and health are worth millions, in the fact that he has that much to spend in enjoyment, or that he has corresponding demands of duty made upon him, while another man's life spent in labor brings him in only small daily wages, it seems but equitable that, when a physician is called in to make repairs on the bodies of these two men, he ought to be paid, not according to the amount of work done, but in proportion to the values of the two lives respectively.

When an express company undertakes to transport a valuable package, the charges are regulated, not by the weight and size of the parcel, but by its degree of worth. Apparently, the doctor should adopt some such rule in making his bills for the repairs of damaged constitutions. But Dr. W. A. Hammond, of New York, in an article in the *North American Review*, for June, complains that his rich clients are often the most grudging payers. He cites from his experience the following:

"I know of a man whose wealth, at a moderate estimate, is \$25,000,000, who gives over \$10,000 a year to his church, and \$25,000 to his lawyers (sometimes much more than this), who fares sumptuously every day, and yet who, when called upon to pay his physician, lays the notes on the table, still keeping his fingers on them, and in the course of conversation puts them back into his pocket, and again lays them on the table with lingering hands and finally watches them with avaricious eyes as he backs himself out of the consulting-room. I have known another whose child had been saved from death by diphtheria, by the constant care of the physician day and night, and who, when a modest pecuniary claim was made, sent the note back with a demand for the items, and then, when the physician indignantly recalled his memorandum and made him a present of the amount charged, accepted the gift and changed his physician for a lower-priced man. And yet this individual (it would be a libel on the race to call him a man) was receiving an income of over \$50,000 a year, and lifted up his voice every Sunday before one of the highest-priced preachers in the city of New York."

But there is no reason to believe that this is the rule of the wealthy sick. On the contrary, men who value their lives and have the means to pay for medical aid are liberal enough with their chosen physician. In the fitness of things they ought to be, and in that way the medical men are able to secure some return for the large drafts made upon them by indigent patients.

**California Beet Sugar.**

The Chief of the Chemical Division of the Department of Agriculture has been making a personal inspection of the beet-producing sections of California, which he believes to be the ideal place for sugar beet culture, being superior to any other part of the United States or Europe. Dr. Wiley expressed himself to a representative of the *Chino Champion*, a firm believer in the policy of producing our beet seed at home, and says that we can grow seed of stronger vitality and higher sugar qualities than that imported from Europe, and do it with economy. He says the experiments with this work in Nebraska have been gratifying and successful, and that it can be done more economically here, as it would not be necessary to take the second crop of mothers up in the fall and replant them in the spring. Dr. Wiley has been much interested in the progress of the sugar industry in Chino, as he considers it a practical demonstration of what can be done in this line in the United States, and of the great value of the industry to the country. He also stated that Secretary of Agriculture Morton has decided to discontinue the experiments with sugar beets at the stations for that purpose, and the Nebraska station, where most of the work has been carried on, has been closed, so far as the department is concerned. Dr. Wiley regrets this, as he believes in continuing experiments on the line of determining the adaptability of different localities, etc., for this line of agriculture.

# Muskegon Bakery Crackers

(United States Baking Co.)

Are Perfect Health Food.

There are a great many Butter Crackers on the Market—only one can be best—that is the original

## Muskegon Bakery Butter Cracker.

Pure, Crisp, Tender, Nothing Like it for Flavor. Daintiest, Most Beneficial Cracker you can get for constant table use.

Nine Other Great Specialties Are

- Muskegon Toast,
- Royal Fruit Biscuit,
- Muskegon Frosted Honey,
- Iced Cocoa Honey Jumbles,
- Jelly Turnovers,
- Ginger Snaps,
- Home-Made Snaps,
- Muskegon Branch,
- Milk Lunch

ALWAYS ASK YOUR GROCER FOR MUSKEGON BAKERY'S CAKES and CRACKERS

## United States Baking Co.

LAWRENCE DEPEW, Acting Manager,

Muskegon,

Mich.



"CRESCENT," "WHITE ROSE," "ROYAL."

These brands are Standard and have a National reputation. Correspondence solicited.

VOIGT MILLING CO., Grand Rapids, Mich.

## The Man Who Knows it All.

From the St. Louis Grocer.

Some of us, no doubt, still have this well-posted bore on the list of our acquaintanceship; with others again, happily, he may be but a lingering memory. In the latter case, as time softens resentments as well as trouble, we are inclined to forgive him and take a more charitable view of him, now that we are well rid of his irritating gabble; for, after all, we argue, he was more fool than knave.

He carries with him, usually, a patronizing air—so patronizing, in fact, that the really cultured man feels uneasy and awkward in his presence. He claims to know it all. Unfortunately for himself he knows too much, for his mind is a veritable lumber-room of hard facts derived from a surfeit of books, old almanacs, curio columns, and the multum in parvo of newspapers.

No matter what the current question may be—social, industrial, political, or religious—that the thinking world is agitating itself about, this well-posted blockhead is done with it; has it thoroughly settled to his entire satisfaction; all cut and dried; stowed away in his overcrowded memory, to be handed out gratis to the first man he meets.

People generally avoid him; but the poor store-keeper has to stand his ground when he sees him coming sauntering into his place of business. Business has to be attended to, customers waited upon, and he finds it the best policy to put on an affable appearance while this fellow gives him a lecture on how to succeed, to the edification, and admiration, probably, of his customers. Yet the merchant knows full well that this vain spouter, with all his schemes, if he should ever get into straitened circumstances, would not be able to help himself without the aid of some wise and good Samaritan to give him a lift.

He is the one murky and disagreeable looking cloud that obscures the sunlight of most festive gatherings. His presence is no sooner noticed than some knowing wag predicts wind. And it comes, sure. His rasping voice is not long in making an opening, and it rattles away like an old clock without a pendulum. Men who pride themselves on having the quality of being better listeners than talkers lose all patience. The few leisure hours that had been set apart for a little sympathetic gossip and the soothing spirit of song have been transformed into a weary and thoughtless rattle on crop statistics, tariff reform, and all the moss-grown ideas of other men's minds. If he had only essayed a song—"After the Ball" even—all might have been forgiven and forgotten.

Yet it is more his misfortune than his fault. Nature plays strange pranks with most of us. We are often endowed with some distinguishing quality or grace, but find ourselves lacking in some other sympathetic auxiliary that is essential to work in harmony with it. She gives in one way and leaves us wanting in another. A man may have the ability to plan, but get lost in the foundation when he starts in to construct. One sense must be in touch with another—there is no such thing as independence in nature, however much we may prate about having it.

The well-posted individual may have a retentive memory and an excess of material knowledge; but it is not wisdom—merely a rough and useless mass of unhewn stone. Nature has not provided him with the cunning to chisel it out, to fashion and shape it so that it may be of use and beauty to the world he moves in and a credit to himself. There is a wide chasm between this kind of knowledge and real wisdom, which all his acquired material can never bridge. When he begins to learn that the mere dates of eventful days, the populations of remote places, and all such like are better on the book-shelf than in the memory; when he learns that there is infinitely more beyond his reach than he ever dreamt of; that there is more in his brother man than he gave him credit for, and that he is worth listening to awhile; when he strives to live in touch with human society and the existing order of things, then he will have sown a seed that can not fail to flower.

## She Demanded a Receipt.

"And so you gave my new overcoat to a stranger," said an angry man to his wife, "simply upon his saying that I had sent for it?"

"I didn't know he was a swindler," replied the unfortunate woman between her sobs, "and besides that I took every precaution."

"What precautions, pray?" inquired the husband.

"Why, I made him give me a receipt for it, and here it is," returned the wife, extending a piece of paper. "I always thought such acknowledgments were binding."

But, alas, for the overcoat—it was never seen again!

## Preparing for Bargain Day.

"Jacobs," said Mr. Howell, of the firm of Gettup & Howell, "I want a lot of signs hung about the store, with this inscription on them: 'If you are in search of our best offerings for to-day hunt for the green label.'"

"Yes, sir," replied the head salesman. "Then I want a green label put on everything in the store. That'll fetch 'em."

WE DO NOT CHARGE

\$9.50 per box for LEMONS

if they do sell for that in Chicago. We bought at fair prices and give customers the benefit. Get our prices before buying.

THE PUTNAM CANDY CO.

# New Japan Teas.

We are now receiving daily choice lines of Japan teas of our own selection and importation, which we are offering to the trade at from 2 to 3 cents per pound lower than the same grades have ever been sold in this market. Our tea department has always been one of our strongest features and no dealer should place his order without first inspecting our samples and prices.

# Ball Barnhart Putman Co.

PLEASES EVERY BODY.



PRICES FOR 1894.

40 CENTS A BOX.  
\$3.60 PER CASE.  
\$3.50 PER CASE, in Five-Case Lots.  
\$3.40 PER CASE, in Ten-Case Lots.

# TANGLEFOOT

Sealed

# STICKY FLY PAPER.

The Dealer who sells Tanglefoot will be sure to please his customers, and will avoid all loss and annoyance usually connected with the sale of imperfect or inferior goods.

Tanglefoot in its present shape has been on the market for ten years. Tanglefoot always leads, and is accepted by both the best trade and the best consumers as the highest standard for Sticky Fly Paper.

Its distinctive features, the Sealing Border, Divided Sheet, and the Holder are, as is well known, the inventions and property of the O. & W. Thum Company. These features are being extensively imitated by unscrupulous parties. Dealers are respectfully cautioned against the illegality of handling infringements, and reminded of the injustice of so doing.

Each Box Contains  
25  
DOUBLE SHEETS  
AND ONE HOLDER.  
Each Case Contains  
10 BOXES.



SOLD BY ALL JOBBERS

Manufactured by

O. &amp; W. THUM CO., Grand Rapids, Mich.

**Northern Michigan Retail Grocers' Association.**  
 President, J. F. Tatman, Clare; Sec'y, E. A. Stowe, Grand Rapids.

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

**West Side (Saginaw) Retail Grocers' Association.**  
 President, C. F. Alderton; Secretary, John Doerr.

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

**Jackson Retail Grocers' Association.**  
 President, P. W. Haefner; Sec'y, W. H. Porter.

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

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

**Petoskey Grocers' Union.**  
 President, Geo. W. Bump; Secretary, J. W. Lott

**Grand Rapids Retail Grocers' Association.**

**Official Call for the First Regular Convention.**

**GRAND RAPIDS, July 20—**The first regular convention of the Northern Michigan Retail Grocers' Association will be held at the City Hall, Mt. Pleasant, Tuesday, Aug. 7, convening at 2 o'clock p. m. This organization is the outgrowth of a meeting held at Clare on June 13 for the purpose of securing concerted action among retail grocers on matters of vital importance to the trade at large. It is confidently hoped that a large number of grocers will avail themselves of the opportunity of attending this meeting, as matters of great importance are to be presented for discussion and action, including, of course, the consideration of the recent rule promulgated by the Michigan Wholesale Grocers' Association in regard to charging for boxes and cartage. This matter was discussed at some length at the Clare meeting, but action in the premises was deferred until the next meeting at Mt. Pleasant.

Every grocer doing business north of the line of the Detroit, Grand Haven & Milwaukee Railway is eligible to membership on the payment of \$1 annual dues; but all grocers are urged to attend the meeting, whether members of the Association or not.

Come one, come all.

J. F. TATMAN (Clare), Pres.,

E. A. STOWE (Grand Rapids), Sec'y.

**Interesting Meeting of the Jackson Association.**

JACKSON, July 20—A regular meeting of the Jackson Retail Grocers' Association was held July 19, President Haefner in the chair.

The General Committee on Excursion and Picnic reported that arrangements were completed with the railways and also that excursion rates had been made from several stations along the line of the C., J. & M. Railway on account of the Grocer's Day.

The Secretary reported that Hudson grocers would join with us and promised a crowd of not less than 500 people. Hilldale declined our invitation on account of other arrangements.

The Committee on Band reported that they had secured Boos' band for the day. The Committee on Sports and Pastimes reported that they had a complete programme arranged, which includes bicycle races, base ball, jumping, running, toboggan, swimming and boating contests and dancing.

The Advertising Committee have received the large handbills and are having them distributed. The window cards are ordered and the tickets are out and in the hands of the Committee.

The Committee on Drafting a System of Interchanging Reports of Delinquent Customers or Dead-beats submitted a report, which was adopted. The plan involves the Secretary's furnishing each member in good standing a blank to report upon and when the reports are returned to the Secretary, he consolidates the reports and furnishes a full list of the delinquents reported to each member in good standing who has furnished a report. Rules to govern the system were discussed and adopted.

The Auditing Committee reported on outstanding bills, after which the meeting adjourned.

W. H. PORTER, Sec'y.

**Local Preparations for the Mt. Pleasant Convention.**

MT. PLEASANT, July 18—At a meeting of the retail grocers of this city, held this evening for the purpose of making arrangements for the coming meeting in August of the Northern Michigan Retail Grocers' Association, T. Bergy was elected chairman and C. B. Hamilton secretary. The following were selected as a Committee of Arrangements: R. D. Balmer, F. W. Carr, W. C. Vowels, Dan Kane.

The City Hall was selected as the place to hold the convention, and will be found large enough to accommodate a large crowd. There are ample hotel accommodations, and no visiting delegate need have any fear of his treatment while here. We look forward to a successful meeting.

C. B. HAMILTON, Sec'y.

**The Houghton Meeting—Change in Presidency.**

Owosso, July 15—A meeting of the Michigan Board of Pharmacy for the purpose of examining candidates for registration will be held at the Douglas House, Houghton, Aug. 29 and 30, 1894.

The examination of candidates for both registered pharmacists and assistant pharmacists will commence Wednesday, a. m., Aug. 29, at which time all candidates must be present.

Candidates for examination must furnish affidavit showing practical or college experience before taking the examination.

At a recent meeting of the Board, Fred'k W. R. Perry, of Detroit, was elected President for the ensuing year, succeeding Mr. Eberbach, whose term had expired.

STANLEY E. PARKILL, Sec'y.

**From Out of Town.**

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

Martin Aldin, New Salem.

W. D. Hopkinson, Paris.

E. A. Webb, Casnovia.

F. B. Watkins, Hopkins Station.

Geo. W. McKee, Alto.

Arthur Deuel, Bradley.

C. H. La Flamboy, McBride.

**Status of the G. S. Putnam Failure.**

M. L. Dunham, assignee of G. S. Putnam & Co.'s confectionery stock, has filed the schedule of assets and liabilities. The latter amount to \$4,937.08—\$4,438.08 merchandise indebtedness and \$515 in notes—divided among fifty-three creditors, in the following amounts:

Voigt, Herpolshelmer & Co., Grand Rapids, Donnelly & Jones, Grand	\$ 26 17
G. J. Johnson, Grand Rapids	12 00
A. E. Brooks & Co., "	137 34
Grand Rapids Paper Co., "	106 90
Telfer Spice Co., "	10 08
Hawkins & Co., "	7 20
Putnam Candy Co., "	8 32
Chas. A. Coyle, "	156 00
Miller Bros., "	9 00
B. J. Reynolds, "	50 80
Jenkins & Smith, "	24 40
Telephone Co., "	12 50
A. J. Brown & Co., "	60 60
H. Leonard & Sons, "	17 65
Stanton Printing Co., "	10 75
H. Schnelder Co., "	38 12
A. J. Quist & Co., "	11 50
C. B. Metzger, "	247 03
New York Biscuit Co., "	47 33
Harris Paper Co., "	34 51
C. N. Rapp & Co., "	58 50
LANCASTER Caramel Co., Chicago	392 06
J. C. Neems & Co., "	49 78
Zeno Mfg. Co., "	36 20
Chas. & Co., Boston	64 52
Rochester Candy Works, Rochester	436 41
Thorpe, Hawley & Co., Detroit	54 53
Detroit Pop-Corn N. Co., "	28 63
Gray, Toynton & Fox, "	694 22
W. E. Snyder, Yoe, York Co., Pa.	60 00
Snyder & Straub, Muskegon	33 67
P. Steel Whip Co., Springfield, O.	18 00
S. V. & F. B. Sender, Brooklyn	26 86
Adams & Sons Co., "	138 25
T. J. Scharfenberg, "	169 85
Nat. Cigarette & Tobacco Co., New York	155 90
Jas. Matchett & Co., "	12 00
Hawley & Hoops, "	71 23
Greek American C. Co., "	12 00
A. McFarland, Albany	12 00
The Breisch Helm Co., Philadelphia	37 40
J. C. McCook & Co., "	31 00
Worts, Kirk & Bigelow, Toledo	240 15
Beeman Chemical Co., Cleveland	90 00
W. J. White, "	12 00
Sibley & Holmwood, Buffalo	46 73
Dilling & Co., Marian, Ind.	15 50
Novelty Candy Works, Pittsburg	46 20
Tytus Gardner Paper Mfg. Co., Middle-town, Ohio	20 96
Curtis & Son, Portland, Me.	22 87
Geo. Zeigler Co., Milwaukee	336 59
<b>Total</b>	<b>\$3,219 06</b>

**The Boycott an Un-American Weapon.**

From the Industrial World.  
 Occasionally a man, who is ordinarily well balanced and law abiding, may in the acme of passion, induced by some atrocious and revolting crime, lend assistance to lynch law. When passion has subsided he regrets his lawlessness. But the man who in cool moments advocates the expediency of the vendetta or the rope in the hands of the mob as a means of redressing wrongs is an enemy to civilization and a friend to savagery for civilization is law and savagery is lawlessness.

Under the constitution of the United States liberty and the pursuit of happiness are as sacred as life. There is this distinction between life and liberty. The one is absolute, the other relative. Liberty cannot be indulged in to the extent that it thereby deprives others of the same freedom for it then degenerates into license. Equality is the fundamental principle of liberty. Equality is law.

There has been growing up in this country for years a practice which is hostile to fair play. It is known as the boycott. It is an organized effort to coerce by either insidiously or openly striking at the business, the liberty and the pursuit of happiness of another. It invades and smothers the spirit of the Federal constitution and substitutes the spirit of the vendetta or of the high-binder. It has been adopted as the shibboleth of a number of labor organizations. So deadly is its spirit to the spirit of fair play that the descent from a boycott to an open disregard of law and order is rapid and easy. The boycott, product of a miasmatic, foreign soil, has been so long nurtured in this country that it has given birth to a train of evils, peculiarly its own. One of these is a demand that innocent or third parties violate the rights of contract and thereby incur heavy liability in order that a boycott may be enforced. This in itself at-

tacks the very foundation of law. The boycott has not even the excuse of the lynching mob. There is no frenzy present. It is a deliberate, cold blooded attack upon personal equality as guaranteed by any republican form of government.

**Emphasizing a Boycott.**

The *Northwestern Miller* publishes the following advertisement in its last issue:

THIS PAPER IS BOYCOTTED by the Packers and Nailers' Union of Minneapolis because it referred disrespectfully to Dictator Debs. As it is taken and read by intelligent people, the boycott of the union does not affect it, but we are anxious that such a boycott should have all the weight possible and therefore we freely advertise it. Those who sympathize with the boycotting principle and consider freedom of thought and speech a crime against union labor, should, by all means, discontinue taking the *Northwestern Miller* and cease advertising in it. We will be glad to have them do so, as we are not catering to the blackmail trade.

**Use Tradesman Coupon Books.**

**PRODUCE MARKET.**

Apples—Harvest fruit is beginning to come in quite freely, being held at 75c to \$1 per bu., according to quality.  
 Apricots—Tied up by the strike.  
 Beans—Dealers pay \$1.89 for hand-picked, holding at \$2 per bu.  
 Beets—15c per doz. bunches and 50c per bu.  
 Blackberries—\$1 to \$1.25 per 16 qt. crate.  
 Butter—Best dairy is held at 15c per lb. Creamery is firm at 18c.  
 Cabbage—70c per doz. Scarce and higher on account of drought.  
 Carrots—12c per doz. bunches.  
 Currants—Red are worth \$1 per 16 qts.  
 Celery—Is unchanged at 20c per doz.  
 Cherries—Are scarce and high. They are held by dealers at \$2 per bu.  
 Cucumbers—Home grown, 25 to 30c per doz. The crop in this vicinity is looking finely, but the Illinois crop is said to have been seriously retarded by frost and drought.  
 Eggs—Strictly fresh are worth 12c. Dealers pay 10c per doz.  
 Gooseberries—Supply is fair at \$1 per 16 qts.  
 Onions—\$1 per bu. for home grown. Green 10c per doz. bunches.  
 Peas—About out of the market.  
 Peaches—Alexanders are coming in quite freely, commanding \$1 to \$1.25 per bu. at present. This is the only variety which will be seen in the market until Hale's Early are ready, which will be in about two weeks.  
 Potatoes—The market is fairly well supplied with Louisville and St. Louis stock, which commands 60 to 70c per bu. The quality of stock in market is first-class. Home grown will begin to come in freely in about a fortnight.  
 Radishes—0c per doz. bunches.  
 Raspberries—About out of market.  
 Squash—\$1.50 per 35 lb. box.  
 String Beans—\$1.25 per bu.  
 Tomatoes—\$1.40 per 4-basket crate.  
 Turnips—Are held at 10c per doz.  
 Watermelons—The market has been nearly bare of stock for several days—an exceptional occurrence for July. Several carloads are now on their way from the South, but the price will probably be firmly held on arrival, owing to scarcity.

**Henry J. Vinkemulder,**

JOBBER OF

**Fruits and Vegetables,**

418, 420, 445 and 447 So. Division  
 St. Grand Rapids.

I handle all kinds of Fruits and Produce, being present on the Grand Rapids market every morning to select the freshest and choicest stock. I solicit correspondence and mail orders, agreeing to give same my personal attention. I employ no traveling salesmen and am thus enabled to bill goods at lower prices, besides guaranteeing quality.

## Drugs & Medicines.

### State Board of Pharmacy

One Year—Ottmar Eberbach, Ann Arbor.  
Two Years—George Gundrum, Ionia.  
Three Years—C. A. Bugbee, Cheboygan.  
Four Years—S. E. Parkhill, Owosso.  
Five Years—F. W. R. Perry, Detroit.  
President—Ottmar Eberbach, Ann Arbor.  
Secretary—Stanley E. Parkhill, Owosso.  
Treasurer—Geo. Gundrum, Ionia.  
Coming Meetings—Houghton, Aug. 29 and 30; Lansing, Nov. 6 and 7.

### Michigan State Pharmaceutical Ass'n.

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

### Grand Rapids Pharmaceutical Society

President, Walter K. Schmidt; Sec'y, Ben. Schrouder

### DEAD STOCK IN A DRUG STORE.

The pharmacist is a professional man, the druggist is a storekeeper and presumably a business man. Few men are so constituted either by nature or training as to combine both. Those very qualities which fit a person to become a pharmacist, seem, in the judgment of many, to be antagonistic to his ever becoming a successful trader. The nicety, the carefulness for minute detail, the exactness and slowness which become a habit to the chemist, conflict with the energy and dispatch necessary in business operations. The slow and thoughtful methods pursued in pharmacy, microscopy, and other studies that now form a part of the pharmacist's education, induce a habit that is unfavorable to the successful prosecution of trade. You can push trade, but you can't push chemical and microscopical operations. Patience, watchfulness, caution and scrupulous exactness are needed in pharmacy, but in business you need promptness, energy, decision, with some degree of diplomacy. Is it any wonder, then, that we rarely find all these qualities in any one man?

So well is the dual character of the apothecary of the nineteenth century understood in Great Britain, that he is there called a "chemist and druggist," the term *chemist* implying that he is a scientific man, while the word *druggist* indicates that he is a trader—a man who lives by buying and selling drugs.

On this side of the Atlantic we are no less traders than our brethren on the other side, but we are making far more strenuous efforts than they to be recognized as members of a profession. It is doubtful if we are any more entitled than they to be so considered. Indeed, it will not be many years before we shall be less entitled than they, if our colleges do not insist upon a higher grade of general education before matriculation; already, both in Great Britain and Canada, they are becoming more exacting than we in this particular.

I am an advocate for a more liberal scientific education of pharmacists, believing that it is only as we are superior in attainments to the average storekeeper that we can retain our hold upon the public and claim from them the respect that is due to the profession of pharmacy; but at the same time I recognize the importance of a careful attention to the business end of the druggist's calling. The mere fact that we deal in drugs—that is to say, in goods which have such a slow sale that their very name is indicative of unsalability—the mere fact, I say, that we deal in drugs, predisposes us to rest in undue content while we see the same old goods standing on our shelves from month to month, if not from year to year, with but little sale.

Had we been trained to handle other merchandise, we should chafe at the sight and take some steps to get rid of the dead stock which we now hold on to so complacently. My attention was brought to this matter a few days ago by the necessity of making arrangements to place a new line of goods in some convenient part of the store. The idea naturally suggested itself to me to remove some of the dead stock to a less convenient part of the store; and when about to select the goods in question, I looked around to see what line of goods had the smallest sale in proportion to the room they occupied. It will, I am sure, surprise some of our members when I tell them that the articles that could with the greatest convenience be placed in a back room, where they would only be called for a few times in each month, were some of our oldest and staunchest friends, those which we have looked upon from our boyhood as the main source of the druggist's profit, namely, the pharmaceuticals and the crude and powdered drugs. Herbs have already long since been relegated to the privacy of the closet or store-room, but it seems almost a sacrilege to think that if a live business man should for a time take possession of a drug store, he might lay his unconsecrated hand upon the shop bottles containing powdered drugs, syrups, tinctures and fluid extracts, and consign them to a subordinate place. One of the first provisions we make in fitting up our stores is for a certain amount of wide mouthed bottles containing powdered drugs and chemicals. Many of these chemicals retain their hold upon the profession and are still used with sufficient frequency to warrant their retention on the front shelves, but powdered drugs are very little used and could just as well be in the back room. As for syrups, a few are used at the prescription counter, but how many of them are sold at retail? Where is the sense, therefore, in allowing them to occupy a prominent place in the store? Why not keep them behind the prescription counter, where they properly belong? The same may be said of tinctures. Any druggist can count on his figures the number of tinctures which he is called upon to sell with any frequency. The rest, like the syrups, belong to the prescription counter. But even for this purpose they have been almost entirely superseded by fluid extracts, which, in turn, are rapidly giving place to the alkaloidal and other active principles and the various forms in which concentration and convenience of dosage are provided.

Any pharmacist who will take the trouble to note the quantity of all the pharmaceutical preparations which he makes, with the date of their manufacture, will be surprised to find how seldom he makes such preparations as the tinctures of kino, columbo, cubeb, hyoscyamus, rhubarb, and twenty other tinctures that might be named. If he will note the value of all the tinctures in his store, and also note the amount of the same which he sells each month, he will come to the conclusion that about the deadest stock in his whole establishment is found in his tincture bottles.

I have thought this matter of sufficient importance to invite the attention of my readers to it, and more particularly of the younger ones. If the conclusion at

which I have arrived be correct, it is manifest that most of our stores are arranged to suit the business that was carried on a generation ago, and that the modern drug store should have fixtures and arrangements widely different. Indeed, were I to fit up a new store at the present time, it would be altogether unlike any drug store I have ever seen, for I should make ample provision for many articles that are now crowded away in closets without sufficient room for convenient handling, and should reduce the space allotted to galenical preparations and powdered drugs to at least one-half of what they now occupy.

The question may be asked, if these galenical preparations, crude and powdered drugs, deserved to be assigned to such a subordinate position in a drug store, what preparations should take their place? This question must be answered by each man according to the business which he is doing; but, in a general way, I would suggest that many of the goods which we sell are unduly crowded in our cases and closets, lacking proper display, and so meeting with smaller sales than they would have if seen to better advantage. The newer pharmaceuticals, such as gelatin and sugar-coated pills, tablet triturates, hypodermic tablets, various forms of suppositories, bougies, etc., should be more conveniently placed, and even displayed. Much more room should be given to the storing and displaying of atomizers, syringes, inhalers, and all the modern appliances for medication. The pharmacist's own preparations—legitimate pharmaceuticals, not quack medicines—should be displayed so as to attract attention and secure sales.

It is not necessary that I should pursue this matter further. My intention in preparing this paper was simply to call attention to the fact that times are changing and in a certain sense we should change with them. Many remedies highly esteemed thirty years ago are fast going out of use; new remedies, and new forms of administering old ones, have come into use, and if we would keep up the business end of our calling as other traders do we should keep the new articles to the front, at least to a sufficient extent to show the public that we have new goods and that we are live business men. Having done this, I content myself with leaving this stray thought chiefly for the benefit of the younger members of our profession.

W. M. SEARBY.

### French Ideas of Pharmaceutical Education.

In a paper in the *Bulletin de Pharmacie de Bordeaux*, Professor Huguet, of the Clermont-Ferrand School of Medicine and Pharmacy, outlines a programme of pharmaceutical education. He first defines a pharmacist as one who practices pharmacy and then describes the latter as an art, depending upon numerous scientific data and concerned with the methods of combining natural substances, by means of suitable operations conducted in special apparatus, so as to produce, preserve, and determine the value of, preparations fit for medicinal use, the crude substances employed being chemical products, or materials obtained from the animal or vegetable kingdom.

The pharmacist, he considers, should know the therapeutic properties of the medicaments he prepares, since his profession brings him in daily contact with the medical man, who frequently resorts to him for information and assistance. It is urged, therefore, that the pharmacist should, of necessity, study the fol-

lowing subjects: Physics, chemistry, botany, zoology, pharmacy, therapeutics, biological chemistry, hygiene, minor surgery, toxicology, legislation, and deontology. The reasons urged for studying the first five subjects named need not be recapitulated, for it is generally acknowledged in this country that the better a pharmacist is acquainted with them the more proficient he is likely to become in the practice of his chosen art and profession.

As regards therapeutics, no more is suggested than that, for the pharmacist's own protection in dispensing, the medicinal properties of bodies should be known and, more especially, their physiology. By biological or physiological chemistry is not meant purely scientific work, but the analysis of urine, serous liquids, blood, etc. Knowledge in that direction will undoubtedly improve the professional status of pharmacists as well as prove a source of extra profit to them. General notions of hygiene, and the ability to be of temporary assistance in cases of accident, pending the arrival of a surgeon, as well as an acquaintance with the antidotes to poisons, can scarcely prove otherwise than useful to pharmacists, so long as they are careful not to infringe upon the province of the medical practitioner. Finally, it cannot but be regarded as exceedingly desirable that those who are most directly affected by questions of pharmaceutical legislation and ethics should be well versed in such matters. This programme, says Professor Huguet, in conclusion, covers what is essential in the education of the pharmacist, and what will suffice him. There does not appear to be the least ground for regarding this estimate as other than a fair and reasonable one.

## Drug Stock for Sale.

The Right Place for

The Right Man.

The Right Goods for

The Right Place.

The Right Price if taken at

The Right Time.

That means now. Call or write and see if this is not right.

Will Z. Bangs, Prop. of Magi Celery  
and Pine Cones.  
GRAND RAPIDS, MICH.

## ENGRAVING PHOTO WOOD HALF-TONE

Buildings, Portraits, Cards and Stationery  
Headings, Maps, Plans and Patented  
Articles.  
TRADESMAN CO.,  
Grand Rapids, Mich.

## Seely's Flavoring Extracts

Every dealer should sell them.

Extra Fine quality.

Lemon, Vanilla, Assorted Flavors.

Yearly sales increased by their use.

Send trial order.



Seely's Lemon.	
(Wrapped)	
Doz.	Gro.
1 oz.	\$ 90 10 20
2 oz.	1 20 12 60
4 oz.	2 00 22 80
6 oz.	3 00 33 00
Seely's Vanilla	
(Wrapped)	
Doz.	Gro.
1 oz.	\$ 1 50 16 20
2 oz.	2 00 21 60
4 oz.	3 75 40 80
6 oz.	5 40 57 60

Plain N. S. with corkscrew at same price if preferred.

Correspondence Solicited

SEELY MFG. CO., Detroit, Mich.



Wholesale Price Current.

Advanced—Cocoanie. Declined—Optum, Dermatol.

Table listing various medicinal products and their prices, including categories like ACIDUM, AMMONIA, ANILINE, BACCAR, BALSAMUM, CORTEX, EXTRACTUM, FERRU, FLORA, FOJIA, GUMMI, HERBA, MAGNESIA, and OLEUM.

Table listing medicinal products and their prices, including categories like TINCTURES, MISCELLANEOUS, and OILS.

HAZELTINE & PERKINS DRUG CO. Grand Rapids, Mich.

HARRY'S ROOT BEER

Is manufactured from Roots and Herbs of well-known medicinal qualities, which are carefully selected for the purpose. It will be found highly beneficial as a Blood Purifier and as a General Stimulant for the system.

10 Cent Bottle Makes 5 Gallons.

HAZELTINE & PERKINS DRUG CO. GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

Main table listing grocery prices for various categories including AXLE GREASE, BAKING POWDER, APRICOTS, CATSUP, COUPON BOOKS, FOREIGN, FLAVORING EXTRACTS, etc.

COUPON BOOKS with images of coupon books (No. 1 and No. 5) and a 'ONE CENT COUPON'.

FLAVORING EXTRACTS featuring 'Souders' Vanilla and other products with an image of a Souders bottle.

COUPON PASS BOOKS with text explaining the coupon system and its benefits.

GUNPOWDER listing various brands like Rifle-Dupont's and Eagle Duck-Dupont's.

CRACKERS listing brands like Seymour XXX and Family XXX.

FISH-SALT listing products like Pollock and Bluefish.

CONDENSED MILK listing brands like N.Y. Condensed Milk Co. and Peerless.

MEINCE MEAT with an image of a New England Mince Meat box.

FLY PAPER listing products like Thum's Tanglefoot.

MEASURES listing various units and their prices.

CHOCOLATE listing brands like Baker's and German Sweet.

MOLASSES listing products like Sugar house and Cuba Baking.

CHEESE listing various types like American, Lenawee, and Imported.

MATCHES listing Globe Match Co.'s Brands.

CREDIT CHECKS listing various denominations.



## CLEARING THE BUSINESS AIR.

As the Chicago strike came upon the business world like a thunder storm, so, like a thunder storm, it has cleared up the business atmosphere, and its collapse has accomplished something toward reviving the energies of the business world. Just such a stimulus was supplied in 1877 by the railroad strike of that year and the riots that accompanied it. They led at once to an advance in the stock market, and a little later to a general revival in all branches of industry. Holders of stocks who interpreted the troubles as omens of greater ills to come and sold their holdings lost money, while those who bought freely made money. It does not necessarily follow from this that those who sell now will lose, or that those who buy will profit by a rise in the market, for the situation of affairs now is not precisely similar to what it was then. For example, although our crop prospects are as good as they were in 1877, those of Europe are much better, and the prices of our cotton and breadstuffs are not likely to advance as they did in 1877. Still, there are other favorable elements to be taken into account, and, in any event, since things cannot be worse than they are, they probably will improve.

The strike frenzy is only one of the forms in which human nature manifests its susceptibility of being carried away by surges of passion or of sentiment. Business men are subject to the same sort of influence. They have their periods of headlong speculation which culminate, as they did in Great Britain in 1890 and here in 1893, in a crash, and then they sink into a period of depression such as that which is now prevailing. When this depression has lasted long enough for them to recover their spirits they begin their former course again, proceeding cautiously at first, and then more and more boldly, until finally they get to going full speed and another crash ensues. So it has been since the beginning of the world, and so it will be until its end. The question is whether despondency has yet lasted its full term and is ready to give way to cheerfulness. If it has, the strike may be the immediate occasion for a change, or perhaps it may serve, as a spanking sometimes does with a fretful child, to divert people's minds and to create in them a healthy reaction against a purely imaginary cause of suffering. After trembling for a fortnight for the safety of railroad communication between the West and the East, threatened with the loss of food supplies, and in daily terror of riots, arson, pillage and murder, like those which were seen at Chicago and Sacramento, most of us feel as if we had got back to life again, and that not only the weeks of the strike, but the months that preceded it, have been a bad dream.

However this may be, and whether we have or have not come to a turn in the tide of affairs, the strike has done an immense deal for the political and economical enlightenment of the nation. It has dissipated, for a while at least, that reverence for the leaders of such outbreaks which so unreasonably increases their power for mischief. When the present strike began Eugene V. Debs was exalted by his admirers into a personage of equal importance and authority with the President of the United States. He issued his magniloquent proclamations, threatening to paralyze the entire indus-

tries of the country and if necessary to inaugurate civil war, and he boasted of the number of his subjects as if he were a crowned king. The worst of it was that so many accepted him at his own valuation. In part at least. Not only did his own immediate followers obey him, but some thousands of peaceful, industrious workmen threw up at his behest their situations, while the Governor of Illinois, the Mayor, Aldermen and influential citizens of Chicago, besides hundreds of newspaper editors, treated him like the head of a belligerent nation. Nothing, in fact, is more humiliating than the cowardly way in which Mayor Hopkins, of Chicago, and Mayor Pingree, of Detroit, went down on their knees and besought the Vice President of the Pullman Car Company to surrender to Debs and save the country from the horrors he had let loose upon it and which he alone could restrain. Even now there are thousands of otherwise intelligent people who insist that the Pullman Company and not Debs and his accomplices are to blame for the outrages accompanying the strike, forgetting that it is the duty of every good citizen to aid in protecting every other citizen in the enjoyment of his rights, and not to lend even moral assistance to robbing him of them. Now that the rioters have been crushed by the strong hand, these weak-kneed people can, if they are not altogether blind, see their mistake, and they should be grateful to the officers of the Pullman Company for having given both the State and the United States Governments the opportunity of asserting their supremacy over rebellious anarchists.

The strike has also brought into conspicuous prominence the intellectual feebleness of its leaders. The manifestoes and other documents written by them, the speeches they have made to newspaper reporters, and their impudent messages to Government officials, all betray the utmost ignorance, illiteracy, and want of familiarity with elementary political and historical facts. They read like the compositions of schoolboys, and very backward schoolboys at that. It could not be otherwise. If Debs, Sovereign, Gompers, and the rest of that class of men had one-tenth part of the ability they claim, and which their admirers concede to them, they would not be occupied as they are occupied. Men who can organize, direct, and control hundreds of thousands of other men are rare. Their services are in demand by their fellow citizens for conducting the affairs of state, and by the great corporations and financial institutions of the country to manage their business. If either Debs or Sovereign or Gompers was the great leader he is said to be, he would long ago, like Mr. Pullman, Mr. Carnegie, Mr. Rockefeller, and other capitalists have been at the head of some enterprise in which he would control millions, and earn a princely income. That he remains a mere demagogical agitator, getting a precarious living by trading on the credulity of poor laboring men, is convincing proof of the inferiority of his mental equipment.

It is indeed pitiable to think how the workmen of the country are dominated by such blatant impostors as those who have led this strike, and every other great strike in this country for the last twenty years. The evidence is abundant that in the present case 80 per cent. and more of the strikers did not wish to

strike, and were, in fact, opposed to striking, but were dragooned into it by the other 20 per cent. or less who were more turbulent and lawless. Of late the newspapers have been filled with accounts of engineers, firemen, and switchmen threatened, beaten, and even killed by strikers because they persisted in remaining at work. Thousands of those who by threats of such treatment were forced to surrender their places are applying for them in vain, because those places have been filled. Nothing is left for them but to wander about in search of jobs, and in the present condition of business they are likely to search for a long while without finding them. In the face of this notorious fact it makes one indignant to read the protestations of the strike leaders and their sympathizers against the tyranny of capital and the unwarranted interference of the Government in protecting non-strikers from bodily harm. They claim liberty for themselves, but they will not allow the slightest liberty to those of their own fellow workmen who will not put their necks under their yoke. It is high time that the cause of these victims of strike tyranny was taken up by philanthropists and something done in their behalf.

One satisfactory result, at least in this respect, has been accomplished by this strike. While Governors of States, Mayors and Aldermen of cities, judges, lawyers, manufacturers, merchants, bankers and newspaper editors have either actively espoused the cause of Debs and his fellow conspirators or have refrained from denouncing them and defending their helpless victims, the Federal Government has come to their rescue and protected not only railroad property from destruction, but industrious and peaceable workmen from attack while they were earning an honest living by their labor. As a good Democrat I dislike to see any increase of the central government power, but as a law and order loving citizen I rejoice that when the local authorities show themselves recreant to their duty there is a higher power that can be invoked successfully to maintain individual rights, regardless of rank, station, or position in life. The United States troops at Chicago and at Sacramento did far more than insure the running of railroad trains. They taught the law-defying Anarchists, who temporarily triumphed over the police and the local militia, that the United States army cannot be thus resisted, and that the authority of the whole nation must be obeyed.

MATTHEW MARSHALL.

## An Iron Philanthropist.

Friend—What are you at now?  
Inventor—Greatest thing of the age. Millions in it! I am making a steam man—regular man, all iron and steel, with steam as the motive power.  
"Can he draw a wagon?"  
"N—o, I'm afraid not."  
"Carry burdens, perhaps?"  
"N—o, he'd upset."  
"Might row a boat, perhaps?"  
"Too, heavy."  
"Might fix him so he could tend the furnace?"  
"Couldn't possibly."  
"Or carry the baby?"  
"Too risky."  
"Then what in creation will he be good for? Where are the millions to come in?"  
"I shall rent him out to break in new shoes."

Paying the preacher's salary does not cancel all other debts.

## The Poorest Man

On Earth

Can afford the BEST salt.

## The Richest Man

On Earth

CANNOT afford any other.



See Quotations in Price Current.

I. M. CLARK GROCERY CO.,  
GENERAL AGENTS,  
GRAND RAPIDS, - - - MICH.

## The Globe Match Co.



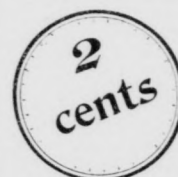
MANUFACTURERS OF

MATCHES and  
MATCH MACHINERY.

WE CAN DO YOU GOOD.  
SEND FOR SAMPLES and PRICES

GRAND HAVEN, MICH.

See quotations in Price Current.



WHAT  
IS  
TWO  
CENTS

TO AN OLD CUSTOMER

or

TO A NEW CUSTOMER

or

To YOU for that matter.

Try giving away a few of our advertising fans this hot weather. Samples sent to responsible parties.

TRADESMAN COMPANY,  
Grand Rapids, Michigan.



## GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, July 21--The course of markets is devoid of interest. There is scarcely a fluctuation in the whole list. Trade is dull, as is usual at this season of any year, and additionally so in this year of grace, 1894.

The stock of Rio coffee at this writing in New York is 126,843 bags, and in the United States 339,252, against 429,854 last year. The market is unsettled, although, perhaps, in buyers' favor if anything. No. 7. is quoted at 16½¢@16¾¢.

There is a belief that the sugar tariff will not be changed. This belief is gaining ground every day, and business in raws is very good, although there is no particular rush of business. Refined is quiet and very little doing, aside from everyday transactions. Granulated is quoted by the wholesalers at 4½¢.

Teas are as interesting as ever. There is no demand, and the market is lifeless, although holders tell us they are confident of a better tone later in the season.

Stocks of syrups are only moderate and a firmer tone possesses the market. Good to prime, 17@20¢.

Molasses is steady. In order to effect sales, prices are shaded in some instances. Good to prime New Orleans may be fairly quoted at 27@33¢.

Rice is firm, and is nearly the only grocery staple upon which holders are "banking." They are stoutly maintaining the quotations they make, and foreign stock is the main supply.

Canned goods are quieter this week than ever, if possible, although low prices have moved some fair quantities of California goods. It is said that sales in California have been made f.o.b. of standard apricots at a figure closely approaching, if not touching, \$1 per doz. Salmon are well held at \$1.10 for standard Alaska.

The butter market is fairly steady. The supplies are not so large as anticip-

ated, and quantities are being sent into cold storage. Best grades bring 17½¢.

Eggs are arriving liberally, and the quality is such as to preclude them being classed other than seconds. Nearby fresh, 14c; western, 12c.

Apples are steady at \$2.25@2.50 per barrel for astrachans. Fresh fruits are arriving steadily and prices are firm for best qualities.

Foreign green fruits are selling well. The demand is chiefly from nearby points. The intensely hot weather has caused a good demand for lemons. Larger receipts of California fruits will soon cause lower quotations all around. Lemons are worth from \$2.75@4.50 per box.

The drug stores are cutting into saloons in the sale of soft drinks. This is due not only to the great difference in price, but to the prompt service in drug stores and the far better quality of drinks they serve. In the vicinity of Madison square there are four or five drug stores which employ bartenders to look after their fountains. A soda lemonade, which is a popular drink in hot weather, costs 25 and 35 cents in the expensive cafes and bars up town. The apparatus for squeezing the lemons is not always modern in the barrooms, the sugar is often left in the bottom of the glass, and at times the club soda is flat from bad corkage or other cause. In the drug stores the attendants use limes or a superior quality of lemon, serve the lemonade in long and very thin glasses which lie packed in ice on the counter, and the charge is only 10 cents. Viewed from a critical standpoint the drug store lemonade is a superior article to the lemonade of the saloon, and the prices appeal to consumers in these times. There are in addition to lemonade, a great number of other drinks, from calisaya cocktails to frozen absinthe, which can be had at a drug store fountain.

The iniquity of the "quick luncheon" should receive the attention of the reformers. It may not be possible to attack it in a legislative way, or through

the medium of the Board of Health, but it is certain that the "quick luncheon" offers a serious menace to the health of the younger generation. Nobody who has seen young office boys and junior clerks at one of these remarkable "quick-luncheon" rooms can fail to have mapped out a dismal future for the victims of these time-saving but iniquitous resorts. The lunches are served by men who are surrounded by miniature railroads, steam coffee boilers, and extraordinary contrivances, all constructed with the view of saving a few seconds' time in supplying "business men" with the now celebrated "quick luncheon." A customer dashes into the restaurant, bounds upon a stool, and gives some such order as: "Rare beef succotash kidneys chowchow mince pie iced tea." It is rolled off his tongue like a shot, for it is generally understood that customers must lend a hand to facilitate the rush toward dyspepsia and an early grave. Before the customer has finished his song the determined young man behind the counter begins a series of wild gyrations, and in a remarkably short space of time the entire luncheon is slammed down in front of the eater, who begins to swallow it down, while the attendant thrusts him a check and starts in on the next man. Almost this identical luncheon was ordered a few days since, while the writer looked on, and it was eaten by a pallid-faced youth of 19 in exactly four and one-half minutes. He bolted the food, grabbed his check, rushed up to the cashier and paid it, and lighted a cigarette as he started toward the door. As a matter of interest the writer followed him. The pallid-faced young man stopped at the door to smoke his cigarette, and then, becoming interested in a cat that was lazily crawling across the coping of a window on the opposite side of the street, stood there and watched the progress of the cat until it disappeared. Then he had a chat with another pallid-faced young clerk, who had come out of the place, and when they started to stroll down the street exactly twenty minutes had elapsed. But

neither one of these "business men" would have thought of spending twenty minutes for a luncheon.

The President's letter is the subject of much comment among business men. The situation is not regarded as one upon which to base many hopes of a speedy return of confidence, as the situation is considered most exasperating. JAY.

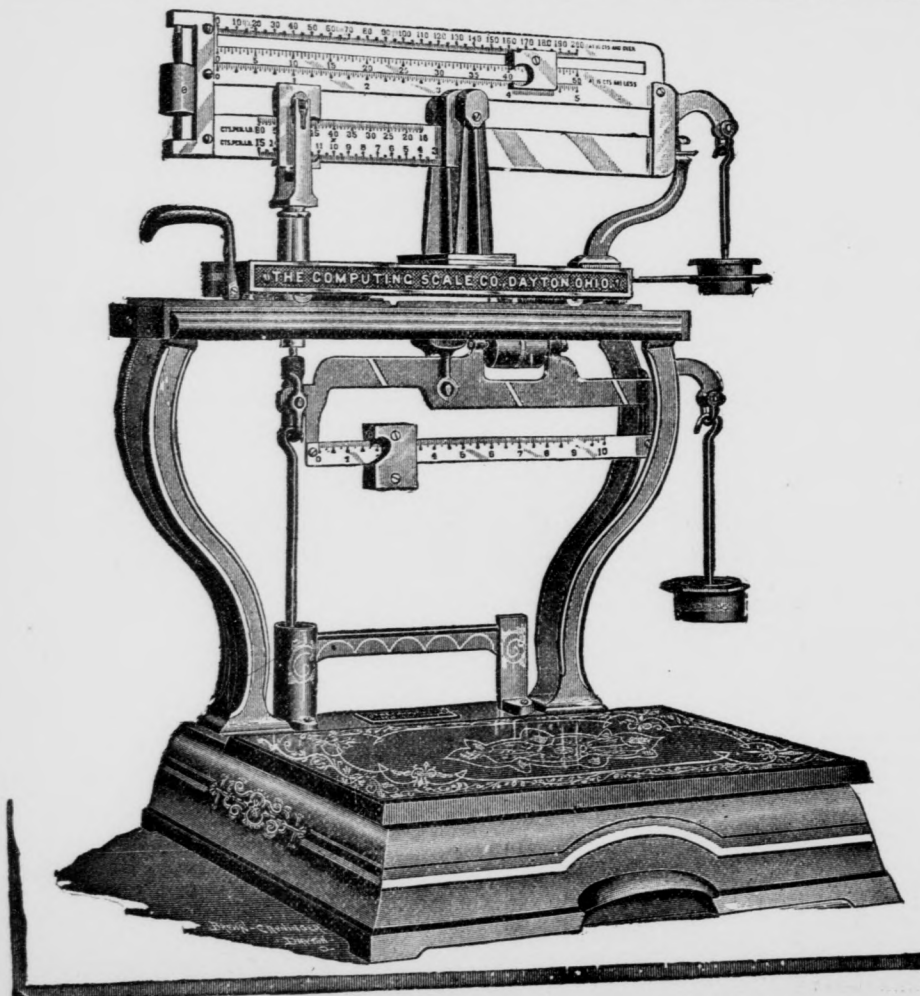
## Why the Umbrella Trust Collapsed.

From the N. Y. Shipping List.

The Umbrella Company is no more. It started out to control the entire field of manufacture, was composed of the leading manufacturers in that line, and was established on a capital of \$8,000,000, but the corporation is now in the hands of receivers. Eleven concerns, representing 60 per cent. of the whole production were in the combination, but, with all their skill and experience they could not monopolize the trade. The scheme was a failure from the beginning, as any man with a small capital could, by personal attention, compete with the largest manufacturer. Owing to individual efforts the manufacturers outside of the company made the best showing in the contest. The larger corporations paid liberal salaries to their officers, and the same attention was not paid to the business as when the eleven firms conducted affairs on their own account. The outside competitors were small in comparison, but they had the umbrellas to sell under the combination prices, and to meet the cut rates meant ruin to the big corporation. Now that disaster has overtaken the ambitious monopolists, the umbrella trade will be scattered as before, and the survival of the fittest will reap the reward of patient labor.

If a young man could learn the rail-roading business without learning to strike he would have a good chance of making an honest living.

By the time a man gets a second mortgage on his house he will not be able to put a coat of paint on.



## THE Dayton Computing Scale.

WHAT DOES IT DO ?

WHY DOES IT SELL ?

WHO BUYS THEM ?

It Sells Because

It Shows the Exact Money Value of Every Article Weighed

It Pays from 10 to 100 Times Better Returns than Bonds, Stock or Other Security.

The Enterprising and Progressive Merchants Buy Them.

See What Users Say.

ELK RAPIDS, Mich., July 14, 1894.

MESS. HOYT & CO., Gen'l Selling Agents,

Dayton, Ohio.

GENTLEMEN:—We take pleasure in saying to you that the short experience we have had with your Computing Scales has been eminently satisfactory, and we are of the opinion that a trial is all that is necessary to convince any merchant of their merit and utility in his business.

Yours truly,

D. HOLMES,

Manager Mercantile Department Elk Rapids Iron Co.

For further particulars drop a Postal Card to

**HOYT & CO.,** General Selling Agents,  
**Dayton, Ohio.**

# FISHING TACKLE!



OUR  
STOCK  
of

JAPANESE  
CANE  
FISH  
POLES

IS  
COMPLETE.

We have them from 12  
to 20 feet long.

Our line of Fishing tackle  
is equal to any one's.

Send for Catalogue.

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

*The Salt  
that's all salt*

is fast being recognized by everybody as the best salt for every purpose. It's made from the best brine by the best process with the best grain. You keep the best of other things, why not keep the best of Salt. Your customers will appreciate it as they appreciate pure sugar, pure coffee, and tea.

## Diamond Crystal Salt

Being free from all chlorides of calcium and magnesia, will not get damp and soggy on your hands. Put up in an attractive and salable manner. When your stock of salt is low, try a small supply of "the salt that's all salt." Can be obtained from jobbers and dealers. For prices, see price current on other page. For other information, address

DIAMOND CRYSTAL SALT CO., ST. CLAIR, MICH.

# THE NEW YORK BISCUIT CO.

The  
BEST

are  
the  
CHEAPEST.

Sears | Iced Coffee Cakes,  
Michigan Frosted Honey,  
Symour Butters,  
Graham Crackers,

are  
the  
BEST.

Watch out for our new spring novelties. They are  
sellers.

**New York Biscuit Co.,**

S. A. SEARS, Manager,  
GRAND RAPIDS, MICH.

ADD  
A  
BOX  
OR  
BARREL  
OF  
ROYAL TOAST  
TO  
YOUR  
NEXT  
ORDER  
SOMETHING NEW  
AND A  
GOOD SELLER.

## DON'T ECONOMIZE

IN  
YOUR  
STATIONERY

IT'S "PENNY WISE AND POUND FOOLISH"

"Magna Charta Bond."

Look  
For the  
Watermark

We control it in this locality.

It's first-class stock.  
It's easy to write upon.  
It's always the same.  
It's a credit to your business.

USE  
IT  
ON  
Your Note Heads.  
Your Letter Heads.  
Your Legal Blanks.  
Your Checks and Drafts

It always gives satisfaction, and, compared with other  
stock, the price is nothing.

TRADESMAN COMPANY,

## HIGHEST AWARD



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