

# The Michigan Tradesman.

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## FLOUR

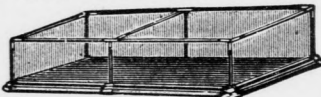
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Standard, Rye, Graham.

Bolted Meal,  
Feed, Etc.

MAIL ORDERS SOLICITED.

NEWAYGO ROLLER MILLS.

DO YOU WANT A SHOWCASE?



**SPECIAL OFFER**—This style of oval case; best quality; all glass, heavy double thick; panel or sliding doors, full length mirrors and spring hinges; solid cherry or walnut frame, with or without metal corners, extra heavy base, sliverette, trimmings, 6 feet long, 28 inches wide, 15 inches high. Price, \$11. net cash.  
I make the same style of case as above, 17 inches high, from walnut, cherry, oak or ash, for \$2 per foot. Box and cartage free.

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Eaton, Lyon & Co.

Base Balls,  
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BOXING GLOVES. STATIONERY.

Eaton, Lyon & Co.,

20 and 22 Monroe St.  
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**Business Practice Department** at the Grand Rapids Business College. Educates pupils to transact and record business as it is done by our best business houses. It pays to go to the best. Short-hand and Typewriting also thoroughly taught. Send for circular. Address A. S. PARISH, successor to C. G. Swens betrs.

F. J. DETTENTHALER

JOBBER OF

Fresh and Salt

Lake Fish

—AND—

Ocean Fish

Mail orders receive prompt attention.  
See quotations in another column.

GRAND RAPIDS.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWSE, President.

GEO. C. PIERCE, Vice President.

H. W. NASH, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

Make a Specialty of Collections, Accounts  
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Daniel G. Garnsey,  
EXPERT ACCOUNTANT

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Adjuster of Fire Losses.

Twenty Years Experience. References furnished if desired.

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Combination Heater is no experiment. Having been on the market five years, it now has a National Reputation as the BEST HEATER in the World.

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Read! Ponder!—Then Act!

OFFICE OF  
KING & COOPER,  
Fancy Grocers.

ST. JOSEPH, Mich., Feb. 23, 1889.

DANIEL LYNCH, Grand Rapids:

DEAR SIR—Permit us to congratulate you upon the trade we are working up on your Imperial Baking Powder. We have had it tested by the most competent cooks in the city and they pronounce it fully equal to any powder on the market.

Yours very truly,

KING &amp; COOPER.

THE ACME OF UTILITY AND

ECONOMY  
IN  
STORE SHELVING

IS REACHED

WHEN THE SAME IS HUNG ON

THE KOCH PAT

ADJUSTABLE

REVERSIBLE

BRACKETS

Liberal discount to the trade. Special inducements to parties introducing this system of store-fitting in any locality.  
Manufactured by

KOCH A. B. CO.,

354 Main St., PEORIA, ILL.

BORDEN, SELLECK &amp; CO., AGTS.,

48-50 Lake St., Chicago, 114 Water St., Cleveland

Millers, Attention

We are making a Middlings Purifier and Flour Dresser that will save you their cost at least three times each year.

They are guaranteed to do more work in less space (with less power and less waste) than any other machines of their class.

Send for descriptive catalogue with testimonials.

Martin's Middlings Purifier Co.,  
GRAND RAPIDS, MICH.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

AND Jeweler,

44 CANAL ST.,

Grand Rapids, - Mich.

THE "EDITOR'S CHOICE."

FLINT, Mich., April 9, 1889.  
To Whom it May Concern:  
We, the undersigned committee, selected by Geo. T. Warren & Co. to canvass the list of names and select one for a Cigar Label from the many names sent in by the contestants, have this day selected the following, viz: EDITOR'S CHOICE, sent in by Sig Wolf, of Toledo, Ohio.  
J. J. COON, Editor Flint Journal  
F. H. RANKIN, Jr., of Wolverine Citizen  
A. L. ALDRICH, of the Flint Globe.

OUR NEW BRAND OF CIGARS,

"EDITOR'S CHOICE"

Will be ready for shipment in about two weeks.

Price, Thirty-Three Dollars per Thousand.  
We shall be pleased to receive a sample order from you.

Yours respectfully,

Geo. T. Warren &amp; Co.

G. M. MUNGER &amp; CO.,

GRAND RAPIDS.

Successors to Allen's Laundry.

Mail and Express orders attended to with promptness. Nice Work, Quick Time.

Satisfaction Guaranteed.

W. E. HALL, Jr., - - - Manager.

Voigt, Herpolsheimer &amp; Co.,

Importers and Jobbers of

Dry Goods

STAPLE and FANCY.

Overalls, Pants, Etc.,

OUR OWN MAKE.

A COMPLETE LINE OF

Fancy Crockery and

Fancy Woodenware

OUR OWN IMPORTATION.

Inspection Solicited. Chicago and Detroit prices guaranteed.

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 &amp; CO.

Real Estate Brokers Lansing Mich.

H. SCHNEIDER & CO.,

Manufacturers of the famous

Dick and George,

Elks' Social Session

And other Popular Brands of Cigars, and

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Fine Cut, Plug and

Smoking Tobaccos

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BARNETT BROS.

159 South  
Water Street,  
CHICAGO.

Commission Merchants

AND DEALERS IN

FRUITS.

We handle all lines of Foreign and Domestic.

ORDERS PROMPTLY FILLED AND CONSIGNMENTS SOLICITED.

Dealers

DOUBLE YOUR SALES BY INTRODUCING IN YOUR CIGAR STOCK THE

"Ben Hur"

BEST SELLING 3 FOR 25c CIGAR

IN THIS COUNTRY. MADE BY

GEO. MOEBS &amp; CO.,

DETROIT.

Write us a trial order. Mention Tradesman.

HEYMAN & COMPANY

Show Case

MAKERS.

Prices Lower than Ever

QUALITY THE BEST.

Write for Prices.

63-65 CANAL ST.

WHEN LOVE IS KIND.

When Love is kind,  
Cheerful and free,  
Love's sure to find  
Welcome from me.

But when Love brings  
Heartache or pang,  
Tears, and such things—  
Love may go bang!

If Love can sigh  
For one alone,  
Well pleased am I  
To be that one.

But should I see  
Love given to rove  
To two or three,  
Then—good-bye, Love!

Love must, in short,  
Keep fond and true,  
Through good report,  
And evil, too.

Else here I swear,  
Young Love may go  
For aught I care—  
To Jerico.

TOM MOORE.

DOCTOR GRIFFITH GRAMERY.

I.

Few people are aware of the existence of a small hostelry near Slyne Head, on the west coast of Ireland. The coal-black rocks and precipitous promontories of that desolate region render the scenery imposing; and the storms, which are frequent, form a spectacle that is nothing less than magnificent. The whole force of the Atlantic breaks against those awful cliffs, and the half-wild inhabitants of the region will tell you that, in winter, the spray is sometimes dashed 300 feet in air. Fishing is almost the sole occupation of the natives. The nearest railway station is at Westport, thirty miles away, whence the explorer must travel either on foot or upon the dilapidated "jaunting-car" that serves as a stage, and is driven by Pat Maguire, who is also the proprietor of the inn. But explorers are as few as snowflakes in June; and for several years previous to the date of this story, Dr. Griffith Gramery had been the only visitor.

The doctor was not a comely man. He had a big, square head, covered with grizzled red hair, which stood upright; thick eyebrows hanging far down over a pair of small but extraordinarily piercing eyes; a large nose and mouth, and a broad, short chin. His head was set low down upon broad shoulders; his arms were long, but his body rather small and short. The peasants held him in superstitious awe and respect, believing him to be in league with Satan, probably because he had once or twice exercised upon them a remarkable magnetizing power that he possessed. But as all his dealings with them had been beneficial, they mingled their awe with affection. A man may be hand-in-glove with the evil one, and yet a very good fellow at bottom.

This season, Dr. Gramery arrived, as usual, about the 1st of October; but he explained to Pat Maguire that a young lady and gentleman, friends of his, would come on the 7th of the month, and would expect Pat to be at Westport railway station to drive them over. The doctor, it seems, had met Mr. and Mrs. Roger Mowbray in London during the previous season, and had sung the praises of Slyne Head so eloquently that the young couple—they were in their honeymoon—had promised to come over and spend a week there. They proved as good as their word, and on the evening of the appointed day they drove up on the jaunting-car, and were cordially welcomed at the inn door by the doctor.

The moon was close to the full, and the air soft and mild. After supper the three friends strolled out on the cliffs; and Roger Mowbray and his wife both confessed that they had never seen so grand a sight. The rocks are full of caves, some midway in the face of inaccessible precipices, some so low down as to be covered at high water. The coast is everywhere jagged and irregular. Slyne Head itself is a beetling pinnacle of rock, overhanging its base, which is 400 feet below its summit. The party made their way thither and sat down to contemplate the prospect. The ocean, rising in its vast sweep to the horizon, was luminous beneath the moon; and where the surf broke on the ragged teeth of the rocks far below it looked like great drifts of snow against the blackness. "How glorious and terrible it is!" exclaimed Mrs. Mowbray. "After this, I can understand and almost believe in all the legends of ghosts and hobgoblins that Ireland is famous for."

"None but spirits of light and loveliness should become visible to you, fair lady," said the Doctor. Who had a courtly, chivalrous way with women, which, partly on account of the odd contrast with his ugliness and eccentricity, made him a favorite with the sex. "But the people hereabouts are certainly very superstitious; and, to confess the truth, I have occasionally amused myself by playing off a few juggleries upon them."

They take me for a magician; and I am tempted to amuse them when I want to be undisturbed. I have only to make a few cabalistic passes, and they run as if the devil were after them."

"I recollect your alluding, in London, to your powers in that direction," observed Roger. "You promised to give us an illustration some time. What more fitting time could there be than this?"

"Oh, I wish you would, Dr. Gramery!" exclaimed Mrs. Mowbray. "I never saw anything of that sort."

"And I fancy your husband doubts whether anybody ever saw anything of the sort," returned the doctor, laughing, and fixing his brilliant eyes on the young man's face. "He is a skeptic."

"Say an agnostic," rejoined Roger, with a smile. "I will believe what I see."

"If that be your only stipulation, I could easily astonish you," the Doctor answered. "The eyesight and all the senses are readily deceived. Moreover,

unless I am much mistaken, yours is a temperament that lends itself to such impressions. I should expect to be more successful in deceiving you than your wife; though she looks half a spirit already, while you have the thews and sinews of an athlete."

"Well, all I can say is, I am prepared for the test," replied Roger, still smiling, though with somewhat of an effort. The Doctor's eyes had a singular sparkle. It was difficult to look away from them. For a full minute, the Doctor remained silent and immovable, gazing in a pre-occupied manner at Roger Mowbray, who gazed back at him. Mrs. Mowbray, meanwhile, had become interested in watching the flight of a great sea-bird, which, after poising itself in air on a level with their position, suddenly swooped downward, and alighted on a rock, surrounded by waves, near the foot of the cliff.

"Look at me!" abruptly cried the Doctor, in a sharp, imperious tone, springing to his feet. "I am going to jump down the precipice, and stand beside that sea-fowl. Look! Roger Mowbray, I'm off!"

Roger started up with a gasp of horror and amazement. "Good God! the man is killed!" he cried out in a wild tone. He stood gazing fearfully and breathlessly over the cliff, peering downward as if following the descent of a heavy body through the air. But after a moment he raised himself, trembling and agitated, the sweat standing on his forehead. "It's a miracle!" he said, huskily; "such a thing was never known! he fell 400 feet, and now there he stands at the bottom, nodding and waving his hand! Merciful heaven! what a thing to see!"

"Why, Roger?" exclaimed his wife, half laughing and half alarmed, "how absurdly you act! Anyone would think you were crazy! What are you talking about the Doctor being down the cliff, when he has not moved a foot away from you? Why, what's the matter with you?"

Her husband paid not the slightest attention to her. He continued to stare down at the rock on which the sea-bird was seated, emitting ever and anon inarticulate ejaculations.

"He does not hear you, Mrs. Mowbray," remarked the Doctor, speaking aside to her. "He is in what may be termed an abnormally imaginative state, in which one mistakes fancies for facts. He really believes that I jumped off the cliff and alighted on that rock; and nothing that you could say to him would change his conviction. Curious, is it not?"

"But what is the cause of it? He was never like this before," cried the doctor, becoming more and more alarmed. "Can nothing be done? Roger?" She laid her hand on her husband's arm, but he moved away from her. "He doesn't know me!" she exclaimed, in terror. "Oh, what shall I do?"

"My dear Mrs. Mowbray," interposed the Doctor, smiling comfortably in the moonlight, "give yourself no uneasiness; it is the simplest thing in the world. Your husband is partially asleep—that is all. A certain portion of his brain—that which discriminates between truth and imagination—has temporarily ceased to operate; it has been inhibited, to use the scientific term, or, if you want another phrase, your husband is in a hypnotic trance. Of course, you have heard of hypnotism, and you are aware how commonly it is now practiced, and how amusing some of its manifestations are. It also has the advantage of being entirely harmless. The trance can be broken as easily as it can be induced."

"Oh, but I don't like Roger to be hypnotized!" she protested, still agitated. "I want him to know me and hear me! Please make him come back to me, Dr. Gramery."

"Your word is law, my dear lady," said the good doctor, with perfect amiability. He turned to the young man, and, drawing him a little to one side, appeared to whisper something in his ear. Then he clapped his hands sharply together, and called out, "Hello, Mowbray! Here we are!"

Mowbray glanced up, yawned, passed his hand over his forehead, and then, looking at the Doctor with evident perplexity, said: "Aren't you wet? How did you get up here again?"

"You see," said the Doctor the next morning, after they had talked and laughed a good deal over the event of the night before, "hypnotism is the real explanation of all the marvels of magic and enchantment that we read and hear about. The magician's first act is to hypnotize the spectator, or spectators; that done, they will see—imagine they see—any miracle he may choose to suggest to them."

"Do you mean to say," demanded Roger, "that he can put more than one person at a time into the trance?"

"A hundred as easily as one; and perhaps a thousand more easily than a hundred. Why not? Consider the phenomena of panic—the unreasonable fear that seizes upon a multitude, though each separate man of the crowd, if alone, would have retained his presence of mind; or look at the wild enthusiasm or rage to which an eloquent orator can arouse a vast audience, though any one member of it would listen to him coldly. So I doubt not it would be easier to hypnotize a large assemblage than a single individual; and the Eastern jugglers seem to do it. You have heard of the famous Indian Basket Trick, as it is called? There an audience of any number of persons severally and collectively witness a transaction that their reason assures them is preposterously impossible, at the same time that their eyesight convinces them it takes place. What is the explanation? Simply, that they are all hypnotized before the trick is performed; and then, of course, the 'trick' is reduced to merely inducing them to

believe that something is done which is really not done at all."

"After my experience of last night, I don't feel like disputing anything you say, Doctor," observed Roger Mowbray. "But I should like to know how a man can hypnotize a crowd of people, and also how they can recover from the trance without recognizing that they have been in it."

"If the conditions be favorable, nothing is more easily performed than hypnotism," the doctor replied. "Simply to fix the attention for a few moments is often sufficient; and any juggler can do that. I hypnotized you last night only by inducing you to look intently at me for sixty seconds. Then, as to your second point, the trance may be of various degrees, from light to profound. The light trance is sufficient for complete self-deception, and the transition from that to waking is so easy as not to be perceived."

"I certainly believed I saw you jump over the cliff," said Roger, "and after I came to, I still could hardly persuade myself that you had not done it. Rachel, here, says she spoke to me; but I didn't hear her. But is it not rather alarming that such a power as you possess should exist?"

"Indeed, if I didn't know the doctor was a good man, I shouldn't feel safe for a moment," Rachel said.

"Luckily, I am harmless," remarked he, with a peculiar smile. "But there's truth in your suggestion, Mr. Mowbray. Hypnotism might give terrible powers. If I had told you, last night, to jump over the cliff, you would have done it, or, if, while you were still in the trance, I had commanded you to do, or to see, or not to see, a certain thing at a certain future time—say, at 5 o'clock this afternoon—you would have obeyed punctually at the appointed hour, without any further action on my part."

"Dear me!" said Rachel, with a nervous laugh. "I remember you whispered something to Roger last night, before you woke him up. What did you tell him to do?"

"You said a person could be ordered 'not to see anything,'" broke in Roger. "Do you mean that a concrete object could be rendered actually invisible to one in the hypnotic trance?"

"Certainly!" replied the Doctor. "Anything that is told to the patient, he is bound to believe. If I were to tell you that the big tree yonder had been dug up and carried away, it would immediately become invisible to you; and neither your sense of touch nor any other means could persuade you that there was anything there. But I see this conversation is distressing Mrs. Mowbray; let us change it. Do you know, Mr. Mowbray, that you bear a strong resemblance to your late father?"

"I have been sometimes told so. But I was not aware that you knew him."

"Yes, I knew him well, many years ago, when we were both about your age. Afterward, circumstances separated us. When I met you the other day in London the likeness startled me; it was as if a buried generation had come to life again. Your father's wife was a Miss Clayton, I think?"

"Yes, that was my mother's name."

"Ah! I was not thinking of her as your mother. I do not trace her features in you. However, that is neither here nor there. Thinking over those old days has recalled another person to my mind—one John Felbridge. I fancy you have never heard of him."

"I think I remember the name," said Roger. "But I never saw him. Unless I'm mistaken, my father and he were not good friends."

"They were friends until, for some reason, they had a bitter quarrel, and parted. It was the general opinion that Felbridge was in fault. He was certainly a cross-grained fellow, whereas your father was always very suave and engaging. The quarrel occurred before your father's marriage, and the occasion of it, I think, was some affair of the heart. Naturally, Felbridge would get worsted there."

"What became of this Mr. Felbridge?" inquired Rachel.

"He was a student, and after the quarrel he devoted himself to abstruse researches, and lived on the Continent, and afterward in India. He ought to have died long since, I suppose."

"The woman in the case was not my mother, was it?" asked Roger.

"She was not the lady your father married, I think," the Doctor replied. "It was probably some earlier affair; he was a dangerous man," he added, laughing.

"Now that I recollect, the other woman's name was Mercy—yes, Mercy Holland. You never knew her?"

Mowbray shook his head. "No, of course not," said the Doctor. "And what interest have these old stories for you young people? Come, I have something to propose! What do you say to our taking our luncheon with us, and spending the day down on the rocks? There are some curious caves I want you to see; and there is a romantic legend about one of them. Shall we go?"

The others willingly consented, and they made their preparations and set out. Instead of climbing to the top of Slyne Head, as on the previous evening, they descended to the shore, above which the stupendous crags hung as if about to topple over. In a cove of the rocks, just above high-water mark, the Doctor picked up a fragment of chain with a handcuff attached to it. It was but slightly rusted, and evidently could have been left there but a short time before. Mowbray and his wife were much interested in the discovery, and speculated as to how it could have got there.

"Is there a jail anywhere in this neighborhood?" Roger inquired.

"None nearer than Galway, that I know of," replied the Doctor. "But I believe there have been some evictions going on in this neighborhood, and this handcuff may have been put on a pris-

oner who escaped. He must have had assistance in freeing himself from his fetters, however. This handcuff, as you see, shuts by a spring, and can be opened only by taking two hands to it. The person to whom it was attached could not unfasten it unaided. It is certainly odd that the fugitive should have shaped his course in this direction. In these thinly settled regions concealment is more difficult than in cities."

"What a strange feeling it must be to be fastened to a chain, and know that you can't get away," observed Rachel, examining the steel manacle with curiosity.

"People get used to even that," rejoined the Doctor; "and after all, we are all fettered in some way, though the links may be invisible." He put the steel manacle in his pocket, and they continued their journey along the beach. The way was rough and tortuous, the boulders lying irregularly, and the pebbles of which the beach was composed offering a slippery and wearisome foothold. They were nearly an hour in going no more than a mile; but they were rewarded at the end of their journey, by coming to a large cave, hollowed out in the seaward extremity of a promontory that formed one of the natural divisions of the beach. Its mouth was only about seven or eight feet in diameter; but inside it expanded into a chamber of fair size and height, draped with sea-weed, and pervaded by the clean, salt smell of the sea. The day had been somewhat close and oppressive, and the coolness of the cave was grateful, after their arduous walk. The interior was lighted up by the rays of the declining sun, for it was already afternoon.

Using a large flat stone as a table, they unpacked their basket and lunched at their leisure. The Doctor was in capital spirits and made himself highly agreeable. He related many stories of his own past life and adventures; he had traveled in all parts of the world and had lived several years in Northern India, where he had seen strange sights. Finally the conversation got around to the spot where they then were, and the traditions connected with it.

"And, by the by, one of the best yarns is about this very cave," he remarked. "Many years ago a powerful noble lived near Slyne Head and he married a young and beautiful woman. For a time, all appeared to go well; but finally the husband became suspicious of the attentions to his wife of a neighbor of his who was visiting him. He watched, and his suspicions were confirmed. He concealed his emotions, whatever they were, and on some pretext invited his wife and the friend to this cave. He had had an iron ring fastened to the rock at the back part of the cave, with a chain attached to it. Pretending to be in sport, he induced them to let him fasten this chain around them, and then, telling them to be happy together to their heart's content, and replying to their shrieks and entreaties only by peals of laughter, he bade them farewell and left them. The tide was rising, and a storm was coming on. A couple of hours later the cave was submerged, and the lovers were, of course, drowned. What do you think of that legend, Mrs. Mowbray? Would you like to know what the young people said to each other, when they were left alone, and the first wave threw its spray over them?"

"It is fearful to think of," said Rachel, with a shudder. "Was it really this very cave?"

"Undoubtedly; and if you want any further proof, the ring to which they were chained still hangs to the rock behind you. See—the sunlight has just reached it!"

Rachel turned with a start, and then all three approached the ring and examined it. It was hanging to a bolt driven into the face of the solid rock, at the furthest extremity of the cave. It was about seven inches in diameter, and appeared to be at least an inch in thickness, though it was so bearded with rust and limpets that an exact estimate was difficult. At all events, it looked strong enough to hold an ox, much more a pair of terrified lovers. Beneath the ring was a shallow ledge, forming a rude seat, and Rachel, who was fascinated by the picturesque horror of the thing, sat down upon it. The setting sun shone on her charming face, and gave it the semblance of a rosy blush. Her husband thought she had never looked more lovely.

The Doctor took the

# The Michigan Tradesman

## AMONG THE TRADE.

### GRAND RAPIDS GOSSIP.

P. I. D. Jones succeeds Jones & Sheldon in the grocery business at 331 West Bridge street.

Samuel B. Ardis has put in a grocery stock at McBain. I. M. Clark & Son furnished the stock.

D. H. Lord has engaged in the grocery business at Petoskey. I. M. Clark & Son furnished the stock.

Halliday & Crane have opened a grocery store at Mulliken. I. M. Clark & Son furnished the stock.

Heath & Holt have engaged in the grocery business at Sparta. Olney, Shields & Co. furnished the stock.

The report that W. J. Means had sold his gasoline business to the Grand Rapids Tank Line Co. is denied by both parties.

T. M. Weeks (Mrs. A. A.) has engaged in the grocery business at 256 Plainfield avenue. I. M. Clark & Son furnished the stock.

J. D. F. Pierson has added a line of drugs to his grocery business at Kitchi. The Hazeltine & Perkins Drug Co. furnished the stock.

D. H. Meeker, formerly engaged in the drug business at Alba, will engage in the drug and stationery business at Perrinton. The Hazeltine & Perkins Drug Co. furnishes the drugs and Eaton, Lyon & Co. the stationery.

### AROUND THE STATE.

Shelby—Bennett & Reed have opened a meat market.

Lawton—Rogers & Sears have engaged in the drug and stationery business at Perrinton. The Hazeltine & Perkins Drug Co. furnishes the drugs and Eaton, Lyon & Co. the stationery.

Weston—E. B. Lee has bought W. E. Converse's hardware stock.

Charlevoix—Roswell Mudge has opened a fruit and confectionery store.

Manistee—S. Schuman has opened a merchant tailoring establishment.

Homer—Dorsey & Clark succeed Osborn & Clark in the meat business.

Coopersville—E. F. Tuxbury succeeds M. R. Griffin in general merchandise.

Frankenmuth—John Rupprecht succeeds Wm. Dudenhoff in general trade.

Mt. Clemens—F. Wolf & Son succeed F. Wolf in the boot and shoe business.

Rockford—E. B. Lapham has sold his restaurant and bakery to C. R. Shaffer.

Mulliken—Whelpley & Sebring have begun the erection of a grain elevator.

Traverse City—Jas. Moore will engage in the agricultural implement business.

Millbrook—Richards & Preston have put in a stock of carriages and harness.

Charlotte—Houck & Perkins have dissolved partnership. Mr. Perkins retiring.

Hickory Corners—Bissell & Flansburg succeed Hogg & Bissell in the drug business.

Charlotte—Lewis & Geo. F. Gardner have opened a second-hand furniture store.

Lapeer—The clothing store of Smith & Himes has been closed on chattel mortgage.

St. Clair—Conger & Jones succeed A. & W. H. Conger & Co. in the notion business.

Muskegon—T. D. Curtis has opened a new and second-hand store at 59 Pine street.

Conklin—Geo. M. Miller, of Big Springs, will build a store here this season.

Howard City—D. N. Cornell has opened a meat business in the W. W. Quick building.

Owosso—Dr. J. W. Kirtland has sold his drug stock and it has been shipped to Lakeview.

Eaton Rapids—H. W. Potter has opened a music store in V. J. Bower's shoe store.

Conklin—Henry Miller & Co. are building a tin shop in the rear of their hardware store.

Pontiac—Allison & Merritt are succeeded in the jewelry business by John Allison.

Carson City—Dunn & Goolthrite are succeeded by Dunn & Co. in the hardware business.

Allegan—Chas. Young has sold his drug and wall paper stock to L. M. Watson, late of Bessemer.

Cloverdale—M. J. Goss and George Mosier, of Prairieville, contemplate engaging in general trade here.

Coopersville—Mr. McNaughton succeeds Lillie & McNaughton in the agricultural implement business.

Big Rapids—C. B. Lovejoy has removed his grocery stock to the building just north of Joslin's clothing store.

Grattan—John Giles, the Lowell grocer, will put a grocery stock in the store formerly occupied by P. Stocking.

Kalamazoo—John Shean, formerly engaged in business here, has opened a grocery store at Aurora, Nebraska.

Charlotte—The First National Bank has foreclosed its chattel mortgage on the general stock of C. C. Haslett & Co.

Cadillac—James Johnson has bought an interest in John Garvin's meat business. The firm name is Garvin & Johnson.

Muskegon—A. C. Perigard, who formerly conducted a grocery at Port Sherman, has removed his business to 19 Barclay street.

Delton—Fred Woodhams, of Prairieville, has purchased the harness shop of C. H. Ruggles. Mr. Ruggles will move to Pine Lake.

Traverse City—J. H. Lampson has purchased his brother's interest in the cigar and confectionery firm of J. H. Lampson & Co.

Evart—W. M. Davis is erecting a two-story brick block, 33x100 feet in dimensions, and will use it for his furniture and harness business.

Charlotte—Dennie & Blowers, proprietors of the Lovett street meat market, have dissolved partnership. Mr. Dennie continues the business.

Muskegon—John Torrent, who owns a one-quarter interest in the dry goods firm of Nathan Platt & Co., has asked for the appointment of a receiver.

Scottville—Stearns & Mack are putting up a two-story building, 25x100 feet in dimensions, into which they will move their stock of general merchandise.

Hancock—Stephen Carkeek assigned his grocery stock, after chattel mortgaging same for its full value to his wife and book-keeper. Liabilities, \$10,000; assets, \$1,000.

Ovid—R. N. Thompson has bought T. C. Broadbent's interest in the grocery firm of R. N. Thompson & Co. The business will be continued under the style of R. N. Thompson.

Rockford—The firm of C. N. Hyde & Co., produce dealers, has dissolved, W. H. Hyde continuing. C. N. Hyde has taken charge of Arthur Meigs & Co.'s lumber business at Chase.

Big Rapids—F. O. Vandersluis, who has been in the dry goods business here for twenty years, has disposed of his stock to E. C. Morris, who will continue the business at the old stand.

Cheboygan—F. C. McDonald has sold his grocery stock on Third street to Thomas Frawley, of the late firm of Frawley Bros. John Frawley succeeds to the business of the late firm at the old stand.

Edmore—L. M. Mills purchased the undertaking stock of Carl Johnson at chattel mortgage sale and has removed his Blanchard furniture stock to this place, placing the same under the management of Geo. D. Lunn.

Muskegon—N. Friedman has men at work altering the interior of his store. He intends to open up his cloak department up-stairs. Access to the upper stories will be had by means of a stairway which is being put in midway of the store.

Schoolcraft—John Earl has assigned his elevator business to Addison Brown. It is quite a surprise to all except those who knew he was holding a large amount of wheat on which there has been a decrease in price in two months of about 30 cents a bushel. It is claimed that outstanding receipts call for about 12,000 bushels, and an inventory is being made to find the shortage. The estimated amount on hand is about 8,000 bushels. Earl recently sold five horses for \$1,100 and they have been delivered. His liabilities are unknown. His assets consist of the elevator, valued at \$3,000 and a house which cost \$7,500. He has been making money on a rising market, but the fall wiped it completely out. For two months he has been very nervous and has been unable to sleep nights.

### MANUFACTURING MATTERS.

Amble—Shaw & Merchant's mill has begun operations.

Lake Odessa—A bed-spring factory has begun operations here.

Martiny—A. J. Acker has begun the manufacture of honey boxes.

Six Lakes—A. Pixley has sold his mill here to parties in Grand Rapids.

Manistee—N. R. Smith has engaged in the lumber commission business.

Kingsley—Case & Crotser have shut down their sawmill for the summer.

Ludington—Adolph Jensen is erecting a planing mill near the depot and dock.

Cedar Run—Norris Norris' shingle mill has begun operations for the season.

Onkama—The Onkama Lumber Co.'s sawmill has shut down indefinitely.

Fremont—Chas. Gibson's stove factory now furnishes employment for forty men.

Six Lakes—Curtis & Co. are building a sawmill in connection with their shingle mill.

Eaton Rapids—The Steiglitz cigar factory estate has been closed out to H. P. Webster.

Martiny—Swift & Clark contemplate moving their shingle mill to the Upper Peninsula.

Kingsley—H. P. Whipple contemplates moving his sawmill to the northern part of the State.

Muskegon—The Thayer Lumber Co. is building a new shingle mill, 160x24 feet in dimensions.

Edmore—A. H. Farnam has commenced to move his shingle mill machinery to the Upper Peninsula.

Ionina—The Ionina Lumber Co. expects to have its mill ready to commence operations early this week.

Martiny—The Geo. Collins Co.'s shingle mill has shut down, having exhausted its supply of shingle logs.

Dorr—Gray Bros. are putting up a building to be used as a planing mill as soon as the machinery arrives.

Carson City—The organization of a stock company to fit up and operate a table factory is under advisement.

Orangeville—Andrew Barrett's sawmill burned May 25, with all its contents.

The engine was owned by Jas. Richards.

Detroit—The R. C. Mudge Paper Clothing Co., is going to remove to Port Huron, and do business with a capital of \$75,000.

Benton Harbor—The Benton Harbor Canning Co. has contracted for 300 acres of tomatoes for this season's operations.

Lansing—The Potter Manufacturing Co.'s new furniture factory, at South Lansing, will be ready for business early in the fall.

Big Rapids—McElwee & Moore have built two charcoal kilns at their mill, and others will be constructed as fast as the work can be done.

Saginaw—The N. & A. Barnard Co. began running nights last Monday. It handles nearly all of its output this season in the yard trade.

Ludington—Pardee, Cook & Co. will spread a mammoth broom to the breeze, because their mill has been cutting 191,000 feet daily, on an average.

Comstock—The Kimble Engine Works has put in a new 35-horse power boiler and is arranging to build an addition to its shop, 25x60 feet in dimensions.

Kingsley—The shingle and saw mill of Dr. M. S. Brownson burned last Friday. There were also about 75,000 shingles and a lot of shingle bolts destroyed.

Chippewa Lake—James McAllister, machinist for the Chippewa Lumber Co., has applied for a patent in this country and Canada on an engine of new device.

Charlevoix—F. E. Wood and J. B. Parsons have formed a partnership under the style of F. E. Wood & Co., for the manufacture of candy for the wholesale trade.

Ionina—Thad. Preston and others contemplate inaugurating another overall factory, employing fifty operatives. The armory building will be fitted up for the purpose.

Owosso—Randell & Fuller, of Bay City, have opened a factory for the manufacture of a patent mop-handle and handles for small tools. They employ several hands.

Whitehall—Oleson & Degan, flour and feed dealers, contemplate the building and equipment of a three-story roller-press mill, if an \$800 or \$1,000 bonus is raised for them.

Harriette—Morgan & Jourdan's sawmill has begun running. Mr. Clinton, also, has his mill in operation. J. R. Beagle, formerly from Owosso, has his store open for business.

Bay City—Large quantities of oak are being shipped to the local ship yards from points on the Flint & Pere Marquette. From Coleman twenty car loads were shipped last week.

East Saginaw—It is understood that the mission of W. R. Burt to England was successful, and that the salt syndicate is a fixed fact. Salt is selling slowly, and stocks accumulating.

Allegan—F. E. Lindsley, of Decatur, has purchased the interest of Mr. Sprague, in the lumber business recently run by Visner & White, and the firm name will now be Haynes & Lindsley.

Flint—The Genesee County Co-operative Creamery Co. is doing a very satisfactory business, making about 1,000 pounds of butter daily, all of which, except the supply for the home market, is sold in New York.

Big Rapids—L. W. Bowen, for the past year traveling salesman for the Chippewa Lumber Co., has taken a position with the Lansing Lumber Co., at Lansing. Mr. Bowen will be general manager of the business.

Saginaw—Arthur Barnard is about to erect a nail keg factory near his sawmill, and will ship the stock in car lots in bulk. Hardwood will be used for the heads, but any kind of lumber can be used for the staves, and a large amount of what is now refuse can be utilized.

East Saginaw—Manufacturers are basing all calculations on a cut on this river nearly if not quite 200,000 feet less than that of last year, or not to exceed 700,000,000 feet, and if the conditions at many other points are as reported, it ought to exert an appreciable effect upon the lumber market. It is claimed that unless we have a second section of the deluge, the greater number of the mills will have practically shut down for the season by September 1. If this should result, it will prove greatly to the disadvantage of general business by reason of the throwing out of employment of about 3,000 employees.

### STRAY FACTS.

Muskegon—Thomas Barry & Co., owners of the City of Muskegon, have sued the Muskegon Booming Co. for damages of \$20,000, on the ground of interference with navigation, leading to the destruction of the boat.

Bay City—The steamer F. & P. M. No. 2 took out a cargo of salt Saturday for Chicago. It is several years since salt was shipped from this river to Lake Michigan ports in any considerable quantities, owing to rail competition.

Manistee—Parties interested in the lumber and shipping interests of the city have decided to raise \$15,000 to dredge a channel in the Manistee river, seventy feet wide and fourteen feet deep. At a meeting held last week Messrs. Canfield, Peters and Sands signed \$2,000 each, Dempsey \$1,000, the State Lumber Co., \$750 and the Flint & Pere Marquette Railroad, \$1,000.

Bay City—It is reported that H. W. Sage, who is one of the largest lumber and salt manufacturers here, intends to donate \$300,000 to Cornell university for a library, and that if the college loses the \$1,000,000 involved in the McGraw-Fiske litigation, which is considered probable, Mr. Sage will add \$200,000 for the library building. He has always been a warm friend and patron of the university.

East Saginaw—The Tobacco River Lumber Co. recently sold the balance of a tract of timber on that stream to D. Hardin, one of the company, for \$32,000. It is estimated that there is left on the tract 2,500,000 feet of good white pine, and about 1,000,000 feet of hemlock, ash, etc. Some shingle timber will also, no doubt, be secured. The company originally bought this tract on an estimate of 55,000,000 feet. It cut 60,000,000 feet and then sold the balance, as stated, for \$32,000. The purchaser will make a good thing of it, as the lands are valuable for farming purposes after the timber has been all removed. The Tobacco River Co. has 18,000,000 feet of logs to be manufactured, and has 7,000,000 feet of unsold lumber on hand, which, when all disposed of, will close out its business.

### Bank Notes.

Frank L. Fuller, the Cedar Springs banker, was in town last Wednesday.

THE TRADESMAN has heretofore called attention to the exceptional opening afforded for a savings bank on South Division street, about midway between Monroe street and the city limits. Unless the field is occupied by an organized bank by midsummer, a private bank will be opened there by C. J. Church, the Greenville banker.

### Purely Personal.

E. Fallas has completed his two cottages at Bay View and returned home.

B. L. Desenberg, the Kalamazoo grocer, has gone to Europe, where he will remain until September.

Frank Hamilton, of Traverse City, was in town over Sunday on his way home from Chicago, whither he went early in the week with his wife and niece.

Dr. Chas. S. Hazeltine has launched his new steam yacht on Spring Lake. M. S. Goodman, who steered the craft on her initial trip, says she is a "beaut."

Lewis Cass Bradford, the Baldwin grocer, is getting to be quite an authority on knotty legal questions, owing to the proximity of his store to a justice shop.

A. B. Gibson, formerly of this city, but for the past two years with R. Steller, at Iron River, has taken a position in the drug store of Fred. D. Paquette, at Ludington.

Eli E. Dryden, formerly designer for the Phoenix Furniture Co., has returned from Columbus to take the same position with a new company soon to be organized.

### Evidently Struck It Rich.

The following dispatch, from Helena, Mont., will cause the Grand Rapids stockholders of the "Big Ox" no small satisfaction:

The Big Ox Mining Co. struck a mammoth rich vein of gold, silver and lead ore, while sinking a shaft at the foot of the mountain, at a depth of thirty feet. Secretary Simpson and Mr. Hand made an assay of the ore, and it went \$45 in gold, \$19.32 in silver, and \$22.80 in lead; total, \$90.12 per ton. The company is also sinking a big shaft from the top of the mountain down 350 feet, where they are certain to encounter immense bodies of rich ores. The late find clinches the fact that the "Big Ox" is surely a bonanza.

### From Michigan to Manitoba.

The Philadelphia Ledger says that, "according to a telegram from Toronto, the emigration agent in Ontario of the Manitoba government has been instructed by the Premier of Manitoba to visit Michigan and Wisconsin, and report on the condition of the farmers in those States, with a view to commencing a vigorous emigration campaign there. It is said that a great many are anxious to move out of Manitoba."

### Unmistaken Identity.

"How do you know that man is from Massachusetts?" Inquired the reporter of a fruit dealer, as a stranger went out of his shop.

"Easy enough," was the confident reply; "he bought a banana here yesterday and went through it for bones before he would eat it."

### Probably a Postponement.

At a meeting of the Entertainment Committee of the Grand Rapids Mercantile Association, held Monday evening, the question of postponing the picnic was discussed, when it was decided to refer the matter to the Association, at its meeting this evening.

### Michigan Iron Ore Production.

The shipments of iron ore from the mines in the four ranges of Northern Michigan this year are expected to exceed 5,000,000 tons, and may equal 6,000,000 tons. Last year the shipments amounted to 5,023,279 tons.

### Gripsack Brigade.

Master Albert Escott accompanied his father, G. H. Escott, on his trip to the Straits last week.

A. F. Peake, President of the Michigan Knights of the Grip, was in town Monday on his way to Muskegon.

N. Stewart McConnell, formerly of this city, but now located at Detroit, is visiting his parents at Ludington.

B. F. Emery has engaged to travel for John A. Talman & Co., of Chicago, covering the trade of Northern Michigan.

Shelby Herald: "John McIntyre was in town yesterday. If he makes any more threats against the life of the editor of this paper, we will have him put under bonds to keep the peace."

The Bennett House is the name of the house Will J. Jones has identified himself with at Mt. Pleasant. He has associated himself with his father-in-law, H. B. Irish, the firm name being Irish & Jones.

Stephen Sears is telling a good story on Red Headed Dave Smith, anent his prize dog. Those who have not heard the yarn would do well to ask Steve to repeat it—to which he is not particularly averse.

Cheboygan Tribune: The writer heard a commercial traveler say, last Monday, that Cheboygan was the liveliest town, so far as business was concerned, that he had struck in Northern Michigan, and that for business it was ahead of Marquette, which was the liveliest place in the Upper Peninsula.

Max Mills is nearly frantic over the non-receipt of another invitation to deliver a Fourth of July oration at Blanchard. The Blanchard people have 'withstood fire, drouth and famine, but they are frank enough to admit that another onslaught of eloquence such as they received last Independence Day would depopulate the entire township.

Commenting on the item in last week's paper relative to John McIntyre's fish pole, the Shelby Herald remarks: "This was copied by THE MICHIGAN TRADESMAN, and by dint of inquiry it has been learned that his inability to account for the possession of the elegant fishing rig is, no doubt, due to the fact that he carried just such an outfit from John Scollay's store, at Reed City, on his last visit there; and Scollay is still alive to the fact that he has not as yet received one in return." Cass Bradford requests THE TRADESMAN to state that this is the second rod McIntyre has stolen from him.

Landlord Barney, of the Occidental Hotel, has renewed his invitation to the Grand Rapids traveling men to hold their annual picnic at Muskegon and partake of a banquet at his hotel. The plan, so far as outlined, is to leave on the early morning train; arrive at Muskegon at 8:30; take the Van Raulte to the mouth of the Lake, where an opportunity will be given for fishing and witnessing a drill by the life-saving station; a ride on Lake Michigan, returning to the Occidental at 2 p. m. for a banquet. At the close of the dinner, the Van Raulte will carry the party to Interlaken Park, where dancing, rowing, fishing and bathing will be in order until time to leave for home on the evening train. This programme may have to be changed, to conform to exigencies which may arise.

The Michigan Cigar Co. has in preparation a new brand, which will be styled "Trio." The label will contain facial representations of the three proprietors of the company.

### FOR SALE, WANTED, ETC.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisement taken for less than 25 cents. Advance payment.

### BUSINESS CHANCES.

FOR SALE—AT PINGREE GROVE, KANE CO., ILL., seven miles west of Elgin on main line of railroad, a good well and business, with full stock of general store goods; whole value about \$4,700; postoffice in store; reason for selling, failing health. J. B. Shedden, Proprietor.

FOR SALE—SMALL STOCK OF LUMBER, SHINGLES, etc., in a thriving village in Central Michigan. For particulars, address Lock Box 10, Lakeview, Mich. 440

FOR SALE—FULL SET OF HARDWARE FIXTURES, including shelving and drawing shelves, full set of tinners' tools. Address 438, care Michigan Tradesman. 438

FOR SALE—DRUG AND BOOK STORE IN SOUTHERN Michigan; invoice about three thousand. Address W. F. Hahn, Jeweler, Lansing, Mich. 439

FOR SALE—ONE CHAPMAN PORTABLE SODA fountain, marble top, double draught tube, ready for use; no generator to buy; price \$60, will sell for \$30. Answer Thurston, Grand Rapids, Ohio. 441

FOR SALE—IN CENTRAL MICHIGAN—STOCK OF drugs, medicines and fixtures, valued at \$1,200; daily cash sales. \$15; also store building, storehouse and residence combined, valued at \$800; reasons, other business. Address, No. 429, care Michigan Tradesman. 429

### HELP WANTED.

WANTED—COMPETENT DRUG CLERK—ENCLOSE references from last employer. Address F. D. Paquette, Ludington. 437

### SITUATIONS WANTED.

WANTED—SITUATION AS BOOK-KEEPER BY MAN of eight years' experience, who is familiar with general merchandise. Address A. E. Chambers, 95 Monroe Street, Grand Rapids, Mich. 407

### MISCELLANEOUS.

TO EXCHANGE—I HAVE A NEW, BRIGHT, WELL-selected little stock of hardware to exchange for a farm or city real estate. Address No. 401, care Michigan Tradesman. 401

I HAVE SOME FIRST-CLASS PROPERTY, WELL improved and nicely located, in South Dakota; also some other property to exchange for a stock of goods. J. C. McKee, 23 Fountain St. 392

WANTED—1,000 MORE MERCHANTS TO ADAPT OUR sample, E. A. Stowe & Bro., Grand Rapids. 314

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

FOR RENT—A TWO STORY 24 x 30 BRICK STORE centrally located on Main St. in a lively manufacturing town in Northern Michigan, upper story fitted for living rooms; good opening for boot & shoe, clothing, hats and caps and gent's furnishing goods, or for grocery business. Campbell & Underwood, 35 Monroe St. Grand Rapids Mich. or N. C. Weter, Mancelona Mich. 407

WANTED—SEND A POSTAL TO THE SUTCLIFF COLLECTION—Pass Book Co., Albany, N. Y., for samples of the new Excelsior Pass Book, the most complete and finest on the market and just what every merchant should have, progressive merchants all over the country are now using them. 437

ONE OF A SERIES OF PICTURES REPRESENTING COFFEE CULTURE. WATCH FOR THE NEXT.





**The Michigan Tradesman**  
Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE  
**Retail Trade of the Wolverine State.**

**E. A. STOWE & BRO., Proprietors.**

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E. A. STOWE, Editor.

**WEDNESDAY, JUNE 5, 1889.**

**A BIT OF HISTORY.**  
When THE TRADESMAN was started, six years ago, a certain wholesale grocer informed the trade that inside of two months he would superintend the funeral of the venture. Yet THE TRADESMAN still lives, and the man who sought its downfall no longer pursues a mercantile career.

Three years later another wholesale grocer asserted that it was only a question of time when he would dance over THE TRADESMAN'S grave. The paper still lives, however, and Messmore is remembered only by the creditors whom he left behind.

Now a third jobber is assuring his friends that he will soon pronounce a benediction on the paper and drive its editor out of the city. Yet the paper has never thrived more than it has since it incurred the displeasure of the gentleman in question, for the simple reason that the friendship and co-operation of 5,100 retail dealers makes it stronger than any single individual—stronger than any jobbing house, even with five times the capital at stake.

So long as THE TRADESMAN continues to be the exponent of the retail trade—voicing its aspirations and rebuking practices which are inimical to its interests—so long will it receive the hearty support of the great body of Michigan retailers. Whenever it goes back on its record, fails to make the retailer's cause its cause, and overlooks or condones actions detrimental to the retailer's interests, it will deserve and receive the condemnation of the same men who now accord it cordial and unswerving support.

**WHEREIN LIES THEIR SAFETY.**  
The suppression of needless labor on Sundays on the Vanderbilt railroads and some others may be prompted by a consideration for the welfare of their employees, but there are reasons for this action which should appeal powerfully even to railroad managers who are not open to such considerations. One of these is that the laws of nearly every State in the Union, following the English Sunday law of the reign of Charles II., forbid such labor on the first day of the week. Whether these laws be wise, as most of us think, or unwise, as the railroads often seem to assume, it is very directly the interest of railroad managers to obey them. Nothing but a general respect for law can insure the safety of railroad property. It is of all property the last to be protected effectively by the police or other direct and material agencies of government. It stretches over much too long an area to be protected by any force less pervasive than a vigorous public opinion. And whenever any road sets its workmen and the public an example of disregard for the law, either as to Sunday observance or any other point, it is doing its best to beat down the barriers of its own safety. If railroad strikes have been more notable for violence than any others in this country, is it not partly, at least, because railroads have been in this and some other respects the most persistent violators of the laws of the land, and thus have spread a lawless spirit among those whose modes of thinking they most directly influence?

**FALSE MERCANTILE REPORTS.**  
An important decision was recently rendered by Judge Gartner, of Detroit, involving the liability of commercial agencies for sending out false reports regarding the standing of firms. The Alma correspondent of R. G. Dun & Co. reported to the Detroit office that Pollasky Bros. had placed a \$10,000 mortgage on their stock. The report was not seen by the manager of the Detroit office, but was sent broadcast over the country by clerks in the employ of the agency. Although the report was false and without foundation, and was retracted by Dun & Co. the day following, it tended to injure Pollasky Bros.' credit to that extent that they felt justified in bringing suit against the Detroit manager for \$25,000 damages. The defendant admitted the falseness of the report, but he contended that the action should be brought against Dun & Co.—not against an agent of the corporation. Judge Gartner took the same view. He held in his decision that Manager Minchener was not responsible, and that no action against him would lie. But as against the man who wrote the report, the man who sent it out and R. G. Dun & Co., it would. He intimated clearly that, in his opinion, the firm or corporation could be held for any damage

accruing from the publication of the false report.

The shoemakers have a harder time of it in Germany than they do in this country. A cobbler at Solau allowed a nail to pass through the sole of a shoe he had repaired. The customer's foot became so bad that it was obliged to be amputated, and he sued the shoemaker for compensation and damages. The court condemned the shoemaker to pay the sufferer an annuity for life of \$225, together with the cost of the doctor and the law suit.

**The Manufacture of Chocolate and Cocoa.**

No doubt 100 years ago the early settlers of New Amsterdam were not as fastidious as the present population of New York City, and being composed principally of persons who had come there to make money and live in frugality, there was little if any demand for luxuries, but to-day fortunes have accumulated, and very naturally the demand for novelties in food and beverages, as well as everything else, has increased. This has been the means of developing in this country, and especially in the city of New York, many industries, prominent among which is the manufacture of chocolate and cocoa, an industry which, although hardly known to the public, nevertheless, during the year 1888, turned out a product worth several million dollars.

Chocolate is a manufacture of sugar and cocoa (cacao in Spanish), sometimes flavored with the vanilla bean. Its use in the United States as a beverage is seemingly new as compared with tea and coffee. Cocoa was introduced and has been extensively consumed in Spain since the early part of the sixteenth century, its use gradually extending into France and reaching England and the balance of the continent in the seventeenth century.

The first chocolate known to have been manufactured in North America was about the year 1770. Strange to say the use of the cocoa bean, which was first discovered in the year 1519 by Cortez in Mexico, during his first invasion of that country, did not become general in its neighboring country, the United States, until two centuries after; and it is only within the last twenty-five years that the consumption has so rapidly increased that the importations of cocoa beans in the various ports of the United States for the year 1888 amounted to over 16,000,000 pounds.

The use of the cocoa bean, formerly restricted to the manufacturers of chocolate, is now extensively used in several preparations under various names, the majority of which are pulverized cocoas. The growing demand for chocolate and cocoa certainly has been considerably facilitated by the great improvements that have been made in the machinery specially adapted to its manufacture, and by the reduced cost to consumers, cocoas and chocolate of far superior quality than formerly being produced at one-fourth the former cost. Many of the accounts of the aristocracy of Europe indicate the high standard of their living, and we find, as a rule, that the use of chocolate for breakfast is mentioned as a great luxury. At present this article is within the reach of everyone, and no doubt is destined to become one of the great staples of life, for no vegetable products contain more nourishment than those manufactured from the cocoa bean.

**No Flies on Him.**  
There were a dozen or more fly-screen doors outside the store marked "Only \$1.50 each," and when the farmer and his wife drove up, their attention was at once attracted.  
"That's exactly what I was going to ask for," she said, as she climbed down over the wheel to the platform.  
"You was, eh? I'd like to know what we want of a screen door," he growled.  
"What does other folks want of 'em?"  
"Sure 'nuff. If folks want to buy every gimcrack that comes out, let 'em do it, but we hadn't got no money to throw away."  
"Moses, we've got to have a screen door," she observed, as she went closer.  
"We are the only folks on the hull Center Line road without one."  
"Has it hurt us any?"  
"Yes, it has. There wasn't a tin peddler, lightning-rod man, piano agent or chicken buyer who called last summer but what throwed out a hint to us."  
"And if they throwed out a hint that we order have a door bell, you'd take on till you got one, I s'pose."  
"I don't say nothing 'bout door bells, 'cause folks can knock when they come; but we do need a screen door."  
"What for?"  
"They look rich from the road, and they keep flies and bugs out."  
"We have kep' house thirty-eight years now, and we order be used to insects. Bugs and flies don't bother us none, and they are healthy, anyhow."  
"See how cheap they are, Moses," she continued, in pleading tones.  
"Ya-as, but you can buy the netting fur five cents a yard—white, and green, and yaller, and all kinds. I tell ye, Martha, we can't afford it."  
She sighed and was turning away, when the hardware man came out and briskly said:  
"Ah! how are you, folks?" Looking at those screen doors, eh? Powerful nice things to keep flies out."  
"Yes, I s'pose so," replied the farmer, "but we don't want any. I rather like to have flies around."  
"Well, I couldn't let you have one of that lot, anyhow. Dick Jones took the whole five."  
"What 'our Dick?"  
"Yes, over on the Corners."  
"And he's all mortgaged up and can't buy a new plow."  
"There, Moses—what do you think?" exclaimed the wife.  
"And Dick Jones has bought them doors?" he asked the merchant.  
"Yes, he'll take 'em."  
"No, he won't! Just load three of 'em into my wagon! I don't go much on gimcracks, and I know we don't need 'em, but I hain't goin to let no turnip-top like Dick Jones to go swelling around over me—not this year! Come along, old woman, and pick ye out a pair of forty-cent stockings—yes, you can go as high

as sixty! I'll be swashed if any family named Jones can sit on our coat tails!"

**Some Facts About Salt.**  
There are many interesting facts connected with salt which it is well sometimes to remember. To begin with, the name itself, a curious fact, is to be noted. Salt was formerly regarded as a compound resulting from the union of hydrochloric (or, as it used to be called, muriatic) acid and soda, and hence the generic term of salt was applied to all substances produced by the combination of a base with an acid. Sir Humphry Davy, however, showed that during their action on each other both the acid and the alkali underwent decomposition, and that while water is formed by the union of the oxygen of the alkali and the hydrogen of the acid, the sodium of the former combines with the chlorine of the latter to form chloride of sodium, and this term is the scientific designation of salt, which, paradoxical as it may seem, is not salt. Chloride of sodium must be considered economically under two heads, relating respectively to sea or bay salt, and to rock or mineral salt. The one is probably derived from the other, most rock salt deposits bearing evidence of having been formed at remote geological periods by the evaporation from the sea. At one time nearly the whole of the salt used as food and for industrial purposes was obtained from the sea, says the London Standard, and in many countries where the climate is dry and warm, and which have a convenient seaboard, a great quantity of salt is still so obtained. In Portugal more than 250,000 tons are annually produced, and the same quantity approximately is obtained on the Atlantic and Mediterranean coasts of France. Spain has salt works in the Belicis Islands, the Bay of Cadiz, and elsewhere, which turn out annually 300,000 tons, and even the small seaboard of Austria produces 70,000 to 100,000 tons.

**Making the Draft Good.**  
In the early days of California, when a trip East was a matter of more importance than it is now, a man entered a bank in San Francisco and said to the banker:  
"I want exchange on New York for this."  
"All right. What is it?"  
The man looked fearfully around him and then brought out a packet.  
"It's \$25,000 in greenbacks."  
"I guess I can do it. Going east?"  
"Yes; I'm going to-morrow. I don't want to carry all this with me. Couldn't do it. Sure to get robbed. So give me a draft. What's the damage?"  
"Oh, seeing it's you, 1 per cent.—two hundred and fifty dollars."  
"It goes."  
The banker made out a draft on New York, and as he handed it to the man, asked him if he would mind taking along a small parcel, to be delivered in New York to his brother. The man was willing to undertake the errand, and the banker, having gone into the other room, presently came back with the parcel.  
"Just put it in your valise, and don't lose it, will you?"  
"I'll take the best care of it."  
"Thank you. Good-bye. Pleasant trip."  
Arrived in New York, the Californian went to the address and delivered the package. He then presented his draft. The man opened the package and gave him the identical \$25,000 he had deposited in San Francisco. He had carried it himself.

**Keep Your Promises.**  
In these days of active competition, little things count. Keeping a promise is a little thing in the estimation of many, if we judge by the fact that it is so often broken in the business world. But there is nothing more annoying than to be disappointed in a job of work promised on a certain day. Men who keep their word punctually are the men sought after. The men who have fallen into the bad habit of seldom, if ever, keeping their promises, are never those who keep their customers long. They have to be continually drumming up new customers to fill the ranks of the old who become tired of being promised work that is never done in time. Make a habit of keeping a promise, and it will prove a first-class assistant to success in your business. It is a little thing, but it does more for a firm than great capital.

**An Irish Woman's Want.**  
To a grocery store in a Massachusetts village, there came lately an Irish woman, who said to the grocer: "Mr. G—, sure and have ye niver an empty flour barrel that I can have to make a hen coop for my little hog?" The grocer gave her the barrel.

**HYDRAULIC ELEVATORS**  
Water Motors and Specialties  
Send for New Catalogue.  
**Tuerk Hydraulic Power Co.**  
NEW YORK: CHICAGO: 12 Cortland St. 39 Dearborn St.

**Crockery & Glassware**

No. 0 Sun.....	50
No. 1 ".....	55
No. 2 ".....	75
Tubular.....	75
6 doz. in box.....	1 90
No. 0 Sun.....	2 00
No. 1 ".....	2 25
No. 2 ".....	2 35
First quality.....	2 15
No. 0 Sun, crimp top.....	2 25
No. 1 ".....	2 35
No. 2 ".....	2 35
XXX Flint.....	2 58
No. 0 Sun, crimp top.....	2 58
No. 1 ".....	2 80
No. 2 ".....	3 80
Pearl top.....	3 70
No. 1 Sun, wrapped and labeled.....	4 70
No. 2 ".....	4 70
No. 2 Hinge.....	4 70
La Bastic.....	1 25
No. 1 Sun, plain bulb.....	1 50
No. 2 ".....	1 50
No. 1 crimp.....	1 40
No. 2 ".....	1 60
STONEWARE—AKRON.....	06 1/2
Butter Crocks, per gal.....	90
Jugs, 1/2 gal., per doz.....	90
" 2 ".....	1 80
Meat Tubs, 10 gal., each.....	75
" 12 ".....	1 00
" 15 ".....	1 15
" 20 ".....	1 25
Milk Pans, 1/2 gal., per doz. (glazed).....	60
" 1 ".....	75

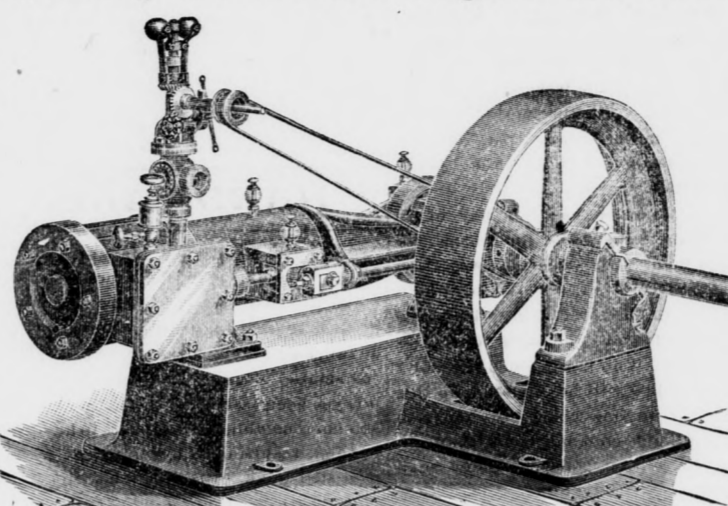
The Best Fitting Stocking Rubber in the Market.

**Geo. H. Reeder,**  
Sole Agents,  
Grand Rapids, - Mich.

**SHAFTING, HANGERS, AND PULLEYS A SPECIALTY.**  
FIRST-CLASS IN EVERY RESPECT.  
Send Specifications for Estimates before Contracting.

**THE LANE & BODLEY CO.**  
2 to 48 JOHN ST., CINCINNATI, O.

**W. C. DENISON,**  
GENERAL DEALER IN  
**Stationary and Portable Engines and Boilers**



Vertical, Horizontal, Hoisting and Marine Engines. Steam Pumps, Blowers and Exhaust Fans. SAW MILLS, any Size or Capacity Wanted.  
Estimates Given on Complete Outfits.

**88 90 and 92 SOUTH DIVISION ST., - GRAND RAPIDS, MICH**

**DETROIT SOAP CO.,**  
Manufacturers of the following well-known brands:

QUEEN ANNE, TRUE BLUE,	MOTTLED GERMAN, SUPERIOR, PHENIX,	ROYAL BAR, MASCOOTE, AND OTHERS.	CZAR, CAMEO,
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For quotations in single box lots, see Price Current. For quotations in larger quantities, address,  
Salesman for Western Michigan,  
**W. G. HAWKINS,** LOCK BOX 173, GRAND RAPIDS.

**H. Leonard & Sons.**  
Grand Rapids, Mich.  
Near Union Depot. Cor. Spring and Fulton Sts.

**The "GEM" Tricycle.**

This is the most perfect tricycle on the market for Ladies and Children. It is recommended by Physicians as the First and Only Machine invented that Ladies and Girls of a delicate constitution can ride with benefit.

The GEM has Steel Wire Wheels with Grooved Steel Tires and Forged Steel Axles. It also has an

**Adjustable Spring Seat**  
Upholstered with plush, filled with Japanese hair, which retains its elasticity, making it easy for the rider.

**Prices quoted without fenders:**

No. 1—20 inch Rear Wheels, for 3 to 7 years of age, \$6.67 Each.
No. 2—24 " " " " 7 to 11 " " " 8.00 "
No. 3—28 " " " " 11 to 14 " " " 9.34 "
No. 4—32 " " " " 14 to 18 " " " 12.00 "

**Same with rubber tires:**

No. 7—30 inch Rear Wheels for 3 to 7 years, \$11.34 Each.
No. 8—24 " " " " 7 to 11 " " " 12.67 "
No. 9—28 " " " " 11 to 14 " " " 14.00 "
No. 10—32 " " " " 14 to 18 " " " 15.00 "

We also carry Boy's Bicycles and Tricycles.  
ASK FOR QUOTATIONS.

**H. Leonard & Sons,**  
**MICHIGAN CIGAR CO.,**  
Big Rapids, Mich.  
MANUFACTURERS OF THE JUSTLY CELEBRATED  
**"M. C. C." "Yum Yum"**  
The Most Popular Cigar. The Best Selling Cigar on the Market.  
SEND FOR TRIAL ORDER.

**RINDGE, BERTSCH & CO.,**  
Manufacturers and Wholesale Dealers in  
**BOOTS and SHOES**  
AGENTS FOR THE  
**Boston Rubber Shoe Co.,**  
12, 14 & 16 Pearl Street, Grand Rapids, Mich.

**COLBY, CRAIG & CO.**  
MANUFACTURE



**THE BEST DELIVERY WAGON ON EARTH.**

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

Repairing in all its Branches.

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

**HESTER & FOX,**  
Manufacturers' Agents for  
**SAW AND CRIST MILL MACHINERY,**  
Send for Catalogue and Prices.

**ATLAS ENGINE WORKS**  
INDIANAPOLIS, IND., U. S. A.  
MANUFACTURERS OF  
**STEAM ENGINES & BOILERS.**  
Carry 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
\$ 5 " ".....	3.00
\$10 " ".....	4.00
\$20 " ".....	5.00

**SUBJECT TO THE FOLLOWING DISCOUNTS:**  
Orders for 200 or over..... 5 per cent.  
" " 500 "..... 10  
" " 1000 "..... 20

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

**E. A. STOWE & BRO., Grand Rapids.**

**Oranges!**  
We are wholesale agents for the Fancy California Mountain Seedlings and headquarters for all kinds of Messina oranges.  
**PUTNAM & BROOKS.**

**CURTISS & Co.,**  
Successors to CURTISS & DUNTON.

WHOLESALE

**Paper Warehouse,**  
Houseman Building, Cor. Pearl & Ottawa Sts.,  
GRAND RAPIDS, - MICHIGAN.

**WHO URGES YOU TO KEEP SAPOLIO? THE PUBLIC!**

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

**ANY JOBBER WILL BE GLAD TO FILL YOUR ORDERS.**

**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.**

WEDNESDAY, JUNE 5, 1889.

LEISURE HOUR JOTTINGS.

Written for THE TRADESMAN.

BY A COUNTRY MERCHANT.

There is no other profession or business that leads a person, insensibly but surely, into a veritable "tread-mill" existence like that of the tradesman, and more especially the tradesman whose lines are cast in country and semi-country localities. If business or pleasure calls the professional man away from home, he locks his door and leaves, with the assurance that his clients or patients, except in imperative cases, will patiently await his return. The mechanic or workman can figure very closely how his absence will affect him financially. When the farmer has made satisfactory arrangements for tending the stock, he has no further care on his mind. The landlady is usually amply qualified for running the hotel during the proprietor's absence. A dozen well-qualified hangers-on are always ready to fill the void that would be caused by the ginslinger's departure, and the curb-stone brokerage of the small capitalist usually gives him an almost unlimited time for vacations and travel.

And the heavy dealer in merchandise, except as a matter of personal choice, can usually avoid a great share of the routine and monotony of the tread-mill. His circumstances and surroundings necessitate the employment of skilled and efficient assistants to whom he can safely delegate his duties during his absence, and unless he is given to doubts regarding their honesty or capability, or is morbidly inclined to conjure up possible disasters that might be averted by his presence, he can leave his business with perfect equanimity and confidence.

But it's the little fellow of trade that I am particularly writing about and condoling with, and in trade the little fellows are in the vast majority. Not that I mean that all, or even a large proportion of them, are struggling with impecuniosity, or that great numbers of them are not, in a comparative sense, "well fixed" financially. But they are individuals who have never been assisted by a "boom," whose commencement in trade was made on an insignificant capital; whose customers have never been remarkably numerous or extravagant, and whose accumulations and modest prosperity are the result of close economy and close attention to the details of their little ventures. These people are around and among us everywhere. Many of them luckily found themselves in circumstances to retire from trade before the sharp "nip" in trafficking transactions became so disagreeably visible to the mercantile "small fry," and are now living contentedly and independently on their little savings. Numbers more were thinking of giving place to the younger generation of traders, but the hard times struck them just a little while before they felt themselves safe in doing so; and there are others, of course, who would, and will, cling to the old, familiar vocation, as long as life and strength permit, and under any phase of business depression or prosperity. And, under the present condition of commercial affairs, these are the parties who find themselves in the "tread-mill." Confronted by the unpleasant fact that it requires more study and exertion to-day to make their business profits balance running expenses than it did a few years ago to materialize a handsome surplus yearly, they have, as a matter of necessity, had to cut off every possible expense, and load themselves down with more work, care and anxiety than ever fell to their lot, even during their younger and more ambitious days. While waiting for the long hoped for renaissance of business prosperity, the "small fry" trader has thoroughly digested the fact that he must either allow his little capital to slowly but surely evaporate, or go back to the most rigid and primitive principles of a "small fry" trade.

The s. f. dealer is having considerable experience with the hope deferred that maketh the heart sick. He has hoped that the crop prospects would induce the farmer to become a liberal buyer again, but the probable prices of the cereals continue to keep the agriculturalist disgruntled. He has hoped that the little manufacturing interests of his community would gradually grow, to the increase of its population and the enhancement of its business reputation, but, they have, on the average, barely remained in *stato quo*. He has hoped that the pressure of the times would thin out the reckless, haphazard and irresponsible traders, but the current in this direction is scarcely discernible. He has hoped that his cutting and slashing competitor would be forced into other quarters or other pursuits, but he has seen him go through two or three successful and profitable assignments, and remain with a credit amply sufficient for a third or fourth one, and, let him look in any direction he may, it would require almost a Micawber credulity, and "happy-go-lucky" dis-

position, to make a revival of country mercantile prosperity seem possible among the near possibilities.

And, unfortunately, while the depression and stagnation of all small business pursuits continues, and promises to continue, indefinitely, there is another stagnation and depression which has a material influence upon those who are thus financially afflicted. It is a stagnation in the intellect or judgment, or a depression in the morals and manhood of those alleged "statesmen" who continue to be selected for legislators at the state and national capitals. If the speeches and other utterances of these individuals can be relied upon, they are pretty well conversant with the unsatisfactory outlook of matters, among what may be termed the poorer and the "middle classes" of their countrymen, but, strangely enough, they either affect to believe, or do believe, in the curious theory that the only practical relief for hard times is in the continuation, or steady increase of high taxes. The fact is too patent and commonplace for argument that it is one of the fundamental principles of business that expenditures must be regulated, as nearly as possible, by incomes, and that an incapacity to so regulate them is a fatal defect in any business man's character. And yet a majority of our Congressmen and Representatives have the effrontery or ignorance to endeavor to impress us with the belief that this old fashioned, irrefutable, common sense proposition is impracticable in public affairs. That a merchant whose income drops from \$2,000 to \$1,000, or a workman whose wages are cut from \$2.00 to \$1.25, ought to think it a pleasure as well as a duty to contribute as much, or more, toward public improvements, official salaries and the multiplication of feeders at the public crib—not to mention the building up of monopolies and the propagation of millionaires—as if his income or wages had not been decreased. To one who has given even superficial attention to political economy and the duties of citizenship, such a proposition seems incredible, and insulting to ordinary human intelligence, but doesn't about every move, vote or act of our "public servants" proclaim that the principle has become a fixed—but let us hope not unchangeable—feature of our latter-day "statesmanship?"

**\$1,000 REWARD!!**

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



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



Every garment bearing the above ticket is  
WARRANTED NOT TO RIP, and if not as represented, you are requested to return it to the Merchant of whom it was purchased and receive a new garment.  
**STANTON, SAMPSON & CO.,**  
Manufacturers, Detroit, Mich.

**WANTED.**  
POTATOES, APPLES, DRIED  
FRUIT, BEANS  
and all kinds of Produce.

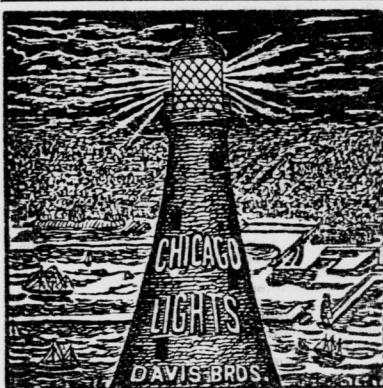
If you have any of the above goods to ship, or anything in the Produce line, let us hear from you. Liberal cash advances made when desired.

**EARL BROS.,**  
COMMISSION MERCHANTS  
157 South Water St., CHICAGO.  
Reference: FIRST NATIONAL BANK, Chicago.  
MICHIGAN TRADESMAN, Grand Rapids.

**C. R. Electro-Fox**  
**ELECTROTYPERS**  
Stereotypers  
Photo & Zinc Engraving  
ALSO LEADS SWISS, BRASS RULE  
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BOX WORK  
MAPLE, ELM, GRAND RAPIDS MICH.

**The D & C**

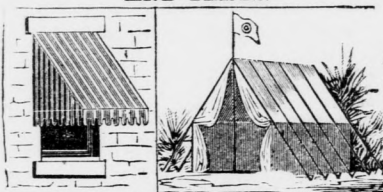
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PALACE STEAMERS. LOW RATES.  
**CHICAGO**  
AND  
**St. Joseph-  
Benton Harbor**  
During July and August Leave  
Chicago, 9 A. M., 6:30 P. M.  
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Chicago, 9 A. M.  
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MAMMOTH STEAMER CITY OF DETROIT.  
Four Trips per Week Between  
**DETROIT, MACKINAC ISLAND**  
**PETOSKEY and SAULT STE. MARIE.**  
Every Day Between  
**DETROIT AND CLEVELAND**  
OUR ILLUSTRATED PAMPHLETS  
Rates and Excursion Tickets will be furnished  
by your Ticket Agent, or address  
C. D. WHITCOMB, GEN'L AGENT, CHICAGO, ILL.  
Detroit and Cleveland Steam Nav. Co.



The Finest 5-ct. Cigar Manufactured.  
LONG HAVANA FILLER.  
THEY HAVE NO EQUAL.  
**A. S. DAVIS,**  
127 Louis St., Grand Rapids.

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

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AND TENTS.



Horse and Wagon Covers, Water Proof Coats, Buggy  
Aprons, Wide Cotton Ducks, etc. Send for Illustrated  
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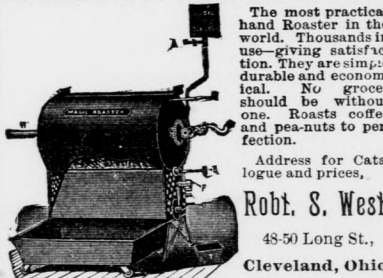
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Telephone 106. 11 Pearl St.

**G. R. ICE & COAL CO.,**  
Wholesale and Retail Dealers.

Now—Before any Advance—Write for  
Prices on Coal.

**Grand Rapids Ice & Coal Co.,**  
52 PEARL ST.

**MAGIC COFFEE ROASTER**

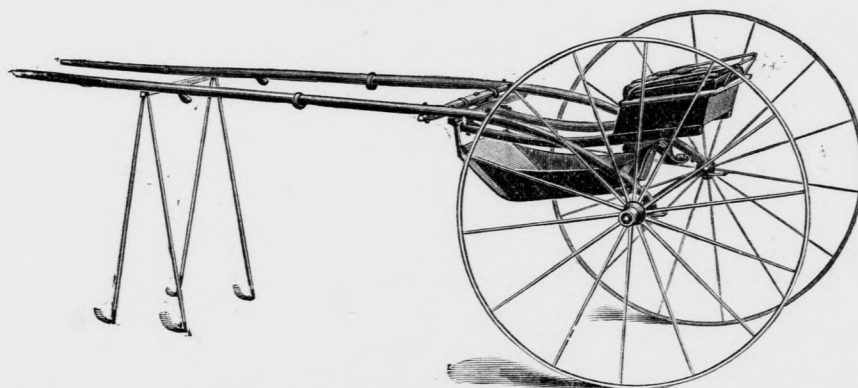


Address for Catalogue and prices,  
**Robt. S. West,**  
48-50 Long St.,  
Cleveland, Ohio.

**Our New Flag Cigar**  
GOOD FIVE CENT CIGAR.

To introduce this brand we will give free with each order for 1,000 at \$35

**The Fauntleroy Cart.**



This Cart is especially adapted to Michigan roads, will seat two passengers and is attractive in appearance.

REMEMBER—The cart is given free with 1,000 of  
our New Flag cigars at \$35.

**W. J. QUAN & CO.,**  
49 and 51 Michigan Avenue, Chicago, Ill.

**W. STEELE**  
**Packing and Provision Co.**  
**GRAND RAPIDS, MICH.**

WHOLESALE DEALERS IN

Fresh and Salt Beef, Fresh and Salt Pork, Pork Loins, Dry Salt  
Pork, Hams, Shoulders, Bacon, Boneless Ham, Sausage  
of all Kinds, Dried Beef for Slicing.

**LARD**

strictly Pure and Warranted, in tierces, barrels, half-bbls., 50 lb. cans, 30 lb. cans, 3, 5 and 10 lb. pails  
**Pickled Pigs' Feet, Tripe, Etc.**

Our prices for first-class goods are very low and all goods are warranted first-class in every instance. When in Grand Rapids, give us a call and look over our establishment. Write us for prices.



**Amboy Cheese.**

We have the pleasure to advise the trade that we have received the agency and sole control in this State of the "Amboy" Cheese, handled for many years by Messrs. Wm. Sears & Co. The quality of this brand has always been kept uniform and in every sense "Strictly Full Cream," making it so well and favorably known and appreciated by the trade that no further recommendation or guarantee is necessary.

**Acme Cheese.**

We are also the Sole Agents for the "Acme" Cheese, made in Herkimer Co., N. Y. This brand is a Strictly Full Cream Cheese and cannot fail to give satisfaction.

Please send us your orders.  
Lemon, Hoops & Peters.  
Grand Rapids, April 24, 1889.

**FIRE! FIRE!**

We are selling the BEST RUBBER HOSE in  
3-4, 1, 11-4, 11-2, 2 and 21-2 inch. Cotton Mill  
Hose, Rubber Lined; also unlined Linen Hose, in all  
sizes, for fire protection.

**Our Prices are Rock Bottom**

We have the Best Lubricators, Grease and Oil  
Cups, Lath and Fodder Yarn, Saw Gummers, and  
the best General Stock of Mill Supplies in this State.

AGENTS FOR STEWART'S BEADY ROOFING, DEAFENING FELT AND  
SHEATHING, IRON FIBRE PAINT AND CEMENT. BEST  
OF THE KIND IN USE.

**SAMUEL LYON.**

C. A. LAMB, Grand Rapids, Mich. FRED CLOCK, Chicago, Ill. F. J. LAMB & CO., Grand Rapids, Mich.

**C. A. LAMB & CO.,**  
Wholesale and Commission  
**Fruits**  
—AND—  
**Produce.**  
Our Specialties:  
CALIFORNIA FRUITS,  
ORANGES, LEMONS,  
BANANAS AND BERRIES.  
56 and 58 So. Ionia St., Grand Rapids, Mich.

**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.  
Office and Salesroom, No. 9 Ionia St., Grand Rapids, Mich.

**C. H. CORNELL,**  
(Successor to CORNELL & KERRY.)  
Wholesale and Commission  
**Fruits and Produce.**  
Agent for the Wayland Cheese.  
30 NORTH IONIA STREET, GRAND RAPIDS, MICH.  
TELEPHONE 253.

**ALFRED J. BROWN,**  
WHOLESALE DEALER IN  
**Foreign, Tropical and California**  
**FRUITS.**



Headquarters for Bananas.

16 AND 18 NORTH DIVISION ST. GRAND RAPIDS, MICH.

**THEO. B. GOOSSEN,**  
WHOLESALE  
Produce Commission Merchant,  
BROKER IN LUMBER.  
Orders for Potatoes, Cabbage and Apples, in Car Lots, solicited.  
Butter and Eggs, Oranges Lemons and Bananas a specialty.  
33 OTTAWA STREET, GRAND RAPIDS, MICH.  
Telephone 269.

**Grand Rapids Fruit and Produce Co.,**  
(SUCCESSOR TO GEO. E. HOWES & CO.)  
Jobbers of  
**FOREIGN FRUITS.**  
Oranges, Lemons and Bananas a Specialty.  
3 NORTH IONIA ST., GRAND RAPIDS.

**MOSELEY BROS.,**  
—WHOLESALE—  
**Fruits, Seeds, Oysters Produce.**  
All kinds of Field Seeds a Specialty.  
If you are in market to buy or sell Clover Seed, Beans or Potatoes, will be  
pleased to hear from you.  
26, 28, 30 and 32 Ottawa St., GRAND RAPIDS.

## GROCERIES.

## Pacific Coast Prunes.

From the Portland Bulletin.

Quite recently a large shipment of California prunes was made to New York, when a newspaper stated that the "voyage" took about five weeks, during four of which the heat to which the fruit was subjected was considerably more than that which the fruit has to stand during the twelve days' voyage from Bordeaux. The result of the experiment is most satisfactory, the prunes arriving in a remarkably fine state of preservation. No fermentation, mould, or other ill effects of the heat were noticeable. Samples of the fruit which arrived first are still in as good a state of preservation as when opened, and no sign of a tendency to become candied, which is so detrimental to the French prunes at this season of the year, can be seen. This fruit commanded 3/4 more than French prunes, being superior in some respects to the foreign importation, which goes to show that careful preparation and packing are all that is required to pave the way for a steady market for the prunes of this coast, since Oregon prunes are quite as fine as those of California. In Oregon the area upon which fruit of all kinds can be cultivated with ease is simply enormous, and the price per acre very cheap compared with any similar soil elsewhere, and if every farmer, instead of going in for so much profitless wheat, were to turn his attention to mixed farming, and especially a small orchard well kept, he would not only enrich himself, but assist in building up a remunerative industry.

The latest advances show that the French prune crop this year will be one of the heaviest on record, and the French exporters are endeavoring to instill into the minds of the farmers the absolute necessity of throwing away no precaution that will render the fruit perfect, in order to compete with the product of this coast, and to convince the farmers that they must be content with low prices. The sad depredations in French vineyards have been the means of a large increase in prune orchards as a substitute, and these trees are now beginning to bear well, so that lower prices can be better borne than a year or so ago. The next California crop is estimated by authorities at 18,000,000 pounds, so that the high price of prunes here two years ago will not be repeated yet awhile. It may be safely asserted, taking all circumstances into consideration, that Oregon prunes can always be grown at a much less cost than in California, and in a few years this will be amply proved by the formidable competition that will arise from the western slope of the Cascades.

## Messina Oranges.

The shipment of Messina oranges to the United States is very large, and the fruit a very superior article. Shipments generally begin early in September. Oranges are grown in Sicily on a light, sandy soil and mature early. It is very rare that the crops are injured by frost, the climate being very favorable to their growth. The fruit is gathered before it is fully ripe, and will keep well for forty or fifty days. After being picked, it is piled on the ground and covered over with tarpaulin, where it is allowed to sweat for two or three days, then it is wrapped in tissue paper, packed in boxes and sent to Messina for shipment. Upon reaching the exporter's warehouse it is carefully examined, sorted, wrapped in fresh tissue paper and repacked. Exporters ship their oranges as soon as they can be disposed of. The packing is done mostly by women and girls, who receive about a quarter of a dollar a day wages; they do the sorting and wrapping while men handle the boxes, making from forty to fifty cents a day. The boxes must be handled with great care to prevent bruising or injuring the fruit. They are transported in well-ventilated steamers. The actual cost of picking, packing, boxing and transporting to New York is a trifle over \$1 a box. Oranges grown on a light sandy soil in Sicily are of a pale yellow color and do not keep long; those grown on a clayey soil are larger and of a better keeping quality, and of a reddish brown color. The fruit grown on a clay soil brings 30 per cent. more than fruit produced on a sandy soil. There are two kinds of Sicilian fruit, commonly known to the trade as mountain and sea-coast fruit. The principle orange and lemon groves in Sicily are on the Northern and Eastern coasts. The mountains along its shores rise boldly from the coast with a narrow strip of land at their bases. In the sides of these mountains are caves or grottos in which oranges are stored while awaiting shipment. Years ago, when sailing vessels were employed in carrying oranges to foreign countries they were preserved in sand, in which they would keep sometimes for four or five months. This practice no longer prevails, nearly all of the fruit being wrapped in tissue paper and closely packed in boxes.

## The Coffee Market.

Chase & Sanborn describe the situation as follows: The general tone of the markets during the week has ruled strong, and the price of coffee has advanced about 1/4 per pound at the several consuming centers. As is usually the case, the producing markets have been leading the upward movement, and values at these points show an advance of 1/2 per pound as compared with last Wednesday. The increased volume of business, both in option and in actual coffee, is undoubtedly the direct cause for the improvement in prices and is also good evidence of the growing confidence of the trade in the stability of the coffee situation.

The supplies of desirable West India, Central and South American mild varieties continue to come forward in very limited quantities, and the recent advance of about 10 per pound in the price of these descriptions has been fully maintained. As the above grades are now (in a first hand way) relatively much higher than are the other kinds, and as their extra value has been caused by temporary scarcity, it is likely that some decline may be expected in this class of goods as soon as the stock becomes ample enough for regular trade requirements.

As the coffee trade comes nearer the

conclusion of the largest crop in the history of the article, and approaches the commencement of an unusually small crop, the fact that the surplus has not increased sufficiently to ensure a safe position of supplies for the coming year is being rendered more and more apparent, and unless the outlook for the 1890 and 1891 crop (estimates of which will be in order the latter part of this year) is exceedingly favorable to a large yield, there will be no possible chance for lower prices for at least two years to come.

## How to Succeed as a Salesman.

B. Cummings, Jr., in the Iron Age.

Be industrious: exert yourself actively to show goods to customers and to show goods to suit them.

Be patient: preserve perfect equanimity, even though your customer appears trifling, fastidious, or exacting. Sincere efforts on your part to please him will win in the long run.

Be polite: no circumstances speak to or treat a customer with impoliteness. To do so is to make a mistake inexcusable in a salesman. Your politeness to customers is money to your employer, and is one of the considerations for which you are paid a salary.

Be considerate of poverty: do not try to sell a poor person a more expensive article than he can afford to buy. By doing so you may wound his feelings and cause him to avoid you in the future. Rather try to suit him with an article within his means. If you succeed he will try you again.

Be attentive to small purchasers: if a lady wishes only a spool of silk, and you politely furnish her with the shade desired, she will come to you when she has a larger purchase to make.

Be truthful: never resort to deception in representing the quality of the goods you sell. Truthfulness in a salesman is a virtue which will begin to tell in a pecuniary as well as a moral way, for people will flock to a clerk whose word they know they can depend upon respecting the value they are getting for their money.

Be honest: not merely because honesty is the best policy, but because without it life is a failure, though wealth flow in to the amount of millions, and the world lavish its honors and applause. The most hopeless and contemptible of bankrupts is the man who has lost his honesty; and the most useless of all employees—the one who is most expensive while least worthy of a salary, who is most to be avoided by customers and abhorred by merchants—is the dishonest salesman.

## Some of the Evils of Speculation.

Speculation is the foe of legitimate trade, the destroyer of healthy commerce, and the bane of mercantile morality. It adds not a shilling to the general wealth, but dissipates much by its improper excitement and injurious effects. Carefully analyzed, its main element is found to be simply gambling with a vicious desire to acquire and possess that which labor does not earn. Under its influence, steady men become reckless and imprudent, and the clear-headed and cool seem almost to go crazy. Speculators are not workers. More than this, they unnecessarily disturb the values of legitimate and honest industry of useful vocations. As a class, it would be well if they could be proscribed. Of all things, the regular merchant should avoid pure speculation. By buying only for actual want and immediate use, he can make a margin alike when things are high and when things are low. Upon this, as a uniform rule, his safety mainly depends.

And yet, after all, there can be, and is, such a thing as proper and admissible speculation. Where one has a thorough and comprehensive knowledge of the market and judgment and foresight born of ripe experience, and has, withal, the means and the nerve to sustain well-founded conclusions from such premises, he may rightfully speculate in anything that is offered for sale. There is nothing in commercial principles or law to forbid him. But he takes his chance and a success wherein failure is disastrous and success has none of the moral benefits or results of high heroic achievement. Not one in many thousands is equal to such a trial with its attendant strain and consequences on character and circumstances. The general merchant, however, should give anything like speculation a wide berth.

## The Cultivation of Flax.

It is possible that the efforts of the Agricultural Department will soon be turned in the direction of encouraging the production of flax in those sections of the country where it has become unprofitable to raise a wheat crop.

Professor Willits, the Assistant Secretary of Agriculture, has had his attention called to the fact that both the soil and the climatic conditions of nearly all the States are such as will permit the raising of good flax and that weaving and the manufacture of linen should be carried on much more extensively than it is at the present time. The Assistant Secretary of Agriculture has received a letter from some one who is familiar with the flax-growing and linen manufacturing industries in Ireland and according to the writer's views American farmers "should produce 1,000,000 acres of flax for both seed and fiber over and above what is now produced, which would give 12,000,000 to 15,000,000 bushels of seed, worth as many millions of dollars, and 2,500,000 tons of flax straw, worth \$50,000,000, and from which 500,000 tons of flax fiber would be obtained, worth \$100,000,000."

It is a well-known fact that but a comparatively small area of the country is devoted to raising flax and that chiefly on account of the seed which is in demand for the manufacture of linseed oil. According to the Secretary's informant there are only two weaving establishments in the country and nothing but the commonest goods are manufactured at either. An enlarged area devoted to the raising of flax, in addition to developing what is in European countries a valuable industry—the manufacture of linens—would reduce the price of flax seed to the crusher, and render it unnecessary to import seed. The price of linseed would of course be lower and the farmers who now find it difficult to make both ends meet on account of the low price netted for wheat would once again find a market for their crop at living figures.

## The Grocery Market.

Sugar has sustained slight advances during the past week, with every indication of still further advances during the present week. The market is very strong, being thus described by the Shipping List:

The general situation has undergone no special change since the early part of the week, the fresh business transacted having comprised only a few parcels that have changed hands on the basis of the last sales, and the market has ruled quiet, but underneath the surface the same evidences of strength are to be found that impart undiminished confidence to holders, and at the same time urge consumers to take advantage of every favorable opportunity to replenish their stocks. The confidence of holders is exhibited by the meager offerings that are available even at an advance upon current quotations, and an important feature of the situation is the fact that no one has been able to discover the hidden supplies that buyers have so persistently claimed would be brought to the surface by higher prices. The latest official statistics published in Europe show that not only are the present stocks in first hands very much smaller than last year, but the quantity exported is largely in excess of the same period in 1888, thereby showing that production has been actually used up and is not being secreted and held back for higher prices.

Considering that the June demand for sugar is invariably very heavy, it is not expecting too much to look for repeated advances during the month, especially as raw sugars are very scarce and are advancing rapidly. An advance of granulated to 9c is not unexpected by many jobbers.

Muscadel and Valencia raisins are higher. California raisins are getting very scarce. Cheese has declined 1/2c. Lemons are dull and slow sale, owing to the long-continued cool weather. The higher prices predicted earlier in the season will probably not be realized.

## Wool, Hides and Tallow.

Wool remains firm, with small sales and small offerings. There are some new wools in market from fat sheep, which readily sell to supply immediate demands to fill orders. The new ruling on worsteds is sustained by the Treasurer, while yarns come in under the old classification. Sales of fleecings at auction in New York brought an advance of about 5 per cent., which tends to make manufacturers feel better; but they still claim the advance is not sufficient to warrant the prices being paid for wool in the West. The cold and rain checks shearing, and delays the coming clip. In the meantime, buyers are canvassing the situation to determine whether they want the wools at any advance. So far, they get no encouragement, unless from com-

mission houses, which are anxious for consignments for present or early market.

Hides are unchanged. Tanners take sparingly to reduce their output, only caring to supply regular customers, while others are crowding off old stocks of leather. There have been some large sales of late to shoe manufacturers, which have given them hopes for the future. The export demand for cheap sole is good. In fact, the call is for cheap leather and cheap hides. In fact, anything that will tend to shade the already low prices of hides or leather is taken advantage of. There is nothing visible in the outlook to advance prices. The supply is more than ample, with large imports.

Tallow is firm. The advance of 1/4c last week was lost again before the end of the week.

## A Glut of Florida Oranges.

The newspapers of Florida are calling a halt in the orange planting enterprise in that State. The crop just harvested, which amounted to upwards of three millions of boxes, was all disposed of, not at the most satisfactory prices, but, nevertheless, went into consumption. The orange trees are in blossom and the present prospect is good for a crop at least fifty per cent. larger than the one just harvested. This means upwards of six millions of boxes of Florida oranges. The Times-Union estimates that in ten years from to-day, Florida will produce a box of oranges for every man, woman and child living in the United States, to say nothing of the quantities that will be produced in California, Louisiana and Mexico. If these facts prove true, people planting orange groves for profit should take warning and investigate the condition of affairs before plunging into deep water. Of course, the above statement will not be heeded by speculators setting out orange groves for the purpose of "booming" real estate. The price at which oranges may sell ten years hence is of little interest to them.

## Another Advance in Fruit Jars.

Some of the fruit jar manufacturers have advanced prices another 50 cents a gross, and a general meeting will be held at Cincinnati on the 12th to consider the matter of a still further advance. Now that the manufacturers have things in their own hands, they seem to be disposed to make hay while the sun shines.

## The Challenge Accepted.

GRAND RAPIDS, June 3, 1889. The challenge of the retail grocers' base ball club for a match game on Thursday, June 6, is hereby accepted.

## Wholesalers' Base Ball Club.

Grocers wishing to handle a cigar of genuine merit should put in "Our Knicker," which is sold only by Morris H. Treusch & Bro.

## We Are Headquarters

### Pure Cider and White Wine Vinegar.

Consult your own interests by getting our prices before purchasing elsewhere.

## Telfer Spice Company

## I. M. CLARK &amp; SON,

## WE ARE HEADQUARTERS

## Teas

## Syrups

## Molasses

## Wholesale Grocers

## WM. SEARS &amp; CO.,

## Cracker Manufacturers,

37, 39 and 41 Kent St., Grand Rapids.

If our Travelers do not see you regularly, send for our Samples and Prices before purchasing elsewhere. We will surprise you.

Mail Orders always receive prompt attention and lowest possible prices.

## PRODUCE MARKET.

Beans—Handlers are paying about \$1.25 for unpicked and getting \$1.65@1.75 for hand-picked. 3 lb. bag—Southern stock is in fair demand at \$1.25@1.30 per crate. Cider—10c per gal. Coughers—Pork barrels, \$1.25; produce barrels 25c. Beans—String, \$1@1.25 per bu. crate; wax, \$2@3 per bu. crate. Butter—Creamery is in plentiful supply at 30c. Dairy is in plentiful supply at 14@15c. Bermuda Onions—\$1.50 per crate. Cherries—\$3 per bu. Cucumbers—50c per doz. Dried Apples—Commission men hold sun-dried at 30c@35c and evaporated at 30c@35c per bu. Eggs—Jobbers are paying 13c and holding at 13c. Field Seeds—Clover, \$5 per bu.; timothy, \$1.05 per bu. Green Onions—10c per doz. bunches. Honey—Easy at 15c@17c per lb. Maple Sugar—10c@11c per lb. Onions—Southern, \$4 per bbl. Peas—Green, \$1 per bu. Planting—10c per lb. Pop Corn—2 1/2c per lb. Potatoes—New Southern stock, \$4@4.25 per bu. Radishes—15c per doz. bunches. Spinach—35c per bu. Strawberries—\$2.25@2.50 per 24-qt. case.

## PROVISIONS

The Grand Rapids Packing and Provision Co. quotes as follows:

PORK IN BARRELS. Mess, new, 12 7/8 Short cut Morgan, 13 5/8 Extra clear, heavy, 14 5/8 Clear quill, short cut, 14 5/8 English, 2 lb. in case, 14 5/8 Bristol, 2 lb. in case, 14 5/8 American, 2 lb. in case, 14 5/8

## SMOKED MEATS—Canvassed or Plain.

Hams, average 20 lbs., 9 3/4 " 16 lbs., 10 1/4 " 12 to 14 lbs., 10 3/4 " picnic, 10 3/4 " best boneless, 10 3/4 Shoulders, 7 3/4 Breakfast Bacon, boneless, 10 Dried Beef, extra, 6 " Frankfort Sausage, 8 1/2 Long Clear, heavy, 6 1/2 Briskets, medium, 6 1/2 " light, 6 1/2

## LARD—Kettle Rendered.

Tierces, 8 1/2 Tubs, 8 1/2 50 lb. Tins, 8 1/2

## LARD—Refined.

Tierces, 8 1/2 30 and 50 lb. Tins, 8 1/2 5 lb. Pails, 12 in a case, 7 3/4 10 lb. Pails, 6 in a case, 7 3/4 50 lb. Pails, 4 in a case, 7 3/4 50 lb. Cans, 7 3/4

## BEEF IN BARRELS.

Extra Mess, warranted 200 lbs., 6 7/8 Extra Mess, Chicago packing, 7 1/8 Extra Plate, 7 1/8 Boneless, rump butts, 8 7/8

## SAUSAGE—Fresh and Smoked.

Pork Sausage, 7 Ham Sausage, 12 Tongue Sausage, 9 Frankfort Sausage, 8 Blood Sausage, 5 1/2 Bologna, straight, 5 1/2 Bologna, thick, 5 1/2 Head Cheese, 5 1/2

## PIGS' FEET.

In half barrels, 3 00 In quarter barrels, 1 75 In kits, 85

## TRIPE.

In half barrels, 3 00 Imported, 9 1/2 In kits, 85

## FRESH MEATS.

Swift and Company quote as follows: Beef, carcass, 5 1/2 @ 6 1/2 " hind quarters, 4 @ 5 " fore, 4 @ 5 Hogs, 6 1/4 @ 6 1/4 Pork loins, 6 1/4 @ 6 1/4 Shoulders, 6 1/4 @ 6 1/4 Bologna, 5 @ 5 Sausage, blood or head, 5 @ 5 Liver, 5 @ 5 " Frankfort, 5 @ 5 Mutton, 8 @ 8

## OYSTERS AND FISH.

F. J. Dettenthaler quotes as follows: FRESH FISH. Whitefish, @ 6 1/4 Trout, @ 6 1/4 Halibut, @ 6 1/4 Herrings, @ 6 1/4 Perch, skinned, @ 6 1/4 Frogs' legs, per doz., 25 @ 100

## CANDIES, FRUITS AND NUTS.

Putnam & Brooks quote as follows: STICK. Standard, 25 lb. boxes, 10 Twist, 25 " 11 Cut Loaf, 25 " 11

## MIXED.

Royal, 25 lb. pails, 10 Extra, 25 lb. pails, 9 1/4 20 lb. bbls., 10 1/4 French Cream, 25 lb. pails, 12 1/2 Cut Loaf, 25 lb. boxes, 10 Broken, 40 lb. Bask., 10 200 lb. bbls., 10

## FANCY—In 5 lb. boxes.

Lemon Drops, 13 Sour Drops, 14 Peppermint Drops, 14 Chocolate Drops, 15 H. M. Chocolate Drops, 15 Gum Drops, 10 Licorice Drops, 18 @ 22 A. B. Licorice Drops, 14 Lozenges, plain, 14 " printed, 15 Imperials, 14 Cream Bar, 14 Molasses Bar, 13 Caramels, 18 Hand Made Creams, 18 Plain Creams, 16 Decorated Creams, 20 String Rock, 14 Burnt Almonds, 22 Wintergreen Berries, 22

## FANCY—In bulk.

Lozenges, plain, in pails, 12 1/2 " in bbls., 12 1/2 " printed, in bbls., 12 1/2 Chocolate Drops, in pails, 12 Gum Drops, in pails, 6 1/2 " in bbls., 6 1/2 Moss Drops, in pails, 9 1/4 " in bbls., 9 1/4 Sour Drops, in pails, 12 1/2 Imperials, in pails, 12 " in bbls., 12 1/2

## FRUITS.

Oranges, fancy California, @ 4 00 " Messina 300s., @ 4 00 " 300s., @ 4 00 Lemons, choice, 4 7/8 @ 5 00 fancy, 5 25 @ 5 50 Figs, layers, new, 96 @ 100 " Bags, 50 lb., @ 6 00 Dates, fruits, 50 lb., @ 4 1/2 " Fard, 10-lb. box, @ 5 50 " 50-lb., @ 8 00 Persian, 50-lb. box, 5 1/2 @ 6 00 Bananas, 1 3/4 @ 2 00

## NUTS.

Almonds, Tarragona, @ 17 " Ivaca, @ 14 1/2 Brazil, California, @ 7 8 Filberts, Sicily, @ 10 1/4 Walnuts, Grenoble, @ 10 1/2 " French, @ 12 1/2 Pecans, Texas, H. P., 7 1/2 @ 12 City Soda, @ 4 50 Coconut, per 100, @ 4 50 Chestnuts, @ 6 1/2

## PEANUTS.

Peacocks, @ 6 1/4 Extra, @ 7 1/4 Yacht, @ 6 1/4

## Wholesale Price Current.

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

## BAKING POWDER.

ROYAL BAKING POWDER. 10c cans, 95 1/2 lb., 1 1/4 lb., 1 1/2 lb., 2 lb., 3 lb., 4 lb., 5 lb., 6 lb., 7 lb., 8 lb., 9 lb., 10 lb., 11 lb., 12 lb., 13 lb., 14 lb., 15 lb., 16 lb., 17 lb., 18 lb., 19 lb., 20 lb., 21 lb., 22 lb., 23 lb., 24 lb., 25 lb., 26 lb., 27 lb., 28 lb., 29 lb., 30 lb., 31 lb., 32 lb., 33 lb., 34 lb., 35 lb., 36 lb., 37 lb., 38 lb., 39 lb., 40 lb., 41 lb., 42 lb., 43 lb., 44 lb., 45 lb., 46 lb., 47 lb., 48 lb., 49 lb., 50 lb., 51 lb., 52 lb., 53 lb., 54 lb., 55 lb., 56 lb., 57 lb., 58 lb., 59 lb., 60 lb., 61 lb., 62 lb., 63 lb., 64 lb., 65 lb., 66 lb., 67 lb., 68 lb., 69 lb., 70 lb., 71 lb., 72 lb., 73 lb., 74 lb., 75 lb., 76 lb., 77 lb., 78 lb., 79 lb., 80 lb., 81 lb., 82 lb., 83 lb., 84 lb., 85 lb., 86 lb., 87 lb., 88 lb., 89 lb., 90 lb., 91 lb., 92 lb., 93 lb., 94 lb., 95 lb., 96 lb., 97 lb., 98 lb., 99 lb., 100 lb., 101 lb., 102 lb., 103 lb., 104 lb., 105 lb., 106 lb., 107 lb., 108 lb., 109 lb., 110 lb., 111 lb., 112 lb., 113 lb., 114 lb., 115 lb., 116 lb., 117 lb., 118 lb., 119 lb., 120 lb., 121 lb., 122 lb., 123 lb., 124 lb., 125 lb., 126 lb., 127 lb., 128 lb., 129 lb., 130 lb., 131 lb., 132 lb., 133 lb., 134 lb., 135 lb., 136 lb., 137 lb., 138 lb., 139 lb., 140 lb., 141 lb., 142 lb., 143 lb., 144 lb., 145 lb., 146 lb., 147 lb., 148 lb., 149 lb., 150 lb., 151 lb., 152 lb., 153 lb., 154 lb., 155 lb., 156 lb., 157 lb., 158 lb., 159 lb., 160 lb., 161 lb., 162 lb., 163 lb., 164 lb., 165 lb., 166 lb., 167 lb., 168 lb., 169 lb., 170 lb., 171 lb., 172 lb., 173 lb., 174 lb., 175 lb., 176 lb., 177 lb., 178 lb., 179 lb., 180 lb., 181 lb., 182 lb., 183 lb., 184 lb., 185 lb., 186 lb., 187 lb., 188 lb., 189 lb., 190 lb., 191 lb., 192 lb., 193 lb., 194 lb., 195 lb., 196 lb., 197 lb., 198 lb., 199 lb., 200 lb., 201 lb., 202 lb., 203 lb., 204 lb., 205 lb., 206 lb., 207 lb., 208 lb., 209 lb., 210 lb., 211 lb., 212 lb., 213 lb., 214 lb., 215 lb., 216 lb., 217 lb., 218 lb., 219 lb., 220 lb., 221 lb., 222 lb., 223 lb., 224 lb., 225 lb., 226 lb., 227 lb., 228 lb., 229 lb., 230 lb., 231 lb., 232 lb., 233 lb., 234 lb., 235 lb., 236 lb., 237 lb., 238 lb., 239 lb., 240 lb., 241 lb., 242 lb., 243 lb., 244 lb., 245 lb., 246 lb., 247 lb., 248 lb., 249 lb., 250 lb., 251 lb., 252 lb., 253 lb., 254 lb., 255 lb., 256 lb., 257 lb., 258 lb., 259 lb., 260 lb., 261 lb., 262 lb., 263 lb., 264 lb., 265 lb., 266 lb., 267 lb., 268 lb., 269 lb., 270 lb., 271 lb., 272 lb., 273 lb., 274 lb., 275 lb., 276 lb., 277 lb., 278 lb., 279 lb., 280 lb., 281 lb., 282 lb., 283 lb., 284 lb., 285 lb., 286 lb., 287 lb., 288 lb., 289 lb., 290 lb., 291 lb., 292 lb., 293 lb., 294 lb., 295 lb., 296 lb., 297 lb., 298 lb., 299 lb., 300 lb., 301 lb., 302 lb., 303 lb., 304 lb., 305 lb., 306 lb., 307 lb., 308 lb., 309 lb., 310 lb., 311 lb., 312 lb., 313 lb., 314 lb., 315 lb., 316 lb., 317 lb., 318 lb., 319 lb., 320 lb., 321 lb., 322 lb., 323 lb., 324 lb., 325 lb., 326 lb., 327 lb., 328 lb., 329 lb., 330 lb., 331 lb., 332 lb., 333 lb., 334 lb., 335 lb., 336 lb., 337 lb., 338 lb., 339 lb., 340 lb., 341 lb., 342 lb., 343 lb., 344 lb., 345 lb., 346 lb., 347 lb., 348 lb., 349 lb., 350 lb., 351 lb., 352 lb., 353 lb., 354 lb., 355 lb., 356 lb., 357 lb., 358 lb., 359 lb., 360 lb., 361 lb., 362 lb., 363 lb., 364 lb., 365 lb., 366 lb., 367 lb., 368 lb., 369 lb., 370 lb., 371 lb., 372 lb., 373 lb., 374 lb., 375 lb., 376 lb., 377 lb., 378 lb., 379 lb., 380 lb., 381 lb., 382 lb., 383 lb., 384 lb., 385 lb., 386 lb., 387 lb., 388 lb., 389 lb., 390 lb., 391 lb., 392 lb., 393 lb., 394 lb., 395 lb., 396 lb., 397 lb., 398 lb., 399 lb., 400 lb., 401 lb., 402 lb., 403 lb., 404 lb., 405 lb., 406 lb., 407 lb., 408 lb., 409 lb., 410 lb., 411 lb., 412 lb., 413 lb., 414 lb., 415 lb., 416 lb., 417 lb., 418 lb., 419 lb., 420 lb., 421 lb., 422 lb., 423 lb., 424 lb., 425 lb., 426 lb., 427 lb., 428 lb., 429 lb., 430 lb., 431 lb., 432 lb., 433 lb., 434 lb., 435 lb., 436 lb., 437 lb., 438 lb., 439 lb., 440 lb., 441 lb., 442 lb., 443 lb., 444 lb., 445 lb., 446 lb., 447 lb., 448 lb., 449 lb., 450 lb., 451 lb., 452 lb., 453 lb., 454 lb., 455 lb., 456 lb., 457 lb., 458 lb., 459 lb., 460 lb., 461 lb., 462 lb., 463 lb., 464 lb., 465 lb., 466 lb., 467 lb., 468 lb., 469 lb., 470 lb., 471 lb., 472 lb., 473 lb., 474 lb., 475 lb., 476 lb., 477 lb., 478 lb., 479 lb., 480 lb., 481 lb., 482 lb., 483 lb., 484 lb., 485 lb., 486 lb., 487 lb., 488 lb., 489 lb., 490 lb., 491 lb., 492 lb., 493 lb., 494 lb., 495 lb., 496 lb., 497 lb., 498 lb., 499 lb., 500 lb., 501 lb., 502 lb., 503 lb., 504 lb., 505 lb., 506 lb., 507 lb., 508 lb., 509 lb., 510 lb., 511 lb., 512 lb., 513 lb., 514 lb., 515 lb., 516 lb., 517 lb., 518 lb., 519 lb., 520 lb., 521 lb., 522 lb., 523 lb., 524 lb., 525 lb., 526 lb., 527 lb., 528 lb., 529 lb., 530 lb.,

## Drugs & Medicines.

**State Board of Pharmacy.**  
One Year—Oscar Eberbach, Ann Arbor.  
Two Years—Geo. McDonald, Kalamazoo.  
Three Years—Stanley E. Parcell, Owosso.  
Four Years—Jacob Jenson, Muskegon.  
Five Years—James Verrill, Detroit.  
President—Geo. McDonald.  
Secretary—Jacob Jenson.  
Treasurer—Jas. Verrill.  
Next Meeting—At Star Island House, near Detroit, Tuesday and Wednesday, July 2 and 3.

**Michigan State Pharmaceutical Ass'n.**  
President—Geo. Oundrum, Ionia.  
First Vice-President—F. M. Aldorf, Lansing.  
Second Vice-President—H. M. Dean, Kalamazoo.  
Third Vice-President—E. Eberbach, Ann Arbor.  
Secretary—H. J. Brown, Ann Arbor.  
Treasurer—Wm. D. Dunt, Detroit.  
Executive Committee—A. H. Lyman, Manistee; A. Bassett, Detroit; F. J. Wurzburger, Grand Rapids; W. A. Hall, Greenville; E. T. Webb, Jackson.  
Local Secretary—A. Bassett, Detroit.

**Grand Rapids Pharmaceutical Society.**  
President, J. W. Hayward, Secretary, Frank H. Escott.  
Treasurer, J. W. Hayward, Secretary, Frank H. Escott.

**Grand Rapids Drug Clerks' Association.**  
President, F. D. Kipp, Secretary, Albert Brown.

**Muskegon Drug Clerks' Association.**  
President, C. S. Koon, Secretary, J. W. Hoyt.

**MISTAKEN IDENTITY.**  
"Twas a dreary hour as a druggist sat  
Alone in his store one day,  
Stroking the back of his tabby cat,  
To drive the 'blues' away.

In the open door a customer stepped  
And glided forth with ease,  
He called to the man that poisons kept:  
"A pound of arsenic, please."

The druggist's visage became aglow,  
At the prospect of profit so large;  
When properly labeled he wanted to know  
The time of day, also the charge.

"An ounce for a quarter, just over the way  
The time, it lacks twenty to three,  
For one fifty a pound is plenty to pay,  
I will not extortionate thee."

"But you must remember," the customer said  
"That I keep a drug store, too,"  
The druggist replied, as he lowered his head,  
"Twill be fifteen cents to you."

**The Aluminum Age.**  
The world has had its ages of stone and bronze. We are now passing through the iron age. Will this be succeeded by an age of aluminum? We believe that it will. It takes one's imagination a little, we confess, but not one's credulity, to see in the mind's eye the bright and beautiful aluminum replacing black and ugly iron in most of the latter's present uses.

Fancy houses built of aluminum instead of iron. The weight of the new metal is only a third as much as iron, with equal or greater tensile strength. The girders and the plates could be cast and readily handled in sizes far larger than those to which architectural iron is now confined, perhaps whole fronts of moderate-sized houses could be molded in a single piece. This would greatly facilitate building operations.

Aluminum is as fire-proof as iron. The larger the plates of the metal composing the sides of the house, the less liable are they to be warped and curled by intense heat. A building with aluminum walls, such as we have described, would survive a great conflagration in which iron structures of existing patterns would burn and crumble to the ground. As aluminum never rusts, a house constructed of it would always exhibit a silvery, glistening surface. It would require no cleaning except as smoke or dirt might gradually dim its native beauty. A sponge and water would bring all that back.

Whenever aluminum is cheap enough for house building, steamships will be made of it. This will be a revolution in ocean commerce. Hulls of aluminum ships will weigh only a third as much as iron ones of equal tonnage. They will be as strong and secure against damage from collision as iron vessels now are. Their far greater buoyancy will be to their extent an increase of safety.

Passenger cars made of aluminum in light and graceful patterns—including wheels of the same metal—need weigh no more than the wooden cars of our day, and they would be incombustible, and would not be readily crumpled up or smashed into splinters by collisions. The perils of railroad traveling in the age of aluminum will be much less than now.

The ductility of aluminum will render it the best of all possible material for bridges. The weight of the wire ropes, as also the bridge itself for given span, being one-third that of iron, engineers will perform feats of bridge building now wholly beyond their powers. The age of aluminum will be the age of bridges. They will probably be thrown over the East and North Rivers at intervals of every few blocks.

The sources of supply are inexhaustible. Iron, copper, silver, gold are found only in localities geographically small. But one of the most universally distributed materials of the earth beneath our feet is clay, the metallic base of which is aluminum. Having the benefits of the ingenuity of man to overcome difficulties, we confidently expect him to wrest this now stubborn metal from his superabundant combinations, and enable the world soon to enter on an age of aluminum.

**Some One Makes a Profit.**  
The following will read like a romance to merchants who are located in ginseng sections:

The absurdly exaggerated respect, amounting to veneration, in which ginseng is held by the Chinese has long been a source of wonder to western barbarians, the most enlightened of whom can find no medicinal virtues in the plant, but a paragraph in the *North China Mail*, taken from the official report of the military governor of Kirin, in Manchuria, caps the climax. This official states that he had forwarded, for the use of the Emperor, by special commissioners, eight large and sixteen small roots of ginseng, weighing altogether about nine and four-tenth ounces. The total cost thereof is stated to be 1,500 taels, or about \$2,000, being at the rate of \$215 per ounce.

As Michigan merchants pay only about \$2 per pound for ginseng and are pleased to get a profit of 25 cents a pound on the transaction, some one evidently makes a profit before the root advances to \$215 per ounce.

One of the most interesting articles which have appeared in the magazines for several months is the description of the rise of Birmingham, Eng., in the current issue of the *Atlantic*.

## The July Session of the Board of Pharmacy.

MUSKEGON, June 1, 1889.  
A meeting of the Michigan Board of Pharmacy, for the purpose of examining candidates for registration, will be held at the Star Island House, St. Clair Flats, from June 28 to July 3, inclusive. The examination of candidates for assistant pharmacists will commence Friday, June 28, at 2 p. m., at which hour all candidates must be present. The examination will occupy the afternoon and evening of the 28th and the morning and afternoon of the 29th. The examination of assistants will be completed so that they may leave, if they desire, on the morning boat of the 29th. The entire examination will be completed in time to allow all to take the evening boats of that day.

A special rate of \$1.50 per day has been secured for the candidates at the Star Island House, which is good for such time as they may desire to remain, either before or after the examination days.

A special railroad rate of one and one-third regular fare for the round trip, has also been secured. This may be obtained by sending to me for a blank certificate and buying your ticket to Detroit, for which you pay full fare, when you will be returned home for one-third regular fare. In all cases the ticket agent at starting point must sign your certificate.

Yours respectfully,  
JACOB JENSON, Sec'y.

**Some Subjects for Discussion at San Francisco.**  
Among the subjects which will be discussed at the forthcoming meeting of the American Pharmaceutical Association, are the following:

1. What is the present condition of the so-called apprentice system (as applied to pharmacy) of this country? What can be done to improve it?
2. What should be the qualifications of what is known as the legally qualified assistant?
3. The same question applied to the term "pharmacist."
4. What amount and kind of knowledge should a degree from a college (Ph. G., for example) represent?
5. What should be the qualification of a member of a State examining board, and how should such qualifications be determined?
6. What is your opinion of the value of oral examinations for candidates for registration and graduation?

**Arsenical Glycerin.**  
The statement made some time since that in Germany arsenic is met with containing arsenic has been confirmed, and in addition it has been alleged that under the present conditions of manufacture in that country all glycerin will contain more or less arsenic derived from the sulphuric acid used in its production. The necessity for the insertion in the German Pharmacopoeia of a test for arsenic in glycerine is therefore obvious, and one has been suggested by Dr. Vulpinus. It requires that paper moistened with 5 per cent. solution of silver nitrate, when exposed to the hydrogen gas evolved upon adding zinc to a mixture of 2 c. c. of glycerin with 3 c. c. of official hydrochloric acid, should not within fifteen minutes show any yellow spots becoming black upon being moistened with water.

**Twenty-five Cent Quinine.**  
In spite of "25-cent quinine" and the cry of the manufacturers that the alkaloid was being produced at a loss and sold at less than cost, we learn that at the annual meeting of the Amsterdam (Holland) Quinine Co., held in that city April 29, a dividend of 5-8 per cent. was declared for the year 1888. During the year the works had produced 350,000 ounces of the sulphate, all of which had found a satisfactory market. It was determined to issue the remaining treasury stock of 100 shares—par value of each, 500 francs—for the purpose of extending the output of the works and undertaking the manufacture of other chemicals besides quinine.

**Another Slander on the Druggist.**  
Mr. Banks—Come into this drug store, Harriet, and let's have a glass of soda water.  
Mrs. B.—I will, if you'll promise not to drink. I know what that means, you know.  
"All right, I promise."  
Mrs. Banks—(after leaving the drug store)—What was that spiritus frumenti that you had, George? That's the Latin for raspberry and cream.

**The Free Sample Bottle.**  
Yabsley—Hello, Wickwire, you are not looking very well to-day.  
Wickwire—No, I took some lung syrup this morning and it kind of made me sick.  
Yabsley—First time I knew there was anything the matter with your lungs.  
Wickwire—There isn't, I guess, but there was a free sample bottle of stuff left at the house and I thought I would try it.

**The Poppy in Engineering.**  
The "regal red poppy" has recently been found to have the valuable power of binding with its roots the soil in which it grows in such a manner that it will prove most valuable in supporting embankments. Already several French engineers have undertaken the sowing of railway embankments with poppies.

**The Drug Market.**  
Opium is steady at the advance. Morphia is unchanged. Quinine is weak. Gum camphor is very firm. Insect powder has declined. Linseed oil is likely to advance again soon.

Druggists who like a good selling cigar handle "Our Knicker" cigars, which are sold by Morris H. Treusch & Bro.

A devoted husband erected a tombstone to his wife bearing the inscription: "Tears cannot restore her; therefore I weep."

## THE SPONGE TRADE.

How the Product is Secured and Marketed.

Sponges are found only in a few localities on the earth's surface, and the supply does not nearly equal the demand. A very few men have it in their power to corner the sponge market, but they have never done it yet, and can be depended on not to, for the reason that they already have as much of the world's mercantile business known in which sales are so certain with so little effort on the part of the dealer; where overstocking and dull markets are so rarely known, or where the profits acquired are so very generous. In America there are only six firms that are engaged exclusively in the sponge trade. Five of these are in New York; the sixth is located at Chicago. The best sponges are found in the Grecian Archipelago, in water as shallow in some cases as forty feet, and ranging from that to depths below any known soundings. The deeper the water the finer and more expensive is the product for sale. The Grecian goods are known as silk sponges, and grade in price from \$2 to \$100 a pound, a range which is accounted for by the almost limitless variety in texture, size and shape. To just what kingdom a sponge belongs there seems to be no settled opinion. The formation is the product of myriads of small insects that gather the floating particles found in the ocean and build the fungus-like growth, much as coral reefs are built, attaching it to any substance they find—a rock or the sunken timber of a long-wrecked vessel. The early stage of this strange article—vegetable, mineral or animal—closely resembles a mat of cobwebs, and only gains strength, size and solidity in the passage of years. The Grecian government controls all the Mediterranean sponge fields, and leases to the firms engaged in the business such tracts of water as are agreed on. The boundaries of these leased waters are fixed by floating buoys, and no lease is made for more than one year. The dealer hires his sailors and divers, who man the clumsy little sail boats and proceed to their employer's grounds. Here the captain in charge employs the water-glass, scanning the bottom of the sea in search of sponges. When he finds a promising bed he mainly directs the divers. These men are mainly natives, and work entirely naked. Each boat is provided with a number of stones weighing about fifty pounds, to each of which is attached a coil of fine rope. The diver takes up one of these stones, poises himself on the gunwale of the boat, inhales a heavy draft of air and plunges head downward into the water, holding the rock ahead of him at arms' length. As he reaches the bottom he drops the stone, which is hauled up into the boat by the rope. The diver gropes about until he can find the sponges, which he puts into a netting sack swung in his waist. Sometimes he doesn't find any, and then, after creeping about until his lungs warn him it is time to return to the surface, he springs upward, and, beating both hands and feet, struggles into the air. The long holding of breath soon leaves its mark in shattered health, and no diver can follow the business more than a very few years. However, he makes money while he is at it, often earning from \$100 to \$200 a week—an amount which he finds difficulty in spending on the barren hills and scattered villages of the archipelago. For the lower depths, divers in armor are employed, who are not so plentiful as the wages offered might warrant, and they exact almost any remuneration they want. One objection to the pursuit of sponge-diving is the frequent visits of sharks. Nearly a hundred men are lost every year in Mediterranean waters, chiefly by the voracious sharks, although a few of the divers not in armor are occasionally drowned. When enough sponges are gathered to fill the boat, the crew proceeds to the shore, where the goods are spread out for inspection by officers of the government, and the rate of the lease is fixed by the quantity of sponges secured. A field which yields nothing to the merchant costs him nothing but his time in searching it. After the government has been paid, the sponges are assorted carefully by experienced men, and are then strung with a needle and twine and hung in the sun on a row of low stakes to dry. Hydraulic pressure is then employed in packing the goods. When ready for shipment the bales resemble compressed cotton, excepting that they are enveloped in coarse cloth. The range in quality of these Mediterranean sponges is very great. Now and then, in very deep water, a small, close-fibred sponge is found, very light in color, and when dry nearly the size of an orange. These are known as a price as high as \$50 a pound. The West India sponge is cheaper in price because poorer in quality. The fishing there is done by poles exclusively, the sponges being found in water not more than forty feet deep. They are known as sheepswool, grass, velvet, reef and yellow sponges. The first mentioned is the finest, and is quoted at from \$2 to \$3 a pound, velvet at about \$1, and grass sponges as low as ten cents a pound. The quantity imported into America amounts to a million dollars in value annually. Key West, Fla., vernal harbor, making with a sponge-fishing industry, from which nearly half a million dollars' worth of sponges are taken each year. The volume of the business increases yearly, as sponges are put to a greater variety of uses as time goes by, and in this spite of the fact that the price has steadily increased for the past ten years. Goods that could be bought for \$1.25 a pound in 1879 will bring \$2.75 to-day. A bad feature of the business is that the American people demand a light-colored sponge, which in very few cases is a natural color. To satisfy this desire, strong acids are used to bleach the goods, the effect being very injurious not only to the sponge, but to the human skin upon which it is afterward used. In Europe, sponges are used in their natural color, but the general public in America is not yet educated up to the proper understanding of this matter.

Another unpleasant fact, akin to this, is that hundreds of sponges used at hospitals are bought up by street fakirs after several days of usefulness there are ended, subjected to a chemical treatment supposed to clean them, bleached or dyed to suit the fancy of the vendor, and then

loaded into baskets and offered for sale on the streets. Whether they are purged of all impurity is a question. Certainly the best sponge is the cheapest one in the long run, and the best can only be secured by paying an equivalent price.

**Kindness to the Living.**  
It is an odd thing that no sooner has death claimed our friends for his own than we begin to say and do a multitude of things of little use at all then in comparison to what they might have been had they come in advance of death. Then out of hand we flock to the house with offers of assistance and proffers of friendship; we rob our gardens and our hot-houses and send cut flowers in profusion, and funeral wreaths, and crosses, and pillows, and anchors and stars to enshrine, and do all we can, though late, to hide and disguise and sweeten fate. But if we had flocked to the house while the dead could have been aware of it, how much pleasure and excitement and relief from monotonous or lonesome hours our sick friends might have enjoyed when all was a tiresome round of day and night and medicine and solitude; when a bunch of flowers brought in would have brought a light of joy to the dull eyes, both over the gift and the

giver—joy which no broken columns of tuberoses and ivies, costing small fortunes, can bring to the eyes of the dead! Even could we not have been admitted to the sick room itself, we could have brought there the murmur of the outside world by the mere knowledge given to the patient that we were within the gates, some break, some cheer, some good.

Then, too, how profuse we are with our good words after the ears are stopped with dust. We do not hesitate then to say all that is true, or even more than is true, in praise of the departed. It is as if we had suddenly discovered in the sand a jewel fit for kings to wear; we make an outcry and hold it up to the light and turn it this way and that, and exclaim and marvel and admire and call on others to do likewise. There is nothing to say about this person now that the place once filled is vacant. But if we had said a tenth of it all when it might have been heard by the living person, of how much more worth it had been! What joy and satisfaction it might have given! The subject of it all might have felt as if satisfied to leave life with such appreciation. But it was not spoken, and life went on without it; and now we regret it, and do the same thing over with the next friend.

**Wholesale Price Current.**  
Advanced—Insect Powder. Declined—

ACIDUM.		Carb.	
Aceticum, German.	80¢ 10	Chloride (po. 18)	12¢ 15
Benzolium, German.	80¢ 10	Cyanide	50¢ 55
Boric	30¢ 30	Iodide	25¢ 30
Carbonicum	40¢ 45	Potassa, Bittar, pure.	25¢ 30
Citricum	50¢ 55	Potassa, Bittar, com.	25¢ 30
Hydrochloric	10¢ 12	Potass Nitras, opt.	8¢ 10
Hydrofluoric	30¢ 35	Potass Nitras, 9	7¢ 9
Oxalicum	13¢ 14	Nitricum	25¢ 28
Phosphoric dil.	14¢ 15	Sulphate po.	15¢ 18
Phosphoric, 40	14¢ 15		
Sulphuricum	13¢ 14	RADIX.	
Tannicum	40¢ 45	Aconitum	20¢ 25
Tartaricum	40¢ 45	Althaea	25¢ 30
ALKALIA.		Anchusa	15¢ 20
Aqua, 10 deg.	30¢ 35	Arum, po.	20¢ 25
Carbonas	11¢ 13	Calamus	20¢ 25
Chloridum	12¢ 14	Gentiana, (po. 15)	10¢ 12
ANILINE.		Gentiana, (pr. 19)	10¢ 12
Black	20¢ 25	Hydrastis Canad.	10¢ 12
Brown	20¢ 25	(po. 40)	10¢ 12
Red	20¢ 25	Heliolepis, Ala, po.	15¢ 20
Yellow	20¢ 25	Inula, po.	15¢ 20
BACCAR.		Ipecac, po.	20¢ 25
Cubane (po. 10)	15¢ 20	Iris plox (po. 20)	15¢ 20
Juniperus	25¢ 30	Maranta, igs.	35¢ 40
Xanthoxylum	25¢ 30	Podophyllum, po.	15¢ 18
BALSAMUM.		Rhei	15¢ 18
Copaiba (po. 10)	15¢ 20	Sassafras	15¢ 18
Peru	25¢ 30	Serapentaria	25¢ 30
Terabin, Canada	50¢ 55	Sanguinaria, (po. 35)	25¢ 30
Tolutan	40¢ 45	Senega	60¢ 65
CORTEX.		Similax, Officialis	10¢ 12
Abies, Canadian.	15¢ 18	Seillae, (po. 35)	10¢ 12
Cassia	15¢ 18	Synplocosus	10¢ 12
Cinchona Flava	15¢ 18	Valeriana, Eng. (po. 30)	10¢ 12
Euonymus atropur.	15¢ 18	Zingiber a.	10¢ 12
Hamamelis, po.	15¢ 18	Zingiber j.	10¢ 12
Prunus Virgin.	15¢ 18		
Quillaia, grd.	15¢ 18	SEMIN.	
Ulmus (Ground 12)	10¢ 12	Anisum, (po. 30)	15¢ 18
EXTRACTUM.		Apium (graveolens)	10¢ 12
Glyceriella Glabra	24¢ 25	Bird, is	10¢ 12
" po.	24¢ 25	Caul, (po. 18)	10¢ 12
Haematox, 15 lb. box	13¢ 14	Cardamom	10¢ 12
" 1/2 lb. box	13¢ 14	Cardamum	10¢ 12
" 1/4 lb. box	13¢ 14	Caryophyllus	10¢ 12
" 1/8 lb. box	13¢ 14	Cedronium	10¢ 12
" pure	13¢ 14	Cydonium	10¢ 12
FERRUM.		Chenopodium	10¢ 12
Carbonate Prep.	15¢ 18	Digitalis	10¢ 12
Citrate	15¢ 18	Foeniculum	10¢ 12
Ferrocyanidum Sol.	15¢ 18	Foenugreek, po.	10¢ 12
Sulph. Chloridum	15¢ 18	Lini, grd. (bbl. 4)	10¢ 12
Sulph. pure	15¢ 18	Lobelia	10¢ 12
FLORA.		Majorana	10¢ 12
Arnica	14¢ 16	Phalaris Canarian	10¢ 12
Antemiss	14¢ 16	Shiapi, Albu.	10¢ 12
Matricaria	14¢ 16	Nigra	10¢ 12
FOLIA.		SPIRITUS.	
Barosma	10¢ 12	Frumentum, W. D. Co.	10¢ 12
Cassia Acutifol, Tin-	10¢ 12	" D. F. R.	10¢ 12
ively	10¢ 12	Juniperis Co. O. T.	10¢ 12
Cassia, (po. 20)	10¢ 12	Saccharum N. E.	10¢ 12
Salvia officialis, 1/2	10¢ 12	Spt. Vini Galb.	10¢ 12
Ura Ursi	10¢ 12	Vini Opob.	10¢ 12
GUMMI.		Vini Aloes	10¢ 12
Acacia, 1st picked	10¢ 12	Florida sheeps' wool	10¢ 12
" 2d	10¢ 12	carriage	10¢ 12
" 3d	10¢ 12	Nassau sheeps' wool	10¢ 12
" sifted sorts	10¢ 12	carriage	10¢ 12
" po.	10¢ 12	Velvet extra sheeps'	10¢ 12
Aloe, Barb. (po. 60)	10¢ 12	wool carriage	10¢ 12
Cape, (po. 20)	10¢ 12	Extra yellow sheeps'	10¢ 12
" Socotri, (po. 60)	10¢ 12	carriage	10¢ 12
Catechu, 1/2, 1/4, 1/8	10¢ 12	Grass sheeps' wool	10¢ 12
" 10	10¢ 12	Hard for state use	10¢ 12
Amara, (po. 30)	10¢ 12	Yellow Reef, for slate	10¢ 12
Benzoinum	10¢ 12	use	10¢ 12
Camphore	10¢ 12	STYRUP.	
Cupriferum	10¢ 12	Accacia	50
Galbanum	10¢ 12	Zingiber	50
Gamboge, po.	10¢ 12	Ipecac	50
Gusturum, (po. 40)	10¢ 12	Quina, S. P. & W.	50
Kino, (po. 25)	10¢ 12	S. German	50
Mastic	10¢ 12	Rubia Tinctorum	50
Opil, (po. 45)	10¢ 12	Saccharum Lactis pv.	50
Shellac	10¢ 12	Salicin	50
Silica, bioch.	10¢ 12	Santalum	50
Tragacanth	10¢ 12	Sassafras	50
HERBA—In ounce packages.		Sedum	50
Absinthium	25	Senna	50
Eupatorium	25	Seillae	50
Lobelia	25	Tolutan	50
Majorana	25	Prunus virg.	50
Mentha Piperita	25	TINCTURES.	
" Vir.	25	Aconitum Napellis R.	50
Rue	25	" F.	50
Tanacetum, V.	25	Aloes	50
Thymus, V.	25	Aloe and myrrh	50
MAGNESIA.		Arnica	50
Calcined, Nat.	50¢ 60	Asafoetida	50
Carbonate, Pat.	30¢ 35	Batrachium	50
Carbonate, K. & M.	30¢ 35	Benzoin	50
Carbonate, Jennings	30¢ 35	Camphore	50
OLEUM.		Cannabum	50
Absinthium	50¢ 55	Castor	50
" Laci	50¢ 55	Catchu	50
Amygdale, Amarae	75¢ 80	Cinebona	50
Anisi	15¢ 18	Columba	50
Aurant Cortex	25¢ 30	Conium	50
Bergamot	25¢ 30	Cubeba	50
Calypul	25¢ 30	Digitalis	50
Caryophylli	25¢ 30	Ergot	50
Cedronium	25¢ 30	Gentian	50
Chenopodii	25¢ 30	Guaiac	50
Cinnamomi	10¢ 12	" ammon	50
Citrus	25¢ 30	Zingiber	50
Conium Mac.	25¢ 30	" Colorless	50
Copaiba	25¢ 30	Juniper	50
Cubeba	25¢ 30	Kino	50
Excelsior	25¢ 30	Lobelia	50
Erigeron	25¢ 30	Myrrh	50
Gaultheria	25¢ 30	Nux Vomica	50
Geranium, ounce	25¢ 30	Opil	50
Gossypii, Sem. gal.	25¢ 30	" Camphorated	50
Hedera	25¢ 30	Aurant Cortex	50
Helonema	25¢ 30	Quassa	50
Juniper	25¢ 30	Rheum	50
Lavandula	25¢ 30	Cassia Acutifol	50
Limonis	25¢ 30	" white	50
Mentha, (po. 25)	25¢ 30	Serpentaria	50
Morruhae, gal.	25¢ 30	Stramonium	50
Myrica, ounce	25¢ 30	Tolutan	50
Picus Liquida, (gal. 35)	25¢ 30	Valerian	50
Ricini	25¢ 30	Veratrum Veride	50
Rose, ounce	25¢ 30	MISCELLANEOUS.	
Succin	25¢ 30	Ether, Spts Nit, 3 F.	25¢ 28
Santal	25¢ 30	" 4 F.	25¢ 28
Sassafras	25¢ 30	Alumen	25¢ 28
Snapis, ess. ounce	25¢ 30	" 7	25¢ 28
Thyme	25¢ 30	Anatto	25¢ 28
Thymol	25¢ 30	Antimoni, po.	25¢ 28
Theobromum	25¢ 30	et Potass T.	25¢ 28
POTASSIUM.		Bi Carb.	15¢ 18
Bichromate	15¢ 18	Bromide	30¢ 40

loaded into baskets and offered for sale on the streets. Whether they are purged of all impurity is a question. Certainly the best sponge is the cheapest one in the long run, and the best can only be secured by paying an equivalent price.

**Kindness to the Living**

## The Michigan Tradesman

DOCTOR GRIFFITH GRAMERY.

[CONTINUED FROM FIRST PAGE.]  
screams! but the rocks will echo them back, and they will die away upon the sea. You will think of the sweetness of life, of your warm and familiar home, of the love of your friends, and of your husband—and then the wave will lap over your face and gurgle into your mouth, and strangle your breath; you will be nothing but a lump of lifeless flesh, and this pleasant, luxurious world will know you no more!"

Doctor Gramery must have had a good deal of the actor's talent; he had begun his speech lightly enough, but as he went on his voice became hoarse and incisive; he made strange gestures, and there was something terrible and ominous in his aspect. Rachel sat gazing at him with parted lips and widening eyes. As he finished the rose to her feet, and stretching out her hand to her husband, faltered: "Let me go!"

By a sudden, forcible movement, the Doctor interposed himself between them. "Five o'clock!" he exclaimed, in a stern, commanding tone.

Roger stood motionless for a few moments, while a dazed expression came over his face. The Doctor now moved to one side; the husband and wife were within a couple of paces of each other, and his eyes rested upon her. But there was a queer, vague look in them, and presently he said, in a sluggish tone, "Where is Rachel?"

"Here I am—here!" she exclaimed. "Here in front of you! What ails you, Roger? Take off this manacle—it hurts me!"

"It is very odd," said Roger, turning to the Doctor. "What has become of Rachel?" She was here just now, and I didn't see her go out. How was it?"

"Mrs. Mowbray?" responded the Doctor, coolly. "Why, my dear fellow, she just went out of the cave. Is it possible you didn't notice her? See?" he added, pointing outward, "there she stands on that rock at the entrance, beckoning to us! Come on, it's getting damp, and we shall be catching our death of cold. We have a long walk before us."

The two men moved together toward the mouth of the cave, Roger walking like a man in a dream. Suddenly a piercing shriek filled the cave. "Roger! my husband! my love! Hear me! Come to me!" Then came another shriek. "Mowbray and the Doctor were now at the mouth of the cave, and the latter pointed along the beach to the right. "There she goes!" he said. "Let us hurry and catch up with her. She will stumble among these slippery stones and hurt herself."

"Oh, God!" said a husky voice, strained and unnatural. The chain rattled and strained; there was a groan. Mowbray had moved out of sight. The Doctor turned and looked into the cave with a hideous expression; then he, too, vanished.

### III.

A storm had been gathering during the afternoon, and soon after 5 o'clock it burst over Slyn Head, with frequent crashes of thunder and zigzags of lightning. The rain hissed down in torrents. Six o'clock had passed when Roger Mowbray, his clothes soaked through and a scared, drawn look on his face, walked hastily into the inn, and called for Pat Maguire. After the summons had been repeated once or twice, with increasing emphasis, Mrs. Maguire appeared from the kitchen, wiping her hands on her apron. "What would ye be pleased to want, sorr?" said she. "Sure, Mither Maguire stepped out an hour ago; he was after fearin' ye'd be caught in the rain, and 'twas warnin' ye to come home he'd be. Didn't ye meet him at all, at all?"

"No. Has Mrs. Mowbray—my wife—has she returned?"

"Ye wife, is it? Indade, then, she has not, sorr! Ye're the first in this night." "Doctor Gramery—has not he got back?" We parted on the beach—he took another path up the cliff. Have you seen nothing of either of them?"

"Not I, Mither Mowbray—hide nor hair av 'em. But there was a bit av a letter the Doctor left this mornin', an' he was tellin' Mither Maguire to give it ye at six o'clock—not sooner. May be that'll explain things—more betoken 'tis six o'clock now, and after. Wait till I fetch it!"

She disappeared into the kitchen, and returned in a moment with a letter in her hands. Roger opened it, and this is what he read:  
ROGER MOWBRAY—When you read this, I shall have accomplished the purpose for which I brought you down here, and for which I have waited many years. You know me as Griffith Gramery, but my true name is John Felbridge. Thirty years ago your father took away the woman I loved, Mercy Holland, and ruined her. She bore him a child; by his cruelty and neglect, she died in childhood. At that time he had already married; but his wife being an invalid, and incapable of raising up children for him, he caused you to be put forward as her son, thereby keeping the estates in the family. But you have no more right to my name than any other base-born wretch of the gutter.

I waited a long while for the proper time and means for retaliation; but when I heard that you were married, I saw my way. Last night I proved my power over you; to-day, in the cave, I shall put it into practice. At the moment you read this, your wife, chained to the rock by the manacle I have provided for the purpose, will be drawing her last breath in loneliness and agony—an agony as great, I trust, as that which your father caused Mercy Holland to endure. And you, realizing that you abandoned her there, misled by the bewilderment I put upon your senses, will understand something of the despair I felt, when I knew that the woman I would have made my wife had died in shame and misery. May you live to endure that despair as long as I have done! As for me, you will never see me again. I have my place of retreat provided, where I shall spend many years in ease and comfort, happy in the assurance that all I desired has been brought to pass. Blessed be Hypnotism! Yours to command,  
JOHN FELBRIDGE.

Roger Mowbray slowly laid the letter down on the table, and looked up with a ghastly countenance. At that moment there was a hurried step on the threshold, a sound of voices, and the door was thrown open. In swept the storm, with wind and rain; a clap of thunder shook the house; and there stood Pat Maguire, red in the face and breathless, and leaning on his arm, weak and tottering, her clothing drenched and torn, her wet hair hanging about her shoulders, her wrist bruised and bloody—there was Rachel Mowbray, rescued at utmost need, with the sea leaping at her very throat, by the worthy Irishman whom chance had brought within hearing of her final outcry. There she was, no phantom of a

bewildered brain, but true flesh and blood, alive and safe—and in her husband's arms!

### IV.

Next morning, when the storm had cleared away, the dead body of Doctor Gramery, alias John Felbridge, was found lying at the foot of Slyn Head, crushed and disfigured. How he came to his death, whether by accident or design, was never known. He may have lost his way and missed his footing in the storm; or the horror of the deed he had done may have proved too much even for his iron nerves, and he sought oblivion in suicide. He was buried where he fell, and the great cliff is his gravestone; but the peasants avoid the spot, and in the roaring of the waves they sometimes fancy that they catch the fearful outcry of a lost soul.

JULIAN HAWTHORNE.

### Marriage and Married Life.

Rebecca Harding Davis in North American Review.

You never read a tragedy or comedy on the married life of the dark ages the facts of which you could not duplicate in the next street. It is the same relation and the same man and woman after all, and the same rules of life apply to them always! Give to a husband and wife some genuine love, a habit of honest thinking and acting, a little leisure in their lives, and, above all, reverence for a Power higher than themselves, and there will be a happiness between them, whether they live in Congo or Chicago, just as there would have been in the days before the flood. Whether this kind of marriage is likely to grow out of the present conditions of our American social life is the question which concerns us all just now. If a woman makes amusement and luxury the end of life, she will naturally sacrifice everything else to gain the rank or wealth which commands them. Ethel Newcome is sold here for dollars as in England for a title. In these mercenary marriages the wife is more guilty than the husband, because she sinks lower to gain her end. Love and personal honor usually count for more to a woman than to a man. Outside of society in the great cities mercenary marriages are rare. The American *per se*, not the dancing man of Murray Hill or the Back Bay, but the Southern planter, the Western railway man, the Pennsylvania tradesman, seldom marries without a hearty, honest throb of love in his heart. He is, at bottom, too honest and hearty a fellow to condescend. His traits are manly. He reveres women. He flings his money to asylums, hospitals, schools, with a large, free generosity. Not the man, surely, to make marriage a matter of barter! But even in the great, obscure, unpublished mass of people to whom he belongs, it is true that the greed for riches, which is debasing and vulgarizing our whole life, makes many marriages unhappy which at first were based on the purest affection. Here, it seems to me, the men are most in fault. As soon as John is bitten by the madness for money, the first thing he sacrifices to it is the time which he has hitherto given to his wife and children. He rushes away to office or shop from the breakfast-table, spends the day there, is glum and silent at home, and carries his business into his dreams. A wife clings longer to the romance of love than her husband. She does not willingly lose the lover in the man who signs checks for her. Neither is it true that many unhappy marriages are due to the silly extravagance of wives. Extravagance with the majority of our women is an acquired taste. Most of us have a positive relish for small economies, and enjoy the dime which we have saved more than the dollar we have to spend. Upon the whole, I believe that, owing to downright true love, to conscience, and to the sound sense and large good-humor characteristic of the American, the vast majority of marriages in this country are happy.

### Rabbit Destruction in Australia.

The royal commission appointed some time ago to consider the question of the destruction of rabbits by organized propagation of disease and other methods has recently made a report on the subject. The general conclusion reached is that no evidence has yet been found to warrant the belief that any known disease can be so employed as to exterminate rabbits. Among the plans tried was one proposed by M. Pasteur for the inoculation of rabbits with chicken cholera. This has not proved a success. It has been found impossible to disseminate the poison widely enough. The commission cannot recommend that permission be given to disseminate broadcast through Australia a disease (chicken cholera) which has not been shown to exist in these colonies, and which in other countries prevails in disastrous epidemics among fowls, but which has never been known to prevail naturally among rabbits. Apparently nothing new in the way of fighting rabbits is proposed except possibly the compulsory erection of rabbit-proof fencing.

### Russian Wheat Crop of 1888.

The largest crop of wheat ever raised in South Russia was produced in 1888, according to a recent British consular report. Transportation facilities from the interior are said to be unequal to the occasion, notwithstanding recent railway extensions. Supplies in the interior are said to be very large, more than a quarter of the crop being still in producers' hands.

A San Francisco wine dealer recently tried an interesting experiment. He shipped four casks of native Zinfandel to Havre, France, around the Horn. Thence the wine was taken to Antwerp, and from there it was shipped back to San Francisco, again around Cape Horn. Two casks were fortified with 1 per cent. of California brandy, and the other two were left in their natural state. Experts sampled the casks on their return, and found that the wine was very much improved by the long voyage, and that the unfortified wine was better than the fortified wine. The experiment speaks highly for the quality of California wine and for its ability to bear transportation. Wine men say that French wine would have been spoiled by such a journey. It is thought that many Californians will now swing to Europe and back again, in order to improve it.

### The Salesman Was Willing to Concede Everything.

There is a certain clothing salesman who represents one of the largest manufacturing concerns in New York. He is one of those methodical men, of quiet and reserved address, whose sincerity and earnestness of manner have influenced many big sales. With an underlying sense of cynicism and a good deal of a wag in a dry sort of a way, he may be recognized when described as one of those humorous men who never smile. It was during his first trip of this year that he had invaded the establishment of the most important dealer in ready-made clothing of one of the large interior cities of Michigan.

This particular merchant is rated one of the toughest cases in the trade to sell a bill of goods on which any profit shall be left to the manufacturer. Of course, he would look at the line of goods, "but he really was not quite ready to buy." Then the sincere and earnest salesman, with confidence in his line, got in his finest work, and after a deal of haggling over the prices, he found he had registered on his memorandum book an order of unexpected magnitude.

He had closed his book, and with an air of self-satisfaction, clapped it into his inside pocket, when his customer, as if recollecting something unusual which had escaped his mind, exclaimed:

"By the way, about terms?"

"Oh, regular, I suppose."

"No, no, we get seven off all around."

"Seven off ten?"

"No, indeed, seven off thirty days."

"Well, I suppose it's got to go," and the salesman drew forth his memorandum book and made a note to that effect.

"Now, about the dating."

"Well, I had not thought of that. I'll be liberal, however. What do you say to sixty days?"

"Nonsense, we are getting four months from everybody."

"I'm afraid I can't do it."

"Cancel the order, then."

"Very well, then, I'll have to give it to you."

And, as he jotted this down, with a sigh, he exclaimed: "Besides, you bought those goods away down at rock bottom."

And then he added blithely: "When shall I ship you the first lot?"

"At once."

"How do you want them sent?"

"As you please. You know you are to pay all of the expenses of shipment and cartage. I always get goods delivered at the door, charges prepaid."

"Now, let me see," said the salesman, with an air of frozen imperturbability, as he listed this final concession, and then contemplated the aspect of the order upon his book. "I observe that you have got special prices all through the line; you want four months dating, seven off thirty, and all expenses and freight charges prepaid. Now, I am very anxious to sell you this bill of goods, and I'll tell you how we'll fix it. We will forward you the goods and invoices and you just send back the discounts."

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