

VOL. 6.

**Voigt, Herrpolsheimer & Co.,**

Importers and Jobbers of

**Dry Goods**

STAPLE and FANCY.

Overalls, Pants, Etc.,

OUR OWN MAKE.

A COMPLETE LINE OF

Fancy Crockery and

Fancy Woodenware

OUR OWN IMPORTATION.

Inspection Solicited. Chicago and Detroit prices guaranteed.

**F. J. DETTENTHALER,**

JOBBER OF

**OYSTERS**

And Salt Fish.

Mail orders receive prompt attention.

See quotations in another column.

GRAND RAPIDS.

**CASH SALE CHECKS.**

Encourage your trade to pay cash instead of

running book accounts by using Cash Sale

Checks. For sale at 50 cents per 100 by F. A.

STOWE &amp; BRO., Grand Rapids.

**RISING SUN BUCKWHEAT**

Guaranteed Absolutely Pure. Orders from Retail Trade solicited.

**Newaygo Roller Mills**

NEWAYGO, MICH.

**FOURTH NATIONAL BANK**

Grand Rapids, Mich.

A. J. BOWNE, President.

GEO. C. PIERCE, Vice President.

H. W. NASH, Cashier.

**CAPITAL, - - - \$300,000.**

Transacts a general banking business.

Make a Specialty of Collections. Accounts

of Country Merchants Solicited.

**DO YOU WANT A SHOWCASE?****SPECIAL OFFER.**—This style of oval case, best

quality; all glass, heavy double thick; panel or

sliding doors; full length mirrors and spring hinges;

solid cherry or walnut frame, with or without metal

corners, extra heavy base, silver-tipped trimmings;

6 feet long, 28 inches wide, 15 inches high. Price,

\$11, net cash.

I make the same style of case as above, 11 inches

high, from walnut, cherry, oak or pine, for \$2 per foot.

Shipping and cartage free.

**D. D. COOK,**

21 Scriber St., Grand Rapids, Mich.

**POTATOES.**

We give prompt personal attention to

the sale of POTATOES, APPLES, BEANS

and ONIONS in car lots. We offer best

facilities and watchful attention. Consignments

respectfully solicited. Liberal cash

advances on Car Lots when desired.

**Wm. H. Thompson & Co.,**

COMMISSION MERCHANTS,

166 South Water St., CHICAGO.

Reference

FELSENTHAL, GROSS &amp; MILLER, Bankers,

Chicago.

**J. W. Welton's Commercial College**

This College offers the most extensive course of study

in business college branches at the most reasonable

terms. Do not fail to send for a forty-page catalogue

giving full information in regard to course, tuition, etc.

Address

Welton's Commercial College,

23 Eoumstain St., Grand Rapids, Mich.

**ACTUAL BUSINESS PRACTICE** at the Grand Rapids Business College. Educates pupils to transact and record business as it is done by our best business houses. It pays to go to the best. Shorthand and Typewriting also thoroughly taught. Send for circular. Address A. S. PARRISH, successor to C. G. Swensberg.**1000 Cigars Free!**

On or about April 1st, 1889, we propose putting a new

brand of cigars on the market which we shall sell to

the trade at \$25.00 per thousand. Now we want a name

for this cigar, and want it badly. Hence we make the

above offer of 1000 of these cigars (the first thousand

made) to any wholesale or retail dealer who will send

us an original name that will be acceptable, subject to

the following conditions, viz:—

1st. The name must be one that has never been used

for a cigar and one upon which we can get a trade-

mark patent.

2nd. The name must be upon a letter head, bill

head or card of the firm or member of the firm sending

it. The firm must be a bona fide retail or wholesale

dealer in cigars. Names from all others will be re-

jected.

3rd. This name must not reach us later than March

15th, 1889, as the award will be made on March 21st, or

as soon thereafter as possible.

4th. The award or selection of the name will be left

to a committee of three (3) consisting of the editors of

the following papers published in this city: The Flint

Evening Journal, The Wolverine Citizen, The Flint

Globe. We shall accept the name selected by this

committee, and if upon investigation, we find it

has never been used as a cigar brand, we will for-

ward to the winner one thousand cigars by express,

charges prepaid.

5th. Should the committee select a name, that had

been sent to us by more than one firm or dealer, the

winning name will go to the first firm or dealer

sending it, as all names will be numbered in rotation

as received. No firm or dealer will be allowed to send

more than one name.

A postal card containing the award or selection by

the committee will be mailed to all contestants.

Address: **GEO. T. WARREN & Co.,**

Mfrs. High Grade Cigars. Flint, Mich.

**G. M. MUNGER & CO.,**

GRAND RAPIDS.

Successors to Allen's Laundry.

Mail and Express orders attended to with

promptness. Nice Work, Quick Time

Satisfaction Guaranteed.

**W. E. HALL, Jr.,** Manager.

Try sample order in 10 dozen

packages. Prices, \$1, \$2, \$3, \$4,

\$5 to \$24 per doz. For terms ad-

dress **Graham Boys,** Grand

Rapids, Mich.

**WHIPS**

Edwin Fallas,

Proprietor of

**Valley City Cold Storage.**

Packer and Jobber of the Popular

**Solid Brand**

AND

**Daisy Brand**

OF OYSTERS.

Butter, Eggs, Sweet Potatoes,

Cranberries, Etc.

Sole Proprietor of

**Mrs. Withey's Home Made Mince Meat**

Made of the best material. The finest

goods in the market. Price, 7 cents

per lb. In 25 lb. Pails.

Salesroom, No. 9 N. Ionia Street,

GRAND RAPIDS.

**WALES - GOODYEAR**

and Connecticut Rubbers.

**THE PARAGON**

in Ladies', Misses' and Children's, Heels and

Spring Heels.

**G. R. Mayhew,**

86 Monroe St., Grand Rapids.

**Millers, Attention**

We are making a Middlings

Purifier and Flour Dresser that

will save you their cost at least

three times each year.

They are guaranteed to do

more work in less space (with

less power and less waste)

than any other machines of

their class.

Send for descriptive cata-

logue with testimonials.

**Martin's Middlings Purifier Co.,**

GRAND RAPIDS, MICH.

**EDMUND B. DIKEMAN**

THE GREAT

**Watch Maker**

and Jeweler,

44 Canal St.,

Grand Rapids, - Mich.

**A. S. DAVIS,**

Sole Manufacturer,

70 Canal St., GRAND RAPIDS.

**BUY**  
**Muscatine**  
**ROLLED**  
**OATS**  
**IF YOU WANT**  
**THE BEST!****CREOLE STRAIGHT CUT.**

To all Merchants Handling Cigarettes:

A new era has been reached whereby all dealers

selling cigarettes may now make a larger profit

than heretofore on any other brand. The

**CREOLE STRAIGHT CUT.**

Which has recently been introduced into the

State is becoming very popular, it being the only

straight cut sold for five cents, thus giving the

dealer a cigarette with which he may please all

classes of cigarette smokers. The same are nicely

put up in packages of ten and packed with ac-

cessories photos. There is also a variety of other

inducements, a notice of which is contained in

each package.

Give the **CREOLE** a trial and you will

find it a big seller.

Sold by all Grand Rapids Jobbers, and manu-

factured by

**S. F. HESS & CO.**

ROCHESTER, N. Y.

Manufacturers of High Grade Cigarettes.

**REMOVED.**

THE GRAND RAPIDS

**PAPER BOX FACTORY,**

W. W. HUELSTER, Proprietor.

Formerly located at 11 Pearl St., has been

removed to

**S1 & S3 Campau St.**

Cor. Louis, where I shall have more room

and far better facilities for the manufac-

ture of Paper Boxes.

All work guaranteed first class and at

the lowest rates. Write or call for esti-

mates. Telephone 330.

**BEANS**

And all dealers are invited to send samples

and write for prices that can be ob-

tained in this market.

We do a **COMMISSION BUSINESS**

and our aim is to obtain the highest mar-

ket price for all goods sent us. Not only

**BEANS**but also **ALL KINDS OF PRODUCE.**

We invite correspondence.

**BARNETT BROS.,**

159 So. Water St., CHICAGO.

**SAFES!**

Anyone in want of a first-class Fire or

Burglar Proof Safe of the Cincinnati Safe

and Lock Co. manufacture will find it to

his advantage to write or call on us. We

have light expenses, and are able to sell low-

er than any other house representing first-

class work. Second-hand safes always on

hand.

**C. M. GOODRICH & CO.,**

With Safety Deposit Co., Basement of Wid-

dicomb Bldg.

**SILVER STARS**

No Equal in the State.

Wherever Introduced it is a Stayer!

TO THE TRADE:

I guarantee "SILVER STARS" to be a long,

straight filler, with Sumatra wrapper, made

by union labor, and to give complete satis-

faction.

**A. S. DAVIS,**

Sole Manufacturer,

70 Canal St., GRAND RAPIDS.

**SOME PEOPLE AND SOME OTHER PEOPLE.**

The Reverend John Peter Paul Smith was a Methodist minister. He had been several years in the itineracy, and had saved \$500 of his meager salary. With this sum snugly deposited in bank, Mr. Smith began to indulge dreams of matrimony, and no right-minded person could blame him for it.

The future Mrs. Smith had been duly selected, and it was decided that they should be married just before Conference and take their wedding trip in an excursion to that meeting.

Let it not be insinuated that the Rev. John Peter Paul was influenced in this decision by a laudable desire to save expense. The newly-wedded pair were very independent in their feelings—as they well might be with five hundred dollars in bank—and they proceeded at once to the best hotel in the town, and paid their bills without even hinting at reduction on the score of the ministerial profession.

Mrs. Smith had never attended Conference before, and she enjoyed it amazingly. She was made much of, as was quite proper in consideration of the fact that she was a bride. The hospitable people of the town took kindly to Conference, and a succession of dinners and teas was given to the members. Brother and Sister Smith were especially mentioned in all these invitations, and they kept up quite a rounds of this mild dissipation. Sister Smith made such a decidedly good impression on the minds of all who met her, that Mr. Smith was often and warmly congratulated on his choice.

At length the important day came when the appointments of the Presiding Elder were to be read. The sisters were grouped anxiously together, waiting to hear their fate for the next year. Sister Smith sat with them. After several appointments had been read which seemed to give great satisfaction, Mr. Smith heard his own name pronounced: "John Peter Paul Smith, Noxet."

"Too bad! Too bad!" chorused several of the sisters in one breath.

"I am glad I am not in your place, Sister Smith," said a lady in brown dress and bonnet, extending a sympathetic hand.

"Why so, Sister Jones?"

"Because they have such queer people in the Noxet church," replied Sister Jones.

"Oh, is that all?" answered Mrs. Smith brightly. "I think we can get along with them for one year, at any rate."

Mr. Smith was commiserated by his brethren for the blank he had drawn in the distribution of ecclesiastical prizes. But he did not pay much attention to their croaking. To tell the truth, it seemed to him that any place would be delightful where he could enjoy the constant society of Mrs. John Peter Paul. He was young then, and new alike to ministry and matrimony.

It was two weeks after the close of Conference before the minister and his wife were ready to start for Noxet. They spent this time with Mrs. Smith's mother, and while there they packed and forwarded several boxes of bedding and household goods.

The Noxet people had shown themselves wise in one respect at least. They owned a good parsonage, and had furnished it comfortably at their own expense with everything but bedding, china, silver and such things as all families prefer to provide for themselves. When Mr. Smith heard of this parsonage, he was decidedly prejudiced in favor of Noxet, notwithstanding the doleful predictions of the brethren.

Behold then, on a bright fall afternoon, the Rev. J. P. P. Smith and wife on their way to Noxet. They had only fifty miles to travel—the whole distance by rail. The town was in the interior of the State, and in a region that had not been settled until a comparatively recent date. As they neared it, they looked anxiously at every varying feature of the landscape. Certainly the country was becoming more primitive and the houses plainer and farther apart, yet it was evidently a rich farming region, and there were no indications of poverty or lack of thrift. They were, on the whole, favorably impressed with all they saw.

The train was an "accommodation," and so exceedingly accommodating that it stopped often and everywhere. It was nearly dark when the conductor came into the car and announced: "Next stop, Noxet!"

Mr. and Mrs. Smith at once began to collect their various belongings, and make ready for leaving the train. It drew up, with a very wheezy puff, before a rude little station. No one alighted save the minister and his wife. Several men were standing on the platform, as is usual at these little stations. The baggage was thrown off the train and it pulled away. Then one of the men stepped forward briskly, and said: "Mr. and Mrs. Smith, I presume?"

"We are," replied Mr. Smith.

"And I am Mr. Mason, one of your members. Glad to see you, sir," shaking hands with his new pastor. "And you, too, ma'am," repeating the cordial handshaking with her. "Come right this way and get into my wagon. I'll attend to your baggage, and then I'll take you straight up to the parsonage. Our people are all there waiting for you, and I reckon supper is about ready by this time."

Mr. Smith helped his wife into the wagon while Mr. Mason went for the baggage. The men who were standing near assisted him in bringing the trunks to the wagon.

"I like him, at any rate," whispered Mrs. Smith.

"So do I," replied her husband.

The town of Noxet was small, and it took but a few minutes to reach the parsonage. It was quite too dark to form any opinion of its surroundings, but

every window of the house was brilliantly lighted up, indicating a large company. Mrs. Smith felt a little shiver of dread, when Mr. Mason lifted her from the wagon, at the idea of meeting so many strangers. But if the minister's new wife had any one qualification for her difficult position, it was that of being equal to any emergency; so it was with a composed manner, though somewhat flushed face, that she followed her husband into the house.

They were met at the door by a woman with a small shawl over her shoulders, notwithstanding it was a warm fall evening, and having her face tied up with a white handkerchief.

"Come right this way, Brother Smith and Sister Smith, and I'll take you up to your room. We thought maybe you'd like to wash and fix up a little mite before seeing all the people. Just as soon as you are ready, you can come down to the parlor. I must run down and attend to things." And she departed.

Each gave an amused glance at the other as the door closed behind her.

"It is getting interesting, my dear Paul. Do make haste, and let us go down and see the rest of them," said Mrs. Smith, as she brushed her brown hair.

She hastily dressed herself in a black silk, so plainly made that it could not provoke criticism on the score of extravagant display, and then she pined a lace collar around her neck. She had a pretty good idea as to what her style of dress was expected to be.

They were met at the door of the parlor by Mr. Mason, and by him introduced to several men who were grouped in the middle of the room. "Class-leaders and stewards," he explained. These, in turn, introduced them to the people as they crowded in, and in the confusion of the moment in connection with the person to whom it belonged. The woman who had welcomed them to the house was introduced as "Sister Loone," and the name struck Mrs. Smith as eminently appropriate to her general appearance.

When Sister Loone, who seemed to be very active, announced that supper was ready and invited them out into the large dining room, Mr. and Mrs. Smith took their places at the table with a very comfortable home feeling. This was, perhaps, in part owing to the fact that the table was set out with their own china and silver, which the ladies had unpacked.

Such a supper! There was the greatest profusion of everything, nicely cooked and appropriately served. Noxet people certainly knew how to live well.

Directly in front of Mrs. Smith, as she sat by her husband, half-way down the long table, was a pyramid loaf of fruit-cake, at least eighteen inches high, and elaborately iced. While they were eating supper a very sweet-looking woman came up behind Mrs. Smith and whispered to her:

"That fruit cake is not to be cut. I baked it especially for you, but the ladies said it must go on the table, to make the table look nicely. It will keep a long time, and I know you will have so much to do for a while, that it will come handy to have some cake in the house. There is plenty for this evening without it."

"It was very thoughtful of you," replied Mrs. Smith.</



THE SAMOAN COMPLICATION.

The complications at Samoa begin now to attract the attention which should have been given them months ago, and nothing is more plain than the feebleness of our diplomatic procedure there.

The whole course of Germany seems to me to indicate a dogged determination to have possession of Samoa, and implicit reliance upon the fears of England and the indifference of the United States government to secure non-interference by either of those governments.

And apparently Mr. Bates does not see any immediate prospect of more vigorous American procedure. He says he has read carefully the instructions now sent to our commander in these waters, Admiral Kimberly, and he "cannot see that he has any greater authority than the officer who preceded him."

Two elements in the situation favor a solution satisfactory to this country, whenever our case is properly presented. One of these is the spirit with which the natives fight against the German usurpation, and the other is the promise of Great Britain to actively interest herself in maintaining a real neutrality of foreign influence in the island.

THE TRADESMAN has heretofore discouraged hasty legislation on this subject, on the ground that it is an untried experiment in this country and might not be found adapted to our methods—that as it is to be tried in Massachusetts next year, it would be better to wait and see how the plan works in that State.

TOO LATE FOR THIS SESSION.

Mr. Ford's Committee on Immigration has finished its labor much too late for the present Congress to avail itself of the suggestions it embodies in the bill which accompanies its report. It would have been much wiser to have reported a bill amendatory of the present legislation at those points where it is manifestly defective and on whose amendment there would have been little difference of opinion.

NOT A NEW THING.

The communication from the President of the Petoskey B. M. A., printed this week, as well as the erratic criticism of a Muskegon gentleman, published last week, plainly shows that some misapprehension exists as to the insurance plan recommended by the Insurance Committee of the Michigan Business Men's Association and approved by the Executive Board of that organization.

placing these under the direction of the Collector of the port, from whom there shall be an appeal in all cases to the Secretary of the Treasury.

Some of these propositions commend themselves at first sight; others are of doubtful expediency. The bill will need much more consideration than this Congress can give, and as a result of seeking so much at once, probably nothing will be done.

THE TIME TO ACT.

The White Caps have assumed the seriousness of a national epidemic. The attractions of this kind of moderate lynch law for ill regulated minds threatens grave consequences to modern society, unless State and local authorities bestir themselves to put down every attempt to organize this kind of terrorism.

Of course, it is a rough kind of justice these lawless bodies aim at exercising; but many things they undertake to punish are neither legally nor morally deserving of it; and in nearly all cases they proceed upon ex parte statements, which may do grave injustice to their victims.

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AN EXPERIMENTAL PLAN.

The adoption of the "Australian system" of voting, or something equivalent to it, is mooted in no less than ten States, our own being one. Bills for "the Reform of the ballot" in this sense are before all their legislatures, although the adaptability of the method to our political system has not yet been tested anywhere.

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ence has been that from 30 to 55 per cent. has been returned to the policy holders at the end of each year. The method pursued by the Mutual Fire does not differ in any essential particular from the plan proposed for the Michigan Business Men's Fire Insurance Co.

In the face of these facts, it is not in order for any one to assert that the plan is not practical or that the results will not be satisfactory—for time has proved that the plan is practical and that the results are satisfactory.

AN UNNECESSARY TAX.

The tax of 3 per cent. on the premium receipts, contributed by the outside insurance companies authorized to do business in this State, brought over \$138,000 to the office of the Insurance Commissioner last year, while the expenses of maintaining his office was less than \$7,000. Indirectly, this tax comes from the insuring public, as the insurance companies necessarily add that much additional in computing the cost of doing business.

Although the excess is covered into the State Treasury, reducing the general taxes by just that amount, THE TRADESMAN opposes the plan on the ground that everything ought to stand on its own bottom and that it is unjust to tax the people who own insurable buildings more than those who have their means invested wholly in land. It is a species of class discrimination which ought not to exist in so great a commonwealth as the State of Michigan.

THE TRADESMAN will heartily lend its support to any movement looking toward the reduction of this unjust and wholly indefensible tax to a figure that will meet the bare expenses of the Insurance department.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

E. O'Brien has engaged in the grocery business at Fennville. Olney, Shields & Co. furnished the stock.

Chas. F. McCrath succeeds Geo. Thayer as manager of the local distributing station of Swift & Company.

Clark & Morton have moved their cigar manufacturing business from Greenville to this city, locating on South Division street.

The sale of the Wm. E. White drug stock to D. E. Watters still hangs fire over a disagreement on the result of the inventory.

Arrangements have been made by which Mrs. John D. Popp will continue the grocery business of her late husband, at 75 Clancy street.

R. D. Wheeler, formerly engaged in the meat business at Ravenna, has opened a grocery store. I. M. Clark & Son furnished the stock.

L. Benjamin has leased the store at 39 Ionia street, now occupied by Caswell Bros., and will occupy it with a clothing stock, in connection with his Monroe street store.

The Pennock drug stock, which was recently sold to Geo. F. Cummings, was removed to Kingston, Tuscola county, where business is conducted under the management of Geo. McKenzie.

It is reported that Fred H. Emery, the West Bridge street grocer, will offer 20 per cent. cash in full settlement with his creditors. One wholesale grocery house is interested in the failure to the tune of \$1,700.

Alonzo Herold, the Monroe street boot and shoe dealer has formed a copartnership with his brother, John, and the two have engaged in the boot and shoe business at Howard City under the style of Herold Bros.

The West Michigan Oil Co. has established barreling stations at Howard City, Big Rapids, Reed City, Cadillac, Manistee, Ludington and Grand Haven, where oil will be drawn direct from the tank cars into barrels, thus saving the merchant the freight and 1/2 cent per gallon.

A gentleman named Ansdien, of Elkhart, Ind., has rented the store at 59 Monroe street, now occupied by Bradford & Co., and will open a fancy dry goods stock there about the middle of April. The present occupants of the store are undecided as to their future movements.

P. Stekettee & Sons are building a partition through the center of their Fountain street store, when they will use the west half for wholesale purposes exclusively, transferring their domestic stock from the second floor, which will be devoted to their notion stock, and the third floor to full packages, the shipping department being changed to the basement story. The office will be in the rear of the first floor. The new order will go into effect about the middle of February.

The Dunham & Chick Furniture Co. has completed the organization by the election of the following officers: President, Wm. Dunham; Vice-President, D. Turner; Secretary, John Bradford; Treasurer, Chas. H. Chick. The corporation has purchased four acres of land of Luman Jenison, just north of the Grand

Rapids School Furniture Co., and will immediately begin the construction of a brick factory, the expectation being that the wheels will begin to turn about August 1. Cheap and medium grade furniture will be manufactured.

The Chicago News of last Saturday notes the following: "E. B. Millar & Co., wholesale grocers, procured a capias for the arrest of John J. Hartman and Fred Antrim, doing business in Grand Rapids as Hartman & Antrim. The defendant bought \$717.73 worth of goods on credit from Millar & Co. and gave them a note secured by a chattel mortgage. The security would have been all right had Millar & Co. not discovered that the defendants had given mortgages covering the same property to other parties which took precedence over theirs and cut them off."

One of the surprises of the season was the uttering of chattel mortgages by H. J. Fisher, the Hamilton general dealer, one day last week, to the tune of \$5,500. One mortgage for \$2,400 was given to secure three persons from whom he had borrowed money, and a second for \$3,100 was made in favor of several Grand Rapids creditors. Some of the unsecured creditors subsequently secured a third mortgage. The stock will inventory about \$8,000 and is said to be in splendid condition. Mr. Fisher expresses confidence in his ability to extricate himself from his difficulty in the course of a few months.

AROUND THE STATE.

Quincy—E. Bidwell has engaged in the harness business.

Sunfield—Berra Bros. have just moved into their new store.

Sunfield—Ed. Stinecomb is now pleasantly settled in his new store.

Cheboygan—S. LeGault succeeds S. LeGault & Son in general trade.

Bronson—W. F. Marton succeeds P. A. Buck in the grocery business.

Coopersville—M. R. Griffin has assigned his general stock to R. Lillie.

Shelby—Smith & Freeman succeed D. C. Freeman in the meat business.

Manistee—Geo. Davis succeeds Davis & Skytte in the clothing business.

Dollar Bay—Frank Haun is succeeded in general trade by Haun & Schulte.

Morenci—Pegg & Salisbury are arranging to construct a double brick store.

Flushing—Franklin A. Niles has sold his general stock to Sweet Bros. & Clark.

Middleville—A. Hanlon is succeeded in the drug business by A. Hanlon & Son.

Oxford—Margetta Losey's drug store has been closed under chattel mortgage.

Kalamazoo—J. W. Barker succeeds Barker & Parker in the grocery business.

Bay City—Brandette & Gustin are a new grocery firm at 911 Cambell street.

South Haven—Geo. B. Pomeroy has sold his grocery stock to G. P. Smith & Son.

Three Rivers—Jonathan Reitz succeeds Chas. Rice in the restaurant business.

Clare—J. H. Carpenter has bought the drug and general stock of Henry Trevdick.

Schoolcraft—Stanton Troxel succeeds Gilman & Campbell in the grocery business.

Battle Creek—Edward J. Smith succeeds Sedgwick & Smith in the drug business.

Bay City—F. O. Liever & Co. have opened a grocery and market at 609 Third street.

Morenci—F. E. Benjamin has purchased the grocery stock of A. D. Stephenson.

Kalamazoo—Bidelman & Harwood succeed F. W. Bidelman in the hardware business.

Shelby—Chas. Moore succeeds L. G. Shirts in the sewing machine and jewelry business.

Schoolcraft—J. Clark succeeds A. M. Munger in the agricultural implement business.

O. C. Thompson in the hardware business and Dayton Travis in the furniture business.

Charlotte—Frank Hoyt, late of St. Louis, will engage in the manufacture of road carts, beginning business about April 1.

Kalamazoo—Barrett & Torrey and Hammond Gerow are succeeded in the grocery and crockery business by Barrett & Gerow.

Blanchard—L. M. Mills has put in a line of furniture and undertaking goods, running same in connection with his drug business.

Hastings—Chas. Deane has retired from the grocery firm of Rogers & Deane. The business will be continued by the remaining partner, Jas. Rogers.

Alba—Smith Bros. have bought the stock in the Alba Lumber Co.'s store and will run both establishments, one as a dry goods and the other as a grocery store.

Harrisburg—Wm. H. Harrison has formed a copartnership with John Keas, under the style of Harrison & Keas, to carry on the general merchandising business.

Petoskey—Jas. A. Shirk has sold his hardware stock to A. M. Coburn and W. W. Rice, who will continue the business under the style of Coburn & Co. Mr. Coburn hails from Carthage, N. Y.

Howard City—H. Steenman has sold his furniture stock to John Herold, for the past eight years connected with Rindge, Bertsch & Co., at Grand Rapids. He will add a line of boots and shoes.

Detroit—Simon Simons & Son recently got a verdict of \$9,085 against the Cornwell Manufacturing Co., of Ann Arbor. The defendants argued for a new trial, but were overruled, and the case now goes to the Supreme Court.

Battle Creek—The copartnership existing between I. B. Carlisle and L. A. Paddock, under the firm name of Carlisle & Paddock, has been dissolved, I. B. Carlisle retiring. The firm will hereafter be composed of L. A. and G. Paddock, doing business under the style of the Battle Creek Hardware Co.

STRAY FACTS.

Randolph—This is the name of a new postoffice in Osceola county. O. W. Wheelock is postmaster.

Dundee—Dundee's gas well is 2,278 feet deep. It was shot twice last week, and the only result was the loss of 100 quarts of nitro-glycerine.

Irving—A. D. Hughes & Co. write THE TRADESMAN that a receiver has not been asked for in connection with their business, reports to the contrary notwithstanding.

Henrietta—This is the name of a new town, founded by the T. A. A. & N. M. Railway, twenty miles northwest from Cadillac and nine miles from Sherman. The town is named in honor of Henry Ashley and Etta Burt, who were married a week or so ago.

Chester—The town is considerably excited over a coal find. Two veins have already been discovered, the width being five to six and one-half feet. The coal is of good quality and grows better as it reaches a greater depth. The mineral is found 140 feet below the surface.

MANUFACTURING MATTERS.

Port Huron—The sulphite fiber works will be ready for business February 1.

Flint—F. P. Smith has merged his hardwood lumber and stave business into a stock company under the style of F. P. Smith Lumber Co.

Marquette—Duluth has offered a bribe of \$100,000 to the Iron Bay Manufacturing Co. to remove their works from this city to the zenith city of the unsalted seas.

Marquette—Bice, Powell & Co., a lumber and planing mill concern, making a specialty of house finishing, have been succeeded by S. Bice & Son, composed of Joseph H. and Clarence E. Bice, Powell & Co. retiring. The product of the shops last year amounted to over \$40,000.

Bank Notes.

The National Bank of the Republic, New York, has been made reserve agent of the First National Bank of Utica.

John Campbell, of Flint, has gone to Evert to see what can be done in the way of straightening the affairs of his brother's defunct bank. If John Campbell can discover the whereabouts of his brother, he will undertake to persuade him to return and clean up his business affairs and remove the charge of dishonesty from the record.

The First National Bank of Allegan is officered almost entirely by the Chichester family. The father is President, while one son officiates as Cashier and the other acts as Teller.

The Blake Failure.

Clement Smith, assignee for F. L. Blake, the Middleville general dealer, makes the following report to the creditors:

Stock in store.....\$10,140  
Fixtures and Furniture.....232  
Accounts and Notes.....1,483  
Real Estate.....490  
Elevator.....300

Total.....\$12,565  
The real estate is mortgaged for \$360, the personal for \$6,476. The indebtedness is \$12,563.

VISITING BUYERS.

- Smalligan & Piekard, R A Hastings, Sparta  
Forest Grove W J Raach, Lake City  
E J Harrington, Holland E S Botsford, Port  
H McJerring, Jamestown G H Walbrink, Allendale  
G Ten Hoop, Forest Grove Dr Van N Miller, Fremont  
J Vanden Bosch, Zeeland J J Marvin, Silliman  
John Damsa, Gitchell H A Seymour, Portland  
Rutgers & Tier, Grand Rapids S T McLean, Denison  
F D Warren, Berlin M C Pattison, Millbrook  
G N Reynolds, Belmont Gus Bezman, Banger  
J P Cordie, Albia Munger, Watson & DeVost.  
Jay Marriott, Berlin H A Dalley, Lumberton  
Geo P Stier, Cascade A Mulholland, Ashton  
Smith & Bristol, Ada J J Marvin, Silliman  
R D Wheeler, Ravenna P DeKraker, Holland  
W W Parice, Moline Gus Bezman, Banger  
John Smith, Ada Blood & Thomas, Whitelyville  
A C Barkley, Crosby M M Robson, Berlin  
A C Chilton, Cedar Springs H A, Conkors  
Ezra Brown, Englishville L L Jensen, Jenisonville  
W L Lacey, Cannonburg T L Blake, Middleville  
C K Hoyt & Co, Hudsonville T Armpack, Wright  
D D Dorman, Cedar Springs L Maier, Fishers station  
Hessler Bros, Rockford John Kamp, Zipsigen  
A G Clark & Co, White Clid L M Wolf, Huds aville  
Hutsy & Dickerson, D F Clement, Spring Lake  
Grand Haven Brothers, Woodland  
Brookings Lumber Co, J C Benbow, Cannonburg  
Brookings Chas Darling, Sparta  
A L Thompson, Harrisburg G F Cook, Grove

February 9 has been decided upon as the date for holding the meeting of traveling men at Lansing to discuss the idea of forming a State league, in accordance with the plans outlined in a recent circular by A. F. Peake and L. M. Mills.

FOR SALE, WANTED, ETC.

Advertisements will be inserted under this heading two cents a word the first insertion and one cent a word for each subsequent insertion. Advance payment taken for less than 25 cents.

FOR SALE.

FOR SALE—AT A BARGAIN, THE OLDEST AND best established meat market in the city, central location and doing a good paying business, with slaughter house, etc. Also one new and complete set of butcher's tools, cheap. If sold inside of thirty days, for terms and particulars apply to Wm. Henry & Son, 8 W Western ave., Muskegon, Mich. 289

FOR SALE—A WELL-SELECTED STOCK OF GROCERIES, doing a good business. One of the best lots will lease store for term of years. Address No. 364, care Michigan Tradesman. 287

FOR SALE—AT A BARGAIN, A CLEAN, WELL-SORTED stock of general merchandise which will inventory about \$4,000. The above has been assigned to the undersigned in trust for creditors and will be sold at a bargain. Address, R. Lillie, Assigne, Copperville, Mich. 288

FOR SALE—STOCK OF DRUGS AND FIXTURES, fine enough for any city. Invoice \$1,800 to \$2,000. Will trade for Grand Rapids city or farm property. Address, "Druggist," care Tradesman. 282

FOR SALE—DESIRABLE BAKERY AND CONFECTIONery establishment, doing a good business, with necessary fixtures. Seven years in trade. Good run of custom. Correspondence solicited. Address No. 250, care Michigan Tradesman. 285

FOR SALE—HOTEL IN GOOD RESORT TOWN, WITH thirteen beds. House finished complete. Price \$2,500, down, balance on time to suit. Four month lease, on selling. Barn, 3x160. Sample room and heavy office, etc. Also one new and complete line in barn. House paying \$100 per month now. For particulars, address "Hotel," care Tradesman. 249

FOR SALE—A CLEAN, WELL-ASSORTED STOCK OF general hardware, stoves and tinware. Tin shop in connection. Will inventory about \$6,000. Located centrally and one of the best points for retail business in the city. Good reasons for selling. Address Hardware, care Michigan Tradesman. 286

FOR SALE—GOOD RESIDENCE LOT ON ONE OF the most pleasant streets "on the hill." Will exchange for stock in any good institution. Address 286, care Michigan Tradesman. 286

WANTED—SITUATION AS REGISTERED PHARMACEUTIST, willing to work in general store. Address No. 366, care Michigan Tradesman. 286

FOR SALE—AT A BARGAIN, FIXTURES FOR A MILinery store. Also small stock, if desired. Good location. Business well established. Address, Box 24, Union City, Mich. 285

FOR SALE CHEAP—TWO FIRST CLASS MEAT MARKETS, one in North Muskegon and one in Muskegon City. Both in best locations, and doing good paying business. Will sell one or both. 22 Western avenue, Muskegon, Mich. 282

FOR SALE—AT A BARGAIN A PAYING STORE, half post-office, 20 x 30 located for business. Buildings cost \$1,500. All for \$1,000. Must sell. Address, 356 N. Lardin, Traverse City, Mich. 283

FOR SALE—STOCK OF CLOTHING AND GENTS' furnishing goods, located in a good town of 1,500 people in southern Michigan. But one other place in town handles clothing. For particulars address "C & T," care Michigan Tradesman. 287

WANTED.

WANTED—TO BUY GOOD GENERAL STOCK OF merchandise, from \$2,000 to \$8,000, in a town of about 1,200 population. Will pay spot cash down, if offered cheap. Address, Lock Box 29, Sheridan, Mich. 289

WANTED—SITUATION WANTED, BY A REGISTERED pharmacist of six years experience. Best of references. Address 368, this office. 288

WANTED—TO SELL OR EXCHANGE FOR A HOUSE above mentioned, a good stock of hardware and tinware's tools, situated in a live, growing town. Location desirable. Large business. Address, Lon A. Delton, Luther, Mich. 287

WANTED—A position as bookkeeper. Four years' experience. Best of references given. Address K. 63 Monroe St. 281

WANTED—TO EXCHANGE OR SELL A GOOD BUSINESS property and stock of drugs. Real estate on corner. One store, 24 x 80, with nice living rooms above. Other store, 20 x 30 located for business. Large lots with garden spot, barn, ice house, etc. Title perfect. No encumbrances. The occupant is a carter but is anxious to make a change. Satisfactory reasons given. Will sell or exchange for a good business property in some lively railroad town in this state. Correspondence solicited. Address, 328, care Michigan Tradesman. 285

SITUATION WANTED—A COMMERCIAL TRAVELER to open for employment. Large acquaintance with grocery trade in Michigan. Address Jackson, care Michigan Tradesman. 285

WANTED—EVERY STORE-KEEPER WHO READS all your books and keeps the stuff coupon system a trial. It will abolish your pass books, do away with all your book-keeping, in many instances save you the expense of one clerk, will bring your business down to a cash basis and save you all the worry and trouble of monthly closing and book-keeping. Start the month with the new system and you will never regret it. Having two kinds, both kinds will be sent by addressing (mentioning this paper) J. H. Suther, Albany, N. Y. 213

MISCELLANEOUS.

\$1,200 CASH BUYS MANUFACTURING BUSINESS paying 100 per cent. Best of reasons for selling. Address Chas. Kynoch, St. Ignace, Mich. 288

WANTED—1,000 MORE MERCHANTS TO ADOPT OUR sample, E. A. Stowe & Bro., Grand Rapids. Send for coupon. Pass Book System. 214

Notice of Limited Partnership.

Notice is hereby given that Frederic A. Wurzburg, William M. Wurzburg and Zachary T. Aldrich, as general partners, and Zachary T. Aldrich, as special partner, all of Grand Rapids, Michigan, have this day formed a limited partnership in pursuance of chapter 78, Howells' Annotated Statutes, for the purpose of carrying on the business of jobbers of dry goods, notions and similar articles, at Grand Rapids, Michigan, under the firm name and style of "F. W. Wurzburg & Sons Co.," and that the amount of capital stock which said special partner has contributed to the company is twenty-seven hundred and fifty dollars, and that said partnership is to commence January 28, 1899, and terminate January 28, 1901.

FREDERIC A. WURZBURG,  
WILLIAM M. WURZBURG,  
ZACHARY T. ALDRICH,  
General Partners.  
ZACHARY T. ALDRICH,  
Special Partner.

Dated, Grand Rapids, Jan. 28, 1899.

NELSON BROS. & CO.,

Wall Paper and Window Shades,

GRAND RAPIDS, - MICH.

P. STEKETEE & SONS,

JOBBERS IN

Dry Goods & Notions,

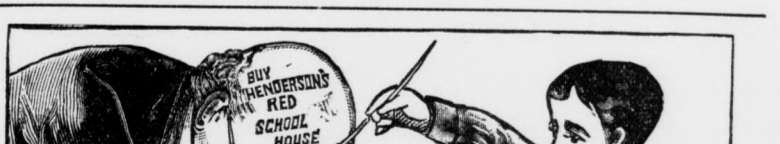
83 Monroe St. and 10, 12, 14, 16 & 18 Fountain St.,

Grand Rapids, Mich.

Spring Line of Prints, Sersuckers, Toile Du Nord, Gingham, Hosiery and White Goods Just Received.

STARK A. FRANKLINVILLE A. AMERICAN A. GEORGIA & MARSAC, HOOKER, BURLAP.

Peerless Warp AND Geese Feathers.



WHILE LONG AND LOW THE MASTERS NOBLES AND ALL THE BUYS ARE OUT OF DOORS WITH LINK AND PEN COMES LITTLE LEW TO ADVERTISE THE SCHOOL HOUSE SHOE

THE CELEBRATED "Red School House" Shoes

ONE OF OUR SPECIALTIES.

We are Extensive Manufacturers

and Boys' Fine Sewed Shoes and, in the third, Men's, Boys' and Youths' heavier grades of Boots and Shoes. It will prove to your advantage to give our goods a trial.

Headquarters for the Celebrated Wales-Goodyear Rubbers.

FACTORIES: FOND DU LAC, WIS. DIXON, ILL. CHICAGO, ILL.

Willard H. James, Salesman for the Lower Peninsula, P. O. address, Morton House, Grand Rapids, Mich.

We furnish electrotypes of our Specialties for Customers.











The Michigan Tradesman

WEDNESDAY, JANUARY 30, 1889.

LEISURE HOUR JOTTINGS.

Written for THE TRADESMAN.

BY A COUNTRY MERCHANT.

With what union and fervor does the millionaire governor pen his Thanksgiving proclamation, calling attention to the beautiful harvests, exuberant prosperity of the people, and phenomenal increase of wealth. How smoothly and gracefully the millionaire senator announces from his seat that his fellow citizens, those marvelously favored denizens of this land flowing with milk and honey, are clamoring for increased expenditures and increased taxation. How glibly and plausibly the well-paid official statisticians proceed to show that vast accumulations of money and property indicate a marked and more than satisfactory financial outlook for the country. And what manifest and persistent determination is exhibited by nine-tenths of those who are selected to make our laws, and provide for our taxation, to see that the people—aside from a few favored individuals—are not allowed to become unduly and unreasonably burdened with the accumulation of riches.

Are these people, or even a respectable proportion of them, honest and sincere in the belief that the prosperity of the American people, en masse is perfectly satisfactory to the people themselves? And do they, or a fair proportion of them, even conscientiously think that each downward turn of the screw in the tax mill is welcomed by the parties who are being pressed?

If some of them are honest in their expressed views we can possibly find something approaching a plausible reason for their belief. When a man is fattening at the public crib, or who has been fattened by class or special legislation looks at the situation, it is not excessively strange that his own prosperity should blind him, when the general status of the people is brought into question, but when those few metropolitan and numerous buccolic gentlemen, who are now experimenting with the legislation at Lansing, come directly from the midst of the people, and, if of ordinary brain capacity, ought to be reasonably conversant with the situation of the people, it is more than strange that they should, as they undoubtedly will, become permeated with the evident belief that the more extravagant their session, the greater will be their reputation as public benefactors and "statesmen."

There, for instance, is Farmer Subsoil and Lawyer Tangler, who are both engaged in trying to keep the legislative hopper full, at the capitol. Farmer S. knows, to an absolute certainty that half the farms in his immediate locality are mortgaged, and that two-thirds of the agriculturalists whom he knows are complaining that, with the closest economy, it is almost impossible to pay current expenses. Lawyer Tangler knows that the depression among the farming classes has reacted seriously upon his own town, whose trade is almost exclusively among these classes. He knows that an unusual flood of assignments, chattel mortgages, and "trust" bills of sale, indicate an unhealthy state of business. And he can't help noting the fact that about the only parties who appear to be entirely satisfied with the situation are the money lenders. Yet a safer bet could hardly be made than that neither Farmer S. or Lawyer T. will appear before the people, this session, as champions of tax reform.

Until recently the village of, let us say, Barrelville, has always had an exceptional reputation for enterprise and prosperity, yet Barrelville has been struck with the—let us hope temporary—depression that is common to a great many small towns in the agricultural sections. An acquaintance, who has a sharp, bright, intelligent nephew of nineteen or twenty, recently took the young man down to B., where he was well acquainted, and endeavored to procure him a situation in a store. The first dealer approached was a druggist, who, after listening courteously to the applicant, observed:

"I haven't the remotest opening for the boy, K—, and if I had I'd advise you to make a mason, or carpenter, or even a hod-carrier of him rather than have him learn this business. Why? Why, because the average country drug man's profits for a year, these times, won't equal the wages of a skilled mechanic. So put his time against the workman's, and he has from \$2,000 to \$6,000 of capital laying practically idle. When I went into trade there was money in the business; now it's almost a business farce. In those days trade was lively, competition not unreasonable, and full prices were maintained; to-day the profitable knick-knack, fancy goods trade is virtually 'played out'; there are five drug stores where two are hardly demanded; medicine wagons are traveling the country in all directions, and street fakirs gull the gullible under your very nose; and even the doctors are so successfully

drummed by the small manufacturers that the prescription trade is almost a thing of the past. Then add to all this the solid but disagreeable facts that profits have decreased one-fifth to one-fourth; that store and family expenses can't be made to follow the cash receipts; that taxes and insurance increase rather than decrease, and you can somewhat appreciate the situation. The boy might eventually make a little money by getting his certificate as a pharmacist, and then opening a saloon drug store, but it would be a d—d sight more honorable and manly to make an acknowledged gin-slinger of him, and done with it."

Supposing this unsatisfactory state of affairs to be peculiar to only one branch of traffic, K— commenced a round of application among the other dealers. A hardware man was disgruntled over the scarcity of buyers, and the competition of an irresponsible and reckless opposition dealer. A dry goods and a clothing dealer sold some cheap staples and indispensable, but the alluring advertisements of the city dealers carried the bulk of the desirable trade away from the town. A boot and shoe party was soured over the advent of a foreign bankrupt stock. The furniture trade was waiting for wheat to yield better and bring better prices. The butter and egg trade alone induced three or four grocerymen to keep their doors open, and a jewelry man emphatically declared that he'd as soon have his stock at the North Pole.

"Well, my boy," said K—, climbing into the buggy, "looks rather discouraging, don't it? I guess you'd better go into a lawyer's office. There's nothing harder for the average man to learn, when his income is steadily decreasing, than to keep his expenses proportioned to it. There's going to be no let up in taxation, from the school district to the general government, and unless there's a revival of business soon there won't be lawyers enough in this section to attend to the assignment business. And when you get so you can successfully unload a man's honest debts on to the shoulders of his creditors you'll find you've struck a bonanza."

An Entry Clerk.

Merchant (to applicant for a position)—Have you had any experience as entry clerk?  
I have indeed, sir.  
Where?  
At my last place, sir, in a boarding house. I stood in the entry to keep fellows from stealing the boarders' hats, sir.

HARDWOOD LUMBER.

The furniture factories here pay as follows for dry stock, measured merchantable, mill culls out:  
Basswood, log-run ..... 13 00/15 00  
Birch, log-run ..... 15 00/16 00  
Bireh, Nos. 1 and 2 ..... 22 00  
Black Ash, log-run ..... 14 00/16 00  
Cherry, log-run ..... 35 00/35 00  
Cherry, Nos. 1 and 2 ..... 50 00/60 00  
Cherry, Cull ..... 12 00  
Maple, log-run ..... 12 00/14 00  
Maple, soft, log-run ..... 11 00/13 00  
Maple, Nos. 1 and 2 ..... 23 00  
Maple, clear, flooring ..... 24 00  
Maple, white, selected ..... 25 00  
Red Oak, log-run ..... 18 00/20 00  
Red Oak, No. 1 and 2 ..... 24 00/25 00  
Red Oak, 3/4 sawed, 8 inch and up w'd. 40 00/45 00  
Red Oak, 3/4 sawed, regular ..... 25 00  
Red Oak, No. 1, step plank ..... 25 00  
Walnut, log-run ..... 12 00/13 00  
Walnut, Nos. 1 and 2 ..... 15 00  
Walnuts, cull ..... 12 00  
Grey Elm, log-run ..... 12 00/13 00  
White Ash, log-run ..... 14 00/16 00  
White wood, log-run ..... 20 00/22 00  
White Oak, log-run ..... 17 00/18 00

BLANK BOOKS

Stationery, TABLETS, STEEL PENS, INKS.

OUR NEW LINE OF Valentine Samples are ready for inspection.

Eaton, Lyon & Co., 20 and 22 Monroe St.

\$1,000 REWARD!!

THE LARGEST AND BEST CLEAR LONG HAVANA FILLED SUMATRA WRAPPED CIGAR SOLD FOR 5 CENTS.



Amos S. Musselman & Co. SOLE AGENTS, GRAND RAPIDS, MICH.

J. S. WALKER,

MANUFACTURER OF PICKLES AND CATSUPS, And Jobber of VINEGAR, PRESERVES and JELLIES.

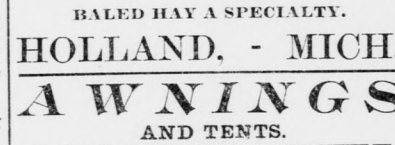
I quote the trade the following rock bottom prices on Pickles:  
Mediums, in bbls. .... 54 00  
Sweet Gherkin, in bbls. .... 5 50  
Mixed, in bbls. .... 6 50  
Large, in casks 45 gals. .... 4 50  
Small, in bbls. .... 6 00  
Gherkin, in bbls. .... 6 00  
Medium, in half-bbls. .... 2 50  
Sweet Gherkin, in half-bbls. .... 4 75  
Mixed, ..... 3 75  
Small ..... 3 00  
Gherkin ..... 2 50  
Chow Chow ..... 5 00

These goods are sold on 30 days time and warranted to be pure, home-made pickles. Satisfaction guaranteed or no sale.

J. S. WALKER, P. O. Box 474, Grand Rapids, Mich.

W. H. BEACH,

WHOLESALE DEALER IN GRAIN, SEEDS, BALED HAY, MILL FEED and PRODUCE. BALED HAY A SPECIALTY. HOLLAND, - MICH. AWNINGS AND TENTS.



Horse and Wagon Covers, Water Proof Coats, Buggy Aprons, Wide Cotton Trucks, etc. Send for Illustrated Catalogue.

Chas. A. Coye, Telephone 106, Over 23 Canal St.

MAGIC COFFEE ROASTER

The most practical hand Roaster in the world. Thousands in use give satisfaction. They are durable and economical. No grocer should be without one. Roasts coffee and peanuts to perfection. Address for Catalogue and prices, Robt. S. West, 48-50 Long St., Cleveland, Ohio.



WARRANTED TO BE THE FINEST AND LARGEST SMOKE

For the money in the U. S. Put up 50 in a box. Ask your dealer for them. Manufactured only by JOHN E. KENNING & CO., Grand Rapids.

Advertisement for 'ELECTROTYPE' featuring 'ELECTROTYPERS', 'Stereotypers', and 'Photo & Zinc Engraving'.

TIME TABLES.

Table with columns for 'Grand Rapids & Indiana', 'GOING SOUTH', and 'GOING NORTH'. Lists train routes and departure/arrival times for various destinations like Traverse City, Mackinaw, and Muskegon.

MICHIGAN CENTRAL

Table with columns for 'The Niagara Falls Route', 'DEPART.', and 'ARRIVE'. Lists train routes and departure/arrival times for Detroit, Grand Haven & Milwaukee, and other locations.

WANTED!

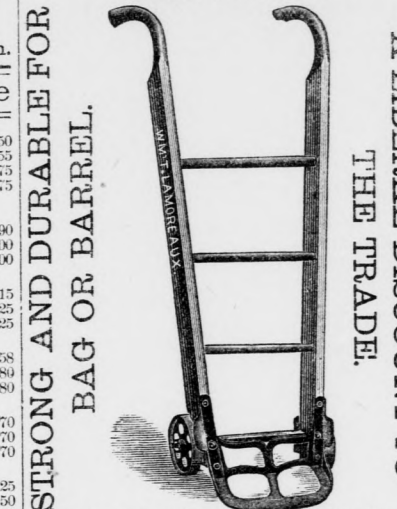
We want stocks of goods in exchange for \$100,000 worth of productive real estate in Lansing city property and improved farms.

R. A. CLARK & CO. Real Estate Brokers Lansing Mich.

Crockery & Glassware

Table listing various items like LAMP BURNERS, LAMP CHIMNEYS, XXX Flint, Pearl top, etc., with prices.

BEST BAG TRUCK MADE.

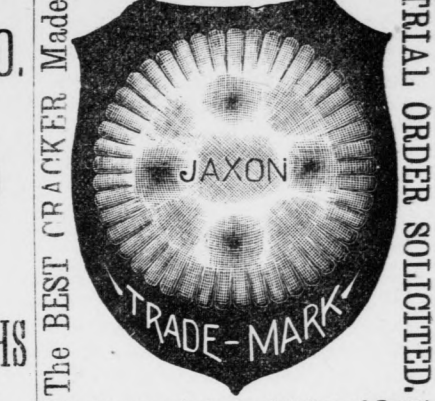


STRONG AND DURABLE FOR BAG OR BARREL. Weighs only 16 lbs.; always stands up alone when not in use. Send \$3.50 and I will send you one, charges paid. W. T. LAMOREAUX, 71 Canal Street, Grand Rapids, Mich.

BELKNAP WAGON & SLEIGH CO.



BELKNAP'S PAT. SLEIGHS Business and Pleasure Sleighs, Farm Sleighs, Logging Sleighs, Lumbermen's and River Tools. We carry a large stock of material and have every facility for making first-class Sleighs of all kinds. SHOP, Cor. Front and First Sts., Grand Rapids.



JACKSON CRACKER CO., MICH. We also manufacture a full line of Sweet goods. Write for quotations and samples.

Florida

FANCY FRUIT--The Celebrated Alligator Brand, direct from Florida in car lots by

GEO. E. HOWES & CO., Grand Rapids.

COLBY, CRAIG & CO. MANUFACTURE



THE BEST DELIVERY WAGON ON EARTH.

We Manufacture to Order Hose and Police Patrol Wagons, Peddlers, Bakers, Creamery, Dairy, Furniture, Builders, Dry Goods, Laundry, and Undertakers Wagons.

Repairing in all its Branches.

COLBY, CRAIG & CO., West End Fulton St Bridge. Telephone No. 867.

H. LEONARD & SONS

Sole Agents for Western Michigan for the

'Quickmeal' GASOLINE STOVE.

THE SUCCESS OF THE SEASON JUST PAST.

Has eight separate and important improvements for 1889. Now is the time to arrange for the selling agency for your town, and we invite correspondence from previous agents and from those who would like the agency for the coming season. Discount, terms of delivery and dating of invoice given on application. Catalogue for 1889 now ready.

H. Leonard & Sons, GRAND RAPIDS, MICH.

Jobbers of Crockery, Tinware and Lamp Goods.

Advertisement for 'SANTA CLAUS SOAP' featuring an illustration of a man and a woman carrying buckets. Text includes 'JACK AND JILL RAN DOWN THE HILL TO FETCH THE WASHING WATER' and 'FOR JILL HAD SANTA CLAUS SOAP WHICH HER MAMMA HAD BOUGHT HER.' Also mentions 'Ask your grocer for SANTA CLAUS SOAP. N. K. FAIRBANK & CO. CHICAGO.'

LEMON, HOOPS & PEYERS,

Wholesale Grocers AND - TEA - IMPORTERS. GRAND RAPIDS, MICH.

WHO URGES YOU TO KEEP SAPOLIO? THE PUBLIC!

By splendid and expensive advertising the manufacturers create a demand, and only ask the trade to keep the goods in stock so as to supply the orders sent to them. Without effort on the grocer's part the goods sell themselves, bring purchasers to the store, and help sell less known goods.

ANY JOBBER WILL BE GLAD TO FILL YOUR ORDERS.

Oranges! We carry the Largest Line and make Special Prices on Round Lots.

PUTNAM & BROOKS, Grand Rapids. Lemons!

Large circular logo for 'D.W. ARCHER'S EUROPEAN SUGAR CORN'. Text around the circle includes 'SUGAR CORN', 'D.W. ARCHER'S EUROPEAN', and 'SUGAR CORN'. Inside the circle, it says 'DIRECTIONS: We have cooked the corn in this can sufficient. Should be thoroughly warmed (not cooked) adding piece of butter (size of hen's egg) and glass of fresh milk (preferable to water). Season to suit upon the table. Some genuine uncles bearing the signature of Davenport Canning Co., Davenport, Ia.' Below the logo, it says 'OPEN AT THIS END.' and 'XTRA MILD SWEET LEMON'.

Stove-wood Shingles

THEO. B. GOOSSEN, WHOLESALE Produce Commission Merchant, BROKER IN LUMBER.

Orders for Potatoes, Cabbage and Apples, in Car Lots, solicited. Butter and Eggs, Oranges Lemons and Bananas a specialty. 33 JOTTAWA STREET, Telephone 269. GRAND RAPIDS, MICH.

Moine Cheese



The Grocery Market.

Business was fairly good the first three days of last week, but the last three days did not bring the same volume of trade.

Coffee—The market on Rio and Santos is still characterized by uncertainty.

Fish—Mackerel is held with considerable steadiness. Cod has advanced a fraction.

Fruits—Currants are steady, the foreign advices being of a strong character.

Molasses—New Orleans is in good demand. Sugar syrups have ruled steady, with moderate demand.

Rice—The Shipping List says: The movement in domestic sorts is scarcely so large as during the period of our last report.

Sugar is without change, no fluctuations having occurred in the market.

Pickles and sauerkraut are a little lower.

East Saginaw Jottings.

Trade in general is quiet, but the late snow will have a tendency to liven up things.

A. D. Spangler & Co. have moved out of their old store and are now occupying the store vacated by the Courier.

There is a splendid chance for some one to start a commission house or ship chandler business in the store on Water street recently vacated by the Jas. Stewart Co.

Some important changes will be made on Genesee avenue next spring. We understand that the Savings Bank has purchased the block where Foster & Post's bazaar now is and will build an elegant new bank there.

Hides, Pelts and Furs.

There is no change in wool. Manufacturers are not buying, as they get no corresponding advance for cloths.

Fur is in full supply at slightly lower prices and uncertain demand. In the absence of sales, it is hard to quote prices.

Gripsack Brigade.

Willard H. James, traveling representative for C. M. Henderson & Co., was in town a couple of days last week.

Will Hubbard, Michigan representative for Chas. P. Kellogg & Co., of Chicago, was in town a couple of days last week.

Abbe Lineweaver, the invincible representative of Cook, Lyman, Smith & Co., of Chicago, was in town last week in charge of a couple of friends.

Don't forget to communicate with Geo. F. Owen, if you have any friends you wish invited to the traveling men's party on the evening of February 15.

No one would suspect Max Mills of being an undertaker, but such is a fact nevertheless. As he also conducts a drug store, it is in order to infer that he pays a commission at both ends—to the doctors.

Frank L. Kelly is visiting friends at Lawrence. His four weeks' stay at Mt. Clemens did not help him as much as he hoped it would, but he is now gaining slowly and expects to be able to resume his trips on the road in a few weeks.

Purely Personal.

N. W. Wiley, the White Cloud merchant, was in town Monday.

Jas. E. Davis, the Detroit drug jobber, was in town a couple of days last week.

F. R. Burrows, right bower for Swift & Company, was in town Monday for the purpose of inspecting the business of L. F. Swift & Co.

A. E. Loomis, Secretary and Treasurer of the Grocers' Mercantile Agency, of New York, was in town last Friday and left Saturday for East Saginaw.

Geo. Purkiss, the Northport fish merchant, was in town a couple of days last week. He will establish an office at Traverse City the coming season.

L. E. Hawkins was returned from Colorado, greatly improved in health and spirits. He says he gained ten pounds in weight while in the Centennial State, but lost it on his way home.

Wm. H. Hoops, accompanied by his wife and daughter, expect to sail from New York on Feb. 16 on the Barra couta for a six weeks' trip to British Guinea, touching at all the principal islands of the Windward group on the outgoing and incoming trip.

The Tyranny of Peddlers.

There are scores of people in this city who make their living by ringing door bells. They are peddlers of many descriptions, whining beggars and insolent tramps. They are the terror of the housewife and the detestation of the servant girl.

Justice Charles J. White on Saturday, in dealing with the case of two swindlers who were arrested while ringing doorbells, spoke these sensible words: "What we need is an ordinance prohibiting peddlers from ringing doorbells. A hundred thousand families are with me when I declare it to be a nuisance. Some door-bells are ringing from morning to night. There are thousands of these peddlers, and many are unprincipled scoundrels. If they ring the doorbell and no one answers, they open the door if they can, walk in, and appropriate whatever is within reach in the hallway."

Nothing would give the housewives of Chicago greater joy than the passage and enforcement of such an ordinance. They are now subject to constant interruptions, insults, and dangers by the swarms of nomads who are abroad in the city. The tyranny of such people is too much to be endured. Thousands of delicate women who are now compelled every day to meet at their doors strangers with coarse, unfriendly and depraved faces, and to run the risk of insult and bodily harm from these unwelcome callers, would be relieved of the most unpleasant task of their lives if some means could be devised to keep peddlers and all such wandering autoocrats away from private houses.

In this relation it may be said that the residence portions of this city are at present overrun with beggars. Many of them are burly rascals who delight in terrorizing women. The police should look after these ruffians more closely.

Discounts are Worth Saving.

Have you ever thought how much you might save on discounts? Just take your pencil and figure a little. Suppose you have bought goods to the amount of \$500, and the terms of the invoice read: 5 off, ten days; 4 off, thirty days; 2 off, sixty days. Now, if you pay the bill within ten days you deduct the discount of 5 per cent on \$500, which is \$25, and remit \$475. You have saved the interest on \$500 at 5 per cent. for one year. If you accept the second and pay in twenty days at 4 per cent, you would be paying \$5 for the use of \$500 for twenty days, which is at the rate of 25 cents a day, or \$91.25 a year. Worth saving, isn't it? At any rate, save your discounts. However small, they amount to considerable in the long run, and unless you cut your prices so low as to be without gain of discounts, it will increase your margin of profit.

PRODUCE MARKET.

Apples—In fair demand at \$1.50 per bbl. Beans—Handlers are paying about \$1.25 for unpecked and getting \$1.50 for hand-picked. Butter—Creamery is in fair supply at 26¢ per lb. Dairy is easier, No. 1 readily commanding 18¢ to 20¢.

Cabbages—Home grown command \$2.85 per 100. Celery—18¢ per doz. Cider—8¢ per gal. Cooperage—Pork barrels, \$1.25; produce barrels \$2.50.

Cranberries—\$7.75 for Bell and Cherry and \$8.50 for Bell and Bugie. Dried Apples—Commission men hold sundried at 4¢ per lb. and evaporated at 6¢ per lb.

Eggs—The warm weather has brought in considerable quantities so that dealers have reduced their paying price to 14¢, and selling price to 15¢. They were quoted at 13¢ at Chicago on Saturday and only 1/2¢ at New York.

Grapes—Malaga, \$4.85 per keg. Honey—More plenty, being easy at 15¢ @ 16¢ per lb. Onions—Buyers pay 20¢ @ 25¢ and hold at 30¢ @ 35¢ per bu.

Potatoes—The market is looking up a little, on account of a limited demand from the South for seed stock. There is no visible stiffening in prices, however.

Squash—Hubbard, 1¢ per lb. Sweet Potatoes—Kiln-dried Jerseys, \$3.75 per bu. Turnips—25¢ per bu.

BAKING POWDER. Royal, 10¢ cans, 95¢; 50¢ cans, 1.40; 1 lb., 1.10; 1/2 lb., 1.00; 1/4 lb., .80; 1/8 lb., .60; 1/16 lb., .40; 1/32 lb., .25; 1/64 lb., .15; 1/128 lb., .10; 1/256 lb., .05; 1/512 lb., .025; 1/1024 lb., .0125.

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Wholesale Price Current.

The quotations given below are such as are ordinarily offered cash buyers who pay promptly and buy in full packages.

Soda, 6 1/2; S. Oyster, 6 1/2; City Crater, XXX, 6 1/2; Picnic, 6 1/2; Specially Pure, 38; Grocers', 38; Dried Fruits—Domestic, 6; Apples, sun-dried, 5 1/2; Sugar evaporated, 7 1/2; Apricots, 6; Blackberries, 7; Raspberries, 7; Peaches, 14; Plums, 14; Raspberries, 24; Dried Fruits—Foreign, 40; Citron, in drum, 23; Citrus, in boxes, 23; Currants, 5 1/2; Lemon Peel, 14; Orange Peel, 14; Raisins, Valencia, 6 1/2; Domestic Layers, 2 1/2; Loose California, 2 1/2; Fatinaceous Goods, 40; Farina, 10 lb. cans, 4 00; Hominy, per bbl., 4 00; Macaroni, dom 12 lb box, 40; Pearl Barley, 6 1/2; Peas, green, 6 1/2; Split, 6 1/2; Sago, German, 6 1/2; Tapioca, 6 1/2; Wheat, cracked, 6 1/2; Secord's, 6 1/2; Domestic, 6 1/2; Flavouring Extracts, 60; Jamaica, Lemons Vanilla, 2 1/2; Panel, doz., 1 35; 4 oz., 1 30; 2 oz., 1 30; No. 3, 1 30; No. 8, 2 75; No. 10, 4 00; No. 12, Paper, 4 50; 1/2 pt. Round, 4 25; No. 18, 8 20; 15 00; Fish—Salted, 6 1/2; Cod, whole, 5 1/2; Boneless, 6 1/2; Holland, 10 lb. cts, 12 1/2; Herrling, round, 1/2 bbl, 2 1/2; 3/4 bbl, 1 50; 10 lb. kits, 10 00; 12 lb. kits, 11 15; 10 lb. kits, 1 00; Family, 1/2 bbls, 3 00; 3/4 bbl, 3 50; GUN POWDER, 5 25; 4 lb keg, 2 28; LAMP WICKS, 30; No. 6, 30; No. 8, 30; No. 10, 30; No. 12, 30; No. 14, 30; No. 16, 30; No. 18, 30; No. 20, 30; No. 22, 30; No. 24, 30; No. 26, 30; No. 28, 30; No. 30, 30; No. 32, 30; No. 34, 30; No. 36, 30; No. 38, 30; No. 40, 30; No. 42, 30; No. 44, 30; No. 46, 30; No. 48, 30; No. 50, 30; No. 52, 30; No. 54, 30; No. 56, 30; No. 58, 30; No. 60, 30; No. 62, 30; No. 64, 30; No. 66, 30; No. 68, 30; No. 70, 30; No. 72, 30; No. 74, 30; No. 76, 30; No. 78, 30; No. 80, 30; No. 82, 30; No. 84, 30; No. 86, 30; No. 88, 30; No. 90, 30; No. 92, 30; No. 94, 30; No. 96, 30; No. 98, 30; No. 100, 30; No. 102, 30; No. 104, 30; No. 106, 30; No. 108, 30; No. 110, 30; No. 112, 30; No. 114, 30; No. 116, 30; No. 118, 30; 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Drugs & Medicines.

State Board of Pharmacy. One Year—Ottmar Eberbach, Ann Arbor. Three Years—Stanley E. Parkhill, Owosso. Four Years—Jacob Jenson, Muskegon. Five Years—James Vermeil, Detroit. President—Geo. McDonald. Treasurer—Jas. Vermeil. Next Meeting—At the lecture room of Hartman's Hall, Grand Rapids, Tuesday and Wednesday, March 3 and 4.

Michigan State Pharmaceutical Ass'n. President—Geo. McDonald, Kalamazoo. First Vice-President—F. M. Aldorf, Lansing. Second Vice-President—H. M. Dean, Niles. Third Vice-President—E. E. Booth, Ann Arbor. Secretary—H. J. Brown, Ann Arbor. Treasurer—Wm. D. Jones, Detroit. Executive Committee—A. H. Lyman, Manistee; A. B. Setz, Detroit; F. J. Warburg, Grand Rapids; W. A. Hall, Greenville; E. T. Webb, Jackson.

Grand Rapids Pharmaceutical Society. President—J. W. Hayward, Secretary, Frank H. Eecott. Detroit Pharmaceutical Society. President, J. W. Caldwell, Secretary, B. W. Patterson. Muskegon Drug Clerks' Association. President, Geo. L. LeFevre, Secretary, Jno. A. Timbitt.

Teaching in a Drug Store. E. J. Kennedy, Ph. C. in Pharmaceutical Education.

It is an unfortunate fact that many of those who enter the drug business as a profession have not been favored with a liberal education, unfortunately for themselves and extremely unfortunate for the profession. There have doubtless been times in the history of pharmaceutical education when the force of circumstances and the lack of needful aids and opportunities were against those who desired to enter it as a chosen profession, as also against those who could not command sufficient time for the mastery of a broad and general education before beginning it as one of life's chosen duties.

In this day and age we are, however, confronted with a new era of things, and surrounded by a new sphere of expansion; with these new conditions we have liberal advantages and facilities unthought and undreamed of by the most advanced educator of the past. In coming in contact with and being surrounded by such influences, the profession in common with other professions has been forced, as it were, to do something, and to take an advanced stand in regard to the requirements and fundamental knowledge upon which the groundwork of pharmaceutical advancement and success is built.

The profession of pharmacy has been one of expansion and development ever since its inception with and divergence from medicine in general, and its further success and development presupposes and demands that we, as individual members of it, have those qualifications necessary to start with, and to have acquired that knowledge which will enable us best to prosecute successfully the study of it as a profession.

It is a well defined principle of this age and these times that a general education is, and ought to be, the stepping stone indispensable to any branch of professional speciality. In looking over the status of the educational field at the present time, we find that which to a great extent has been considered chief among the primary requisites of any profession is not what it should be, viz: a fundamental knowledge of English. No question has been discussed with more interest than this self-same one on the elementary qualifications of the student beginning the study of pharmacy. Statistics show to us that the tendency of pupils is to terminate their school life earlier than ever before, the average age being about 13 1/2 years. It is from these indifferent stages of advancement chiefly and mainly that the pharmacist must look for the coming pharmacist, and the recruiting elements of the profession. It is not strange, then, in view of these facts, that there is something lacking in the "make-up" of necessary qualifications. The next question which presents itself is the remedy or correction of this deficiency. Much of it, I am sure, can be traced indirectly, if not directly, to the pharmacist as a preceptor, himself.

While it is granted that the pharmacist has much to contend with in the hurry and skurry of active business life, and while many things could be said to excuse, in a measure, the existence of the many imperfections in elementary qualifications, yet nothing can be said nor any excuse presented why such imperfections shall not be corrected by training and instruction from the pharmacist himself. This is where it can be best treated, and right where the treatment belongs. If an apprentice is qualified enough to commence work for you, your obligation as teacher commences at once.

In the discussion of this question of preliminary education before the A. P. A., the propriety and feasibility of a professorship, or course in English in our professional schools, was suggested as a remedy for this deficiency. It did not meet with general approval. It is easy, upon a moment's reflection, to see the impossibility of a preparatory course in English or other rudimentary studies at professional schools of any kind. Why? The student has no time in a professional course to take up those elementary branches he should have passed earlier in life; again, a preparatory department, acting as a part of any professional school, cannot certainly elevate the professional standard of that school, and any scheme to let in or take in students without some well defined qualifications as to ability, when indulged in by either college or pharmacist, is retarding in its influence, unprofessional and a hindrance to the successful study of professional pharmacy.

It is in the beginning, then, that the student's qualifications interest every one engaged in the drug business, and with none does this responsibility rest so much as with the pharmacist himself. This brings one to the consideration of the relation between the pharmacist as a preceptor and the apprentice as a student. Teaching in a drug store, to produce successful results, must have two objects in view. These are: First—Training and developing the mind. Second—Accuracy and dispatch in practice. Successful results of the latter proposition cannot be thought of, entertained, or even produced without the aid and full co-operation of the first, and as applied to a pharmaceutical education—vice versa. The attainment of these are the propositions that address themselves to every pharmacist, and to every man who has a profession.

In taking the student as an apprentice then, the pharmacist's responsibility as a preceptor begins, and to him individually the profession must look for the student's success. Where shall I begin? What method or methods of instruction shall I use? How shall the desideratum be best brought about? How can I encourage and stimulate his exertions without advancing him beyond his powers of comprehension, or without overloading or superseding them? These are questions we can imagine every pharmacist, who takes an apprentice, asks himself. We answer them—begin somewhere. Find out the student's educational weakness and deficiency, then seek to correct the same. Have some method in your teaching, then follow it. Endeavor to develop the mind in whatever direction necessary at the earliest opportunity. Do not teach in a dry, unscientific way, or load the memory as you would a dump cart, only to be dumped out when something practical is demanded. Pharmacy, aside from its professional status, is a subject of pre-eminently practical value, and as such it should be treated.

The teacher should remember that not all of the principles and rules the apprentice reads in his text book are used in the ordinary every day practice of pharmacy, and, therefore, his reading should be so directed as to best supplement practice by an intelligent observation, being suggestive rather than exhaustive, the student instructing himself to a certain extent by means of his own reading. Duty neglected—A duty of the pharmacist too often neglected is the failure to give the student a clear idea and elucidation of practical drug store work; a failure to impart a clear understanding of the operations employed and the transactions involved in the performance of the same. Another failure is the neglect to bring each new operation and each new acquisition of fact into relation with those the student has learned before, as the relation of weights and measures, of sp. gr. and volume. Endeavor to teach in a comprehensive manner; much can be learned in this way.

Often by bringing out the many similarities and differences one can teach facts that in any other way would escape notice altogether, and being thus obtained they are unincumbered by the perplexing details of theory, or the more philosophical reasoning of abstruse science. Special attention should be paid to nomenclature. Labels play an important part in the acquirement of nomenclature, and every effort should be made to have them correctly written. Experience as a teacher in the public schools, as also in practical drug store work, has proven to the writer that the real meaning of many names, especially pharmaceutical titles, can be best understood by a study of the formation rather than by abstract definitions, so that words made up by stems and modified by prefixes or suffixes should be especially noticed. Pharmaceutical principles should be carefully taught and studied, for they are the foundation and groundwork of the profession. Rules and formulae need not always be memorized, for it is next to impossible for the mind to retain processes, etc., without frequent recourse to works of reference to insure accuracy. If the apprentice has properly learned what precedes rules, formulae, etc., he should be able to refer to them and know where such references can be found. In conclusion, we cannot estimate too highly the value of a higher specific technical education, and we should endeavor to lay a broad and substantial foundation for the subsequent instruction the apprentice should afterward receive in a school of pharmacy. If the foundation has been well built, our student need have no fear but that as a matriculant he is qualified for the further study of a profession at any school.

Wholesale Price Current.

Advanced—Opium, Gum Shellac, Oil Sassafras. Declined—Pure Cream Tartar, Tartari acid.

Table listing various pharmaceutical ingredients and their prices. Columns include item names (e.g., Aconitum, Belladonna, Camphor), quantities, and prices per unit.

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DIAMOND TEA CURES Liver and Kidney Troubles Blood Diseases Constipation

Female Complaints Being composed entirely of HERBS, it is the only perfectly harmless remedy on the market and is recommended by all who use it.

Diamond Medicine Co., PROPRIETORS, DETROIT, - MICH. Hazeltine & Perkins Drug Co., WHOLESALE AGENTS, GRAND RAPIDS, - MICH.

IRWIN & CO'S APOTHECARY BRAND. Los Doctores CUBAN HAND MADE HAVANA CIGARS

Los Doctores 'Is free from ARTIFICIAL FLAVORING. It is a cigar that will give you the best of both worlds.

THE GERMAN MEDICATED STOCK FOOD. CIRCULARS, TESTIMONIALS AND GUARANTEE FOR ALL KINDS OF STOCK.

ACME WHITE LEAD & COLOR WORKS DETROIT, MICH. LATEST ARTISTIC SHADES OF WHITE LEAD

DRUGGISTS LIQUOR & POISON RECORDS. Should send \$1 to E. A. Mow & Bro. GRAND RAPIDS, for one of their Improved

RECOMMENDED BY EMINENT PHYSICIANS. The Best Tonic A CONCENTRATED LIQUID EXTRACT OF MALT & HOPS FOR SALE BY ALL DRUGGISTS.

Specialty Dept. Ph. Best Brewing Co., Detroit, Mich., April 9, 1888. GENTLEMEN—I have used the "Best" Tonic with most gratifying results in my case of dyspepsia. My case was a bad one, I had no appetite; headache in the morning; sour stomach; looking as though I had consumption, and after taking this tonic I never felt better in my life. I think it will cure a bad case of dyspepsia. You may recommend it for that case. Wm. O. JAEGER.

Specialty Dept. Ph. Best Brewing Co., Blackwell's Island, Feb. 10, 1888. GENTLEMEN—As a matter of personal interest, I have used your "Best" Tonic in several cases of impaired nutrition. The results indicate that it is an agreeable and doubtless, highly efficacious remedy. I am, Very truly yours, E. W. FLEMING, M. D.

HAZELTINE & PERKINS DRUG CO. Grand Rapids, - Mich. Patent Medicines, Paints, Oils, Varnishes.

We are Sole Proprietors of WEATHERLY'S MICHIGAN CATARRH REMEDY. We have in stock and offer a full line of Whiskies, Brandies, Gins, Wines, Rums.

HAZELTINE & PERKINS DRUG CO., GRAND RAPIDS, MICH. We sell Liquors for Medicinal Purposes only. We give our Personal Attention to Mail Orders and Guarantee Satisfaction.



The Michigan Tradesman

SHE WAS FRENCH AND HE—

Written for THE TRADESMAN  
"How much?"

And, as the fair, young thing who lisped this question spoke, she blushed and hid her face.

"Twas but for a moment—she was taking a fresh chew of gum.

Still, it frightened the clerk, for he was afraid that in thoughtless haste he had said something to offend the beautiful customer now before him, and it was his first sale.

She knew this. But he hadn't yet made the sale. She knew this, also.

"I beg your pardon," she resumed, gently masticating the while. "Yes," apologetically. "I beg your pardon. I did not hear your reply. If I ask your forgiveness, monsieur, it is because I am French. If you spoke and I did not hear, it is because I am English, and the English are always deaf. The English are brutes; do you not think so? Ah, I see you do not concur with me. You are, then, an Englishman."

The clerk bowed. "I am a beast, and you are Beauty," said he.

"Mortieu! You flatter. You are, then, French. How much did you say the shoes would be? Six dollars? Ah, I see you reckon here in English. Francs are much more poetic."

"You are right, mademoiselle," replied the clerk. "'Tis but a custom of the house, however, and I will have it abolished."

"And now, *mon cher ami*," she proceeded, with a sigh, "we come to the difficult part. *Parlez vous Francois*, Monsieur? No? That is bad. It makes my explanation much the more hard. But I will try. One can but do one's best, and I am small. I am not strong. I am only a woman, and it is so hard to make a man understand. But it is about the shoes. Those with large feet say, 'Give me a size, so and so,' and quick, so, I snap my thumb, there; they are served. 'Au revoir,' says the merchant, 'I have your money. You have my shoes. Bah! I shall soon be wealthy.' And the merchant is right.

"They with wide feet do but say, 'Give me some shoes, so wide. There! That is superb! *Magnifique*! I am fitted.' And again they are right.

"But here am I. My feet are small. What shall I do? Must I try on shoes where all may come? My feet are not so ugly. See for yourself, monsieur. They are feet to be proud of. I then ask, sir, have you a wife? A sister? Have you—pardon me the liberty; I tremble—have you a sweetheart? Ah! I see you have, impudence!

"Then, I say, would you like them—her—to try on shoes in the boulevard? In the public shop? Ah, I see you are still a Frenchman. My sister lives next door. In just one moment—one instant, it will be done. I shall then know that I have a fit. Then will I return, monsieur. Your sweetheart must, indeed, be happy. *Au revoir*."

And, with the shoes under her arm, she glides down the aisle and, as the porter opens the door, she smiles a sweet glance—half of love, half of promise—to our friend behind the counter.

An hour passes. "Where is mademoiselle?" he wonders. "'Tis nothing. She is changing her dress." Another hour. "She is doing up her hair—her beautiful hair." Another hour. He goes in deep humiliation to his employer.

"Yes," remarked the great man, with a smile. "I know her. She works all the gillies in the city. Here, Jones, charge up Smith one pair shoes, \$6."

"It was because I am English," said the clerk.

"Oh, no. It was because you are a dashed, blanked fool."

"She is at least French?"

"Not so, my boy. She is Irish. She sometimes dances at the opera, and her name is Maggie O'Donohue." C. O. D.

Success of the Little New Clerk.

C. N. Hood in Shoe and Leather Review. It had been a fearfully dull day. The poor little new clerk had felt nervous all day because things had not been going at a little more lively pace, and the proprietor had looked unusually glum, and had wandered around and taken a dissatisfied look at the sales-book numberless times.

The little new clerk was not at all to blame for this state of things, and he was perfectly conscious of that fact, but at the same time he did wish that some one would come in so that he could be busy at something besides this everlasting brushing of boxes, which were already innocent of dust, and putting rows of cartons into more orderly rows, which already presented an even and unbroken front.

He did not dare to be idle. He did not dare to give the proprietor an excuse for venting his troubled feelings on him, and so the little new clerk, with even more consciousness of his newness than usual, kept steadily at work.

It was no wonder that trade was not lively. The wind whirled down the street and swept great clouds of snow high into the air, and roared and howled as it played with the light flakes, and made the air so dense that it was almost impossible at times to see the drug store across the way. No wonder customers

did not venture out; no wonder the shoe emporium was deserted.

Suddenly, when the little shoe clerk had almost despaired of ever seeing another customer, a hand was placed on the door-latch, and accompanied by a whirl of snow, and a breath of winter, a very much bundled up female form drifted in.

The little clerk breathed an inward prayer of thanksgiving, and, knowing that his superior was listening eagerly, he hurried forward to greet the snowy customer.

"Good afternoon," he said, as soon as the outside layer of blanket shawl and snow had been carelessly thrown on one of the upholstered settees, revealing a female of undoubted Irish descent.

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"Is there something I can show you in the shoe line this afternoon?"

"Wall, mabbe there is and mabbe there isn't. Whar's ther boss?"

"He's busy at present."

"I mostly always trade with the boss."

"Couldn't I show you something?"

"Ye may be afther showin' me a pair of strong shushes."

"Would you like somethin' pretty good?"

"Wall, I hope ye don't think I'd be askin for somethin' pretty poor. Ye'll show me somethin' poor enough without that. Do ye think I'm grane?"

"Certainly not. How would you like a laced calf shoe like this?"

"What do ye think I'd be doin' with a laced shoe, with the strings bushin' all the while?"

"Would you prefer buttoned ones?"

"Indade I would. Don't you suppose that I want to be in shoote at all, at all?"

"Then here's a calf shoe."

"That wan ain't big enough for me."

"We have any size."

"Than give me a pair of sevenzes."

"Here they are. Would you like to try them on?"

"Av course."

"How does it fit?"

"Et boinds me little toe loike the devil."

"Perhaps a wider one would be better. Here's an E."

"A phwat?"

"An E," you know. Very wide."

"Oh see."

"There's ease in E's, you know. Ha! Ha! Ha! Ha!"

"Phwat?"

"I say there's ease in E's, you know."

"Wall, phwat of it?"

"Nothing, nothing at all. Just a little joke, you know. *Ease* and *E's*. Don't you see?"

"Wall, you want to be afther talkin' what ye mane when yer talkin' to me."

"Oh, certainly. No offense. How does this one fit?"

"Purty gud. It's a great hoof I hev, ain't it?"

"Oh, not so very large."

"How much be ye goin' to tax me fur 'em?"

"Two dollars."

"Two dollars! What'r ye talkin' about? Git off yer high horse and talk sense."

"That is a very low price for such good stock as that. It will pay you to get something soft and firm. This pair will wear a great deal better than any of those poor shoddy goods you could get for a lower price."

"Oh, but yer a good talker. What wud ye be afther runnin' down yer own goods for? Oi's pose of end git the same shushes fur half the price at the other shoore."

"Oh, no, you couldn't."

"Now, don't ye be talkin'. Oi'll give ye gist a round dollar and a half fer 'em before I go to the other shoore."

"I can't do it."

"Well, thin, ye kin kape 'em."

"I'll tell you what, Mrs. Blarney."

"Well, phwat?"

"Rather than have you go anywhere else I'll split the difference with you and all it a dollar and seventy-five cents, a price I never sold them for before in my life."

"Aw, no, you couldn't."

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