

# MICHIGAN TRADESMAN

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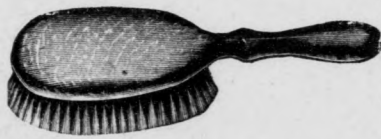
NO. 569



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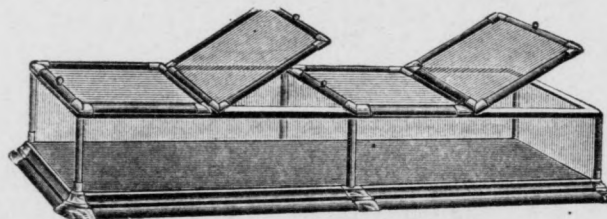
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# MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, AUGUST 15, 1894.

NO. 569

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A Story of the War of 1812.

In the year 1812 John Eldredge lived with his wife and eight children in a small town on the New England coast. There were five sons and three daughters and, as they had come one after another in rapid succession, the capacity of the little house had been taxed to its utmost.

John Eldredge was a plain, hard-working man, a carpenter by trade, who had always been able to give his family a comfortable support. Luxuries they neither had nor desired, and people in those days were content with less than now, and were not so constantly striving for much they could never obtain.

There was nothing particularly noticeable about the low, brown house, save that everything around it was very trim and tidy; but this was true of other houses in the neighborhood, for the people of the village were thrifty and took pride in their neat dooryards and well-kept fences.

The Eldredges themselves were quite ordinary looking people, but, as a matter of fact, they were a remarkable family—remarkable in the uniform, persistent cheerfulness that reigned in their home, making it, in spite of its meager furnishings, a happy and attractive one.

When John and Dolly Eldredge began their life together there was something of the halo of romance that hangs about every newly married couple who truly love each other, but they came of old Puritan stock, and were disposed to take quite matter-of-fact views of the life before them. The first evening that they sat alone by their own fireside, as the big blaze crackled and roared up the chimney, they looked at one another with great content, and John remarked: "This is very comfortable Dolly, and I wish we could go through life as peacefully as we have begun, but I suppose we must expect trials and hardships; they will be sure to come to us as they do to other people. Only let us try to meet them bravely, and, be strong and cheerful in our trust in God and one another." "Yes, John," said Dolly, "I am sure I can be brave with you always near," and volumes of love shone out of her honest blue eyes. Life looked bright to her then, and she was wisely withheld from seeing how much need she would have to be brave and trustful as the years went on. She often recalled John's words that night, and resolved to be as hopeful and as happy as she could whatever might come, and to do all in her power to make the machinery of her home run smoothly and well. So completely did she succeed that all the neighbors said there never was a happier woman in the world than Dolly Eldredge; and Miss Betty Morris, the dressmaker, who interested herself in the affairs of the whole village, and carried her bits of gossip about from house to house just as she did her patterns and her pincushion—Miss Betty Morris said, "Now, I like to see folks cheerful and all that, but Dolly Eldredge beats me all to nothing. T'aint no use talk-

ing, I know she hasn't got so much feelings as most folks; if she had she couldn't 'a' been so calm when her little Johnny died. He was all she'd got then, and you'd 'a' thought 'twould almost 'a' broken her heart, but she never took on one bit, but was just as composed and pleasant as could be, and smiled just as bright as ever. Her eyes looked kind o' heavy like, but you needn't tell me she felt it the way most mothers do." Ah! Miss Betty, you could not look into Dolly's heart and see how near it was to breaking; you could not know the bitter struggle she was constantly making to hide her own grief for John's sake, or the sleepless nights she passed thinking of the dear little head that every night for a year had been pillowed on her arm!

The Eldredge children grew up in an atmosphere of cheerful contentment, and were taught to turn every event till they could see its bright side, as it was quite easy to do, with their parents' example constantly before them. John and Dolly were strict in their discipline, always enforcing obedience and judiciously punishing the lack of it; but they sympathized with their children's interest in such a way as at once to command both their confidence and respect. At the time our story begins, Rufus, the eldest son, was apprenticed to a blacksmith in a neighboring town, and would soon have his trade. He was nineteen, and next him, two years his junior, was Jane, the oldest girl, her mother's counterpart and helper. Next came Charles and David, the former strong, healthy and active—a boy who made himself quite indispensable to his father by his ready tact and aptness to learn all kinds of work. David was pale and delicate, and had not been strong from his birth. He became tired so quickly that he never cared to join the four younger children in their sports, but liked better to read the few books that came within his reach, or to sit quietly by his mother as she worked. Sometimes he would lie for hours at a time near the edge of the rocky cliff, looking out upon the sea and watching the white-crested breakers as they rolled in monotonous succession upon the beach below. From the east window of the kitchen Dolly could see him lay there, and she used often to wonder what was passing in the child's mind.

The bond of attachment and confidence between Davy and his mother was very strong and close, but Dolly always felt that there were depths in his nature quite beyond her power to fathom, and she feared that he might not stay with them long, yet she did not allow herself to think what her home would be without his gentle presence.

After the war began times grew hard, provisions were dear, everybody felt poor, and John Eldredge could get but little work at his trade. He raised what he could off his land, earned a little money now and then by odd jobs, and often supplemented their frugal

table with fish, which he and Charley would go off to catch a mile or two outside the bar. Dolly patched and darned closer than ever, and tried to keep her children tidy and her home neat, working on without a word of complaint, and making everything last as long as it would.

One day in September John and his son went off fishing. It was one of those perfect, quiet days when all nature seems peaceful and drowsy under the warm September haze, as if comfortably settling herself for the long winter sleep. How well John remembered it afterward! He could recall every detail in the picture of his home as he left it that morning—Dolly standing at the door, the cat asleep under the lilac bush beside it, the crickets chirping in the apple orchard as they passed by, the younger children gathering golden-rod and asters in the field beyond, and Davy lying on the bank and calling out, as they took the path down to the water, "Good-by, father; good-by, Charley."

Dolly, too, remembered it well. She watched the boat from the window till it disappeared around the point, and turned back to her work with a heart-sinking which she could not understand.

The sea was so smooth that John rowed out farther than usual beyond the bar, threw out his lines and soon began to draw in the fish. By the time they were ready to go home a breeze had sprung up, and as John turned the boat he noticed not far away a brig bearing down upon them. He did not like the appearance of the craft, which was evidently in pursuit and gaining on them steadily. He told Charley to row as hard as he could, hoping to get into shoal water where the brig could not follow. They pulled stroke after stroke, but the brig had a fair wind and all sails set, and soon was within hailing distance, when the commander called to John to stop. They now knew what before they had feared, that the brig was one of those British privateers that prowled about the seas capturing American seamen.

Eldredge did not heed the command, but pulled on, and the captain of the brig, exasperated by his indifference, sent a shot whizzing across the bow of the boat. Eldredge could not mistake the meaning of this. He looked at the boy beside him, thought of his wife and children at home, and life with all its hardships seemed dear, and while it lasted held out some hope, however faint; so he gave up the struggle, and with his son was soon drawn on board the brig, fettered, and put into the hold. They were wretched enough, their only comfort the knowledge that each was a comfort to the other, and their greatest grief thoughts of the anxious suspense of the wife and mother at home.

After a few days, as the Eldredges were quiet and well-behaved, they were allowed to come on deck now and then, and, though closely watched, they could get air and sunshine, which never

seemed so sweet to them before. After weary days of sailing, heavy gales, and tedious calms, they and their fellow captives reached England, and were taken to Dartmoor prison. Dartmoor prison stood on a desolate moor in Devonshire, not far from the sea; it was of great strength and size and quite new, having been built only in 1809 for the reception of French prisoners of war. The thick outer wall inclosed a tract of thirty acres, and within this was a second wall, beside iron palisades ten feet high. At frequent intervals along the outer wall sentries were stationed, while within two thousand well-disciplined militia and two companies of Royal Artillery acted as guard. The masonry was strong, without a flaw, and no escape seemed possible for those who once entered.

One-half of the circular inclosure was occupied by seven large prison houses, separated by a strong wall from the other half which contained the barracks, hospital, storehouse, and the dwellings of the captain and surgeon, the last two buildings forming a part of the front outer wall. At this time Captain Shortland was in command, and his unprincipled, cruel treatment of prisoners went far beyond any authority given him by the British government.

The Eldredges found at Dartmoor hundreds—and, before the war closed, thousands—of Americans, many of whom were there only because they had refused to fight in the British navy against their own countrymen.

At times John felt as if he must sink under the weight of this miserable life. It was hard enough for himself and his boy, but when he thought of Dolly and the children, it seemed more than he could bear.

Poor Dolly, on the day they left home, watched for their return, watched and waited in vain. Dreadful forebodings took possession of her, but she tried to hope.

The privateer had not come around the point in sight of the village, so no one there had any clue to the fate of the fishermen. When they did not come home that night, the men and boys, with ready sympathy and good will, turned out in a body, built fires along the beach, and patrolled it for several miles. The next day they went off in boats to the usual fishing-ground, thinking it possible that either father or son might have become disabled or ill. Finding no trace of them there, they kept fires and watch through the second night. At daylight they saw a dark object floating in the distance, which the incoming tide brought nearer and cast upon the beach—John Eldredge's boat upside down!

With unwilling feet they carried the news to Dolly. She did not faint, she uttered no cry, but in that moment all light, all joy, all hope seemed to vanish from the world. Quickly, however, she recovered herself for her children's sake, and found her own comfort in trying to comfort them. For that day Davy went no more to look at the sea, but he grew paler, thinner and more silent, though the same sweet smile and loving looks lit up his patient little face, and one dreary day in November Dolly and her children went to the churchyard, and laid beside the baby that died, so many years before, the wasted form of gentle little Davy.

Dolly scarcely knew how she struggled through that bitter winter, amid poverty and suffering and sorrow that sorely tried even her brave heart. The spring, however, opened with somewhat brighter prospects. Rufus had his trade, and brought home all his earnings; Jane took the district school for the summer; neighbors were kind, and Dolly began to recover a little from the weight of her grief. The younger children were loving and helpful, earning a little here and there, as they could, to pay for food and clothing. All these helps, with Dolly's careful management, made the family quite comfortable again.

The prison life of the father and son dragged wearily on, with little to vary its monotony, until nearly three years had passed, when one warm spring evening something happened that stirred John's honest nature to its very depths.

The prisoners' fare had been poor enough, but lately bread had been given them which was so bad that they could never have eaten it, if starvation had not been the only alternative. A few of them resolved that they would bear it no longer, but made bold to ask for better bread. Accordingly at night, when the men were being marched through the prison yard to their quarters, two of them stepped up to the sergeant and made their request. This was regarded as indicating insubordination, and the guard was commanded to fire. They did so at random, in among the crowd of prisoners, and more than sixty were killed, and many wounded. Among the latter was Charles Eldredge, and as his father saw him fall, poor John's grief and indignation knew no bounds. The wounded were quickly taken to the hospital, and after some days of suspense, John learned that his son had received only a flesh wound and would recover.

Peace was already declared, but the prison authorities were in no haste to inform their captives of the fact, and months went by before they knew it.

At last they were set free, and sent home, or allowed to make their way home as best they could.

The Eldredges lost no time in starting for Southampton, where, after some delay, they embarked on board a ship bound for Savannah. They had good weather and fair winds, and all went well till they were off the Bermudas. They seemed fast nearing the home from which they had been absent so long when a furious gale overtook them and carried away their sails. The heavy laboring of the ship in the terrible sea opened her seams, and she leaked badly. The pumps were worked all day and all night, but when daylight came again, the water had gained on them to such an extent that it was evident they must abandon the ship and take to the boats. The first boat was swamped in launching, and all perished; but the second, in which were our two friends, succeeded in reaching the water safely. The wind had abated, but the sea still ran high, and the boat was tossed about at the mercy of the waves. Another night passed; they had a small supply of food and water, which they distributed sparingly, and waited to see what the day would bring them.

Toward night, when they were well nigh exhausted and despairing, they descried in the west a sail, and, with mingled hope and fear, they put forth all their energies in the attempt to call attention to their forlorn condition. The

ship, which proved to be a French one, on her way to Havre, saw them, and, coming to their relief, took them on board, and proceeded on her way. It was hard to turn back and be carried away from home again, when they had been comparatively so near, but they were thankful to escape with their lives, and could only be patient and make the best of it.

Arriving in France they soon found a chance to ship on board a barque that was loading for New York, and after what seemed to them an almost interminable passage, they arrived safely in their native land in the spring of 1816. Anxious to carry home as much as possible of their wages, the travelers decided to walk the rest of the way. The weather was mild, and, after all they had endured, it seemed no hardship to sleep in the open air; and so they plodded on, sometimes buying their food, and sometimes having it given to them, and at last, more than a year after the close of the war, one spring morning when the apple trees and lilacs were bursting into bloom, John Eldredge and his son, Charles came in sight of the home they had so longed and yet feared to reach; feared, because they knew not what changes might have come to it in their absence.

Youth is buoyant and easily rebounds, and joy was uppermost in Charley's heart as he looked at the little brown house; but his father was almost overcome, and could scarce summon strength to knock at the door when he reached it. Dolly was busy getting breakfast, and Sarah, her second daughter, now a young girl of fifteen, open the door.

Charley, seeing that she did not recognize him, or the gray-haired man by his side, said:

"Can you give a breakfast to two travelers?"

"Yes, I think so," replied the girl. "I'll ask mother."

As she turned to do so, Dolly caught a glimpse of the strangers, her heart gave one great bound, and all the trials of the past years seemed to vanish in a twinkling as John took her in his arms. The neighbors were right, that day at least, when they said that Dolly Eldredge was the happiest woman in all the wide world.

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**THE MORNING MARKET.**

**How the Fruit Department Impresses an Observer.**

Loads and loads of luscious fruit. Put them in a straight line, one following the other, and they would make a procession not less than a mile long. This long line of wagons, pouring their loads of ripe (and unripe), wholesome (and otherwise) fruit into the insatiable maw of the Grand Rapids market continues six days a week, throughout the season. Of course, it is not all consumed in the city; but the most of it is, and the best of it. Apples were mentioned last week, but it is not out of place to say that not less than 300,000 bushels are brought to the market in the course of the season. At an average price of 40c per bushel, that means \$120,000 distributed among the farmers of this vicinity for this one item alone. Why some of the growers do not take more pains to improve the quality of their fruit is a mystery, as the best prices are only paid for first-class stock. Many of the apples which come to the market are little measly things which the growers ought to be ashamed to bring in.

The "peach belt" of Michigan is as well known throughout the country as in Maryland and New Jersey, and its product is as much, if not more, sought after, as the peaches of any part of the land. Just how many bushels of this delicious fruit is grown in Western Michigan it is impossible to ascertain, as much of it is shipped from the ports along the lake shore, of which no record is kept. The smaller towns in the district consume large quantities, and many thousands of bushels are allowed to rot on the ground. Last year not far from 250,000 bushels were marketed in this city, and it is safe to say that 1,500,000 bushels of peaches find their way into the various markets of the country every year from the Michigan peach belt. This amount is bound to increase, for, as grain growing becomes less profitable from year to year, farmers will turn their attention more and more to fruit growing, for which there is always a good and increasing demand at good prices. When one considers the difference in the labor requisite for grain raising and fruit growing, which makes the latter by comparison a pleasure, it becomes a matter of astonishment that fruit growing does not attract more attention than it does. The best of the peaches are still in the orchards, only the clingstones—and small stock at that—having yet come to the front. A week or ten days will see a good supply of first-class fruit on the market—fruit that will make your mouth water to look at.

The time to see the fruit market at its best is between 5 and 6 o'clock. The fruit men do not come out so early as their neighbors the gardeners, as they have agreed not to reach the market until 5 o'clock, while some of the vegetable wagons are here between 3 and 4 o'clock. Farmers seem to think they must get "back from town" early enough to permit of their doing a day's work after they get back, so they start from home in the morning as early as 2 or 3 o'clock, dispose of their load and hurry home again. They don't need to do it, but they think they do, so that settles it. While working-people in towns are striking for shorter hours, farmers are wondering how they can stretch out the day. That is the difference. In no

other town in Michigan is there to be seen anything like the quantity of peaches that are brought to this market, and it is worth any one's while to see it.

Not so many pears are raised in this section as there ought to be. They are the royal fruit, when properly cultivated, but the trouble is that few people ever taste a good pear, as first class fruit comes high on account of its scarcity. Michigan can raise as good pears as California, although she cannot put them on the market quite as early. The trouble is that many growers seem to think fruit will grow with little or no care, and the consequence is that much of the fruit grown in this State is very inferior in quality. This remark applies to no other particular fruit, but to all. Care and cultivation would mean a considerable increase in revenue to fruit growers.

Cherries were scarce this year, but in a good season it is a grand and beautiful sight to see wagon after wagon loaded with this popular fruit. They are not good shippers, so the bulk of the crop is disposed of for home consumption. It is possible that cherries would grow in profusion in a wild state, but it is certain that cultivation would greatly improve the flavor and size of the fruit. There will never be too many cherries on the market.

Of the berries red raspberries are the favorites and justly so. They are a most delicious fruit, and they are known and their merit appreciated in every home in the land. This is the off season for berries, too, and not many came to market. There is always a big demand for them and it pays to raise them. Black raspberries and blackberries proper are also favorites with a discriminating public, and find a ready sale. Gooseberries are not raised very extensively and few people know half their good qualities. They are all to be found in season on the morning market.

No one seems to know whether tomatoes are a fruit or a vegetable; but, whatever they are, they have worked their way into popular favor by force of character. It is not many years since tomatoes were grown merely for ornament, no one having any knowledge of their excellent edible qualities. To-day they are found in several shapes on every table in the land. Whether green or ripe the tomato is most useful and appetizing.

These are not the only fruits that are to be seen on the market in the early morning hours, as almost every fruit that grows outside the tropics is to be found in this highly favored portion of the great Wolverine State. If you don't believe it, get up in the morning and take a walk past the long line of wagons laden with the finest fruit in the world.

DANIEL ABBOTT.

**Large Eggs.**

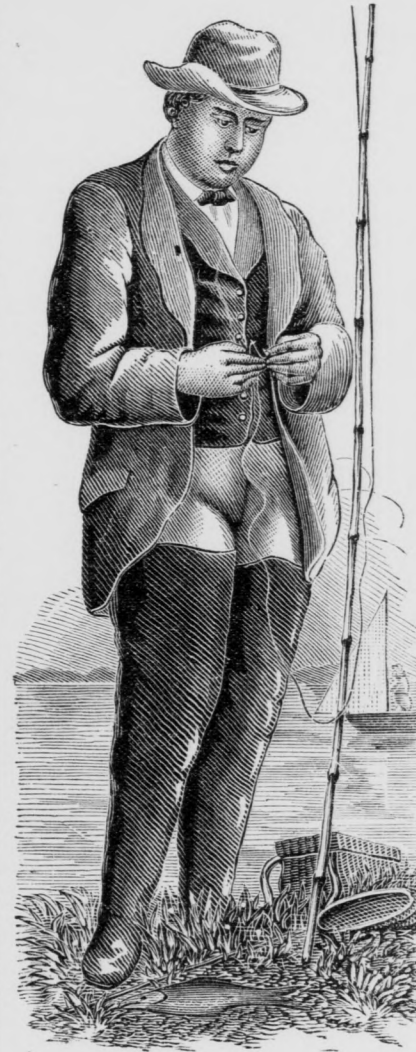
"I'm doing first rate with my hens, now."  
 "Glad to hear it."  
 "Yes, indeed! You ought to see some of the eggs they lay. Many of them are as big as hailstones."

**Possibility vs. Probability.**

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

**CREAM FLAKE BAKING POWDER**

HAS 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.

**COUPON BOOKS** IF YOU BUY OF HEADQUARTERS, YOU ARE CUSTOMERS OF THE TRADESMAN COMPANY,

## AROUND THE STATE.

## MOVEMENTS OF MERCHANTS.

Pinckney—Jackson & Cady succeed Chas. L. Bowman in general trade.

St. Johns—Wm. Reddout succeeds John Phlegarr in the meat business.

Middleton—Clem. Naldrett succeeds Naldrett Bros. in the elevator business.

Coldwater—Perry & Adams succeed Brainerd & Perry in the grocery business.

Hillsdale—L. H. Carson has purchased the grocery business of Geo. A. Whitcomb.

Marine City—Calvin A. Blood, of the firm of Blood & Hart, general dealers, is dead.

Essexville—W. C. Rothermel succeeds Rothermel & Dargis in the grocery and meat business.

Harrison—Lyman C. Garrison, of the grocery and crockery firm of Garrison & Garrison, is dead.

Scotts—C. Gould has removed to this place from Athens and embarked in the drug and jewelry business.

West Bay City—F. M. Van Liew is succeeded by F. M. Van Liew & Co. in the crockery and wall paper business.

Pentwater—C. Wise has sold his bakery business to Spencer Bros., who will continue the business at the old stand.

East Gilead—L. Langs & Sons, who have a grocery in Coldwater, will also run the one here recently purchased of Levi Deal.

Hancock—J. C. Ley & Co., general dealers, have merged their business into a corporation under the style of J. C. Ley & Co., Incorporated.

Jackson—J. H. Jones, who has been in the grocery business here for the last thirty years, has closed up his store and will retire from commercial life.

Mt. Pleasant—Price Peak, formerly a member of the grocery firm of Peak Bros. and the drug firm of Cox & Peak, will open a new drug store here about Sept. 1.

Coldwater—The Powers Clothing Co. will soon open a clothing house here. They will close their stores at Adrian and Quincy and consolidate the stocks here.

Woodland—L. E. Benson has purchased the interest of W. J. Shutter in the drug firm of L. E. Benson & Co. and will continue the business in his own name.

Bay City—J. G. Clarkson & Co. have purchased the cigar and tobacco stock of W. W. & J. W. Keith, also the stock belonging to the estate of W. A. Southworth, and have consolidated the stocks at one location.

Detroit—The Chas. F. Rich Co. has filed articles of association. The capital stock is \$20,000, actually paid in, and held as follows: Wallis Boileau, Philadelphia, 1,256; Fredrick Linsell, 515; Charles F. Rich, 229 shares.

Port Huron—George E. Yokom & Co., dealers in bicycles and electrical goods, being financially embarrassed, have given chattel mortgages to secure their creditors. The Sterling Bicycle Co., Chicago, Gormally & Jeffrey, Chicago, Raleigh Bicycle Co., New York, and the Sherman Company, Port Huron, are the mortgagees.

## MANUFACTURING MATTERS.

Grand Marais—The sawmill now in process of construction by the Manistee Lumbering Co. will be ready for sawing next week. Its capacity will be 30,000,000 yearly.

Detour—The style of the Island Cedar Co. has been changed to the Detour Lumber & Cedar Co.

Standish—The Gray Milling Co. has run its shingle mill 148 days from Jan. 1 to July 1, and has resumed operations for the remainder of the season.

Lake City—The Thayer Lumber Co. has finished operations in Missaukee county. The company is taking up its logging road and the rolling stock and equipment is to be sold.

Jackson—Geo. Bronson, of Carr & Bronson, proprietors of the Independent Cracker Bakery, died suddenly July 29. He was a young man of much promise. He leaves a wife to mourn his loss.

White Cloud—Jas. Ingells & Sons, proprietors of the White Cloud Novelty Works, expect to begin operations in their new factory by Sept. 1. They will manufacture hames and pressed steel hame fasteners and harness buckles.

Detroit—The Casket Shell Co. has filed articles of association with the county clerk. The capital stock is \$25,000, of which sum \$5,000 is represented to have been paid in. The incorporators are James P. Scanton, Edward W. Porter and William E. Warner.

Detroit—The Austin Separator Co. has filed articles of association with the county clerk. The incorporators are Lucian S. Moore, Clarkson C. Wormer, Eugene Austin and Charles J. O'Hara. The capital stock consists of letters patent for which the stockholders claim to have paid \$20,000 to Eugene Austin, the inventor of the separators.

Manistee—Salt matters are quiet, although there is a good, even movement of the product, and the boats are kept steadily at work. There has been some trouble among the packers, as the price per barrel was cut down a fraction of a cent, but as there are lots of idle men it is easy enough to fill their places, although not everyone can stand the work.

Detroit—Archibald G. Lindsay, as executor of the estate of the late D. M. Richardson—the founder of the Richardson Match Company, subsequently consolidated with the Diamond Match Company—has filed his final account in the Probate Court. The estate inventoried \$1,150,160. The dividends on the shares of stock in the match company amount to \$48,230 annually.

Detroit—The Vienna Brewing Co. has uttered a chattel mortgage covering its entire plant. It was given to Paul Weidner and John C. Carland as trustees for a long list of creditors, the total amount of liabilities being \$13,302.98, of which \$5,196 is in promissory notes and the remainder in open accounts. The heaviest creditor is the Canada Malt Co., their account being for \$3,357. The same company holds a note for \$1,000 given by the mortgagor.

Saginaw—Lumbermen are at loss in speculating as to the future. With such inducements to trade under ordinary conditions business would just boom, and the obstacle is that no one is able to make any predictions absolutely trustworthy as to what the future will develop. The crops are coming in good, and it would seem that a revival of business must soon make its appearance, but no one seems to know absolutely anything about it. In the meantime, stocks are growing larger. There is still a large quantity of lumber cut last year on hand unsold, and very little of this year's cut has been marketed. In consequence the

mill docks are loaded down and manufacturing hampered. A number of mills that shut down a month ago have not yet started again, and others will be forced to quit sawing. The Whitney & Batchelor mill docks are full and the mill is likely to be shut down the balance of the season. The firm has been transferring stock from the docks to Bay City, to make room to pile upon.

## No Compact Rate on Sprinkled Risks.

It appears to be only a matter of time when the straight line fire insurance companies will either be compelled to turn their talents into other avenues of usefulness or lower their rates. Their rates upon what are known as "sprinkled risks"—that is, manufacturing establishments protected by automatic sprinklers—have never fallen below 2½ per cent. As a consequence, the bulk of those risks have been taken by the Lloyds and mutuals. That the agents of the old companies should kick was perfectly natural. They saw a big lot of the very best business slipping through their fingers and into the books of the hated Lloyds and mutuals, and they were powerless to prevent it. Time and again the managers were besought to lower the rates, but they steadfastly refused, until, with their eyes half-opened to the truth, they discovered that the vast bulk of the business was going past their doors. Now, however, while their action will not turn the tide of business their way, it shows that they begin to realize that exorbitant rates on good risks are utterly incongruous and untenable. Sprinkled risks are as safe as any risks can be, and mutual companies have readily taken them at 1 and 1½ per cent. The Michigan Inspection Bureau has recently issued a circular in which it states that it will no longer name rates and advise forms of policies on sprinkled risks, which being interpreted, means that hereafter agents are at liberty to make their own rates. Family pride prevents the Bureau from lowering its rates, but it is willing that the agents should compete with the Lloyds and mutuals. There seems to be every encouragement for putting in automatic sprinklers, but automatic sprinklers may yet prove fatal to many of the board companies.

DANIEL ABBOTT.

## The Hardware Market.

Trade continues quiet and inactive, and while this is usually the case in July and August, we have all been looking for a marked revival, which, as yet, has not come. The long-continued drouth does not encourage the farmer and he, in turn, discourages the dealer, and the result is that but little is bought that is not absolutely needed. Rain in plenty—and a little less Congress—would produce a revival of business that would be appreciated by all.

Barbed Wire—Trade in barbed wire keeps up remarkably well and, while mills are not in full operation, it is quite difficult to secure prompt shipments. Prices on wire are now fully as low as they have been at any time this year and dealers who are in need take no chances in supplying their present wants. We quote from stock: painted, \$2.10; galvanized, \$2.50.

Wire Nails—As all of the nail mills have been closed during the month of July it is now very difficult to keep up one's assortment. The result of this long

stoppage has been an advance in price; and, as nails have been sold at less than they cost to make (so the manufacturers say) it is believed the present advance will be maintained. We quote \$1.40 rates from stock.

Window Glass—Is firm, as stocks are low. All the factories are out of glass, but only a brisk demand will result in prices being materially advanced. The uncertainty when glass factories will resume also affects the price very much. Eighty and 20 by the box and 80 and 10 by the light are regular quotations.

Clothes Wringers—Owing to an advance in rubber and the firm hold the wringer companies have on the market an advance has been made on the popular brands. We quote:

Novelty and Universal.....	\$22 doz.
Superior.....	19 "
Household bench.....	35 "

## Not Quite, but Near It.

Weary Watkins—"They's only one thing keeps me from becomin' a workin' man and joinin' a union."

Dusty Rhodes—"What's that?"

Weary Watkins—"I can't find no union what's on a strike all the time."

## PRODUCE MARKET.

Apples—There has been a big improvement in apples within the week, and also a falling off in price. Dealers now hold them at 30¢ to 50¢ per bu. Beans—Commission houses pay from \$1.50 to 1.65, holding at \$1.85 to 2 per bu.

Beets—Are held by dealers at 40¢ per bu. Blackberries—Are scarce and not very good. They are worth \$1 to 1.15 per 16 qt. crate.

Butter—Has gone up a cent. It is now held at 18¢ to 19¢ for best dairy and 22¢ to 23¢ for creamery.

Cabbage—Are worth 50¢ to 60¢ per doz.

Carrots—Have dropped to 8¢ per doz. bunches.

Celery—Fair supply of home grown which is held at 18¢ per doz.

Cucumbers—Hothouse grown are worth 12½¢ per doz. There was no pickling on the market.

Eggs—Are still held at 11¢ per doz.

Green Corn—Is in good supply at 10¢ per doz.

Muskmelons—Outside bring \$1 per doz. There were a few home grown on the market, beautiful, too, which were held at 8¢.

Onions—The supply of ripe is only fair at 75¢ to 80¢ per bu. Green bring 12½¢ per doz. bunches.

Green Peas—About out of the market.

Peaches—Hale's Early are coming in freely, selling readily at \$1.15 per bu. Early Rivers bring 75¢ per bu.—some as low as 50¢.

Potatoes—Are moving up. The supply seems good so far, but the crop is expected to be slim and they are moving accordingly. 70¢ is the dealers price.

Plums—Are scarce at \$2.25 per bu.

Pears—Californians are held at \$2.25 per box. Home-grown are sold for \$1.55 to 1.75.

Radishes—In fair supply but strong and pithy. They are held at 10¢ per doz. bunches.

Squash—Bring 2¢ per lb.

String Beans—Are of the poorest, and generally find their way to the dump. They are held for 50¢ per bu.

Tomatoes—Are slow sale at \$2.50 per bu. Home-grown will change all that in a few days.

Turnips—Are held at 40¢ per bu.

Watermelons—Are in steady demand and good supply at 15¢ to 18¢.

Henry J. Vinkemulder,

JOBBER OF

Fruits and Vegetables,

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

We wish to call your attention again to Peaches. We shall handle lots of them this year and will fill your orders with only good shipping stock and make price as low as possible on day of shipment.

Quote you apples at \$1.50 to 2 per bbl. for choice eating. Good cooking, \$1.75 to 2 for sugar bbls. Watermelons, cheaper, 15¢ to 18¢ each. Fine home-grown celery, 15¢ doz. Summer squash, dry onions, tomatoes, cabbage, muskmelon, etc., at lowest market prices. I also handle California fruit. Better send me a trial order. I am certain that I can please you.



GRAND RAPIDS GOSSIP.

G. D. Lovely has resumed the hardware business at Lakeview. Foster, Stevens & Co. sorted up the stock.

Geo. J. Rider and Jno. Gain have embarked in the boat building business at the corner of Newberry and Kent streets.

It is Kloet & Huizinga, instead of Cornelius Huizinga, who succeed Jonkman & Kloet in the hardware business at 317 South East street.

John Dalavo, formerly engaged in trade at Wyman, has opened a grocery store at his mill, six miles north of Wyman. The Olney & Judson Grocer Co. furnished the stock.

Casper Schutt, whose grocery stock was destroyed in the conflagration at Lakeview, immediately resumed business, purchasing an entirely new stock of the Musselman Grocer Co.

Don. J. Leathers states that there is an awakened inquiry as to stumpage, which is regarded as an indication that business will shortly get on its feet. Mr. Leathers is interested wholly in Minnesota pine stumpage.

W. E. Bender, formerly engaged in the grocery business at Goshen, Ind., has decided to re-engage in the same business in connection with his wholesale and retail tobacco business. Hawkins & Company have the order for the stock.

H. A. Olney has sold a half interest in his grocery stock at 220 Plainfield avenue to J. M. Robinson, formerly station master at the Sweet street depot of the Consolidated Street Railway Co. The new firm will be known as Olney & Robinson.

The Olney & Judson Grocer Co. sold four grocery stocks to go to Lakeview last week, the purchasers being B. F. Thompson, C. M. Northup, J. T. Butler and E. C. Saxton & Co. The latter also put in a crockery stock, furnished by H. Leonard & Sons.

Foster, Stevens & Co. are changing the location of the office of their wholesale department from the center of the store to the rear frontage on Louis street, enabling the occupants to utilize more daylight and less artificial light. The office will also be enlarged, to accommodate the enlarged force rendered necessary by the purchase of the Gunn Hardware Co.'s stock and business.

The Grocery Market.

Sugar—The market continues to advance, with every prospect of still higher prices later on.

Corn Syrup—The manufacturers have advanced their quotations 8c per gallon, owing to the prospective shortage in the corn crop.

Cheese—The market continues to strengthen, owing to the curtailment in the output incident to the drouth.

Oranges—Sell very slowly, the trade seeming to think the price too high. Local wholesalers have Imperials and 200 size Rodis, which they will close out very close to first cost.

Bananas—Are plenty and sell reasonably, although there is a scarcity of good shipping bunches in every car that comes in, owing to the extremely hot weather, which ripens them up so fast. Ordinarily, the local peddlers take all the ripe offered, but so many of them have turned their attention to vegetables that over ripe fruit goes a begging.

Lemons—Show little or no change from last week's quotations. Dealers report a fairly good demand, but the large quantities coming forward have prevented the realization of what could be called high prices. Nearly all the cargoes show such a percentage of waste that auction purchases by the Western trade are small, it being much better and more satisfactory to let the New York firms take the different lines and put them in order there, thus saving the payment of freight on decayed stock. Prices range from \$4.25@5.50 for Messina stock and from \$6@8 per box for Majoras, which are packed in extra large boxes.

Foreign Nuts—Continue to rule low and no change appears probable for some time, except in Brazils, which are a little firmer and a slight advance in prices is probable.

Candy—Is looking up. The recent advances in sugar are having their effect and wholesale dealers and all jobbers who handle confectionery are placing large orders, in anticipation of still further advances.

Pork—Receipts of hogs on Chicago market for the week were 167,503, being a decrease from last week of 17,516 and an increase over the same period last year of 95,000. The receipts for the year to date show a gain of 903,000 over the same period last year. Business in the local market is reported good, with prices on the gain. Everything in smoked meats has gone up 1/2c per lb. Mess pork has risen 75c per bbl., and Short Cut 25c per bbl. Compound lard has gone up 1/4c per lb.

Checkmated by the Mayor.

The police department is still complaining that it is hampered in its efforts to enforce the license law by the Mayor's persistency in granting permits. It is claimed by the police that they have no means of knowing who have or have not permits; all they can do is to chase an unlicensed peddler until they run him down, and then, in all probability, when they have caught him, he will pull a permit on them. The police no longer have access to the book in which the Mayor records the names of those to whom he has issued permits, and, as they are never notified when permits are granted, they are seriously handicapped in their work. They have, therefore, about concluded that it is useless to attempt to enforce the law in existing circumstances. It entails too much work and results are too small to justify the outlay.

It is presumed that the Mayor is performing his duty, as he sees it, and that he is actuated in all he does by the best motives; but it may be questioned whether, after all, he and the police force are not working at cross purposes. It is plainly the duty of the police to enforce the laws as they stand upon the statute book, unless those laws are repealed by the power which created them. Legally, the police have no right to pay any attention to permits granted by the Mayor or anyone else. It is "the divinity which doth hedge a king," the respect which is rightly paid to the office of Mayor, that gives these permits any force whatever; and further, the police are loth to raise a controversy with the city's chief executive. But for these reasons Mayor Fisher would have seen of how little value are his permits. So far, he has the respect and confidence of the entire community,

but there are many who believe that in this matter of granting permits to peddlers he is making a mistake. At least it would be well if he would take the police department more into his confidence, so that they would be saved much useless work and their services be given in such directions as shall make them of some value to the city.

Purely Personal.

H. Fred DeGraff, sundry salesman for the Hazeltine & Perkins Drug Co., is spending his week's vacation in Chicago.

Miss Nelle B. Rogers, stenographer for the Hazeltine & Perkins Drug Co., is spending her week's vacation at Petoskey.

John H. Hoogstraat was called upon to mourn the death of his wife Aug. 9. They had been married only about a year. Gastric fever was the cause of death.

J. Harvey Mann, who has been identified with the Gunn Hardware Co. since its organization, has taken a position in the wholesale department of Foster, Stevens & Co.

Amos S. Musselman has been confined to his bed by illness since last Friday. He was so far recovered Monday that he expected to resume his usual duties by the middle of the week.

Wilder D. Stevens and son, Forris, left Tuesday for Detroit, whence they ship on an Anchor line vessel to Duluth, thence to Buffalo and back to Detroit, the round trip requiring two weeks.

Orris S. Hawes, purchasing agent for Buckley & Douglas and the Manistee & Northeastern Railroad Co., at Manistee, has resigned his position, to take effect Sept. 1, when he will go to Grayling and take charge of the lumber business of Salling, Hanson & Co. for a few months, after which he will assume control of the Detroit office of that firm. Mr. Hawes was born in Housatonic, Mass., March 9, 1868, coming west in the spring of 1884 and locating in Manistee, where he entered the employ of the hardware firm of Parry, Mee & Co., remaining in their employ until January, 1891, when he resigned to take the position he has just resigned. Mr. Hawes is a young man of ability and energy and will surely meet with success in any avenue in which he may cast his lot.

The Dry Goods Market.

Prints—Are very low in price. A large trade has been done during July and August on new fall work.

Cambries—Are now quoted at 3 1/2c for best grade and 3 1/4c for second quality.

Dress Goods—Jobbers are now getting their assortments in stock. Prices range from 10 1/2@37 1/2c in mixtures, plaids and stripes. Covert cloths are having first call.

Cottons—Lawrence L L and Beaver Dam are now jobbed at 4 1/4c in bale lots.

As soon as the Knights of Labor resolved to attend to their own business, keep out of politics and other people's strikes, the high-salaried agitators immediately lay plans to organize a Universal Federation of Labor that will knock the knights out and make them sick. They will need the assistance of workingmen, and will not succeed.

"What's the matter that there is no dinner ready?" asked the labor leader. "The cook quit," replied the wife, leaning back in her chair and fanning gently. "Why don't you get it ready yourself? You know how well enough." "Me! I'm out on a sympathetic strike with the cook."

FOR SALE, WANTED, ETC.

WANTED—FURNITURE AND FIXTURES for a drug store. Price must be right. Address C. W. Vining, Lakeview, Mich. 556

WANTED FOR CASH—STOCK GENERAL merchandise. Must be cheap. Also store building in Northern Michigan. W. H. Pardee, Freeport, Mich. 584

WANTED—TO EXCHANGE STORE BUILDING in Vassar, Mich., for stock of merchandise worth about \$1,000. Store to rent. Address T. W., 506 Cherry St., Toledo, Ohio. 582

WANTED—A DEALER IN EVERY COUNTY to handle the Peerless typewriter. Send for circular. Barker & Saunders, State Agents, 19 and 21 Fountain St., Grand Rapids. 583

IF YOU WANT TO SELL OR TRADE, SEND a list of your property and 25 cents to pay for advertising same. We have a good many chances for you. Address Business Men's Exchange, Bay City, Mich. 580

FOR SALE—TWO PRESCRIPTION CASES, one pair druggist's prescription scales, four section druggist's drawers (only one year old), six four foot show cases, very cheap. Address J. C. Pitkin, Whitehall, Mich. 581

FOR SALE—FIRST-CLASS FIXTURES FOR hotel, restaurant and bar in best city of 10,000 people in Ohio, five railroads and good manufacturing town; twenty-four rooms in hotel; low rent and a 10 year lease. Address Palace Hotel, Fostoria, Ohio. 585

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.

WANTED—EVERY DRUGGIST JUST starting in business and every one already started to use our system of poison labels. What has cost you \$15 you can now get for \$4. Fourteen labels do the work of 113. Tradesman Company, Grand Rapids.

FOR SALE—LARGE STORE, WAREHOUSE, barn, etc., with one-half interest in stock of general merchandise in the village of McBain, Missaukee county, Mich. For terms write to Gillis McBain, McBain, Mich. 578

WANTED—A GOOD SMALL SECOND-hand safe. Must be cheap. Write us particulars. Morden & Miner, Alma, Mich. 577

FOR SALE OR EXCHANGE—2,400 ACRES of A No. 1 white and red oak and hickory timber in northwestern Louisiana, four miles from railroad one-half mile from another line, surveyed and partly built. Soil No. 1. Title guaranteed. For particulars address No. 576, care Michigan Tradesman

TO RENT—BEST LOCATION IN THE CITY. The new Waldron Building, opposite union depot, 50x80 feet. Three stories and basement. Suitable for wholesale trade. Apply to Scribner Bros., 67 Lyon St. 575

WANTED—STOCK OF GROCERIES—NOT to exceed \$1,500—in exchange for cash and real estate in a thriving Nebraska city. Address F. H. Clark, Ashley, Ind. 573

WANTED—STOCK OF GOODS. WILL PAY spot cash. Must be cheap. Don't write unless you mean business. Address Warner & Dunbar, Parma, Mich. 574

FOR SALE—A COMPLETE STOCK OF drugs and fixtures. Will invoice about \$2,000. Corner store. Nice location. Rent, \$1.50 per month. I have just invented and patented a cash register and want to give my entire time to manufacturing same. Will sell stock at a sacrifice. It is a good opening for a young physician. It is in a thickly settled neighborhood and no doctor's office near. Address M. Blank, 416 West Bridge St., Grand Rapids, Mich. 569

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

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

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

A BUSINESS CHANCE—FOR SALE OR EXCHANGE for farm or city property in or near Grand Rapids, the Harris mill property situated in Paris, Mecosta, Co., Michigan, on the G. R. & I. 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

PLANING MILL—WE OFFER FOR SALE the North Side Planing 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



CURRENT CRITICISMS.

If the Capitol at Washington only had a windmill on it, the tariff debate might not be without tangible results.

There wasn't anything sinister, was there, in making Fred Ball chairman of the picnic sports committee?

There is a man in this city named Szezyglowski. Isn't that sufficient proof that our immigration law need to be radically changed?

THE TRADESMAN has it on good authority that a new secret society is being organized, something like the Mafia or Molly Maguires, whose main object will be to kidnap United States Senators and slowly torture them to death by reading their tariff speeches to them.

The Sugar Trust has done its best to sweeten the tariff debate in Congress; but judging by the way some of the Senators are squealing, their sugar must have soured on their stomachs.

Life may be a very pleasant thing and all that, but when a man stops you on the street and asks you if gooseberries are from the egg plant, you lose some of the sweetness of it, to say the least.

The people whom Sovereign, Debs & Co. so ably misrepresent seem to be souring on them. Their jaws are losing their grip.

Debs is thinking seriously of taking to the lecture platform. A dime museum is suggested for his distinguished consideration.

As a weather prophet, Brother Harris out-Wiggins Wiggins. But how does he get his information?

The Street Railway Co. did the square thing by the grocers this year. You can always get what you want from the Street Railway Co.—if you pay for it.

Senator Peffer may soon have an opportunity to reflect upon the fleeting nature of earthly fame. There is an aspirant for congressional honors in Kansas whose whiskers are several feet longer than Peffer's.

If the foot and mouth disease would only strike Congress! There is no good reason why it should not.

A Great Surprise.

He was about as close fisted as they ever get in this world, and he got no better as he grew older. On his wife's last birthday a neighbor stopped in his office. "By the way," said the old fellow, "this is my wife's birthday, and I want to surprise her some way. What would you suggest?"

There is, perhaps, nothing in the world of business which brings so rapid a return in dollars and cents, and which so quickly develops a good trade as politeness and equability of temper. On the other hand, there is something that is called "gush" which, although intended for politeness drives many a customer away and has the very opposite effect to that intended. A business man should neither talk too much nor too little, and always use discretion and prudence in what he says.

Dry Goods Price Current.

Table listing various goods and their prices, including categories like UNBLEACHED COTTONS, BLEACHED COTTONS, CANTON FLANNEL, DRESS GOODS, COBSETS, CORSET JEANS, PRINTS, COBSETS, COBSET JEANS, and TICKINGS.

DEMINS.

Table listing various goods and their prices, including categories like AMOSKEAG, GINGHAMS, GRAIN BAGS, THERMALS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMEY FLANNEL, CANVASS AND PADDING, DUCKS, WADDINGS, SILK, HOOKS AND EYES—PER GROSS, PINS, COTTON TAPE, SAFETY PINS, NEEDLES—PER M., TABLE OIL CLOTH, COTTONT 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, 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,

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Tradesman, Superior, Universal.

Manufactured only by

TRADESMAN COMPANY, Grand Rapids, Mich.



CHICAGO VS. BALTIMORE.

Which Liar is Entitled to the Championship?

About July 1 the Olney & Judson Grocer Co. received a circular from a manufacturing glassware house, saying that the fruit crop this year would be the largest harvested for years and that it would be a good idea to lay in a big supply of fruit jars, as there was sure to be the biggest kind of a demand for them.

BALTIMORE, Md., July 6—Your valued favor 3rd, enclosing E. O. Ward & Co.'s circular in regard to fruit jars, is received, and we have had the heartiest kind of a laugh over it.

The desire of Meehan & Co. to "bull" the canned goods market was a perfectly natural one, and they could only do it by making the fruit crop a small one.

CHICAGO, July 5—They used to say that a Barlow knife was a standard of all that was good and would just about begin to cut where others left off.

The difference between Meehan and ourselves is that Meehan is trying to sell peaches, while we are trying to sell jars.

If peaches are not a drug on the market this fall we miss our guess. When Whitney, of Philadelphia comes West looking for jars to take care of his demand, as he has been doing during the past week; when our sales in the East over those of the West, for the past thirty

days, have been as ten to one; when we find on our desk this morning inquiries for a number of cars from Baltimore (one of which states that they are jobbing quarts at \$5 and one-half gallons at \$7), we begin to think that that church member is a backslider, and that he will be ready even to tackle peach brandy before the season is over.

You will probably find Mr. Meehan, along about peach crop time, giving his entire attention to oysters, and if he continues to issue circulars in the line of his present peach crop circulars, he will feel like joining McGinty at the bottom of the sea, where the oysters grow.

Hang up both circulars and let time prove who is entitled to the front pew.

Yours truly,

E. O. WARD & CO.

All this happened a month ago, and the present indications are that the Chicago liar came nearer the truth than his Baltimore competitor, although it is usually a standoff between the prevaricators of those two markets.

The letters above given plainly disclose the conflicting position in which the dealer—wholesale as well as retail—sometimes finds himself in when endeavoring to ascertain the facts in regard to the prospective demand of any staple.

Laboring men are burdened with cranks as much as with criminals. There are those who lead them after the torch of anarchy to deeds of violence, and those who, consciously or unconsciously, bewilder and misguide them by filling their minds with such folly as we have heard talked on all sides about arbitration.

Four billions of paper bags are used in the United States every year. Of these the Paper Bag Trust turns out 65 per cent. Not long ago a process was devised by which three-eighths of an inch of material could be saved in the cutting of each bag, resulting in the saving for the first year of \$70,000.

Crystal Springs Water & Fuel Co.,

Jobbers of

COAL, COKE AND WOOD,

65 Monroe St.,

GRAND RAPIDS, MICH.

Correspondence solicited with outside dealers.

Hardware Price Current.

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

Table listing hardware prices for various items including augers and bits, axes, barrows, bolts, buckets, cast loose pin, and various tools.

Table listing hardware prices for various items including wrought loose pin, grain, cast steel, rim fire, central fire, socket firmers, socket framing, socket corner, socket slisks, butchers' tanged firmers, white crayons, planished 14 oz cut to size, cold rolled, cold rolled, bottoms, morse's bit stocks, taper and straight shank, morse's taper shank, dripping pans, small sizes, large sizes, com. 4 piece, 6 in., corrugated, adjustable, expansive bits, ives', disson's, new american, nicholson's, heller's, heller's horse rasps, galvanized iron, stanley rule and level, door, mineral, jap. trimmings, door, porcelain, plated trimmings, door, porcelain, trimmings, drawer and shutter, porcelain, russell & irwin, mallory, wheeler & co., branford's, norwalk's, adae eye, hunt's, sperry & co., coffee, parkers, landers, ferry & clark's, enterprise, molasses gates, stebbin's pattern, stebbin's genuine, enterprise, self-measuring, nails, advance over base, steel nails, wire nails, base, 60, 40, 30, 20, 16, 12, 10, 8, 7 & 6, 3, 2, fine 3, case 10, case 8, case 6, finish 10, case 8, case 6, clinch, 10, case 8, case 6, barrell, ohio tool co., scotia bench, sandusky tool co., bench, stanley rule and level, fry, acme, common, polished, iron and tinned, copper rivets and burs, patent planished iron.

Table listing hardware prices for various items including hammers, maydole & co., yerkes & plum's, mason's solid cast steel, blacksmith's solid cast steel hand, hinges, gate, clark's, state, screw hook and strap, longer, screw hook and eye, barn door kidder, champion, anti-friction, kidder, wood track, pots, kettles, splders, gray enameled, stamped tin ware, japanned tin ware, granite iron ware, wire goods, b. light, screw eyes, hook's, gate hooks and eyes, stanley rule and level, sisal, manilla, steel and iron, try and bevels, mitre, sheet iron, nos. 10 to 14, nos. 15 to 17, nos. 18 to 21, nos. 22 to 24, nos. 25 to 28, all sheets no. 18 and lighter, wide not less than 2-10 extra, sand paper, list acct. 19, '86, silver lake, white a, drab a, white b, drab b, white c, discount, 10, sash weights, solid eyes, hand, silver steel dia. x cuts, special steel dia. x cuts, champion and electric tooth x cuts, traps, steel, game, oneida community, newhouse's, oneida community, hawley & norton's, mouse, choker, mouse, delusion, bright market, annealed market, coppered market, tinned market, coppered spring steel, barbed fence, galvanized, painted, horse nails, au sable, putnam, northwestern, baxter's adjustable, nicked, coe's genuine, coe's patent agricultural, wrought, coe's patent, malleable, miscellaneous, bird cages, pumps, clarn, screws, new list, casters, bed a d flats, dampers, american, forks, hoes, rakes and all steel goods, metals, pig tin, pig large, pig bars, zinc, duty: sheet, 2 1/2 c per pound, 60 pound casks, per pound, solder, extra wiping, the price of the many other qualities of solder in the market indicated by private brands vary according to composition, antimony, cookson, hallett's, tin-melvin grade, 10x14 ic, charcoal, 14x20 ic, 10x14 ix, 14x20 ix, each additional x on this grade, 10x14 ic, charcoal, 14x20 ic, 10x14 ix, 14x20 ix, each additional x on this grade, roofing plates, 14x20 ic, 14x20 ix, 20x28 ic, 14x20 ix, 14x20 ix, 20x28 ix, boiler size tin plates, 14x28 ix, 14x31 ix, 14x36 ix, for no. 8 boilers, 14x60 ix.



# MICHIGAN TRADESMAN

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at  
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— BY THE —

TRADESMAN COMPANY.

One Dollar a Year, Payable In Advance.

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Communications invited from practical business men.

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

Sample copies sent free to any address.

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

E. A. STOWE, Editor.

WEDNESDAY AUGUST 15.

## A TRAITOR IN OFFICE.

Herbert W. Bedell is Secretary of the Central Labor Union. He is also Clerk of the Grand Rapids Police Court. As to his oath of office in the C. L. U. nothing is known outside that organization; but as clerk of the Police Court he has sworn to uphold and execute the laws in an impartial manner. The C. L. U. in its wisdom has decided that no member of a labor union should belong to the State militia or any other military organization. Mr. Bedell, as Secretary of the C. L. U., has mailed to every member of his order, a copy of the resolution embodying the above prohibition. The *Evening Press*, of this city, very kindly says, for Mr. Bedell, that he neither approves nor disapproves of the resolution. Still, it may be presumed that he has "views" on the subject, but hesitates to give them utterance until he knows what the public thinks about the matter, for, if he is a sensible man, he knows that the C. L. U. is not the public—not by a large majority. The C. L. U. did not elect Mr. Bedell Clerk of the Police Court last spring; he would have been elected (if he had been nominated) even though the C. L. U. had never existed. Anyway, he was elected, and what some foolish people would like to know is whether his duty to the public or his duty to the C. L. U. is to be paramount; and, further, whether he considers it quite consistent with his oath to uphold the laws, that he should be circulating a document which, if it has any intention at all, is intended to prevent the execution of the laws in certain exigencies? Mr. Bedell may say that he neither approves nor disapproves of the action of his organization; he may even say that he does not approve of it; he is a member of the C. L. U., and its Secretary, and is doing his utmost to carry the resolution of the body into effect. Can Mr. Bedell figure out any difference between himself and the strongest supporter of the resolution? Not only the State, but the Nation depends almost entirely upon the State militia for defense. The United States has no great standing army—indeed, it needs none—but it would be worse than folly for the country to endeavor to get along without some sort of

military system, and the organization and equipment of the State militia is the recognition of that need. It is not conceded for a moment that the action of the C. L. U. will have any effect upon the State militia, but, knowing the intention of that action, the people have a right to take cognizance of it; and when a public officer, a servant of the public, lends himself to a scheme to break down the public defense against disorder and mob rule, and even worse, he has no right to expect that the public will remain quiet, or that the silly plea that he neither approves nor disapproves of the action of the organization of which he is a member will save him from the consequences of his act. The people have a right to expect fealty to the law in an officer of the law, but they have little hope of finding it in one who is doing all he can to make the execution of the law impossible.

## THE WAR ON THE ANARCHISTS.

All the European countries are now engaged in the serious business of rooting out the anarchists. The numerous outrages perpetrated by these pests of society during the past few years have convinced the European Governments that the evil can be cured only by a resort to extraordinary methods, and by co-operation on the part of the different countries to drive out dangerous anarchists.

The assassination of President Carnot has given a fresh impetus to the crusade against anarchy, even Great Britain having taken steps to prevent British territory to be used as an asylum for fugitive anarchists. France has passed stringent special laws which cover all the crimes connected with the anarchist propaganda. Under these laws all persons connected with anarchist conspiracies can be prosecuted and punished, and inflammatory utterances and articles are made crimes.

With all the rest of the world arming against the anarchists, the United States cannot afford to remain idle and permit the fugitive criminals from all European shores to seek the shelter of our shores. Such criminals will not hesitate to attempt to prosecute their evil designs in this country, and if the Government permits such persons to come here with perfect freedom, as at present, it will not be long before the outrages which have occurred in Europe will have their counterparts on this side of the Atlantic.

Recently, Secretary of the Treasury Carlisle sent a communication to the Senate Committee on Immigration, calling attention to the alarming increase in the number of anarchists in the country, and pointing out the necessity for changes in the immigration laws which will prevent fugitive anarchists from seeking an asylum in the United States. The Secretary points out that the European countries are banishing large numbers of anarchists, and that these undesirable persons are flocking to the United States, their presence here being a menace to our institutions and an absolute danger to the people.

In order to meet the threatened danger from the increase in the number of the anarchists, the Secretary of the Treasury has had prepared a bill which, while providing for new immigrant inspectors to be stationed at the principal ports of emigration, and making certificates from them prerequisites for admis-

sion to the United States, declares that anarchists and other undesirable characters who manage to get to America are to be sent back at the expense of the United States, and that a second attempt at landing will constitute an offense punishable by imprisonment in a penitentiary.

The House of Representatives has already passed a bill dealing with this matter, but Secretary Carlisle does not deem it stringent enough. The people of this country have no sympathy with the anarchists or their aims, and are perfectly willing to look upon them as outlaws, unworthy of the right of asylum in any civilized country.

## OUR LACK OF NAVAL RESOURCES.

The present war between China and Japan is likely to bring the United States into a more or less conspicuous position with respect to the other first-class powers. This country has important trade relations with both the belligerents, and a considerable number of American citizens reside within the boundaries of the two nations now at war. Although our government has announced that it would occupy a strictly neutral position, it will be compelled to protect American commerce in the far East, as well as to guard the lives and property of American citizens residing in that part of the world.

It will be necessary to keep the American Ministers and Consuls at their posts in both China and Japan, and, to do this, a sufficient naval force will have to be dispatched to safeguard these diplomatic agents. At the present time the United States has in the neighborhood of the hostilities but two vessels—one a modern warship of the best type, and the other a worthless old tub, incapable of making the voyage home to be broken up. By dispatching the *Charleston* from San Francisco, and sending two ships from the Behring Sea patrol, it would be possible to concentrate a small squadron of five ships on the China station within a few weeks.

A force of five ships will prove utterly inadequate to properly safeguard our interests in China and Japan. When the resources of the two contending powers are considered, it is evident that the hostile operations will be extensive and spread over a considerable area, hence it will be impossible for five ships to guard more than a few points.

The total inadequacy of our fleet to properly look after the extensive interests of the country, even in time of peace, is becoming daily more apparent. More ships are urgently needed, and yet Congress has made no provision at the present session for additions to the fleet, beyond a few torpedo-boats, which, while excellent in their way, are of no service on foreign stations.

## OBLIGATIONS OF NEUTRALS.

The formal declaration of war between nations imposes obligations on neutral powers. These are defined by international law, and governments are supposed to be particular in their observance.

There can be no enlistment in neutral countries for the army or navy of either belligerent. There can be no sale of war vessels to either, nor any fitting out of ships designedly for service in behalf of either. Penalty in the form of fine and imprisonment is prescribed for infraction of this law. The belligerents can

buy arms and ammunition in our markets but must get goods home as best they can. The ships of any nation can carry them, but they are liable to seizure by vessels of the hostile powers as contrabands of war.

This risk makes such shipments difficult, as articles contraband of war are not defined to a nicety. They are guns and ammunition, certainly. They may be also provisions, horses, coal, etc. The right of search is possessed by belligerents, and merchant vessels will not rashly imperil the greater part of their cargo by receiving contraband goods. The captain of the war craft discovering contraband goods, may conclude to seize the ship carrying them as well. The merchant ship ordered to "lay to" and submit to search can resist or run. Either form of refusal to yield gives license to the war ship to use force, which the nation whose flag the merchant man flies can not resist.

Either contestant suffering loss of ships must retrieve its fortunes as best it can. Until peace is declared, it can neither buy nor have built for it, in the yards of neutral powers, vessels of war. In the recent troubles in Brazil, the government of that country openly purchased and fitted out as cruisers, vessels in the United States. That was entirely within bounds, as the rebel fleet was not accorded belligerent right by any power.

Grocers' picnics are getting to be a regular and recognized feature of the season in several of the leading cities of Michigan. The grocers of this city held their annual picnic last Thursday when it is estimated that fully 15,000 people attended. The Jackson and Saginaw grocers held their annual outing last week and 3,000 and 4,000 people attended, respectively. The question is being asked by many, whether, after all, these affairs can properly be called "grocers'" picnics? The 300 grocers in this city are as a drop in the bucket compared with the enormous crowd which jammed the Reed's Lake grounds from end to end. To be sure, the grocers organized the picnic and advertised it, and provided the principal part of the attractions which drew the people to the resort on that day; but, beyond that, they do not appear in the affair. It was the Street Railway Co.'s and Caterer Swetland's picnic, for all practical purposes. They reaped the benefit of it, and the grocers did the work. Either the grocers should hold a picnic at which none but grocers and their immediate friends shall attend, or they should share more largely in the profits. They should have cleared not less than \$500 from Thursday's outing instead of the paltry sum which was grudgingly doled out to them. The Street Railway Co. and other interested parties at Reed's Lake should be given to understand that in future if they want the grocers' picnic, they should pay for it, and pay something near its value.

## From Out of Town.

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

A. C. Fassett, Watson.  
Jas. Vernor, Detroit.  
Parkill & Son, Owosso.  
Macomber & Bale, Lakeview.  
S. Hunting, Rockford.  
M. P. Gale & Co., Remus.  
John Crispe, Plainwell.  
Hiram Munger, Sullivan.  
J. Cohen, White Cloud.



## A TRANS-ASIATIC RAILWAY.

When a railway line was completed from New York to San Francisco, in 1870, one of the greatest works for the purpose of interior transportation ever undertaken in the world was accomplished.

From New York to the Missouri River, at Council Bluffs, in Iowa, the work was done entirely by private enterprise and with private capital. But that vast section from the Missouri River to the Pacific Ocean was completed by Government aid. The United States loaned its credit in the form of Government bonds to two companies—the Union Pacific and Central Pacific—which carried on the work. That loan is likely to prove a gift, since the two companies have become practically bankrupt, as it is claimed, through the plundering operations of some of their stockholders, and thus were founded some of the great fortunes of the California railway kings.

Nevertheless, the completion of a transcontinental railway from the Atlantic to the Pacific Ocean was a great affair in its day, and attracted deserved attention, exerting, as it did, an important effect upon the internal commerce of the country, and being the pioneer step in an active movement of railway building that has covered the vast region of country between the Mississippi River and the Pacific Ocean with a network of steel tracks and of telegraph wires which to-day are peculiarly the evidences of material progress.

The distance by rail from New York to San Francisco is 3,450 miles. It is but a bagatelle compared with the distance by land from the waters of the Atlantic, across Russia and Siberia, to the Pacific Ocean. From the Russian ports of Riga and Reval, on the Baltic, to Vladivostok, on the Sea of Japan, by the route a railroad would occupy, is 9,500 miles. A railroad already completed from the west to Cheliabinsk, in the Ural Mountains, is in progress of construction over this route.

The Russian Empire, with an area exceeding 8,500,000 square miles, or one-sixth of the land surface of the globe, and about 110,000,000 inhabitants, possesses enormous resources, especially in Siberia, which will enable it to compete with the greatest commercial nations of the world when the Siberia Railway is once working; but the principal incentive for the construction of the railway by the Russian Government is a strategic one, just as much as in the case of the Transcaspian Railway from the Caspian Sea to Samarkand, which, however, has risen to the greatest commercial importance, spreading the sphere of Russian influence to Persia, the Turkoman steppes, Afghanistan, and on the Pamir plateau. Along its whole breadth Siberia meets the Chinese Empire, with its 400,000,000 inhabitants, on the borders of eastern Turkestan, Mongolia and Manchuria.

The profound respect and friendly attitude of the Russian Government toward the United States, as well as the tacit agreement with France, which only nowadays has so energetically pushed forward its boundaries in Siam, at such a vast sacrifice of blood and money in Tonquin and Cochinchina, shows clearly that Russia understands very well the necessity of a triple alliance of its own.

The propriety of any sort of alliance between such a despotism as Russia and a popular representative republic like

the United States must always be highly questionable, if not wholly ill-assorted and improper; but it is evidently regarded in Russia as not only eminently proper, but extremely desirable, and, without doubt, Russia calculates on it in the event of a conflict which is at any time possible should Russia's aggressions in Asia trench too much upon England's interests there. The present conflict between China and Japan, over Corea, may even prove to be both an excuse and an opportunity for operations in Asia.

Of course, the Siberian Railway is primarily a commercial venture. The vast region of Asiatic Russia through which it passes is thinly populated. In many places the land is fertile, while the mountain regions contain rich mines of gold, platinum and gems. The country must be filled up with population to make its resources available. Russia has not yet become a land of refuge and of promise to immigration. Russia wants slaves and serfs, not people who cherish free thoughts and desire free institutions. Russia is out of place in Europe and is Asiatic in its methods, instead of European. That is the difficulty it will encounter in seeking a population to fill up its vacant lands. This will be the continual weakness of Russia. Its barbarian and often savage population cannot stand against the civilized and brave people of the freest nations in Europe, and, when the supreme struggle shall come, the people of the United States will not join fortunes with an Oriental despotism to crush free peoples and free institutions. That would be for the sun of progress and enlightenment to go back on the dial of civilization, which is impossible.

## THE LOW PRICE OF WHEAT.

With wheat down to a few cents below half a dollar a bushel—and that is the figure at which it has averaged for some time—it is cheaper than corn.

Wheat is now being used for food for stock, and its large percentage of nutritive matter is said to make it more economical for such purposes than is cheaper material. When it was first made public years ago that it had been found in many parts of the West cheaper to use corn on the cob as fuel in heating and cooking than to purchase wood or coal or to ship the corn to market, the statement was difficult of belief. So it should be of the story that wheat is being used for stock feed. But in this age so many strange facts have been realized that people are seldom surprised at anything.

The use of wheat for such a purpose is new and was not tried until in the past year. In the Northwest the experiment has been made, however, and is a success. Dairymen have found that it is the best food for their cows, and farmers have found that hogs and horses thrive upon it, and that at prevailing prices it is a very cheap food, being one-third cheaper per pound than oats, the same price as mill feed per pound, whilst, of course, much more nutritious. It is also much cheaper as a feed than corn at prevailing prices. It is, therefore, confidently predicted that during the next twelve months the amount of wheat used for this purpose, unless the price advances considerably, will be so great as to materially affect the amount which can be spared for export. It may have the effect of cheapening the prices of corn and oats also.

## Are You Selling



IF NOT, WHY NOT?

# I. M. Clark Grocery Co.

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 conflicted 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, Aug. 16 and 17, race week, to close out balance of fall and winter clothing. Customers' expenses allowed.

## For a Dislocated Jawbone

Consult the Doctor

But for Fits

In footwear

Consult the old reliable firm

Rindge, Kalmbach &amp; CO.

GRAND RAPIDS

**TWO REQUISITES TO SUCCESS.**

**Special Aptitude and Close Application to Business.**

Every man who would contribute to the sum of human happiness and add his mite to the advancement of human progress should be actuated with a desire to do right. Possessed with this stimulus, he should throw his best endeavors into that channel of usefulness best suited to his natural tastes and inclinations, for by so doing, he will be in possession of a most important business qualification requisite for the prosperous management of ordinary business—special aptitude for the work in hand.

Aptitude, in the dictionary, is defined as being a natural, or acquired, tendency, and it is upon this broad definition that I wish to present it as a requisite business qualification. I am aware that in this busy, hustling and money making age it is not an easy matter for the average American to figure out, with any degree of accuracy, what the natural bent of mind is; but the fact remains, nevertheless, that he must be specially devoted to whatever he undertakes if he wishes to succeed, whether such devotion be natural or acquired.

Some men—and men of sagacity, too—have denied the doctrine of natural tendencies, holding that any person, by dint of energy, may become whatever he chooses. This is an erroneous conclusion, as every close observer of human endeavor knows right well. It would be no more wide of the truth to assert that any one kind of soil might be made as profitable, if subjected to the same mode of cultivation, as any other kind of soil, as to claim that the natural talents and capabilities of any one man may be productive of satisfactory results in any given undertaking, as those of any other man, providing the same efforts are put forth. Lord Chesterfield asserted that any man, without the slightest reference to natural aptitude, may set about making himself anything he wished, but everyone knows how dismally he failed in the application of his doctrine, in trying to improve on nature in the case of his own son, Stanhope. This son was dull, heavy and loutish, and the untiring efforts of his father in the cultivation of the graces in this unnatural soil was an utter failure. There are thousands of just such cases where young men have been pressed into professions and business avocations for which they are not specially adapted, and the result is, invariably, failure. To no other cause, perhaps, is failure in life so frequently to be traced as to a mistaken calling. Sidney Smith represents the various parts in life which men in their omnifarious condition are called upon to play, "by holes in a table of different shapes—some circular, some square, some triangular, some oblong—and the persons acting these parts by bits of wood of similar shapes. In referring to the cause of failures in life, he says that "we generally find that the triangular person has got into the square hole, the oblong into the triangular, while the square person has squeezed himself into the round hole." This is a quaint, but too true, representation of the real condition of things. No wonder that the percentage of successes is so infinitesimally small in proportion to the total number who engage in business. Among the comparatively lesser number of failures in busi-

ness, I wonder how many round plugs might be found who were trying to fill square holes? Talk about natural fitness—why, the greater the effort made by these plugs the more painful the result—producing undue friction on all sides, while every corner is left unguarded and exposed.

"Our wishes are presentiments of our capabilities" is a true, noble maxim, of deep encouragement to all true men. Can anything be more reasonable than to suppose that he who, in attending to the duties of his business, can gratify the ruling passion of his mind, will be the most successful? The very fact that he has an original bias, or an acquired fondness, for the kind of business he is engaged in is the best possible guaranty that he will follow it faithfully and persistently. In fact, without special aptitude, it is very difficult for a man to throw the amount of zeal into his business which it demands; and where there is no zeal there will not be that close application and dogged perseverance which are so essential to success. If a man find his business a pleasure to him, he will naturally apply himself closely to it, which simple proposition brings me to another business quality, namely, close application.

Close application to business does not, necessarily, mean concentration of mind upon one kind of business. A man may undertake too much and apply himself so closely to it as to bring about a mental or physical collapse. He may weaken his powers to such an extent, by dividing his capital and personal supervision among so many different kinds of business that the most assiduous application will not save him from ruin and bankruptcy. The first law of success at this day, when so many things are clamoring for attention, is concentration—a bending of all the energies to one point and going directly to that point, looking neither to the right nor to the left. As a rule, the man who follows his natural and acquired aptitudes will run no risk of being scattered by the winds of misfortune. He will bring his guns to bear upon some point within his range where his efforts will be effective. Concentration of effort is a natural result of the doctrine of special aptitudes and is properly included in that topic, while close application embraces business routine and takes up matters of detail.

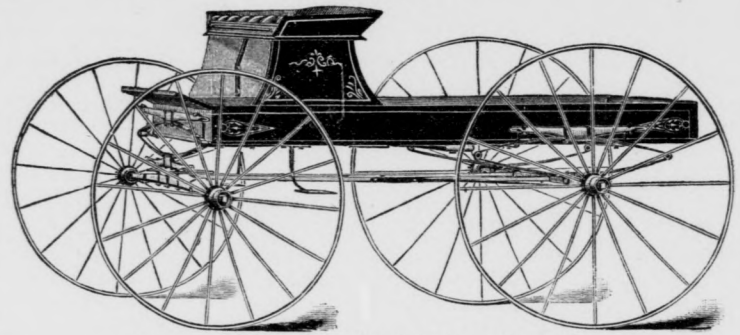
It is the result of everyday experience that steady attention to matters of detail lies at the root of human progress; and that diligence, above all, is the mother of good luck. Of course, a blind, stupid routine causes hindrance to business, but a wise routine greatly facilitates it and acts as the only check to rashness and incapacity on the part of individuals connected with the business, especially where it is divided into several departments. Every merchant should master all the details of his business, watching, with an eagle's eye, all the outgoings and incomings of the concern, if he would prosper by it. This means close application. A wise routine must necessarily be more or less complicated; for, although the great majority of men may be trustworthy and honest, it is absolutely necessary that provision should be made against not only the possible rogue, but the evil effects of carelessness and dereliction of duty on the part of every person brought in contact with the business as well.

Established 1865

**BROWN HALL & CO.,** MANUFACTURERS OF

**Buggies, Sleighs and Wagons.**

Grand Rapids, Mich.



**The Grocers' Safety—Made in Two Sizes Only.**

Body, 7 ft. long, 36 in. wide, drop tail gate.....\$40 00  
 Body, 9½ ft. long, 36 in. wide, drop tail gate..... 48 00

**FULLY WARRANTED.**

**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,**

**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.**



Many failures among retailers can be directly attributed to the lack of this essential business qualification. They become carelessly indifferent to the true condition of their affairs, taking things for granted in a blind, hopeful way and trusting in Providence, or chance, for results which can only be obtained through the exercise of "eternal vigilance" on their own part. The taking of inventories are neglected; credits are injudiciously given; no allowances are made for bad debts, deterioration or depreciation of stock brought about by changes in style and market fluctuations; the overstocking of unsalable and "shoddy" goods has crept on unheeded; bills payable have increased while bills receivable have decreased; interest has grown apace with bills payable; bills have matured unexpectedly; credit becomes impaired, the grim spectre of debt begins to haunt the establishment, hurling darts dipped in the gall of bitter disappointment and making horrid grimaces from the empty shelves—and, finally, the end comes. All this as a just penalty for overlooking matters of business detail. Concentration of effort on one pursuit, backed up by close application, will avoid these mercantile shipwrecks.

E. A. OWEN.

**The Working Classes as Millionaires.**

In denouncing capital the denouncers forget that the savings banks are the largest capitalists of all; that it is the working people themselves, through their agents—the savings banks—that drive the hardest of bargains. If the conditions are not observed on which these loans are made the evictions and the foreclosures are merciless in their exactions. If you don't believe what we say, you just go and try it on. So we think it should mitigate the malignity of the denouncers to think of this fact. If what you say be true, we say to them, you are yourselves—your class—the hardest of all taskmasters. Be more considerate, then, of the individual millionaire, by bestowing some attention on the collective—the Trust—millionaires of the savings banks, who, in the State of New York, have nearly \$700,000,000 loaned out, every dollar of which must be paid back in gold, and paid the day it is due. It is curious how hidden away some things are until you begin to look into them. The individual and the collective millionaires act upon the same business principles. If the one deserves to be pounded, so does the other. But a wise people will not interfere with either. They'll encourage both, for every dollar of either is quickly put out to earn interest, and in earning it give employment to working people of all kinds. You see this, don't you? Very well; if you do, when you hear a blatherskite going on against capital, tell him to sit down; and if he won't mind you, cough him down, for he doesn't know what he is talking about; he is confusing a clear subject with big words. Be always glad when a millionaire comes into your neighborhood with his money, to open a bank, erect a mill or build a railway. Surely, every honest fellow who doesn't drink or use opium must see this as we have stated it. Be thankful for millionaires, you goose.

GEO. R. SCOTT.

Coxey's army is all right. The men have had a good dead-beat tramp, and they are now fit to return to doing nothing, and living nowhere.

**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.



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.

**WALTER BAKER & CO.**



The Largest Manufacturers of **COCOA and CHOCOLATE** IN THIS COUNTRY, have received from the Judges of the **World's Columbian Exposition** **The Highest Awards** (Medals and Diplomas)

on each of the following articles, namely:

**BREAKFAST COCOA, PREMIUM NO. 1 CHOCOLATE, GERMAN SWEET CHOCOLATE, VANILLA CHOCOLATE, COCOA BUTTER,**

For "purity of material," "excellent flavor," and "uniform even composition."

**SOLD BY GROCERS EVERYWHERE.**

**WALTER BAKER & Co., DORCHESTER, MASS.**

**ELECTROTYPES**

DUPLICATES OF **ENGRAVINGS TYPE FORMS** SINGLY OR IN QUANTITY **TRADESMAN CO. GRAND RAPIDS, MICH.**

**Our Name**

Would denote our line of business to a stranger. It is multum in parvo. Everyone should know that we are



**Manufacturers of Confectionery.**

and wholesale dealers in lemons, oranges and bananas and that our trademark is a guarantee of purity and general excellence. Dealers in our lines of goods are fast finding out that **We Are The People.**

Your orders solicited.

**The Putnam Candy Co.**

**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.

**The Lawyer from a Moral Standpoint.**

There is a French proverb that "a good lawyer is always a bad neighbor," because, presumably, he is "considered as boding ill to the harmony of the settlement." This view is not, however, often taken seriously in the present day. A bad lawyer is still, no doubt, always a bad neighbor, but to be a great lawyer one must be a great and good man. His moral standpoint cannot be too high, for his duty calls him into all the shifting scenes of life, where honor is most needed and where dishonesty can most easily be concealed. It is said that a man will give something to save his soul, will give much to save his life, but will give anything to save his property; and by so much as this is true does the lawyer, more than the clergyman or the physician, keep the conscience of his client. The lawyer hears his secrets and reads his inmost thought, and the law itself forbids him to betray the knowledge thus obtained. He is sought by the widow and the orphan; he stands between the helpless or the timid and those who would oppress them. When the culprit stands before the bar of earthly justice, the lawyer steadies the hand that holds the scales. Not only in the active scenes of life is the lawyer a participant, but when the sands run low he is called, with confidence, to commit to legal form the last mortal wish of the departing—to preserve his earthly possessions to the objects of his affection. And if the sojourner go beyond, leaving no written expression of his will, he leaves to law and lawyers the disposition of his estate. More solemn responsibilities than these are not, and truly the law "employs, in its theory, the noblest faculties of the soul, and exerts, in its practice, the cardinal virtues of the heart."

In his capacity as counselor, the lawyer's moral obligation is very prominent. Litigation is an evil. To prevent litigation is often the lawyer's highest duty and most useful function. A client often seeks a lawyer with feelings roused to a pitch of indignation that blinds his eyes to justice, and precludes discriminating judgment. Trifling wrongs are magnified to mountains of oppression, until not justice, but revenge, must satisfy resentment. Let the lawyer then be calm and temper undue zeal; both parties may be honest, and offensive operations must be delayed. The lawyer's domain is reason, not the passions: let him be "a light to eyes blinded by hatred to their own interests." The prospective client is entitled to a candid opinion as to the merits of his case and as to the best course to be pursued, and such opinion he should receive even though it does not suit his fancy. Equity favors the compromise of doubtful claims. The law's sharp weapons should not be needlessly resorted to, and should seldom be directed against those who are more unfortunate than culpable.

In every life, questions of moral duty arise for daily settlement; paths constantly diverge, and the safe one must hourly and anew be chosen. There is no universal standard; each conscience must settle some things for itself, unaided but by an enlightened understanding. One thing positively, however, a lawyer may never do for his client what the common conscience of mankind would forbid that client to do for himself. He may not espouse the cause of one who seeks to

perpetrate a wrong through some chance advantage the law may happen to afford him. But not often, if ever, need a lawyer decline to undertake the defense of the accused. To secure to him those advantages and safeguards which the law, in mercy, offers him, is permissible and just. If more than this be expected or required, but one honest course is open; to decline peremptorily the proffered employment and forego the longed-for fee. Honest men decline opportunities for dishonest gain in every walk in life. However, by declining to espouse a cause because there seems to be ground for believing the party guilty, the lawyer would usurp the function of both judge and jury. The courts appoint attorneys for accused persons in extremity, and, where the issue is life or death, counsel thus appointed cannot refuse the trust, so jealous is the law of the security of its subjects, and so averse to judgment against any one unheard. Sharp practice, however, is no part of the lawyer's duty, nor do a client's wishes or instructions afford an excuse for unnecessary or unjust delay, and this view is held by the courts themselves. Chief Justice Holt said that an attorney who falsely delays justice is guilty of breaking his official oath. Cunning and trickery, snappish advantage taken of the mistakes and slips of others, will breed distrust among his fellows of the bar, and inevitably reduce his influence and effectiveness, while at the same time he sullies the fair fame of the profession in the eyes of a watchful public.

T. FLETCHER DENNIS.

**Sequence of the Pullman Strike.**

From the American Architect.

It is to be regretted that the people of the United States should have to recover the use of their ordinary highways at the point of the bayonet, but it is better to recover and hold them in that way than to give up the control of them, even for a moment, to people so reckless and malicious, or so unutterably base, as those who have managed the great railroad strikes for the past ten years. The example of the Pullman strike shows how false and dangerous are the doctrines in regard to workingmen which have gained so much credit and wrought so much misery within the present generation. According to those doctrines, a man who works with his hands is not a man, but a babe, who must be provided

with a clean house, not through the process of cleaning it with his own hands, but by having philanthropic people get up a subscription to hire some one to clean it for him; who must be amused with lectures, picture shows, and other distractions, at the expense of the public, or of amiable private persons, and whom it was right to encourage in every way to think that thrift, industry, sobriety, and self-denial were no longer necessary to one so favored, and that yelling and kicking, if long enough continued, were sure to bring him everything to which he might take a fancy. The lesson has not been lost: the babe of the nineteenth century, trained by the lullabies of the political economists, the dandling of the politicians, and the patient indulgence of the more rational part of the community, to combine the greedy helplessness of the infant with the strength and malice of the man, claws every day more viciously at what does not belong to him, and tramples more recklessly on the rights of other people. In the end, these rights must assert themselves, or perish in the worst of tyrannies; but a part of the harsh lesson by which they are defended should be reserved for the moonstruck philosophers and sentimentalists who have taught ignorant people that, instead of relying on their own exertions for improving their condition, looking out only to preserve and extend their freedom to use those exertions, they were entitled to trample on the freedom of others in order to get what they wanted.

**A Business Situation.**

From the Chicago Tribune.

An office boy in the employ of a real estate agent on Clark street struck for higher wages a week or so ago, and on the refusal of his employer to grant the increase he walked out.

Last Monday he went back to the office and suggested that the case be arbitrated.

"I have nothing to arbitrate," was the answer.

He went away and returned again yesterday.

"Will you arbitrate to find out whether there's anything to arbitrate?" he inquired.

"See here, my boy," said the real estate agent, taking a handful of papers out of a pigeonhole in his desk. "The only things to be arbitrated are these bills. I can't pay them. If you can you may take my job and I'll walk out!"

The boy is still considering the proposition.

Don't open accounts with strangers until you have investigated their standing and their ability to pay promptly.

Use Tradesman Coupon Books.

When a man knows nothing, he is generally so unfortunate as to let everybody know it who sees him.

**Reeder Bros' Shoe Co.,**

STATE AGENTS FOR

**The Lycoming Rubber Company,**

keep constantly on hand a full and complete line of these goods made from the purest rubber. They are good style, good fitters and give the best satisfaction of any rubber in the market. Our line of Leather Boots and Shoes is complete in every particular, also Felt Boots, Sox, etc.

Thanking you for past favors we now await your further orders. Hoping you will give our line a careful inspection when our representative calls on you, we are **REEDER BROS' SHOE CO.**

**GRINGHUIS' ITEMIZED LEDGERS**

Size 8 1-2x14—Three Columns.

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**H. M. Reynolds & Son.**

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

**Practical Roofers**

In Felt, Composition and Gravel.

Cor. Louis and Campau Sts., Grand Rapids

**THEY ALL SAY**

"It's as good as Sapolio" when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article.

Who urges you to keep Sapolio? Is it not the public? The manufacturers by constant and judicious advertising bring customers to your stores whose very presence creates a demand for other articles.



**Third Annual Excursion of the Jackson Retail Grocers' Association.**

JACKSON, Aug. 10.—The third annual excursion of the Jackson Retail Grocers' Association was held at Lakeview Resort, Devil's Lake, Aug. 9. Two trains left Jackson—one at 7:30 and another at 8 o'clock a. m.—arriving at Manitou Beach at about 10 o'clock. The resort, only three minutes' walk from the station, is one of the finest arranged places in the State for pleasure and comfort, and with a gravity railway, merry go round, swings, toboggan slide, numerous rowboats, three steamboats and good facilities for bathing and swimming, there was no lack of amusement or pastime. An invitation had been extended the Business Men's Association of Hudson to join with us, and, upon our arrival, we found the members there in goodly numbers, two trains being required to bring the people who came from Hudson, besides many driving from Hudson, Clayton and surrounding towns and from every direction from three surrounding counties. A conservative estimate made by those familiar with the grounds showed that there were between 4,000 and 4,500 people present. The sports of the day opened with a game of base ball between Hudson and Jackson in the forenoon. After dinner a brief open meeting was held at the pavilion in the grove. Then came the sports of the day, consisting of races of various kinds, jumping, hat kicking, tub racing, swimming, boating, pole walking and toboggan contests. It was intended to have a game of baseball between the wholesale and retail trade of Jackson, but owing to the lateness of the hour of finishing the other events, it was decided to play it at Jackson some future date. There were grocers present from many different towns, and a meeting was called for the purpose of considering the formation of a Southern Michigan Retail Grocers' Association similar to the Northern Michigan Association recently formed, but, owing to the late hour and the near approach to train time, the meeting was not held. I think, however, that a call will be issued for a delegated convention in the near future, when steps will be taken to form a strong and representative organization.

The trains returning left Manitou Beach at 7 and 9 o'clock p. m., with tired but happy crowds. The railway facilities were excellent, the superintendents of both roads looking carefully to the management, and the train master, station agent and two conductors, who have been with us on our other excursions, took good care of their passengers. Very much of the success which attended this third annual excursion was made possible by the able management of the chairman of the General Committee, D. S. Fleming, and by Messrs. Cottrell, Cummings, Griggs, Branch and Helmer, of the Committee on Sports, and Messrs. Hill, Lewis and Robbins, of the Committee on Transportation; in fact, all of the committee did their best to make the day a very pleasant occasion. President Heafner and his officers were a working committee all day, looking after the comfort of the guests. Many thanks are also due President Hall, Secretary Chancellor, and others of the Hudson Business Men's Association for courtesies extended to the Jackson Association during the day.

The Jackson grocers' excursions have become famous all over the country, many representatives of manufacturing and jobbing houses always being present from all sections of the country; and it goes without saying that the drummer always does his share to keep things moving. Many enquiries were made for the representative of THE TRADESMAN, but he was conspicuous by his absence.

W. H. PORTER, Sec'y.

He was a countryman, and as he walked along a busy thoroughfare he read a sign over the door of a manufacturing establishment: "Cast Iron Sinks." It made him mad. He said any fool ought to know that.

Rand, Mc Nally & Co.'s publications are boycotted by the trades unions. They can be obtained at any time and in any quantity of the Tradesman Company, Grand Rapids.

**Grand Rapids Retail Grocers' Association.**

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Elk's Hall, Monday evening, Aug. 6, President Viergever presided.

A communication was received from the H. J. Heinz Co., of Pittsburg, stating that it had forwarded 1,000 badges for decorating the grocers and their clerks on the occasion of their eighth annual picnic.

On motion of A. Rasch, the communication was received, and the Secretary instructed to communicate with the donors, returning the thanks of the Association.

J. Geo. Lehman, of the Committee on Flour, was unable to make a report, owing to the inability of the Committee to see Manager Rowe, of the Valley City Milling Co. The report was received, and, on motion of E. J. Herrick, the Committee was discharged.

A. J. Elliott, of the Executive Committee, asked further time to present a report in relation to the leasing of a hall for the ensuing year, which request was granted.

E. White introduced the subject of a permanent public market, which was discussed at some length, culminating in the presentation of the following resolution:

*Resolved*—That we favor the establishment of a permanent public market and recommend that it be located over Grand River, between Pearl and Bridge streets.

A. Brink moved that the resolution be laid on the table until the next meeting. B. S. Harris moved that it be adopted and a copy be sent to the Common Council, which was carried.

President Viergever appointed J. Geo. Lehman a member of the Committee on Trade Interests to fill vacancy.

The report of the Treasurer showed a balance on hand of \$229. There being no further business the meeting adjourned.

**The Grand Rapids Retail Grocers' Picnic.**

The eighth annual picnic of the Grand Rapids Retail Grocers' Association was a marvelous success in point of weather, attendance, excellent transportation facilities, lack of accidents and the general enjoyment of the occasion. The sports and games were carried out about as set forth in the program and nothing occurred to mar the enjoyment of the occasion. Too much credit cannot be accorded A. J. Elliott, chairman of the Executive Committee, for the painstaking efforts he made to render the event a success. He worked day and night to contribute to that end, and the result is a monument to his efforts.

**Annual Picnic of the Saginaw Grocers.**

SAGINAW, Aug. 10.—The fourth annual picnic of the Saginaw Retail Grocers' Association, which was held at Bay Port yesterday, was a remarkable success in every respect. Fully 4,000 people availed themselves of the opportunity to accompany the grocers on their annual outing and the result was one of unalloyed pleasure to all concerned. The sporting program was carried out in its entirety and created great amusement for both participants and spectators. A comfortable sum will be added to the exchequer of the organization.

**The Drug Market.**

Gum opium is very firm and advancing. Powdered is also higher.

Morphia is as yet unchanged.

Gum camphor, with other goods from Japan and China, is higher. We note an advance of 4c by the manufacturers in the past week.

Quinine is hardening daily and an advance by manufacturers is looked for in the near future.

Oils cassia and anise are very firm and tending higher.

**THE KING HAS COME!!**

**The CHAMPION CASH REGISTER**

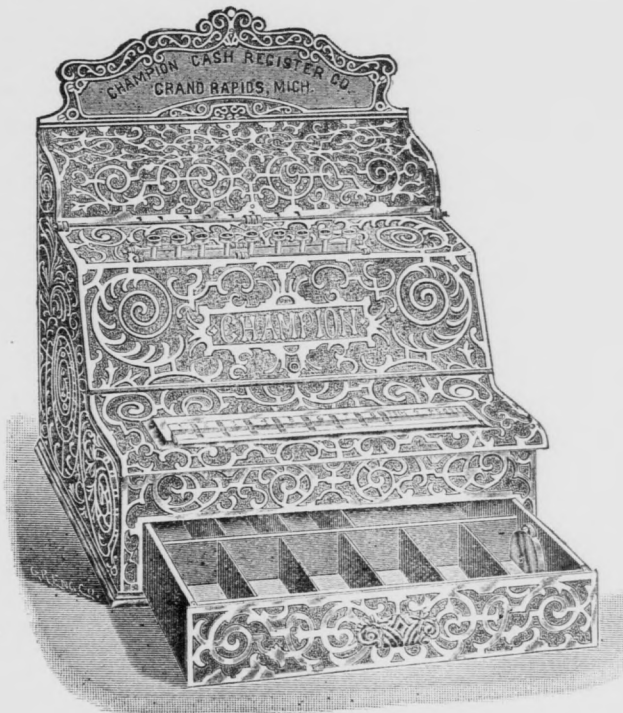
UNIVERSALLY ACKNOWLEDGED TO BE SUPERIOR TO ALL OTHER REGISTERS ON THE MARKET.

ORIGINAL IN DESIGN—HANDSOME IN APPEARANCE—SIMPLE IN CONSTRUCTION—INFALLIBLE IN ACTION—INDISPENSABLE TO THE PROGRESSIVE MERCHANT.

We aim to meet the needs of Legitimate Merchants—Do not Cater to Saloon Trade.

Some reasons for our claims, as set fourth in our Award by the World's Columbian Exposition:

1. For Handsome Design.
2. For Simple and Durable Mechanism.
3. For a Superior Device by which a Detailed Account of every Cash Transaction is Kept.
4. For Its Ability to Keep Separate Accounts for Each Salesman.
5. For the Instantaneous Display of All Accounts in Detail.
6. For the Method of Detecting Omissions and Errors.
7. For the Identifying of Delinquents.



**ONE OF MANY TESTIMONIALS.**

THUM BROS. & SCHMIDT, PHARMACEUTICAL CHEMISTS, 84 Canal St.

GRAND RAPIDS, Mich., Aug. 1, 1894.

CHAMPION CASH REGISTER Co.

GENTLEMEN—We have been using for some time past your Champion No. 9, and are pleased to say it fills the bill. We are enabled to keep absolutely correct account of each one of our clerks, and a detailed account of all our sales.

Also, we are especially pleased with your method of keeping the "Paid in" and "Paid outs." It supplants everything else that has been brought to our notice.

THUM BROS. & SCHMIDT.

Merchants desiring to inspect our Register are requested to drop us a card, so that one of our agents can call when in the dealer's vicinity. It will cost nothing to see the machine and have its merits explained.

Manufactured only by

**CHAMPION CASH REGISTER CO., GRAND RAPIDS, MICH.**

**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—Fred'k W. R. Perry, Detroit.  
 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

**Why Not Turn Your Knowledge to Account?**

The pharmacist often is called upon to dispense odd chemicals, and if he were to keep anything like the assortment in stock that he may have calls for occasionally, he would soon find his shelves stored with goods in some instances likely to spoil and in others to be unsalable. It is astonishing how often pharmacists let customers go without once remembering that on their shelves are all the chemicals necessary to produce easily and simply the required article. And if a given substance is wanted in the form of solutions, its preparation often would require but a minute.

The pharmacist, by so doing, can easily make a reputation for himself in the manufacture of these goods, and one can often hear people say, "We will go to So-and-So's pharmacy, for if he hasn't got it in stock he will make it for us." It is astonishing how soon such things become known, and when known, what a powerful influence they are towards building up a tradesman's business.

The writer calls to mind an instance of a physician who, after going the rounds of the stores, inquiring for subiodide of bismuth, came to the establishment where he (the writer) was employed, and inquired for the article. He was told that it was not in stock, but could be made for him within a certain time. At another time he wanted iodide of lime, and then saccharated iodide of iron, and thus became a regular customer. Another time a certain photographer came in and asked for chloride of lead and sulphate of lead. He was told that they were not in stock, but would be made for him. This gentleman afterwards took particular pains to send people to the store.

There is no place where a pharmacist can so easily make a reputation for himself, no place where he can occupy his spare time to so much advantage, as in laboratory work. And this work can be done without neglecting the mercantile part of his business. It is not the purpose of this article to advocate the making of chemicals in the drug store, for the reason that in most cases they can be purchased from reputable manufacturers for as little money as they can be made for by the pharmacist. And, therefore, there is no argument in favor of making them on the ground of economy.

But with odd chemicals it is different. The pharmacist cannot afford to buy them, for the sale would not justify, and in most instances they can be prepared from those chemicals carried in stock, and many of them can easily be made. Take, for instance, the lithium salts. Having the carbonate lithium in stock, the pharmacist is able to supply the citrate, salicylate, benzoate, borate, etc., in solution, in a few minutes. And he

can, also, easily prepare the salts themselves when so desired. The same is true of the ammonium salts, also those of potassium and sodium.

Some years ago, while employed in a pharmacy where many prescriptions calling for solution of benzoate of ammonium, ten grains to each dram, were filled, the writer had his attention called to the insolubility of the preparation as sold in the market. This is entirely due to the salt being of acid reaction instead of alkaline, as directed in the Pharmacopœia. Of course, solution could be effected by heat, but it would crystallize out when cold. This difficulty was remedied by adding ammonia in slight excess. In order to overcome the trouble, a permanent stock-solution was made up, containing ten grains to the dram. This solution was made by taking the proper amount of benzoic acid and water, applying heat, and adding ammonia to slight excess, filtering, and adding water to make the proper volume. Thus we were able to dispense these prescriptions rapidly and properly. It is an old practice, and a good one, to keep a 50 per cent. solution of acetate of potassium on hand for dispensing. Such a solution keeps well, and is easily made.

It is astonishing what a number of chemicals the pharmacist can prepare himself, with comparative ease, if he will consult his reference works. Such work makes him a better pharmacist, gives him a more accurate and practical knowledge of chemical process and the chemistry of what chemicals he handles. In fact, there is no line of work so conducive to the actual thoroughness of the pharmacist as this. It enables him better to understand the action of one chemical upon another, and to forecast results of combinations ordered in prescriptions, and often to save physicians from serious error. Again, it gives a clear and more practical insight into the arithmetic of chemistry, and in every way conduces to the benefit of the pharmacist. And the good which comes from that line of work is the advantage it is to the apprentice. He thus becomes familiar with the working-methods, and it is of great advantage to him. Seeing practical demonstrations of what pharmacy should be, he is better able to appreciate the teachings of the schools.

FRANK EDEL.

**Druggists As Opticians.**

An esteemed Canadian contemporary publishes in a recent number an article which plainly encourages the druggist to invest in a line of spectacles and to fit glasses on application very much after the manner of the optician. Editorially no comment was made on the contributor's statement of his own experience; but it may not be amiss to pause for a moment and weigh the proposition in its different bearings.

The fitting of glasses is very much of a piece with the fitting of trusses: both operations require skill, special anatomical knowledge, practical experience, and a good deal of that valuable faculty which warns its possessor when to beware of interference and to avoid danger by referring the subject to a competent medical adviser. The fitting of trusses is, indeed, profitable; but no man has any right to engage in this line of work unless he qualifies himself by special study and inquiry. Otherwise, it is distinctly his duty and his business to leave trusses alone. A bungler may

not alone inflict lasting harm upon a ruptured subject, but is sure to injure his trade severely.

All this applies with even greater justice and force to the fitting of glasses. That glasses are very generally selected by the optician, not by the oculist, is notorious. Few members of the be-goggled and be-spectacled community ever consult a medical specialist when feeling the need of artificial assistance for their failing optics. In many cases, we presume, no harm is done; but in many others very decided mischief results. We need only cite the irites, the numerous reflex nervous disturbances and the occasional losses of vision which follow in the train of badly fitted glasses and which not seldom admit of no correction.

In the first place, failing sight may be due to optical disease. To determine this question, demands a thorough knowledge of the anatomy and pathology of the eye—a knowledge which manifestly very few opticians or pharmacists can possess. Secondly, another large number of the people needing spectacles can be properly fitted only after the administration of a mydriatic—an operation which no one, save a properly instructed medical man, should permit himself to perform. Finally, judging from the work of veteran opticians and their utter inability, in most instances, to recognize an existing astigmatism, it is fair to infer that the druggist would not detect this common form of optical disease; hence, could not prescribe the suitable glass.

We concede that an intelligent druggist who takes pains to instruct himself thoroughly in the science of optics and the mechanics of the lense, ought to be quite as competent to prescribe glasses as the optician who now does it so frequently; but the work of the latter leaves much to desire, and the prudent druggist will soon learn that he had better resign the prescribing of glasses to the oculist, unless he first qualifies himself to act intelligently and then proceeds with care and caution in each instance. Not insignificant, surely, is the action of a number of extensive houses dealing in optical supplies—notably in the large Eastern cities—who employ a skilled ophthalmologist for this line of work exclusively. Such an assistant is a scientific expert, possesses the requisite knowledge and skill, and is capable of guarding against the accidents which form the frequent sequel of ill-chosen glasses.

**Storekeeping in the Coke Region.**

Every merchant is guided more or less in the purchase of his supplies by the character of his customers, but the men who run the general stores in the coke regions of Pennsylvania have more peculiar ideas to meet than is the lot of the average storekeeper. These stores are all controlled by the owners of the mines, and it is alleged that some of them force their men to buy from them exclusively. The profits of these stores are undoubtedly large, although the prices of some of them, at least, are lower than they are at the usual country stores. The unique features of the wares carried in these stores are the enormous feather beds, Polish and Hungarian head-dresses, heavy boots for the women as well as for the men, and all sorts of gaudy shawls and dress stuffs. Among the special provisions these stores supply are highly seasoned sausages and hams, such as are found in the Hungarian and Polish quarters of this town. The Poles are much more extravagant than the Hungarians, and buy much better and higher priced goods.

The Hungarians buy the cheapest kind of meat, of which they make their goulashes. They do not buy much of anything in the way of provisions, however, relying largely upon their gardens for vegetables, and occasionally killing one of their ducks or geese. The Poles, on the contrary, rely very little upon their own efforts, although they also have good gardens, but purchase the best foods that the stores have. Very few of the purchasers pay cash. Instead they secure from their foremen tickets for various amounts. These are presented at the stores in payment for supplies, and the clerks mark on them the amounts of their purchases. When the whole value of the ticket has been contracted for, it is taken up by the clerk of the store.

**Friendship Scores Again.**

From Brooklyn Life.  
 Priscilla—I want to get a gown to match my complexion.  
 Perdita—Why don't you get a hand-painted one?

The labor disorganizers of those days were not paid salaries for agitating and disturbing the peace, and inducing laboring men to quit work and become mendicants.

**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.

**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.

<b>Seely's Lemon.</b> (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
<b>Seely's Vanilla</b> (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

**BALD HEADS**

NO CURE. NO MUSTACHE.  
 NO PAIN. NO PAY.  
 CANDRUFF CURED.

Let me see Contracts to grow hair on the head or face with those who can call at my office or at the office of my agents, provided the head is not glossy, or the pores of the scalp not closed. Where the head is shiny or the pores closed, there is no cure. Call and be examined free of charge. If you cannot call, write to me. State the exact condition of the scalp and your occupation.

PROF. G. BIRKHOFF,  
 Room 1111 Marquette Temple, CHICAGO



Wholesale Price Current.

Advanced—Gum Oplum, Gum Oplum, po. Gum Camphor. Declined—

ACIDUM.		CUBEAE.		TINCTURES.		
Aceticum	80 10	Cubeae	2 00	Aconitum Napellis R.	60	
Benzoleum German.	65 75	Execrchthos	1 50 21 60	" " F.	50	
Boricum	30	Erigeron	1 50 21 60	Aloes	60	
Carbolicum	20 30	Gaultheria	1 70 21 80	" and myrrh	60	
Citricum	52 55	Geranium, ounce	70 75	Arnica	50	
Hydrochlor	3 5	Gossypil, Sem. gal.	70 75	Asafetida	50	
Nitricum	10 12	Hedeoma	1 25 21 40	Atrope Belladonna	60	
Oxalicum	10 12	Juniperi	50 2 00	Benzoin	60	
Phosphorium dil.	20	Lavandula	90 2 00	" Co.	50	
Sulphuricum	1 25 21 60	Limonis	1 40 21 60	Sanguinaria	50	
Tannicum	1 40 21 60	Mentha Piper	2 85 2 30	Barosma	50	
Tartaricum	30 33	Mentha Verid.	2 30 2 30	Cantharides	50	
AMMONIA.		Morrhuca, gal.	1 30 21 40	Capicum	50	
Aqua, 16 deg.	40 6	Myrica, ounce	50	Ca damon	75	
" 20 deg.	60 8	Oliva	90 2 00	" Co.	75	
Carbonas	13 14	Picis Liquida (gal. 35)	10 12	Castor	1 00	
Chloridum	12 14	Ricin	1 25 21 38	Catechu	50	
ANILINE.		Rosmarin	1 00	Cinchona	50	
Black	2 00 2 25	Rosae, ounce	6 50 2 80	" Co.	50	
Brown	2 25 2 50	Succin	40 45	Columba	50	
Red	45 50	Sabina	90 21 00	Conium	50	
Yellow	2 50 2 30 00	Santal	50 27 00	Cubeba	50	
BACCÆ.		Sassafras	50 25	Digitalis	50	
Cubeae (po 36)	25 30	Sinapis, ess. ounce	65	Ergot	50	
Juniperus	80 10	Tigil	21 00	Gentian	50	
Xanthoxylum	25 30	Thyme	40 50	" Co.	60	
BALSAMUM.		Theobromas	15 20	Guaiac	50	
Copalba	45 50	POTASSIUM.		Zingiber	50	
Peru	23 25	Bi Carb.	15 18	Bismuth	50	
Terabin, Canada	40 45	Bichromate	13 14	Iodine	75	
Tolutan	35 40	Bromide	40 43	" Colorless	75	
CORTEX.		Carb.	12 15	Ferr Chloridum	35	
Abies, Canadian	18	Chlorate (po 32 25)	24 26	Kino	50	
Cassia	11	Cyanide	50 55	Lobelia	50	
Cinchona Flava	18	Iodide	2 90 2 30	Myrrh	50	
Euonymus stropurp.	30	Potassa, Bitar, pure.	23 25	Nux Vomica	50	
Myrica Cerifera, po.	30	Potassa, Bitar, com.	23 25	Opil	85	
Prunus Virgini.	12	Potass Nitras, opt	8 10	" Camphorated	2 00	
Quillaja, grd.	10	Potass Nitras	7 9	" Deodor.	2 00	
Sassafras	12	Prussiate	28 30	Aurant Cortex	50	
Ulmus Po (Ground 15)	15	Sulphate po.	15 18	Quassia	50	
EXTRACTUM.		RADIX.		Rhatany	50	
Glycyrrhiza Glabra	24 25	Aconitum	20 25	Rhel	50	
" po.	33 35	Althae	24 25	Cassia Acutifol.	50	
Haematox, 15 lb. box	11 12	Anchusa	12 15	" Co.	50	
" 15.	13 14	Arum, po.	2 25	Serpentaria	50	
" 1/2s.	14 15	Calamus	20 40	Stromonium	60	
" 1/4s.	16 17	Gentiana (po. 12)	8 10	Tolutan	60	
FERRU.		Glycyrrhiza, (pv. 15)	16 18	Valerian	50	
Carbonate Precip.	15	Hydrastis Canaden.	15 20	Veratrum Verde	50	
Citrate and Quinia	23 25	(po. 35)	30	MISCELLANEOUS.		
Citrate Solub.	30	Helicore, Ala, po.	15 20	Ether, Spts Nit, 3 F.	25 30	
Ferrocyanidum Sol.	30	Inula, po.	15 20	" 4 F.	35 40	
Solut Chloride	15	Ipecac, po.	1 50 21 60	Alumen	24 28 3	
Sulphate, com'l.	7	Iris plox (po. 35 38)	35 40	" ground, (po.	30 4	
" pure.	7	Jalaps, pr.	40 45	7)	30 4	
FLORA.		Maranta, 1/2s.	35	Annatto	55 60	
Arnica	18 20	Podophyllum, po.	15 18	Antimoni, po.	4 5	
Anthemis	30 35	Rhel.	75 100	" et Potass T.	55 60	
Matricaria	50 65	" cut.	75 35	Antipyrin	21 40	
FOLIJA.		Spigelia	35 40	Antifebrin	25	
Barosma	18 20	Sanguinaria (po. 35)	20	Argent Nitras, ounce	4 48	
Cassia Acutifol, Tin-	25 28	Serpentaria	45 50	Arsenicum	5 7	
nivelly	35 50	Senega	55 60	Balm Gilead Bud.	35 40	
" Alix.	35 50	Similax, Officialis. H	40	Bismuth S. N.	1 60 21 70	
Salvia officialis, 1/2s	15 25	" M	25	Calcium Chlor, 1s, (1/2s	12; 1/4s, 14)	11
and 1/4s.	15 25	Scillae, (po. 35)	10 12	Cantharides Russian,	12; 1/4s, 14)	11
Ura Ural	8 10	Symplocarpus, Fœti-	2 35	Capsici Fructus, af.	21 00	
GUMMI.		du, po.	2 35	" po.	28	
Acacia, 1st picked	2 60	Valeriana, Eng. (po. 30)	15 20	" B po.	20	
" 2d	2 40	" ingiber a	18 20	Caryophyllis, (po. 15)	10 12	
" 3d	2 30	Zingiber j.	18 20	Carmin, No. 40	23 75	
" sifted sort.	2 20	SEMIN.		Cera Alba, S. & F.	50 55	
" po.	60 80	Anisum, (po. 20)	2 15	Cera Flava	35 40	
Aloe, Barb. (po. 60)	50 60	Aptium (graveleons)	18 20	Coccos	40	
" Cape, (po. 20)	2 12	Bird, 1s	4 6	Cassia Fructus	25	
Socotri, (po. 60)	2 50	Carui, (po. 18)	10 12	Centaria	10	
Catechu, 1s, (1/2s, 1/4s,	2 1	Cardamon	1 00 21 25	Cetaceum	40	
16)	2 1	Coriandrum	13 14	Chloroform	60 68	
Ammoniac	50 60	Cannabis Sativa	4 5	Chloral Hyd Cret.	1 25 21 50	
Assafetida, (po. 35)	40 45	Chenopodium	10 12	Chondrus	20 25	
Benzoinum	50 55	Pipterix Odonate	2 40 2 60	Cinchonidine, F. & W	15 20	
Camphore	48 52	Foeniculum	6 15	" German 3/4	12	
Euphorbium po	35 10	Foenugreek, po	6 8	Cork, Hat, dis. per	75	
Galbanum	2 50	Lini	4 2 43 4	cent	35	
Gamboge, po	70 75	Lini, grd. (bol. 3/4)	3 4 4	Creatotum	2 35	
Guaiacum, (po 35)	2 30	Lobelia	35 40	Creta, (bbl. 75)	5 5	
Kino, (po 1 75)	21 75	Pharlaris Casarian	4 5	" prep.	5 5 8	
Mastic	2 80	Rapa	6 7	" precip.	9 11	
Myrrh, (po. 45)	2 40	Sinapis Albu	7 8	" Rubra	5 8	
Opil (po 3 50 2 70)	2 35 2 45	" Nigra	11 12	Crocus	35 40	
Shellac	32 42	SPIRITUS.		Cudbear	24	
" bleached	32 35	Frument, W. D. Co.	2 00 2 50	Cupri Sulph.	5 6	
Tragacanth	40 61 00	" D. F. R.	1 75 2 00	Dextrine	10 12	
HERBA—In ounce packages.		Juniperis Co. O. T.	65 2 00	Ether Sulph.	70 75	
Abies	25	Saccharum N. B.	1 75 2 50	" all numbers.	2 6	
Eupatorium	25	Spt. Vini Gall.	1 25 2 00	Ergota, (po.) 75	70 75	
Lobelia	25	Vini Oport.	1 25 2 00	Flake White	13 15	
Majorum	25	Vini Alba	1 25 2 00	Galla	2 3	
Mentha Piperita	23	SPONGES.		Gambier	7 8	
" Vir.	25	Florida sheeps' wool	2 50 2 75	Gelatn, Cooper	60	
Rue	30	Nassau sheeps' wool	2 00	" French	30 50	
Tanacetum, V.	22	carriage	2 00	Glassware flint, by box	80.	
Thymus, V.	25	Velvet extra sheeps'	1 10	Less than box 75.		
MAGNESIA.		wool carriage	85	Glue, Brown	90 15	
Calcined, Pat.	55 60	Extra yellow sheeps'	85	" White	130 25	
Carbonate, Pat.	20 22	carriage	85	Glycerina	140 20	
Carbonate, K. & M.	20 25	Grass sheeps' wool car-	85	Grana Paradial.	2 22	
Carbonate, Jenning5.	35 36	riage	85	Humulus	25 55	
OLEUM.		Hard for slate use	75	Hydraag Chlor Mit.	2 75	
Abies	2 50 2 30 00	Yellow Reef, for slate	1 40	" Cor.	65	
Amygdalae, Dulc.	45 75	use		" Ox Rubrum	65	
Amygdalae, Amarae	8 00 2 25	SYRUPS.		" Ammoniat.	85	
Anisi	1 80 21 90	Acacia	50	" Unguentum.	45 55	
Aurant Cortex	1 80 21 00	Zingiber	50	Hydrargyrum	2 85	
Bergamti	3 00 2 30	Ipecac	60	Icthyobolla, Am.	1 25 21 50	
Cajuputi	60 65	Ferri Iod.	50	Indigo	75 21 00	
Caryophylli	75 80	Aurant Cortes.	58	Iodine, Resubl.	3 80 2 30	
Cedar	35 65	Rhel Arom.	50	Iodoform	24 70	
Chenopodii	21 60	Similax Officialis.	60	Lupulin	2 25	
Cinnamomi	1 10 21 15	Senega	50	Lycopodium	70 75	
Citronella	45	Scillae	50	Macis	70 75	
Conium Mac.	35 65	" Co.	50	Liquor Arsen et Hy-	27	
Copalba	80 90	Toutan	50	drarg Iod.	10 12	
		Prunus virg.	50	Liquor Potass Arsenid.	10 12	
				Magnesia, Sulph (bbl	1 1/2)	24 4
				Mannia, S. F.	60 2 68	

Morphia, S. P. & W.	2 05 2 30	Sedlitz Mixture	20	Linseed, boiled	59	62
" S. N. Y. Q. &	1 90 2 20	Sinapis, opt.	18	Near's Foot, winter	65	70
C. Co.	1 90 2 20	" " "	30	strained	65	70
Moechus Canton	20	Snuff, Maccaboy, De	30	Spirits Turpentine	37	40
Myristica, No 1	65 70	Voes	35	PAINTS. bbl. lb.		
Nux Vomica, (po 20)	15 18	Snuff, Scotch, De. Voes	35	Red Venetian	1 1/2	2 1/2
Os. Sepia	15 18	Soda Boras, (po. 11)	10 11	Ochre, yellow Mars	1 1/2	2 1/2
Pepsin Saac, H. & P. D.	2 00	Soda et Potass Tart.	24 25	" Ber.	1 1/2	2 1/2
Co.	2 00	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2	2 1/2
Picis Liq, N. C. 1/4 gal	2 00	Soda, Bi-Carb.	5	" strictly pure	2 1/2	2 1/2
doz	2 00	Soda, Ash	3 1/2 4	Vermillon Prime Amer-	2 1/2	2 1/2
Picis Liq, quarts	2 00	Soda, Sulphas	2 5	Ican	13 20	16
" pints	2 00	Spts. Ether Co	50 52	Vermillon, English	65 70	70
Pil Hydrarg. (po. 80)	2 50	" Myrcia Dom.	2 25	Green, Pennsular	70 75	75
Piper Nigra, (po 32)	2 50	" Vini Rect. bbl.	23 00	Lead, red	6 2 1/2	6 3/4
Piper Alba, (po 65)	2 50	" "	2 31 2 41	" white	6 2 1/2	6 3/4
Pitx Burgun	2 7	Less 5c gal, cash ten days.		Whiting, white Span.	6 2 1/2	6 3/4
Plumbi Acet	14 15	Strychnia Crystal	1 40 21 45	Whiting, Gilders	29 6	29 6
Pulvis Ipecac et opil.	1 10 21 20	Sulphur, Subl.	2 1/2 3	White, Paris American	1	1
Pyrethrum, boxes M	21 25	" Roll.	2 2 1/2	Whiting, Paris Eng.	1 40	1 40
& P. D. Co., doz.	21 25	Tamarinds	80 10	Universal Prepared	1 00 21 15	1 00 21 15
Pyrethrum, pv.	20 20	Terebenth Venice	28 30	Swiss Villa Prepared	1 00 21 20	1 00 21 20
Quassia, S. P. & W.	34 1/2 39 1/4	Theobromae	45 48 49	VARNISHES.		
" S. German	27 27 37	Vanilla	9 00 16 00	No. 1 Turp Coach	1 10 21 20	1 10 21 20
" S. German	27 27 37	Zinct Sulph.	7 8	Extra Turp	160 21 70	160 21 70
Columba	50	OILS.		Coach Body	2 75 2 30 00	2 75 2 30 00
Conium	50	Whale, winter	70 70	No. 1 Turp Furn.	1 00 21 10	1 00 21 10
Cubeba	50	Lard, extra	30 85	Butra Turk Damar.	1 55 21 60	1 55 21 60
Digitalis	50	Lard, No. 1	42 45	Japan Dryer, No. 1		
Ergot	50	Linseed, pure raw	56 59	Turp.		70 2 75
Gentian	50					
" Co.	60					
Guaiac	50					
Zingiber	50					
Bismuth	50					
Iodine	75					
" Colorless	75					
Ferr Chloridum	35					
Kino	50					
Lobelia	50					
Myrrh	50					
Nux Vomica	50					
Opil	85					
" Camphorated	2 00					
" Deodor.	2 00					
Aurant Cortex	50					
Quassia	50					
Rhatany	50					
Rhel	50					
Cassia Acutifol.	50					
" Co.	50					
Serpentaria	50					
Stromonium	60					
Tolutan	60					
Valerian	50					
Veratrum Verde	50					
MISCELLANEOUS.		Ether, Spts Nit, 3 F.	25 30			
		" 4 F.	35 40			
		Alumen	24 28 3			
		" ground, (po.	30 4			
		7)	30 4			
		Annatto	55 60			
		Antimoni, po.	4 5			
		" et Potass T.	55 60			
		Antipyr				

# GROCERY PRICE CURRENT.

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

AXLE GREASE.		Apricots.		CATSUP.		COUPON BOOKS.		Foreign.		FLAVORING EXTRACTS.	
Aurora, doz	6 00	Live oak, 1 doz	1 40	Blue Label Brand.	2 75	1 books, per hundred	2 00	Patras, in barrels	2	Oval Bottle, with corkscrew.	Best in the world for the money.
Jastor Oil, doz	7 00	Santa Cruz, 1 doz	1 40	Half pint, 25 bottles	4 50	5 books, per hundred	2 50	Currants.		Regular Grade Lemon.	doz
Diamond, doz	5 50	Lusk's, 1 doz	1 50	Pint	4 50	10 books, per hundred	3 00	Patras, in 1/4 bbls.	2 1/2	doz	2 00
Fraser's, doz	7 50	Overland, 1 doz	1 40	Quart 1 doz bottles	3 50	15 books, per hundred	3 50	" in less quantity	2 1/2	doz	1 50
Mica, doz	6 50	Blackberries.	90	Triumph Brand.	1 35	20 books, per hundred	4 00	cleaned, bulk	4	doz	1 50
Paragon, doz	7 50	F. & W. Cherries.	1 10	Half pint, per doz	1 35	25 books, per hundred	5 00	cleaned, package	4 1/4	doz	1 50
		Cherries.	1 10	Pint, 25 bottles	4 50			Peel.		doz	1 50
		Red, 1 doz	1 25	Quart, per doz	3 75			Citron, Leghorn, 25 lb. boxes	13	doz	1 50
		Pitted Hamburg	1 50					Lemon " 25 " "	18	doz	1 50
		White	1 25					Orange " 25 " "	10	doz	1 50
		Erie	1 25					Raisins.		doz	1 50
		Damsons, Egg Plums and Green Gages.	1 20					Ondura, 25 lb. boxes	5 @ 7	doz	1 50
		Erie	1 20					Sultana, 20 " "	7 1/2 @ 8	doz	1 50
		California	1 40					Valencia, 30 " "	7 1/2 @ 8	doz	1 50
		Gooseberries.	1 25					Prunes.		doz	1 50
		Common	1 25					California, 100-130	6	doz	1 50
		Pie	1 10					90x100 25 lb. bxs.	6 1/4	doz	1 50
		Maxwell	1 50					" 80x90 " "	7	doz	1 50
		Shepard's	1 50					" 70x80 " "	7 1/4	doz	1 50
		California	160 @ 1 75					" 60x70 " "	8	doz	1 50
		Oxford						Turkey	5	doz	1 50
		Pears.	1 25					Silver	5	doz	1 50
		Domestic	1 25							doz	1 50
		Riverside	1 75							doz	1 50
		Pineapples.	1 00 @ 1 30							doz	1 50
		Common	2 50							doz	1 50
		Johnson's sliced	2 75							doz	1 50
		" grated	2 75							doz	1 50
		Booth's sliced	2 75							doz	1 50
		" grated	2 75							doz	1 50
		Quinces.	1 10							doz	1 50
		Common	1 10							doz	1 50
		Raspberries.	1 10							doz	1 50
		Red	1 10							doz	1 50
		Black Hamburg	1 45							doz	1 50
		Erie, black	1 25							doz	1 50
		Strawberries.	1 25							doz	1 50
		Lawrence	1 25							doz	1 50
		Hamburg	1 25							doz	1 50
		Erie	1 20							doz	1 50
		Terrapin	1 65							doz	1 50
		Whortleberries.	1 65							doz	1 50
		Blueberries	1 65							doz	1 50
		Meats.	2 10							doz	1 50
		Corned beef Libby's	2 10							doz	1 50
		Roast beef Armour's	1 80							doz	1 50
		Potted ham, 1/4 lb.	1 25							doz	1 50
		" 1/2 lb.	1 70							doz	1 50
		" tongue, 1/4 lb.	1 35							doz	1 50
		" 1/2 lb.	1 75							doz	1 50
		" chicken, 1/4 lb.	95							doz	1 50
		Vegetables.								doz	1 50
		Beans.	1 15							doz	1 50
		Hamburg stringless	1 15							doz	1 50
		" French style	2 00							doz	1 50
		" Lima	1 35							doz	1 50
		Lima, green	1 25							doz	1 50
		" soaked	70							doz	1 50
		Lewis Boston Baked	1 25							doz	1 50
		Bay State Baked	1 25							doz	1 50
		World's Fair Baked	1 25							doz	1 50
		Picnic Baked	1 00							doz	1 50
		Corn.								doz	1 50
		Hamburg	1 25							doz	1 50
		Livingston Eden	1 20							doz	1 50
		Purity	1 40							doz	1 50
		Honey Dew	1 40							doz	1 50
		Morning Glory	75							doz	1 50
		Soaked	75							doz	1 50
		Hamburg marrofat.	1 80							doz	1 50
		" early June	1 50							doz	1 50
		" Champton Eng.	1 40							doz	1 50
		" petit pois	1 40							doz	1 50
		" fancy sifted	1 90							doz	1 50
		Soaked	65							doz	1 50
		Harris standard	75							doz	1 50
		VanCamp's marrofat	1 10							doz	1 50
		Archer's Early Blossom	1 25							doz	1 50
		French	2 15							doz	1 50
		Mushrooms.	19 @ 21							doz	1 50
		Erie	75							doz	1 50
		Pumpkin.								doz	1 50
		Squash.								doz	1 50
		Hubbard	1 15							doz	1 50
		Succotash.	1 40							doz	1 50
		Hamburg	80							doz	1 50
		Soaked	80							doz	1 50
		Honey Dew	1 50							doz	1 50
		Erie	1 35							doz	1 50
		Tomatoes.								doz	1 50
		Hancock	10							doz	1 50
		Excelsior	9 1/4							doz	1 50
		Ecipse	10							doz	1 50
		Hamburg	9 1/4							doz	1 50
		Gallon	50 @ 7 1/2							doz	1 50
		Edam	1 00							doz	1 50
		Leiden	22							doz	1 50
		Limburger	2 15							doz	1 50
		Pineapple	2 25							doz	1 50
		Bonnefort	2 25							doz	1 50
		Sap Sago	2 20							doz	1 50
		Schwefelz, imported.	2 24							doz	1 50
		" domestic	2 14							doz	1 50
		Amboy	10							doz	1 50
		Acme	9 1/4							doz	1 50
		Lenawee	10							doz	1 50
		Riverside	10							doz	1 50
		Gold Medal	9 1/4							doz	1 50
		Skim	50 @ 7 1/2							doz	1 50
		Brick	15							doz	1 50
		Edam	1 00							doz	1 50
		Limburger	2 15							doz	1 50
		Pineapple	2 25							doz	1 50
		Bonnefort	2 25							doz	1 50
		Sap Sago	2 20							doz	1 50
		Schwefelz, imported.	2 24							doz	1 50
		" domestic	2 14							doz	1 50
		German Sweet.	23							doz	1 50
		Premium	37							doz	1 50
		Breakfast Cocoa	43							doz	1 50
		Amoy	10							doz	1 50
		Acme	9 1/4							doz	1 50
		Lenawee	10							doz	1 50
		Riverside	10							doz	1 50
		Gold Medal	9 1/4							doz	1 50
		Skim	50 @ 7 1/2							doz	1 50
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		Sap Sago	2 20							doz	1 50
		Schwefelz, imported.	2 24							doz	1 50
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		Premium	37							doz	1 50
		Breakfast Cocoa	43							doz	1 50
		Amoy	10							doz	1 50
		Acme	9 1/4							doz	1 50



**PICKLES.**

Medium	
Barrels, 1,200 count	24 00
Half bbls, 600 count	23 50
Small	
Barrels, 2,400 count	5 00
Half bbls, 1,200 count	3 00

**PIPES.**

Clay, No. 216	1 70
" T. D. full count	70
Cob, No. 3	1 20

**POTASH.**

48 cans in case	
Babbitt's	4 00
Penna Salt Co.'s	3 00

**RICE.**

Domestic	
Carolina head	6
" No. 1	5 1/2
" No. 2	5
Broken	4
Imported	
Japan, No. 1	5 1/2
" No. 2	5
Java	6
Patna	4 1/2

**SPICES.**

Whole Sifted	
Allspice	9 1/2
Cassia, China in mats	8
" Batavia in bund	15
" Saigon in rolls	32
Cloves, Amboyna	32
" Zanzibar	11 1/2
Mace Batavia	80
Nutmegs, fancy	75
" No. 1	70
" No. 2	60
Pepper, Singapore, black	10
" white	20
" shot	16
Pure Ground in Bulk	
Allspice	15
Cassia, Batavia	18
" and Saigon	25
" Saigon	35
Cloves, Amboyna	32
" Zanzibar	18
Ginger, African	16
" Cochin	30
" Jamaica	32
Mace Batavia	85
Mustard, Eng. and Trieste	22
" Trieste	25
Nutmegs, No. 2	75
Pepper, Singapore, black	16
" white	24
" Cayenne	20
Sage	20

**SOAP.**

Allen B. Wrisley's Brands	
Old Country, 80 1-lb.	3 20
Good Cheer, 60 1 lb.	3 90
White Borax, 100 1/2-lb.	3 65

**Wholesale Soap.**

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

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

American Family, wrp'd.	34 00
" plain	2 94

**N. K. Fairbank & Co.'s Brands.**

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

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

Acme	3 75
Cotton Oil	6 00
Marselles	4 00
Master	4 00

**Thompson & Chute Co.'s Brands**

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

**SALERATUS.**

Packed 60 lbs. in box	
Church's	3 30
DeLand's	3 15
Dwight's	3 30
Taylor's	3 00

**SEELY'S EXTRACTS.**

Lemon	
1 oz. F. M. \$ 90 doz.	\$10 20 gro
2 " N. S. 1 20 "	12 60 "
2 " F. M. 1 40 "	14 40 "
Vanilla	
1 oz. F. M. 1 50 doz.	16 20 gro
2 " N. S. 2 00 "	21 80 "
2 " F. M. 2 50 "	25 50 "

**Rococo—Second Grade.**

Lemon	
2 oz. .... 75 doz.	8 00 "
Vanilla	
2 doz. .... 1 00 doz.	10 50 "

**SOAP.**

Allen B. Wrisley's Brands	
Old Country, 80 1-lb.	3 20
Good Cheer, 60 1 lb.	3 90
White Borax, 100 1/2-lb.	3 65

**Proctor & Gamble.**

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

**Dingman Brands.**

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

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

American Family, wrp'd.	34 00
" plain	2 94

**N. K. Fairbank & Co.'s Brands.**

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

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

Acme	3 75
Cotton Oil	6 00
Marselles	4 00
Master	4 00

**Thompson & Chute Co.'s Brands**

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

**Silver Soap.**

Silver	6 65
Mono	3 30
Savon Improved	2 50
Sunflower	2 80
Golden	3 25
Economical	2 25

**Passolt's Atlas Brand.**

Single box	3 65
5 box lots	3 60
10 box lots	3 50
25 box lots/del.	3 40

**Scouring.**

Sapallo, kitchen, 3 doz.	2 40
" hand, 3 doz.	2 40

**SUGAR.**

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

Domino	5 44
Cut Leaf	5 44
Cubes	5 00
Powdered	5 00
XXXX Powdered	5 25
Granulated	4 75
Fine Granulated	4 75
Extra Fine Granulated	4 87
Mould A	5 00
Diamond Confec. A	4 75
Confec. Standard A	4 62
No. 1	4 50
No. 2	4 50
No. 3	4 50
No. 4	4 44
No. 5	4 37
No. 6	4 25
No. 7	4 12
No. 8	4 06
No. 9	4 00
No. 10	3 94
No. 11	3 87
No. 12	3 81
No. 13	3 81
No. 14	3 12

**DIAMOND CRYSTAL.**

Cases, 243 lb. boxes	\$ 1 60
Barrels, 320 lbs.	2 50
" 115 2 1/2 lb bags	4 00
" 60 5 lb "	3 75
" 30 10 lb "	3 50
Butter, 56 lb bags	65
" 20 14 lb bags	50
" 280 lb bbls	2 50
" 24 lb "	2 25
Worcester	
115 2 1/2 lb sacks	84 00
60 5-lb "	3 75
30 10-lb "	3 50
24 14-lb "	3 30
320 lb. bbl.	2 60
8 lb sacks	32 1/2
blinen sacks	60
Common Grades	
100 3-lb. sacks	82 10
60 5-lb.	2 00
25 10-lb. sacks	1 85

**WARSAW.**

56 lb. dairy in drill bags	30
28 lb.	16

**ASHTON.**

56 lb. dairy in linen sacks	75
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**HIGGINS.**

56 lb. dairy in linen sacks	75
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**SOLAR ROCK.**

56 lb. sacks	22
Common Fine	
Saginaw	80
Manistee	80

**TEAS.**

**JAPAN—Regular.**

Fair	217
Good	230
Choice	24
Choicest	32
Dust	10

**SUN CURED.**

Fair	217
Good	230
Choice	24
Choicest	32
Dust	10

**BASKET FIRED.**

Fair	18
Choice	25
Choicest	30
Extra choice, wire leaf	35

**GUNPOWDER.**

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

**COLORED.**

Common to fair	23
Imperial	23
Superior to fine	30

**YOUNG HYSON.**

Common to fair	18
Superior to fine	30

**ENGLISH BREAKFAST.**

Fair	18
Choice	24
Best	40

**TOBACCO.**

**Fine Cut.**

P. Lorillard & Co.'s Brands	
Sweet Russet	30
Tiger	30
D. Scotten & Co.'s Brands	
Hiawatha	60
Cuba	30
Rocket	30
Spaulding & Merrick's Brands	
Sterling	30

**Private Brands.**

Bazoo	20
Can Can	27
Nellie Bly	24
Uncle Ben	24
McGinty	27
" 1/2 bbls.	25
Dandy Jim	29
Torpedo	24
" in drums	23
Yum Yum	23
1892	23
" drums	22

**Plug.**

Sorg's Brands	
Spearhead	39
Joker	27
Nobby Twist	40
Scotten's Brands	
Kylo	26
Hiawatha	38
Valley City	34

**Finzer's Brands.**

Old Honesty	40
Jolly Tar	32

**Lorillard's Brands.**

Climax (8 oz., 41c)	39
Green Turtle	30
Three Black Crows	27

**J. G. Butler's Brands.**

Something Good	38
Out of Sight	24
Wilson & McCanlay's Brands	
Gold Rope	43
Happy Thought	37
Messmate	31
No Tax	31
Let Go	27

**Smoking.**

Catlin's Brands	
Killn dried	17@18
Golden Shower	19
Huntress	26
Meerschaum	29@30

**American Eagle Co.'s Brands.**

Myrtle Navy	40
Stork	30@32
German	32
Frog	32
Java, 1/2 foil	32

**Banner Tobacco Co.'s Brands.**

Banner	16
Banner Cavendish	38
Gold Cut	28

**Scotten's Brands.**

Warpath	14
Honey Dew	26
Gold Block	30

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

Peerless	26
Old Tom	18
Standard	22
Globe Tobacco Co.'s Brands	
Handmade	41
Leidersdorf's Brands	
Rob Roy	26
Uncle Sam	23@32
Red Clover	32

**Spaulding & Merrick.**

Tom and Jerry	25
Traveler Cavendish	38
Buck Horn	30
Plow Boy	30@32
Corn Cake	16

**VINEGAR.**

40 gr.	7 @8
50 gr.	8 @9
1 for barrel	

**WET MUSTARD.**

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

**YEAST.**

Magie	1 00
Warner's	1 00
Yeast Foam	1 00
Riamond	75
Royal	90

**WOODENWARE.**

Tubs, No. 1	6 00
" No. 2	5 50
" No. 3	4 50
Pails, No. 1, two-hoop	1 30
" No. 1, three-hoop	1 50
Bowls, 11 inch	
" 13 "	90
" 15 "	1 25
" 17 "	1 80
" 19 "	2 40
" 21 "	

**Baskets, market.**

shipping bushel	1 15
full hoop	1 25
willow cl'ths, No. 1	5 25
" " " No. 2	6 25
" " " No. 3	7 25
" splint " No. 1	3 75
" " " No. 2	4 75
" " " No. 3	4 75

**INDURATED WARE.**

Tubs, No. 1	3 15
" No. 2	13 50
" No. 3	12 00
Tubs, No. 3	10 50

**Butter Plates—Oval.**

No. 1	250
No. 2	60
No. 3	70
No. 4	80
No. 5	2 80
No. 6	1 00

**Washboards—single.**

Universal	2 25
No. Queen	2 50
Peerless Protector	2 40
Saginaw Globe	1 75

**HIDES.**

Green	22 1/2
Part Cured	2 3
Full	2 4
Dry	4
Rips, green	2
" cured	2
Califskins, green	4
" cured	5
Deacon skins	10
No. 2 hides 1/2 off.	25

**PERKINS & HESS PAY AS FOLLOWS:**

Washed	12
Unwashed	2

**MISCELLANEOUS.**

**THE PROSPECT FOR BETTER TIMES**

Hot weather, the drought, the deadlock in Congress over the Tariff bill, combined with the summer vacations of those able to enjoy that luxury, tend to prevent the return of better times. Indeed, the methods by which a good many business men contrive to meet their expenses are a mystery to all but themselves. Some of my friends in the mercantile business acknowledge that they are not doing enough to pay rent and clerk hire, and are living upon their capital. The building trades are likewise dull, and in some of them not one-half of the workmen available are getting employment. Of manufacturing the same story is told, and the laying-off of railroad employes by hundreds and thousands is reported every few days. That the large class of investors who hold the millions of defaulting railroad bonds and stocks are suffering every one knows, and even owners of good productive real estate find their rents hard to collect, and in many cases not collectible at all.

Naturally, we are all asking ourselves and one another how long this state of things is going to last, and what can, may, and ought to be done to remedy it. The answers to the question are many, but none of them command universal acceptance. Much good is expected from the settlement of the dispute over the tariff, either by the passage of a new bill or by a definite decision to let the old one stand for the present, but precisely how this good will come about it is not easy to explain. The general idea seems to be that the removal of uncertainty as to the coming duties upon imports will lead to an increase of the importation of unprotected articles, and to a revival of the manufacture of those which are protected, but without an increase of demand for them there will be no such increase either of imports or of home manufactures, and of this increased demand there are now no portents. The silver men are, of course, ready with their panacea, and, in the face of all experience, insist that the depression from which we are suffering has been caused by abolishing the free coinage of silver, and will be cured by restoring it. Every day, however, makes their arguments weaker and weaker and diminishes the number of their adherents. The single fact that Indian corn is nearly as dear as wheat refutes their assertion that the demonetization of silver has produced a universal fall in the prices of commodities. As to the school of socialists who advocate the Government management of the country's

railroads and great manufacturing and mining industries, they have failed to convince as yet any considerable number of their fellow citizens that this measure would make business any better than it is now, or add in any respect to the productiveness and the rewards of labor.

For my part I adhere to the view which I took long ago, that the depression of which we complain, though originally due to material causes, has become one of mental feeling, and can be removed only by influences which shall affect the minds of people in general. It is true that the collapse of railroad and industrial enterprises, which brought on the catastrophe of last summer, has deprived thousands of their income and thus diminished their power to consume the products of industry, but this does not explain why those enterprises have failed to become again remunerative, and thus again to contribute to the country's exchangeable wealth. Evidently the whole mass of our citizens have been benumbed, as if by an electric shock, and, instead of exerting themselves to set business in motion, are waiting for something to happen to do it for them. What is needed, therefore, is courage and energy, which can be gained only slowly and by the concurrence of a number of favoring forces. The disposal of the tariff question would be something, because it would take out of sight one discouraging bugbear. The cessation of efforts to debase the currency by restoring the free coinage of silver would remove another distraction. More useful than either would be the establishment of confidence among capitalists that in their dealings with workmen they would never again have to encounter riot, pillage and murder, such as lately prevailed at Chicago. The prompt suppression of violence in that instance has done much for the country, and if its equally prompt suppression on future occasions could be assured it would do much more.

These, however, are only negative elements. To them must be added a positive inducement to a renewal of enterprise, in the shape of prospective profits, which is now wanting. Importers, manufacturers and merchants are all comparatively idle, because, they say, there is no market for what they want to sell. Everybody is economizing and restricting expenditure, and, consequently, since we all live by the mutual interchange of labor and services, everybody remains poor. That we shall eventually resume the liberality of dealing which

prevailed before the panic, and shall again create wealth as rapidly as we did then, is reasonably certain, but we shall not do it all at once. We shall begin slowly, as a railroad train begins to move after it has been stopped, and, like the train, we shall gain speed gradually.

One important step toward bringing about this gradual revival of activity will be the reduction of wages, which, as I pointed out last week, is the natural and ultimately inevitable result of the present surplus of unemployed labor. That when trade in goods of a certain kind is dull buyers can be tempted into purchasing them by marking down their price is a fact well known to storekeepers. Everybody loves bargains and will make an effort to secure one. The consumption of industrial products at their present prices being small, the demand for the labor required to produce them is small likewise. If the wages of labor could be lowered, the prices of its products could be lowered, too, and thus articles which are not now made because they cannot be sold could be sold, and the labor required to produce them would get something where it now gets nothing.

Signs prevail that the process of reducing wages has already begun and will go on until it reaches the point at which all the laborers now unemployed will find employers. The strike of the coal miners in May and June ended by a part of the miners accepting even less than they had been getting, though a few got a little more. The Pullman strikers have at last submitted to the reduction which they so bitterly opposed, and against which the American Railway Union struggled with such a fearful destruction of life and property. In all the large cities of the country workmen belonging to trades unions are working for less than the wages fixed by the union rules, and will not stop work when ordered to do so by their walking delegates. Their example will doubtless be followed by others who for months have had no work, and, consequently, have earned no wages, and the rules of their unions will be powerless to restrain them. They will not stand by and see, as they certainly will see, non-union men getting employment while they get none. Even if they were willing, from a sense of loyalty to their organizations, to suffer themselves, they cannot allow their families to suffer, or, what is worse, to subsist upon alms.

The remedy here pointed out is, of course, not a pleasant one for those who

are not driven by necessity into taking it, and there will be the usual denunciations of it from those who do not comprehend the facts of the case. They will repeat the stale commonplaces about capital's oppressing labor, the rich grinding the faces of the poor, and the tyranny of employers. To all this it is enough to answer that half a loaf is better than no bread, and that even if it were possible by legislation or by any other unnatural interference to employ all the laborers in the country at their former high wages, it would be rank injustice to do it and allow the storekeepers, the clerks, the professional men and the owners of invested property to go uncared for. The whole community is entitled to consideration in devising remedies for its misfortunes, and not merely a particular portion of it. In this case, however, such a discrimination is not possible, even if it were just. Whatever is done must be done for all or for none. The wages of labor are paid ultimately by those who consume the fruits of labor, and unless they are provided with the means of paying him the laborer cannot be paid.

MATTHEW MARSHALL.

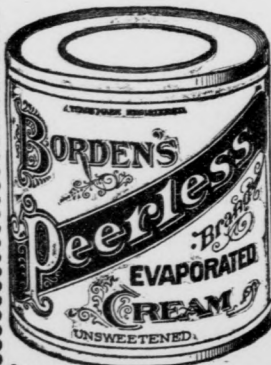
A Detroit business man has a very pretty daughter, with whom one of his office staff is hopelessly in love. As the young man is not invited to the paternal mansion, and the young woman has been notified to keep away from the paternal office, the course of their love does not flow very smoothly. They have hit upon the following expedient: When papa enters the office in the morning he hangs his hat on a certain nail among the row of other hats and proceeds to business. Then the interested clerk, while the head of the firm is reading his morning mail, takes that hat from the nail, looks inside, slips his hand under the lining and takes out a tiny missive, which he at once conveys to his pocket, and the contents of which delight and amuse him all day. At night when papa returns home, his pretty daughter slips into the hall and makes a raid on that hat, always finding there an answer to her missive of the morning.

Those who have studied the question of raisins as food profess to have something like a hundred recipes for the preparation of the raisin, and each of these, it is asserted, has an economic value. Whether the estimate be excessive or not, one thing is very certain, and that is, that the world would be better off, from the hygienic point of view, if we were to eat more fruit and less meat.

Directions for hanging a hammock are being printed in many papers now, but one important direction is omitted. When there is a pretty girl in the family she usually wants the hammock hung in some secluded nook behind the vines, where the neighbors cannot see.

**SPECIAL NOTICE****A BRIEF STATEMENT FOR BUSY MEN.**

The New York Condensed Milk Company takes pleasure in announcing that the trade is now prepared to supply you with

**Borden's Peerless Brand Evaporated Cream,**

UNSWEETENED; guaranteed to keep under all conditions of temperature. The process used is far in advance of any other method of preserving milk without sugar. Our new plant is constructed especially for this branch of business, and is unequalled in equipment for the various processes employed. Having thoroughly tested all the important points in connection with the milk referred to, we are now prepared to offer the trade, through the jobbing houses, **Borden's Peerless Brand Evaporated Cream, unsweetened**, with entire confidence that it will prove, like our celebrated **Gail Borden Eagle Brand Condensed Milk**, to have no **Equal**. It is thoroughly guaranteed in every respect, and this guarantee is substantial, as every one knows.

Prepared by the New York Condensed Milk Co.

FOR QUOTATIONS SEE PRICE COLUMNS.



NORTHERN MICHIGAN GROCERS.

Proceedings of Their Convention at Mt. Pleasant.

The first regular convention of the Northern Michigan Retail Grocers' Association convened in the Court House, at Mount Pleasant, Tuesday, Aug. 7, at 2 o'clock p. m. The meeting was called to order by President Tatman, of Clare, who improved the opportunity to congratulate the members on the growth of the Association and of its prospects for the future.

Secretary Stowe made a brief and informal report, setting forth the present condition of the Association, numerically and financially.

The President then called upon W. J. Gould, of Detroit, President of the Michigan Wholesale Grocers' Association, for an address. The gentleman spoke informally for several minutes, commending the objects and work of the Association and urgently advising the members to increase its strength and augment its influence. He said the Equality plan had been called into existence by reason of the alarming condition of the wholesale grocery business, growing out of the cutting in sugar indulged in by the wholesale grocery trade; that the head of a concern doing a business of \$13,000,000 yearly told him that the business of 1892 resulted in a balance on the wrong side of the ledger. Since the adoption of the Equality plan the balance has been transferred to the credit side of the ledger, where it should be. If the retailer makes money the jobber is sure of his pay, and the consumer is sure of getting goods that are of standard value.

An opportunity was then given those who were not members to join the Association, after which the roster of the members present was as follows:

- Clare—J. F. Tatman, Albert Van Brunt, Jacob Mason, Geo. Halstead.
- Coleman—M. O. McFarlan.
- Gladwin—J. M. Shaffer.
- Ithaca—S. E. Parish, Lewis & Yost.
- Big Rapids—J. L. Barker.
- Shepherd—F. M. Taylor, H. D. Bent.
- Dushville—G. O. Adams.
- Reed City—H. R. Niergarth, H. W. Hawkins, J. W. Densmore.
- Leroy—Frank Smith.
- Mt. Pleasant—T. Bergy, Kane Bros., Frank A. Sweeney, R. D. Balmer, W. C. Vowles, Hamilton & Co., A. N. Ward.

Election of officers being next in order, the following gentlemen were selected: President—J. F. Tatman, Clare. Vice President—Frank A. Sweeney, Mount Pleasant.

Secretary—E. A. Stowe, Grand Rapids.

Treasurer—Frank Smith, Leroy. Executive Board—Jacob Mason, Clare; M. C. McFarlan, Coleman; C. Yost, Ithaca; H. R. Niergarth, Reed City; T. Bergy, Mount Pleasant.

The selection of the next place of meeting was the cause of much good-natured rivalry between Mount Pleasant and Reed City, resulting in the designation of the latter place.

Special order of business being the consideration of the cartage rule formulated by the Wholesale Grocers' Association, Mr. Mason advised that its consideration be deferred until the next meeting, in order that the Association may be stronger in point of numbers, so that its action may bind a larger number of dealers.

W. J. Gould stated that the cartage arrangement worked detriment to the wholesale grocery trade and that it was adopted against the protest of many members of the Association. His experience was that every 5 cents charged for cartage cost the jobber 10 cents, and he advised the adoption of a resolution protesting against the rule, assuring the Association that constant and continuous protest would have good effect.

On motion, the Secretary was instructed to prepare an appropriate resolution on this subject.

Mr. Mason stated that the Association owed its existence primarily to two causes: The desire to correct certain abuses in the wholesale trade, and also to secure better collection laws on the statute books. We know what we ought to have to do business properly and yet

do justice to ourselves. What we want is an amendment to the present collection laws, so that we may be able to enforce the collection of accounts against those who are able to pay but will only liquidate when compelled to do so.

President Tatman stated that it was his idea that the present membership of the Association should be increased as rapidly as possible, and thought it the duty of every member to obtain as many applications as possible.

S. E. Parish enquired whether the cartage agreement was necessary to the maintenance of the Equality plan of selling sugars?

Mr. Gould replied that the Equality plan would remain, whether cartage was continued or abrogated.

Mr. Parish stated that, in his opinion, every retailer was in favor of the Equality plan of selling sugars, and, so far as he was concerned, he would not want the cartage scheme abrogated if it would jeopardize the Equality plan.

Mr. Gould said the abolition of the cartage rule would, in all probability, be accomplished at the next meeting of the Michigan Wholesale Grocers' Association; in fact, it might be abrogated at a meeting of delegates from seventeen states, which will be held at Chicago Aug. 15. On account of the many exceptions to the rule, it now amounts to very little.

Mr. Parish stated that he had figured up his purchases for thirty days, amounting to \$2,100, on which the charge for cartage and boxes was only \$1.48. As it is a matter of only \$18 a year, it is too small to find much fault with and he did not wish to be bullheaded in this respect and thus cut his corners in some other direction.

Frank A. Sweeney stated that the cartage charges are insignificant compared with the amount the average retailer loses in bad debts. Judging by his own experience the average retail account is not worth over 50 cents on the dollar, and after it is two years old it is not worth over 25 cents on the dollar. The grocer feeds more charities than all the other people in the country combined. The Board of Supervisors of Isabella county now appropriates \$3,600 a year for the support of paupers, but the retail grocers of Mount Pleasant charge off to profit and loss twice as much as that every year. Such will be the case until the retail grocers of the State can get the statute relative to exemptions so amended that the honest dealer will have some show.

E. A. Stowe recited the several attempts that have been made in the past dozen years to secure desired amendments on the exemption law, advising the members to spend their time in preventing bad accounts, instead of attempting to collect them after they are made.

Mr. Gould gave a history of the movement inaugurated in Detroit for the purpose of reducing the exemptions, suggesting that the only way to reach the matter would be to secure pledges from legislators in advance of election.

A. N. Ward thought it would be a good idea to nominate business men only for the Legislature, so far as practicable.

Mr. Mason said he was in favor of taking away the dealer's exemption, as the day has gone by when such a thing was either necessary or desirable. In his opinion no man should have any exemption where he buys necessities to sustain the life of himself and family, and the Secretary was instructed to prepare a resolution covering this ground for adoption.

The following resolutions, as prepared by the Secretary, were presented and adopted:

*Resolved*—That the thanks of this Association be tendered the grocers of Mount Pleasant for the cordial reception tendered us on the occasion of our first regular convention.

*Resolved*—That our thanks are due Mr. W. J. Gould, President of the Michigan Wholesale Grocers' Association, for his attendance at our convention and his interest in the work of the Association.

*Resolved*—That our thanks are due President Tatman for the conscientious service accorded the organization since its inception.

*Resolved*—That we protest against the rule adopted by the Michigan Wholesale Grocers' Association relative to cartage, boxing and exchange, as we believe the rule to be unjust and unnecessary, and that it works great injustice to the retail trade.

*Resolved*—That a copy of this resolution be sent to the Secretary of the Michigan Wholesale Grocers' Association.

*WHEREAS*—The present exemption laws are a detriment to all parties concerned, working manifest injustice to honest merchants and honest workmen and conducing to fraud and dead-beatism; therefore

*Resolved*—That every member of this Association see the legislative candidates in his respective locality and secure from them pledges to work and vote for the amendment of the present exemption laws, reporting to the officers of the Association the name of any candidate who refuses to comply with this request.

Mr. Sweeney presented an amendment to the constitution and by-laws relative to the organization of local associations, making it the duty of the President and Executive Board to designate a person to act as organizer whenever called upon to do so. Adopted.

There being no further business the meeting adjourned.

New Story About Phil. Armour.

On the pay rolls of the Armour companies of Kansas City and Chicago are 11,000 persons. A better civil service system than the government has yet devised operates in this army of employes. The doors of the Armour Packing Company at Kansas City are open to boys. Every year hundreds are taken in. They are given a trial. If in twelve months they show capacity and ambition they are advanced. If they prove to be mere human machines, drudges or drones, they are promptly turned adrift. This is the principle which runs through the employment of all. It is a rigid application to the rule of survival of the fittest. There is room near the top for everyone who enters the Armour service. To what degree the interests of the Armour company have been promoted by this constant weeding out process and steady rewarding of merit, it is difficult to say. Every Armour is known about the establishment by his initials. Here is a story they are telling about "old P. D." Armour. "P. D." was at the midwinter fair, in San Francisco, a few weeks ago. Without making himself known he stopped to look at the exhibits from his Kansas City house. The lady attendants were giving samples of soup to the crowd.

"It can't be very good or you wouldn't be giving it away?" said "P. D."

"We do that for humanity," replied the young lady.

"H'm," commented Mr. Armour. "What's that?" he asked, pointing to an enlarged autograph of his signature over the booth.

"That's Mr. Armour's signature," replied the young lady.

"Why, I thought old Armour couldn't write," urged "P. D.," in apparent surprise.

"Well, he's got brains," retorted the young lady. "If I had his brains, I wouldn't care whether I could write or not."

"P. D." smiled and passed on. In a few minutes Rev. Frank Gunsaulus, who helps Mr. Armour find good ways to spend his money, came back to the booth and handed the young lady an envelope with a \$50 bill and "P. D.'s" compliments.

MICHIGAN CENTRAL  
"The Niagara Falls Route."

Arrive. Depart  
10 20 p m ..... Detroit Express ..... 7 00 a m  
5 30 a m ..... Atlantic and Pacific ..... 11 20 p m  
1 50 p m ..... New York Express ..... 6 00 p m  
\*Daily. All others daily, except Sunday.  
Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.  
Parlor cars leave for Detroit at 7:00 a.m.; returning, leave Detroit 4:35 p.m., arriving at Grand Rapids 10:20 p.m.  
Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)  
A. ALQUIST, Ticket Agent,  
Union Passenger Station.

CANDIES, FRUITS and NUTS.  
The Putnam Candy Co. quotes as follows:

STICK CANDY.			
	Cases	Bbls.	Palls.
Standard, per lb.	5 1/2	6	7
" H. H.	6	7	7
" Twist	6	7	7
Boston Cream	8 1/4		8 1/4
Cut Loaf			
Extra H. H.	8 1/4		
MIXED CANDY.			
	Bbls.	Palls.	
Standard	5 1/2	6 1/2	
Leader	5 1/2	6 1/2	
Royal	6 1/2	7 1/2	
Nobby	7	8	
English Rock	7	8	
Conserves	7	8	
Broken Taffy	baskets	8	
Peanut Squares	7 1/2	8 1/2	
French Creams		9	
Valley Creams		13	
Midget, 30 lb. baskets		8 1/4	
Modern, 30 lb.		8	
FANCY—In bulk			
		Palls.	
Lozenges, plain		8 1/4	
" printed		8 1/2	
Chocolate Drops		13 1/2	
Chocolate Monumentals		12 1/2	
Gum Drops		8	
Moss Drops		7 1/2	
Sour Drops		8 1/4	
Imperials		10	
FANCY—In 5 lb. boxes. Per Box			
Lemon Drops		50	
Sour Drops		50	
Peppermint Drops		60	
Chocolate Drops		75	
H. M. Chocolate Drops		80	
Gum Drops		80	
Licorice Drops		1 00	
A. B. Licorice Drops		80	
Lozenges, plain		60	
" printed		65	
Imperials		60	
Mottoes		70	
Cream Bar		55	
Molasses Bar		55	
Hand Made Creams		80 25	
Plain Creams		80	
Decorated Creams		80	
String Rock		80	
Burnt Almonds		1 00	
Wintergreen Berries		60	
CARAMELS.			
No. 1, wrapped, 2 lb. boxes		34	
No. 1, " 3 " "		51	
No. 2, " 2 " "		28	
ORANGES.			
Fancy Seedlings, 99s.		5 75	
Rodis, 160s		5 00	
Rodis, 200s			
LEMONS.			
Choice 300		4 50	
Extra choice 300		5 00	
Extra fancy 300		5 50	
Extra fancy 360		5 00	
BANANAS.			
Large bunches		1 75	
Small bunches		1 00 @ 1 50	
OTHER FOREIGN FRUITS.			
Figs, fancy layers, 8b		@ 12 1/2	
" " " 20b		@ 12 1/2	
" extra " 14b		@ 15	
Dates, Fard, 10 lb. box		@ 7	
" " 50 lb. "		@ 5 1/2	
" Persian, 50-lb. box		@ 5	
" 1 lb Royals		@ 6 1/2	
NUTS.			
Almonds, Tarragona		@ 16	
" Ivaca		@ 15	
" California		@ 8	
Brazil, new		@ 8	
Pilberts		@ 21	
Walnuts, Grenoble		@ 12 1/2	
" French		@ 10	
" Calif		@ 12 1/2	
Tabie Nuts, fancy		@ 12	
" choice		@ 11	
Pecans, Texas, H. P.		@ 7 1/2	
Chestnuts			
Hickory Nuts per bu			
Cocoanuts, full sacks		4 00	
PEANUTS.			
Fancy, H. P., Sans		@ 5 1/2	
" Roasted		@ 7	
Fancy, H. P., Flags		@ 5 1/2	
" Roasted		@ 7	
Choice, H. P., Extras		@ 4 1/2	
" Roasted		@ 6	
OILS.			
The Standard Oil Co. quotes as follows:			
BARRELS.			
Eocene		7 1/2	
XXX W. W. Mich. Headlight		7	
Naphtha		@ 6 1/2	
Stove Gasoline		@ 7 1/2	
Cylinder		27	
Engine		13	
Black, 15 cold test		@ 8 1/2	
FROM TANK WAGON.			
Eocene		7	
XXX W. W. Mich. Headlight		5	
FRESH MEATS.			
BEEF.			
Carcass		5 @ 6	
Fore quarters		3 @ 4	
Hind quarters		7 @ 8	
Loins No. 3		8 @ 10	
Ribs		6 @ 8	
Rounds		6 @ 8	
Plucks		3 1/2 @ 4	
Plates		3 @ 3 1/2	
PORK.			
Dressed		6 @ 6 1/2	
Loins		8	
Shoulders		6 1/2	
Leaf Lard		9 1/2	
MUTTON.			
Carcass		4 @ 5	
Lamb		7 @ 7 1/2	
VEAL.			
Carcass		5 @ 6	



GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, Aug. 11.—The firm of W. H. Crossman & Bro., one of the leading firms in the coffee trade, have issued a circular on the situation which has a decidedly bearish tone and is creating a good deal of interest. The circular shows that the high prices paid for coffee during the past few years have caused an enormous increase in area and that there is going to be a big drop in this staple before long. The cost of production, they say, does not exceed 6 to 8 cents, and the reaction that is sure to come will push prices down to 50 per cent. of present rates; even then coffee will be a very profitable crop for the producer. When the consumer must pay from 30 to 40 cents for a pound of coffee the article partakes a good deal of the nature of a luxury. Not only in Brazil is the coffee area greatly extended, but Mexico and Central America are pushing the cultivation to the very utmost. The coming crop is estimated, for the world, to be 13,500,000 bags.

There is a growing feeling in the trade that prices on nearly everything have not only reached bottom, but that they are actually tending upward, if coffee be excepted. The dry weather is making a record for itself in the advance in corn, and the outlook is for higher prices than have prevailed for many months. The drouth is affecting the canned goods pack greatly. In the tomato fields of New Jersey the fruit is largely spoiled from a dry rot, owing to the unprecedented hot weather, and your correspondent has seen lots where fully half the fruit is worthless.

Butter, cheese, eggs, provisions—one and all—are on the way upwards, and this fact, together with the near approach of a settlement of the tariff question, makes us feel more confidence in the future. True, if people have no money to buy they can't purchase anyway; but, confidence once restored, we are certainly on the road to recovery.

The rice trade is active and the highest prices of the year have been reached. Of course, if the hostilities between Japan and China continue, foreign rice is going to become scarce, and even now the outlook is for smaller receipts.

Granulated sugar was marked up  $\frac{1}{2}$ ¢ Thursday, so that the selling price is now  $4\frac{1}{2}$ ¢.

Dried fruit, while low, is in fairly good request. There promises to be an enormous pack of apricots. They are cheap enough.

Green fruits are selling in a fairly satisfactory manner, but lemons are hardly as active as last week. This may be due to the larger supplies of domestic green. The latter are in good demand, but supply is ample. Apples are an exception, and really first-class fruit is hard to find. Much of that on the trees in the Eastern section of New York and New Jersey is extremely wormy. Bananas, oranges and pineapples are quiet, but holders profess confidence in the outlook.

The reputed short crop of corn is already having an effect on glucose, and, in sympathy therewith, the market for cane syrups and molasses is decidedly stronger. We are not posted on whisky, but it will no doubt follow glucose.

Tea is rather more confidently held, but supplies here are large enough to prevent any great appreciation in price, even if the war becomes so fierce as to prevent any more being brought for some time—which it won't. JAY.

Monthly Report of Secretary Mills.

GRAND RAPIDS, Aug. 10.—The following new members have joined since July 1:

- 3483 R. W. Haviland, Cadillac.
- 3536 John P. Bauer, Dayton, Ohio.
- 3600 C. E. Shepard, Arlington, N. J.
- 3644 W. F. Mellen, Coldwater.
- 3656 F. E. Davis, Jackson.
- 3670 F. H. Brigman, Louisville, Ky.
- 3671 Ben Marks, Detroit.
- 3676 J. C. Jones, Springfield, Ill.
- 3675 F. M. Witbeck, Benton Harbor.
- 3677 Dwight Ferry, New York.
- 3678 A. L. Thompson, Plainwell.

- 3679 F. J. Cox, Ravenswood, Ill.
- 3680 Allan D. Grant, Fenton.
- 3681 W. H. Cave, Vanwert, Ohio.
- 3682 Will H. Upton, Rutland, Vt.
- 3683 T. S. Lane, Warren, Ohio.
- 3684 John M. Russey, Chicago.
- 3685 W. B. Tipton, Columbus, Ohio.
- 3686 H. J. Vanzalingen, Muskegon.
- 3687 J. Hobart Babcock, Kalamazoo.
- 3688 D. S. Hatfield, Grand Rapids.
- 3690 Geo. M. Whaley, Jackson.
- 3691 B. F. Granger, Jackson.
- 3692 W. A. Dunston, Grand Rapids.

And the following as honorary members:  
H 65 Frank H. Irish, Sweet's Hotel, Grand Rapids.  
H 66 H. D. Irish, Sweet's Hotel, Grand Rapids.

A notice of death assessment No. 3 was mailed to each member July 20 for \$1 and time for paying same expires Sept. 20. During this month thirty-four members who were delinquent since 1893 have been reinstated, making a total increase in membership for the month of sixty.

The last regular meeting of the board of directors, before the annual convention in December, will be held at Lansing, Saturday, Sept. 1, at 10 a. m. Some of our members appear to think that an assessment of \$1 is required at each death, but, as we pay each beneficiary \$500, and our membership is over 1,500, \$1 from each member will pay over three death benefits. The receipts from assessment No. 3 will pay all death benefits reported to this office to date, and leave a surplus in the treasury nearly enough to pay two future claims.

I am pleased to note the increasing interest taken by the members in our coming annual convention and predict the largest attendance in our history. I trust each member will at this early date arrange to devote Wednesday and Thursday, December 26 and 27, to attending this meeting. Our Grand Rapids members will leave nothing undone to make it a most enjoyable and profitable meeting to every member present, and ample time will be devoted to business as well as pleasure.

A ruling of the board authorizes me to reinstate any delinquent member, upon the payment of annual dues and last death assessment, and a statement of good health.

During this month a circular letter has been mailed to every member who was delinquent, requesting him to continue his membership, and this has resulted in the reinstatement of thirty-four at the present time, and each mail brings more. L. M. MILLS, Sec'y.

The Wheat Market.

Wheat remained during the past week about the same as before. While receipts have dropped off in the Northwest, exports have been 3,417,000 bushels. With all this, the visible will show quite an increase—probably 2,000,000 bushels. The government crop report for August makes the amount raised for 1894 391,000,000 bushels, which is, at least, 100,000,000 underestimated, for if the government report was right, we would not have wheat enough to supply us. We have in the United States 66,000,000 inhabitants, with a consumptive capacity of  $4\frac{1}{4}$  bushels per capita. The needs of the country, as I figure them, are as follows:

Consumptive demand.....	313,500,000
Seed.....	50,000,000
Used for chemicals.....	20,000,000
Exports (25,050,000 bushels less than exported on last crop).....	140,000,000
Total.....	523,500,000
Government crop report.....	391,000,000
Left over from 1893.....	100,000,000
Total.....	491,000,000

These figures plainly disclose a deficit of 32,500,000 bushels, without taking into account the large amount of wheat used for feeding purposes. The question arises, of what value is the government crop report if it is not more reliable? There is something wrong somewhere.

The weather in the corn belt, as well as in other places, continues dry, so that the corn crop will be short, probably near 600,000,000 bushels, and, as the two previous years have been short crop years, we can readily see why there has been such an extraordinary jump in the price of corn. How wheat can be kept at the present low price is a conundrum and it will be only a question of a short time that the wheat market will be on top again, in harmony with corn and oats.

Receipts during the past week were 72 cars of wheat, 7 cars of corn, and 8 cars of oats. C. G. A. VOIGT.

Gripsack Brigade.

Cornelius Crawford (Hazeltine & Perkins Drug Co.) is taking his annual vacation this week, putting in the time at the Grand Rapids races. His trade is being visited in the meantime by M. L. Campbell.

Wm. H. Burns, formerly of Albion, has gone on the road for J. B. Doyle & Co., of Kalamazoo. He will make this city headquarters, covering the trade East and North of this market. Mr. Burns is a young man of energy and ability.

The traveling men of Grand Rapids should not forget that their annual picnic will be held at North Park Saturday afternoon and evening of this week, beginning with a baseball game at 3 o'clock and culminating in an informal hop from 8 to 10:30 p. m. The Committee on Arrangements has prevailed upon Max Mills to recite portions of his more or less celebrated Fourth of July address, and has also closed a deal with Geo. Owen by which he agrees to desist from telling any of the old and time-worn jokes for which he is (in)famous. Cornelius Crawford has consented to explain how he can accomplish eleven days' work in seven, and Jim Bradford will relate the incidents of one fishing excursion about which he never told a lie. Other special features of an interesting and instructive character are in consideration by the Committee, and those who attend are assured that the program will be sufficiently varied to meet the requirements of all. Dinner baskets will be in order, but those who are not so provided can obtain light refreshments at the pavilion.

The boys are telling a good story on A. F. Peake, State agent for D. B. DeLand & Co., of Fairport, N. Y. While at Fremont, the other day, he arranged to go fishing with Len Gilbert, of the St. Charles Hotel, and the proprietor of a hotel at Niles. This program necessitated the procuring of a quantity of minnows, which they proceeded to net in a small stream three or four miles from town. The stream happened to be one in which the State Fish Commission had deposited a quantity of small trout, and a German farmer near by proceeded to warn them away from his premises. Failing to drive them away by treats, he proceeded to Fremont for the purpose of procuring a warrant. No justice would issue such a warrant, but a constable was found who conceived the idea of issuing a bogus warrant, on which the fishermen were arrested on their return to town. They were considerably chagrined over the outcome of their expedition, but before they had time to hire a lawyer to discover the invalidity of the warrant, the constable conducted them

to a saloon, where the bartender fined them \$2 apiece, and the goods purchased with the money was equitably distributed among the crowd which had gathered to ascertain the outcome of the joke.

Adrian Times: A traveling man of this city received one of the greatest surprises of his life down at the little village of Newport, Monroe county, not long ago. He had made his customary small sales of goods in the place, and was sitting on a cracker barrel in a grocery waiting for a train, when in came the ugliest-looking man he had ever laid eyes on. It was a face that would have been worth a fortune to a Richard the Third tragedian or a Simon Legree Uncle Tom man. He would impress you as the kind of fellow who considered it his sacred duty to go home regularly three a day and lick his wife as soon as she had set the table. The Adrian traveling man regarded the unpleasant-looking stranger with deep interest for a few moments, and then getting down from the cracker barrel he thrust his hand into his pocket and drew out a dollar. Walking over to the sinister-faced customer, who was purchasing a plug of tobacco, he requested him to accept the coin. "What for?" quietly asked the low-browed individual. "Well, I'll tell you," explained the audacious drummer. "My father gave me this dollar when I was a boy, with instructions to give it to the ugliest-looking man I ever ran across. Therefore, after seeing you, I could not conscientiously keep the coin any longer." The villager said nothing, slipped the coin in his pocket, when he proceeded to take off his coat and give the drummer the worst trouncing he ever received. When he had satisfied himself that the traveler was sufficiently punished, he coolly drew on his coat with the remark: "My father told me to thrash the biggest fool I ever met and I think I have now obeyed his dying command."

The following yarn is spun by a writer for the Philadelphia Inquirer. After the usual exchange of compliments, habitual between a smart traveling man and an equally slick hotel clerk, in a leading hotel, the drummer said, "Give me a room low down; I'm going to bring more people into the hotel this trip than I ever did before." Then for half an hour he expatiated on the wonderful line of chocolates and caramels which he was prepared to show, and he told how the local market for candies was bound to be his, and rivals couldn't by any possibility have a show. The broad-shouldered porter carried the trunk up to the room assigned, and the confident salesman went out to catch his prey. He returned in triumph with a captive after a couple of hours' absence, and then passed half an hour in the cafe telling yarns and giving an occasional hint of his candy surprises. Then they sauntered to the room, but in a minute the drummer was back to the office again. His air was calm, probably from the appalling nature of the misfortune which had befallen him. "Come up to my room," he told the clerk in sorrowful tones. There the customer was in a paroxysm of laughter, for oozing on the floor of the room were several streaks of high grade candy. The lid of the trunk was raised and inside could be seen a conglomerate mass, which was all that remained of the triumphs of the confectioner's which had existed a few days before. The room was immediately over the kitchen, and the chimney had heated the wall, against which the trunk had been placed, to a temperature, which, added to the existing warmth, was fatal to the contents of the trunk. "I'll have to stay here three days longer than I intended," remarked the drummer when he recovered somewhat. "That's good. I'm glad to hear that," was the solacing remark of the clerk.



# The Woonsocket Rubbers.

You Can Make **5** Per cent.

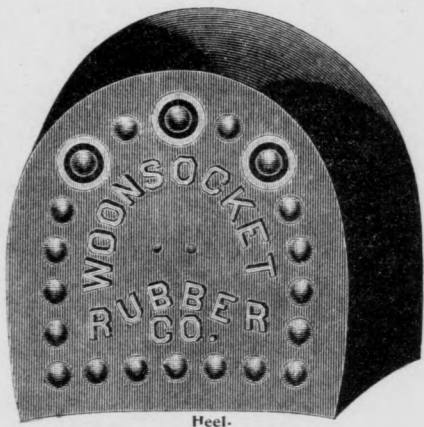
IF YOU ORDER YOUR

**WOONSOCKET RUBBERS AT ONCE.**

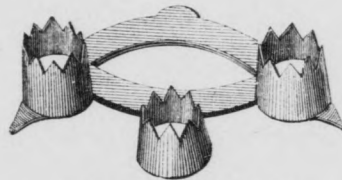
Boots made by

**WOONSOCKET AND RHODE ISLAND COMPANIES,**

Should be handled by every live retailer, as the customer will buy them, and will never take another after trying them once. It is made with the Patent Flange and Heel Protector and is superior to any other boot on the market.



Heel.



HEEL PROTECTOR



Section of Boot Showing Vamp, Sole, Heel and Heel Protector.

**Retailers Should Order Now.**

Every Live Retailer ought to have a well selected stock of **BOOTS**. We have them in large quantities and of the celebrated **WOONSOCKET** and **RHODE ISLAND** Make.

**Remember**

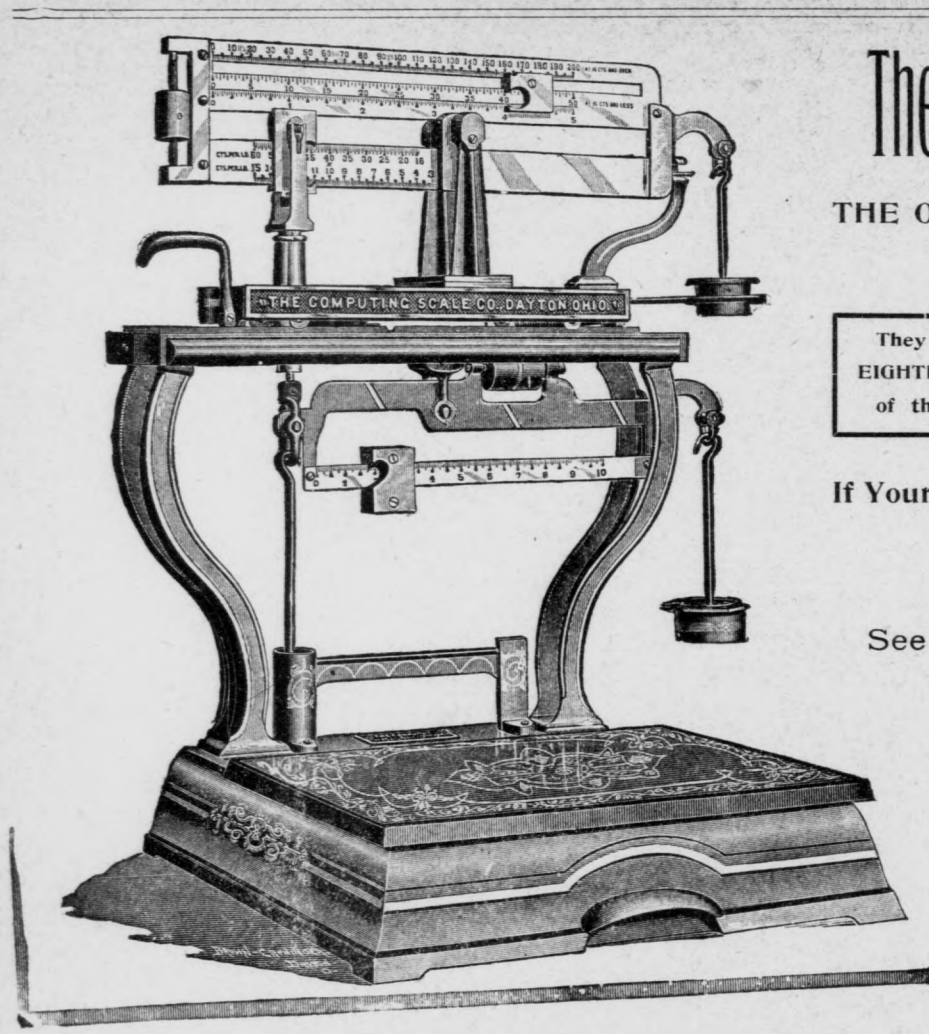
To get the present discount, orders must be put in time enough to allow for the goods being made up and shipped before October 1st. Orders delayed until the last minute cannot be filled. Therefore send me your orders now, and don't "get left."

**DON'T BE AFRAID OF LIBERAL ORDERS.**

Price List sent to any address upon application.

<b>RHODE ISLAND TENNIS</b>	Men's Black Oxfords.	Sizes	6-9, 6-10*	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	40 Net
	Boys' " "	"	1-6,	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	38 "
	Youths. " "	"	11-13½,	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	.	36 "

**G. R. MAYHEW, Grand Rapids, Mich.**



# The Dayton Computing Scale <sup>IS</sup>

THE ONLY SCALE ON EARTH for the Retail Dealer.

They Are The EIGHTH WONDER of the World.	An Investment Paying from 10 to 100 Per Cent. Per Annum.	Thousands of the BEST MERCHANTS are Using Them.
--	---	---

If Your Competitor Says They are a Good Thing for Him, WHY NOT EQUALLY SO FOR YOU?

See What Users Say:

TRAVERSE CITY, Mich., Sept. 27, 1892.  
The Computing Scale Co., Dayton, Ohio.  
GENTLEMEN:—Since the adoption of your Computing Scales I have made more money in my business than ever before. The Howe Scale I had, while new, had such a radical variation that I lost money every time I weighed upon it. I would retire from business before returning to the use of regular weighing scales.  
Yours truly,  
FRANK DANIELS.

For further particulars drop a Postal Card to  
**HOYT & CO.,** General Selling Agents,  
Dayton, Ohio.

## Seasonable Goods From LEONARD'S.

### Mason Fruit Jars.

**SPECIAL PRICES.**  
Subject to change without notice.

Packed Regular Way in Cases.

PINTS.	QUARTS.	HALF GAL.
\$4.75 gro.	\$5.25 gro.	\$7.25 gro.

### Mason Fruit Jars.

New Style Patent Boxes.

Packed One Dozen in Each Box.

PINTS.	QUARTS.	HALF GAL.
\$5.50 gro.	\$6.00 gro.	\$8.00 gro.

Extra Caps, \$2.25 gro. Rubbers, 30c gro.  
Flint Glass Jars, 25c per gro. advance.

### Dandy Fruit Jars.

GLASS COVERS--SELF SEALERS.

Only Perfect All Glass Jar on the Market

PINTS.	QUARTS.	HALF GAL.
\$10.50	\$11.00	\$14.00

No charge for package or cartage on fruit jars or jelly tumblers.

### Jelly Tumblers,

1/2 Pints, 6 doz in Box (box 00) per Box	\$1.64
1/2 Pints, 24 doz in Bbl (bbl 35) per Doz	.23
1/2 Pints, 6 doz in Box (box 00) per Box	1.80
1/2 Pints, 18 doz in Bbl (bbl 35) per Doz	.26

### Common Tumblers.

1/2 Pint, Plain, 6 Doz in Box (Bx 00) per bx	\$1.80
1/2 Pint, Plain, 20 Doz in Bbl (Bbl 35) per doz	.27

### Assorted Package.

Engraved Tumblers.

Thin Blown.

6 Doz in Box (bx 00) Per Box	\$3.00
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NOW IS THE TIME TO BUY.

BOTTOM PRICES.

KEEP YOUR STOCK READY FOR THE DEMAND IS SURE TO COME,

### Stoneware.

BUTTER JARS,  
PRESERVE JARS,  
FRUIT JARS,  
MILK PANS.

COMMON STONEWARE.

Stone Butter Jars, 1/2 Gal. per doz	.60
Stone Butter Jars, 1 Gal. each per gal	.06
Stone Butter Jars, 2 Gal. per gal	.06
Stone Preserve Jars and Covers, 1/2 Gal. per doz	.90
Stone Preserve Jars and Covers, 1 Gal. per doz	1.40
Tomato or Fruit Jars, 1/2 Gal.	.75
Tomato or Fruit Jars, 1 Gal.	.90
Stone Milk Pans, 1/2 Gal. per doz	.60
Stone Milk Pans, 1 Gal. each	.06

FINE GLAZED STONEWARE.

Black or White.

1 Gal. Fine White Milk Pans, per gal	.08
1 Gal. Fine Black Milk Pans, per gal	.06 1/2
1/2 Gal. Fine Black Milk Pans, per doz	.65
1 Gal. Fine Black Butter Crocks, per gal	.07
1 Gal. Fine White Butter Crocks, low, per gal	.08
1/2 Gal. Fine White Butter Crocks, per doz	.75

## H. LEONARD & SONS, Grand Rapids, Mich.