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## TOMPKINS.

He was a small, wiry man, about forty years of age, with a bright young face, dark eyes, and iron-gray hair. We were reclining in a field, under a clump of pines, on a height overlooking Lake Champlain. Near by were the dull-red brick buildings of the University of Vermont. Burlington, blooming with flowers and embowered in trees, sloped away below us. Beyond the town, the lake, a broad plain of liquid blue, slept in the June sunshine, and in the farther distance towered the picturesque Adirondacks.

"It is certainly true," said Tompkins, turning upon his side so as to face me, and propping his head with his hand, while his elbow rested on the ground. "Don't you remember, I used to insist that they were peculiar, when we were here in college?"

I remembered it very distinctly, and so informed my old classmate.

"I always said," he continued, "that I could not do my best in New England, because there is no sentiment in the atmosphere, and the people are so peculiar."

"You have been living in Chicago?" I remarked inquiringly.

"That has been my residence ever since we were graduated; that is, for about seventeen years," he replied.

"You are in business there, I believe?" I questioned.

Tompkins admitted that he was, but did not name the particular line.

"Hallo!" he suddenly called out, rising to his feet, and looking toward the little brown road near us. I looked in the same direction, and saw a plainly dressed elderly couple on foot, apparently out for a walk. Tompkins went hastily toward them, helped the lady over the fence, the gentleman following, and a moment later I was introduced to Mr. and Mrs. Pember, of Chicago.

Tompkins gathered some large stones, pulled a board off the fence in rather a reckless manner, and fixed a seat for the couple where they could lean against a tree. When they were provided for, I reclined again, but Tompkins stood before us, talking and gesticulating.

"This," said he, "is the identical place, Mrs. Pember. Here you can see the beauties I have so often described. Before you are the town and the lake, and beyond them the mountains of Northern New York; and (if you will please to turn your head) that great blue wall behind you, twenty miles away, is composed of the highest mountains in Vermont. The mountains in front of you are the Adirondacks, and those behind you are the Green Mountains. You are at the central point of this magnificent Champlain Valley; and you are comfortably seated here beneath the shade, on this the loveliest day of summer. Dear friends, I congratulate you," and Tompkins shook hands with Mr. and Mrs. Pember.

"And there, Timothy," observed the old gentleman, pointing at the University buildings with his cane, "is actually where you went to college."

"It was in those memorable and classic halls, as my classmate here can testify," replied Tompkins. "And here we roamed in 'Academy's' sacred shade, and a good deal beyond it. We went fishing and boating during term time, and made long trips to the mountains in the vacations. In the mean time, this wonderful valley was photographed upon the white and spotless sensorium of my youthful soul."

"Going, going, going!" cried Mrs. Pember, with a light rippling laugh, glancing at me. "That is the way I stop Mr. Tompkins when he gets too flowery."

Tompkins looked at me and reddened. "I own up," he remarked, "I am an auctioneer in Chicago."

I hastened to say that I felt sure he was a good one, and added, in the kindest way I could, that I had just been wondering how he had become such a good talker.

"Is it a good deal of a come-down?" asked Tompkins, with a mixture of frankness and embarrassment.

I replied that the world was not what we had imagined in our college days, and that the calling of an auctioneer was honorable.

A general conversation followed, in the course of which it appeared that Tompkins had boarded at the home of the Pembers for several years. They evidently looked upon him almost as their own son. They were traveling with him during his summer rest.

"This is a queer world," observed Tompkins, dropping down beside me, and lying flat on his back, with his hands under his head. "I came to college from a back neighborhood over in York State, and up to the day I was graduated, and for a long time afterward, I thought I must be President of the United States, or a Presbyterian minister, or a great poet, or something remarkable, and here I am an auctioneer."

Occasional remarks were made by the rest of us for a while, but soon the talking was mainly done by Tompkins.

Said he, "Since I was graduated, I never was back here but once before, and that was four years ago next August. I was traveling this way then, and reached here Saturday evening. I was in the pork business at that time, as a clerk, and had to stop off here to see a man for the firm. I put up at

the best hotel, feeling as comfortable and indifferent as I ever did in my life. There was not the shadow of an idea in my mind of what was going to happen. On Sunday morning I walked about town, and it began to come down on me."

"What, the town?" asked Mrs. Pember. "No; the strangest and most unaccountable feeling I ever had in my life," answered Tompkins. "It was thirteen years since I had said good-by to college. It had long ago become apparent to me that the ideas with which I had graduated were visionary and impracticable. I comprehended that the college professors were not the great men I had once thought them, and that a college president was merely a human being. I had been hardened by fighting my way as a friendless young man has to do in a great city. As the confidential clerk of a large pork house in Chicago, I felt equal to 'the next man,' whoever he might be. If a professor had met me as I got off the cars here Saturday night, it would have been easy for me to snub him. But Sunday morning, as familiar objects began to appear in the course of my walk, the strange feeling of which I have spoken came over me. It was the feeling of old times. The white clouds, the blue lake, this wonderful scenery, thrilled me, and called back the college dreams."

As he spoke, my old classmate's voice trembled.

"You may remember that I used to like Horace and Virgil and Homer," he remarked, sitting up, crossing his feet tailor-fashion, and looking appealingly at me.

I replied, enthusiastically and truly, that he had been one of our best lovers of the poets.

"Well," continued Tompkins, "that Sunday morning those things began to come back to me. It wasn't exactly delightful. My old ambition to do something great in the world awoke as if from a long sleep. As I prolonged my walk the old associations grew stronger. When I came near the college buildings it seemed as if I still belonged here. The hopes of an ideal career were before me as bright as ever. The grand things I was going to do, the volumes of poems and other writings by Tompkins, and his marvelous successes were as clear as day. In short, the whole thing was conjured up as if it were a picture, just as it used to be when I was a student in college, and it was too much for me."

Tompkins seemed to be getting a little hoarse, and his frank face was very serious.

"Timothy," suggested Mr. Pember, "may be you could tell us what that big rock is, out in the lake."

"Why, father, don't you remember? That is rock Dunder," said Mrs. Pember.

"I guess it is," said the old gentleman, musingly.

"Well," resumed Tompkins, "as I was saying, on one side were Homer and Virgil and Horace and Tompkins, and on the other was pork. I cannot explain it, but somehow there it was. The two pictures, thirteen years apart, were brought so close together that they touched. It was something I do not pretend to understand. Managing to get by the college buildings, I came up to this spot where we are now. You will infer that my eyes watered badly, and to tell the truth they did. Of course it is all very well," explained Tompkins, uncrossing his legs, turning upon his side, and propping his head on his hand again,—"of course it is all very well to rake down the college, and say *Alma Mater* doesn't amount to anything. The boys all do it, and they believe what they say for the first five or six years after they leave here. But we may as well understand that if we know how to slight the old lady, and don't go to see her for a dozen years, she knows how to punish. She had me across her knee, that Sunday morning, in a way that I would have thought impossible. After an hour I controlled myself, and went back to the hotel. I brushed my clothes, and started for church, with a lump in my throat all the while. My trim business suit did not seem so neat and nobby as usual. The two pictures, the one of the poets and the other of pork, were in my mind. I shied along the sidewalk in a nervous condition, and reaching the church without being recognized managed to get a seat near the door. Could I believe my senses? I knew that I was changed, probably past all recognition, but around me I saw the faces of my Burlington friends exactly as they had been thirteen years before. I did not understand then, as I do now, that a young man in business in Chicago will become gray-headed in ten years, though he might have lived a quiet life in Vermont for a quarter of a century, without changing a hair."

"It is the same with horses," suggested Mr. Pember. "Six years on a horse car in New York about uses up an average horse, though he would have been good for fifteen years on a farm."

"Exactly," said Tompkins. "You can imagine how I felt that Sunday, with my hair half whitewashed."

"You know I always said you might have begun coloring your hair, Timothy," said Mrs. Pember kindly.

"Yes," replied Tompkins, with an uneasy glance at me; "but I didn't do it. There was one thing in the church there, that morning, that I shall never have a better

chance to tell of, and I am going to tell it now while you are here."

This last sentence was addressed to me, and my old classmate uttered the words with a gentleness and frankness that brought back my best recollections of him in our college days, when he was "little Tompkins," the warmest hearted fellow in our class.

"Do you remember Lucy Cary?" he asked.

I replied that I did, very well indeed; and the picture of a youthful face, of Madonna-like beauty, came out with strange distinctness from the memories of the past as I said it.

"Well, I saw Lucy there," continued Tompkins, "singing in the choir in church, looking just as she did in the long-ago days when we used to serenade her. I am willing to tell you about it."

Tompkins said this in such a confiding manner that I instinctively moved toward him and took hold of his hand.

"All right, classmate," he said, sitting up, and looking me in the eyes in a peculiarly winning way that had won us all when he was in college.

"Why, boys!" exclaimed Mrs. Pember, with her light laugh.

Tompkins found a large stone, put it against a tree, and sat down on it, while I reclined at his feet. He said,—

"You have asked me, Mrs. Pember, very often, about the people up here, and now I will tell you about some of them. Do you notice that mountain away beyond the lake, in behind the others, so that you can see only the top, which is shaped like a pyramid? That is old Whiteface, and it is more than forty miles from here. It used to be understood that there was nothing whatever over there except woods and rocks and bears and John Brown. But the truth is, right at the foot of the mountain, in the valley on this side, there is a little village called Wilmington, and it is the center of the world. Lucy Cary and I were born there. It was not much of a village then, and it is about the same now. There was no church, and no store, and no hotel, in my time; there were only half a dozen dwelling-houses and a blacksmith shop, and a man who made shoes. Lucy lived in the house next to ours. Her father was the man who made shoes. Lucy and I picked berries and rambled about with Rover, the dog, from the time we were little. Of course you will naturally think there is something romantic coming, but there is not. We were just a couple of children playing together; and we studied together as we grew older. They made a great deal of studying and schooling over there. They had almost as much respect for learning then in Wilmington as they have now among the White Mountains, where they will not allow any waiters at the hotels who cannot talk Greek."

"It was quite an affair when Lucy and I left Wilmington and came to Burlington. The departure of two inhabitants was a loss to the town. It was not equal to the Chicago fire, but it was an important event. I went to college, and Lucy came over the lake to work in a woolen factory. There is where she worked," pointing to the beautiful little village of Winooski, a mile away behind us, in the green valley of Onion River.

"And she had to work there for a living, while you went to college?" asked Mrs. Pember.

"That was it," said Tompkins. "We used to serenade her sometimes, with the rest; but she seemed to think it was not exactly the right thing for a poor factory girl, and so we gave it up. I used to see her occasionally, but somehow there grew up a distance between us."

"How was that?" inquired Mrs. Pember.

"Well, to tell the truth," answered Tompkins, "I think my college ideas had too much to do with it. I did not see it at the time, but it has come over me lately. When a young chap gets his head full of new ideas, he is very likely to forget the old ones."

"You did not mean to do wrong, I am sure," said Mrs. Pember.

"The excuse I have," continued Tompkins, "is that I had to work and scrimp and suffer so myself, to get along and pay my way, that I hardly thought of anything except my studies and how to meet my expenses. Then there was that dream of doing some great thing in the world. I taught the district school in Wilmington three months during my Sophomore year to get money to go on with, and I think that helped to make me ambitious. It was the sincere conviction of the neighborhood over there that I would be president of the college or of the United States. I do not think they would have conceded that there was much difference in the two positions. I felt that I would be disgraced if I did not meet their expectations. By one of those coincidences which seemed to follow our fortunes, Lucy made a long visit home when I was teaching in Wilmington. She was one of my pupils. She was a quiet little lady, and hardly spoke a loud word, that I remember, all winter."

"Did you try to talk to her, Timothy?" asked Mrs. Pember.

"I do not claim that I did," answered Tompkins. "I was studying hard to keep

up with my class, and that was the reason. But I wish I had paid more attention to Lucy Cary that winter. I would not have you think there was anything particular between Lucy and me. It was not that."

"We will think just what we please," interrupted Mrs. Pember in a serious tone.

"Well," continued the narrator, "it would be absurd to suppose there was any such thing."

There was a long pause. "You had better tell the rest of the story, Timothy," said the old gentleman persuasively.

"Yes, I will," responded Tompkins. "After I came back to college I got along better than before I had taught. The money I received for teaching helped me, and another thing aided me. The folks at Wilmington found out how a poor young man works to get through college. Some of us used to live on a dollar a week apiece, and board ourselves in our rooms, down there in the buildings; and we were doing the hardest kind of studying at the same time. We would often club together, one doing the cooking for five or six. The cook would get off without paying. It was one of the most delightful things in the world to see a tall young man in a calico dressing-gown come out on the green, where we would be playing foot-ball, and make the motions of beating an imaginary gong for dinner. In order to appreciate it, you need to work hard and play hard and live on the slimmest kind of New England fare. But there is one thing even better than that. To experience the most exquisite delight ever known by a Burlington student, you ought to have an uncle Jason. While I was teaching in Wilmington, my uncle Jason, from North Elba, which was close by, came there. When he found out what an important man I was, and how I was fighting my way, he sympathized wonderfully. He was not on good terms at our house, but he called at my school, and almost cried over me. He was not a man of much learning, but he looked upon those who were educated as a superior order of beings. I was regarded in the neighborhood as a sort of martyr to science, a genius who was working himself to death. I was the only public man ever produced by the settlement up to that date. It was part of the religion of the place to look upon me as something unusual, and uncle Jason shared the general feeling. I could see, as he sat there in the school house observing the settlement, that he was very proud of me. Before leaving, he called me into the entry and gave me a two-dollar bill. It was generous, for he was a poor man, and had his wife and children to support. It brought the tears to my eyes when he handed me the money, and told me I was the flower of the family and the pride of the settlement. I felt as if I would rather die than fail of fulfilling the expectations of my friends. There was great delight in it, and it was an inexpressible joy to know that my relatives and the neighbors cared so much for me."

"To comprehend this thing fully, Mrs. Pember, you ought to be in college, and when you are getting hard up, and see no way but to leave, get letters, as I did, from uncle Jason, with five or six dollars at a time in them. Such a trifling would carry you through to the end of the term, and save your standing in the class. If you were a Burlington college boy, while you might be willing to depart this life in an honorable manner, you would not be willing to lose your mark and standing as a student. You would regard the consequences of such a disaster as very damaging to your character, and certain to remain with you forever."

"I may as well say, while it is in my mind, that I do think this matter of education is a little overdone in this part of the country. A young man is not the center of the universe merely because he is a college student, or a graduate, and it is not worth while to scare him with any such idea. The only way he can meet the expectations of his friends, under such circumstances, is to get run over accidentally by the cars. That completes his martyrdom, and affords his folks an opportunity to boast of what he would have been if he had lived."

"Tell us more about Lucy," said Mrs. Pember.

"Yes, certainly," replied Tompkins. "Lucy had a wonderful idea of poetry and writing. It is really alarming to a stranger to see the feeling there is up here in that way. The impression prevails generally that a writer is superior to all other people on earth. I remember to have heard that one of our class, a year after we were graduated, started a newspaper back here about ten miles, on the bank of the Onion River. He might just as well have started it under a sage bush out on the alkali plains. He gave it some queer Greek name, and I heard that the publication was first semi-weekly, then weekly, and then very weakly indeed, until it came to a full stop at the end of six months. It would have been ridiculous anywhere else; but being an attempt at literature, I suppose it was looked upon here as respectable."

"And did you used to write poetry?" inquired Mrs. Pember.

"Not to any dangerous extent," replied Tompkins. "I do not deny that I tried while in college, but I reformed when I went West. I think uncle Jason always had an idea that it might be better for me to be

Daniel Webster. He stood by me after I left college, and for three years I continued to get those letters, with five or six dollars at a time in them. They kept me from actual suffering sometimes, before I got down off my stilts, and went to work like an honest man, in the pork business."

"I thought you were going to tell us something about the girl," suggested Mrs. Pember.

"Yes, I was," rejoined Tompkins. "When I saw Lucy here, four years ago, in the gallery with the singers, I felt as if it would be impossible for me to face her and talk with her. She would not have known me, for one thing. When I was a brown-haired boy, making poetry, and being a martyr, and doing serenading, and living on codfish and crackers and soup, I could meet Lucy with a grand air that made her shudder; but as I sat there in church, gray and worn, I dreaded to catch her eye, or have her see me. Although there was not three years difference in our ages, yet it seemed to me that I was very old, while she was still blooming. Then there was a feeling that I had not become a great poet, or orator, or anything really worth while. On the contrary, I was just nobody. It seemed like attending my own funeral. I felt disgraced. Of course it was not all true. I had been a good, square, honest, hard-working man."

"Yes, you had indeed, Timothy," asserted Mrs. Pember, with an emphatic nod.

"Yes indeed, I had," repeated Tompkins, his lip quivering. "It was not the thing for a fair-minded man to think so poorly of himself; but I was alone, and the old associations and the solemn services were very impressive. There was Lucy in the choir; she always could sing like a nightingale. When I heard her voice again, it overcame me. I did not hear much of the sermon. I think it was something about temptation and the suggestions of the evil one; but I am not sure, for I had my head down on the back of the pew in front of me most of the time. I had to fight desperately to control my feelings. One minute I would think that as soon as the services closed I would rush around and shake hands with my old acquaintances, and the next minute would be doing my best to swallow the lump in my throat. It was as tough a sixty minutes as I ever passed. But finally the services were ended. I felt that it was plainly my duty to stop in the porch and claim the recognition of my friends. I did pause, and try for a few seconds to collect myself; but the lump grew bigger and choked me, while the tears would flow. Besides that, as the adversary just then, in the meanest possible manner, suggested to my soul, there was that pork. I knew I would have to tell of it if I stopped. But I did not stop; I retreated. When I reached my room in the hotel I felt a longing to get out of town. Fortunately, I could not leave on Sunday. So in the afternoon I sat with the landlord on his broad front platform or piazza. It was not the one who keeps the place now, but one of the oldest inhabitants, who knew all about the Burlington people. He guessed that I was a college boy; he thought he remembered something about my appearance. I did not mind talking freely with a landlord, for hotels and boarding-houses had been my home in Chicago. I had always been a single man, just as I am to this day. This landlord was a good-hearted old chap, and it was pleasant to talk with him. While we were sitting there, who should come along the street but Lucy, with a book in her hand. She was on the opposite sidewalk and did not look up. She would not look at a hotel on Sunday. I asked the landlord about her, and he told me all there was to tell. She was living in one end of a little wooden cottage over toward Winooski, another factory woman occupying the other part of the house. They made a home together. The landlord said Lucy was an excellent woman, and might have married one of the overseers in the factory any time she choose for years back, but that she preferred a single life."

"When I got back to Chicago I kept thinking about Lucy Cary. The old times when we used to live in Wilmington came back to my mind. The truth of it was, I was getting along a little, at last, in Chicago in the way of property, and I found myself all the while planning how I could have Lucy Cary near me."

"Did you want to marry her, Timothy?" inquired Mrs. Pember.

"It was not that," he replied; "but I wanted to become acquainted with her again. I knew she was the best girl I had ever seen. She always was just as good and pious as anybody could be. We were like brother and sister, almost, when young; and when I thought of home and my folks and old Wilmington and the college days, somehow Lucy was the center of it all. In fact, almost everything else was gone. My folks were scattered, and Lucy and uncle Jason were nearly the only persons up this way that I could lay claim to. There is a kind of lonesome streak comes over a man when he has been grinding away in a great city for a good many years, and comes back to the old places, and sees them so fresh and green and quiet, and he can't get over it. He will cling to anything that belongs to old times. I was strongly influenced to

write to Lucy, but finally I did not. I determined that I would get all I could for two or three years, and then I would come here and face things. I would get something comfortable, and would have a place I could call my own in Chicago. Then, when I had it fixed, I would come and see uncle Jason and Lucy, and stand the racket. Of course it was nonsense to feel shy, but it seemed to me that I could not say a word until I had something to brag of. They knew, in a general kind of way, that I was in Chicago, dealing in pork, or doing auctioneering or something, and that was as much humiliation as I could endure. To be sure, it was nothing to be ashamed of, for I had been an honest, faithful man; but to come back to my friends empty-handed, without money or fame, and gray-headed at that, was more than I could stand. If I had had anything, or been anything, just to take the edge off, I could have managed it. As it was, I looked ahead and worked. If any man in Chicago has tried and planned and toiled during the last three years, I am that man. There has been a picture before my mind of a pleasant home there."

"And have you calculated to marry Lucy Cary?" inquired Mrs. Pember, in an eager voice.

"Perhaps it was not just in that way I thought of it," replied the narrator, very seriously. "You know I told you that the landlord said she preferred a single life."

"Timothy Tompkins," exclaimed the old lady apprehensively, "don't deny it,—don't! Think how dreadfully you will feel if you know you have told a lie!"

"It is nothing to be ashamed of, Timothy," said Mr. Pember, in a kind and sympathetic voice.

"If you put it in that way," answered my old classmate, in strangely mournful tones, "all I can say is, there was never anything between us,—nothing at all."

"And did you come here this time to see her?" inquired Mrs. Pember, almost starting from her seat, and with the thrill of a sudden guess in her voice.

"I suppose it was as much that as anything," replied Tompkins doggedly, looking down, and poking with a short stick in the ground at his feet.

"And that is what has made you act so queer," mused Mrs. Pember. "Have you seen her?"

"Let him tell the story, Caroline," urged the old gentleman peevishly.

Tompkins looked gloomily out upon the lake and the broad landscape for a few moments; and then, resuming his narrative, said,—

"As I was saying, I have worked hard, and have got a nice little pile. I am worth thirty-five thousand dollars. When I made up my mind to come East this summer, the money to pay uncle Jason for what he had done was all ready. It made me choke to think how long I had let it run. I figured it up as near as I could,—the two hundred that had come to me in college, and the two hundred after that; and I put in the simple interest at seven per cent., according to the York State law, which brought the sum total up to nearly nine hundred; and to fix it all right I made it an even thousand dollars. Then I bought a new buckskin bag, and went to a bank in Chicago and got the money all in gold. I knew that would please uncle Jason. He once talked of going to California to dig. I suppose he had never seen a pile of the real yellow coin in his life. I wrote to him that I was to be in Burlington, and that I would be ever so glad if he would come over and see me. I met him yesterday afternoon, as he got off the boat, down at the steambath landing. He knew me, and I knew him, although we were both changed a good deal. After we had talked a little, and got used to each other, I took him up to my room in the hotel. I was in a hurry to get at the business part of my visit with him first; for it seemed to me that it would be better to let him see, to begin with, that I was not exactly poor, nor such an ungrateful cub as may be he had thought I was. It was my resolve that before we talked of anything else I would get that money off my conscience. I knew that then I could hold up my head, and discuss our neighborhood and old times, and it would be plain sailing for me. I had pictured to my mind a dozen times how uncle Jason would look with that new yellow buckskin bag crammed with gold on his knee, steady it with his hand and talking to me. So when I got him up to my room, and seated him in a chair, I began the performance. I got red in the face, and spluttered, and flourished round with the bag and the gold; and to tell the truth I fully expected to see the old man's hair rise right up. But it did not work. He got shaky and trembled, and somehow did not seem to want the money at all, and finally owned how it was. He said that he had never given me a cent; it was all Lucy Cary's doing. And she had made him promise, on his everlasting Bible oath, as he called it, that he would not tell. She had put him up to the whole thing; even that first two-dollar bill had come from her wages."

My old classmate ceased speaking. He was becoming flushed and excited. He gasped.

(Concluded on 5th page.)

Subscribers and others, when writing to advertisers, will confer a favor on the publisher by mentioning that they saw the advertisement in the columns of this paper.

The "Rochester Silk Co.," of Rochester, N. Y., whose advertisements are appearing in many Michigan papers, is pronounced a fraud.

The Northwestern Lumberman thus strikes the key-note of the business situation:

Every country retail dealer has his eyes on the crops. If they prove good he thinks that his prosperity is assured; if bad, his doom is sealed. This is the way he looks at it; but he should reflect that if his turn does not come this year it will next, and the indications are now that he will not be obliged to wait until next year.

A dealer who has lately engaged in the grocery business at Hastings has adopted an ingenious method to draw trade. Last Saturday he gave away a dozen clothes pins to every purchaser, distributing in that manner five gross, which cost him 75 cents. Next Saturday he proposes to distribute small cakes of toilet soap, and he will continue to offer such inducements until he has attracted a good run of customers.

The Necessity of Going Slower. Grand Rapids Correspondence Northwestern Lumberman.

In the Lumberman of May 10 the question of "Halt" is touched upon, and it is a vital one. Many lumber manufacturers have for years been paying interest and taxes upon large tracts of pine lands until \$3 and over is not an exception to the general cost of timber, besides the large investments in mill property, insurance and depreciation cut no small figure. And now, when the country is upon a solid basis, money easy, good crops, and a large demand for lumber, it would seem as though the manufacturers were trying to see which could become the "would-be financial suicide" first. Within the past five years manufacturers of lumber in this district have seen our grades change for the better fully one grade, which is equal to \$2 or over per thousand feet, and within two years have seen the prices decline on grades below No. 1 common \$2 per thousand more, making a reduction of \$4 per thousand. This is more than was ever made per thousand on the average in our brightest times, and still nothing is done to stop the downfall. It seems as though the volume of business was of more importance than the net result. Would that the operators could see the advantage to themselves, the state, and all concerned in the successful management of such a vast and extended enterprise. Four dollars per thousand on the annual production of lumber in this state for one year is equal to one-half of the gross value of the largest crop of wheat the state ever produced.

This rapid destruction of such a vast industry can easily be averted by each manufacturer making himself a committee of one to see that his saw mill runs but eight hours per day and shingle mill six or seven, paying the men for the time they work, and allow the surplus logs to remain in the water, and thereby naturally reducing the amount to be put in another season to that extent. Michigan is not alone interested in this matter, but Wisconsin and Minnesota as well.

The Drummer-Knocker—A Second Sulliv-

No one would suspect from ordinary appearances that D. S. Haugh was a man of massive muscular development, but a little incident that occurred up at Mancelona last Monday evening stamps him as a knocker of the first water, and a correspondent of THE TRADESMAN up in that vicinity writes that the north woods ring with his praises. It seems that Haugh and a disagreeable individual named Miller got into a little business difficulty over the amount Miller should receive for entering an order for a conveyance on his books—an order that was subsequently countermanded. Miller persisted in following Haugh around town, and applying unwarranted epithets, whereupon the "little drummer" took off his coat and in less time than it takes to tell it gave the cowardly bully a black eye—instead of the dollar he demanded. In retaliation, Miller caused Haugh's arrest on a charge of assault and battery, and the defendant pleaded guilty and was fined \$1 and costs, amounting to \$2.68, which amount Haugh was not allowed to pay, as the business men of the place raised it by personal contributions. It goes without saying that Miller is not in good repute with the people of Mancelona, and that the result of Haugh's first appearance in the role of knocker has caused much wholesale rejoicing at that place.

Got the Better of Webster.

A local boot and shoe dealer, in reading Daniel Webster's memoirs, recently, came across an anecdote of a little set-to between Webster and George Blake, in a lawsuit involving the value of a lot of shoes. Mr. Webster had enlarged on the durability of the shoes. "I grant," said Mr. Blake to the jury, "that the shoes never wore out, but the unfortunate men who wore them did."

AMONG THE TRADE.

IN THE CITY.

Albert Stryker succeeds Stryker & Decker in the grocery business on Center street.

Arthur Meigs has purchased the village plat of Crofton, Kalkaska county, and 2,000 acres of land adjoining.

J. T. Norcutt has engaged in the grocery business at 119 stocking street. Arthur Meigs & Co. furnished the stock.

Frank E. Leonard, of H. Leonard & Sons, and Harvey P. Wyman, of the Chippewa Lumber Co., left Saturday night for New York, where they will spend a week or ten days.

W. H. Ross has concluded to re-engage in the drug business on the West Side and has secured a desirable location in the Strahan block on Front street. Hazeltine, Perkins & Co. are getting out the stock.

Wm. T. Lamoreaux has returned from the East, where he made arrangements to handle wool the coming season for one of the heaviest jobbers in Boston and one of the largest manufacturers in Massachusetts.

The proposed compromise with the creditors of Cross & Todd, of Bangor, on the basis of 40 per cent. cash, has fallen through on account of the non-action of a Rochester firm, and the stock has been sold. Creditors are expecting their pro rata dividends shortly.

A note from Alford H. McClellan, dated at Aiken, S. C., May 22, conveys the sad intelligence of the death of Mrs. Donald M. McClellan, at that place, on the evening of the 20th. The remains were taken to Cambridge, N. Y., for interment. The family will spend the summer in Detroit, and Mr. McClellan may conclude to make that city a permanent residence.

Mr. D. E. McVean, of Kalkaska, who was in town one day last week, stated that the survey for the proposed spur railroad east of Kalkaska, to tap the extensive tracts of pine in that region, would probably be postponed for another season. This course is rendered necessary by the uncertainty surrounding the action David Ward will take regarding the sale of his pine.

AROUND THE STATE.

A. Kloster has engaged in the grocery business at Muskegon.

P. L. Kimball has engaged in the drug business at Plainwell.

Harvey Bromley, general dealer at Denver, has removed to Hesperia.

N. W. Kelly, restauranter at Alma, has sold out to Adolph Ziesse.

Mrs. Frank Benson has engaged in the millinery business at Ewart.

A. C. Boardman has engaged in the grocery business at Lake City.

Lang & Walker have started in the grocery business at Elk Rapids.

Bert Finkler, grocer at Hastings, has added a line of tobaccos and cigars.

F. Saurbier, general dealer at Lakeside, has sold out to W. J. Quan & Co.

R. G. Smith, of Wayland, has charge of the new grange store at that place.

Payne & Co. succeed W. H. Conover & Co. in the drug business at Greenville.

Shayde & Cookson, druggists at Kalamazoo, has sold out to Chas. K. Oeckner.

O. L. Davis, druggist at Cadillac, has been closed by the sheriff, and it is reported that he has "skipped."

M. V. Wilson has purchased the drug stock of W. F. Stewart at Sand Lake, and will continue the business at both locations.

Stephenson Brothers, one of the leading dry goods firms of St. Johns, made an assignment Monday to their father, G. W. Stephenson.

Dibble Bros.' new store at Burnip's Corners, is now completed, and is expected to be ready for occupancy by June 1. It is 25x60 feet in dimensions, and two stories high. The upper floor is to be used for a hall.

STRAY FACTS.

It is proposed to start a shirt factory at Marshall.

Willard & Hale have started a sewing machine agency at Bear Lake.

H. H. Thomas & Son, planing mill operators at Chase, have sold out.

The Mancelona iron furnace turns out forty-two tons of pig iron per day.

J. F. McHugh, restauranter at Manistee, has been closed up. Assets, nothing.

Walker & Durham succeed Gregory & Durham in the saloon business at Nashville.

Jackson is to have a sash, door and blind factory to cost \$125,000 and employ 200 men.

Robinson & Smith success H. R. Montgomery in the restaurant business at Big Rapids.

Livingston & Kime, meat dealers at Freeport, have dissolved partnership, Livingston succeeding.

Business lots in Mancelona that could have been bought five years ago for \$50 are now worth \$1,000.

Nick Beal, formerly in the hotel business at Vandear, has leased the Arnold House on West Bridge street.

Hannah, Lay & Co. are preparing to build a new grain elevator in connection with their grist mill at Traverse City.

A \$250,000 oil company is talked of at Roscommon. Only preliminary wind yet, says a local sheet, but two men owning 880 acres of land will turn it in.

The Bloomingdale cheese factory is using 6,000 pounds of milk daily. The South Bloomingdale factory started up last week, with a Mr. Plum as manager.

The village of Wetzell is to have a broom handle factory. The house-wives of the country are being well supplied by northern Michigan with these emblems of domestic authority.

Frank Neuman, jr., of Dorr, has put about \$1,000 worth of new machinery into his grist-mill, and has it nearly ready for business. He is also preparing seven carloads of staves for market.

J. Hanselman, charged with attempting to hire persons to fire his furniture store at Manistee last spring and who was tried in the Circuit Court last week, was found not guilty, the jury being out about six hours.

The manufacture of a new mower will soon be commenced at Jackson on a large scale. Its distinctive merit is that such a motion is given to the knife bar that the sections strike the grass in the same manner as a scythe in mowing.

Flint Knights of Labor have "boycotted" Burrough, Pierson & Harris, proprietors of the thread mills, having passed resolutions that after ten days they will not buy anything from business men who handle goods manufactured by said firm. The firm had a knight arrested for trespass and fishing in their pond.

The Clinton Woolen Manufacturing Co.'s mills have now laid idle for several months, and a large number of employes are out of employment. Result, a good many vacant houses in town for rent. There are several suits pending between the Mill Company and one of the largest capitalists because of some trivial water way, which, to the parties most interested financially, amounts to but little, but causes a loss of no small magnitude to many who are not able to endure it.

Disciplining a Customer.

From the Youths' Companion.

Every retail merchant has among his customers at least one who insists upon "beating down" the price of an article, no matter how low the sum asked for it. The salesman dreads to see that customer enter the store. He knows that his patience will be tried and an unusual demand made upon his self-control, and the profit will be too small to compensate for the labor and the time expended. The following story tells how one level-headed merchant disciplined a customer of this sort:

A certain merchant was troubled by a lady whose habit of haggling over the price was a great annoyance. As she was rich and generous, the merchant suspected that the habit was due to her ambition to be thought a sharp buyer. He determined to give her an object lesson which would open her eyes to the fact that her ambition had made her an annoyance.

One day she entered his store, and asked to be shown a certain article, and inquired its price.

"Three dollars," said the merchant. As he expected, she at once objected to the price. The merchant, after appearing unwilling to accept less, at last allowed himself, with seeming reluctance, to be "beaten down" to two and a half dollars.

"I will take it," said the lady, with an air of victory, handing him a five-dollar bill. He wrapped up the article and handed it to her with the change.

"Why," said she, laughingly, "you are about to cheat yourself. You have given me back three dollars," and she handed him the fifty-cent piece.

"No," he replied, "two dollars is the regular price of the article."

She both saw and felt the point. Her wounded vanity allowed her to see nothing but rudeness in the merchant's rebuke. She went out of the store indignantly, leaving the fifty-cent piece on the counter.

For a long time she ceased to trade with the merchant, but after many days she occasionally was seen at his counters. Nothing was ever said about the little lesson, but the salesman noticed that whenever she found what she wanted, she paid the price, without attempting to beat them down.

Peculiar Phase of the Messmore Matter.

The hearing in the garnishee suit brought against Messmore by John Caulfield was recently adjourned at Messmore's request, in order to give the latter time to "get a deposition from Washington." The exact nature of the document, and its bearing on the case, are not definitely known, but it is supposed to relate to a service Messmore rendered Caulfield about ten years ago. When the former was basking in Republican clover. It appears that Caulfield overpaid the revenue officers here \$50, but was subsequently assured by Collector Bailey that the amount would be returned. Bailey did all that lay in his power to get the claim audited, and on the occasion of a visit to Washington asked Messmore, who was then in the employ of the Revenue Department, to give the matter a little attention. He did as requested, and Caulfield soon after received the money. Meeting Messmore on the street here a short time afterward he asked the latter what his services were worth, and was told that there was no charge. Caulfield gave him \$5, however, which Messmore "reluctantly accepted." It is now whispered around that Messmore proposes to secure proof of services rendered and bring in a bill for \$50 as an offset to Caulfield's account, but as Messmore is too sharp not to see that the claim is long since outlawed the more plausible explanation is that he gave such an excuse for adjournment only for the purpose of gaining time.

A little girl, after drinking a glass of water from a magnetic spring, said, "I do not feel one particle magnified, and I think these springs are a humbug."

SOUTH WATER STREET.

Notes and Facts Picked Up on that Business Mart.

Next to living between two boiler shops, or spending a day on a Board of Trade, is a trip through South Water street on a busy morning. The impressions a stranger receives on that thoroughfare are likely to be vivid and lasting. He is impressed with the magnitude of the transactions, the rapidity of the transfers, and the remarkable facilities the merchants possess for handling goods. He is also impressed with the opportunities afforded for money-making, legitimately, and the advantages the merchants have to add to their legitimate profits by illegitimate transactions, if they are so inclined. That the majority of them are not so inclined, but on the contrary are reputable business men, is evidenced by the fact that they are representing the same shippers and selling the same dealers, year after year. A minority of tricky and dishonest dealers, however, have served to bring the street into disrepute and to reflect unfavorably upon the men who intend to do—and do do—a decent business.

There is no mistaking the fact that South Water street has stimulated the growth of certain industries," said a prominent fruit dealer. "It is only a short time ago that comparatively few strawberries were raised in Tennessee. But year after year our dealers have gone down there and impressed upon the fruit raisers that there is profit in that class of productions, and the result is that we are selling ten car-loads of Tennessee strawberries on this street to-day. The same is true regarding Mississippi, Alabama, and Florida, with the respective products of those States. As soon as they find there is money in the business, they begin raising fruits and vegetables for this market, and the way the business is increasing speaks well for the future. Every man who consigs to us is making two dollars where we clear one. Of course we make money, and we have to make a good deal to meet our expenses, but considering the amount of goods handled the profit is not great. Our sales amount to about \$300,000 per year, while one of our neighbors sell a half million and another a full million. The latter house sold 700 carloads of apples last year, and expects to handle an even 1,000 this season. The same firm handles about 200 carloads of broomcorn annually."

"One of the most peculiar changes of public taste," said a banana merchant, "has been the growth of the banana business. A few years ago we had the temerity to get in a carload of the fruit, but were unable to sell more than half of it, and the other half spoiled. Now we handle twenty carloads per week, and seldom ever lose a bunch."

HASTINGS HOMILIES.

Reasons Why the Place Should Have a Permanent Growth.

Situated in the midst of a farming community that has no superior in many respects anywhere in the State, and possessing a class of business men that are the peers of those to be found anywhere, Hastings is exceptionally favored in all the elements that serve to assist the permanent growth of an inland city. When a second railroad becomes an assured fact, the reduced freight rates incident to a competing point and the new territory that the road will render tributary to the place, cannot fail to give Hastings a lasting business impetus. Already in possession of one of the best schools in the State, having a location noted for its healthfulness, and plenty of room for expansion without filling up swamps, Hastings has a future in store for her—a future that will certainly augment the reputation she now enjoys as one of the heaviest shipping points of country produce in the State.

Frank Ackerman & Co. have already pickled 31,000 dozen eggs, and are adding to this quantity at the rate of 700 dozen per day. They pay about 12½ cents per dozen on an average, and will ship by carload to the Eastern markets during the high prices expected to rule next spring.

The ambassador of THE TRADESMAN is under obligations to the genial Phin, Smith for a drive through the city and suburbs revealing a considerable amount of building operations and other improvements of a permanent nature.

The silk of Scripture is supposed to be an error. Be that as it may, we have tolerably authentic information that the Chinese used ramie for more than two thousand years. More still, the China-grass, when spun fine and well-woven, can scarcely be distinguished from silk. The fiber is long, stronger, and full as glossy. What effect dyes have on ramie is not clearly shown; but certainly dyes can not make the fiber any rougher than they do the fiber of silk. The difference is laid to the action of dyes on animal matter, where different substances produce different effects.

Work Before Him.

"My dear," she said, poking him earnestly, "it's growing late. You must get up." "What time is it?" he growled. "It's after 7 o'clock." "Well, that's not late for Sunday morning." "But, my dear, you forget that there is work before you. We are to have chickens for dinner you know, and you have got to catch them."

The strong man was out of bed in a second.

The natives of the island of Chile use the shell of a crab as a barometer. In dry weather it is nearly white, but on the approach of rainy or stormy weather it is flecked with red spots.

SUCCESSFUL MERCHANTS—NO. 2.

O. F. Conklin, for Sixteen Years in General Trade at Ravenna.

O. F. Conklin was born in Brownsville township, Jefferson county, N. Y., May 6, 1837. The family residence was situated on the shore of Lake Ontario, in sight of Sackett's Harbor, and from this place the family emigrated in 1850 to Crockery township, Ottawa county, settling on a new farm. From this time until he was twenty years of age, O. F. worked on the farm summers and "did chores for his board" and attended school winters. On his twentieth birthday, his father gave him his "time," and the following winter he taught his first term of school, accumulating a sum sufficient to purchase an eighty acre land warrant. In the spring of 1857, he went West, footing it from Iowa City to Missouri, where he located his "eighty," and taught school until the breaking out of the war, when the State passed the "armed neutrality act," appropriating the school money to arm the State troops, in consequence of which his occupation was gone. Trading his outstanding accounts for a horse, he headed toward home, making the entire distance on the saddle. In 1861, he engaged to teach the Lisbon school, subsequently engaging for five additional terms. At the close of the war, he returned to Missouri, bought forty acres of land adjoining his eighty, and taught school until 1866, when failing health compelled him to abandon his chosen vocation, and for three years thereafter he traveled for an optical establishment, going to Ravenna in the fall of 1868 to engage in general trade. The firm of O. F. & W. P. Conklin, formed at that time, is still in existence, having enjoyed almost uninterrupted prosperity for sixteen years. In 1875, a new store building was erected, which is still occupied. The surplus funds of the firm have been kept well invested in farming and other lands, so that the buying and selling of real estate has become an important item in their business. In 1881, O. F. removed to Coopersville to superintend the erection of the brick block of three stores, known as the Conklin block, and recently he has formed a business alliance with Wm. G. Watson, and engaged in the banking business at Coopersville.

Mr. Conklin's individual account will probably aggregate \$50,000, which is considerably above the average accumulation of an ordinary business career. He attributes his success as a business man to the fact that he discounted every bill, and gave no man credit for goods to whom he could not safely loan money. Another cardinal principle with him has been the theory which he has always put into practice, of never employing others to do that which he could just as well do himself.

The Gripsack Brigade.

In England a "drummer" is called a "bag-man."

"Hub" Baker is now regularly installed as traveling representative for Shields, Bulkie & Lemon.

J. C. Watson left Monday for a three weeks' trip through the Saginaw Valley in the interest of C. S. Yale & Bro.

C. W. Mansfield, traveling agent for Bradner, Smith & Co., Chicago, has removed his family from Ypsilanti to this city, their new cottage residence at 185 Second avenue having been completed.

A. B. Smith, for several years past an assistant at Arthur Meigs & Co.'s, has fitted up a pair of grips, and will hereafter cover the towns on the Lake Shore, Michigan Central and G. R. & L. south.

Charles M. Ellsworth, for several years a resident here, later traveling representative for the Detroit White Lead Works, and more recently with F. O. Pierce & Co., New York, is now superintendent of the manufacturing department of C. T. Reynolds & Co., at Chicago.

A merchant traveler took his place at the table of a Western hotel, where the landlord was the only waiter, and, after finishing a very scanty meal, he said persuasively, "I should like some dessert." "Dessert! What's that? We ain't got none." "Well, give me some pie." "Pie? thunder! We ain't got no pie! Help yourself to the mustard!"

Red Headed Dave Smith, traveling representative for Bannard, Lyman & Co., Chicago, was in town Saturday. He proposes to remove his mother and sisters from Detroit to this city as soon as he can find a desirable residence, and will then make Grand Rapids his headquarters. He relates a heretofore untold story about McIntyre to the effect that John recently stole a horse at Dayton, Ohio, and was subsequently discovered with the halter in his pocket up at Reed City.

Good Words Unsolicited.

F. Salisbury, grocer, Harbor Springs: "I consider it well worth the price asked for it."

Brown & Co., druggists, Trufant: "We think it A No. 1, and find it very useful in our business."

H. Woodward & Son, general dealers, Frankfort: "I find it a valuable paper in many respects, and in matters and information of a business nature I see much that is not obtainable in any other paper that comes to my notice."

Things Heard on the Street.

That Messmore will make \$5,000 this fall talking Democracy to the Hoosiers.

That D. S. Haugh has received an offer from Sullivan to travel with his "combination."

That Arthur Meigs has started a gymnasium for the benefit of his traveling men, who are required to practice at least once a week.

LATEST

Stan'd Quotations

JOHN

CAULFIELD

WHOLESALE GROCER,

Teas, Tobaccos, Spices Etc.,

85, 87 and 89 Canal Street

FACTORY AGENT

For the following well-known brands of Tobaccos and Cigars:

FINE CUT.

Table listing various tobacco products and prices, including Fountain, Old Congress, Good Luck, Good and Sweet, American Queen, Blaze Away, Hair Lifter, Governor, etc.

PLUG.

Table listing various plug tobacco products and prices, including Horse Shoe, McApin's Green Shield, McApin's Sailor's Solace, Red Star, etc.

SMOKING.

Table listing various smoking products and prices, including Peerless, Rob Roy, Uncle Sam, Tom and Jerry, Good Enough, Mountain Rose, Lumberman's Long Cut, etc.

CIGARS.

Table listing various cigar brands and prices, including Smoke the Celebrated "After Lunch" Cigar, After Lunch, Clarissa, Clara, Mirella, Queen Marys, etc.

In addition to the above brands of Tobaccos and Cigars, I keep in stock an ample supply of all other well-known brands of Plug and Fine Cut. Our stock in the Tobacco and Cigar line is one of the largest and best assorted to be found in the city.

Table listing various syrups and prices, including Japan ordinary, Japan fair, Japan fair to good, etc.

Table listing various syrups and prices, including Corn, Barrels, Corn, 1/2 bbls, Corn, 10 gallon kegs, etc.

SUGARS.

Table listing various sugar products and prices, including Cut Loaf, Powdered Standard, Granulated Standard, coarse grain, etc.

We call the special attention of those desiring to purchase new stocks to our superior facilities for meeting their wants. Our guarantee is first-class goods and low prices. Careful attention given mail orders. Special quotations mailed on general line of groceries when requested.

John Caulfield.

Drugs & Medicines

Linseed Oil Prospects. From the Oil, Paint and Drug Reporter. Although the time is brief between now and the incoming of the new crop of flaxseed, much uncertainty is felt among the consumers of oil as to the probable course of prices on that product in the interim. There was scarcely a doubt entertained six months ago that before this oil in this market would be up to at least sixty cents. That it has failed to reach that point seems due entirely to the comparatively slow trade, which, while its aggregate volume has been sufficient to use the current production, has at no time shown any tendency toward spirited activity. The sustaining feature of the market has, therefore, been the high cost of seed, and the limited domestic supply. Many of the Western mills have for months been out of seed and some of them have been compelled to buy oil to supply the demands of their regular customers. The Eastern crushers have been wholly dependent upon Calcutta seed and the State mills have also drawn a large portion of their supplies from the same source. One Chicago crusher is now engaged on Calcutta seed, though we believe this was not the result of absolute necessity, his supply of American seed being sufficient to carry him for some weeks. The entire stock of seed at the West is, however, very small. But few crushers hold any, and only one has a considerable quantity. In elevator the stock is practically exhausted and the price on the little lot offering is so high as to place it beyond the reach of crushers. The recent advance in oil at Chicago, to fifty-seven cents, which was based upon the strong position of the seed market and the apparent scarcity of oil, developed the fact that there were some lots of the latter held back for just such an opportunity as the rise afforded. A canvass of the Western markets generally shows more oil in the hands of dealers than had been anticipated. None of the lots are large, but in the aggregate there is apparently enough to tide the local trade over a period of several weeks. While most of the city crushers have an outlet for their regular trade for all the oil they can turn out from the available supply of seed during the next two months, there is probably a small surplus to be reckoned on from the Eastern mills, which may make good in part any deficit at West. This is feared by Western crushers and acts as a check upon prices which they would otherwise advance above their present unremunerative figure. Reviewing the whole situation, we are led to believe there will be oil enough to "go around" until new seed is ready for crushing, and it is believed to be unlikely that crushers will advance their figures materially at so late a period of the year.

A New Cure for Cancer.

The statement that any remedy has been discovered which will obviate the necessity of a resort to the knife in the treatment of cancer, will be met with incredulity, and in giving the following from the Lancet we give it without comment and simply for what it is worth: Dr. Veloso, of Pernambuco, introduced the remedy to notice in a communication to the Journal de Recife. He states that the plant, which is commonly known by the name of alvelos, belongs to the euphorbiaceae, and is indigenous to Pernambuco. He writes that a magistrate, who was suffering from epithelioma of the face, and who had returned to his estate despairing of relief was entirely cured of his disease by the topical application of the juice of the plant. On the strength of this report Dr. Veloso tried the remedy in the case of cancer of the nose, and in one of epithelioma of the lip, with the result that the first patient was completely cured in 40 days, and the second in less than two months. These results, he thinks, justify a trial of the remedy, especially in uterine cancer. The action of the juice of the plant is irritating, producing a spreading dermatitis without much pain, and the application of the cut stem or the juice of the fresh plant to the diseased part, is said to result in the destruction of the morbid tissue which is replaced by healthy granulations, doing the work, in fact, of the chloride of zinc paste.

It is clear that if the remedy possesses only escharotic action, its value cannot be said to be very superior to that of other well-known caustics. The fact, moreover, that only the fresh juice of the plant produces the effects claimed, must limit its use very largely to the region in which the plant grows.

Paraldehyde.

This substance seems to be attracting considerable attention in certain quarters, because of its reputed hypnotic properties. Dujardin-Beaumez has examined into its physiological action and therapeutic effects, making comparative observations between it and other well-known hypnotics and anodynes. He found that it was much less disagreeable to take than some of them, chloral, for instance. Its effect is to produce a sleep very closely simulating the natural sleep, the subject awaking without heaviness or headache. It possesses scarcely any anodyne power, having had no effect in relieving the pain in cases in which its powers in this direction were tested. He regards it as a valuable addition to our hypnotic agents.

It is estimated that the money annually spent in this country for drink would take care of 5,000,000 orphans, pay for all the false teeth now in use and enable every woman to change her hair switch for a thicker one at least twice a year.

Chestnut Leaves in Whooping Cough.

Dr. Cooperider, of Taylorville, Ind., reports in the Canadian Medical Record, successful results from the use of fluid extract chestnut leaves in whooping cough. The result is observed not only in the relief of the paroxysms but the actual cure in from four to five days. The dose is from 15 to 60 drops, according to the age of the patient. If the child is old enough, it is given in hot water as an infusion. To a small child it should be given in a simple syrup or elixir, on account of its taste.

Normal Liquid Ergot.

Dr. S. W. Caldwell, of Trenton, Tenn., reports in the Mississippi Valley Medical Monthly, his use of ergot hypodermically with favorable results in a case of enlargement of the spleen. He has found that the use of normal liquid ergot is attended with much less pain than follows the employment of the ergot liquid extracts.

Cochineal seems threatened with extinction. Its value in a few years has gone to a third or a fourth of its former market price. The reds called ponceaus have nearly displaced it. They are so much cheaper, so much easier to apply and so much more regular in their results, that dyers will not use cochineal for reds or scarlets unless they are compelled by contract to do so. Military authorities in various countries have up to the present refused to permit dyers to substitute cochineal by artificial reds. Commissions have decided from experiment that the new reds do not stand air and light as well as the old cochineal red, so that until some improvements are made in this respect cochineal will still have a limited employ. But cochineal red is not the very stable color it is sometimes believed to be. It stands light well, but it does not stand washing as well as the new red dyes.

The Japanese native papers are crying out at the extinction of the lacquer industry of the country. The tree from which the varnish is obtained is disappearing. Formerly, like the mulberry tree on which the silk-worm feeds, it was protected by law. Each family of the upper classes was obliged to rear 100 trees, the middle classes 70, and the lower classes 40. Since this law fell into desuetude the cultivation of the lacquer tree has rapidly declined. The trees were cut down without care, and none were planted to replace them, so that they have become exceedingly rare, while the price of lacquer has enormously increased. Similar complaints, too, are heard of the process of disafforestation going on in Japan since the ancient law, which required every one who cut down a tree to plant two in its place, was abolished.

Tarrant & Co., N. Y., have issued a circular to the wholesale trade, giving a list of retailers that have failed to conduct their business in accordance with the Champion plan, and warning jobbers that they are bound by the terms of their contract to suspend all sales of the articles manufactured by that firm to those mentioned on the list or to any whom they have reason to suppose purchase the remedies for illegitimate purposes. The list includes dealers in ten states, and will be republished from time to time as occasion demands, with such additions as are necessary.

A Canadian correspondent says the Menonites, to the number of 10,000, who emigrated several years ago from Southern Russia to Manitoba, have made the production of linseed one of the principal features of agriculture. It is now stated that a gentleman is on his way from England to Manitoba to make arrangements for the erection of an oil crushing mill. The initiation of such an industry will, without doubt, place Manitoba with its other natural advantages in the front rank of stock raising countries.

This country makes one-fifth of the iron and one-fourth of the steel in the world, and furnishes one-half of the gold and one-half of the silver of the world's supply. Taking all the mining industries of the world, the United States represents 36; Great Britain, 33; and all other nations 31 per cent. of the total. Anglo Saxondom, therefore, represents 69 per cent. of the mining industry of the earth.

When a young man becomes impatient, waiting half an hour for his girl, who left the room with the remark that she would "be ready in two minutes," he should not manifest his uneasiness, but let his mind revert to the stock of patience exhibited by the physician who counted the holes or cells in the human lungs and discovered that the whole number was 174,000,000.

A Springfield, Mass., druggist, fills his window with live chickens colored by the dyes he sells. The exhibition is very comical and draws crowds. A Wilmington, Del., druggist used to color doves and let them fly about the streets for a similar purpose. Strangers wondered much at the extraordinary "freaks of Nature."

The Dr. S. A. Richmond Medicine Co. failed in St. Joseph, Mo., last week for \$150,000, with no assets. The same concern failed for a large amount about two years ago. Its liabilities then as now consisted of debts due to newspapers throughout the country for advertising.

A druggist, dependent largely for his support on the patronage of Yale students, advertises as follows: "Arnica, sticking-plaster, splints, bandages and other base ball goods."

WHOLESALE PRICE CURRENT.

Table with multiple columns listing various commodities such as oils, seeds, chemicals, and their current market prices. Includes sub-sections like 'Declined-Alcohol', 'ACIDS', 'SEEDS', 'AMMONIA', 'BALSAMS', 'BARKS', 'BERRIES', 'EXTRACTS', 'FLOWERS', 'GUMS', 'IRON', 'LEAVES', 'LIQUORS', 'MAGNESIA', 'OILS', 'POTASSIUM', and 'ROOTS'.

HAZELTINE, PERKINS & CO., Wholesale Druggists!

42 and 44 Ottawa Street and 89, 91, 93 and 95 Louis Street. IMPORTERS AND JOBBERS OF Drugs, Medicines, Chemicals, Paints, Oils, Varnishes, and Druggist's Glassware.

GENERAL WHOLESALE AGENTS FOR WOLF, PATTON & Co., AND JOHN L. WIETNEY, MANUFACTURERS OF FINE PAINT AND VARNISH BRUSHES.

Druggists' Sundries

Our stock in this department of our business is conceded to be one of the largest, best-assorted and diversified to be found in the Northwest. We are heavy importers of many articles ourselves and can offer Fine Solid Back Hair Brushes, French and English Tooth and Nail Brushes at attractive prices.

Wine and Liquor Department

We give our special and personal attention to the selection of choice goods for the drug trade only, and trust we merit the high praise accorded us for so satisfactorily supplying the wants of our customers with Pure Goods in this department. We control and are the only authorized agents for the sale of the celebrated

Withers Dade & Co's

Henderson Co., Ky., SOUR MASH AND OLD FASHIONED HAND MADE, COPPER DISTILLED WHISKYS. We not only offer these goods to be excelled by no other known brand in the market, but superior in all respects to most that are exposed for sale. We GUARANTEE perfect and complete satisfaction and where this brand of goods has once been introduced the future trade has been assured.

Druggists' Favorite Rye

Which continues to have so many favorites among druggists who have sold these goods for a very long time. Buy our

Gins, Brandies & Fine Wines.

We call your attention to the adjoining list of market quotations which we aim to make as complete and perfect as possible. For special quantities and for quotations on such articles as do not appear on the list such as Patent Medicines, etc., we invite your correspondence. Mail orders always receive our special and personal attention.

HAZELTINE, PERKINS & CO

DELINQUENT DEBTORS.

Harbor Springs. F. Salisbury writes as follows: I have watched the progress of the dead-beat question with no small interest. While not wishing to discourage the enterprise, I will say that you can never get a system that will collect our debts until we get a different law on the subject. Our law allows anybody a fair property exemption before a poor debtor can get a cent. We will have to go to Lansing with this matter before justice can be obtained. I know of a good number of ex-merchants, not worth a cent, who with sympathy and an unbounded confidence, trusted away their property only to be laughed at by the unprincipled men who coaxed away their goods. Old New York takes the cake for collecting a debt and I would feel prouder of Michigan if she would copy the former's collection laws.

LUMBER, LATH AND SHINGLES.

Table listing lumber, lath, and shingles with prices per M, per 1000, and per 100. Includes items like Uppers, 1 inch, Uppers, 1 1/2 and 2 inch, Selects, 1 inch, etc.

COAL AND BUILDING MATERIALS.

Table listing coal and building materials with prices per ton, per 100, and per 1000. Includes items like Ohio White Lime, car lots, Louisville Cement, etc.

OYSTERS AND FISH.

Table listing oysters and fish with prices per bushel, per barrel, and per 100. Includes items like New York Counts, per can, Extra Selects, etc.

HIDES, PELTS AND FURS.

Table listing hides, pelts, and furs with prices per piece, per 100, and per 1000. Includes items like Green, 8 x 12, Full cured, etc.

Withers Dade & Co's

There are about 54,000,000 people in this country, and the number of stamps, stamped envelopes and postal cards sold to the public last year was 2,861,689,999, or only 34 1/2 to each person. That seems a small allowance, but the babies must be counted out, and even then we have only about one letter or postal card in five days for the people of the writing age. When it is considered what a vast number of letters, circulars, and postal cards are sent by a comparatively small number of business men, it will appear that a large proportion of the population still makes no use of the postal facilities.

There are 237 carpet mills in Philadelphia which when in full operation turn out \$7,000 worth of carpets per working hour.

# The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

OFFICE IN EAGLE BUILDING, 3d FLOOR.

[Entered at the Postoffice at Grand Rapids as Second-class Matter.]

WEDNESDAY, MAY 28, 1884.

## BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

**Reformation of Mortgage—When it Takes Effect.**

A mortgage corrected by a decree of court, as between the mortgagee and a subsequent vendee, who has taken the property *bona fide*, in payment of a pre-existing debt, will take effect only from the time of the correction.—Supreme Court Commission of Ohio.

## Capital Stock of a Trust Fund.

The capital stock of a moneyed corporation is a trust fund for the payment of its debts, and upon its insolvency, creditors may compel, by bill in equity, the payment of the unpaid subscriptions to the capital stock so far as is necessary for the satisfaction of their debts.—Supreme Court of Pennsylvania.

## Mortgage.

When a mortgagor sells a portion of the land charged with mortgage, the part remaining in his hands, if of sufficient value, must bear the whole charge of such mortgage; and the part sold can not be made to contribute until that remaining in the mortgage is exhausted.—Supreme Court of Pennsylvania.

## Promissory Notes.

The Court of Common Pleas of Philadelphia, in the case of Browning & Bro. vs Maurer, holds that the value of a note is not destroyed or its negotiability affected by the fact that the payee writes his name upon it in the wrong place, when the mistake is immediately corrected, the name written in the right place and it is afterward negotiated.

## Pledged Securities—Right of Redemption.

The Supreme Court of Louisiana, case of Pomez vs. Connors, et al., decided that a debtor who transfers securities in full ownership to his creditors in settlement of the latter's claim with the right of redemption within a specified time loses all right to the property if he fails to redeem within the prescribed time, such contract being one of sale and not of pledge.

## Fire Insurance—False Statements.

The Supreme Court of the United States holds that false statements knowingly made touching questions of title and interests are material and work forfeiture of all claims under a policy of insurance. It makes no difference whether the company is actually prejudiced or not nor whether the deception is made without intent to prejudice the company. The law will presume an intention to deceive where false statements are knowingly made about material or relevant matters of inquiry.

## When Declarations of Agent Bind His Principal.

"The declarations of an agent made pending a transaction in which he is authorized to represent his principal, and constitutional part of the transaction, are, in law," in the opinion of the Court of Chancery of New Jersey, "to be regarded as the declarations of the principal; but to entitle them to this effect, it is plain and necessary, both as a matter of reason and justice that the fact of his agency should first be established by competent evidence. The agent's unsworn declarations are utterly incompetent for such a purpose. They are, at their very best, mere heresy."

## A Word About Raisins.

From Chambers' Journal.  
Malaga, Valencia and Smyrna raisins derive their names from the places whence they come. Of these the Smyrna black raisins are the cheapest; the Malaga being held in the highest estimation, fetching fully a third more than any other description of raisins. In Andalusia, in Spain, there are two distinct vines—the Pero-Himenez, which was imported in the first instance from the borders of the Rhine by a German, some 250 years ago; and the Muscat, which is indigenous. Opinions as to the respective merits of the two vines vary, but their cultivation is conducted in the same way, manure of great strength being liberally supplied. The growth of the vines is different from those of Southern Italy. In Andalusia they creep along the surface of the ground as strawberries do, thus gathering all the atmospheric heat; the branches appear like roots, and the grapes, though white, have a golden tinge. The vintage is very carefully conducted, the fruit not being all gathered at once, but the same ground gone over three times, so that all the grapes are properly ripe when picked.

Besides the raisins already named, may be mentioned Sultanias—the best kind to use in making puddings, cakes, etc., for children—Muscatels, Lipari, Belvedere, Bloom, or jar raisins, and Sun or Solis. The best kinds are imported in boxes and jars, such as Malaga and Muscatels; while the inferior sorts are shipped in casks, barrels, frails and mats.

# J. J. VAN LEUVEN,

WHOLESALE

## Millinery

—AND—

## FANCY GOODS

## LACES,

Real Laces a Specialty.

Gloves, Corsets, Ribbons, Fans, Hand Bags,

Pocket Books, Ruchings, Yarns,

Silks, Satins, Velvets,

Embroidery Materials, Laces, Flowers,

Feathers & Ornaments, Stamped Goods.

## STAMPING PATTERNS

70 MONROE STREET,

GRAND RAPIDS, - MICHIGAN.

## TRY OUR RAW HIDE WHIP!

SELLS FOR \$1.

OUR TWO SHILLING WHIP IS SURE TO SELL.

Do not sell our goods at cost. We will

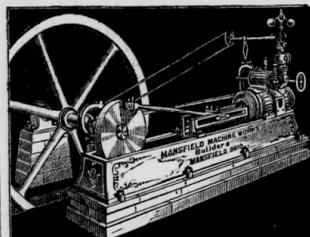
## DO BETTER BY YOU

Come and see us. We are here to stay.

## G. ROYS & CO.,

No. 4 Pearl Street,

GRAND RAPIDS, - MICHIGAN.



## PORTABLE AND STATIONARY ENGINES

From 2 to 150 Horse-Power, Boilers, Saw Mills, Grist Mills, Wood Working Machinery, Shafting, Pulleys and Boxes. Contracts made for Complete Outfits.

## W. C. Denison,

88, 90 and 92 South Division Street, GRAND RAPIDS, - MICHIGAN.

## SHRIVER, WEATHERLY & CO.,

## IRON PIPE,

BRASS GOODS, IRON AND BRASS FITTINGS

MANTLES, GRATES, GAS FIXTURES,

PLUMBERS, STEAM FITTERS,

—And Manufacturers of—

## Galvanized Iron Cornice.

## MOSELEY BROS.,

Wholesale

Clover, Timothy and all Kinds Field Seeds

Seed Corn, Green and Dried Fruits, Oranges

and Lemons, Butter, Eggs, Beans, Onions, etc.

GREEN VEGETABLES AND OYSTERS.

122 Monroe Street, Grand Rapids, Mich.

# ARTHUR MEIGS & CO.,

## Wholesale Grocers,

55 and 57 Canal Street,

Grand Rapids, Michigan,

Offer the Trade the following Choice Line of Plug Tobaccos—all our own Brands—

and positively the Best ever Offered at the Prices.

Big Drive.....	52
Red Fox.....	50
Apple Jack.....	48
Jack Rabbit.....	42
A. M.....	35

2c less in 5 butt lots; special price on large quantities.

Send us a trial order. We guarantee satisfaction every time.

## Arthur Meigs & Co.

## Fireworks

We have the largest and best selected stock ever brought to this market, suitable for public or private display, and are the Headquarters for FIRE CRACKERS, TORPEDOES, FLAGS, LANTERNS, ETC. Send for catalogue and prices.

## Cigars

We are carrying a full line of Gordons' Cigars of Detroit, among which are the celebrated "D. F." and "Olympian" and although the latter is being imitated, the stock and workmanship is much inferior to the genuine, for which we are exclusive agents. Give us a trial order.

## Showcases

We carry in stock such cases as there is most demand for, of the best makes, and will meet Chicago prices. Give us a call before purchasing.

## PUTNAM & BROOKS.

## WALL PAPER & WINDOW SHADES

At Manufacturers' Prices.

SAMPLES TO THE TRADE ONLY.

House and Store Shades Made to Order.

68 Monroe Street, Grand Rapids.

## NELSON BROS. & CO.

## FOX, MUSSELMAN & LOVERIDGE,



## WHOLESALE GROCERS,

44, 46 and 48 South Division Street, Grand Rapids, Mich.

—WE ARE FACTORY AGENTS FOR—

## Nimrod, Acorn, Chief, Crescent & Red Seal Plug Tobaccos.

Our stock of Teas, Coffees and Syrups is Always Complete.

—WE MAKE SPECIAL CLAIM FOR OUR—

## Tobaccos, Vinegars and Spices!

OUR MOTTO: "SQUARE DEALING BETWEEN MAN AND MAN."

CORRESPONDENCE SOLICITED.

# F. J. LAMB & COMPANY,

—WHOLESALE DEALERS IN—

## Butter, Cheese, Eggs,

Apples, Onions, Potatoes, Beans, Etc.

NO. 8 AND 10 IONIA STREET,

GRAND RAPIDS. - MICHIGAN.

## A. B. KNOWLSON

—WHOLESALE DEALER IN—

AKRON SEWER PIPE,

## Fire Brick and Clay, Cement, Stucco,

LIME, HAIR, COAL and WOOD.

ESTIMATES CHEERFULLY FURNISHED.

Office 7 Canal Street, Sweet's Hotel Block. Yards—Goodrich Street, Near Michigan Central Freight House.

## SPRING & COMPANY

—WHOLESALE DEALERS IN—

FANCY AND

## STAPLE DRY GOODS

## CARPETS,

## MATTINGS,

OIL CLOTHS,

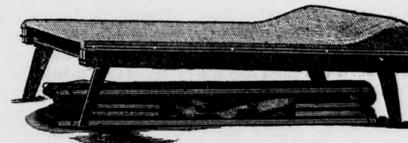
ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids, - - - Michigan.

## M. B. Church "Bedette" Co.,

Manufacturer of THE "Bedette."



PATENTED JUNE 15, 1883.

This invention supplies a long felt want for a cheap portable bed, that can be put away in a small space when not in use, and yet make a roomy, comfortable bed when wanted. Of the many beds that are in the market there is not one, cheap or expensive, on which a comfortable night's rest can be had. They are all narrow, short, without spring, and in short no bed at all. While THE BEDETTE folds into a small space, and is as light as anything can be made for durability, when set up it furnishes a bed wide and long enough for the largest man, and is as comfortable to lie upon as the most expensive bed. It is so constructed that the patent sides, regulated by the patent adjustable tension cords, form the most perfect spring bed. The canvas covering is not tacked to the frame, as on all beds, but is made adjustable, so that it can be taken off and put on again by any one in a few minutes, or easily tightened, should it become loose, at any time from stretching. It is a perfect spring bed, soft and easy, without springs or mattress. For warm weather it is a complete bed, without the addition of anything; for cold weather it is only necessary to add sufficient clothing. The "BEDETTE" is a household necessity, and no family after once using, would be without it. It is simple in its construction, and not likely to get out of repair. It makes a pretty lounge, a perfect bed, and the price is within the reach of all.

Price—36 in. wide, by 6½ ft. long, \$3.50; 30 in wide, by 6½ ft. long, \$3.00; 27 in. wide, by 4½ ft. long, cover not adjustable, \$2.50. For sale by furniture dealers everywhere. If not for sale by your dealer it will be sent to any address on receipt of price.

# H. LEONARD & SONS.

# JOBBERERS OF CROCKERY, GLASSWARE, ETC.

# H. LEONARD & SONS.

Mark our Specialties. Mail orders receive careful Attention.



**TO GET THE BEST, Buy the Leonard Cleanable, with Movable Flues, Hard wood, Carved Panels, Warranted First Class; Elegant and Durable.**

MANUFACTURED BY THE GRAND RAPIDS REFRIGERATOR CO. Grand Rapids, Mich. Send for Catalogue.

**PRICE LIST.**  
No. 0, 27x18x42, 1 door, \$18 50  
No. 1, 31x20x44, 1 door, 18 00  
No. 2, 34x22x46, 2 doors, 23 00  
No. 3, 36x24x48, 2 doors, 26 00  
No. 4, 40x28x54, 4 doors, 30 00  
No. 5, 43x32x59, 4 doors, 35 00  
No. 1, with water cooler, 21 00  
No. 2, with water cooler, 27 00  
No. 3, with water cooler, 30 00  
No. 5 is the size for boarding houses and hotels. Less discount to the trade, 30 per cent.

**The Gooch Peerless ICE CREAM FREEZER!**  
SUPERIOR TO ALL!

**PRICE LIST "PEERLESS."**  
3 Quart, \$4 50  
4 Quart, 5 50  
6 Quart, 7 00  
8 Quart, 9 00  
10 Quart, 12 00  
Less Regular Trade Discount.

**MONITOR OIL STOVE**  
The Only Absolutely Safe IN THE WORLD  
Price List Sent on Application.

### ASSORTED CRATE SELECTED ENGLISH WHITE GRANITE WARE.

Diamond X.		
Edward Clark's		
4 doz Plates, 5 inch	51	2 04
4 doz Plates, 6 inch	62	2 48
3 doz Plates, 7 inch	73	3 03
3 doz Plates, 8 inch	84	3 57
1 doz Plates, 7 inch, deep	73	2 10
6 doz Fruit Saucers, 4 inch	35	2 40
8 sets Unhandled Teas, 36	6 48	
1 only Dish, 7 inch	18	
2 only Dishes, 8 inch	69	1 08
3 only Dishes, 9 inch	11	33
3 only Dishes, 10 inch	17	51
3 only Dishes, 11 inch	23	69
3 only Dishes, 12 inch	28	84
4 only Bakers, 5 inch	68	32
4 only Bakers, 6 inch	69	33
4 only Bakers, 7 inch	11	44
4 only Bakers, 8 inch	17	68
6 only Scooploos, 5 inch	68	32
6 only Scooploos, 6 inch	10	66
6 only Scooploos, 7 inch	11	66
6 only Scooploos, 8 inch	17	1 02
2 only Covered Dishes, 7 inch	39	78
2 only Covered Dishes, 8 inch	45	90
1 only Sauce Boat, 11	25	50
2 only Pickles, 12	22	44
4 only Cov'd Butters and Dr's 5 in	34	1 36
2 only Teapots, No. 24	30	60
6 only Sugar, No. 24	25	1 50
6 only Creams, No. 24	12	72
3 only Bowls, No. 24	69	345
6 only Bowls, No. 36	48	2 16
4 only Jugs, No. 6	34	1 36
6 only Jugs, No. 12	23	1 38
4 only Jugs, No. 24	13	1 38
4 only Jugs, No. 36	11	44
4 only Jugs, No. 36	10	60
4 prs Ewers and Basins No. 9	71	2 84
6 Covered Chambers, No. 9	45	2 70
6 Soap Slabs, 67	42	
6 Mugs, 67	42	

Crates \$2 50. \$32 65



Rustic Parlor Cuspidore, per doz \$2 40

### ASSORTED CASK. NEW SQUARE SHAPED GLASSWARE.



Floral Pattern, No. 27.  
1/2 doz Floral Sets, 4 00 3 00  
3 doz Floral Campots, 4 in, 3 35 1 98  
3 doz Floral Nappies, 4 in, square 30 60  
1/2 doz Floral Pickle Jars, 8 in, 1 25 63  
3 doz Floral Bread Plates, 11 25 62  
1 doz Floral Pickles, 6 in 60 60  
1 doz Floral Cov'd Bowls, 7 in, 3 25 81  
1 doz Floral Cov'd Bowls, 8 in, 3 75 94  
1 doz Floral Honey Dishes, 11 ngd 1 50 73  
1 doz Floral Honey Dishes, 12 25 115  
1 doz Floral Salts, 1d, 35 18  
1 doz Floral Salts Bottles, 50 50

Package \$1. \$12 34  
Less Discount 10 per cent.



FRUIT JARS. QUART, \$12 per gross. 1/2 GALLON, \$15 per gross.

### ASSORTED CASK. ENGRAVED GLASSWARE NO. 145.



1/2 doz Sets, Engrd 36 7 20 3 60  
1/2 doz 1/2 gal Pitchers, Engrd 36 6 00 2 00  
1/2 doz 1/2 gal Pitchers, Engrd 36 4 00 1 30  
3 doz Goblets, Engrd 36 1 10 3 30  
1 doz 7 in Casseroles, Engrd 36 3 00 90  
1 doz 8 in Casseroles, Engrd 36 4 00 67  
1 doz 7 in cov'd bowls, Engrd 36 6 00 1 00  
1 doz 8 in cov'd bowls, Engrd 36 7 50 1 25  
1/2 doz Sm. Ceteries, Engrd 36 3 00 55  
1/2 doz Molasses cans, Engrd 36 3 50 1 75  
2 doz No. 3 Wines, Engrd 10 70 1 40  
3 doz 4 in Campots, 40 1 20  
1 doz Oval Salts, 17 34  
2 doz Individual Salts, 17 34  
1 doz Shaker Salts, 55

Thrice \$1 10. \$19 81  
Less Discount 10 per cent.

**A LARGE LINE OF Goods.**  
By the Package, Repacked to Order.  
Send for Price List.

### A Bargain in BEST ENGLISH WHITE GRANITE WARE.

J. W. Pankhurst & Co.		
10 sets unhan Teas, St. Denis	33	\$3 30
1 doz Soup Plates, 8 in		80
2 doz Dinner Plates, 8 in	80	1 60
2 doz Tea Plates, 5 in	58	1 16
3 doz Bakers—12 6 in, 12 8 in, 6 9 in, at 8, 10, 16 and 21c		4 89
1-6 doz Sugars 24	24	48
1/2 doz Pitchers 24	1 50	75
1/2 doz Pitchers 12	2 55	64
1/2 doz Pitchers 6	3 85	96
1-12 doz Round Soup Tureen		53
1-6 doz Casseroles, 7 in	5 19	75
1-12 doz Casseroles, 8 in	5 74	48
1-12 doz Casseroles, 9 in	6 38	32
1 doz Cup Plates, 3 in		1 08
1-6 doz Sauce Tureens, complete	6 50	75
5 doz Hotel Platters 2, 4, 2, 3	64	2 56
3 doz Platters 12-6 12-7 12-8	96 97 99	2 65
5-6 doz Platters 6-9 2-12 1-16 1-18		3 25
4 sets Coffees 2 hand @ 50 2 unhan @ 42		1 84

Less 10 per cent. \$25 82  
Cask \$1. \$25 82



FLOWER POTS.

Assorted Cask Fancy \$12 42  
Assorted Cask Common No. 5 14 67  
Assorted Cask Common No. 10 9 19  
Send for Lists.



**THE SUN LAMP,**  
—With—  
**45 CANDLE POWER**  
No More Broken Chimneys,  
It Cannot Break if it Falls.  
—THE—  
**Best Lamp Made!**  
Net Prices  
Table Lamps, Nickel, 10 in por shade doz \$42 00  
Table Lamps, Brass, 10 in por shade, doz 36 00  
Founts, Nickel, for store fixtures, doz 30 00  
Founts, Brass, for store fixtures, doz 27 00

## RINDGE, BERTSCH & CO.,

MANUFACTURERS AND JOBBERS OF  
**BOOTS & SHOES,**  
River Boots and Drive Shoes, Calf and Kip Shoes for Men and Boys, Kid, Goat and Calf Button and Lace Shoes for Ladies and Misses are our Specialties.  
Our Goods are Specially Adapted for the Michigan Trade.  
14 and 16 Pearl Street, Grand Rapids, Mich.

## CLARK, JEWELL & CO.,

**WHOLESALE Groceries and Provisions,**  
83, 85 and 87 PEARL STREET and 114, 116, 118 and 120 OTTAWA STREET,  
GRAND RAPIDS, MICHIGAN.

## Choice Butter a Specialty!

Also Foreign and Domestic Fruits, Cheese, Eggs, Jelly, Preserves, BANANAS and EARLY VEGETABLES.  
Careful Attention Paid to Filling Orders.

## M. C. Russell, 48 Ottawa St., G'd Rapids.

## Castor Machine Oil.

The Castor Machine Oil contains a fair percentage of Castor Oil and is in all respects superior as a lubricator to No. 2 or No. 3 Castor Oil. The  
**OHIO OIL COMPANY**  
Is the only firm in the United States that has succeeded in making a combination of Vegetable and Mineral Oils, possessing the qualities of a Pure Castor Oil. It is rapidly coming into popular favor. We Solicit a Trial Order.

## Hazeltine, Perkins & Co., Grand Rapids.

**PERKINS & HESS,**  
—DEALERS IN—  
**Hides, Furs, Wool & Tallow,**  
NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.

## TIME TABLES.

**Michigan Central—Grand Rapids Division.**  
DEPART.  
\*Detroit Express, 6:00 a.m.  
\*Day Express, 12:25 p.m.  
\*New York Fast Line, 6:00 p.m.  
\*Atlantic Express, 9:20 p.m.  
ARRIVE.  
\*Pacific Express, 6:4 a.m.  
\*Local Passenger, 11:30 a.m.  
\*Mail, 3:20 p.m.  
\*Grand Rapids Express, 10:25 p.m.  
\*Daily except Sunday.  
The New York Fast Line runs daily, arriving at Detroit at 11:59 a. m., and New York at 9 p. m. the next evening.  
Direct and prompt connection made with Great Western, Grand Trunk and Canada Southern trains in same depot at Detroit, thus avoiding transfers.  
The Detroit Express leaving at 6:00 a. m. has Drawing Room and Parlor Car for Detroit, reaching that city at 11:45 a. m., New York 10:30 a. m., and Boston 3:05 p. m. next day.  
A train leaves Detroit at 4 p. m. daily except Sunday. Arrives New York at 10:35 p. m., arriving at Grand Rapids at 10:25 p. m.  
J. T. SCHULTZ, Gen'l Agent.

**Detroit, Grand Haven & Milwaukee.**  
GOING EAST. Arrives. Leaves.  
\*Steamboat Express, 6:10 a.m. 6:15 a.m.  
\*Through Mail, 10:10 a.m. 10:20 a.m.  
\*Evening Express, 3:20 p.m. 3:35 p.m.  
\*Atlantic Express, 9:45 p.m. 10:45 p.m.  
\*Mixed, with coach, 10:00 a.m. 10:00 a.m.  
GOING WEST.  
\*Morning Express, 12:40 p.m. 12:55 p.m.  
\*Through Mail, 4:45 p.m. 4:55 p.m.  
\*Steamboat Express, 10:30 p.m. 10:35 p.m.  
\*Mixed, 8:00 a.m. 8:00 a.m.  
\*Night Express, 5:10 a.m. 5:30 a.m.  
\*Daily, Sundays excepted. \*Daily.  
Passengers taking the 6:15 a. m. Express make close connections at Owosso for Lansing and at Detroit for New York, arriving there at 10:00 a. m. the following morning.  
Parlor Cars on Mail Trains, both East and West.  
Train leaving at 10:35 p. m. will make connection with Milwaukee steamers daily except Sunday and the train leaving at 4:55 p. m. will connect Tuesdays and Thursdays with Goodrich steamers for Chicago.  
Limited Express has Wagner Sleeping Car through to Suspension Bridge and the mail has a Parlor Car to Detroit. The Night Express has a through Wagner Car and local Sleeping Car Detroit to Grand Rapids.  
D. POTTER, City Pass. Agent.  
THOMAS TANDY, Gen'l Pass. Agent, Detroit.

**Grand Rapids & Indiana.**  
GOING NORTH. Arrives. Leaves.  
Cincinnati & G. Rapids Ex. 9:02 p.m. 9:50 a.m.  
Cincinnati & Mackinac Ex. 9:22 a.m. 4:45 p.m.  
Ft. Wayne & Mackinac Ex. 3:57 p.m. 7:15 a.m.  
G'd Rapids & Cadillac Ac. 7:15 a.m.  
GOING SOUTH.  
G. Rapids & Cincinnati Ex. 6:32 a.m. 4:32 p.m.  
Mackinac & Cincinnati Ex. 4:05 p.m. 12:32 p.m.  
Mackinac & Ft. Wayne Ex. 10:25 a.m. 7:40 p.m.  
Cadillac & G'd Rapids Ac. 7:40 p.m.  
All trains daily except Sunday.  
SLEEPING CAR ARRANGEMENTS.  
North—Train leaving at 4:45 o'clock p. m. has Woodruff Sleeping Cars for Petoskey and Mackinac City. Train leaving at 9:50 a. m. has combined Sleeping and Chair Car for Mackinac City.  
South—Train leaving at 4:32 p. m. has Woodruff Sleeping Car for Cincinnati.  
C. L. LOCKWOOD, Gen'l Pass. Agent.

**Chicago & West Michigan.**  
Leaves. Arrives.  
\*Mail, 9:15 a.m. 4:00 p.m.  
\*Day Express, 12:25 p.m. 10:45 p.m.  
\*Night Express, 8:35 p.m. 6:10 a.m.  
\*Mixed, 6:10 a.m. 10:05 p.m.  
\*Daily. \*Daily except Sunday.  
Pullman Sleeping Cars on all night trains. Through parlor car in charge of careful attendants without extra charge to Chicago on 12:25 p. m., and through coach on 9:15 a. m. and 8:35 p. m. trains.  
NEWAYGO DIVISION. Leaves. Arrives.  
Mixed, 5:00 a.m. 5:15 p.m.  
Express, 4:30 p.m. 8:30 p.m.  
Express, 8:30 a.m. 10:15 a.m.  
Trains connect at Archer Avenue for Chicago as follows: Mail, 10:20 a. m.; express, 8:40 p. m. The Northern terminus of this Division is at Baldwin, where close connection is made with F. & P. M. trains to and from Ludington and Manistee.  
J. H. PALMER, Gen'l Pass. Agent.

**John Mohrhard,**  
—WHOLESALE—  
**Fresh & Salt Meats**  
109 CANAL STREET,  
GRAND RAPIDS, MICHIGAN.

(Continued from 1st page.)  
ed abstractly at the broad blue mirror of old Champlain, upon which he and I had looked together so often in the days of our youth.

Mr. Pember sat silently. Mrs. Pember was whimpering behind her handkerchief. I ventured the inquiry, "Have you seen Lucy yet?"  
Tompkins' face quivered; he was silent. Mrs. Pember's interest in the question restored her. "Tell us, have you seen her?" she asked.

"I heard of it yesterday," Tompkins replied huskily, with an effort.  
"Why, Timothy, what is the matter?" cried Mrs. Pember, rising from her seat and coming to him, as he bent his head and buried his face in his hands. The motherly woman took off his soft hat, and stroking his hair said, "You had better tell; it will do you good." And then she put on his hat again, and stood wiping her eyes in sympathy, while he struggled with himself.  
The storm of feeling passed away, and Tompkins, having gained control of his emotions, slowly lifted his face from his hands, and sat peering out under his hat brim, looking apparently at a boat upon the lake. At last he said in a calm voice, "She is dead."

It was very still after this announcement. The softest breath of June scarcely whispered in the pines overhead, and the vast landscape below seemed strangely at rest in the fervid brightness of the summer noon.

My old classmate was the first to break the silence.  
"Well," said he wearily, "it must be about time for dinner; let us go to the hotel."

We took the little brown road, and walked down a long, shaded, quiet street. Memories of college days and romantic summer nights, with music and starlight, and the long, long thoughts of youth came back to me, as I looked at the houses and gardens familiar in college days, and chatted about them with Mrs. Pember.  
"Timothy always means well," said she to me confidentially, reverting to the subject of which we were all thinking, "but it was very wrong for him to neglect that poor factory girl; don't you think so?"

Paper railroad wheels have been experimentally tried on the state railways in Germany. They are said to have given every satisfaction—indeed, to have exceeded expectations. Some of the wheels have run 60,000 miles and more before being turned again. It has been found that the paper disks are at least equal to wooden disks in point of strength and elasticity; that they do not absorb moisture, and that they adapt themselves, much better to the movements that take place in tilters in consequence of change of temperature.

Smoke the celebrated Jerome Eddy Cigar, manufactured by Robbins & Ellicott, Buffalo, N. Y. For sale by Fox, Musselman & Loveridge, Grand Rapids, Mich.

"Can you give me ten cents for a drink?" asked a seedy-looking chap of a reporter. "Certainly," replied the reporter, "bring on your drink."

## Spring and Summer Hats and Caps

—I WOULD CALL THE ATTENTION OF MERCHANTS TO MY—  
Spring Styles of Fine Hats,  
Spring Styles of Wool Hats,  
Spring Styles of Stiff Hats,  
Spring Styles of Soft Hats,  
Wool Hats \$4.50 to \$12 per Dozen,  
Fine Hats 13.50 to \$36 per Dozen,  
Straw Hats for Men,  
Straw Hats for Boys,  
Straw Hats for Ladies,  
Straw Hats for Misses.

**Hammocks Sold by the Dozen at New York Prices!!**  
—LARGE LINE OF—  
**Clothing and Gent's Furnishing Goods, Cottonade Pants and Hosiery.**  
DUCK OVERALLS, THREE POCKETS, \$3.50 PER DOZEN AND UPWARDS.  
Call and get our prices and see how they will compare with those of firms in larger cities.  
**I. C. LEVI,**  
36, 38, 40 and 42 CANAL STREET, GRAND RAPIDS, MICHIGAN.

## JENNINGS & SMITH,

PROPRIETORS AND MANUFACTURERS OF



**Jennings' Flavoring Extracts**  
AND DRUGGISTS' AND GROCERS' SPECIALTIES.  
20 Lyon Street, GRAND RAPIDS, MICHIGAN.

**USE JENNINGS' FLAVORING EXTRACTS**

Groceries.

PENCIL PORTRAITS.—NO. 15.

B. F. Parmenter, Otherwise Known as "Frank."

Benjamin Franklin Parmenter was born at Gillford, Medina county, Ohio, Sept. 2, 1839. There he obtained his early education, entering the employ of Norton & Hatch, general dealers, at the age of thirteen, and remaining there three years. He then removed to Medina, and for twelve years thereafter was a fixture at the "Old Empire" store, then owned by Hiram Bronson, afterward by G. W. Smith, and later by J. W. Sabins, of Akron. During the four years Sabins owned the store, Parmenter had entire charge of the business, conducting it in a manner highly creditable to himself and profitable to his employer. One peculiarity of his management was the unique method he adopted to avoid losses in the credit business. When a customer asked for trust, he was given the amount needed in cash, the loan being noted on a slip of paper, and entered up each night as cash until paid. Although there was at times \$1,800 outstanding in this manner, Parmenter managed to carry on the business four years under this system at a loss of only \$36. Severing his connection with this house, he removed to Allegan and bought a half interest in Jack Jones' grocery store, continuing the business under the firm name of Jones & Parmenter. Jones subsequently sold his interest to S. P. Webb, who in turn disposed of it to Benj. Sutphin, when the firm of Parmenter & Sutphin rapidly took front rank, increasing the annual sales from \$46,000 to \$120,000. Desiring to enter a larger field, Parmenter sold his interest in the business to J. P. Gardener, and came to Grand Rapids, buying out A. J. Rose, then located where Jas. E. Furman is now. A year later, Furman purchased an interest, and the firm of Parmenter & Furman continued in business until the fire of June 19, 1875, subsequently resuming business in a temporary wooden structure. Furman afterward retired from the firm, and Parmenter sold out to Amott Bros., subsequently starting in anew at 112 Canal street. R. J. Coppes was a partner for a time, afterward selling his interest to A. E. Stockwell. Upon the removal of the firm to the Porter block, Stockwell sold his interest to Chet. Withey and the firm of B. F. Parmenter & Co. was thereafter known as Parmenter & Withey. The retail grocery business here found his highest level, the arrangement of the stock and interior being about as near perfection as possible. It was a matter of common remark at the time that this store was the finest of the kind in the State. Adverse fortune, however, compelled the firm to retire from business in June 1880, and on July 1 Parmenter went on the road for Shields, Buckley & Co., taking the G. R. & I., north of Cadillac, the D., L. & N., from Big Rapids to Ionia, the Michigan Central, with two two-day drives north and south of Hastings. His territory has since been changed so as to include the D., L. & N., Michigan Central, Newaygo division and G. R. & I., south, so that he is now able to see his trade every three weeks. Mr. Parmenter attributes his success as a salesman to the fact that he is in a position, from experience and observation, to know how to treat his trade, and that he does by his customers as he would like to be done by, if he were in trade. His strength lies in the fact that he is able to control the entire trade of his customers, on account of his knowledge of the business and the confidence that he inspires in his ability and integrity. He is a capital collector, makes few mistakes, and is withal a pleasant gentleman and good citizen.

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American made candies in large quantities are exported to England, and though, because of payment of duty on sugar, cost of freight and expenses of agency, they must be sold at quite double the rates of candies manufactured in England, they are so far superior that they do the cream of the trade. They are a luxury in England, and for such luxury the English are willing to pay. Even the English trade journals speak of them as being "properly made, well flavored, and neatly packed," and they call upon their home confectioners to arouse themselves against this serious competition. They tell the English confectioners, very bluntly that they are behind the age.

And now vanilla must go. The seductive flavoring extract that has so long lent ethereal charms to ice-cream and puddings, and hung with grateful aroma round our confectionery, has felt the blow of science. A French savant accuses it of a new disease known as vanillism. It has been insidiously undermining Frenchmen for years, it seems.

A correspondent states the fact that in France oyster shells are reduced to a coarse powder by grinding and stamping. When dried, this powder is sold to the makers of carbonated water. The bitter portion of the shell is during the process separated, and after being carefully collected it is used in the manufacture of soap.

White Star Potatoes. We have a few barrels of choice White Star Potatoes, grown by D. M. Ferry & Co., Detroit, that we offer to the trade at \$1.50 per three bushel barrel, and no charge for barrel, to close out stock. SEED STORE, 91 Canal street.

Try the celebrated Jerome Eddys. The finest 10 cent cigar in the market. For sale by Fox, Musselman & Loveridge.

Choice Butter can always be had at M. C. Russell's.

MAKING BRUSHES.

An Industry in Which the Margin of Profit is Quite Small. From the Chicago News.

"There are thousands of methods by which a daily subsistence can be gained, but some are not to be coveted in my opinion, and that of brush-making is one of them," remarked a North Clark street grocer, as he hung a bunch of corn-straw scrubbing brushes on a nail in the rear of the store.

"Why so?" "Well, there's money enough in it, I expect, but a man has to work hard to get it out."

"What do they sell for?" "This grade sells for 10 cents each, and they cost me 85 cents a dozen."

"What is the cost of manufacture?" "Well, the wood costs about 1 cent, the corn costs 2 cents, the work of fastening the wisps 1 cent, while the finishing and the wire will cost about 2 cents more, making the total cost about 6 cents each. You see that don't leave much money for the manufacturer, the business being carried on at a very small margin. Now, a first-class brush-maker I think can average about twelve dozen brushes a day, but he has to be a real swift man, as it is necessary for him to make about ten thousand knots. The average man makes about nine dozen a day, while the wife and young 'uns can make as many more, as it is home work and requires deftness rather than bone and muscle. They make a good living, but it requires work."

Raisin-Making in California. Miss Emily Faithfull visited, while in California, a woman who is earning her living, in a pleasant fashion, raising grapes for raisins. Miss Austin, five years ago, was a school-teacher in San Francisco. Tired of that drudgery, she bought a hundred-acre lot, near Fresno, which she has since managed as a "raisin-farm," with the aid of a female friend and of four industrious Chinamen.

"Inside the house," says Miss Faithfull, "was an open piano. About the table were strewed the latest books and magazines, showing that raisin growing had not dulled the fair proprietor's interest into the intellectual side of life. Miss Austin has planted peach, apricot, nectarine, and a few almond trees, but the greatest part of her land is devoted to vines for raisin-making. These are of the sweetest Muscat variety. The process of raising-making is very simple. The bunches of grapes are cut from the vines and laid down in trays, in the open air, for about a fortnight, being duly turned at intervals. Then they are removed to the barn known as 'the sweating house,' where they remain till all moisture is extracted. They are pressed and put into boxes, and sent off to the market or shipped to England. As I had already been given in San Francisco a box of Miss Austin's raisins 'as the best produced in the State,' my interest in seeing this clever lady, who had taken so new a departure in female industry, can be understood. Four years hence it is estimated that Miss Austin's property will be worth at least \$30,000."

Took Him at His Word. From the Brooklyn Eagle. "What are those?" asked a customer, pointing to some baskets of early straw berries. "Strawberries," kindly explained the dealer. "How much do you ask for them?" "A dollar and a half a basket." "What proportion of that is for the basket?" "Oh, we don't charge anything for the basket." "I suppose I could use them for flower pots, couldn't I?" "I should think you could," returned the dealer, encouragingly. "Well, just empty the berries out and I'll take half a dozen baskets."

A Considerable Difference. Retail Dealer—No, dear, I cannot take you to Petoskey this year. His Wife—You can't, indeed? I should like to know why. "I can't afford it." "The idea! Why, the Simpersins are going to Petoskey just the same as usual, and Simpersin has failed, too." "Exactly, my dear, and I haven't." "Well?" "Why, I have to stay at home and pay my debts."

G. Roys has a new whip wagon, which is a model in its way. Kemink, Jones & Co. have removed their business from 42 to 78 West Bridge street. Fox, Musselman & Loveridge have a new team and larry, and the driver has a new wife. Frank Kean has engaged in the cigar and tobacco business in the Arcade. He bought of Arthur Meigs & Co. John Caulfield is re-arranging and enlarging his office and sample room, and making other improvements in his stock room.

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Dry Goods.

Spring & Company quote as follows: WIDE BROWN COTTONS. Androscoggin, 94, 23 Peppercell, 104, 25...

CHECKS. Caledonia, XX, oz. 11 Park Mills, No. 90, 14 Caledonia, X, oz. 10...

OSNABURG. Alabama brown, 7 Alabama plaid, 8 Jewell brown, 9...

BLEACHED COTTONS. Avondale, 36, 83 Greene, G, 44, 54 Hill, 44, 54...

CORSET JEANS. Army, 74 Kearse, 82 Androscoggin sat, 84 Naumkeag satteen, 84...

PRINTS. Albion, solid, 54 Gloucester, 6 Albion, grey, 6...

FINE BROWN COTTONS. Appleton A, 44, 8 Indian Orchard, 40, 84 Boot M, 44, 74...

DOMESTIC GINGHAMS. Amoskeag, 8 Renfrew, dress sty 94 Amoskeag, Persian, 104...

WIDE BLEACHED COTTONS. Androscoggin, 74, 21 Peppercell, 104, 274 Androscoggin, 84, 23...

HEAVY BROWN COTTONS. Atlantic A, 44, 74 Lawrence XX, 44, 84 Atlantic H, 44, 74...

TICKINGS. Amoskeag, ACA, 14 Falls, XXXX, 18 Amoskeag, X, 14...

GLAZED CAMBRICS. Garner, 5 Empire, 10 Hookset, 5...

GRAIN BAGS. American A, 19 Old Ironsides, 15 Stark A, 234...

PAPER CAMBRICS. Manville, 6 S. S. & Sons, 6 Masquville, 6...

WIGANS. Red Cross, 7 Thistle Mills, 8 Berlin, 7...

SPOOL COTTON. Brooks, 50 Eagle and Phenix Clark's O. N. F., 55...

SILESIA. Crown, 17 Masonville TS, 8 No. 10, 124...

Other dry goods items including various fabrics and materials.

CARPETS AND CARPETINGS.

Spring & Company quote as follows: TAPESTRY BRUSSELS. Roxbury tapestry, 90...

THREE-PLYS. Hartford 3-ply, 100 Lowell 3-ply, 100...

EXTRA SUPERS. Hartford, 77 1/2 Lowell, 82 1/2...

ALL WOOL SUPERFINES. Best 2-ply, 60 Other grades 2-ply, 55...

WOOL FILLING AND MIXED. All-wool super, 2-ply, 50 Extra heavy double cotton chain, 42 1/2...

OIL CLOTHS. No. 1, 44, 54, 64 and 84, 45 No. 2, do, 57 1/2...

MATTINGS. Best all rattan, plain, 62 1/2 Best all rattan and coon, plain, 44...

CURTAINS. Opaque shades, 38 inch, 15 Holland shades, B finish, 44...

HATS. Cantons, 2 1/2 per doz 2 25 3 00 Milans, 4 00 6 00...

BLACK CRAPE. Samuel Courtland & Co.'s brand. 44, 45, 46, 47, 48, 49, 50...

RIBBONS. Satin and GG, all silk, extra heavy, all colors. No. 4, 1.00 No. 5, 1.25...

Silk Fabrics in China. In a brochure on the trade of China which has just been published in Rome, the authors, Signori Rossi and Rottini, say that there is a good prospect that the Chinese will become important competitors with European manufacturers in the production of silk fabrics.

At present the weaving industry is very backward in China, and Chinese fabrics, although made from the best silk, cannot compete in many markets. Sensible progress is, however, being made, and the erection of important silk-spinning mills under European management is being followed by satisfactory results in this direction.

Three such mills are already in operation in Shanghai, and others are in course of erection there. The annual production of these mills is about 55,000 kilograms. The leading members of the personnel are Italians, but the female operatives are all Chinese; and although they are not equal in skill to the female operatives of Italy, they are superior to them in discipline and endurance.

Three other spinning-mills of the same kind are in operation at Chefoo, Edie, and Macao. The last-named factory was formerly in Canton, but was removed because of manifestations of ill-will by the government and people on account of the introduction of machinery.

A clerk in an Allegheny dry-goods store says that the ordinary striped bed-ticking in a terrible crime. It is mattress-hide, he says.

Michigan's Whale

"FEATHERBONE"

Our description of Michigan's new industry, "Featherbone," having attracted very general interest, we give a few additional items in connection with the merits of this new and valuable substitute for Whalebone.

Mr. E. K. Warren, of Three Oaks, the inventor, speaking of the merits of "Featherbone," says that the raw material from which it is manufactured, viz., Quills, is nature's strongest and lightest substance, for all birds and fowls from which Quills are obtained are more or less "birds of flight."

The peculiar structure of the Quill renders it so strong and elastic as to be unbreakable. The grain on the inside runs lengthwise with the Quill, and on the outside around it; so no matter in what direction the Quill, or the new article manufactured from it, "Featherbone," is bent, it is always with one of these grains, and cannot be broken. "Featherbone," cannot be injured by perspiration or boiling water, and has no odor whatever.

A stock company has been organized for its manufacture, called "The Warren Featherbone Company," with John V. Farrell & Co., of Chicago, as the wholesale agents. About thirty persons are now employed, and this number will be rapidly increased. Corsets, Health Waists, Surgical Appliances and other articles will soon be manufactured containing Featherbone Cord, but at present the factory will be taxed to its utmost capacity in producing what is called "Commercial Featherbone," which is a flat blade about the width of stick whalebone and is put up in neat boxes containing 12 yards, which can be cut with shears into any desired length. It is proving to be far superior to Whalebone for Dresses, Waists, etc., and is highly valued by all ladies who have used it.

Hardware.

Prevailing rates at Chicago are as follows: AUGERS AND BITS. Ives' old style, 50 N. H. C. Co., 50...

BALANCES. Spring, 25 Garden, net 33 00 Hand, 60...

BELLS. Hand, 60 Cow, 60 Gong, 60...

BOLTS. Stove, 40 Carriage and Tire, old list, 80 20...

BRACES. Barber, 40 Backus, 40 Spofford, 40...

BUCKETS. Blind, plain, 4 00 Well, swivel, 4 50 BUTTS, CAST. Cast Loose Pin, figured, 60 10 1/2...

CAPS. Ely's 1-10, per m 65 Hoek's C. F., 60...

CATRIGES. Rim Fire, U. M. C. & Winchester new list 50 Rim Fire, United States, 50...

CHISELS. Socket Firmer, 65 10 1/2 Socket Framing, 65 10 1/2...

COCKS. Brass, Racking's, 40 10 1/2 Bibb's, 49 10 1/2...

COPPER. Planished, 14 oz cut to size, 37 14x32, 14x36, 14x40, 39...

DRILLS. Morse's Bit Stock, 25 Taper and Straight Shank, 25...

EXPANSIVE BITS. Clar's, small, \$18 00; large, \$23 00, dis 20 Ives', \$18 00; 2, \$24 00; 3, \$30 00, dis 25...

FILES. American File Association List, 40 10 1/2 Diston's, 40 10 1/2...

GALVANIZED IRON. Nos. 16 to 30, 22 and 24, 25 and 26, 27, 28 List, 19, 14, 15, 18...

GAUGES. Stanley Rule and Level Co.'s, 50 Hammers. Maydole & Co.'s, 15...

HANGERS. Barn Door Kicker Mfg. Co., Wood track dis 50 Champion, anti-friction, dis 40...

HINGES. Gate, Clark's, 1, 2, 3, per doz, net, 60 Screw Hook and Strap, to 12 in. 5 1/4, 14 and longer, 4 25...

HOLLOW WARE. Stamped Tin Ware, 60 10 1/2 Japanned Tin Ware, 20 10 1/2...

HOES. Grub 1, \$11 00, dis 40 Grub 2, \$11 50, dis 40 Grub 3, \$12 00, dis 40...

KNOBBS. Door, mineral, jap. trimmings, \$2 00, dis 66 Door, porcelain, jap. trimmings, 2 50, dis 60...

LOCKS-DOOR. Russell & Irwin Mfg. Co.'s reduced list dis 60 Maltby, Wheeler & Co.'s, dis 60...

LEVELS. Stanley Rule and Level Co.'s, dis 65 MILLS. Coffee, Parkers Co.'s, dis 45...

PLANES. Ohio Tool Co.'s, fancy, dis 15 Sciota Bench, dis 25...

PANS. Fry, Acme, dis 40 10 1/2 Common, polished, dis 60 Dripping, dis 8...

RIVETS. Iron and Tinned, dis 40 Copper Rivets and Burs, dis 40...

PATENT FLANISED IRON. "A" Wood's patent planished, Nos. 24 to 27 10 1/2 "B" Wood's pat. planished, Nos. 25 to 27 9 1/2...

ROOFING PLATES. IC, 14x20, choice Charcoal Terme, 5 75 IX, 14x20, choice Charcoal Terme, 5 75...

ROPES. Sisal, 1/2 in. and larger, 1 1/2 Manila, 1 1/2 SQUARES. Steel and Iron, dis 50...

SHEET IRON. Nos. 10 to 14, Com. Smooth, Com. \$1 20 \$3 20 Nos. 15 to 17, 4 20 3 20...

SHEET ZINC. In casks of 600 lbs, 6 1/2 In smaller quantities, 7 1/2 TINNERS' SOLDER. No. 1, Refined, 13 00...

TIN PLATES. Cards for Charcoals, \$6 75 IC, 10x14, Charcoal, 6 50 IX, 10x14, Charcoal, 6 50...

TRAPS. Steel, Game, 1/2 Onida Community, Newhouse's, dis 1/2...

WIRE. Bright Market, dis 60 Annealed Market, dis 55 Coped Market, dis 55...

WIRE GOODS. Bright, 60 10 1/2 100 10 1/2 Screw Eyes, 60 10 1/2...

WRENCHES. Baxter's Adjustable, nickelled, dis 50 10 1/2...

MISCELLANEOUS. Pumps, Cistern, dis 60 10 1/2 Screws, 70 Casters, Bed and Plate, dis 50...

A Watch Made to be Pounded. From the New York Sun. When a visitor to the office of the American Bank-Note Company sat down to talk to Mr. Lee, that gentleman put a piece of white paper under a stamp, pounded on it, and laid the paper aside.

When the visitor arose to go away Mr. Lee put the paper under the stamp again, and pounded it once more. "You talked eight minutes," said he, "that wasn't bad." He showed the piece of paper to the caller, who saw upon it two printed clock dials.

One showed the hand at four minutes to 4 o'clock, the other showed them at 4 minutes past 4 o'clock. "We keep that stamp," he said, "so that you can't go away and say that you came at 11 o'clock in the morning, or that you had to wait an hour and a half, or make any other mis-statements which can be guarded against."

"No," he added, a minute later, "that stamp is the latest wrinkle in office furniture. It is an ordinary stamp with a clock attachment. The hour hand is simply a raised point upon a movable circle. The minute hand is an arrow on another revolving circle. The usual inked tape passed over these indicators and the outer circle of hour figures. Beside the clock face is a cylinder with several faces, each bearing a word; one is 'approved,' another is 'wired,' another is 'answered,' others are 'delivered,' 'Lee,' 'received.' Thus a business man is able whenever he sends away a letter, telegram or package, receives an order, or transacts any business whatever, to record the precise moment at which the thing was done. It costs \$20. I did not invent it. I thought it."

Patents Issued to Michigan Inventors. M. E. Campney, Muskegon, thill-coupling. A. C. Dearing, Detroit, lubricator. Chas. Douglass, Detroit, broom.

FOR SALE. A GENERAL STOCK of dry goods, clothing, boots and shoes and groceries, with store building and dwelling. I have also shaved shingles and pine lumber and a quantity of stove wood for sale. Address D. care THE TRADESMAN, Grand Rapids, Mich.

A BIG BARGAIN. A stock of groceries, dry goods, drugs, etc., for sale cheap for cash. Apply to A. Mulholland, Jr., Ashton, Mich.

RARE CHANCE to purchase a first-class Livery Stock including one of Cunningsham's best hearse. Will take as part payment good improved farm property. Will sell or rent barn and grounds. The best location in the best livery town in the State. Address, P. O. Box 318, Big Rapids, Mich.

SITUATIONS WANTED. WANTED—A situation in a tin shop. Can work in store if necessary. North of Big Rapids preferred. Address, Box 42, St. Louis, Mich.

SHIELDS, BULKLEY & LEMON, IMPORTERS

Have been appointed manufacturers' agents for Western Michigan for the Lima Egg Case Co., manufacturers of the best, strongest and most durable cases and fillers in the market, and will quote prices on application, both for fillers and egg cases complete.

Wholesale Grocers, CORNER IONIA & ISLAND STREETS. Patent Egg Cases & Fillers Messrs F. J. LAMB & CO.

Have been appointed manufacturers' agents for Western Michigan for the Lima Egg Case Co., manufacturers of the best, strongest and most durable cases and fillers in the market, and will quote prices on application, both for fillers and egg cases complete.

Following retail dealers have visited the market during the past week and placed orders with the various houses: Bennett Bros., Cadillac. G. Sinclair, Bangor. Geo. S. Curtis, Edgerton. J. R. Harrison, Sparta. O. W. Messenger, Spring Lake. Louis Kolkema, Holland. Winnie Bros., Traverse City. Geo. W. Shearer, Cedar Springs. F. O. Lord, Howard City. Fred Morley, Cedar Springs. D. E. McVean, Kalkaska. Geo. W. Sharer, Cedar Springs. O. F. Conklin, Coopersville. A. T. Burnett, Cross Village. O. Naragang, Byron Center. Dr. A. Hanlon, Middleville. Dr. J. E. Gruber, Altona. C. A. Adams, Otsego. E. H. Foster, Fife Lake. Dr. Holland, of Holland & Ives, Rockford. Waite Bros., Hudsonville. Fisher & Mastenbrook, Lamont. L. A. Dunlap, Vermontville. H. P. Dunning, Allegan. Wm. H. Hicks, Morley. P. L. Kimball, Plainwell. J. H. Spires, Luther. G. Miller, Muskegon. Mrs. W. P. Dokeray, Rockford. G. N. Reynolds, Belmont. John Meijering, Nordooles. McLeod & Troutman Bros., Moline. C. H. Denning, Dutton. S. T. McLaughlin, Dennison. L. E. Paige, of Paige & Anderson, Sparta. G. S. Putnam, Fruitport. M. C. Hayward, Wayland. Mr. Wilson, of Wilson, Luther & Wilson, Luther. J. E. Mailhot, West Troy. C. Cole, Ada. A. Lee Smith, Crystal. J. E. Thurkow, Morley. K. L. Kinney, Maple. I. S. Boise, Hastings. Bert Tinkler, Hastings. Thomas Cooley, Lisbon. J. Omley, Wright. Geo. Pixley, Henrietta. Wm. Snelling, Six Corners. Porter & Webb, Cannonsburg. Plumb & Sons, Plumb's Mills. M. Potter, of Kellogg & Potter, Jennisonville. L. A. Gardner, Cedar Springs. Wm. Vermeulen, Beaver Dam. H. Bakker & Sons, Drenthe. N. Bouma, Fisher. E. Pryor, Agt., Chase. P. N. Edie, Cosnovia. W. F. Stuart, Sand Lake. J. C. Parrish, Kent City. F. C. Barris, Berlin. Jay Marlatt, Berlin. Frank B. Watkins, Monterey. Geo. Carrington, Trent. D. W. Shattuck, Wayland. A. G. Chase, Ada. B. Wynhoff, Holland. Mr. Lily, of Lily & Vosberg, Allegan. J. D. F. Pierson, Pierson. N. DeVries, Jamestown. Terry O'Laughlin, Big Rapids. J. C. Benbow, Cannonsburg. Wm. Parks, Alpine. F. E. Davis, Berlin. Louis Kolkema, Holland.

Asparagus—60c 1/2 doz. bunches. Bailed Hay—Scarcer and firmer at \$15 @ \$16 1/2 ton. Barley—Scarcer and firmer. Best quality now readily commands \$1.35 100 lbs. Butter—Choice dairy packed is worth 18c. Elgin creamery 22c. Butterine—About out of market. Beans—Handpicked are scarce, and readily command \$2.25 @ \$2.35. Unpicked are not much moving. Cabbages—Southern new, \$8.50 1/2 crate of about 4 dozen. Cabbage Plants—50c 100. Full cream 13 1/2 c. Cheese—Light skm 10c @ 11c. Full cream 13 1/2 c. Clover Seed—Choice medium firm at \$6 @ \$6.50 1/2 bu. and mammoth in fair demand at \$6.75 1/2 bu. Cucumbers—Tennessee stock 60c 1/2 doz. Dried Apples—Quarters active at 7@9c 1/2 lb. and sliced 8@9c. Evaporated dull and slow at 12 1/2 @ 14c. Eggs—Firm and ready sale at 15c. This market is higher than any other. Eggs are jobbing in Chicago at 13 1/2 c. Green Onions—25@30c 1/2 dozen bunches. Honeys—In comb, 18c 1/2 lb. Lettuce—In fair demand and firm at 20c 1/2 lb. Maple Sugar—Dull and plenty at 12 1/2 c for pure, and 8@10c for adulterated. Onions—Bermudas have advanced, and are firm at \$2.50 1/2 crate. Pieplant—Hothouse stock in fair demand at 2c 1/2 lb. Potatoes—Moving off easily at 40@45c for Rose and 45c for Burbanks. Peas—Holland \$4 1/2 bu. Peas—Out of market. Poultry—In scant supply. Fowls readily command 16@18c. Radishes—35c 1/2 dozen bunches. Strawberries—Jobbing at \$3.25 @ \$3.35 1/2 crate for Illinois fruit. The market is very uncertain, and fluctuates in sympathy with the supply. Seed Onions—White English Sovereign, 75c. Seed Potatoes—White Star, \$1.50 1/2 bbl.; Selected Burbanks, 50c; Early Ohio, 50c; Beauty of Hebron, 50c. Squash—Southern white readily command \$1.75 @ \$2 1/2 box of 50 lbs. net. Timothy—Choice is firmly held at \$1.60 @ \$1.85 1/2 bu. Fane, \$2. Tomatoes—Bermuda, wrapped, selling for \$4.50 1/2 crate of 50 lbs. net. Tomato Plants—50c 100. Vegetable Oysters—40c 1/2 dozen bunches. Wax Beans—\$2.50 @ \$3.50 1/2 box. Green \$1.50 @ \$2.50.

BOOK-KEEPING MADE EASY FOR RETAIL GROCERS. By using our Combined Ledger and Day-Book, CUSTOMERS' ACCOUNTS are kept and ITEMIZED STATEMENTS rendered in half the time required by any other process. Send for descriptive circular to HALL & CO., Publishers, 154 Lake St., Chicago, Ill.

EDMUND B. DIKEMAN, THE GREAT WATCH MAKER, JEWELER, 44 CANAL STREET, GRAND RAPIDS, MICHIGAN.

LIST OF OFFICERS: President—RANSOM W. HAWLEY, of Detroit. Vice-Presidents—CHAS. E. SNEDEKER, Detroit; L. W. ATKINS, Grand Rapids; I. N. ALEXANDER, Lansing; U. S. LORD, Kalamazoo; H. E. MEEKER, Bay City. Secretary and Treasurer—W. N. MEREDITH, Detroit. Board of Trustees, For One Year—J. C. FOX, YTS, Chairman, S. A. MUNGER, H. K. WHITE, Grand Rapids.

WANTED—A situation in a tin shop. Can work in store if necessary. North of Big Rapids preferred. Address, Box 42, St. Louis, Mich.

A BIG BARGAIN. A stock of groceries, dry goods, drugs, etc., for sale cheap for cash. Apply to A. Mulholland, Jr., Ashton, Mich.

RARE CHANCE to purchase a first-class Livery Stock including one of Cunningsham's best hearse. Will take as part payment good improved farm property. Will sell or rent barn and grounds. The best location in the best livery town in the State. Address, P. O. Box 318, Big Rapids, Mich.

SITUATIONS WANTED. WANTED—A situation in a tin shop. Can work in store if necessary. North of Big Rapids preferred. Address, Box 42, St. Louis, Mich.

A lady well qualified for such a position, both by education and experience. Address, XXX, care Miss Sila Hibbard, 35 First street, Grand Rapids.

# The Michigan Tradesman.

## THE DRUMMER.

A Sketch of this Very Numerous Individual by One Who Knows.

A St. Ignace correspondent of the *Muskegon News* has the following to say of the attributes and peculiarities of the traveler:

For the purpose of killing time I will address a few lines to your Royal Highness and give you a description of a creature I frequently meet. He is a species of Nomad, called a Drummer. Natural history does not describe him. In some way he has escaped notice of the scientific naturalist, notwithstanding "he is a very numerous individual." We have no correct data of the time of his first appearance in this "mundane sphere." In fact, no man can tell where the everlasting drummer comes from, and no one knows where he will go to, either in this world or in the next. If anything was ever created to puzzle the devil my opinion is that the drummer will do it most effectually.

Some uninformed, ignorant people have ventured to assert that his cheek is made of brass, but the waiter girls at the hotels won't believe a word of it. They say he's a splendid fellow, and affords them lots of amusement, which makes life something worth living for, and we presume they know. My opinion is that drummers are all lineal descendants of Job, with some important improvements on the old man, for while they are endowed with fully as much patience, they have more perseverance, and know lots that Job never dreamed of. Solomon was a wise man in his time, but there are drummers who would have made him believe that the "widow's son" was a girl. What some drummers don't know, isn't taught in the colleges. There are people so narrow-minded that they consider a drummer a sort of a bore, but you will always find people who are hard to please and such people would quarrel with their wives, if they had any to quarrel with.

Any drummer who understands his business will tell you who will be our next president, and come within a baker's dozen of the majority he will have. He also knows within three-quarters of a cent how much every man in the country is worth; knows every marriageable young lady in the country, and how much filthy lucre her dad will shed on her when she weds her Charles Augustus; can tell you who keeps the best hotels, and where the best drinks are to be had, and in fact will tell you any amount of valuable things, if he takes a "shine" to you. He will travel further over worse roads, and in worse weather than any other man in Christendom if he thinks he's sure of an order.

Now, if you desire information, wealth, health, and to respect yourself, don't abuse a drummer, for in less than five minutes he can make you think you are low bred, unhealthy, and short-lived, if you once offend him. My advice is always make your peace with the drummer, and keep it up. Don't abuse him when he calls on you, nor do not attempt to wear your boots out on the seat of his trousers, because it isn't healthy business.

## The Swiss as Silk Manufacturers.

Stuck away in their mountain fastnesses the Swiss have at all times been assiduous and clever home manufacturers, especially in watches and watch material, until machinery was so extensively and successfully applied to watch making in its minutest details in this country that it revolutionized this business on both sides of the Atlantic and partially undermined an industry of which the Swiss had made a brilliant specialty uninterruptedly successful for the past two hundred years. Seeing that the monopoly of the watch trade was escaping them, the Swiss applied with all the greater energy to silk manufacture, which is so well adapted to occupy entire families at home, and to some extent it has proved a happy substitution for watch and watch material making. If within the past two years a good many Swiss silk manufacturers failed in business, it was due to speculation in silk and over-production of the raw material involving a great decline in value, and not to unremunerative manufacturing. A recent report says that no less than 60,000 persons are engaged in the industry in Switzerland, and most of them in their own homes. Zurich alone has 33,000 looms, of which 3,000 were power looms in 1882. At Basle the ribbon industry occupies 6,000 looms and 12,000 workmen. About 10,000 of the looms working for Zurich are in other cantons. The total silk production of Switzerland is valued at about \$17,000,000. Less than one-third of the product comes to the United States.

## Hair-Cloth Mills.

There are but four in the whole of the United States, the largest being at Pawtucket, R. I., where out of about 400 looms 20,000 pieces are produced, 40 yards long, and from 12 to 36 inches wide, value about \$600,000. Black is chiefly called for, but gray and white cloths are also made, which, however, are more costly than black because of its being necessary to sort the stock. The other three mills are much smaller, one being situated at Newark, N. J., another at Brooklyn, N. Y., and a third one at Philadelphia. The total annual production is 1,100,000 yards; value, \$826,000.

Grand Rapids creditors of the suspended Albany lumber firm of Nichols & Mills will be interested in knowing that they owe \$191,000 and have the means to pay \$37,176.

## A New Textile Fiber.

A matter of more than curious import to our textile interests is the claim now made by prominent French experts that they have finally solved the problem of extracting the fiber of the China-grass plant in a manner which they believe will insure the extensive use of this material. The value of the fiber has long been known. It is found in India and China, but the former country has shown the greater natural advantages for its commercial production. For several years a small quantity of hand-picked fiber has found its way into England and France, but its price has been altogether too high for its practical use in factories. On two occasions the Indian Government has offered prizes of £5,000 for any machine which would extract the fiber from the plant under conditions essential to commercial success, but without accomplishing the end so earnestly desired. Now Messieurs Fremy and Favier claim to have perfected a mechanical process after several years of experiments, which will do the work satisfactorily. A syndicate has established factories near Paris, in which the inventions are said to have been fully tested, and it is now proposed to form a company to work the patents on an extensive scale, and to develop the cultivation of the Chinese-grass plant in India. The fiber of the plant is well known to be exceedingly long and fine, and having a greater strength than flax, with which it would most directly compete. It has a fine silky lustre, and takes dye readily, bleaching to purest white. It may be spun and woven on machines used in flax manufacture, and yarn of this plant will, it is said, be produced at half the cost of flax yarn. It possesses a further advantage over flax in the fact that combings or noils are relatively much more valuable than the tow or flax, as from their woolly nature and strength they may be used in the manufacture of shoddy and of paper. The invention, if it proves successful, is a very important one. It may result, as now so confidently claimed by the interested parties, in giving to the world a new material, which shall some day be extensively used by textile manufacturers.

It seems that there is no limit to the possibilities of invention of trade deceptions. The most recently exposed is one by which calf and other skins are made to resemble very closely alligator skins by a very ingenious process. A photograph having been made of a genuine alligator hide, a copy of it is produced in bicomated gelatine, which gives in relief all the curious markings, and from this latter relief representation a metal die is readily executed. This die is pressed heavily on the cheap leather with the result of making it look so like the leather manufactured from the skin of the alligator as to deceive experts unless it is handled or examined. Any suitable stain can be imparted to the fictitious product.

Wm. King, a rich London merchant, devised the following shrewd and curious scheme to prolong the period of his declining years: He willed \$1,000 to his physician, with the proviso that the sum be doubled every year that the testator should be kept alive. The second year the sum became \$2,000; the third year, \$4,000; the fourth, \$8,000; the fifth, \$16,000; the sixth, \$32,000; the seventh, \$64,000; the eighth, \$128,000; the ninth, \$256,000; the tenth, \$512,000. Mr. King's death occurred a few weeks ago, nearly eleven years after the inception of the agreement, and his physician has since been paid the handsome sum of \$750,000.

"Yes, I do want a collector," said the millinery man, "but I don't think a lady would suit me." "Why not?" asked the female applicant. "I could not only do your collecting, but also assist in the store, for I am well versed in this business." "That may be, but there is another great objection." "What is it?" "Well, I don't think a woman would make a first-class collector." "Give me your reasons." "Bec u' answered the merchant, as he grinned a raise-the-plumes-fifties-apiece smile, "because woman's work is never done, you know."

They make an asbestos thread in Italy, and this has been imported and very ingeniously manufactured, woven into a rope, in England, which is much sought after when very strong rope is not required and where there is liability to fire, theaters, etc. Its breaking strength, at the average make of 1 1/2 inches, is but about one-fourth that of like make of hemp. This industry has already become quite a prominent one in England, and it would pay well were it introduced here.

The price of grocers' wrapping paper has advanced about 25 per cent., mainly on account of the scarcity of rye straw. It is said that three-fourths of the mills will soon be compelled to shut down, for on looking over the straw market they find that the supply is not equal to that of last year. Many makers have large stocks on hand, and are not anxious to dispose of them at present prices.

A German paper says that a roof can be made fire-proof by covering it with a mixture of lime, salt and wood ashes, adding a little lampblack to give a dark color. This not only guards against fire, it is claimed, but also in a measure prevents decay.

A fine lithograph of the celebrated trotting stallion, Jerome Eddy, with every 500 of Jerome Eddy cigars. For sale by Fox, Musselman & Loveridge, Grand Rapids.

It costs the citizens of Augusta, Me., \$2,000 a year for chewing gum.

## ALL SORTS.

Ruggles & Co., Charlotte, have just laid the foundation for a large furniture factory. The assignee of M. H. Myers, of Cassopolis, has made a first dividend of 20 per cent.

The assignee of D. F. Wadsworth & Co., of Ispeming, paid a 10 per cent. dividend to the creditors on the 27th.

F. F. Ward, Prairieville, has closed out his dry goods and grocery stock, and will hereafter confine himself to the hardware business.

Fred Stedman, shingle manufacturer at Stanton, has failed, but as yet no assignment has been made. He has given Hawley & Pratt, to whom he owes several thousand dollars, possession of the mill, who will operate the same until their claim is satisfied.

## Good Words Unsolicited.

A. C. Barclay, grocer, Reed City: "I am well pleased."

B. Moore & Co., grocers, Hart: "We like the paper very much."

Myers Bros., druggists, Gobbleville: "We find it a very useful help."

Jas. N. Hill, groceries and crockery, Plainwell: "It fills the bill all O. K."

Robert Rouse, general dealer, Pearle: "I think it splendid and all right."

J. A. Sheffield, grocer, Vestaburg: "I believe I would be lost without it."

Wm. Gardner, grocer, Boyne City: "The paper is all right. Send it along."

L. G. Ripley, druggist, Montague: "It is the best paper of its class I have ever seen."

Sisson & Leach, grocers, Freeport: "We can't do without it, now we know its usefulness."

R. A. Hyde, general merchandise, Mantou: "THE MICHIGAN TRADESMAN suits me first rate."

F. A. Jenison, general dealer, Mantou: "Enclosed find \$1 for the good you have done me."

Lamson & Bentley, grocers, Harbor Springs: "We are well pleased with the paper, and we hope you will have success."

K. L. Kinney, Maple Hill: "I find your paper of great use to me in my business, and think every dealer ought to be a subscriber for it."

H. T. Lewis, general dealer, Hersey: "I have been well pleased with THE TRADESMAN, and I think it is the best paper of its kind I have ever taken."

W. S. Barnard, grocer, Lyons: "I think THE TRADESMAN well worth what you ask for it, and it would be a mean man that would take it and not pay for it."

Duff Jennings & Co., general dealers, Sheridan: "Don't stop sending at the end of the year; and if we do not remit on time, dun us again, and that will fetch us to time. We consider THE TRADESMAN a paper of value to every retail dealer."

**B. TINKLER,**  
Wholesale Dealer in Butter and Eggs.  
HASTINGS, MICH.  
Satisfaction Guaranteed.

**JOSEPH ROGERS,**  
Wholesale Dealer in  
BUTTER, EGGS, AND POULTRY.  
HASTINGS, MICH.

**A. H. FOWLE,**  
HOUSE DECORATOR  
—And Dealer in—

**FINE WALL PAPER**  
Window Shades, Room Mouldings,  
**Artists' Materials!**  
Paints, Oils, Glass, Etc.  
37 No. IONIA STREET, SOUTH OF MONROE.

Special designs furnished and Estimates given for interior decoration and all kinds of stained and ornamental glass work.

**ALBERT COYE & SONS,**  
—Manufacturers and Jobbers of—

**Awnings, Tents,**  
Horse, Wagon and Stack Covers,  
Flags, Banners, Etc.  
All Ducks and Stripes Kept Constantly on Hand.  
73 Canal Street.  
GRAND RAPIDS, MICHIGAN.  
Send for Prices.

**A. A. CRIPPEN,**  
WHOLESALE

**Hats, Caps and Furs**  
54 MONROE STREET,  
GRAND RAPIDS, MICHIGAN.

We carry a Large Stock, and Guarantee Prices as Low as Chicago and Detroit.

**STEAM LAUNDRY**  
43 and 45 Kent Street.  
A. K. ALLEN, Proprietor.

WE DO ONLY FIRST-CLASS WORK AND USE NO CHEMICALS.

Orders by Mail and Express promptly attended to.

## GRAND RAPIDS

**Flower Pots and Hanging Vases**

MANUFACTURED FOR

**H. LEONARD & SONS,**

GRAND RAPIDS, MICH.

HAND OR MACHINE MADE POTS FOR SALE BY THE PACKAGE OR REPACKED TO ORDER.

Sold at Manufacturers' Prices. Send for Price List at once for the Spring Trade.

**SEEDS**

—FOR THE—

**FIELD AND GARDEN,**

—AT—

**WHOLESALE AND RETAIL,**

—AT THE—

**SEED STORE,**

91 Canal St., Grand Rapids, Mich.

**W. T. LAMOREAUX, Agent.**

**ALABASTINE!**

Alabastine is the first and only preparation made from calcined gypsum rock, for application to walls with a brush, and is fully covered by our several patents and perfected by many years of experience. It is the only permanent wall finish, and admits of applying as many coats as desired, one over another, to any hard surface without danger of scaling, or noticeably adding to the thickness of the wall, which is strengthened and improved by each additional coat, from time to time. It is the only material for the purpose not dependent upon glue for its adhesiveness; furthermore it is the only preparation that is claimed to possess these great advantages, which are essential to constitute a durable wall finish. Alabastine is hardened on the wall by age, moisture, etc.; the plaster absorbs the admixtures, forming a stone cement, while all kalsomines, or other whitening preparations, have inert soft chalks, and glue, for their base, which are rendered soft, or sealed, in a very short time, thus necessitating the well-known great inconvenience and expense, which all have experienced, in washing and scraping off the old coats before refinishing. In addition to the above advantages, Alabastine is less expensive, as it requires but one-half the number of pounds to cover the same amount of surface with two coats, is ready for use by simply adding water, and is easily applied by any one.

Send for our New Price List for 1884.

Order a Sample Lot Before Placing a Large Order.

**EATON, LYON & ALLEN,**

20 and 22 Monroe Street,  
GRAND RAPIDS, MICHIGAN.

**U. FEETER,**

36 South Division Street, Grand Rapids, Mich.

Dealer in

**All Kinds of Country Produce**

—Also—

**STAPLE AND FANCY GROCERIES,**

**CANNED AND DRIED FRUITS,**

**EGGS AND BUTTER**

A Specialty. Pays Cash on Receipt of Property.

Buyers of Eggs by the Crate or Barrel will be supplied at the lowest Wholesale Price with Sound, Fresh Stock. This House does not handle Oleomargarine, Butterine or Suine.

Telephone Connection.

**KEMINK, JONES & CO.,**

Manufacturers of

**Fine Perfumes,**

**Colognes, Hair Oils,**

**Flavoring Extracts,**

**Baking Powders,**

**Bluings, Etc., Etc.**

—AND—

**"Red Bark Bitters"**

—AND—

**The Oriole Manufacturing Co.**

78 West Bridge Street,  
GRAND RAPIDS, MICHIGAN.



**HEADQUARTERS!**

—FOR—

**Sporting Goods**

—AND—

**OUT DOOR GAMES,**

**Base Ball Goods,**

**Marbles, Tops,**

**Fishing Tackle,**

**Croquet, Lawn Tennis,**

**Indian Clubs,**

**Dumb Bells,**

**Boxing Gloves.**

We wish the Trade to notice the fact that we are

**Headquarters on these Goods**

And are not to be undersold by any house in the United States.

**Our Trade Mark Bats**

—ARE THE—

**BEST AND CHEAPEST**

In the Market.

Send for our New Price List for 1884.

Order a Sample Lot Before Placing a Large Order.

**EATON, LYON & ALLEN,**

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—AND—

**ALSO PROPRIETORS OF**

**KEMINK'S**

**"Red Bark Bitters"**

—AND—

**The Oriole Manufacturing Co.**

78 West Bridge Street,  
GRAND RAPIDS, MICHIGAN.

**FOSTER, STEVENS & CO.,**

—WHOLESALE—

**HARDWARE!**

10 and 12 MONROE STREET,

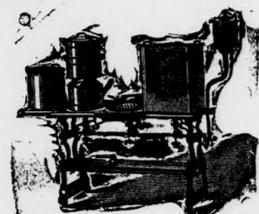
GRAND RAPIDS, MICHIGAN.

WE SOLICIT THE

**DEALER'S TRADE,**

And NOT the Consumer's.

We are Manufacturer's Agents for the



**Crown Jewel Vapor Stove!**

And quote factory prices. Send for catalogue.

We are Manufacturer's Agents for



**Jewett's Bird Cages**

And quote factory prices. Send for catalogue.

We are Manufacturer's Agents for



**Jewett's Filters,**

And quote factory prices. Send for catalogue.

We are also Headquarters for

Grand Rapids Wheelbarrows and

Bacon & Priestly Express Wagons,

All of which are sold at factory prices. We would be pleased to send catalogue to those wishing to buy.

We are carrying to-day as large a stock, and filling orders as complete, as any house in Michigan.