





ASSOCIATION DEPARTMENT.

Michigan Business Men's Association. President—Frank Wells, Lansing. First Vice-President—H. Chambers, Cheboygan.

The following auxiliary associations are operating under charters granted by the Michigan Business Men's Association:

- No. 1—Traverse City B. M. A. President, J. W. ... Secretary, W. Hastings. No. 2—Lowell B. M. A. President, N. B. Blain; Secretary, Frank T. King.

SLEEPING BY COMPASS.

Shall We Sleep with Our Heads to the Equator or the North Pole?

"Listener" in Boston Transcript. The sleep-with-your-head-to-the-north idea had quite a run a few years ago, and there are still a good many people who, perhaps rather from force of habit than otherwise, range their beds so that they stand in line with the parallels of longitude, and sleep with the "feet to the equator," or as near as they can get to it.

Habits are strong in such a matter. The "Listener" has just received, by way of a Washington Territory paper, an account of a brand-new theory as to the proper way to sleep. The editor of this Western paper relates that he was greatly troubled with sleeplessness and headache at night. No course of procedure that he could resort to brought him any relief.

James Martin, who died near Philadelphia a few days ago, disinherited his daughter on account of a scurrilous valentine which he believed she sent him fifty years ago. James was evidently a good hater.

According to the latest returns, the Duke of Westminster is still the richest man in Great Britain, his fortune being valued at \$80,000,000. This is a pretty big pile, but it isn't oversteering it to say that there are at least half a dozen men in this country who could buy out the Duke without exhausting the contents of their coffers.

Tricks of the Trade.

A Brooklyn grocer was weighing out some grapes to me the other day, and when I jokingly suggested to him not to slip a weight in with the fruit, he said that reminded him of an incident related to him as a fact by a Washington butcher.

Pleasant Event at Sherwood.

DEAR SIR—Yours of March 23, at hand, with brief answers to my questions, for which I return thanks. Last Tuesday evening our B. M. A. held their regular monthly meeting at the residence of Mrs. B. A. Stowe.

Cordial Invitation from Pennsylvania.

DEAR SIR—The Pennsylvania Retail Merchants' Association meets in this city April 23 and 24, and we have you booked as one of our visitors. It is not necessary for me to say how pleased we would be to have you with us.

The Industrious Squirrel.

A Danbury farmer points to the squirrel as affording an instance of agility, quickness and hard work. Last fall he stored several bushels of butternuts in the second story of his corn house, and recently he noticed that they were disappearing more rapidly than the legitimate demands for his family supply warranted.

Items of Interest.

The greatest depth of the ocean is said to be 46,236 feet, or eight and three-fourths miles.

A dollar a day saved and at 6 per cent. interest for a period of forty years will amount to \$95,041.

The war of the rebellion cost the United States \$6,189,929,900. The number of Federal troops was 2,859,132.

Electricity moves 288,000 miles per second; light moves 192,000 miles per second; a rifle ball moves 1,460 feet per second.

The Paris Exposition will cost \$10,000,000. It will extend two and one-half miles long and one and one-half miles wide. It will be opened May 5.

The gold and silver plate belonging to the Duke of Cumberland weighs twelve tons; his precious stones and other jewels are valued at nearly \$5,000,000.

Statistics show that more men are killed or maimed for life annually in the United States from shuffling cars than in all of the wrecks from collisions, fires or other railroad accidents.

The cost of each shell for the dynamite guns of the Vesuvius is \$750, and the iron-clads of a foreign nation should come into position to be smashed with the second or third shell. If we have to fire a dozen or two, we might as well buy the enemy off.

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THE COMMERCIAL TRAVELER.

Insight Into the Ways of the Men who Sell Goods on the Road.

He was a commercial traveler. On this point there could be no possible doubt. Anyone with the least eye for harmony, if he cast but one glance upon those matchless garments, spic and span from a tailor's hand, upon whose shoes, mirror-like and resplendent in their august being, upon that tremendous stylish silk hat, would say at once that the stranger before him could not possibly adorn any other craft than that of the professional salesman.

The tin market is stiffening up considerably, owing to the closing of several large mills in Wales, causing an advance in prices in the Liverpool market. The rope combination still holds its own, with no prospect of a decline—at least before fall. There is no change in glass, nails or bar iron. Manufacturers of sheet iron decline to quote prices for future shipment, as they anticipate higher prices.

HARDWARE.

The Hardware Market. The tin market is stiffening up considerably, owing to the closing of several large mills in Wales, causing an advance in prices in the Liverpool market.

Prices Current.

These prices are for cash buyers, who pay promptly and buy in full packages. AUGURS AND BITS. Ives' old style 60 Cook's 40

His Way of Doing It.

The Leonard B. Harrington, of Salem, Mass., was the oldest and most wealthy of the Salem tanners and curriers, having commenced and built up his extensive business without pecuniary assistance from any one.

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"There is no but about it. You remember your promise?"

The mortgage was paid, success continued, and the man had a handsome property, as the result of his industry and the advice and aid of his benefactor.

An Imaginative Drummer.

According to the Chicago Herald, the people of that city have been enjoying a flow of wit and humor from a St. Louis drummer there on a visit. He is able to give Baron Munchausen and Eli Perkins "pointers" in the realm of fiction.

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Foster, Stevens & Co. EXPRESS WAGONS.



Write for Illustrated Price List and Discount.

Foster, Stevens & Co.,

10 & 12 MONROE ST. 33, 35, 37, 39 & 41 L ST.

Table with multiple columns listing various goods and their prices. Includes items like EXPANSIVE BITS, FILES, GALVANIZED IRON, HOLLOW WARE, and various types of nails and hardware.

**CULTIVATION OF THE BANANA.**  
The Once Despised Fruit Now a Source of Income.

The banana and the plantain have always formed one of the staple foods of tropical countries. Improved cultivation and an ever-increasing demand for the banana here, gave some fourteen years ago a great impetus to its cultivation. The sugar-planter of the West Indies was gradually but surely being ruined by beet and bounty-fed sugars. The banana was with him a tree to be hated. In Jamaica every negro had a few planted in the small clearing round his hut, and a bunch of the fruit would feed him and his family for a week. When so provided he saw no need to go out to work in the cane fields. The planter had foreseen this, and with the abolition of slavery disappears the banana, plantain and coconut trees. At first the banana-walks were made anywhere on the estate; generally on abandoned cane-fields, which cost less to clean, but experience has taught the planter that certain sites suit the tree best.

The best place for a banana-walk is a valley or hillside having a western prospect. The large leaves attract the dew, and in the early mornings a patch of bananas looks as if it were encrusted with diamonds. These drops of dew are soon evaporated by the morning sun, but if the trees are shaded the plant absorbs most of the moisture.

The ground for the intended patch is thoroughly cleaned and "staked." Then "suckers" must be obtained. As the banana is only known to seed in one small spot on the earth, the Andaman Islands. These "suckers" sprout from the root of the banana-tree when it is one year old. They are torn from the parent tree and may be shipped long distances, being hardy and long-lived. About 400 or 500 trees are planted to the acre, and now the chief care is to see that the weeds, and especially the creeping ones, are kept down; otherwise they will soon choke the young plant.

The banana tree bears fruit in its first year. The bunch hangs down on a stem which springs from the tree just under its front of leaves. The stem extends beyond the fruit, ending in a purple cone, under which is a small, insignificant bunch of flowers. The early morning visit to a banana walk expose one to the equivalent of a thorough rain-drenching. As each bunch becomes full, but still green, the tree is chopped down with one or two blows from a "machete," great care being taken that the fruit is not bruised. The bunch is then carried on the head of a negro to the dray that carries it down to the port. The bunches are packed between layers of "trash," and on being unloaded from the drays are sorted into "nines," "eights," etc.; that is to say, into "hand bunches" of those numbers. A "hand" of bananas is one of the small portions that go to make up a bunch.

As soon as the banana begins to give a good shade the spaces between the trees are planted with cocoa, a tree that must have shelter from the sun. Almond trees and the flamboyant are also planted to give the shade for the cocoa when the bananas have ceased to bear profitably; that is, in three or four years.

**WHIPS AND LASHES.**  
Lowest Prices for Mail Orders.  
GRAHAM BROS.,  
54 Lake Ave., Grand Rapids.

**WANTED.**  
**POTATOES, APPLES, DRIED FRUIT, BEANS**  
and all kinds of Produce.  
If you have any of the above goods to ship, or anything in the Produce line, let us hear from you. Liberal cash advances made when desired.  
**EARL BROS.,**  
**COMMISSION MERCHANTS**  
157 South Water St., CHICAGO.  
Reference: FIRST NATIONAL BANK, Chicago.  
MICHIGAN TRADESMAN, Grand Rapids.

**TO MONTANA, OREGON AND WASHINGTON.**  
If you are going west bear in mind the following facts: The Northern Pacific Railroad owns and operates 987 miles, or 57 per cent of the entire railroad mileage of Montana; spans the territory with its main line from east to west; is the shortest line to Helena; the only Pullman and dining car line to Butte, and is the only line that reaches Miles City, Billings, Bozeman, Missoula, the Yellowstone National Park, and, in fact, nine tenths of the cities and points of interest in the territory.  
The Northern Pacific owns and operates 621 miles, or 50 per cent of the railroad mileage of Washington, its main line extending from the Idaho line via Spokane Falls, Cheney, Sprague, Yakima and Ellensburg, through the center of the Territory to Tacoma and Seattle, and from Tacoma to Portland. No other trans-continental through rail line reaches any portion of Washington Territory. Ten days stop over privileges are given on Northern Pacific second class tickets at Spokane Falls and all points west, thus affording intending settlers an excellent opportunity to see the entire Territory without incurring the expense of paying local fares from point to point.  
The Northern Pacific is the shortest route from St. Paul to Tacoma by 207 miles; to Seattle by 177 miles, and to Portland by 234 miles—time correspondingly shorter, varying from one to two days, according to destination. No other line from St. Paul or Minneapolis runs through passenger cars of any kind into Idaho, Oregon or Washington.

In addition to being the only rail line to Spokane Falls, Tacoma and Seattle, the Northern Pacific reaches all the principal points in Northern Minnesota and Dakota, Montana, Idaho, Oregon and Washington. Bear in mind that the Northern Pacific and Shasta line is the famous scenic route to all points in California.  
Send for illustrated pamphlets, maps and books giving you valuable information in reference to the country traversed by this great line from St. Paul, Minneapolis, Duluth and Ashland to Portland, Oregon, and Tacoma and Seattle, Washington Territory, and enclose stamps for the new 1898 Rand McNally County Map of Washington Territory, printed in colors.  
Address your nearest ticket agent, or CHAS. S. FAX, General Passenger and Ticket Agent, St. Paul, Minn.

**THE ACME OF UTILITY AND ECONOMY IN STORE SHELVING**  
IS REACHED WHEN THE SAME IS KING ON THE KOCH PATENT  
ADJUSTABLE REVERSIBLE BRACKETS



Liberal discount to the trade. Special inducement to parties introducing this system of store shelving in any locality.  
Manufactured by  
**KOCH A. B. CO.,**  
354 Main St., PEORIA, ILL.  
BORDEN, SELLECK & CO., AGTS.,  
48-50 Lake St., Chicago, 314 Water St., Cleveland

**WANTED!**  
We want stocks of goods in exchange for \$100,000 worth of productive real estate in Lansing city property and improved farms.  
**R. A. CLARK & CO.**  
Real Estate Brokers Lansing Mich.

**JACKSON CRACKER CO.**  
The BEST CRACKER Made  
JAXON TRADE-MARK  
TRIAL ORDER SOLICITED.

We also manufacture a full line of Sweet Goods. Write for quotations and samples.  
**JACKSON MICH.**

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Water Motors and Specialties  
Send for New Catalogue.  
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NEW YORK: CHICAGO:  
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JOBBER IN  
Wall Paper and  
Paints, Oils, Etc.

We are offering to the Trade some SPECIAL BARGAINS in Wall Paper at Less than Manufacturers' Prices. Your Correspondence is Solicited.

74 and 76 Ottawa St.,  
Grand Rapids, Mich.

**Voigt, Herpolsheimer & Co.,**  
Importers and Jobbers of  
**Dry Goods**  
STAPLE and FANCY.  
Overalls, Pants, Etc.,  
OUR OWN MAKE.

A COMPLETE LINE OF  
**Fancy Groceries and Fancy Woodenware**  
OUR OWN IMPORTATION.  
Inspection Solicited. Chicago and Detroit prices guaranteed.

**BUY Muscatine ROLLED OATS**

**IF YOU WANT THE BEST!**

**EDWIN FALLAS,**  
JOBBER OF  
Butter, Eggs, Oranges, Lemons, Bananas, Mince Meat, Nuts, Figs, Etc.  
Eggs Crate Factory in connection. Price List furnished on application.  
Mail Orders Filled Carefully and Promptly at Lowest Market Price.  
Cold Storage at Nos. 217 and 219 Livingstone St.  
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**ALFRED J. BROWN,**  
WHOLESALE DEALER IN  
Foreign, Tropical and California FRUITS.



Headquarters for Bananas.  
16 AND 18 NORTH DIVISION ST. GRAND RAPIDS, MICH.

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DETROIT, MICH.  
Manufacturers of the following well-known brands of  
QUEEN ANNE, MOTTLED GERMAN, MICHIGAN, ROYAL BAR,  
TRUE BLUE, SUPERIOR, CZAR, MASCOTTE, CAMEO,  
MONDAY, PHENIX, WABASH,  
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**W. G. HAWKINS,** Salesman for Western Michigan,  
Lock Box 173, GRAND RAPIDS

**PERKINS & HESS**  
DEALERS IN  
Hides, Furs, Wool & Tallow,  
NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.  
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

**P. STEKETEE & SONS,**  
WHOLESALE  
Dry Goods and Notions,  
83 Monroe St. and 10, 12, 14, 16 & 18 Fountain St.,  
**Grand Rapids, Mich.**  
New Line of Prints, Seersuckers, Toile Du Nord, Gingham, Dress Goods, Hosiery, Underwear, White Goods, Laces, Embroideries and Full Line of Neck Wear.

**Bags,** Warps, Geese Feathers, Waddings, Baits and Twines.  
Sole Agents for Valley City and Georgia Bags. Mail orders receive prompt and careful attention.

**ATTENTION, RETAIL MERCHANTS!**

Increase your Cigar Trade by selling the  
**B BMA B. M. A. BMA**  
**A**  
Named in Compliment to the  
**Michigan Business Men's Association,**  
And especially adapted, both in Quality and Price, to the requirements of the  
RETAIL GROCERY TRADE.

**Absolutely THE BEST 5 Cent Cigar on Earth!**  
PRICE, \$30 PER THOUSAND.  
**The Telfer Spice Company,**  
MANUFACTURERS' AGENTS, GRAND RAPIDS.

**HESTER & FOX,**  
Manufacturers' Agents for  
**SAW AND CRIST MILL MACHINERY,**  
Send for Catalogue and Prices.  
**ATLAS ENGINE WORKS**  
INDIANAPOLIS, IND., U. S. A.  
STEAM ENGINES & BOILERS.  
Carr Engines and Boilers in Stock for immediate delivery.  
Planers, Matchers, Moulders and all kinds of Wood-Working Machinery, Saws, Belting and Oils.  
And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for Sample Pulley and become convinced of their superiority.  
Write for Prices. 44, 46 and 48 So. Division St., GRAND RAPIDS, MICH.

**WHY BE A SLAVE.**  
To the Pass Book System  
With its attendant losses and annoyances, when you can supplant it by so inexpensive and labor-saving a system as the  
**Tradesman Credit Coupon Book,**  
Which is now used by over 2,000 Michigan merchants.  
The Tradesman Coupon is the cheapest and most modern in the market, being sold as follows:

\$ 2 Coupons, per hundred	.....\$2.50	SUBJECT TO THE FOLLOWING DISCOUNTS:
\$ 5 " " "	..... 3.00	Orders for 200 or over
\$10 " " "	..... 4.00	" " 500 " " " " "
\$20 " " "	..... 5.00	" " 1000 " " " " "
		5 per cent
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		20 " "

SEND IN SAMPLE ORDER AND PUT YOUR BUSINESS ON A CASH BASIS.

**E. A. STOWE & BRO., Grand Rapids.**  
We carry a large stock of Foreign and Domestic Nuts and are at all times prepared to fill orders for car lots or less at lowest prices.  
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**HEAVENRICH BROS.**  
Wholesale Clothiers  
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AT LOWEST PRICES.  
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**LEMONS!** Our lemons are all bought at the cargo sales in New Orleans and are as free from frost or chill as in June.  
**PUTNAM & BROOKS.**

# The Michigan Tradesman

WEDNESDAY, APRIL 10, 1889.

## LEISURE HOUR JOTTINGS.

Written for THE TRADESMAN.

BY A COUNTRY MERCHANT.

It is very proper and commendable for people to have a local pride, and to take an active, if practical, interest in what pertains to the welfare of their hamlet, "burgh" or village; but would it not always be wiser and more business-like to always give a careful study to the subject of "booming," instead of rushing blindly into an uncertain and, perhaps, disastrous investment? By looking over the map of this State, for instance, it ought to be evident to any level-headed man that there is a superfluity of small communities thickly sprinkled over every portion of the peninsula, even where a bare hold on existence is possible; and will the level-headed man aforesaid allow himself, after a brief survey, to imagine for a moment that all the "booms" ever manufactured would transform these multitudinous communities, or even a part of them, into embryo rival Saginaws or embryo Grand Rapids? There are, perhaps, still some of this—to use a Celtic simile—milky way of fly-spots on the map that may eventually emerge from local obscurity, but it is only in those cases where natural location, valuable water power, exceptional facilities for natural products, favorable terminal arrangements, the almost unaided effort of some wealthy property owner, or causes as potent and essential, exist or will be secured; while the owners of the subdivisions of the remaining fly-specks can sincerely congratulate themselves if the duster of time doesn't eventually brush them into obscurity or oblivion.

If the average "burgh," then, is "boomed" by the way of manufacturing enterprises, the process must usually be accomplished by means of the pooling of local capital; and as there are always more or less diverse views among the proposed stock holders, and a manifest want of experience and practical suggestions for profitable and satisfactory investments of the sums which it is proposed to expend, it is not remarkable that great numbers of these schemes "fall through themselves," and that multitudes of others collapse after a brief, disastrous and expensive experiment. And by this latter, especially, the "boomers" give a blow to their community from which it is almost impossible to ever recover.

The discovery of any important natural products, or the concentration of money for large manufacturing enterprises, will undoubtedly attract the human family to almost any accessible locality, but the reputation of that locality, if the one proves a fraud or the other a "fizzle," is not to be envied in the future.

There was, at latest accounts, still in feeble and fluttering existence, a little place called Bighope. It was started amid much enthusiasm, and among many golden visions, at what was supposed would be the junction of two important lines of new road, and every building of any importance in the village to-day was erected before a shovelful of earth had been moved by the railroad people. Unfortunately for Bighope, one of the proposed lines was laid some miles on one side, and the other developed into a small and unimportant "feeder," and in a few years Bighope property was hardly salable at any price.

During the height of the building excitement, a country capitalist by the name of Goodwin drew in every dollar he could reach and invested it in Bighope "suburban" lots, and they proved altogether too suburban to let him realize the remotest returns from his investment. For an outlay that would have bought the finest farm in the county, he had only to show thirty or forty acres of sandy, barren land, which, under the circumstances, was practically useless for any purpose whatever.

Of course, Goodwin was sickened and disgusted with his real estate speculation, but being naturally of a hopeful, recuperative and sanguine disposition, he never entirely despaired of making his sterile tract return dividends in some manner. In defiance of all the laws and decisions of geology, he would eventually uncover a coal mine from beneath its sands and rocks. Down by the little creek there were unmistakable evidences of petroleum. The outlay of the country suggested salt to any observing man. And then there was brick clay, and potters' clay and moulding sand, and mineral points, only waiting to be developed.

Years passed by without the land adding a cent to Goodwin's income, but he continued to hope. At last the natural gas excitement struck the country, and Goodwin discovered at once the purpose for which he purchased his sterile acres. He had noticed, hundreds of times, the effervescing appearance of a muddy little spring on his property, and now knew that it was caused by nature's trying to show him a way out of his disastrous

speculation. He took the few business or monied men of the "burgh" over to see the phenomenon, and, being about equally posted with himself on the natural sciences, it was unanimously agreed that a reservoir of gas was anxiously awaiting release.

Excitement ran high; Bighope again saw itself a metropolis, and Goodwin fondly imagined himself a millionaire of the future. At this juncture a smooth, oily, persuasive individual named Piper put in an appearance at Bighope. He was looking after some quiet country town in which to settle down and enjoy a snug little fortune, which he had made out of natural gas wells in Ohio. "Was he an expert in the new product?" "Had ought to be after sinking seven successful wells?" "Could he judge of the chances of finding gas by external indications and surroundings?" "Had never failed yet! What? they believed it could be found here? He doubted it very seriously. There was certainly a belt of the product leading in this direction, but experts all claimed that it bore many miles to the west."

At last the incredulous gentleman was persuaded to inspect Goodwin's tract. Nothing seemed to attract his attention until he reached the vicinity of the little spring, when he suddenly paused, looked critically around, and, after a few moments, remarked slowly:

"Gentlemen! I give it up! If there isn't an inexhaustible supply of natural gas under your feet, I'll pay the expense of boring, and say that I don't know anything about the business, to boot!"

At present, the most of Piper's capital was invested, or he would sink a well at his own expense, but as machinery could easily be obtained on time, he thought it advisable to make arrangements with Goodwin, form a stock company, and get to work at once.

A dozen or so of the more able Bighope burghers eagerly became responsible for some thousand dollars' worth of machinery; Piper was engaged to superintend the drilling, and in a short time the hole was commenced, and Bighope bubbled over with excitement.

A company had been formed, of which Goodwin was president, Piper secretary and treasurer, and various other parties directors. The shares were to be held by the officers until gas was struck, when their price was to be fixed and a portion of them placed on the market.

In a much shorter space of time than could reasonably be anticipated, Piper announced that the great, economical light and fuel had been reached, as he would demonstrate in the morning. By daylight hundreds of people surrounded the well, and at 9 o'clock the superintendent unscrewed the cap of the pipe, touched a match to the opening, and a bright, clear flame shot up four or five feet, amid the yells and cheers of the spectators. Piper shortly turned off the blaze, and explained that from appearances only a pocket of the great natural reservoir had been struck, but that, to an expert, it was perfect and absolute evidence that the supply was unlimited.

A meeting of the company was at once held, and it was decided to subdivide the shares, to place them within the reach of the poorer classes, and to place half of them immediately on the market. In a couple of days the secretary procured the necessary blanks and opened his office, having first, by representing the difficulty of always finding the other officers, procured their signatures to the certificates. In two days more a number of thousand dollars in stock had been exchanged for cash. On the fifth day there seemed to be almost a craze for stock among small buyers, and toward evening Piper announced that he must, for his own safety and that of the company, go to the city to deposit his cash.

He went, but he never returned. The pipes were "doctored" with gas of Piper's own manufacture; and the "well" was more useless than a post-hole, and the collapse of Bighope's second "boom" was immeasurably more disastrous than that of the first, for it entailed such a succession of suits, trials, re-trials, appeals, injunctions, etc., that hardly a Bighopeburger of any property can, even yet, form any reasonable estimate of his prospective financial standing.

**How One Kind of Maple Syrup is Made.**  
Grocer—Jerry, have you got the cheap molasses, the glucose and the extract of maple on the wagon?  
Boy—Yes, sir.  
Grocer—Very well. Take 'em up to my house; my wife will know what's wanted. And—hold on, Jerry, when you come back, get out those colored labels we had printed that read, 'Maple syrup, guaranteed absolutely pure,' and paste 'em on those bottles in the cellar. So long as I've got a brother in Vermont who sends me maple sugar direct, the purity of my goods 'll never be questioned; hey, Jerry?

**A Hard Question.**  
Judge Duffy—Ain't you ashamed to be hauled up here for beating your wife with a stove-lifter until she had to be taken to the hospital?  
Mr. Pounderhard—Well, what do you do when your wife says you are no gentleman?

# AWNINGS AND TENTS.



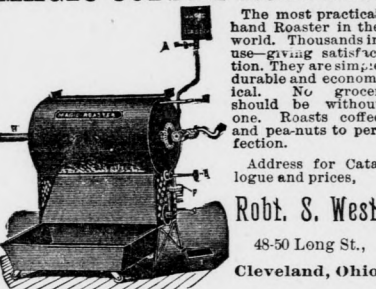
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## MAGIC COFFEE ROASTER



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

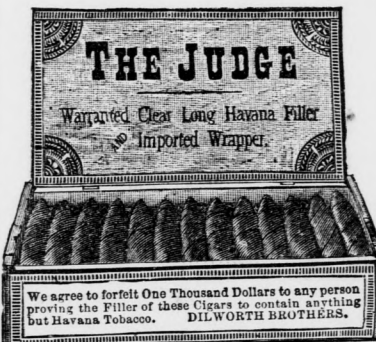
## GLASS

Imported and American Polished Plates, Rough and Ribbed French Window, American Window, English 26 oz. Enamelled, Cut and Embossed. Rolled Cathedral Venetian, Mottled, Frosted Bohemian, German Looking Glass Plates, French Mirror Plates. The quality, variety and quantity of our stock is exceeded by no house in the United States.

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## Crockery & Glassware

No. 0 Sun.....	50
No. 1 ".....	55
No. 2 ".....	75
Tubular.....	75
LAMP CHIMNEYS.	
6 doz. in box.....	1.90
No. 0 Sun.....	2.00
No. 1 ".....	2.00
No. 2 ".....	3.00
First quality.	
No. 0 Sun, crimp top.....	2.15
No. 1 ".....	2.25
No. 2 ".....	3.25
XXX Flint.	
No. 0 Sun, crimp top.....	2.58
No. 1 ".....	2.80
No. 2 ".....	3.80
Pearl top.	
No. 1 Sun, wrapped and labeled.....	3.70
No. 2 ".....	4.70
No. 3 Hinge, ".....	4.70
La Bastie.	
No. 1 Sun, plain bulb.....	1.25
No. 2 ".....	1.50
No. 1 crimp.....	1.40
No. 2 ".....	1.60
Butter Crocks, per gal.	
Jugs, 1/2 gal., per doz.....	06 1/2
" " ".....	65
" " ".....	90
" " ".....	1.80
Meat Tubs, 10 gal., each.....	75
" " ".....	1.00
" " ".....	1.15
" " ".....	1.65
Milk Pans, 1/2 gal., per doz. (glazed 66c).....	2.35
" " "..... (90c).....	75

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**ELECTROTYPERS**  
Stereotypers  
Photo & Zinc Engraving  
ALSO LEADS SUIC'S BRASS RULE  
WOOD & METAL FURNITURE  
BOX WOOD  
MAPLE  
GRAND RAPIDS MICH.

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Auntie don't use anything but SANTA CLAUS SOAP. I am Mamma's SANTA CLAUS SOAP. We all like SANTA CLAUS SOAP. INSIST on testing it for yourself. All grocers should keep it. ASK your Grocer for SANTA CLAUS SOAP and

**D. W. ARCHER'S TROPHY'S SUGAR CORN**  
FREE FROM WATER - FREE FROM SUGAR - NATURAL FLAVOR REFINED. YOUR TENDER AND SWEET AND CRISP. NO CHEMICALS USED - NOT TREPPED WHITE.  
DIRECTIONS: We have cooked the corn in this can sufficient. Should be Thoroughly washed - not cooked - adding piece of butter (size of hen's egg) and fresh milk (preferable to water). Season to suit when on the table. Note genuine unless bearing the signature of **Davenport Canning Co., Davenport, Ia.** OPEN AT THIS END.

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**H. Leonard & Sons.** Crockery, Glassware and Grocers' Sundries

**Popular Prices**  
Ask for our Price List on the following goods. Don't pay fancy prices for our Staple Goods. We are Headquarters for Grocers' Notions:  
Baskets. Blank Books. Stove Polish.  
Blacking. Composition Books. Perfumery.  
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Brushes. Day Books. Rat Traps.  
Playing Cards. Ledgers. Toilet Paper.  
Combs. Pass Books. Tacks.  
Clothes Lines. Student Note Books. Wicking.  
Curry Combs. Time Books. Butter Bowls.  
Cattle Cards. Writing Paper Tablets. Butter Ladders.  
Candy Jars. Note Paper. Carpet Sweepers.  
Harmonicas. Fools Cap and Legal Cap. Stoneware.  
Jelly Tumblers. Lead Pencils. Clothes Pins.  
Fruit Jars. Pens. Keelers.  
Lamp Chimneys. Lamp Burners. Pen Holders.  
Lanterns. Funnels. Mouse Traps.  
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Lantern Globes. Marbles. Tea and Table Spoons. Sieves.  
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