

The Michigan Tradesman.

VOL. 1.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, JUNE 18, 1884.

NO. 39.

LOVE BY TELEPHONE

I was the happiest man in the city as I folded and laid away in my pocket-book a letter from the dearest girl in the world, and jumped on the horse-car en route for my office.

Some months had passed since I saw my Agnes for the first time at a dinner at the Peyton's. I had frequently met Miss Georgie Peyton in society, and had been several times invited to her receptions, so I was not surprised to receive one day an invitation to dine with her "informally," to meet a young lady from Aiken, S. C. Of course I presented myself at this informal dinner in full evening dress, where I met some other gentlemen in similar attire—Clarkson was one of them—and a few young ladies, and was introduced to my Agnes. If I could only make you see her as she appeared to me that night—so fresh and blooming; the blue of her clear, peaceful eyes, the delicious curve of the delicate lips! But enough that then and there I yielded, and became her ardent adorer.

From the first she distinguished me with her favor. I was allowed to claim the best dances; they were always my flowers that she carried, and finally when she returned to Aiken, I was her accepted lover.

The year had flown swiftly, and now a brilliant prospect seemed to open before me. My firm were about to establish a branch department in another part of the city, and proposed to make one of their clerks a junior partner and manager of the new concern. I had been the longest in their employ, and had reason to think I was regarded with favor by "Old Gruff"—as Mr. Gruffland, the senior partner was called—and he would be the one to make the promotion, and settle the question of salary.

Indeed for some weeks I had seen that he was working the management into my hands so I felt justified in writing to Agnes, urging our immediate union. The dear girl consented, and in the letter received that morning she told me she was coming again, to make a long visit at the Peytons, to "do some shopping." Entrancing words.

Well, she came. There was a demure but delightful meeting at the station, and an enchanting twenty minutes until I delivered her to Miss Georgie's arms at the Peytons' door.

Then followed days of devotion to work, followed by evenings of unalloyed bliss. I say "unalloyed," but there was one drawback. The Peyton family were very considerate, Miss Georgie especially so, but my darling Agnes was haunted with the fear that they would think her visit to them was only to enjoy my society and was constantly suggesting that we should "join the family in the sitting-room." Old Mrs. Peyton was a bore, but a mild one—*paterfamilias* an unmitigated one; Miss Georgie was benignant, but slightly tiresome. There was only one other member of the family, a pretty little fellow named Ralph, but the girls had taken to calling him Raphael, from some fancied resemblance to one of the Sistine cherubs. He seemed a quiet little chap, with a sweet innocence of expression and demeanor, who posed a good deal of the time with his cheek on his hand, after the manner of the cherub aforesaid.

Agnes had been in the city a few weeks when, one morning, the telephone bell in our office rang sharply. This was of frequent occurrence, and Clarkson's desk was stationed near to save time in answering the call. The rest of us rarely looked up as the familiar "Hullo!" was shouted, or the concluding "All right! I'll tell Mr. Gruffland. Good-by!" But this morning Clarkson turned to me with: "This is for you, Dixon."

Accordingly I shouted "Hullo!" and in return heard Miss Georgie's voice:

"Is that you, Mr. Dixon? Agnes is here and wants to try to speak to you."

Then I heard her giving directions. "Stand a little nearer; press this close to your ear—so."

"Good morning," I called.

"In return I heard a giggle, and Agnes' voice exclaiming: 'Oh, oh! It tickles my ear!' Then more directions from Miss Peyton, and at last the sweetest voice in the world began in as nearly as might be a stentorian roar:

"Is that really you, Harry? Isn't this perfectly sweet? Are you sure they can't hear in the office?"

"Well, from Georgie, 'I should say they certainly could, if you shout like that.'"

"Harry," in a half whisper, "if you are sure it's you, and that no one else can hear, I want to tell you something. Do you remember that queer Miss Blake in Aiken? Do you hear me, Harry?"

"Yes," I returned.

The another little pause. "Isn't it too funny? Do you know, Harry, now that I see how to use it, I am going to talk to you ever so often? Won't it be funny? But where was I? Dear me, how stupid. Oh, I know Miss Blake. Well, she has just sent me the loveliest—"

Here Clarkson muttered, "Old Gruff's coming," and knowing he would ask an explanation of my receiving the telephone messages, I was obliged to abruptly interrupt: "I must go now"—I had almost said "my darling." "Tell me the rest this evening."

"But, Harry!" I heard a griefed little voice; but Mr. Gruffland's footsteps were too near, and I hung the receiver upside down, and hurried back to my desk.

All day I worked in nervous desperation. Would she try to resume the conversation? Every time the bell rang I glanced at Clarkson's. The thought that it might be her voice whispering in his great red ear covered me with cold perspiration. The fear that in Mr. Gruffland's hearing I might be called upon to answer some of her chatter was still worse. I made up my mind that I must make Agnes understand that very night that she could not amuse herself in that way, and I did so gently, but resolutely. I described Clarkson's ear, and I took some liberties with it. It would be just like the wretch to receive all her little confidences, and retail them for the amusement of the clerks.

Old Gruff was an ogre, capable of dismissing me without warning, if I did not attend every minute to my business. Our hopes of happiness depended upon his good pleasure. Miss Peyton was cool and dignified. I suppose she knew I was exaggerating. Agnes looked hurt. Her sweet lips trembled a little, and her eyes were suspiciously dim. I longed to have her alone for a little while to comfort her, as I knew I could, but there was no chance, for although Miss Georgie relented sufficiently to go up stairs to write an "important letter," Raphael was there, resting his elbow on the table and looking up at Agnes with an expression of deep pity in his beautiful but sleepy dark eyes.

And yet the next day the same thing occurred. Mr. Gruffland was there, and looked up from his papers with a glance of disapproval as I took Clarkson's place at the telephone. My "Hullo!" was rather savage.

"Oh, Harry, do forgive me. Indeed, indeed I felt so sorry last night, and wanted to tell you so; but, you see, Ralph was there, I'm all alone now. Oh, Harry, won't you forgive me?"

"Of course," I returned, feeling Gruff's eyes burning unpleasantly on the nape of my neck.

"Oh, Harry, dear, don't talk like that to me. Do say you love me."

Was there ever such a child? I felt like a cold-blooded wretch as I hurriedly replied: "All right. I'll come up as soon as I can. Very busy now. Good-by!"

I felt, rather than heard, a little sob at the other end of the wire. Gruff said nothing, but I was doomed to another miserable day. I managed to ask Clarkson if I was called again to say that I could not attend, and five times I heard him give this message, and each time he turned away with a naughty grin. What might not Agnes have said to him?

Of course I hurried to the Peytons', determined to see her alone. She came running into the hall to meet me, bright, and loving, but the annoyances of the day had made me cross, and I said curtly:

"Really Agnes, it is very strange you don't understand that a man can not take his business hours to talk with his friends. After all I said last night, I must say I was surprised to be called up again to-day."

Agnes stopped abruptly, and said, with dignity:

"I do not understand you!"

"Why, my dear little girl," I said, sobered by the change in her manner, "I do not mean to be cross, but how could I talk to you about my affection and forgiveness through the telephone, with all those fellows listening, to say nothing of old Gruff?"

"But I have not touched the telephone to-day, Harry!"

"What?" I exclaimed.

"Georgie!" called Agnes, stepping back to the sitting-room, and I followed to tell the story.

"It is very strange," said Miss Peyton; "but of course it is some mistake. The lines are out of order or crossed in some way. But mamma and Agnes and I have been out shopping all day, and we lunched down town, so we can prove an *alibi*."

It certainly was very strange, but we all concluded that it might be as Miss Georgie suggested, and the *pater* at once began to spin long yarns about queer messages till at last I coaxed Agnes into the conservatory alone, and the close of the evening was all the brighter for the shadow with which it began. The dear girl sympathized with me and forgave my impatience, and was so sweet that before I knew I found myself telling her the one event of my life I had determined to keep secret—the little entanglement I once had with Lucretia Chase. Of course she had been the most to blame, and Agnes thought her very horrid and forward, so I had to admit that Cretia had misunderstood some things I had said to her when a mere boy, and then Agnes asked me if I really, really loved her best. Ah me! what a happy evening it was!

Again the next day the telephone annoyance began, but I felt sure of my ground and told Clarkson he could refuse to listen. Imagine my surprise when he turned to me with a clever imitation of Agnes' voice saying:

"She is quite sure Harry will come when he knows she wants to talk to him about Cretia."

I was thunderstruck. Lucretia Chase lived in Vermont; I was mortally sure no one in the city knew of her existence—no one but Agnes. I rushed to the instrument. It was the same girl's clear voice. How could any one have known that Cretia possessed such idiotic lines I had once written her—any one but Agnes? Yet now I heard them repeated.

Oh, Cretia, fairest valentine! Wilt thou accept this hand of mine? A smaller gift my soul forbids; But ten's the number of my kids!

I turned away in anger and surprise, only to meet Gruff's grim glance.

"If this thing goes on, Mr. Dixon, it might be well for you and Mr. Clarkson to change desks."

I knew what that implied, and my heart sank to my boots.

"I do not understand it myself," I replied. "I assure you, sir, that I am exceedingly annoyed. I will not answer it again."

"I will, myself, sir," he growled, and I went back to my desk to upset the ink bottle, to make mistakes in my accounts and torture myself with the conviction that, since no one but Agnes could have sent the message, she was teasing me without realizing the fatal consequences to our happiness. And all day Mr. Gruffland would answer that confounded telephone. That some of the messages were meant for me I could tell, and that they must be utter nonsense I could conjecture from his occasional comments: "'By Jimminy Johnson!' is a remarkable expression for a young lady, Mr. Dixon."

It would be too long to tell the story of those days in detail. Sometimes there would be respite and then the nonsense would begin again. It was larks for Clarkson and the rest, but to me it seemed as if the bell of the telephone was ringing the knell of all my bright hopes. Agnes assured me of her innocence, and Miss Peyton was ready with explanations; they had been shopping, or calling, or practicing duets. But I could see that a coolness had come between Agnes and me. She feared that I doubted her, and I—what could I think? Again and again the messages referred to what I had said to her when quite alone. Could she have repeated my confidence?

At the office preparations for the new business were being hurried on, and not one word had been said to me of promotion. To crown all, Agnes informed me one evening that she was going to shorten her visit; she had heard of friends going directly to Aiken, and thought it best to secure their escort. I passed a wretched evening, but left, determined to make a desperate effort to clear the mystery. Agnes had told me that they were all to be out the next day, so I begged off at the office, reached the house at ten, and persuading the servant that I wanted to rest and would let myself out when I was ready, I managed to conceal myself in a closet in the hall, where I waited four mortal hours. At last I was rewarded. A light step came through the hall, a chair was drawn to the telephone, and a clear voice wonderfully like Agnes' called: "Please connect with Gruffland & Co!"

Waiting only long enough to let him actually begin conversation in his usual style, I rushed out, and catching the culprit by the arms, bestowed a resounding box on the ear of the astonished Mr. Raphael. The little imp! This was revenge for his well-deserved snubs. I have no doubt he heard every word of my conversation with Agnes.

Of course the Peytons were distressed and apologetic, and Agnes was persuaded not to hurry away, and old Gruff relented and I got the promotion in due time, but I never could endure the sight of that churche boy. I verily believe that the box I bestowed upon him was his only punishment, and I rejoice to think it was such a stinger.

If this story has a moral it is a short one. The more innocent and guileless a boy looks the less he is to be trusted.

Ammonia as an Element of Baking Powder.

From the Scientific American.

Among the recent discoveries in science and chemistry, none is more important than the uses to which common ammonia can be properly put as a leavening agent, and which indicate that this familiar salt is hereafter to perform an active part in the preparation of our daily food.

The carbonate of ammonia is an exceedingly volatile substance. Place a small portion of it upon a knife and hold over a flame, and it will be almost immediately be entirely developed into gas and pass off into the air. The gas thus formed is a simple composition of nitrogen and hydrogen. No residue is left of the ammonia. This gives it a superiority as a leavening power over soda and cream of tartar used alone, and has induced its use as a supplement to these articles. A small quantity of ammonia in the dough is effective in producing bread that will be lighter, sweeter and more wholesome than that risen by any other leavening agent. When it is acted upon by the heat of baking the leavening gas that raises the dough is liberated. In this act it uses itself up, as it were; the ammonia is entirely diffused, leaving no trace or residuum whatever. The light, fluffy, flaky appearance, so desirable in biscuits, etc., and so sought after by profes-

sional cooks, is said to be imparted to them only by the use of this agent.

The bakers and baking powder manufacturers producing the finest goods have been quick to avail themselves of this useful discovery, and the handsomest and best bread and cake are now largely risen by the aid of ammonia, combined, of course, with other leavening material.

Ammonia is one of the best known products of the laboratory. If, as seems to be justly claimed for it, the application of its properties to the purposes of cooking results is giving us lighter and more wholesome bread, biscuit and cake, it will prove a boon to dyspeptic humanity, and will speedily force itself into general use in the new field which science has assigned it.

SELLING SUITS.

A Clothing Clerk Talks Upon the Science of Making Sales.

From the Detroit Free Press.

"This is a singular business, indeed," said the dapper clothing clerk, whom a reporter had asked to talk about the art of selling ready-made goods. "It's a regular daisy of an occupation for wrecking patience and destroying peace of mind. There's nothing like it for ruffling temper, and the worst of it is you've got to keep a smooth face and preserve your air of pleasantry through it all."

"What disturbs you most?"

"That's hard to tell. There are a great many annoyances that are equal in magnitude. It's difficult to pick out the worst of them all. The man who comes in and keeps a fellow about an hour pulling down suits and exhibiting them, and then goes out saying that he is 'only looking 'round to-day,' is pretty bad. Another 'favorite' with us is the man who selects his suit, then says 'I'll just step over to the bank,' goes out and fails to return. These gentry are a great deal more numerous than you would imagine. But, after all, few gentlemen give us so much trouble as lady customers. Now, I hope I am not discourteous to the ladies, but the fact remains—"

"What's the matter with the ladies?"

"Oh, they are so confident that they know about all there is to learn about clothing. Some ladies of course, are fine customers, and I make an exception in their favor. It is the women who come in, look a garment all over, feel carefully of each individual fiber of the goods, rub it against their cheeks and chin and even chew the threads that—aggravates. Only to-day a lady who had been chewing vigorously for some time on a cotton thread, said: 'I know this is wool, but is it all wool?' and I assured her it was. Ordinarily I won't do that sort of thing, but I can't bear the over-confidence in their own knowledge of this sort of ladies."

"Is this notion that they know all about cloth common among lady customers?"

"Very. Only of course it is not so strong in many. Yesterday an instance occurred that is in point here. A lady came in with her husband to buy a suit. I gave him a coat that fit him very snugly for one not custom made. She said she had made too many coats to be fooled on their fit. I then gave him one that creased up the back, humped at the shoulders, and had sleeves half a foot too long. She took it, saying, 'There, that's much more like it.' That showed the extent of her alleged long term of service at coat making."

"Whom do you prefer to sell to?"

"The man who comes in with a definite idea of the sort of suit he wants, names it, says how much he desires to pay and then when he gets it takes it, pays for it and goes. This sort of customer is a delight to the salesman and gets very careful attention and the best treatment from clerks, while a customer who flounders around hopelessly among the vast number of suits he has seen gets us tired, and nine times out of ten doesn't get so good a bargain or fit as the one that knows what he wants and comes for it. But this class of custom is none to numerous. When you reflect on the vast variety of human nature that drifts into a clothing store every day perhaps you'll begin to think that the sale of clothing is pretty near a fine art."

"Elucidate, please."

"The moment a customer approaches a fellow has got to size him up, both financially and otherwise, and decide about how to tackle him. It's a very easy matter to insult a man who wants to buy a high-priced suit by suggesting something low, and it is a long way from the proper thing to strike a man who is thinking of about a \$5 suit with one for \$15 or \$18."

"I suppose even the best salesman get left sometimes?"

"By a large majority. I don't count myself particularly slow, and my very best record is two weeks without losing a single customer."

John H. Thompson, Jos. M. Thompson, Jas. E. Scripps and Chas. A. Worthington have formed a special partnership at Detroit under the firm name of J. H. Thompson & Co., for the purpose of carrying on the manufacture and sale of spices and grocers' sundries. The two gentlemen first named are general, and the others special partners, each having contributed \$10,000 in cash to the common stock. The term of partnership is three years from May 23, 1884.

FIZZ AND FROTH.

How Soda Water and Kindred Drinks are Made.

From the Detroit Times.

"There's not much money in soda water now-a-days," said a prominent Woodward avenue druggist a few days since; "that is if one gives a good glass of soda for five cents. How's it made? Oh! in different ways. The soda water is a compound of carbonic acid gas and water. The gas is generated by the union of an acid and an alkali. For instance, I will take about 150 pounds of powdered limestone and put it into an air tight vessel which forms a part of the machine. I then pour in half a carboy of sulphuric acid. The whole charge would cost about \$3. As the gas generates it passes through vessels of water, called washers, and thence free from all foreign matter into another vessel also filled with water. This is called the agitator and is agitated until the water has become sufficiently impregnated. The impregnated water is then run off into the 'fountain' and gas from a generator is introduced until the pressure upon the walls of the fountain amounts to, perhaps 150 or 200 pounds to the square inch. This receptacle is placed, by a pipe, in communication with the marble structure commonly known as the 'soda fountain' which is then ready for use. When the tap is turned the immense pressure of the gas forces out the water with that rush which seems so peculiar to the uninitiated. A glass of that water is worth about one mill. It is the syrups that cost. First-class dealers use prepared 'fruit juices,' but second rate places use common essences mixed with spruce. 'Pop,' 'club soda,' 'cream soda,' 'Australian cream' and a thousand others are merely soda water flavored in different ways. Root beer is made from sarsaparilla with a small quantity of saffron, dandelion and yellow dock carbonated in the same way as common soda water. It costs one cent a glass. Champaign cider is common cider carbonated like soda water and costs four cents a glass. In France it is carbonated by fermentation, but I do not understand the process. Ginger ale is flavored profusely with ginger and costs 1½ cents a glass. One glass of soda water from the fountain, flavored with essence syrup, would cost one cent and six mills, but with the fruit syrup would cost three cents and with ice cream four cents. These prices of course are prime cost, and if a man had to buy everything from a manufacturer a glass of soda with common flavoring would cost him 3½ cents, and with 'fruit juice' syrups he could not make anything at the ruling prices per glass. Yes! I think that the demand is on the increase. Everybody drinks soda. Good soda does not create a disturbance in a man's interior as the poorer article does, but is perfectly cool and refreshing and has no evil effects. Fountains run all the way from \$50 to \$5,000 in price. That one there cost \$1,600, but you can get a very nice fountain for \$900 or \$1,000. Our sales run from \$15 to \$60 a day, and I remember one day—the Fourth of July some three summers ago—when we sold \$200 worth. Let's see! Five cents into \$200 goes 4,000 times. That's \$4,000 glasses. The rush was not so great in the day time, but at night we were obliged to call a policeman to keep the sidewalk clear. We had a double fountain, two men drawing and men in the cellar keeping up the supply. Everything was cut and dried in anticipation of the fun. Those days are over now, though, and there's not the same money to be made in soda that there used to be."

Review of the Credit System.

A correspondent of the *Country Merchant* makes the following sensible points about the credit system:

Count 10 per cent. for freight (on glass and crockery it costs more), 10 per cent. for interest on investment, 5 to 6 per cent. for cash; count 25 to 33 per cent. for bad debts resulting from sickness, storms, deaths, fires and dishonest men, and 10 per cent. for clerk hire, your own services and other expenses, and then if collections have to be made by suits, 10 per cent. for attorney's fees, and it runs up to 65 to 75 cents on the dollar that a merchant must charge on sales to make money by selling goods now.

Is it not a wonder that more merchants do not break than do?

We sell goods on time, in this country, until wool time, or harvest, or fall, or winter.

This thing of making bills due 30, 60 and 90 days is a delusion and a snare that engulfs in ruin and disaster more retail dealers than any other one thing in the business.

A man who can pay bills in 30, 60 and 90 days can about as easily pay cash, and then no one is disappointed.

In addition to all this, every now and then comes a new man with more money than brains, who, having inherited a few thousand dollars, or having sold out a farm and being without either knowledge or experience and seeking an easy job enters into merchandizing, and without counting either cost or expenses, strikes out into this giddy whirlpool of mistaken easy and profits, and plunges down the Niagara of trade.

Such deluded men frequently carry with them other good men who attempt in self-defense to stem the same tide, and go over and under in the same financial cyclone. I ask my fellow-merchants to consider how much this state of affairs can or may be remedied?

PEA HULLS.

Their Disposition a Problem to the Packers.

From the Baltimore Trade.

There is very wide room for science in the canning business and we have long wondered that the disciples of the microscope and retort have not turned their illuminators on this industry. Not only could they furnish the basis for vast improvements in methods of all kinds of food preservation, but they could indicate uses for immense quantities of stuff that now go to waste and are causes of trouble and much expense. Since science has taken the offal slime and disgusting tarry ooze of the gas works and evolved from its blackness prismatic pigments and dyes that have robbed the Tyrian purple of its fame and the rainbow of its pride of colors, it is not too much to expect that she can now tell us how to keep our strawberries red and firm, our cherries white, our peas green, and nature's essences retained in full. There is something of this done by guess work, but that is all. For years attempts have been made to keep the color of the peas to the delightful green of nature, but they have failed and the French method of artificial coloring does not find favor with our American packers, as the color is a poisonous paint. As peas come from the first exhaust in the packing houses they are of a most beautiful and delicate green, but no means has yet been discovered to preserve it, with the later processing it greatly disappears, and altogether there are some mysterious facts about peas and especially about pea hulls. Fresh and young from the field, picked in the cool of the dewy morning and placed in boxes or barrels; within an hour they begin to heat, throw out a moisture strong in alkali, and grow almost scalding hot within twelve hours and must be spread out to the air to keep them from destruction. For this reason the packer gets them into the can almost immediately from the field, and for this reason the small canned peas are greatly superior to the same article bought in the pod in the market house, for whilst the latter is kept dry by the action of the air, the processes of nature are none the less at work and the peas are growing old and tough with every hour of exposure, and whose would have them as the packers get them, at their best, must be up and at work on them by 3 o'clock in the morning and get them from the pod whilst yet the day is young. It is this necessity that makes the packing houses look like an overcrowded school, busy in getting peas out of the hulls.

But these shells or hulls or pods or by whatever other name they may be known are matter of more concern than is generally supposed. It is evident that they form almost as great a bulk with the peas removed as when full, and yet all this great quantity is waste. The first supposition is that they could be used for fertilizing purposes, but this is an error. The huge heaps of oyster shells that fill the precincts of the packing houses during the winter season, can be and are used as composts, but the mountains of pea hulls that take their place in the spring are yet awaiting the touch of the scientific wand to make them useful. It has been found that the pea pod in its decay gives out a peculiar alkali or acid that destroys vegetation; so strong is it in its action that it is said to remove the oldest paint with which it may come in contact. Being, thus worse than useless they become an incumbrance costly to remove, no one will have them on their land, the city will not permit them to be deposited on vacant lots, and the only method to get rid of them is to take them down the bay in scows and feed them to old Father Neptune, and yet there must be value in them? The French people scald such pea hulls, then remove the silicious skin with which they are lined and make an edible dish of them. They contain sugar in no small amount and probably if properly treated would be as palatable as ordinary string beans. Perhaps in the future—when this country comes down to the determination to live as cheaply as any other nation on earth—some genius will find it more to advantage to can the hulls than the peas, as cheap food for the lower classes. Meantime there is room here for the scientist.

The Business Situation.

From the New York Sun.

The bottom prices now prevailing will help the recovery when it comes, and a great harvest may start a demand next fall which will usher in the prosperous times to come. Even now, despite a declining stock market, decreased exports, and three years of steady shrinkage, the condition of trade is far from being as gloomy as merchants accustomed to the great profits of former periods are wont to think it. We look for an active and fairly profitable trade this autumn, and expect that with the beginning of the next year the skies will be so unmistakably bright that even hypochondriacs will be compelled to rejoice.

N. Sweeney has withdrawn from the firm of Graham & Sweeney, general dealers, at Hopkins. The business will be carried on by J. L. Graham.

The oldest apothecary shop in Berlin, which in 1888 might celebrate the 400th anniversary of its existence, has just been sold for \$300,000.

The Michigan Tradesman.

A JOURNAL DEVOTED TO THE
Mercantile and Manufacturing Interests of the State.

E. A. STOWE, Editor.

Terms \$1 a year in advance, postage paid.
Advertising rates made known on application.

WEDNESDAY, JUNE 18, 1884.

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.

Referring to an alleged trade journal, whose title is a misnomer, the Detroit Times says: "The Commercial has not caught the true commercial spirit of amity and fair dealing. It is blind to the pressing requirements of the age."

THE TRADESMAN stands in readiness at all times to set apart a portion of the space at command for the use of its readers who may wish to express an opinion relative to their business or to business in general. Reasonable latitude in the statement of views will be permitted, it being understood that THE TRADESMAN does not assume any responsibility for the opinions expressed. Writers are expected to send their names and addresses with their communications, but these will not be printed if request be made to that effect. If merchants have anything to complain of in the present system of business, this affords them a good opportunity to register their complaints, and a full discussion of errors may lead to a rectification of abuses. Any forward step in methods of business adopted by the country merchant in any part of the country will be given here when communicated. Communications should be as brief as the subject treated of will admit.

Sugar vs. Sandpaper.

From Puck.
"You say that brown sugar is damaged?" said a business-looking sort of a man, as he stepped into a grocer's the other day. "Yes, it was damaged a little in shipping; but most of it is as good as ever." "What will you take for it?" "Six cents a pound." "I will take it." The grocer seemed greatly pleased, and, wishing to satisfy his customer that he had not made a bad bargain, said: "About half a foot down the sugar is as good as ever, and the stuff on top will do to work off into cakes and puddings." "Cakes and puddings!" repeated the customer, with a merry twinkle in his eye; "what do I care for cakes and puddings! I ain't going to eat it, or sell it, either." "What are you going to do with it?" inquired the grocer. "What am I going to do with it? Why, I am going to send it down to my shop and have it made up into sand paper." And he hurriedly asked for his bill, paid it, and walked out, leaving the grocer as much surprised as though he had been told he had just drawn a prize in the lottery.

The Wool Market.

Comparatively little wool is being marketed in Grand Rapids, as the farmers are holding off in anticipation of better prices. At the outside towns, however, the staple is coming in as fast as it can be taken care of, at prices ranging from 25 to 30 cents. The bulk of the wool already marketed is designated as "blanket lots" and is in a much better condition than last year's crop. Most of the buyers have adopted for their guidance in purchasing wool the Michigan rules, which are: A deduction of one-third on unwashed wool when few fleeces are found among washed, one-half on unwashed bolls, one-third on pulled wool, one-third on heavy unmerchantable wool, one-fourth on heavy poorly washed fleece. Well washed tags full price, poorly washed tags one-third deduction, unwashed tags 10 cents per pound.

An exhibition of American products and manufactures is to be held in London, early in the year 1885. Our leading manufacturers have already signified their approval of the plan and it cannot fail to be of great advantage to our industries and lead to an increase in our export trade. It is proposed to make the most comprehensive display of our natural products that is possible and the oil industry should not be neglected in the project. General C. B. Norton, secretary of the recent foreign exhibition in Boston, has charge of the details of the proposed exposition, and will be pleased to furnish full particulars to manufacturers and producers who desire representation abroad. The Petroleum Age suggests that a very interesting exhibit might be made of the varieties of crude petroleum and the apparatus and machinery connected with the drilling of oil wells.

Things Heard on the Street.

That the local manager of Dun's Mercantile Agency recently lingered too long at the Ionia brewery to enable him to meet an engagement at home the same evening.
That Chas. McCarty, the Lowell grocer, keeps in stock everything from a plow point to a china set, and has even been known to dicker in church pulpits and second-hand tombstones.

That notwithstanding the quasi endorsement of the "Berlin merchants," and the half-hearted partisanship of a few pecksniffian friends, the Canal street swell-head is as much an offence against decency and manhood as before.

The canning factory at Three Rivers started up last week.

AMONG THE TRADE.

IN THE CITY.

Christian Bertsch has returned from his Eastern trip. He says that it would have been about as profitable to have gone fishing.

Mr. Geo. F. Cole, of the firm of Cole & Stone, proprietors of the Marshall Shirt Manufacturing Co., is in the city for a few days, drumming up trade.

Mr. Newton, the rotund partner in the firm of Steele & Newton, general dealers at Advance, is spending several days in the city, in search of rest and recreation.

Wm. Bundy has engaged in the grocery business at New Richmond, and M. M. Dilly has embarked in the same line at Irvington. Shields, Bulkley & Lemon furnished both stocks.

Capt. C. S. Perkins, of Henderson, Ky., is paying his semi-annual visit to the firm of Hazeltine, Perkins & Co. Accompanied by Dr. Hazeltine, he left Monday for a two days' fishing expedition at Mackinac.

The Messmore matter remains in statu quo, no further proceedings having lately been taken on either side. It is stated that Messmore's friends have lately been sounding his principal creditors, with a view to ascertaining the lowest possible rate of compromise that would be likely to be accepted, and that as soon as a conclusion is reached a definite offer will be made. As it is simply a question of accepting whatever is offered, or getting nothing, every creditor will undoubtedly embrace the first offer made with eagerness, whether it be 5 or 50 per cent.

AROUND THE STATE.

E. E. Carpenter, grocer at Gaylord, is selling out at auction.

P. L. Lanway has engaged in the grocery business at South Arm.

F. C. Egbert, grocer at Reed City, has sold out to C. J. Fleischauer.

Smith & Fallas will engage in the drug business at Coopersville.

Stow & Brooks, meat dealers at Caledonia, are succeeded by S. R. Brooks.

W. S. Savage succeeds E. R. Savage in the tobacco business at Mancelona.

W. J. Carter has sold his crockery business at Eaton Rapids to H. Rutterville.

S. E. Francis, grocer and crockery dealer at Otsego, has been closed on execution.

J. Schoonfield has engaged in the fruit and confectionery business at Grand Haven.

Jacob Dingman, restauranter at Sault Ste. Marie, is succeeded by J. S. Kinney.

Austin & Champion, saw mill operators at Mecosta, are succeeded by J. D. Champion.

Louiselle & Fouchette have started in the grocery business at Eastlake, Manistee county.

Mrs. O. S. Stanton, late of Mt. Pleasant, has started a variety business at Traverse City.

Jacob Hamming succeeds Van der Heide & Hamming in the grocery business at Vogel Center.

Fred Hodges has closed out his saloon at Hungerford and started in the same business at Big Rapids.

L. Veyer, general dealer at New Holland, contemplates selling his stock and business to Posthumus & Son.

The new firm of J. H. Thompson & Co., Detroit, mentioned on the first page, are the successors of S. M. Tyler & Co.

A. McFarlane, who failed at Lyons last fall, contemplates going on the road for a Detroit wholesale grocery house.

J. H. Bradish says that the reported sale of his boot and shoe and harness business at Sand Lake to Jas. S. Barker has been declared off.

F. W. Fincher, the Pentwater druggist, has a beautiful yacht, the Evangeline, which affords the people of that place many pleasurable excursions.

Allegan Gazette: The trade between Van Ostrand and Garrod & Messinger, fell through and Ed. will keep on with his tireless work of pill rolling.

P. M. Van Drezer has purchased a half interest in the general business of E. P. Gifford, at Saranac, and the firm will hereafter be known as Gifford & Van Drezer.

Sparta Sentinel: R. A. Hastings has purchased the interest of Mr. Z. V. Cheney in the firm of Cheney & Van Wiltburg, dealers in lumber, lath, shingles, etc. The business will be carried on under the name of Van Wiltburg & Hastings.

STRAY FACTS.

A fish-packing house is being built at Manistique by a Chicago firm.

There is some talk of establishing a second National bank at Greenville.

Maria Henler succeeds her late husband in the restaurant business at Traverse City.

Z. G. Winsor, for many years past engaged in the lumber, lime and builders' supplies business at Grand Haven, has sold out to H. B. Chamberlin & Co.

The handle factory for which Petoskey subscribed \$1,000, and the machine shop and foundry that Harbor Springs was to give \$1,500 toward establishing, do not materialize as yet.

Cadillac Times: We are informed that John L. Rice, ex-banker, of the late lamented firm of Rice & Messmore, is in the city, and proposes to make Cadillac his home, and practice law here.

The business men of Hart have formed a stock company with \$10,000 capital, \$8,000 of which has already been subscribed, for the purpose of erecting a new hotel at that place. Such an acquisition would "meet a long-felt want," and would undoubtedly prove a profitable investment.

The butter plate factory at Montague has been compelled to run nights to keep up with its orders.

Midland has two large flouring mills, four salt blocks, several shingle mills, an extensive lumber mill, machine shop, planing mill, one of the largest coiled hoop factories in the world, a large brick yard, broom factory, three good hotels, seven dry goods and clothing stores, four drug, two furniture, three hardware, seven grocery, two boot and shoe stores, three livery stables, one bank and two newspapers.

While D. M. McClellan was building his fine new brick store building at Reed City last season the village corporation allowed him to move the old structure into the street and conduct business there until the completion of the new building. And now J. Q. Patterson, proprietor of the National Hotel, has brought suit against the village for \$5,000 damages, alleging that the presence of the building in the street injured his business.

A BAD MAN.

W. A. Dunlap up to His Old Tricks.

A traveling correspondent of THE TRADESMAN sends us the following relative to a man that dealers everywhere would do well to give a good letting alone:

Mr. Dunlap, A. T. or W. A., I do not know which, has opened a harness shop at Onondaga. It is the same Dunlap that ran a store at Nashville and shut up or down in February. You noticed it in your paper then. He has moved his family from Charlotte and is fixing up a house and shop. He has a large stock of saddlery hardware and leather, show-cases, etc., for a small town. He has been at Grand Rapids for five or six weeks and I think got his stock there. If any harness shop has failed or is going to be may have some of the goods. I have known him for five or six years and never knew of his paying for anything. He is always ready to give an order. Thinking it might be of interest to know where he was, I write you. You may know or hear where he got his goods.

Inquiry among the business men at this market reveals the fact that Dunlap is one of the worst men who ever bought goods here. He is denounced on every side as a liar of the first water, and one firm has the temerity to state that they have facts in their possession which could land him behind prison bars. As near as can be learned, he approached every jobbing house in his line here—except one, where his character was too well known—but in most cases he was met with downright refusal or the parties subsequently discovered his unreliability, and did not ship the goods. He succeeded, however, in gulling Hirth & Krouse, the Canal street leather firm, by representing that he was overseer and paymaster at the gravel road bridge, just above the city. On the strength of this assertion, coupled with the statement that he would be in the city for some weeks to come, he obtained credit at that establishment, and Mr. Hirth left for Onondaga Monday for the purpose of securing the claim, or instituting a prosecution against him for obtaining goods under false pretenses.

Dunlap also endeavored to secure a line of goods on credit at Judd & Co.'s, but was met with remonstrant refusal. He then directed that the goods be packed, stating that he would pay for them as soon as he could get a check cashed. But he never called to pay the amount agreed upon, and as Mr. Judd did not pack the goods, he saved himself considerable unnecessary labor. He says that the fellow frequently crossed himself in his statements, and that his actions alone convinced him that he was "crooked."

"Dunlap approached us a few months ago with a proposition to travel for our house," said a partner in a prominent jobbing establishment, "but as we knew his record, we politely declined the offer. He then went directly to an up-town jobbing house, and stated that he had engaged to travel for us. I have known of other instances where he has told downright lies like this."

"I have known W. A. Dunlap for fifteen years," said a saddlery hardware jobber, "and I wouldn't listen to a proposition to sell him goods. Neither his character nor veracity are worth two cents. He is a fine looking man, and a convincing talker, and is extremely likely to 'take in' an unsuspecting dealer."

While Dunlap secured small bills of goods at several establishments here, the bulk of his stock must have been purchased at Detroit or Chicago, probably at the former place, where the jobbers are said to be extremely gullible.

Good Words Unsolicited.

S. J. Smith, general dealer, Bloomer: "Consider it just what we need."

J. H. Smith, hardware, Muskegon: "The paper is all O. K. Send it along."

A. E. Pickard, general dealer, East Jordan: "I think THE TRADESMAN is just O. K."

Oreutt & Co., wholesale produce, Muskegon: "We look upon THE TRADESMAN as one of our best visitors."

Peter Hanson, general dealer, Big Prairie: "It is a good paper and well worth the money. I wouldn't know how to get along without it."

C. A. Pearson, grocer, Fremont: "Your paper is a valuable one. Send it along. I feel that I can't keep shop without it. I appreciate it very much."

A. C. Merrill, druggist, Cross Village: "Your paper is excellent and cheap, and suits the trade here remarkably well. Wish you the best of success."

GRAND RAPIDS CIGARS.

The Capacity of Our Factories, and the Number of Men Employed.

As near as can be determined, there are seventeen cigar manufacturing in this city, employing a total of sixty-seven men, not counting nearly as many more apprentices and assistants. The men turn out an average of 1,000 cigars a week, making the total weekly output all around 67,000 cigars. The number of men employed at each place is as follows:

Hugo Schneider & Co. 19
Albert Kuppenheimer 8
Tunis Johnson 8
Henry Van der Weiden 7
John Scotty 3
Kuppenheimer & Stewart 3
Wm. J. Carr 3
August Tusch 3
Hinkley & Co. 3
Julius Mulschowsky 2
Wm. Callaghan 2
Frank Kean 1
August Landaur 1
Frank V. Wurzburg 1
F. A. Niehaus 1
Anton Worfel 2

"If every jobber here would sell Grand Rapids cigars, instead of foreign made goods," said a leading cigar manufacturer, "we could easily support 500 cigar makers in Grand Rapids. See what a help that would be to the place, especially when we consider that fully half that number would be men with families. But the jobbers do not look at the matter in the right light. They say it is easier to sell Eastern made goods, and that they can buy cheaper East. There may be some truth in the latter statement, but much of the trash that is sent here from New York factories would not be handled at all, if made by home factories. Grand Rapids manufacturers buy only twenty-five cases of tobacco where an Eastern factory buys 1,000, it is true, but if the jobbers here would encourage home production we could buy in just as large quantities, and at just as low prices as our Eastern rivals. However, the business is on the increase and Grand Rapids cigars are every year regarded with more favor, and it is but a question of time when we can successfully compete with any other cigar market in the country."

"I can easily explain why the Grand Rapids jobbers do not buy their cigars in Grand Rapids," said a cigar jobber, "and that is because no one here has \$25,000 to spare with which to equip a first-class factory. As you must know, a large part of the work of cigar making is now done by improved machinery which has lately come into general use, and without which it is impossible to successfully conduct a large establishment. If our business ever affords us a sufficient surplus, we shall assuredly engage in the manufacture of cigars on a large scale, but we would not think of making such a venture with less than \$25,000 invested in machinery, etc., and as much more ready cash on hand to use in the purchase of leaf and other stock. There is no reason why such an institution should not be maintained here, except the financial considerations already referred to, and as the jobbing trade of the city increases in importance, I shall look for important steps in this branch of manufacturing industries."

"How many cigars are sold here annually?" asked the reporter.

"I can give you only an estimate, but it will not be a million out of the way. The local factories turn out about three million and a half, and the jobbers sell eight and a half more, making a total showing of twelve million as the annual sales. This amount would be sufficient to furnish constant employment to 250 men."

"What we need here," said a prominent grocery jobber, "is a big cigar establishment. A stock company with a capital of \$100,000 would knock the dividends declared by the furniture factories higher'n Gilde-roy's kite within a few years."

The Gripsack Brigade.

On the Esasel—Manley Jones, Geo. H. Seymour, W. G. Hawkins.

It is stated that A. C. Sharp has an interest in a vineyard south of the city.

J. C. Watson, with C. S. Yale & Bro., left Tuesday for a three weeks' Northern trip.

A. L. Braisted is now on the road regularly for the Voigt Milling Co. and C. G. A. Voigt & Co.

L. C. Bradford is building a fine residence on Mt. Vernon street, between Allen and Bridge streets.

John D. Mangum returned Saturday from a six weeks' Northern trip, and left Tuesday for Muskegon, where he will put in the week.

F. L. Kelly, formerly with Cody, Ball & Co., later on the road for S. A. Welling, is now clerking for C. G. Cornwell, general dealer at Paw Paw.

Fred Selleck, formerly on the road for Hawkins & Perry, later with I. E. Messmore in the same capacity, is now traveling for B. F. Farrington & Co., Detroit.

A. C. Sharp has gone to New York State for a fortnight's rest and recreation. His wife preceded him a week before. During his absence, Mr. O. A. Ball will make a trip among Mr. Sharp's trade.

There is a common aphorism to the effect that "Everyone must eat a peck of dirt before he dies." And if any of the "boys" feel disposed to exceed their average in this respect, they are cordially recommended to stop at the hotel at Lyons. THE TRADESMAN man was there last week and knows whereof he speaks.

Geo. P. Cogswell who has just completed a \$3,200 has the honor of seeing full illustrations of both the exterior and interior, furnished by architect Hopkins, in the current issue of the Builder and Wood Worker.

Judging from the illustrations, the house has a commanding appearance. It has twelve rooms, conveniently arranged, and the lower floor is finished in butternut.

DELINQUENT DEBTORS.

Grand Rapids.

H. E. Locher reports the following:
F. G. Ferder, lives here. \$10 00
Chas. E. Winchell, moved to Tustin. 25 00
Bender, moved to Elkhart. 3 50
Jas. Parm, moved to Blenden. 5 00
W. Gositt, moved to Ottawa Co. 3 50

Howard City.

J. R. Abbott reports the following:
J. W. Wilson, moved north. \$1 06
Jas. Nyson, moved to Muskegon. 3 37
J. B. Tuttle, moved to Pleasant Lake, Ind. 95
J. C. Borden, moved to California. 1 50

Morley.

Lon Pelton reports the following:
Chas. E. Hawkins, moved to Kansas. \$10 97
A. S. Medbury, moved to White Cloud. 8 00
O. J. Lewis, lives here. 2 00
Theo. Billings, moved to Edmore. 4 00
Sanford Reed, lives here. 4 00
Hiram Bryan, lives here. 2 28
Stephen French, moved to Grand Rapids 2 00

The notorious Adelbert Brady, late of Luther, has removed to Morley, and is working in J. M. Carr's mill, four miles west. Dealers everywhere should beware of this smooth-talking scoundrel.

Ionia.

W. H. Thayer & Co. report the following:
John Gardner, moved to Grand Rapids. \$ 3 00
John Uran, conductor, moved to Battle Creek. 3 00
A. J. Parks, moved away. 1 25
Robert Diggs, moved to Bay City. 2 50
Moses Plant, lives here. 9 08
A. Ensich, Rodney, moved North. 55 68

Muir.

Pringle Bros. report the following:
Wm. Fordham, moved to Manistique. \$5 00

MISCELLANEOUS.

Advertisements of 25 words or less inserted in this column at the rate of 25 cents per week, each and every insertion. One cent for each additional word. Advance payment.

WANTED.—A position in a first-class drug store by a young man of experience. Address A., care THE TRADESMAN.

WANTED.—A number of traveling salesmen to handle a line of shirts in connection with their other lines. Liberal Commission paid. Address, Marshall Shirt Manufacturing Co., Marshall, Mich.

HAVING WITHDRAWN from the business of Graham & Sweeney, at Hopkins, Mich., I will not hold myself responsible for any debts contracted under the above name after June 11, 1884. N. SWEENEY.

LUMBER, LATH AND SHINGLES.

The Newaygo Company quote f. o. b. cars as follows:

Uppers, 1 inch. per M \$44 00
Uppers, 1 1/2, 1 3/4 and 2 inch. 45 00
Selects, 1 inch. 35 00
Selects, 1 1/2, 1 3/4 and 2 inch. 38 00
Fine Common, 1 inch. 30 00
Shop, 1 inch. 20 00
Fine Common, 1 1/2, 1 3/4 and 2 inch. 32 00
No. 1 Stocks, 12 in., 12, 14 and 16 feet. 15 00
No. 1 Stocks, 12 in., 18 feet. 16 00
No. 1 Stocks, 12 in., 20 feet. 17 00
No. 1 Stocks, 8 in., 12, 14 and 16 feet. 15 00
No. 1 Stocks, 10 in., 18 feet. 16 00
No. 1 Stocks, 10 in., 20 feet. 17 00
No. 1 Stocks, 8 in., 12, 14 and 16 feet. 15 00
No. 1 Stocks, 8 in., 20 feet. 17 00
No. 2 Stocks, 12 in., 12, 14 and 16 feet. 13 00
No. 2 Stocks, 12 in., 18 feet. 14 00
No. 2 Stocks, 12 in., 20 feet. 15 00
No. 2 Stocks, 8 in., 12, 14 and 16 feet. 13 00
No. 2 Stocks, 8 in., 20 feet. 14 00
No. 2 Stocks, 10 in., 12, 14 and 16 feet. 15 00
No. 2 Stocks, 10 in., 20 feet. 16 00
No. 2 Stocks, 8 in., 12, 14 and 16 feet. 13 00
No. 2 Stocks, 8 in., 20 feet. 14 00
Coarse Common or shipping cuts, all widths and lengths. 9 00
A and B Strip, 4 or 6 in. 28 00
C Strips, 4 or 6 in. 28 00
No. 1 Fencing, all lengths. 15 00
No. 2 Fencing, 12, 14 and 18 feet. 12 00
No. 2 Fencing, 16 feet. 13 00
No. 1 Fencing, 4 inch. 15 00
No. 2 Fencing, 4 inch. 12 00
Norway C and better, 4 or 6 inch. 20 00
Bevel Siding, 6 inch, A and B. 18 00
Bevel Siding, 6 inch, C. 16 00
Bevel Siding, 6 inch, No. 1 Common. 9 00
Bevel Siding, 6 inch, Clear. 20 00
Piece Stuff, 2x4 to 2x12, 12 to 16 ft. 11 00
\$1 additional for each 2 feet above 16 ft.
Dressed Flooring, 6 in., A. B. 36 00
Dressed Flooring, 6 in., C. 29 00
Dressed Flooring, 6 in., No. 1, common. 17 00
Dressed Flooring, 6 in., No. 2, common. 14 00
Beaded Ceiling, 6 in., \$1 00 additional.
Dressed Flooring, 4 in., A. B. and Clear. 35 00
Dressed Flooring, 4 in., C. 26 00
Dressed Flooring, 4 in., No. 1, common. 16 00
Dressed Flooring, 4 or 5 in., No. 2, com'n 14 00
Beaded Ceiling, 4 inch, \$1 00 additional.
(XXX 18 in. Standard Shingles. 3 50
(XXX 18 in. Thin. 3 40
(XXX 16 in. 3 00
No. 2 or 6 in. C. B. 18 in. Shingles. 2 00
No. 2 or 5 in. C. B. 16 in. Shingles. 1 75
Lath. 2 00

HIDES, PELTS AND FURS.

Perkins & Hess quote as follows:

Green. 8 @ 7
Part cured. 8 @ 8
Full cured. 8 @ 8 1/2
Dry hides and kips. 8 @ 12
Calf skins, green or cured. 10 @ 12
Deacon skins. 10 @ 50
SHEEP PELTS.
Shearings or Summer skins piece. 10 @ 20
Fall pelts. 30 @ 30
Winter pelts. 1 00 @ 1 50
Fine washed W. D. 25 @ 25
Coarse washed. 18 @ 20
Unwashed. 23
Tallow. 5 @ 5 1/2

S. A. WELLING

WHOLESALE

MEN'S FURNISHING GOODS

Lumberman's Supplies

—AND—

NOTIONS!

PANTS, OVERALLS, JACKETS, SHIRTS, LADIES' AND GENTS' HOSIERY, UNDERWEAR, MACKINAWs, NECKWEAR, SUSPENDERS, STATIONERY, POCKET CUTLERY, THREAD, COMBS, BUTTONS, SMOKERS' SUNDRIES, HARMONICAS, VIOLIN STRINGS, ETC.

I am represented on the road by the following well-known travelers: JOHN D. MANGUM, A. M. SPRAGUE, JOHN H. EACKER, L. R. CESNA, GEO. W. N. DE JONGE.

FRANK BERLES. — House Salesman.

24 Pearl Street — Grand Rapids, Mich.

LATEST Stan'd Quotations JOHN CAULFIELD

WHOLESALE GROCER,

Teas, Tobaccos, Spices Etc.,

85, 87 and 89 Canal Street

FACTORY AGENCY

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

FINE CUT.

Fountain. 74
Old Congress. 64
Good Luck. 55
Good and Sweet. 45
American Queen. 38
Blaze Away. 35
Hair Lifter. 30
Governor, 2 oz. foil. 60
In half barrels or four pail lots, 2c per lb off above list.

PLUG.

Horse Shoe. 47
McAlpin's Green Shield. 48
McAlpin's Sailor's Solace. 48
McAlpine's Chocolate Cream. 48
Red Star, extra quality, same style as Sailor's Solace. 48
Big Chunk or J. T. Mahogany Wrapper. 40
Hair Lifter, Mahogany Wrapper. 37
D. & D. Dark, 1/4 and 16 oz. pounds. 37
Ace High. 35
Duck, 2x12 and flat. 45
Nobby Span Roll. 48
Black Span Roll. 38
Canada Plug (Virginia Smoking). 50
Crescent Plug, 6 lb. cads. 45
In 60 lb quantities 2c per lb off.

SMOKING.

Peerless. 25
Rob Roy. 25
Uncle Sam. 28
Tom and Jerry. 24
Good Enough. 23
Mountain Rose. 20
Lumberman's Long Cut. 26
Home Comfort. 24
Green Back, Killiekinick. 25
Two Nickel, Killiekinick. 25
Star Durham, Killiekinick. 25
Rattler, Killiekinick. 25
Honey Dew, Killiekinick. 25
Posey, Killiekinick. 25
Canary, Killiekinick, Extra Virginia. 36
Gold Block, Killiekinick. 32
Peck's Sun, Killiekinick, 1/2s and lbs. 18
Golden Flake Cabinet. 40
Traveler, 3 oz. foil. 35
Rail Road Boy, 3 oz. foil. 37
Nigger Head, Navy Clippings. 26
Scott's Clippings, Navy Clippings, paper

Drugs & Medicines

An Advancing Market for Menthol Crystals.

From the Oil, Paint and Drug Reporter.

The scarcity, increasing demand and advancing price of Japanese menthol, has attracted attention to the American product, which has been but recently introduced from Michigan. The question has been raised as to whether this solid can be derived from the American oil of peppermint in paying quantities, and the fact that it can, has given peppermint oil more importance in the commercial world. The Reporter has been shown several samples of the American crystals and they compare favorably with any article of the kind yet placed upon this market. According to the statement of the Michigan parties, the oil yields sixty per cent. of menthol which is about the same as Japanese, but the process of manufacture is in such a crude state that the capacity is limited to fifty pounds per month. The domestic presents a fine appearance and consumers who have put into use all the stock that has arrived thus far, claim that it answers the same purpose as the foreign. We have not heard from the Wayne county production, but while it is asserted on the one hand that one field is as good as another, it is claimed, on the other hand that the quality of the land in Wayne county, N. Y., is not suited for producing the peppermint crystal. It is deposited from the oil on exposure to cold and is known to have a definite chemical composition. It imparts its characteristic smell and taste to, but is only slightly soluble in water; dissolves readily in alcohol, ether and in both fixed and volatile oils; melts at about the temperature of the body and when further heated volatilizes without decomposition. It looks like the sulphate of magnesia to the naked eye, but is more talc like, and is rather bulky, one ounce filling a two fluid ounce bottle.

Menthol is much used in China and Japan, being sometimes sold mixed with an oil of peppermint and at other times separately. It is highly recommended as a specific for headache, toothache, sciatica and neuralgia, and is considered valuable as an inhalant for catarrh, and a germicide in fevers, diphtheria, measles, erysipelas. It is a very agreeable medicine and would make an acceptable substitute for the amminated smelling salts. The consumption of the article in various forms has increased very rapidly of late, and before the next crop arrives, the price will make it a luxury. The stock here of foreign is rather limited and held at present writing at \$12 to \$13 per pound. The small quantity on the way has been sold to arrive. Messrs. Cocking & Co., of Yokohama, the largest holders of menthol in the world, cabled to their agent in this city last week that the market there was entirely bare and that \$11 to \$12 was freely offered for stocks in Japan, with none in view until October.

The largest product is said to be derived from the Japanese plant which is robust and rapid in its growth. It requires but little moisture and is capable of cultivation in a great variety of localities. Facilities for manufacturing on a large scale are now being arranged in this country and if the planting area is correspondingly increased, an important new outlet will be developed for domestic peppermint oil.

Paris Green.

From the Oil, Paint and Drug Reporter.

The prospects for a satisfactory business in Paris green this season are very encouraging. Manufacturers are busy at present filling orders placed for June and July deliveries, and some of the factories are running nights. The agreement entered into by the manufacturers to maintain a uniform scale of prices has been found to work advantageously for both producers and consumers, and will probably be continued. The indications are that should the weather be warm during the early summer, there will be a much greater demand for Paris green as an insecticide than in the several preceding seasons. The few warm days of May disclosed the probability that there would be an extraordinary invasion of the potato bug this season, and reports from many sections of the country give accounts of the enormous numbers that have already appeared and commenced their destructive feasting. The cold wave of the past few days has served to give a temporary check to the ravages of the bug, and farmers are dreading the return of warm weather as it will develop into activity the larvæ deposited by the first invaders.

The rivalry between Paris green and London Purple and the energetic pushing of the latter by the manufacturers, have tended to attract wider attention to the use of insecticides and to increase their use, and in spite of the continued popularity of the competitor, the prospects are that there will be a large and steady demand for green this season; and should the expectations now entertained of an unusual invasion by the bugs be realized, the price is more likely to advance than to decline.

The maker of a check cannot stop its payment after certification except by indemnifying the bank which is held for it. On certification of a check the amount is charged at once to the drawer and no longer stands to his credit.

An advertisement for patent medicine, to which attention is called in a Pittsburg paper, contains this grim suggestion: "Take this mixture and you will never take any other."

Wine, opium, arsenic and morphine have given place to quinine in the list of drugs, in which New York women are accused of indulging to an inordinate degree.

WHOLESALE PRICE CURRENT.

Advanced—Oil peppermint, Lycopodium. Declined—Alcohol, Cinchonidia, Gum opium, Cassia buds, Oil cassia, Salicin, Serpentina.			
ACIDS.			
Acetic, No. 8.....	9	@	10
Acetic, C. P. (Sp. Grav. 1.040).....	30	@	35
Carbonic.....	35	@	35
Citric.....	3	@	5
Muriatic 18 deg.....	11	@	12
Nitric 36 deg.....	14	@	15
Oxalic.....	3	@	4
Sulphuric 66 deg.....	12	@	15
Tartronic.....	12	@	15
Benzoic, English.....	12	@	15
Benzoic, German.....	12	@	15
Tannic.....	15	@	17
AMMONIA.			
Carbonate.....	15	@	18
Muriate (Powd.).....	6	@	7
Aqua 16 deg or 37.....	7	@	8
Aqua 18 deg or 41.....	7	@	8
BALSAMS.			
Copaiba.....	50	@	50
Pir.....	30	@	30
Tolu.....	50	@	50
BARKS.			
Cassia, in mats (Powd 20c).....	12	@	12
Cinchona, yellow.....	15	@	15
Elm, select.....	15	@	15
Elm, ground, pure.....	15	@	15
Elm, powdered, pure.....	15	@	15
Sassafras, of root.....	12	@	12
Wild Cherry, select.....	12	@	12
Bayberry powdered.....	12	@	12
Hemlock powdered.....	12	@	12
Wahoo.....	12	@	12
Sap ground.....	12	@	12
BERRIES.			
Cubeb, prime (Powd \$ 90).....	8	@	7
Juniper.....	6	@	8
Prickly Ash.....	1.00	@	1.10
EXTRACTS.			
Licorice (10 and 25 lb boxes, 25c).....	27	@	27
Logwood, powdered, pure.....	12	@	12
Logwood, bulk (12 and 25 lb boxes).....	12	@	12
Logwood, 1s (25 lb boxes).....	12	@	12
Logwood, 1/2s do.....	12	@	12
Logwood, 1/4s do.....	12	@	12
Logwood, ass'd do.....	12	@	12
Fluid Extracts—25¢ cent. off list.			
FLOWERS.			
Arnica.....	10	@	11
Chamomile, Roman.....	25	@	25
Chamomile, German.....	25	@	25
GUMS.			
Aloes, Barbados.....	60¢	@	75
Aloes, Cape (Powd 24c).....	18	@	18
Aloes, Socotrine (Powd 60c).....	25¢	@	30
Arabic, 24 picked.....	60	@	60
Arabic, extra select.....	60	@	60
Arabic, powdered select.....	60	@	60
Arabic, 1st picked.....	60	@	60
Arabic, 2d picked.....	60	@	60
Arabic, 3d picked.....	60	@	60
Arabic, sifted sorts.....	60	@	60
Assafetida, prime (Powd 35c).....	55¢	@	60
Benjamin.....	25¢	@	30
Camphor.....	25¢	@	30
Catechu, 1s (1/2 lb, 1/4 lb, 1/8 lb).....	13	@	13
Euphorbium powdered.....	35¢	@	40
Gamboge, strained.....	50¢	@	60
Guaiac, prime (Powd 45c).....	25	@	25
Kino (Powd 30c).....	25	@	25
Mastic.....	1.10	@	1.10
Myrrh, Turkish (Powd 45c).....	4.15	@	4.15
Opium, pure (Powd \$5.50).....	35	@	35
Shellac, Campbell's.....	35	@	35
Shellac, English.....	35	@	35
Shellac, native.....	35	@	35
Shellac bleached.....	35	@	35
Tragacanth.....	30	@	31
HERBS—IN OUNCE PACKAGES.			
Hoarhound.....	25	@	25
Lobelia.....	25	@	25
Peppermint.....	25	@	25
Rue.....	40	@	40
Sage.....	25	@	25
Sweet Majoram.....	25	@	25
Tanzy.....	25	@	25
Thyme.....	25	@	25
Wormwood.....	25	@	25
IRON.			
Citrate and Quinine.....	6.40	@	6.40
Solution mur., for tinctures.....	20	@	20
Sulphate, pure crystal.....	50	@	50
Citrate.....	65	@	65
Phosphate.....	65	@	65
LEAVES.			
Buchu, short (Powd 25c).....	12	@	13
Sage, Italian, bulk (1/4s & 1/2s, 12c).....	18	@	20
Senna, Alex, natural.....	30	@	30
Senna, Alex, sifted and garbled.....	30	@	30
Senna, powdered.....	30	@	30
Senna tinnivelli.....	16	@	16
Uva Ursi.....	10	@	10
Bellefleur.....	35	@	35
Cedar, commercial (Pure 50c).....	35	@	35
Henbane.....	2.35	@	2.35
Rose, red.....	2.35	@	2.35
LIQUORS.			
W., D. & Co.'s Sour Mash Whisky.....	2.00	@	2.25
Druggists' Favorite Rye.....	1.75	@	2.00
Whisky, other brands.....	1.00	@	1.50
Gin, Old Tom.....	1.35	@	1.50
Gin, Holland.....	2.00	@	2.50
Brandy.....	1.75	@	2.00
Catawba Wines.....	1.25	@	1.50
Port Wines.....	1.35	@	1.50
MAGNESIA.			
Carbonate, Pattison's, 2 oz.....	23	@	23
Carbonate, Jennings', 2 oz.....	27	@	27
Citrate, H. P. & Co.'s solution.....	2.35	@	2.35
Calcined.....	70	@	70
OILS.			
Almond, sweet.....	45	@	50
Amber, rectified.....	1.40	@	1.40
Anise.....	1.50	@	1.50
Bay oil.....	1.50	@	1.50
Bergamont.....	2.00	@	2.00
Castor.....	18¢	@	20
Croton.....	2.00	@	2.00
Cajuput.....	75	@	75
Cassia.....	1.00	@	1.00
Cedar, commercial (Pure 50c).....	35	@	35
Citronella.....	45	@	45
Cloves.....	1.25	@	1.25
Cubeb, P. & W.....	8.00	@	8.00
Erigeron.....	2.00	@	2.00
Fenugreek.....	2.00	@	2.00
Geranium oil.....	75	@	75
Hemlock, commercial (Pure 75c).....	50	@	50
Juniper wood.....	50	@	50
Lavender berries.....	2.00	@	2.00
Lavender flowers, French.....	2.01	@	2.01
Lavender garden do.....	1.00	@	1.00
Lavender spike do.....	1.00	@	1.00
Lemon, new crop.....	1.70	@	1.70
Lemon, Sanderson's.....	1.75	@	1.75
Lemongrass.....	1.25	@	1.25
Origanum, red flowers, French.....	1.25	@	1.25
Origanum, No. 1.....	1.75	@	1.75
Pennyroyal.....	3.25	@	3.25
Peppermint, white.....	9.75	@	9.75
Rose oil.....	4.50	@	4.50
Rosemary, French (Flowers 50c).....	65	@	65
Sandal Wood, German.....	7.00	@	7.00
Sandal Wood, W. I.....	40	@	40
Sassafras.....	10	@	10
Tanzy.....	2.25	@	2.25
Wintergreen.....	2.25	@	2.25
Wormwood, No. 1 (Pure \$5.50).....	4.50	@	4.50
Savin.....	1.00	@	1.00
Black Diamond Machinery.....	2.50	@	2.50
Cod Liver, filtered.....	1.90	@	1.90
Cod Liver, best.....	3.50	@	3.50
Cod Liver, H. P. & Co.'s, 16.....	6.00	@	6.00
Live, Malaga.....	6.10	@	6.10
Orris.....	2.50	@	2.50
Salad.....	65	@	67
Rose, Hunsen's.....	9	@	75
POTASSIUM.			
Bicromate.....	14	@	14
Bromide, crystal and gran. bulk.....	35	@	35
Chlorate, crystal (Powd 23c).....	1.40	@	1.40
Iodide, crystal and gran. bulk.....	1.40	@	1.40
Prussiate yellow.....	30	@	30
ROOTS.			
Alkanet.....	15	@	15
Athlet, cut.....	27	@	27
Arrow, St. Vincent's.....	1.00	@	1.00
Arrow, Taylor's, in 1/4s and 1/2s.....	35	@	35
Blood (Powd 18c).....	12	@	12
Calamus, peeled.....	12	@	12
Calamus, German white, peeled.....	12	@	12
Elicampene, powdered.....	23	@	23
Gentian (Powd 17c).....	13	@	13
Ginger, African (Powd 16c).....	13	@	13
Ginger, Jamaica bleached.....	20	@	20
Gold Seal (Powd 40c).....	35	@	35
Hellebore, white, powdered.....	22	@	22
Ipecac, Rio, powdered.....	1.10	@	1.10
Jalap, powdered.....	37¢	@	37¢
Licorice, select (Powd 12¢).....	15	@	15
Licorice, extra select.....	15	@	15
Pink, true.....	35	@	35
Rhei, from select to choice.....	1.00	@	1.50
Rhei, powdered E. I.....	1.10	@	1.50
Rhei, choice cut.....	2.00	@	2.00
Rhei, choice cut fingers.....	2.25	@	2.25
Serpentina.....	60	@	60
Seneka.....	65	@	65
Sarsaparilla, Honduras.....	40	@	40

Sarsaparilla, Mexican.....	18	@	18
Squills, white (Powd 35c).....	20	@	20
Valerian, English (Powd 30c).....	20	@	20
Valerian, Vermont (Powd 28c).....	20	@	20
SEEDS.			
Anise, Italian (Powd 20c).....	13	@	13
Bird, mixed in 5 packages.....	5	@	6
Canary, Smyrna.....	3 3/4	@	4
Caraway, best Dutch (Powd 19c).....	11	@	12
Cardamom, Aleppee.....	2	@	2
Cardamom, Malabar.....	2	@	2
Celery.....	20	@	20
Coriander, best English.....	12	@	12
Fennel.....	15	@	15
Flax, clean.....	4	@	4
Flax, clean (bbl 3 1/2 gal.....	4	@	4 1/2
Foenugreek, powdered.....	8	@	9
Hemp, Russian.....	5	@	5 1/2
Mustard, white (Black 10c).....	1	@	1
Quince.....	7 1/2	@	8
Rape, prepared drop.....	14	@	14
Worm, Levant.....	14	@	14
SPONGES.			
Florida sheeps' wool, carriage.....	2.25	@	2.50
Nassau do do.....	2	@	2
Velvet Extra do do.....	1	@	1
Extra Yellow do do.....	85	@	85
Grass do do.....	65	@	65
Hard head, for slate use.....	75	@	75
Yellow Reef, do do.....	1	@	1.40
MISCELLANEOUS.			
Alcohol, grain (bbl \$2.17) 7 gal.....	2	@	2.25
Alcohol, wood, 45 per cent ex. ref.....	1	@	1.50
Anodyne Hoffman's.....	27	@	27
Arsenic, Donovan's solution.....	27	@	27
Arsenic, Fowler's solution.....	30	@	30
Anatto 1 lb rolls.....	2	@	2
Blue Solutio.....	2	@	2
Bay Rum, imported, best.....	2	@	2.75
Bay Rum, domestic, H. P. & Co.'s.....	2	@	2
Alum.....	3	@	2 3/4
Alum, ground (Powd 6c).....	3	@	3
Anatto, prime.....	32	@	32
Antimony, powdered, com'l.....	4 1/2	@	5
Arsenic, white, powdered.....	6	@	6
Balm Gilead Buds.....	1	@	1
Beans, Tonka.....	2	@	2.25
Beans, Vanilla.....	7	@	6 7/8
Bismuth, sub nitrate.....	1	@	1
Blue Pill (Powd 70c).....	45	@	45
Blue Vitriol.....	7 1/2	@	12
Borax, refined (Powd 13c).....	1	@	1.25
Cantharides, Russian powdered.....	18	@	18
Capsicum Pods, African.....	20	@	20
Capsicum Pods, African pow'd.....	18	@	18
Capsicum Powder, American do.....	18	@	18
Carmine, No. 40.....	4	@	4
Cassia Buds.....	12	@	12
Calomel, American.....	70	@	70
Chalk, prepared drop.....	1	@	1
Chalk, precipitate English.....	12	@	12
Chalk, red fingers.....	1	@	1
Chalk, white lump.....	1	@	1
Chloroform, Squibb's.....	1	@	1
Colocynth apples.....	1	@	1
Chloral hydrate, German crystals.....	1	@	1
Chloral do do do.....	1	@	1
Chloral do Scherlin's do.....	1	@	1
Chloral do do do.....	1	@	1
Chloroform.....	1	@	1
Cinchonidia, P. & W.....	55	@	60
Cinchonidia, other brands.....	55	@	60
Cloves (Powd 23c).....	20	@	30
Cocaine.....	45	@	45
Cocoa Butter.....	65	@	65
Copperas (by bbl 1c).....	2	@	2
Corrosive Sublim.....	1	@	1
Corks, X and XX—35¢ off list.....	38	@	40
Cream Tartar, pure powdered.....	15	@	15
Cream Tartar, grocer's, 10 lb box.....	50	@	50
Cresote.....	24	@	24
Cudbear, prime.....	24	@	24
Cuttle Fish Bone.....	24	@	24
Dextrine.....	12	@	12
Dover's Powders.....	1	@	1
Dragon's Blood Mass.....	45	@	45
Ergot powdered.....	1	@	1
Ether Squibb's.....	1	@	1
Emery, Turkish, all No.'s.....	2 1/2	@	50
Epsom Salts.....	50	@	50
Ergot, fresh.....	69	@	69
Ether, sulphuric, U. S. P.....	1	@	1
Flake white.....	14	@	14
Grains Paradise.....	35	@	35
Gelatin, Cooper's.....	45	@	45
Gelatin, French.....	45	@	45
Glassware, flint, 65 off, by box 55 off.....	12	@	17
Glycerine, green, 60 and 10 dis.....	17	@	28
Glue, cabinet.....	17	@	28
Glycerine, pure.....	23	@	26
Hops 1/2s and 1/4s.....	25	@	40
Iodoform 7/8 oz.....	85	@	100
Indigo.....	23	@	25
Insect Powder, best Dalmatian.....	2	@	2
Iodine, resublimed.....	2	@	2
Isinglass, American.....	1	@	1
Japanica.....	10	@	10
Lime, acetate.....	1	@	1
Lime, chloride, (1/2s 2s 10c & 1/4s 11c).....	1	@	1
Lupuline.....	1	@	1
Mezocarpium.....	1	@	1
Mace.....	12 1/2	@	13
Madder, best Dutch.....	1	@	1
Manna, S. F.....	1	@	1
Mercury.....	50	@	50
Mercuric Chloride, P. & W.....	3	@	3
Musk, Canton, H. P. & Co.'s.....	3	@	3
Moss, Iceland.....	1	@	1
Moss, Irish.....	1	@	1
Mustard, English, best.....	1	@	1
Mustard, grocer's, 10 lb cans.....	1	@	1
Nutgalls.....	1	@	1
Nutgers, No. 1.....	1	@	1
Onion, Yonkers.....	1	@	1
Ointment, Mercurial, 34d.....	1	@	1
Paris Green.....	18	@	18
Pepper, Black Berry.....	1	@	1
Peppin.....	3	@	3
Pitch, True Burgundy.....	6	@	7
Quassia.....	1	@	1
Quina, Sulph. P. & W.....	1	@	1
Quinine, other brands.....	1	@	1
Senna.....	1	@	1
Strychnia, cryst.....	1	@	1
Silver Nitrate, cryst.....	70	@	82
Red Precipitate.....	1	@	1
Saffron, American.....	1	@	1
Salt.....	1	@	1
Salt Nitre, large cryst.....	2	@	2
Salt Nitre, medium cryst.....	2	@	2
Salt Rochelle.....	2	@	2
Salt Soda.....	2	@	2
Saltin.....	2	@	2
Santonin.....	6	@	6
Snuffs, Macaboy or Scotch.....	1	@	1
Soda Ash (by keag 3c).....	1	@	1
Spermaceti.....	1	@	1
Soda, Bi-Carbonate, DeLand's.....	4 1/2	@	5
Soap, White Castile.....	14	@	14
Soap, Green do.....	17	@	17
Soap, Mottled do.....	17	@	17
Soap, do do.....	11	@	11
Soap, Mazzini.....	28	@	28
Spirits Nitre, 3 F.....	28	@	28
Spirits Nitre, 4 F.....	28	@	28
Sugar Milk powdered.....	28	@	28
Sulphur, flour.....	3 1/2	@	4
Sulphur, roll.....	3 1/2	@	4
Tartar Emetic.....	1	@	1
Tar, N. C. Pine.....	1	@	1
Tar, do quarts in tin.....	2	@	2
Tar, do pints in tin.....	1	@	1
Turpentine, Venice.....	1	@	1
White Yellow S. P. brand.....	7	@	8
Zinc, Sulphate.....	7	@	8
OILS.			
Capitol Cylinder.....	1	@	1
Model Cylinder.....	1	@	1
Shields Cylinder.....	1	@	1
Eldorado Engine.....	1	@	1
Challenge Machinery.....	1	@	1
Backus Fine Engine.....	1	@	1
Black Diamond Machinery.....	1	@	1
Castor Machine Oil.....	1	@	1
Pure Yellow S. P. brand.....	1	@	1
Paraffine, 28 deg.....	1	@	1
Sperm, winter bleached.....	1	@	1
Whale, winter.....	1	@	1
Lard, extra.....	1	@	1
Lard, No. 1.....	1	@	1
Linsed, pure raw.....	1	@	1
Linsed, boiled.....	1	@	1
Pure Yellow S. P. brand.....	1	@	1
Spirits Turpentine, strained.....	1	@	1
VARNISHES.			
No. 1 Turp. Coach.....	1	@	1
Extra Turp.....	1	@	1
Coach Body.....	1	@	1
No. 1 Turp. Furniture.....	1	@	1
Pure Yellow S. P. brand.....	1	@	1
Japan Dryer, No. 1 Turp.....	1	@	1
PAINTS.			
Boramine, White bulk.....	1	@	1
Boramine, 5 lbs.....	1	@	1
Boramine, Tints bulk.....	1	@	1
Boramine " 5 lbs.....	1	@	1
Red Venetian.....	1	@	1
Ochre, yellow Marselles.....	1	@	1
Putty, commercial.....	1	@	1
Putty, strictly pure.....	1	@	1
Vermilion, prime American.....	1	@	1
Vermilion, English.....	1	@	1
Green, Peninsular.....	1	@	1
Lead, red strictly pure.....	1	@	1
Lead, white, strictly pure.....	1	@	1
Whiting, white Spanish.....	1	@	1
Whiting, English.....	1	@	1
White, Paris American.....	1	@	1
Whiting Paris English cliff.....	1	@	1

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, JUNE 18, 1884.

MAKING A LEAD PENCIL.

Its Cost and Its Profits—A Pencil of Pre-historic Interest.
From the New York Sun.

"What does it cost to make a lead pencil?" said the manufacturer. "First let me tell you how we make a pencil. See this fine black powder? That's graphite. It costs 25 cents a pound. This white substance is German clay. It comes across the ocean as ballast in sailing vessels, and all it costs us is freight. We mix this clay and this powder together and grind them in a mill, allowing moisture to be added during the process, until the two are thoroughly assimilated and are reduced to a paste about the consistency of putty.

"This paste we press into these dies, each one of which is the size of a pencil lead, except in length. There are four leads in one of these. After they are pressed we cut them into the proper length and bake them in an oven kept at a very high heat. There we have the lead made. Its hardness is regulated by the greater or less amount of clay we mix with the graphite—the more clay we put in the harder the lead.

"The cedar we use comes principally from the swamps of Florida, and is obtained entirely from the fallen trees that lie there. The wood is delivered to us in blocks sawed to pencil lengths, some thick, to receive the lead, and others thin, for the piece that is glued on over the lead. The blocks are sawed for four pencils each. They are grooved by a saw, the groove being the place where the lead is to lie."

"The leads are kept in hot glue, and are placed in the grooves as the blocks are ready. When that is done the thin block is glued fast to the thick one. When dry the blocks are run through a machine that cuts the pencils apart. Then they are run through a machine that shapes and burnishes them, and they are ready to be tied in bunches, boxed and put out.

"The different grades in value are made by finer manipulations of the graphite. Here is a pencil that is about the average quality used in every day business. It costs a little more than one-quarter of a cent to get it ready for market. We sell it to dealers at 100 per cent. profit, and the dealer makes much more than that. Of this grade an operator and the machinery will easily make 2,500 a day.

"There is a pencil in that case. It's a cheap looking thing, isn't it? Don't look worth more than a cent does it?" Well, it would take a \$10 bill to buy that. The cedar that surrounds the lead in that pencil was centuries old, I guess, before any cedar that stands to-day began to grow. It was found taken from a marl-bed in Orange county, N. Y., at a depth of sixty feet, and near it was a mastodon's remains. That bone knob on the end of the pencil was a piece of that mastodon's tooth. No, I don't think \$10 would buy that pencil."

"Look at Your Canned Goods."

The top of every can is made with a hole in it. This is necessary, in the first place, in order that when the top is put on the full can the air may escape through the hole and allow the top to fit on tightly and be soldered without a leakage. The hole is stopped with solder, and the can subjected to the primary cooking process, or bathing. At the end of the proper time the can is taken from the bath and the heated air inside is allowed to escape, either by unsoldering the hole already made, as described above, or by punching a new hole. The latter process is used by some of the largest packers, and if a can is to be condemned for having two holes in it, none of their goods would stand the test. The former process leaves but a single hole in the can, but the contents of both cans have been served the same. It sometimes happens that the hole originally made, when unsoldered after the first cooking, is found to be checked with the contents of the can, and a second hole is necessary in order to allow the heated air to escape, and it by no means follows that because a can has two holes in it that it should be condemned. A "reprocessed" can is not one which has been swollen. It is simply a can in which a leak was discovered after the cooking was finished, and while the contents of the can are still perfectly sweet and good it is again heated in order to expel the air, and the leak is then stopped. A can once swollen cannot be saved by being reprocessed, and the buyers need have no fear on this score. Should the gas be allowed to escape from the can and the can be rebathed, the fermentation would still continue, and the can soon swell again. It is another fact that in soldering on the cap of the can with muriatic acid, none of the acid gets into the can. The cap fits on to a flange made in the top of the can. All the acid used goes into the groove made by this flange and none can get into the can. The amount used to each can is considerably less than a drop, and not the least harm is done to the contents of the can by its use.

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

My Neighbor and I.
M. Quad in the Detroit Free Press.
I am mad at the man on the southwest corner of the block, and he is mad at me, and it's all on account of nothing at all. We bought a mantel and grate just alike, and costing the same price. We had tiling just of the same pattern, laid down by the same man. For five years we were like brothers. If I had a sick horse I consulted him. We went over to his house to play old sledge, and his family came over to my house to play croquet. I'd have turned out of bed at midnight of the darkest night you ever saw, and walked twenty miles through mud thirty feet deep, to bring a doctor in case of sickness, and I'm certain he'd have done fully as much for me.

In an unfortunate hour my brother-in-law from Chicago paid me a visit. He said the mantel was very handsome, and the grate a perfect beauty, and added:
"But you want a brass fender."
"No!"
"Certainly you do. It will be an immense improvement."

A day or two after he returned home he sent me a brass fender from Chicago. He not only sent it as a present, but paid the express charges. Some one told the man on the southwest corner that I had a brass fender.

"It can't be!"
"But he has."
"I'll never believe it!"
"But I've seen it."

"Then he is a scoundrel of the deepest dye! Some folks would mortgage their souls for the sake of showing off a little." When this remark was brought to me I turned red clear back to the collar button. I called the southwest corner man a liar and a horse thief. I said that his grandfather was hung for murder and his oldest brother was in State prison. I advised him to sell out and go to the Cannibal Islands, and I offered to buy his house and turn it into a soap factory.

The usual results followed. He killed my cat and I shot his dog. He complained of my alley and I made him put down a new sidewalk. He called my horse an old plug, and I lied about his cow and prevented a sale. He got my church pew away by paying a higher price, and I destroyed his credit at the grocery. He is now maneuvering to have the city compel me to move my barn back nine feet, and I have all the arrangements made to buy the house next to him and rent it to an undertaker as a coffin warehouse.

According to a recent decision of the New York Supreme Court, a merchant who furnishes to a mercantile agency a statement of his affairs for its use, is responsible to those whom his statement reaches, and who are influenced by it, and in case his representations are false, an order of arrest founded on them will be sustained.

English watchmakers are considerably exercised over the fact that American watches are driving English watches out of the market.

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.

CARPETS AND CARPETINGS.

Spring & Company quote as follows:	
TAPESTRY BRUSSELS.	
Roxbury tapestry.....	@ 90
Smith's 10 wire.....	@ 80
Smith's extra.....	@ 85
Smith's B Palisade.....	@ 70
Smith's C Palisade.....	@ 65
Higgins' *.....	@ 82½
Higgins' **.....	@ 70
Sanford's extra.....	@ 82½
Sanford's Comets.....	@ 65
THREE-PLYS.	
Hartford 3-ply.....	@ 1 00
Lowell 3-ply.....	@ 1 00
Higgins' 3-ply.....	@ 1 00
Sanford's 3-ply.....	@ 97½
EXTRA SUPERS.	
Hartford.....	@ 77½
Lowell.....	@ 82½
Other makes.....	75 @ 77½
Best cotton chain.....	60 @ 62½
ALL WOOL SUPERFINES.	
Best 2-ply.....	57½ @ 60
Other grades 2-ply.....	52½ @ 55
WOOL FILLING AND MIXED.	
All-wool super, 2-ply.....	50 @ 55
Extra heavy double cotton chain.....	42½ @ 45
Double cotton chain.....	35 @ 40
Heavy cotton and wool, double c.....	30 @ 32½
Half d'l chain, cotton & wool, 2-ply.....	27½ @ 32½
Single cotton chain.....	19 @ 25
HEMPS.	
2-ply, 4-4 wide, extra heavy.....	27½ @ 30
B, 4-4 wide.....	@ 22
Imperial, plain, 4-4 wide.....	@ 18½
D, 3-3 inches.....	@ 17
OIL CLOTHS.	
No. 1, 4-4, 5-4, 6-4 and 8-4.....	@ 45
No. 2, do.....	@ 37½
No. 3, do.....	@ 30
No. 4, do.....	@ 25
MATTINGS.	
Best all rattan, plain.....	@ 62½
Best all rattan and cocon, plain.....	@ 52½
Napier A.....	@ 50
Napier B.....	@ 40
CURTAINS.	
Opaque shades, 38 inch.....	@ 15
Holland shades, 13 finish, 4-4.....	@ 13
Pacific Holland, 4-4.....	@ 10
Hartshorn's fixtures, per gross.....	@ 38
Cord fixtures, per gross.....	@ 10

MILLINERY GOODS.

J. J. Van Leuven quotes as follows:
HATS.
Cantons.....per doz 2 25 @ 3 00
Milans.....4 00 @ 6 00
Fine Milans.....9 00 @ 12 00
Superfine Milans.....15 00 @ 18 00
Chip.....5 00 @ 15 00

BLACK GRAPE.

Samuel Courtland & Co.'s brand.
4-4.....per yard 50 @ 75
4-4.....85 @ 1 25
4-4.....1 50 @ 2 00
5-4.....1 75 @ 2 50
5-4.....2 75 @ 3 00
5-4.....3 25 @ 4 50

RIBBONS.

Satin and GG, all silk, extra heavy, all colors.
No. 4.....1 00
No. 5.....1 25
No. 7.....1 50
No. 9.....1 85
No. 12.....2 25
No. 16.....2 75
Second quality, all colors.
No. 4.....40
No. 5.....50
No. 7.....70
No. 9.....85
No. 12.....90
No. 16.....1 10

SHIELDS, BULKLEY & LEMON,

IMPORTERS

—AND—

Wholesale Grocers,

CORNER IONIA & ISLAND STREETS.

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.

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.

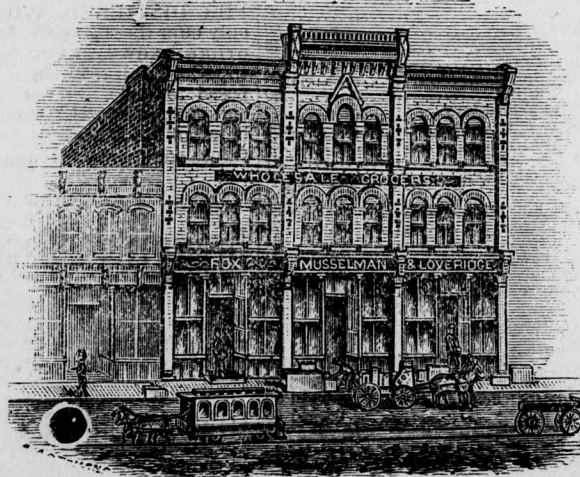
SEED BUCKWHEAT

We have a choice lot of Seed Buckwheat, which we offer to the trade at \$1.25 per bushel.

SEED STORE,

91 Canal street.

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.

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.
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.

SPRINC & COMPANY

—WHOLESALE DEALERS IN—

FANCY AND

STAPLE DRY GOODS

CARPETS,

MATTINGS,

OIL CLOTHS,

ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids,

Michigan.



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,umes, Flowers,

Feathers & Ornaments, Stamped Goods.

STAMPING PATTERNS

70 MONROE STREET,

GRAND RAPIDS, - MICHIGAN.

L. H. BEALS & SON

Manufacturers of

Whips & Lashes,

Westfield, Mass.

OFFICE

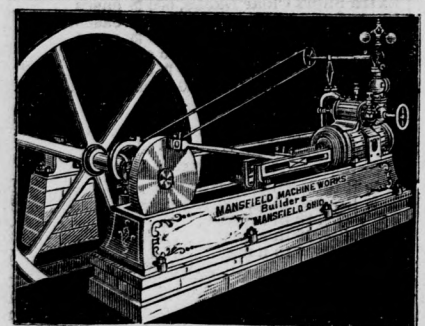
—AND—

SALESROOM

NO. 4 PEARL STREET,

GRAND RAPIDS, MICH.

G. ROYS & CO., Gen'l Agents



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.,

Grand Rapids, Mich., Wholesale and Retail

IRON PIPE,

BRASS GOODS, IRON AND BRASS FITTINGS

MANTLES, GRATES, GAS FIXTURES,

PLUMBERS, STEAM FITTERS,

—And Manufacturers of—

Galvanized Iron Cornice.

MOSELEY BROS.,

Wholesale

Oleum, 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.

RETAILERS,

If you are selling goods to make
a profit, sell

LAVINE

WASHING POWDER.

This Washing Powder pays the Retailer a larger profit than any in the Market, and is put up in handsome and attractive packages with picture cards with each case. We guarantee it to be the best Washing Powder made and solicit a trial order. See prices in Price-List.

Hartford Chemical Co.

HAWKINS & PERRY

STATE AGENTS,

GRAND RAPIDS, - MICHIGAN.

CHAPMAN'S

CELEBRATED

MINNOW

PROPELLER

The best

BASS

—AND—

PICKEREL

BAIT

IN THE

World.

CALKINS

BROS.

105 Ottawa St.

Agents and dealers in all
kinds of fishing tackle and
gun goods.

Sent to any address
on Receipt of Price
Liberal discount to dealers.

Nos. 1, 2, 3, 4, 5.

Price 75, 65, 60, 50, 50c

City Bottling Works

BOTTLED LAGER,

PINTS, PFR DOZ.

50 CENTS.

BOTTLED ALE,

PINTS, PER DOZ.

75 CENTS.

BOTTLED PORTER,

PINTS, PER DOZ.,

75 CENTS.

BOTTLED CIDER,

QTS, PER DOZ.,

\$1.20.

All Goods Warranted

the BEST in the

Market.

TELEPHONE NO.

272.

EDMUND B. DIKEMAN,

—THE—

GREAT WATCH MAKER,

—AND—

JEWELER,

44 CANAL STREET,

GRAND RAPIDS, - MICHIGAN.

MICHIGAN COMMERCIAL TRAVELERS' ASSOCIATION.

Incorporated Dec. 10, 1877—Charter in Force for
Thirty Years.

LIST OF OFFICERS:
President—RANSOM W. HAWLEY, of Detroit.
Vice-Presidents—CHAS. E. SNEDEKER, Detroit;
L. W. ATKINS, Grand Rapids; I. N. ALEXAN-
DER, Lansing; U. S. LORD, Kalamazoo; H. E.
MERKLE, Bay City.
Secretary and Treasurer—W. N. MEREDITH,
Detroit.
Board of Trustees, For One Year—J. C. PON-
TUS, Chairman, S. A. MURGER, H. E. WHITE,
For Two Years—D. MORRIS, A. W. CULVER.

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts
of Last Resort.

Wages—When Due.

In the absence of an agreement as to when work to be done it to be paid for, the law requires payment therefor as soon as completed, according to the decision of the Supreme Court of Indiana in the recently decided case of Auglie vs. Landis.

Common Carrier—Garnishee.

A common carrier is not liable upon a garnishee summons for personal chattels in its possession, in actual transit at the time the summons is served; so held by the Supreme Court of Wisconsin in the case of Bates vs. C. M. & St. P. Railway.

Taxation—Liability.

In the opinion of the Supreme Court of Pennsylvania taxes on real estate cannot be apportioned, and the owner chargeable with taxes at the beginning of the year is liable for the taxes of the whole year, though he be alien during the year. The alienee is not liable.

Breach of Contract.

A sale made by manufacturer carries with it an implied warranty that the articles are reasonably fit for the purpose for which they were manufactured, and if they are not fit for that purpose the manufacturer is liable for the damage caused by the breach of his contract. So held by the Supreme Court of Indiana in the recently decided case of Pol and vs. Miller et al.

Ejectment—Deeds.

Where a deed made by the plaintiff in ejectment and others described the grantors and said first parties conveying their interest as heirs of said deceased, the Supreme Court of Pennsylvania, case of Young vs. Cayle, held the conveyance was only of an interest of the grantors as heirs of the decedent, and not of their share in the same estate under the will of a deceased brother.

Life Insurance—Fraud.

The implied warranty of validity of title imputed to one who sells a note, bond, or other chose in action will not enable the assignee of a fraudulent life insurance policy to recover on such implied warranty when he has himself been a party to the fraud or cognizant of it, according to the decision of the Supreme Court of Pennsylvania in the recently decided case of Blattenberger vs. Holman.

Fraudulent Conveyance.

A voluntary conveyance is fraudulent as against existing creditors when the grantor or has no other property subject to execution, according to the decision of the Supreme Court of Indiana in the recently decided case of Williams vs. Osborne, administrator. Such a conveyance may be avoided by creditors on proof that the debtor had no other property subject to execution at the time conveyance was made and the suit instituted.

Life Insurance—Effect of Endorsement as to Payment.

The constitution of a benevolent order provided that the member might cause to be entered on the record book a direction to whom the benefit should be paid, or might have a benefit certificate issued to him. In case of no direction either by will, entry or benefit certificate, the lodge might cause payment to be made to parties entitled thereto. The benefit certificate expressed that payment would be made to such person "as he may, by will or entry on record book, or on the face of this certificate direct." He took out a certificate when unmarried and indorsed on it that it was his will that payment should be made to his sister. He afterward married, and shortly afterward died. The certificate remained in his possession, never having been delivered to his sister. In this case, Highland vs. Highland, appealed to the Illinois Supreme Court, it was held that the non-delivery of the certificate did not affect the claims of the sister; that the fact that the fund was by the terms of the charter a widow's and orphan's fund did not affect her claims, when the charter also provided that the fund should be "paid to his family or as he may direct;" that a subsequent writing giving in general terms all his effects to his wife does not revoke the certificate.

Fire Insurance—Duration of Risk.

A policy of insurance was taken out on a mill and machinery for "one year, from June 10, 1877, to June 10, 1878;" on June 13, 1878, application was made for renewal, and on June 19, 1878, a renewal was issued "for one year, from June 10, 1878, to June 10, 1879." On June 16, 1879, the mill and contents burned, and the insurance money was sought to be recovered under the claim that the renewal extended for a year from the date of its issue. The case, Fuchs vs. Germantown Mutual Insurance Company, was carried to the Wisconsin Supreme Court, which held that the policy and renewal expired before the fire, and that neither was in force at the time of the fire. The clause in the written agreement of insurance, definitely fixing the precise time of the duration of the risk, should not be rendered nugatory, or such time extended by mere construction.

If, when a debt is due, the debtor is out of the State, the "six years" do not begin to run until he returns. If he afterward leaves the State, the time forward runs the same as if he remained in the State.

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

The Toughest Story Ever Told.

Mr. J., a seedy old bachelor of a certain Northern county was one of the most penurious men I ever saw. I once met him in a country store, where the following scene took place:

"I'm coming up to make a pretty big bill with you in a few days, but all I want today is a darned needle. Have you got any?"

"All right, I've got the best lot you ever saw."

"What do you want for them?"

"My usual price is two cents; but as you are going to make a big bill, you may have one for one cent."

"All right, I'll take it. (Reaching down in the pocket of his long-tailed duster and producing an egg.) I've brought you an egg to pay for it; eggs are worth ten cents a dozen."

"That's all right." Takes the egg and lays it in a box; and goes to wait upon another customer.

After a little while Mr. J. addresses the merchant again:

"Say Mr. S., don't you treat a feller sometimes when he trades with you? I feel like an eye-opener would do me right smart of good this frosty mornin'?"

"There's some back there, help yourself."

J. takes the bottle and pours out a pretty good one. "I'd like to have a little sugar, and—say, do you care if I put this egg in it?" Taking the egg out of a box.

"That's all right, help yourself."

J. puts in the sugar and then breaks the egg and finds two yolks in it. "Say, Mr. S., is this the egg I let you have?"

"Yes, why?"

"Cause, it's got two yallers in it, and dam'f you don't owe me another darning needle."

A Man of Steady Habits.

"Yes, I am a man of steady habits," remarked an anxious applicant for work at a jobbing house, "if I do say it myself."

"You certainly are," acknowledged the proprietor. "Very steady habits, particularly in one respect."

"What is that?" asked the man.

"Drinking. You are a steady drinker."

Orders for all kinds of butter desired will be filled promptly and satisfaction guaranteed by E. Fallas, wholesale dealer in butter and eggs, 125 and 127 Canal street, Grand Rapids.

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.

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

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..... 9:30 p m

ARRIVE.
*Pacific Express..... 6:4 a m
*Local Passenger..... 11:20 a m
*Mail..... 3:30 p m
*Grand Rapids Express..... 10:25 p m
*Daily except Sunday. *Daily.
The New York Fast Line runs daily, arriving at Detroit at 11:45 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 at 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 3:45 p. m. next day.

A train leaves Detroit at 4 p. m. daily except Sunday with drawing room car attached, arriving at Grand Rapids at 10:25 p. m.

J. T. SCHULTZ, Gen'l Agent.

Detroit, Grand Haven & Milwaukee.

GOING EAST.
*Steamboat Express..... 6:10 a m
*Through Mail..... 10:10 a m
*Evening Express..... 3:20 p m
*Atlantic Express..... 9:45 p m
*Mixed, with coach..... 10:00 a m

GOING WEST.
*Morning Express..... 12:40 p m
*Through Mail..... 4:45 p m
*Steamboat Express..... 10:30 p m
*Mixed..... 8:00 a m
*Night Express..... 5:10 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.
Cincinnati & G. Rapids Ex. 9:22 p m
Cincinnati & Mackinac Ex. 9:22 a m
Ft. Wayne & Mackinac Ex. 3:57 p m
G'd Rapids & Cadillac Ac. 7:15 a m

GOING SOUTH.
G. Rapids & Cincinnati Ex. 6:32 a m
Mackinac & Cincinnati Ex. 4:05 p m
Mackinac & Ft. Wayne Ex. 10:25 a 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 4:50 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..... 8:30 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 8:30 p. m. trains.

NEWAYGO DIVISION.
Leaves. Arrives.
Mixed..... 5:00 a m 5:15 p m
Express..... 4:10 p m 8:30 p m
Express..... 8:30 a m 10:15 a m
Trains connect at Arden avenue for Chicago as follows: Mail, 10:30 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.

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.

ARCTIC



IMPROVED
BAKING
POWDER

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.

PERKINS & HES

—DEALERS IN—

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.

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.

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.

L. C. Bradford, Otherwise Known as

A Representative Jobbing House.

Features of the Week.

A Detroit clerk says it is a great deal easier to serve homely than handsome women. He couldn't have asid a worse thing for his future peace of mind, for every woman who hears of it will of course make him as much trouble as possible, for fear he will think her homely.

Tomatoes and cucumbers in Florida are so plenty and cheap that hundreds of acres of them are being plowed in as unworthy the cost of picking and transportation.

The Best Selling Goods of the Kind on the Market.

In furtherance of this conclusion, they have been experimenting for some time on the kinds of tobacco, and the manner of preparing them, best suited to the Michigan trade, and after an expenditure of a considerable amount of money have finally hit upon an article that they confidently claim will "knock the spots" off of any other brand in the market, and the reports thus far received from the dealers in whose hands the goods have been placed are abundantly reassuring, and tend to convince the firm that they have not overestimated the merits and taking properties of their new brand. It is styled "Tramway Plug" and is intended to suit the taste of the artisan, farmer and lumberman, as well as the more capricious fancy of the professional man. It is made only from the choicest leaf and unlike many of the brands now on the market, is not doped with either cheap molasses or glycerine. Its sweetening properties are derived wholly from the use of pure granulated sugar, and the licorice used is the pure article. The combination hereupon secures a flavor not equalled by any other goods on the market, and creates a relish that is as pleasing as it is lasting. Old chompers pronounce the goods the best that have ever been brought to their notice. It is put up with Virginia bright, chocolate and black wrappers, making it exceedingly attractive. As a piece of goods on which dealers may rely for genuine satisfaction, sure sales, and good profits, "Tramway" stands without a rival.

The World's Sugar Supply.

The Glasgow *Herald* thus diagnoses the present condition and outlook of the sugar markets of the world:

conditions do not favor an increase on small crop of last year. As to British V. Indies, the crop was at no time expected to exceed last year's and at present prices many places it will not pay the expense of reaping. On the whole, the supply of sugar for the next five months will be tailed, while the low prices will greatly stimulate consumption. On the Continent nearly 2,000,000 tons are now used where only one-tenth was used 30 years ago. In the United Kingdom in 1853 the consumption was about 370,000 tons; in 1883 it was three times that quantity, or 1,100,000 tons, and it is probable that by 1913 the consumption will approach 1,200,000 tons. Therefore, the present visible supply appears large, it should not be forgotten that the requirements are greater than ever before, and present prices are much below the cost of production and 20 per cent. below what they were even known to be over any extended period.

One million boxes of matches are produced daily by one machine in use at a factory in Sweden. The statement seems incredible, but it is well vouched for.

There are said to be at present 6,000 makers out of employment in Havana.

AXLE GREASE.

AXLE GREASE.		
Razors' ..		70
Diamond ..		60
Modoc	½ doz.	90
Paragon....	doz.	70
Paragon, 20 lb pails.		90
BAKING POWDER.		
Arctic ¼ lb cans.	½ doz.	45
Arctic ½ lb cans.	doz.	75
Arctic ¾ lb cans.	doz.	1 40
Arctic 1 lb cans.	doz.	2 40
Arctic 5 lb cans.	doz.	12 00
BLUING.		
Dry, No. 2.....	doz.	25
Dry, No. 1.....	doz.	45
Liquid, 4 oz.....	doz.	35
Liquid, 8 oz.....	doz.	60
Arctic 4 oz.....	½ gross	8 00
Arctic 16 oz.....	doz.	12 00
Arctic No. 1 pepper box.		2 00
Arctic No. 2.....		3 00
Arctic No. 3.....		4 50
BROOMS.		
No. 1 Carpet.....		2 50
No. 2 Carpet.....		2 25
No. 1 Parlor Gem..		3 00
No. 1 Hurl.....		75
No. 2 Hurl.....		1 25
Fine Hair Whisk..		85
Common Whisk....		85
CANNED FISH.		
Cove Oysters, 1 lb standards.		1 15
Cove Oysters, 2 lb standards.		1 85
Cove Oysters, 1 lb slack filled.		1 25
Cove Oysters, 2 lb slack filled.		1 25
Clams, 1 lb standards.		1 65
Clams, 2 lb standards.		2 65
Lobsters, 1 lb standards.		2 70
Lobsters, 2 lb standards.		3 70
Picnics.....		1 50
Mackerel, 1 lb fresh standards.		1 20
Mackerel, 5 lb fresh standards.		6 50
Mackerel in Tomato Sauce, 3 lb.		3 50
Mackerel, 3 lb in Mustard.		3 50
Mackerel, 3 lb broiled.		3 50
Salmon, 1 lb Columbia river.		1 60
Salmon, 2 lb Columbia river.		2 50
Salmon, Sacramento.		1 10
Sardines, domestic ¼s.		8
Sardines, domestic ½s.		12 24
Sardines, Mustard ½s.		15
Sardines, imported ¼s.		15
Sardines, imported ½s.		20
Sardines, imported ¾s, boneless.		32
Sardines, Russian kegs.		50
Trout, 3 lb brook.		3 00
CANNED FRUITS.		
Apples, 3 lb standards.		1 00
Apples, gallons, standard, Erie.		2 75
Apples, quinces, standards.		1 20
Cherries, red.....		1 00
Cherries, white.....		1 75
Damsons.....		1 20
Egg Plums, standards.		2 35
Egg Plums, Erie.		1 45
Green Gages, standards 2 lb.		1 40
Green Gages, Erie.....		1 75
Peaches, 3 lb Extra Yellow.		2 00
Peaches, seconds.		1 65
Pie Peaches 3 lb.....		1 30
Pineapples, 2 lb stand.		1 40
Quinces.....		1 45
Raspberries, 2 lb stand.		1 40
Raspberries, 2 lb standards.		1 40
Strawberries, 2 lb standards.		1 10
CANNED FRUITS—CALIFORNIA.		
Apricots, Lusk's.....		2 75
Egg Plums.....		2 85
Green Gages.....		2 85
Pears.....		3 00
Quinces.....		3 25
CANNED VEGETABLES.		
Asparagus, Oyster Bay.....		3 25
Beans, Lima.....		85
Beans, String.....		80
Beans, Boston Baked.		1 65
Beans, Stringless.....		1 15
Corn, Erie.....		1 20
Corn, Revere.....		1 15
Corn, Egyptian.....		1 10
Corn, Yarmouth.....		1 20
Corn Trophy.....		1 50
Corn, 2 lb standards.		1 15
Corn, Acme.....		1 25
Mushrooms, French.....		22¢
Peas, standard Marrofat.....		1 40
Peas, 2 lb standard (new).		1 60
Peas, 2 lb Beaver.....		75
Peas, French 2 lb.....		25¢
Pumpkin, 3 lb Golden.....		85
Succotash, 2 lb B. & M.....		1 75
Squash, 3 lb standards.		1 20
Tomatoes, 3 lb Dilworth's.		1 20
Tomatoes, 3 lb B. & M.		1 15
Tomatoes, Gal. Erie.....		2 95
Tomatoes, Acme 3 lb.		1 00 1 20
CAPS.		
G. D., 1 lb.....	35	Ely's Waterproof
Musket.....	75	
CHOCOLATE.		
Boston premium.....		@36
Baker's premium.....		@40
Runkles.....		@35
German sweet.....		@25
Vienna Sweet.....		@27
COFFEE.		
Green Rio.....12 @14	Roasted Mex. 17½ @15	
Green Java.....17 @27	Ground Rio. 9½ @17	
Green Mocha.....27 @77	Ground Mex. 9½ @17	
Roasted Rio.....@34	XXXXXXXXXXXX	
Roasted Java.....@34		@15
Roasted Mar. 17.....@19	Dilworth's.....@16	
Roasted Mocha.....@34	Levering's.....@16	
CORDAGE		
75 foot Jute.....1 35	60 foot Cotton.....1 75	
60 foot Jute.....1 15	50 foot Cotton.....1 50	
FLAVORING EXTRACTS.		
Lemon.		
Jennings' 2 oz.....	½ doz. 1.	
" 4 oz.....	doz. 2.	
" 8 oz.....	doz. 3.	
" No. 2 Taper.....	1.	
" No. 4.....	1.	
" ¼ pint round.....	9.	
" No. 8.....	3.	
" No. 10.....	4.	
Jennings' 2 oz.....	Vanilla. ½ doz. 1.	
" 4 oz.....	doz. 2.	
" 6 oz.....	doz. 3.	
" 8 oz.....	doz. 4.	
" No. 4 Taper.....	1.	
" ¼ pint round.....	15.	
" 1 pint round.....	15.	
" No. 10.....	0.	
FAUCETS.		
Faucets, self measuring.....	@2.	
Faucets, common.....	@.	
FISH.		
Whole Cod.....	43¢ @.	
Boneless Cod.....	50¢ @.	
Herring ¼ bbls. 100 lb.	2 75¢ @.	
Herring Sack.....	20¢ @.	
Herring Holland.....	7.	
White, Family, ¼ bbls.	1.	
To White, No. 1, 10 lb kits.	1.	
White, No. 1, 12 lb kits.	1.	
Trout, No. 1, 12 lb kits.	4.	
Mackerel, No. 1, 12 lb kits.	1.	
Crabs.....	6.	
Mackerel, No. 1, 12 lb bbls.	1.	
Mackerel, No. 1, 12 lb kits.	1.	
FRUITS.		
London Layers, 10w.....	2 50¢ @.	
Loose Muscadine Raisins, new.	75¢ @.	
New Valencia Raisins.....	50¢ @.	
Dehesia.....	@.	
Ondara.....	@.	
Gro. Turkey Prunes.....	61¢ @.	
Currents.....	51¢ @.	
Citron.....	18¢ @.	
Dried Apples.....	8 ¢ @.	
MATCHES.		
Richardson's No. 2 square.....	50¢ @.	
Richardson's No. 3 do.....	50¢ @.	
Richardson's No. 5 do.....	50¢ @.	
Richardson's No. 6 do.....	50¢ @.	
Richardson's No. 8 do.....	50¢ @.	
Richardson's No. 9 do.....	50¢ @.	
Richardson's No. 4 round.....	50¢ @.	
Richardson's No. 7 do.....	50¢ @.	
Richardson's No. 7½ do.....	50¢ @.	
Electric Parlor No. 17.....	50¢ @.	
Electric Parlor No. 18.....	50¢ @.	
Grand Haven, No. 9.....	50¢ @.	
Grand Haven, No. 8.....	50¢ @.	
20 gross.....special price.		
MOLASSES.		
Black Strap.....	20¢ @.	
Porto Rico.....	20¢ @.	
New Orleans, fancy.....	50¢ @.	
New Orleans, family.....	50¢ @.	
Syrups, Sugar.....	27¢ @.	
OATMEAL.		
185 lb pkgs.....	@.	
382 lb pkgs.....	@.	
Imperial bbls.....	@.	
Quaker brand.....	@.	
Quaker brand.....	@.	

Kerosene W. W.....	13
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do.	Legal test	11
Sweet, 2 oz. square		1
Castor, 2 oz. round		1.00
Castor, 2 oz. square		.75
Castor, 2 oz. round		1.00
PICKLES.		
Choice in barrels med.		7.50
Choice in 1/4 do		4.50
Dingee's 1/4 do small		4.00
C. & B. English glass fancy		4.25
Dingee's pints do		2.50
American qt. in Glass		2.00
C. & B. English pints in Glass		3.00
C. & B. English pints		3.00
Chow Chow, mixed and Gerkins	quarts.	6.00
Dingee & Co.'s C. M. & G. Eng. style, qts	4.50	
"	pints	3.00
"	pts.	2.75
PIPES.		
Imported Clay 3 gross		2 250 0 00
Imported Clay No. 216		61 00
American T. D.		900 0 00
RICE.		
Choice Carolina		6 1/2
Prime Carolina		7 1/2
Jaya		6
Patna		6 1/2
Rangoon		5 1/2
SALERATTS.		
DeLand's pure		6 1/2
Church's		6 1/2
Capo's, T. M.		6 1/2
Cap Sheaf		6 1/2
Dwight's		6 1/2
Sea Foam		6 1/2
S. B. & L.'s Best		6 1/2
SALT.		
60 Pocket		2.50
28 Pocket		2.25
100 3 b packets		2.65
Saginaw Fine		1.00
Diamond C.		1.00
Standard Coarse		1.55
SAUCES.		
Lee & Perrins Worcestershire, pints.		2 1/2
Lee & Perrins Worcestershire, 1/2 pts.		1 1/2
Piccadilly, 1/2 pints.		61
Halford Sauce, large		61
Pepper Sauce, red small		61
Pepper Sauce, green		61
Pesper Sauce, red large ring		61
Pepper Sauce, green, large ring		61
Catsup, Tomato, pints.		61
Capeo's, T. M., quarts		61
Horseradish, 1/2 pints		61
Horseradish, pints.		61
Capers, French surines		61
Olives, Queen, 16 oz bottle		61
Olives, Queen, 27 oz bottle		61
Olives, pints, Antonia & Co.'s		61
Olive Oil, pints, Antonia & Co.'s		61
Olive Oil, 1/2 quarts, Antonia & Co.'s		61
SEEDS.		
Hemp		5
Canary		7
Rape		5
Mixed Bird		5 1/2 0 00
SOAP.		
Kirk's American Family		6 1/2
do. India		6 1/2
do. Savon		6 1/2
do. Satinet		6 1/2
do. Revenue		6 1/2
do. Wile and Wile		5 40
Goodrich's English Family		5
do. Princess		4
Procter & Gamble's Ivory		6 1/2
do. Japan Olive		3 75
do. Town Talk		6 1/2
do. Golden Bar		4 20
do. Arab		3 45
do. Amber		3 75
do. Mottled German		4 20
Procter & Gamble's Velvet		6 1/2
Procter & Gamble's Good Luck		6 1/2
Procter & Gamble's Wash Well		6 1/2
Badger		6 1/2
Gowan & Stover's New Process 3 lb bar		6 1/2
Tip Top		3 lb bar
Ward's White Lily		6 1/2
Hammerchief		6 1/2
Sidall's		5 20
Babbitt's		3 00
Dish Rag		5 00
Magnetic		4 20
New French Process		4 50
Spoon		4 50
Ward's White Lily		4 50
Vaterland		3 20
Magie		4 00
Pittsburgh		4 00
White castle bars		1 00
Mottled castle		1 00
Old Style		1 00
Old Country		1 00
Lautz Bros. & Co.		
Acme, 70 1 b bars		6 1/2
Acme, 25 3 b bars		6 1/2
Towel, 25 bars.		6 1/2
Napkin, 25 bars.		6 1/2
Best American, 60 1 b blocks		6 1/2
Best American, 100 1 b blocks, plain		6 1/2
Shamrock, 100 cakes, wrapped		6 1/2
Master, 100 1 b cakes		6 1/2
Stearine, 100 1 b cakes		6 1/2
Marcellus, white, 100 1 b cakes		6 1/2
Cotton Oil, white, 100 1 b cakes		6 1/2
Lautz's 60-1 b blocks, wrapped		6 1/2
German Mottled, wrapped		6 1/2
Savon Republic, 80 1 b boxes		6 1/2
Blue Danube, 60-1 b blocks		6 1/2
London Family, 60-1 b blocks		6 1/2
London Family, 3-4 bars 80 lb		6 1/2
Caen, 100 cakes, wrapped		6 1/2
Nickel, 100 cakes, wrapped		6 1/2
Climax, 100 cakes, wrapped		6 1/2
Boss, 100 cakes, wrapped		6 1/2
Marseilles Castle, Toilet 3 doz in box		6 1/2
SPICES.		
Ground Pepper, in boxes and cans.		10 00
Ground Allspice		12 00
Cinnamon		10 00
Cloves		20 00
Ginger		17 00
Cassia		15 00
Cayenne		25 00
Pepper 1/2 lb down.		15 00
Allspice 1/2 lb.		15 00
Nutmeg, 100 cakes, wrapped		1
Cloves 1/2 lb.		@
Pepper, whole.		@
Allspice		@
Palmiro, 100 cakes, wrapped		@
Cloves.		20
Nutmegs, No. 1.		70
STARCH.		
Muzzy Gloss 1 lb package.		35
Muzzy Gloss 3 lb package.		50
Muzzy Gloss 10 lb boxes.		30
Muzzy Gloss bulk.		25
Muzzy Corn 1 lb.		6 1/2
Special prices on 1,000 lb orders.		
Kingsford 60-1 b boxes.		6 1/2
Kingsford Silver Gloss 6 lb box.		8 1/2
Kingsford Corn.		8 1/2
Oseweg Gloss.		28
Mirror Gloss.		50
Gloss Gloss.		50
Piel's Pearl.		75
Niagara Laundry, 40 lb box, bulk.		10
" Laundry, 60 lb, 180 lb.		15
" Gloss, 40 lb packages.		20
" Gloss, 30 3 b packages.		50
" Gloss, 6 lb box, 72 lb crate.		90
Corn, 40 lb packages.		10
American Starch Co's		10
1 lb Gloss.		20
10 oz Gloss.		20
3 b Gloss.		20
6 lb Gloss, wood boxes.		40
Table Corn.		20
Banner, bulk.		20
STONEWARE.		
Jugs 9 gallon.		58 1/2
Crocks.		1
Milk Crocks.		1
STOVE POLISH.		
Rising Sun gross, 5 88 Dixon's gross.		2 70
Universal.		2 70
" 5 88 Above 9 dozen.		2 70
" 5 50		2 70
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Pure Loaf Sugar.5 g

	Japan ordinary.	24@30	Young
	Japan fairer.	32@35	Gun P
	Japan fair to g'd.	36@57	Oolong
	Japan fine.	40@59	Congo
	Japan dust.	15@20	
	TOBACCO—FINE C		
	Rose Bud.		*
	C R.		
	Peaches.		
	Morrison's Fruit.		
	Victor.		
	Dumoni Crown.		
	Red Bird.		
	Opera Queen.		
	Sweet Rose.		
	Green Back.		
	Fruit.		
	O So Sweet.		
	Prairie Flower.		
	Chimney [light and dark].		
	Matchless.		
	Hiawatha.		
	Globe.		
	May Flower.		
	Holly.		
	Atlas.		*
	Royal Game.		
	Silver Thread.		
	Kentucky.		
	Mule Ear.		
	Peek-a-Boo.		
	Barby and Co.'s barrels.		
	Clipper, Fox's.		
	Clipper, Fox's, in half barrels.		
	Fountain.		
	Concess.		
	Good Luck.		
	Good and Sweet.		
	Blaze Away.		
	Hair after.		
	Oil Glue.		
	Charm of the West, dark.		
	Governor, in 2 oz tin foil.		
	PLUG.		
	B. F. P.'s Favorite.		
	Old Kentucky.		
	Big Four, 2x12.		
	Big Four, 3x12.		
	Big Four, 4x12, all sizes.		
	Turkey, 16 oz., 2x12.		
	Blackbird, 16 oz., 3x12.		
	Seal of Grand Rapids.		
	Glory.		
	Diamond.		
	Silver Coin.		
	Buster [Dark].		
	Black Prince [Dark].		
	Old Bluff, black.		
	Leggett & Myers' Star.		
	Climax.		
	Hold Fast.		
	Nickle Nugget 6c and 12 lb ca		
	Cock of the Walk 6s.		
	Black Spun Roll.		
	Red God.		
	Acorn.		
	Red Seal.		
	Crecent.		
	Black Base.		
	True Grit.		
	Nobby Spun Roll.		
	Spring.		
	Big Smoke styles.		
	Mackinaw.		
	Horse Shoe.		
	Good Luck.		
	Big Hunk J.T.		
	Hair Lifter.		
	D. and D., black.		
	McAlpin's Green Shield.		
	Blue Bunker.		
	Champion A.		
	Sailors' Solace.		
	Red Star.		
	Shot Gun.		
	Jumbo.		
	Apple Jack.		
	Jack Rabbit.		
	SMOKING.		
	Morning Dew.		
	Chain.		
	Seal of Grand Rapids.		
	Flirt.		
	Pug.		
	Ten Penny Durham, ½ and 1 lb.		
	Amber, ¼ and 1 lb.		
	Red Fox Smoking.		
	Lime Kiln Club.		
	Nickel Nickel's Durham Long.		
	Vanity Fair.		
	Dime.		
	Peerless.		
	Standard.		
	Old Tom.		
	Tom & Jerry.		
	Joker.		
	Traveler.		
	Maiden.		
	Toppy.		
	Navy Clippings.		
	Honey Dew.		
	Gold King.		
	Pump Fire.		
	Oronoko.		
	Nigger Head.		
	Durham, ¾ do.		
	do ¾ do.		
	do ½ do.		
	do 1 lb.		
	Holland.		
	German.		
	Long Tom.		
	National.		
	Time.		
	Myr's Dream.		
	Conqueror.		
	Fox's.		
	Grayling.		
	Sea Skin.		
	Red Roan.		
	Star Durham.		
	Uncle Sam.		
	Lumberman.		
	Ironclad Boy.		
	Mountain Rose.		
	Good Enough.		
	Home Comfort, ¾s and ½s.		
	Big Hamok, long cut.		
	Durham, long cut.		
	Two Nickle, ¾s.		
	Two Nickle, ½s.		
	Seal of North Carolina, 2 o		
	Seal of North Carolina, 4 o		
	Seal of North Carolina, 16 o		
	Big Deal, ¾s longcut.		
	Apple Jack, ¾s granulate.		
	King Bee, longcut, ¾s and		
	Golden Fleeter, ¾s and 1 lb		
	Good Enough, 5c and 10c 1 b		
	Durham, S., B. & L., ¾s and		
	Rattler, longcut.		
	Windsor cut plug.		
	SHORTS.		
	Mule Ear.		
	Hiawatha.		
	Old Congress.		
	Acme.		
	VINEGAR.		
	Pure Wine.		
	White Cider.		
	WASHING POW.		
	777's ¾ lb.		
	Gillett's ¾ lb.		
	Soapine pkg.		
	Pearline ¾ box.		
	Lavine, single boxes, 48 1		
	Lavine, 5 or more boxes, 4		
	Lavine, single boxes, 100		
	Lavine, 5 or more boxes, 8		
	Lavine, single boxes, 80 ½		
	Lavine, 5 or more boxes, 8		
	SANTA FALLS "Rising Sun"		
	Twin Bros.	1 75	W
	Gillett's.	1 75	N
	MISCELLAN.		
	Blackening.		
	Bath Brick imported.		
	Barley.		
	Burns, No. 1.		
	do No. 2.		
	Bags, American.		
	Condensed Milk, Eagle br		
	Cutlery, Chamber's 2 doz.		
	Star Tartar 5c and 10 lb		
	Candles, Star.		
	Candles, Hotel.		
	Cheney's Cleaners ¾ doz.		
	Chimney No. 1.		
	do No. 2.		
	Cocoanut, Schepps' 12 lb		
	Cocoanut, Schepps' 1 ½		
	Extra, Coffee, 7 C.		
	do Felix.		
	Flour, Star Mills, in bbls		
	do in Sacks.		
	Fruit Augers each.		
	Gum, Rubber 100 lumps.		
	Gum, Rubber 200 lumps.		

al kegs	@1 90	Ink 3 dozen
		Jelly in Pails.

Boysson	25c50		do Glass Turb	
powder	35c50		Lye # 2 doz. c.	60
			Macaroni, Imp	60
			Domestic	60
			French Mustard	
			do	
			Oil Tanks, Stat	
			Pears, 300 B b	60
			do Split pre	60
			Powder, Keg	60
			do	60
			Sage	60
			Shot, drop	60
			do buck	60
			Sage	60
			Tobacco Cutt	60
			Twine	60
			Tapoca	60
			Wicking No. 1	60
			do No. 2	60
			do Arzo	60
			CAND	
			Putnam & B	60
			Straight, 25 lb	60
			Twist,	60
			Cut Loaf d	60
			Royal, 25 lb p	60
			Peas, 300 B b	60
			Extra, 25 lb p	60
			Extra, 20 lb b	60
			French Cream	60
			Cut loaf, 25 lb	60
			Broken, 25 lb	60
			Broken, 20 lb	60
			F	
			Lemon Drops	60
			Sour Drops	60
			Peppermint	60
			Chocolate Dr	60
			H M Gum	60
			Gum Drops	60
			Licorice Drop	60
			A B Licorice	60
			Lozenges, pla	60
			Lozenges, pr	60
			Imperials	60
			Mottos	60
			Cream Bar	60
			Caramels	60
			Hand Made C	60
			Decorated C	60
			String Rock	60
			Burnt Almon	60
			Wintergreen	60
			Lozenges, pla	60
			Lozenges, pl	60
			Lozenges, pr	60
			Chocolate Dr	60
			Gum Drops	60
			Gum Drops	60
			Moss Drops	60
			Sour Drops	60
			Imperials, in	60
			Imperials, in	60
			Oranges # b	60
			Oranges 50	60
			Oranges, Va	60
			Lemons, ch	60
			Lemons, fan	60
			Malaga Grap	60
			Malana Grape	60
			Figs, layers	60
			Figs, fancy	60
			Dates, % do	60
			Dates, skin,	60
			Dates, % sk	60
			Dates, Fard	60
			Dates, Fard	60
			Dates, Persi	60
			Prime Red,	60
			Choice W	60
			Fancy do	60
			Choice Whit	60
			Fancy H P,	60
			Almonds, T	60
			Almonds, I	60
			Brazils	60
			Pecons,	60
			Filberts, Ba	60
			Filberts, Sic	60
			Walnuts, Cr	60
			Walnuts, G	60
			Walnuts, Cr	60
			Cocoa Nut	60
			Hickory Nu	60
			Hickory Nu	60
			The Granu	60
			quote as fo	60
			Heavy Mes	60
			Back Pork,	60
			Family Clea	60
			Clear Pork,	60
			S. P. B. Bo	60
			Extra Clear	60
			Clear Back	60
			Boston Cle	60
			Standard	60
			All the ab	60
			Long Clear	60
			Long Clear	60
			Long Clear	60
			Short Clear	60
			do,	60
			Extra Long	60
			Extra Shon	60
			Extra Long	60
			Bellies, ex	60
			Bellids, ext	60
			Bellies, ext	60
			Z. z.	60
			Z. z.	60
			Z. boxes	60
			d.	60
			50 lb Round	60
			3 lb Pails,	60
			5 lb Pails,	60
			10 lb Pails,	60
			SMOKE	
			Hams cur	60
			Hams cur	60
			Shoulders,	60
			Shoulder,	60
			Extra Clear	60
			Dried Bac	60
			Extra Mes	60
			Rolla Mes	60
			Libby, Mc	60
			in case,	60
			70 lb 10	60
			do 50	60
			Armour &	60
			do 25	60
			do 5	60
			do 25	60
			Pork Sau	60
			Ham Sau	60
			Tongue S	60
			Liver Sau	60
			Frankfcon	60
			Beef Sau	60
			Bologna,	60
			Bologna,	60
			Bologna,	60
			Head Che	60
			30, 40, 50c	60
			1 50	60
			95	60
			63%	60
			1 50	60
			20 00	60
			1 10	60
			1 25c	60
			62%	60
			15%	60
			16%	60
			64	60
			66	60
			28%	60
			90c95	60
			1 30c	60
			5 75c	60
			3 00c	60
			1 25c	60
			62%	60
			John M	60
			Fresh B	60
			Fresh B	60
			Mutton	60
			Beef Sau	60
			Fowls	60
			Pork Sau	60
			Pork Sau	60
			Bologn	60

box.....1 00@
.....@ 6

[illegible]

The Michigan Tradesman.

LIFE IN A GROCERY STORE.

Tribulations, Trials and Losses of the Small Trader.

"Cake 'o soap, please."
"Babbitt's?"
"Oh, any kind'll do; jes' so it takes this r off my hands."

"Now, that is the kind of a customer," said a loquacious grocer after the horny-handed son of toil had disappeared into the street, "that brings a smile to the cheek and joy to the heart of a grocer."

"But I've heard that the life of a grocer is not all an easy one? Do you go through much trouble?"

"If you will stay around here for a few hours I am sure you will be abundantly satisfied of the fact that we don't have a bed of roses."

"You deal with some hard cases?"

"Yes, we often meet with some tough and troublesome—"

"How much is vin'gar a half a pint, John?"

"Five cents."

"Five cents?"

"Yes, five cents."

"W'y, I ken get it fur four cents 'round the kornet."

"You can? Well, go and get it."

"As I was saying," continued the grocer, turning to the scribe and reverting to his former subject, "we meet with some very tough customers. Now, take this little girl, for instance, who has just left. She has, no doubt, searched every grocery store within a radius of half a mile from here for the purpose of finding out which is the cheapest one. She cares very little for the quality of the stuff she receives; all she wants is to get it cheap. Now this little girl is not what you or I would call a tough customer, but I simply want to show you some of the travelties that annoy grocers. Suppose, now, fifty or more persons during the day, would do as this little girl has done, poke in through the half-open door, ask defiantly how much this or that thing is, then when told turn about and with much "sass" tell the grocer he or she can get it elsewhere so much cheaper. Is not that, in your opinion, annoyance, eh?"

"Well yes, it seems like it; but aren't many grocers dishonest? Don't they indulge more or less in what the trade calls drugging—that is, sanding sugar, watering oil, rocking coffee, ashing tea, and sundry other devices resorted to to make large profits?"

"Yes, some of them do, but they are easily distinguishable from those which do a respectable business. When you see a grocery with its windows brilliantly illuminated by a hundred or more blazing gas jets, Chinese and other lanterns hanging and floating about the interior, and sometimes exterior of the store, glittering fancy signs setting forth in large gilt letters the cheapness of the goods and the many advantages derived from purchasing at that place—crockery promiscuously displayed, and given to purchasers of large quantities of their groceries, you may depend upon it that the owner of the store is nothing short of a grocer-druggist."

At this juncture an aged darkey lady entered the store and called for two cents' worth of yeast. Upon receiving the article, she exclaimed with an astonished air:

"Well, now, I doo deklar! did yo' evaw see de like befo'. I pet two cents into my pocket an' now I ken only fin' wun, bress me! Bet it am strang, 'deed it—"

"Well, Auntie," said the grocer, good-naturedly, "the next time you come in you can pay the other cent."

"Fank you, John, fank you; I've mech obleged to yo' 'ndeed," warbled the old colored woman as she gracefully bowed herself out.

"Oh, yes, that is an old trick for trying to get more goods than your money really calls for," said the grocer, as he smiled, rested one of his big feet on a barrel, then set his large twinkling eyes on the colored woman as she wearily wended her way down the street. "I don't think, though," continued the grocer, "that Auntie meant to resort to dishonesty for the sake of a penny. I have known her for a great many years, and although she is very poor, I would trust her a great deal further than some of her richer neighbors."

"Dus yer keep limberger chees', John?"

"No," said the grocer, apparently disgusted.

"Dus yer keep had' chees'?"

"Now, what'd you want with such cheese, eh?"

"Cos."

"'Cause what?"

"Cos fa' somefing."

"Well, for what something?" closely inquired the grocer, as he threw a knowing wink at the scribe.

The little darkey grinned, vigorously rubbed his wooley head, then in a low voice said: "Cos Aunt Sarey an' naw am gwang to church to-nite, an' maw am gwang to len' Aunt Sarey a dress, an' me an sister Sal tho' dat we'd hab sum fun."

"Fun?" broke in the grocer.

"Cos," softly murmured the sable youth.

"Sister Sal sed ef I got sum cheese an' put it in Aunt Sarey's dress pocket—"

"Do you know if a family by the name of Morgan lately moved into any of these houses?" asked a pert, neatly trimmed and dressed little lady as she poked her head in through the half opened door.

"Morgan, Morgan," repeated the grocer, knitting his heavy brows and meditatively resting his massive chin in his brawny

hands; "no, I don't think any family by that name—"

"So yer hasn't any o' dat cheeses, John, hab yer?" coolly asked the little darkey.

"No, I have not; you had better run home."

"Well, sir, to your knowledge did any family—"

"Pickle, please."

"—move into this neigh—"

"Half a pound o' sugar."

"Did you ask for a pickle, sonny?"

"Yes, gimme wun pickle."

"—borhood any time within the last—"

"How much is cabbage 'a head?" shouted in a little woman from the sidewalk.

"How much is the pickle, John?"

"One cent."

"Ow, I thot yer was going to say two cents."

"Will you please, sir, hurry up and tell me?"

"Half a pound o'—"

"Well, young man, if you will have a little patience you will be waited upon in good time."

"Groceryman, I say, d'ye hear me?" shouted in the little woman from the sidewalk.

"How much is your cabbage a head?"

"Half a pound?"

"Yes."

"What kind of sugar will you have?"

"Ten-cent sugar."

"Sir, I'm in a hurry—"

"Madam, I have already told you that I know of no family of the name you mention."

The scene was now one of unbearable confusion. The clatter of so many tongues readily brought to mind the Scriptural story of the building of the Tower of Babel, and for aught it seemed as if another tower of some kind was being erected in this little corner grocery. It was at this stage of the confusion that the scribe emerged from his nook, walked calmly out of the door and found himself facing a stiff but refreshing breeze, a whiff of which he took and disappeared around the corner, praying the while that he might never fall into that "Slough of Distraction"—the grocery business on a small scale.

A NEW DODGE.

Silver Coins Being Very Extensively Clipped.

"The coin thieves, or whatever you want to call them, are up to a new dodge," remarked a prominent banker to a representative of THE TRADESMAN the other day.

"Yes, what is it?"

"Well, you know they formerly punched holes in the coins, but when that was stopped by the public universally refusing to take punched silver, they set about to find a new dodge. Now they clip the edges of coins. I have just opened a roll containing ten dimes, and I find that two of them have been clipped."

Thereupon the speaker exhibited the mutilated coins. From their edges there had been neatly cut off a metal shaving, that was, perhaps, an eighth of an inch in thickness. This work had been done very skillfully and the cutting was clean and sharp. It is not very probable that one man in ten would have noticed that anything was wrong with the coins, as their rounded outlines were scarcely broken. It was only when one ran his finger across the serrated edge that it was apparent that a portion of it was gone.

"Yes," continued the banker, "that is one of the cleverest tricks that I have ever detected. I have been looking the matter up recently and I find that a great deal of coin has been thus clipped. I presume that a dollar is made on about every two hundred dimes that are shaved. Whoever is doing it I must say that he knows how to conceal his tracks."

"When did you discover that coins were being clipped?"

"Only a couple of weeks ago, but I am convinced that it is being done on a large scale. I do not doubt that before long people will refuse to take clipped coin as they do now, punched."

A Storekeeper's Indiscreet Wife.

An Austin Israelite has his dwelling and place of business in the same house, which is quite a small one. There were several customers in the store, when his wife, who is a very affectionate creature, called out from the next room:

"O, Schon, my dear Schon, come to dinner."

A shade of rage passed over his Hebraic features, and going to where she was, he seized her by the arm, and said, with a voice hoarse with annoyance:

"Rebecca, does you want to ruin me in my pishness? What for you call me dear Schon, ven I wants to be known as cheap Schon? Do you want to have dot beebles lose confidence in me?"

A Shocking Joke.

From the Oil City Derrick.

"Electric garments are the latest in clothing," remarked a South Side dude to a Cot tage Hill ditto.

"Aw," replied the latter, "probably so called because you receive a shock when the bill for them comes in."

Readers of this paper who avail themselves of the information obtained from its columns, by advertisement or otherwise, are requested to notify their correspondents of the source of their information.

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G. A. R.

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tended to.

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Plastering hair, per bu. 35¢

Stucco, per bbl. 1 75

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Land plaster, car lots 3 00

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Anthracite, egg and grate 86 50 @ 75

Anthracite, stove and nut 8 75 @ 80

Cannel coal 7 00

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perfected by many years of experiments.

It is the only permanent wall finish, and

admits of applying as many coats as de-

sired, 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 ad-

ditional 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 scaled, in a very short time, thus

necessitating the well-known great incon-

venience and expense, which all have ex-

perienced, 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 ap-

plied by any one.

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—MANUFACTURED BY—

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