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Lake Fish
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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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Owl, Crown Prince, White Lily,
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MAIL ORDERS SOLICITED.
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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; silveta trimmings; 2 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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Base Ball Bats,
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BOXING GLOVES. STATIONERY.

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Water Street,
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SOLICIT CONSIGNMENTS OF

FRUITS.

Write for information on the markets, etc.

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.,
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BUY
Muscatine
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Will not turn bitter in hot weather.
Best the year around.

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Dealers in
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Mail Orders Promptly Filled.

44 Pine St., Muskegon, Mich.

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 & COOPER.

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of
Dry Goods
STAPLE and FANCY.

Overalls, Pants, Etc.,
OUR OWN MAKE.

A COMPLETE LINE OF

Fancy Groceries and
Fancy Woodenware
OUR OWN IMPORTATION.

Inspection Solicited. Chicago and Detroit prices guaranteed.

SEEDS!

If in want of Clover, Timothy, Hungarian, Millett, Orchard or Blue Grass, Seed Corn—Early Yellow or Dent, Turnip or Ruta Baga, or, in fact, Any Kind of Seed, send to the

Seed Store,
71 Canal St., GRAND RAPIDS.
W. T. LAMOREAUX.

Wm. Brummeler

JOBBER OF
Tinware, Glassware and Notions.
Rags, Rubbers and Metals bought at Market Prices.
76 SPRING ST., GRAND RAPIDS.
WE CAN UNDERSSELL ANY ONE ON TINWARE.

That contains any inferior tobacco, "ill-flavoring" or other injurious ingredients.
QUALITY COUNTS.

Our "BEN HUR" CIGARS have proved so popular over all other 10c Cigars in the market that the demand is overwhelming.

SOLD BY ALL DEALERS.
Ask for Geo. Moeb and Co.'s "BEN HUR" if you want the best.

Wholesale and Retail
HEADQUARTERS
92 Woodward Ave.

Wm. R. Keeler,

JOBBER OF
Fruits and Confectionery,
416 So. Division St.,
GRAND RAPIDS.

I make a specialty of
—FIRE WORKS—

And invite the trade to write me for quotations.

I Can Save You Money.

HEYMAN & COMPANY

Show Case

MAKERS.

Prices Lower than Ever

QUALITY THE BEST.

Write for Prices.

63-65 CANAL ST.

THE GARDEN HOSE.

She's faster than a fly,
And she's sweeter than a rose,
And she knocks the neighbors silly
When she winds the garden hose.

She lifts her skirts from danger
With her left hand, while her right
Grasps the nozzle, and the stranger
Gets a very pleasing sight.

The neighbors' eyes all twinkle
And their interest daily grows,
For they like to see her sprinkle,
And they like to see the hose.

THE BEGUIN OF MALINES.

When Alan McCormick was in Paris he met a family of English people with whom he used to go about the city. He was all that an American abroad should be. He was young, unmarried, rich and full of an enthusiasm that knew no shame. The English people were of an old family, but untitled. There was a mother, a son, a little daughter and a cousin. "Sister Marie," the child called her, her proper name, however, being Marian Arnold. There was something so unique about this young woman that she puzzled McCormick. She was about twenty-four, rather tall and slender. She had soft brown eyes and wavy hair, which was pushed back behind her ears, and worn without puff or curl. She was bright and animated, yet about her walk, her face, her very pose, there was an air of intense quiet that was not the result of temperament. Alan wondered how she came by it. He could not believe that she had suffered, and so come to this strange tranquility, because there was still about her the air of an unawakened heart and immature sympathy.

Making one of their party so constantly, Alan, after awhile, found the family would very naturally divide itself, the father and mother keeping the little girl with them, and he going with Marian. The young man, Hartley Arnold, rarely formed one of the party, but when he was with them he made no secret of his love for his cousin, and his manner to her was curiously colored by a deep resentment and an apparent sense of wrong.

Marian seemed annoyed by his manner, but she never appeared to realize that he was to be pitied or considered, and she tortured him constantly by her very want of feeling. She looked at him with a calmness that was exasperating, and if he upbraided her, she would laugh and tell him he was "queer." At first, Alan thought her frank and confident, but her fore long he found that in everything that concerned herself she was deeply reserved. Once she told him she did not live in England.

"Where, then?" he asked.
"In Malines," she replied.
"Is your family there?" he continued.
She shook her head. "I live quite alone," she said, and then she walked over to a picture, for they were in the Louvre, and began to talk of Rubens.

They were in Paris together for a month, and a month when one is young is a long time. Then one day Alan received a telegram telling him his father was very ill, and he started at once for home.

On the steamer he suffered from a conflict that made him moody by day, restless at night. He could not forget Marian. He felt he must, in some impossible way, turn and go back to her. He had left her, and she did not know he loved her. She was free, and when he thought of the possibility that young Arnold might suddenly awaken and win her heart, he grew desperate. And at the same time he so feared his father might die before he reached home that he was half wild. But his father, who loved him as ardently, waited for him, and died in his arms a few days after Alan's arrival.

Then, as soon as he could make his arrangements, Alan went back to Europe. He stepped in London at the Arnolds' town house and found they were still abroad, so he at once went to Paris, but he could get no clue to them. He wandered around Paris; he went to Antwerp, and then suddenly found himself in Malines. He did not say to himself that he meant to find Marian, but never did a man more full of purpose wander through the streets of Malines. He haunted the great noisy station where all the railroads of Belgium center, but Marian came from neither Ostend nor Antwerp, from Brussels or any other city.

He looked up the few English people in the town, but came upon no trace of her, and yet, day by day, he became certain she was in Malines.

He fancied he felt her presence. It occurred to him that she was probably a governess, and he haunted the streets, looking at every lady with a child, and going through long and winding ways, where the houses projected over the street, nearly hiding the sky; where there were old, corroded walls and ruined facades and dim, bulging windows hung like hods against the sides of the houses; where stairways descended to the canals and creeks intersected the city, and he had crossed, he said to himself, the thirty-five bridges that are in the town. Over everything there dwelt a curious quiet that reminded him of Marian, and he fancied she must have caught and carried away some of the atmosphere of the city. Life was there, but it was like the beating of a heart in a body that has lost all power of motion. He was especially fond of going to the Church of St. Rombaud, because he knew that Marian was a Roman Catholic, and must sometimes go there. He used to linger around the great carved wooden pulpit, which resembled the cross of St. Paul, and he looked at the figure of the Saint who has fallen from a great Flemish horse. Above him was a crucifixion, with life-size figures of the Blessed Virgin and St. John, and on the other side stood Adam and Eve. Surmounting all, above the sounding board, was an apple tree, and in the midst of all this carving an old monk with flashing eyes used to stand and preach. Alan wandered about the

church; he paused before the picture by Vanduyke, and before the twenty-five scenes in the life of St. Rombaud, but he always went back to the pulpit before he left the building, hoping to find her there.

There were curious buildings, the House of the Prodigal Son, where eccentric carvings prophesied welcome and cheer to the wanderers who might happen in, and the House of the Devil, where grinning satyrs warned the prudent away. Over the House of the Salmon, where the fishermen met, was a carved fish, and even here he dallied, because, if Marian lived in Malines, this, too, must be familiar to her. Along the streets of the Eight Beatitudes, and of the Twelve Apostles, he wandered, and out the great heavy gateway toward Brussels, where the market women crowded in between its towers, he would go into the flat, monotonous country roads bordered by Lombardy poplars and dusty hedges.

One day he passed a ghastly piece of statuary representing Christ on the Mount of Olives. The disciples, meager, famished figures, lay asleep, and the whole affair, daubed with color, washed out with rain, was grotesque and melancholy. As he stood looking at it, he wondered if Marian did not think it frightful. Then suddenly he perceived a number of little houses drawn up in a line, each one bearing the name of a saint and on some a little image. In each door was a little grating, and as he passed one a child rang the bell and a woman's head appeared at the aperture. The stillness of Malines was here intensified, and only such faint domestic sounds as a moving chair or the rattle of a dish broke the silence. In one house, differing from the others by having no grating, no saint, sat a lace-maker. She was about forty, but old and yellow. Her large, dry hands, cold and inanimate, moved with dexterity among her bobbins, and on the cushion, where her grandmother's pale fingers had worked, this woman, prematurely gray and old, wrought a lace fit for a queen at her court.

It was now near evening, when suddenly the doors all opened and out of each house came figures robed in black, and with swift and silent steps took their way to the church near by. McCormick recognized these figures at once, and he knew he was in the Beguine of Malines, and these dark and quiet women were the Beguines, a sisterhood bound by voluntary vows, consecrating their lives to the sick and poor and to the service of religion. He turned and followed them into the church, where each one hastening to her own chair, took out of the box attached to it a large white veil, which she threw over her whole figure, and then, dropping on her knees, bowed her head in prayer. This congregation of sheeted shadows, draped in folds that were stiff and carved in appearance, filled the soul of the young man with disgust. He wondered if Marian had ever been there, and smiled as he thought how these smothered existences, these walled-in lives, would repel her. Near the altar were some ladies, and a sister wearing a black veil over her white cap went to them with a basin for alms, and then turning came toward Alan. As he put nothing in her basin, she raised her eyes in gentle surprise and caught his fierce, astonished stare at her.

She gently shook her head and went back to her place. Alan went out into the air. He felt as if he would choke. This, then, was the reason Marian lived in Malines. She was a Beguine!

After a time the sisterhood filed out, and she came to him and spoke.

"Will you not go to my house?" she said.

Her manner was as gentle and as quiet as when they were in the Louvre together.

He could not speak, but he followed her to a house, tiny as a doll's, but gay and bright with flowers and pictures. In the little parlor were easy chairs. There were gold fish, and a bird gayly sang. On the table stood a tea service for one, and Marian, smiling, opened a little cupboard and took out another cup.

"You will take tea with me?" she said.

Alan shook his head. It seemed to him that she was mocking him.

"I have looked for you," he said.

She sat down opposite to him and seemed interested.

"I felt you were in the city; I felt you were," and he faintly smiled. Then, as she smiled in reply, he said what he thought was the most atrocious thing he could say.

"Sometimes I thought it possible you had married your cousin?"

She laughed at this and said it was very silly. Of course, she was not married.

"But you mean to be," he cried; "this is only a temporary thing, a retreat for a few weeks. You will go back to your aunt?"

"Oh, no," she replied, "I am a regular Beguine. I was only on a visit to my aunt. If I had been allowed, I should have worn the dress of my order, but that is against the rules."

"You never told me," he exclaimed.

"We do not speak of our vows when we are in the world." And again she looked at him gently, tenderly.

"Good Heavens!" he cried, hastily rising, "do you really mean this for life?"

She nodded her head and looked at him apprehensively; for in the Beguine no one speaks loudly.

"And why?"

"Because I like it."

"But, Marian!"—and he came nearer to her—"think of me! What am I to do? I love you, Marian, do you understand?"—and I cannot have it."

"I am sorry," she replied.

"And you! You will marry me, Marian?"

"No," she quietly answered. "If I

married any one, Mr. McCormick, it would be Hartley. He has loved me a long time."

"But you do not love him?"

"No."

"And me? Do you love me?"

"Oh, no."

Alan groaned and picked up his hat. Then he turned and looked at her.

"How am I to move you?" he said.

"You do not care. You have a heart of stone. Do you love any one, 'Sister Marie'?"

She laughed at this title.

"Yes, I love little Jeanne very much. Have you seen her? And I love my poor people."

"And this life! This horrible, stifled life, do you love it?"

"It is a tranquil life," she replied. "I am very happy. I do not want anything else. We can give up our vows whenever we please, but no Beguine has ever done so."

And when Alan left Malines, a week later, he had made no impression on her. He stirred her to neither pity nor anger. The air of the place seemed to have petrified her heart, and there was no throb of life to answer his passionate and eager appeals.

She looked at him as she had at her cousin, and simply wondered why he cared so much.

He neglected her, he persecuted her; he took her to the great pulpit in St. Rombaud, and there, where he had sought her, appealed to her, but with her soft and tender eyes she looked an unconcerned answer, and when he left Malines he could not hope that she either regretted or missed him.

LOUISE STOCKTON.

"What Is He Worth?"

From the Office.

This is a question so often propounded that we pass it by, scarcely stopping to consider whether or not the answer given it is a proper one. But when we stop to think of it, the question affords a broad field for speculation in almost any particular case. What is a man worth? For example, a book-keeper receiving a salary of \$2,000 a year. Considering the inquiry in a purely financial view, we calculate that it requires \$50,000 bearing 4 per cent. interest to yield \$2,000 a year. If a man is worth the price he commands—and men who receive salaries are more apt to be undervalued than are valued—the book-keeper is equal, financially, to the capitalist who has \$50,000 which he loans out at 4 per cent. and lives on his income. But some men get much larger salaries. Ten thousand dollars per annum is not an unusual salary in some branches of business for managers of institutions or large industries, and that is equivalent to a capital of from \$200,000 to \$250,000 drawing 5 per cent. in one case and 4 per cent. in the other. Let the man who receives only a thousand dollars a year pause to consider, before moaning over his hard lot, that he commands an income on \$20,000, or perchance \$25,000.

If he persists in considering his situation in life an unfortunate one, let him imagine a reversed condition of circumstances. Let him ask, if he would choose to be placed in the condition of some acquaintance whom he may know, and who, having \$25,000 at command, is deficient of ability to secure or fill a lucrative position and one commanding honor and respect. Is it not probable that the annoyances likely to be caused over a safe and prudent investment for the capital, with the chances of loss staring the investor in the face, would fully equal such as are ordinarily encountered by those in responsible positions—liability to dismissal or loss of place through sickness or other causes?

The Fruit Trade of New York on the Wane.

From the Fruit Trade Journal.

No fact is more apparent to wide-awake fruit dealers of New York than that this city is slowly but surely losing control of the green fruit imported to this country. For years the metropolis enjoyed practically a monopoly of this trade and, until five years ago, nine-tenths of the green fruit imported into the United States and Canada came through New York. Importers, jobbers and brokers were all located here, and foreign shippers thought of no other American port as a distributing point for their product. Within half a decade all this has been changed, and now, instead of nine-tenths, only two-thirds of the oranges and lemons received in this country are landed in New York. This is a heavy falling off, and at the same rate this port will, ten years hence, distribute only one-third of the receipts. Owing to the increased demand for fruit in this country of late years, necessitating heavier importations, the comparative falling off has not been fully appreciated by most dealers. Ten years ago 4,000,000 boxes of oranges and lemons were received each year in New York. Since that time the consumption of these fruits has so increased that, notwithstanding California's large output, the annual importations are greater by 1,000,000 boxes. Now, New York receives an average of only 3,000,000 boxes per year, while New Orleans, Boston, Philadelphia and Baltimore, which, together, received less than a half million boxes five years ago, will, during the present year, handle over 2,000,000 boxes. New Orleans, especially, is rapidly becoming an important fruit center and bids fair to rival New York in the amount of her green fruit imports.

Improved Lead Pencils.

An improved covering for lead pencils is said to be made out of paper instead of cedar wood.

The relation of ill health to evil behavior and crime presents a great field for investigation.

Co-operative Buying and Business.

From the National Grocer.

Just now there has been more or less attention paid to the question of co-operative buying, and there does appear to be some justification for such action under certain circumstances; but to say that it is a panacea for all the ills of trade is unquestionably a grave error. If we may express an opinion broadly upon the merits of co-operative business, we may at once say that it is not profitable, nor will it ever supersede individual enterprise, providing that individual enterprise is allowed to have free scope and fair, open competition.

To say that co-operation cannot at times be of advantage to the retailer is a fallacy, for in many cases there is an advantage to be gained; but whether co-operative trading among grocers will prove a success is yet an unsettled question. If there is a combination among jobbers and wholesalers which places the profit above the legitimate standard, then, and then alone, can this system be profitable to those engaged in it. There is, however, no doubt in our mind that individual enterprise will always come out on top, providing it is allowed free scope.

There is no business which stands in a better position to pay than the Co-operative Wholesale Society in England, which controls this entire trade of its members. The last report issued shows that this society is doing a trade of over \$30,000,000 outside of its banking department; yet all its affairs are not satisfactory. The balance sheet for the quarter ending March 23 shows sales for the three months amounting to £1,537,307, an increase on the corresponding period of last year of £170,517, or at the rate of 12½ per cent. The net profit on this business is £19,633, which it is proposed to apportion as follows: dividend on sales to members, at 3d. per pound, £18,960; dividend on sales to non-members, at 1½d. per pound, £287; writing off bad debts, £136; and the balance of £2,249 to the reserve fund. The turnover in the bank department during the quarter was £5,100,131, and upon this there is a net profit of £1,077, the greater portion of which it is proposed to divide on credit and debit balances. The Society's manufacturing departments show the following results after interest and depreciation are provided for: Crumpey biscuit works, a profit of £93 on a production of £8,779; Leicester shoe works, a profit of £2,299 on a production of £44,479; Heckmondwike shoe works, a profit of £977 on a production of £5,573; Durham soap works, a loss of £365 on a production of £5,657; and the Batley woolen mill, a loss of £186 on a production of £3,692. The shipping account, after the usual charges for interest, depreciation and repairs, shows a profit for the quarter of £540. The committee report that they have placed an order for another new steamship with Earle's Ship-building Company, of Hull. The report of the Scottish Co-operative Wholesale Society for the same period shows sales amounting to £510,137, an increase on the corresponding period of last year of £83,294, at the rate of 15½ per cent. The profit for division is £14,145, out of which it is proposed to pay dividends of 7d. and 3½d. in the pound on sales to members and non-members, respectively, and 7d. in the pound on the wages of workers in all the departments.

It will be seen that there were two departments which showed a loss, and the profit on a business of \$30,000,000 was barely \$80,000 a year, certainly a very small margin upon such a business, and one which might be soon turned into a loss. When it is considered that this business is much larger than any two, probably than any three, jobbing houses in this country, it must be evident that the margin is very small or that the expenses of working are very large.

A Remedy for Snoring.
Only the man and woman chained to that rest-destroying angel, a snoring partner, can appreciate its sinfulness. The wicked emotions aroused in the soul of the sufferer against the sleeper cannot be transferred to paper. Could a man or woman preserve their night thoughts of the innocent offender during the entire twenty-four hours, married life would be a bleak, treeless, unwelcome waste. For this sort of affliction, if made public, a man or woman gets only the same class of sympathy accorded to malaria—a grinning "That's too bad." There is a remedy for ague, quinine is bitter, but it breaks up chills. There is a remedy for snoring, and that is bitter too. Scientists have discovered that snorers are invariably great laughers and talkers, who exist principally with their mouths wide open, thereby clogging the breathing apparatus with dust and roughening the delicate cords by contact with crude air. To these good-natured and loquacious sleep killers science says: "Shut up; keep your mouth closed; better deprive the world of your cackle and chatter than turn honey into gall and make marriage a failure." If this does not cure snoring, then Bob Burdette's remedy for dandruff is the only recourse—chop the head off.

California Seed.

The seed trade is looming up in California; in the county of Santa Clara alone not less than 1,200 acres are now devoted to the production of garden seeds. Over 60,000 pounds of lettuce seed and 120,000 pounds of onion seed have been shipped east from California, in a single season. The seed is said to be of excellent quality, and there appears to be every probability that California will eventually be one of the great centers of the seed business of the country.

Insect Bites.

Chloroform is the best local application for the bites of mosquitoes and other insects; it quickly relieves the pain and reduces the swelling.

The Michigan Tradesman

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

J. Geo. Lehman's new brick block, on West Bridge street, has reached the third floor.

Aberline White has engaged in the grocery business at White's Siding, near Lacota. Lemon & Peters furnished the stock.

John W. Sherwood has sold his grocery stock on Lyon street to J. C. McKee, who has removed it to one of the vacant stores in his new block at South Grand Rapids. The business will be managed by his brother, Jas. J. McKee.

B. A. Hoxie has bought the Dr. W. H. Ross drug stock, at 40 West Fulton street, and will continue the business at the same location. Mr. Hoxie was formerly a member of the firm of Stebbins & Hoxie, general dealers at Lawrence.

A small fire in the rear room of the Hazeltine & Perkins Drug Co.'s store, early last Friday morning, did about \$3,000 damage. The loss was adjusted on Monday, but business proceeded in the meantime without a moment's interruption.

Wisner & Mansfield's grocery stock, on Plainfield avenue, was reclosed on chattel mortgage by the Teller Spice Co. last Monday, when H. F. McCormick paid the amount of the mortgage and took possession of the stock on a bill of sale, subsequently selling the stock to M. K. Collins.

AROUND THE STATE.

Greenville—A. S. Mitchell is closing out his grocery stock.

Glen Arbor—Carl Walker will shortly engage in general trade.

Climax—Pierce & Jibb succeed Warren Smith in the drug business.

Gladstone—C. O. Collins has purchased R. W. Davies' drug stock.

Coral—D. D. Holcomb will shortly engage in general trade at Henrietta.

Lowell—E. R. Collar succeeds Collar & Weeks in the dry goods business.

Ludington—A. D. Culver succeeds Lewis Costello in the grocery business.

Ishpeming—Jos. Sellwood succeeds Trebilcock & Penglase in general trade.

Traverse City—Frank Stepan succeeds E. R. Kneeland in the meat market business.

St. Joseph—Rice Bros. succeed Z. Rice & Son in the grocery and crockery business.

Coral—J. A. and Will Barry are arranging to engage in the drug business at Henrietta.

Detroit—Henry A. Harman has been appointed receiver for the Hull Bros. grocery business.

Parmelee—Dr. Ash has engaged to put in a line of drugs and groceries, occupying the store near the depot.

Sparta—The report that S. H. Ballard had sold his general stock to J. R. Harrison & Co. is denied by the former.

Coopersville—Roswell Lillie, formerly engaged in business here, has purchased a half interest in a general store at Wesson, Miss.

Detroit—John Bell, Anibale Van Bianchi and Henry D. McLean have been admitted to partnership in the grocery firm of G. & R. McMillan, under the style of G. & R. McMillan & Co.

Nashville—E. J. Cox has disposed of his interest in the livery business to his partner, Frank Stringham, who will continue the business alone. Mr. Cox will devote his attention exclusively to the elevator business.

Coldwater—A. L. Conger has sold an interest in his variety store to W. A. Townsend, late of Grand Rapids, the new firm being known as Conger & Townsend. The firm occupies a store 22x100 feet in dimensions.

Kalamazoo—A. L. Conger has formed a copartnership with his brother, W. H. Conger, under the style of Conger Bros., and opened a branch store at Mt. Clemens. The firm occupies two floors of a new building, 22x80 feet in dimensions, the establishment being styled Conger's Variety Store.

MANUFACTURING MATTERS.

Whitehall—L. W. Mapes has begun the manufacture of cigars.

Edmore—A. H. Farnhour has removed his shingle mill to Ontonagon.

Iron River—The Wisconsin Land & Lumber Co. has discontinued business.

Detroit—Wm. Mitchell, of the feed mill firm of Wm. Mitchell & Sons, is dead.

Detroit—Reuben Robinson, of the lumber firm of Robinson Bros. & Co., is dead.

Cheboygan—C. H. Hoffman has retired from the shingle mill firm of Clark & Hoffman.

Grand Haven—The Challenge Corn Planter Co. has shut down for inventory and repairs.

Lane—Lupton Bros. are cutting 25,000 feet of hardwood lumber daily for Sutherland & Co., of Bay City.

Farwell—J. T. Goff has taken charge of the Suttlefield shingle mill and will cut shingles by the thousand.

East Saginaw—E. O. & S. L. Eastman & Co. expect to have their new planing mill ready for business July 15.

Bay City—It is reported that the wood-enware works of Bousfield & Co. and Bousfield, Perrin & Co. are to consolidate.

Lake George—J. E. Austin & Co., who are operating a mill near here, have cut 2,500,000 feet this season, and the mill has shut down for the present.

Hastings—The Powers Wagon Co. has leased a portion of the Bentley Bros. & Wilkins planing mill and will shortly begin the manufacture of the Powers buggy.

East Saginaw—The A. W. Wright Lumber Co. will resume operations in the woods in September. It will cut this fall and winter about 50,000,000 feet, its usual stock.

East Saginaw—Yates & Whipple have established a local lumber yard for the car trade. They will handle stock they manufacture, and will carry about 10,000,000 feet.

Muir—The efforts to establish a creamery here are likely to be crowned with success. It is designed to make it a stock company, and considerable stock has already been taken.

East Saginaw—A. N. Pinet has returned from Dollarville, where he purchased 3,000,000 feet of lumber for a Detroit firm. It is now being shipped. The price paid was not learned.

Menominee—The Ludington, Wells & Van Schaick Co. is reported to have sold 15,000,000 feet of standing timber to the Girard Lumber Co. for \$60,000. The timber is located near the purchasing company's Dunbar mill.

Manistee—The notice of the removal of the extra dollar a thousand log duty by the Canadians will be welcome news to some of our mill men, who have about 30,000,000 feet of logs that they cut last winter. They will probably now be towed to Bay City.

Ionia—The internal dissensions in the management of the Michigan Overall Manufacturing Co. have been quieted by the purchase of Mr. Voorhees' interest. The latter will shortly engage in the same business under the style of the Ionia Pants and Overall Co.

East Saginaw—J. T. Hurst sold 15,000,000 feet of his Tobacco river tract last week to Bay City parties at \$130,000 or 88 stumps, and this pretty nearly cleans up his purchase made in the spring of Whitney & Stinchfield. It is said that he is negotiating a 60,000,000 tract in upper Michigan.

Detroit—The Standard Electrical Co. has filed articles of incorporation and will sell storage batteries, motors, etc.

John E. Wiles, trustee, Detroit, controls 39,995 shares, and John T. Liggett, John E. Wiles, Frank T. Lodge, E. B. Weed and C. A. Klawter own one share each. The paid-up capital is stated at \$1,000,000.

East Saginaw—Lumber and shingle shipments for June show a falling off as compared with the same month last year. And for the season of navigation to July 1, while shipments are slightly in excess of last year, there is a marked comparison with the five years preceding 1885. The increase in shipments by rail will explain the discrepancy in the water movement.

Bay City—R. G. Peters has contracted to have 28,000,000 feet of Georgian Bay logs manufactured here, and the first raft is expected on July 10. Thos. Nester and others are also said to be interested in these logs. Of the total quantity, 5,000,000 feet will be cut at the Myers mill, 8,000,000 feet by S. McLean, Son & Co., and the remainder will be divided up among several mills.

Ontonagon—Owing to the fact that 16,000,000 feet of Thomas Nester's logs were in boom here ahead of those of the Diamond Match Company, which has been unable to supply its mill, a contract was lately made by the company to saw the Nester logs. Both mills will, therefore, be run to the full capacity the remainder of the season, and no more logs will be towed to Baraga.

Sault Ste. Marie—Charles Martinson has contracted with the Reid Towing & Wrecking Co. to tow between 30,000,000 and 40,000,000 feet of logs from the Mississauga and vicinity in Ontario to Bay City, to be sawed on contract at four different mills. The first raft of 3,500,000 feet was started a few days ago. This is called the largest towing contract ever made from the Canadian shore.

Ishpeming—The directors of the Lake Superior Iron Mine Co. have been given authority by the stockholders to sell or lease the company's gold property on the Ishpeming range, where it is now sinking a shaft from which some exceedingly rich gold-bearing quartz has been taken. The Eastern stockholders being averse to having the company itself undertake working the gold property. This action will doubtless result in the rapid and thorough development of an important section of the Ishpeming gold field which has long been lying dormant.

STRAY FACTS.

Frankfort—The Frankfort & Southern road has its track laid as far as Benzonia, and began running passenger trains last week. Two passenger coaches were taken up the latter part of the

week, and regular trains will be run from this on. About a mile of track a day is being laid.

East Saginaw—The report that the Dominion authorities will take \$1 off the Canadian export duty on logs causes little comment here. Of course, those having logs to bring over this season will be pleased, but the feeling exists that it should be entirely abolished, and it is not likely that the proposed effort in Congress to increase the duty on lumber will be abated. Certainly there will be a determined movement against any reduction of the duty on lumber imported from Canada.

Manistee—The sale of the Manistee & Luther Railroad, which has hung fire so long, was consummated last week, and the papers were signed at New York. The Chippewa Valley Railroad Co. is the purchaser, and the price is about \$400,000. The road will run from Mount Pleasant to Big Rapids, thence to Luther, and from there to Manistee. A third rail will be laid on the Manistee & Luther road, which will make it both a narrow and standard gauge. Logs will be hauled on the narrow rolling stock.

Bank Notes.

The Farmers' and Mechanics' Bank of Nashville declared a dividend of 3½ per cent. on the earnings of its first six months' business, besides passing the percentage required by law to the surplus fund.

Gripsack Brigade.

Edward Telfer is accompanying Dick Savage on his trip up the Pentwater branch this week.

Chas. S. Robinson has been selected to act as marshal of the day on the occasion of the annual picnic.

A. S. Doak is arranging to spend the first half of August with his mother and other old friends at Compton, Quebec, his former home.

Landlord Barney, of the Occidental Hotel, requests President Mills to see that Steve Sears gets breakfast before going to Muskegon Saturday.

A. W. McElcheran, formerly engaged in the merchant tailoring business at Traverse City, but for the past year engaged in the same business at Ishpeming, has engaged to travel for Schloss Bros. & Co., the Detroit wholesale clothing house.

D. A. Harrison, for many years on the road for Farrand, Williams & Co., but who has spent the past year in recruiting his health, was in town a couple of days last week. He is making Lansing his home for the present, being undecided as to his future movements.

E. G. Pipp, whose store and general stock at Howard City were both destroyed in the recent fire at that place, has gone on the road for the Champion Machine Co. His friends will be pained to learn that his insurance was barely sufficient to meet his liabilities, compelling him to begin life again at the bottom of the ladder.

Purely Personal.

E. D. Voorhees, manager of the Ionia Pants and Overall Co., was in town last Friday.

Fred Beard, the Morley merchant, sails from New York to-day on the City of Paris.

D. D. Harris, of Shelbyville, was in town Monday, selling cheese and buying groceries.

Fred D. Yale has gone to Lansing on a visit with friends. He is accompanied by his wife.

Jos. H. Terrill has gone to Petoskey, where he will spend the summer behind the counter for J. L. Aiger.

Les Freeman and family have gone to Freeman, Ont., where they will spend a couple of weeks with the former's family.

M. L. Squire, formerly engaged in general trade at Casnovia, has taken the management of Arthur Meigs & Co.'s general store, at Crofton.

The libel suit brought against Thos. Walker by C. W. Shedd was discontinued in justice court, the justice deciding that he had no jurisdiction in the premises.

W. A. Townsend has resigned his position as foreman of the furnishing goods department of H. Leonard & Sons, to engage in the bazaar business at Coldwater.

L. L. Loomis, Will Butts, Frank Kruse, F. L. Blake and Les Freeman played penny ante so long at the Lake, on the Fourth, that they were compelled to walk in.

Will A. Fox, General Manager of the yeast department of the Riverdale Yeast Co., of Chicago, was in town four days last week, pushing the sale of Fermentum.

John W. Cook, who has had charge of the Goebel wall paper store, at Battle Creek, for a couple of years, has returned to Grand Rapids to take a position with his old house.

M. K. Walton leaves Saturday night for a three weeks' absence in Upper Peninsula. At Mackinac Island he will be joined by Prof. Gresson, Geo. Stanton, and Herbert Montague, of Traverse City, when the party will proceed to Au Train and embark in canoes for the pictured rocks region.

Annual Reunion of the Woolson Spice Company.

For five years past it has been customary for the Woolson Spice Co. to call in all its traveling men once a year, give them a banquet and accord them such other courtesies as lay within the power of the corporation. As the traveling force of the house has increased in numbers, the financial burden has necessarily become heavier, but Manager Woolson appears to have paid little heed to the enormous expenditure involved in summing his cohorts from the four winds, having an eye solely to the enjoyment of the men who have done so much to spread the name and fame of the institution from Maine to California.

The fifth reunion was held at Toledo last Friday and Saturday, and was, if anything, ahead of previous meetings in point of enjoyment. On Friday morning an excursion was taken to Middle Bass Island, where dinner was served at the club house. Some time was then spent at Put-in-Bay Island, when a stop was made at a wine house long enough to inspect the enormous vats and other containers. Saturday forenoon an "experience meeting" was held at the factory, and at noon a sumptuous banquet was served at the Boody House. Manager Woolson officiated as toastmaster, introducing, successively, the following responses:

"The Vacant Chair"—Harry W. Bennett, Kansas City.

"Energy and Self-Control"—David Seligman, Springfield, Ill.

"Little Things"—George A. Dyer, Detroit, Mich.

"Facilities and Difficulties"—Charles T. Arons, St. Louis, Mo.

"Business and Men"—B. G. McMeichen, Chief Accountant.

"The Art of Pleasing"—Gus. Wolf, Philadelphia.

"Application and Perseverance"—W. A. Brigham, Secretary and Assistant Manager.

"The True Gentleman"—J. F. Nunes, Des Moines, Iowa.

"The Contract System"—Pliny Watson, President Woolson Spice Co.

"National Progress"—E. C. Holmes, Minneapolis.

"Leaders of Industry"—E. A. Stowe, Editor MICHIGAN TRADESMAN.

"Masters and Men"—J. B. Battelle, Editor Business World.

"The Press"—Elmer White, Editor Toledo Bee.

"Work"—A. M. Woolson, General Manager.

The traveling force of the house now numbers thirty-six men, comprising as bright a set of fellows as ever gathered around a hospitable board.

White Mountains and Bar Harbor.

Commencing June 29th, the Michigan Central and its eastern connections will run a through line of elegant, new buffet sleeping cars through from Chicago to Bar Harbor, via Niagara Falls and the White Mountains, without change. Connection will be made at Niagara Falls with through sleeper to Clayton, where connection will be made with steamers to the Thousand Islands, Alexandria Bay, Montreal and Quebec. For full and detailed information in regard to these summer resorts, and the way to reach them, send six cents postage for "A Modern Pilgrimage," and summer tourist rates, to O. W. Brookes, General Passenger and Ticket Agent, Chicago, Ill.

A Business Mistake.

When a merchant has a regular set of customers who trade with him altogether, and to whom he gives credit, he is apt to think that his trade is sure with most any kind of a store, so long as his customers stick by him, and are compelled to do so on account of the credit extended to them. But if he settles himself to think that way, and lets his store run itself in a great measure, he will find sooner or later that he has made a great mistake. For his old customers will soon see the difference between his store and one that is better attended to, and will make a change whenever they can do so without personal inconvenience or loss.

The Tomahawk Lakes and Trout Lake Are the very best fishing grounds in the State of Wisconsin. These lakes are located in Oneida county, along the newly completed line of the Wisconsin Valley Division of the Chicago, Milwaukee & St. Paul Railway, and their whereabouts is just being made public. Muscalonge, bass and trout in abundance.

During the season of 1889, necessary hotel and camping facilities will be provided for all sportsmen who are looking for "greener fields and pastures new."

Buy tickets to Milwaukee, Wis., via the Chicago, Milwaukee & St. Paul Railway. For further information, address A. V. H. Carpenter, General Passenger Agent, Milwaukee, Wis.

Three Prescriptions for Becoming a Millionaire.

Years ago some one gave three prescriptions for becoming a millionaire: "First, spend your life in getting and keeping the earnings of other people; second, have no anxiety about worries and losses and disappointments of others; thirdly, do not mind the fact that your vast wealth implies the poverty of a great many people."

Fast Trains.

Do you think of taking a Western trip or of going West, Northwest or Southwest to locate? If so, write to Harry Mercer, Traveling Passenger Agent of the Chicago, Milwaukee & St. Paul Railway, 90 Griswold street, Detroit, Mich., for maps and other printed matter. Name the place or section of country you desire visiting and you will be furnished the lowest rates of fare, by the best route running fast trains.

J. Cornwell, the Cadillac merchant and miller, is arranging to spend a couple of months in Europe.



DETROIT, July 1, 1889.

The following is the semi-annual statement of the Michigan Commercial Travelers' Association:

Reserve fund.....	\$24,382 73
Advance death assessment.....	2,500 00
General fund.....	1,000 00

Total assets to date.....\$27,882 72

In addition to the above, we have \$2,500 on special deposit, to pay the death loss of C. D. Herrick, of Jacksonville, Florida, when his heirs are found; said amount was taken from the reserve fund as per article X, section 6, of the constitution. This makes the sixth loss paid out of said fund. Our membership to date is 531.

THOMAS MACLEOD,
Chairman Board of Trustees.
E. P. KELLOGG, Sec'y-Treas.

The Fruit Jar Market.

Fruit jars are firm and growing scarcer every day. All the factories have shut down for eight weeks, so that it will be impossible to augment present stocks.

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 35 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE—STOCK OF DRUGS, MEDICINES, GROceries and provisions; will also sell store building, 22x28, two-story, with cellar and store room and lot 4x8 rods; also dwelling house, with two acres of land; building built within two years; reason for selling, poor health; no drug and medicine competition; terms easy. A. D. Loomis, Levering, Mich. 463

FOR SALE—A MILLINERY AND FANCY STORE doing a good business; good railroad town; would not sell, but have other business. Address Mrs. A. C. Calhoun, Leslie. 461

FOR SALE—GREAT BARGAIN, LARGE CARRIAGE manufactory, with general blacksmith shop; located in best part of Ann Arbor; good stock of carriages; sold reasonably in full or undivided half interest; reason, death of one of the partners. Address Henry Paul, Box 1235, Ann Arbor, Mich. 462

FOR SALE—FIRST-CLASS CREAMERY IN SOUTH-ern Michigan, capacity 1,500 pounds per day; will trade for family and transient trade; cash business; purchaser will require \$2,500. Address, Eugene Ross & Co., Detroit, Mich. 465

KEEP YOUR EYE ON THIS—PARTIES ABOUT TO engage in the drug business or any one wanting a stock of drugs and patent medicines, cheap, please address me at once and I will dispose of them to make room for other goods; will give some one a bargain, as I am going out of the drug business. Address, G. S. Putnam, Sault Ste. Marie, Mich. 464

FOR SALE—AT PINGREE GROVE, KANE CO., ILL., seven miles west of Elgin on main line of railroad, a good store and business, with full stock of general store goods; whole value about \$4,700; postoffice in store, reason for selling, failing health. J. B. Shelden, Proprietor. 441

SITUATIONS WANTED.

WANTED—SITUATION BY REGISTERED PHARMACEUTIST, can give best of references. Address No. 402 care Michigan Tradesman. 462

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. 467

MISCELLANEOUS.

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

FOR SALE—GOOD RESIDENCE LOT ON ONE OF the most pleasant streets "on the hill." Will exchange for stock in any good institution. Address 226, care Michigan Tradesman. 468

WANTED—SEND A POSTAL TO THE SUTLIFFE COUPON 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. 457

\$620.00. SALES IN ONE WEEK

WANTED—GENERAL AND LOCAL AGENTS to handle the New Patent Chemical Ink Erasing Pencil. Greatest novelty ever produced. Erases ink in two seconds, no abrasion of paper. 300 to 500 per cent. profit. One agent's sales amounted to \$620.00 in six days—another \$25.00 in two hours. Territory absolutely free. Salary to good men. No ladies need answer. Sample 35 cts. For terms and full particulars, address, The Monroe Eraser Co., Manufacturers, La Crosse, Wis. 456

FOR SALE!

The Drenthe Cheese Factory. Well equipped for handling the milk of 400 cows. Terms easy. Address

F J LAMB & CO.
Grand Rapids, Mich.



THE BEST

Accident Insurance

Is that Furnished by the

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YOU WANT THIS CABINET

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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, JULY 10, 1889.

ROYAL ALLIANCES BY MARRIAGE.

That the eldest daughter of the Prince of Wales is to marry a Scotch peer, the Earl of Fife, instead of finding a consort among the princelings of Germany, shows that the Prince is a man of "lucidity," in Matthew Arnold's sense of the word. He has his eyes open to the fact that there is but one sovereign house in Germany, and that apart from the Hohenzollerns it is a question between marriage with the subject of a foreign sovereign and marriage with a native subject. This the Queen declines to see. Thanks to the influence of her mother and her husband, she still regards the Coburgs as the chief dynasty of Europe, and the houses of similar rank as equal to the best. She was too old in 1871 to take in the fact that all these houses abandoned their place in the royal caste when they created Wilhelm as Kaiser in the grand saloon at Versailles. To her, Germany is still the Germany of her youth, with 137 independent states, each accredited with sovereign rank, and their rulers competent to aspire to royal alliance. But the Prince sees differently. He is willing to have his eldest son make a Hohenzollern match, but he prefers a British to a German subject for his daughter. And in course of time the new order of things in Germany must affect powerfully the position of royalty in England, by bringing the reigning family into kinship with their own subjects, and making it national to a degree it has not been since the time of the Tudors.

Sir Edward Sullivan, the eminent Englishman, thinks the best quarter in which to find wives and husbands for the royal children would be America. That, no doubt, would avoid the technical difficulty. Every American being a sovereign, and none of us subjects, we may aspire to royal alliances on a footing of entire equality. But for the sake of American society itself, and to prevent our being deluged by snobishness, we hope the day will never come when an American will make that sacrifice. We have had harm enough from alliances with the alleged "aristocracy" of Great Britain and of France.

A letter to the *Denver Republican* gives a very good account of the railroad system of India. The country is covered with a net-work of 10,000 miles of road. Although it is as far from Bombay to Calcutta as from New York to Denver, there are several lines connecting the two cities, and others run up to the foot of the Himalayas or down towards Cape Comorin. A great drawback in the construction of the roads is the white ant, which lives on dead wood, but is kept off ties actually in service by the jar of the trains. On his account, the telegraph poles are of iron, generally hollow tubes. As the roads pay for labor from three to five cents a day, the cost of management is very low. For the same reason the fares have to be put low for the common people. The third-class passenger pays at the rate of ten cents for going thirty-two miles, so that a day's wages will carry a laborer between ten and sixteen miles. In the first-class cars the charge is 2½ cents a mile. Were the cheap labor of India employed throughout the construction of these roads, the fares could be put as low proportionally as in England or America, where no man would think of paying a day's wages for ten miles of transportation. But every bit of metal work of the roads, from rails and telegraph poles to locomotives, is made in England and taken out to India. Although India has millions of tons of good iron ore lying on the surface of the country and unlimited supplies of good coal beneath it, not a ton of iron is smelted, and the whole business of railroad construction is managed for the benefit of English ironmen. And, as this correspondent notices, nearly all these roads are under government control, many having been built directly by the government, while others were constructed under a government guarantee of dividends. It is not, therefore, merely a private matter that every kind of supply is bought in Great Britain. It is part of the system by which India has been robbed of her wealth and prosperity for the benefit of the country which controls her destinies.

Delagoa Bay is the southern limit of the Portuguese possessions on the east coast of Africa. A company of Portuguese *entrepreneurs* obtained concessions

at Lisbon for a railroad from that point into the interior of Africa. When they began to construct their road, it at once appears that the Portuguese company, with which alone the Lisbon government had dealings, was a mask for an English company, which furnished the capital and had taken entire control of the work. As the bay is an object of British longing and lies close to the British frontier since the conquest of the Zulus, the Portuguese naturally did not relish having John Bull's hand thrust into the coveted territory in this fashion. They therefore cancelled all the concessions made for the construction of the railroad, took possession of the works, and appointed appraisers to estimate the extent of the compensation due to the company. The disturbance made over the matter in England, and the wild misrepresentations of the occurrences at Delagoa Bay, show this to be one of those occasions in which John Bull finds his political and commercial interests both at stake, and therefore makes all the noise possible. But even the Salisbury government cannot be got to promise to wage war on Portugal in maintenance of concessions obtained by false pretenses, and in revenge for pecuniary injury which Portugal promises to compensate. Yet it would be no worse than the annexation of Burmah in punishment for concessions made to a French trading company, and because of disputes about the cutting of timber in the Burmese forests.

Between Germany, Austria and Italy, it seems as if Switzerland might have to fight again for its independence. These countries have virtually put forward a claim to set aside the autonomy of the Swiss Republic, and to establish on Swiss soil a foreign police for the suppression of dynamite conspiracies against their own governments. Naturally, the Swiss object to the proposal, declaring their entire competence to deal with the Red factions without the aid of either police or spies from abroad. And they produce evidence that the persons employed in an underhand way by the German government for this purpose had been active in inciting violence among those whom they had been spying upon. There is no doubt that France will give support to Switzerland in this juncture, and probably Russia will follow the lead of France out of dislike of Germany. But England, under Tory rule, is committed on the other side, and Lord Salisbury makes no secret of his sympathy with the demands of Germany. Still we do not look for a new battle of Sempach at the foot of the Alps.

There has been no greater factor to the sum of our national success than the fostering effect of our cheap and wise patent laws. We are apt to attribute to ourselves, as a nation, superior inventive genius; and while this may be true to a certain extent, still we should not forget that the facilities for protecting inventions were peculiarly favorable to such efforts, and the consequent rewards were ever stimulating the minds of our people to achievements in this way. It stands us in hand to guard with unfaltering vigilance this great element of success, and as soon as demagogues attempt to enact laws crippling the scope and efficiency of our patent laws, to properly notify them that such serving the interests of the few at the expense of the many, will not be countenanced.

The great mistake men make is this: They strive to increase their earnings, but they do not try to increase their earning capacity. They complain of the selfishness of employers when, if they were wise, they would see that in this selfishness lies their greatest opportunity. The selfish employer is always on the lookout for the man that will serve him best and bring the most money into his treasury. He lies awake at night wondering where he can secure such a man. He is willing to reward capacity and fidelity liberally, not because he is generous, but because it is his interest to secure better service and better returns. Many of our young men have been quick to understand the situation, and they have risen in the world.

The metal aluminum is fast becoming a necessity in the arts. Some of the bronzes formed by mixture with copper have the true gold color and are remarkably free from tarnishing. The native ore of this metal is common clay, which is, as every one knows, abundant enough. It is only recently, however, science has been able to produce the metal at a cost sufficiently low to warrant its extensive use. Mixed in a small percentage with cast iron, the iron flows into intricate molds with astonishing facility.

A new law goes into effect in Maine this week, which provides that all peddlers must file with the Secretary of State a certificate that they are of good moral character from the mayor or selectman of the town where they intend to sell their goods. Such a law would be a godsend in this State, as fully half the peddlers here are scamps too low for the recognition of decent people, but sharp enough to keep out of jail.

THE TRADESMAN heartily approves of the action contemplated by the grocers of Big Rapids, as foreshadowed by the agreement published in another column. If a jobber insists on selling to the customers of a retailer, there is no reason why he should receive the patronage of the retailer. The sooner retail merchants everywhere take a decided stand on this question, the better it will be for them.

Men of ordinary ability succeed often in business than those of pronounced talent. The reason is evident enough—they are satisfied with a humble commencement, and while genius is looking about for a site for his castle, plodding mediocrity builds a house. And so on, when light or death comes, one has realized a competence, while the other has accomplished nothing.

The Condition of Trade.

From the New York Shipping List.

The second half of the calendar year begins with commercial affairs in excellent shape and the present outlook seems to be unusually promising for the development of progressive prosperity during the next six months, which will witness the harvesting and marketing of the crops and the expansion of the industrial activity which result therefrom. The crop situation is generally favorable, and there is every reason to believe that an abundant yield will be gathered, fully enough to satisfy all requirements and leave a comfortable surplus for unknown contingencies, trade conditions are satisfactory, having been characterized in the past by a conservatism that forms a substantial basis upon which to build up an active fall trade, the industrial outlook is promising, the recent improvement in the iron and steel trades being an important factor, and financial affairs reflect no feature that is likely to unsettle the money market or disturb the progressive movement of trade. The distribution of supplies has steadily absorbed production and thereby maintained healthy relations with respect to supply and demand, so that there is no burdensome accumulation of unsold stocks to carry over, and there has been no over trading that will handicap the future with liquidation and its attendant evils. The recent activity of speculation in several departments has presented some unfavorable features and caused apprehension that it might be carried to undesirable excess, and in several instances the danger signals have been displayed, but thus far the bounds of reasonable restraint have not been overstepped and a healthy reaction has followed the excitement and held it in check. Take for instance the trading in trust certificates, which has been the most prominent manifestation of this tendency, for, while the interest in them is still active and likely to so continue, the trading has recently become more conservative and healthy. Wheat has also executed some wild and wide fluctuations in values as the result of unreliable reports respecting crop conditions at home and abroad, which, however, have been ephemeral in their influence and disproved by more careful inquiry. The developments of the next few weeks are likely to be of unusual significance in financial circles, not only because of the heavy disbursements that are incident to the half year period and the beginning of a new fiscal year with the Government, but likewise on account of the fact that it will involve the adoption and operation of the fiscal policy of the administration. The unusually large payments that have been in progress this week for account of all kinds of corporations, railroad, banking, municipal, state and industrial, will not only be an important factor in recruiting the reserves of the banks, increasing the volume of money seeking investment and active employment in other ways, but is also a highly satisfactory indication of the prosperity of the country, as well as the earning power of capital which this prosperity has afforded. The re-investment and re-employment of these earnings will play an important part in the progress of commercial and financial affairs during the next few weeks. So far as clearing house statistics and traffic returns from the railroads are concerned, the volume of general business in progress has been in excess of last year, while reports from all important interior centers point to unusual activity in trade for this season of the year. This is no doubt due to the satisfactory feeling existing respecting crop prospects and the encouragement it affords dealers in replenishing their stocks, while it also has a tendency to stimulate consumption. The production of wool from this year's clip seems likely to be the largest in the history of the country, and what is still more important is the fact that it comes upon a market comparatively bare of supplies and otherwise situated so as to assure growers remunerative prices. If to this is added the prospect of a larger wheat crop than has been harvested and marketed for several years, the promise of a full supply of cotton and corn, so far as present conditions can be relied on to foreshadow the yield, and an abundance of other farm products, such as hay, oats, barley, rye and potatoes, the outlook is as cheering as it could well be at this season of the year. Nothing fresh has transpired respecting the iron industry, except the signing of the wages scale by a majority of Western mills and foundries, which is an important event since it virtually settles the labor question for another year, but there seems to be trouble brewing in the Carnegie works, several thousand workmen employed by that concern being unwilling to accept the terms offered. The coal market is quiet, with a moderate demand for anthracite and prices irregular, but dealers look for an improved inquiry this month. There is some difficulty among the miners of soft coal, with rumors that a general strike may result.

Should Look Before They Leap.

From the Detroit Tribune.

The Patrons of Industry are organizing numerous lodges in the vicinity of Morley, and have declared war against both the merchants and the professional men because of what they call their exorbitant charges. It will be a bitter

fight here, as many of the poorer class of farmers are indebted to those they propose to fight and who have carried them from year to year. Of course, the merchants will want their pay, and just how the fighting farmers will meet their bills is a mystery not easily to be solved. Of all the money this is the worst for farmers to get money, and it would seem to an outsider that many of them are placing themselves in a very undesirable position, and it would be well for them to carefully estimate the cost before taking the fatal step.

NOTICE.

Whereas, Default has been made in the conditions of a certain contract made by and between Burrell Tripp, of the first part, and Olney, Shields & Company, of the second part, whereby the said Olney, Shields & Company have become entitled to a certain certificate of bank stock in the Carson City Savings Bank, of Carson City, Michigan, which was assigned to the said Olney, Shields & Company by the said Burrell Tripp, as collateral security; said bank stock being certificate No. 49, of ten shares of one hundred dollars each; the amount due to the said Olney, Shields & Company being \$900, and interest for three months and the cost of this sale.

Now, therefore, notice is hereby given that on Saturday, the 13th day of July, at 10 o'clock a. m. at the office of Olney, Shields & Company, wholesale grocers, in the city of Grand Rapids, Michigan, said Olney, Shields & Company will sell said bank stock at public sale to the highest bidder.

Dated at Grand Rapids, Mich., this 28th day of June, 1889.

OLNEY, SHIELDS & CO.

J. F. TROUT & CO.,

Real Estate,

5 1-2 N. DIVISION STREET.

ROOM 53, PORTER BLOCK.

Grand Rapids.

Really is the basis of all security and the basis of security in real estate transactions is found in the knowledge and probity of those through whom they are conducted. Holding, by reason of prudence, integrity and signal ability, a position of prominence among the real estate dealers of Grand Rapids, J. F. Trout & Co., who commenced operation in May of this present year, are deserving of individual mention. The interested principals are J. F. Trout and L. Taylor, and they conduct a general real estate business in city and suburban properties, farming and timber lands, etc. They are agents for the sale of 40,000 acres of excellent pine and farming lands in southeastern Missouri, besides being one of the county—a region which supplies Kansas City with fully two-thirds of the lumber used in carrying on her manufacturing enterprises, besides being one of the finest stock sections—especially for cattle and hogs—to be found anywhere in the country. Mr. Trout personally owns some 2,200 acres of fine land in that section and offers genuine bargains to purchasers, the lands having a double productive energy in the natural timber growth, besides being one of the fertile agricultural sections of the Union. J. F. Trout's Addition to the City of Grand Rapids comprises the most desirable of real estate properties in the suburbs for homes or investment. The plat is most delightfully situated, is level, high and dry, convenient to railroad and street lines, being located Southeast of the city and only eighty rods from Oakdale Park depot, on the Grand Rapids, Lansing and Detroit Railway, which requires but six to eight minutes to land you at Madison avenue, which leaves you only eighty rods from Trout's addition. The plat contains 128 lots, is splendidly shaded with native trees, and in the center of the plat is a flowing fountain of living water. Lots are sold at from \$200 to \$875. Terms, \$20 down, and balance on long time and at low rate of interest. No cash payment is required from those who build at once. To those who desire homes or the most advantageous of investments, J. F. Trout and Co. can offer the most notable inducements, and parties will do well to consult this reliable firm. Special attention is also given to the handling of city and suburban property of all kinds and to the renting of houses.

MAGIC COFFEE ROASTER

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

HYDRAULIC ELEVATORS

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

TIME TABLES.

Grand Rapids & Indiana.

GOING SOUTH.

Traverse City & Mackinaw	7:30 a. m.	7:30 a. m.
Traverse City & Mackinaw	9:30 a. m.	11:30 a. m.
Traverse City Express	3:05 p. m.	4:30 p. m.
Potoskey & Mackinaw	8:45 p. m.	10:30 p. m.
7:30 a. m. and 11:30 a. m. trains have chair cars for Potoskey and Mackinaw City.		
10:30 p. m. train has sleeping car for Potoskey and Mackinaw City.		

GOING NORTH.

Cincinnati Express	6:25 a. m.	7:00 a. m.
Fort Wayne Express	11:45 a. m.	12:30 p. m.
Cincinnati Express	5:40 p. m.	6:00 p. m.
Chicago and Sturgis	10:40 p. m.	11:05 p. m.
7:00 a. m. train has parlor car for Cincinnati.		
6:00 p. m. train has Pullman sleeper for Cincinnati.		
11:00 p. m. train has Wagner sleeper for Chicago, via Kalamazoo.		

Muskegon, Grand Rapids & Indiana.

Leave	7:00 a. m.	10:15 a. m.
Arrive	4:45 p. m.	2:45 p. m.
5:10 p. m.		
Leaving time at Big Rapids, 20 minutes later.		
C. L. Lockwood, Gen'l Pass. Agent.		

Detroit, Grand Haven & Milwaukee.

GOING WEST.

Morning Express	12:30 p. m.	12:35 p. m.
Through Mail	4:45 p. m.	4:50 p. m.
Steamboat Express	10:40 p. m.	10:45 p. m.
Night Express	6:50 a. m.	7:00 a. m.
Mixed	7:30 a. m.	7:35 a. m.

GOING EAST.

Detroit Express	6:45 a. m.	6:50 a. m.
Through Mail	11:35 a. m.	11:40 a. m.
Evening Express	3:40 p. m.	3:50 p. m.
Limited Express	7:30 p. m.	7:35 p. m.
Daily, Sundays excepted. "Daily" Detroit Express has parlor car to Detroit, making direct connections for all points East, arriving in New York 10:10 a. m. next day.		

Limited Express has parlor car to Detroit, making close connections for all points East, also makes direct connections at Detroit with evening trains for New York and Philadelphia. Steamboat express has parlor car to Grand Haven, making direct connection with steamer for Milwaukee and the West.

Through tickets and sleeping car berths secured at D. G. H. & M.'s office, 25 Monroe St., and at the depot.

Jas. Campbell, City Passenger Agent.

Toledo, Ann Arbor & Northern.

For Toledo and all points South and East, take the Toledo, Ann Arbor & North Michigan Hallway from Owosso Junction. Sure connections at above point with trains of D. G. H. & M., and connections at Toledo with evening trains for Cleveland, Buffalo, Columbus, Dayton, Cincinnati, Pittsburgh, Creston, Orville and all prominent points on connecting lines.

A. J. Paisley, Gen'l Pass. Agent.

SILVER STARS

No Equal in the State.

Wherever Introduced it is a Stayer!

TO THE TRADE:
I guarantee "SILVER STARS" to be a long straight filler, with Sumatra wrapper, made by union labor, and to give complete satisfaction.

A. S. DAVIS,

Sole Manufacturer,

127 Louis St., GRAND RAPIDS

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.

John J. Cook, 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 & Co.

20,000 Sold to the Trade

In Grand Rapids in the past 30 days.

Over 150 retail dealers in G and Rapids are handling the Famous Five Cent Cigar.

"THE WHITE DAISY"

This cigar we guarantee to be the best nickel cigar in the State, all long Havana filler with a Sumatra wrapper. It is sold to the trade for 85¢ per M. Remember, you take no chances in ordering, for we guarantee the cigar to give entire satisfaction or they can be returned.

Beware of Imitations.

The genuine will have our signature on inside of cover of each box. Send in your orders by mail. The White Daisy is manufactured only by

MORTON & CLARK,

462 S. Division St., Grand Rapids.

H. SCHNEIDER & CO.,

Manufacturers of the famous

Dick and George,

Elks' Social Session

And other Popular Brands of Cigars, and Jobbers of All Brands of

Fine Cut, Plug and Smoking Tobaccos

21 Monroe St., Grand Rapids.

FIVE DOLLARS FINE.

Or imprisonment for ten days, is the legal penalty for selling tobacco in any form to a minor without a written order from the parent or guardian. To

Conform to the Law,

Merchants should procure a supply of blank orders, which will be sent postpaid on receipt of postal note, as follows:

250 TOBACCO ORDERS	.75
500 "	1.25
1,000 "	2.00

All orders must be accompanied by remittance.

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

Refrigerators

FOR—

Grocers and Hotels

The Best is the Cheapest.

We offer you a first-class article. Cut shows our No. 62, in Antique Ash, Air-tight Locks, Padded Doors, Patent Interior Circulation of Dry Cold Air, seven feet high, shipped in sections, constantly in stock for immediate shipment. We pay freight. Send for catalogue. Mention paper.

Also LIQUID COOLERS for milk, iced tea, etc.

Grand Rapids Refrigerator Co.,

GRAND RAPIDS, MICH.

FERMENTUM

The Only Reliable Compressed Yeast.

Grocers and Bakers not handling our yeast are requested to write for samples and prices. One trial will convince all of its superiority for freshness and strength.

L. WINTERNITZ, Special care given outside shipments. Visiting merchants are invited to call at 106 Kent St.

State Jobbing Agent. GRAND RAPIDS, MICH.

P. STEKETEE & SONS,

WHOLESALE

Dry Goods & Notions,

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

Grand Rapids, Mich.

New Line of Prints, Seersuckers,

Toile Du Nord, Gingham, Dress Goods,

Hosiery, Underwear, White Goods,

Laces, Embroideries and Full Line of

Neck Wear.

STARK, FRANKLINVILLE, AMERICAN, HOOKER, BURLAPS.

Warp, Geese Feathers, Waddings, Batts and Twines.

Sole Agents for Valley City and Georgia Bags. Mail orders receive prompt and careful attention.

CURTISS & Co.,

Successors to CURTISS & DUNTON.

WHOLESALE

Paper Warehouse,

Houseman Building, Cor. Pearl & Ottawa Sts.,

GRAND RAPIDS, - MICHIGAN.

THIS IS THE CCK THAT ROSE

IN THE MORN

THE DAY THAT SANTA CLAUS

SOAP WAS BORN

HE HAD RISEN EARLY TO TELL

TO MANKIND

THAT WONDERFUL SOAP TO

SEEK AND TO FIND.

USE SANTA CLAUS SOAP.

All grocers sell it.

THE WORLD IS WAKING UP TO THE VALUE OF SANTA CLAUS SOAP.

Made only by N. K. FAIRBANK & Co., CHICAGO.

No Chemicals.

W. BAKER & CO.'S

Breakfast Cocoa

Is absolutely pure

and it is soluble.

To increase the solubility of the powdered cocoa, various expedients are employed, most of them being based upon the action of some alkali, potash, soda or even ammonia. Cocoa which has been prepared by one of these chemical processes can usually be recognized at once by the distinct alkaline reaction of the infusion in water.

W. Baker & Co.'s Breakfast Cocoa

is manufactured from the first stage to the last by perfect mechanical processes, no chemical being used in its preparation. By one of the most ingenious of these mechanical processes the greatest degree of fineness is secured without the sacrifice of the attractive and beautiful red color which is characteristic of an absolutely pure and natural cocoa.

W. Baker & Co., Dorchester, Mass.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

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

WE CARRY A STOCK OF CAMEL TALLOW FOR MILL USE.

The Michigan Tradesman

WEDNESDAY, JULY 10, 1889.

LEISURE HOUR JOTTINGS.

Written for THE TRADESMAN.

BY A COUNTRY MERCHANT.

Among the multitudinous nuisances and semi-nuisances that are constantly besetting us, during our earthly pilgrimage, the chronic borrower is by no means the least conspicuous and ubiquitous. The wants and demands of himself and his clan cover such an amazing extent of territory; his excuses, which are so diversified, and his requirements, which are made with such a plainly expressed belief that a requisition for the use of his neighbor's property or money is a common, necessary and legitimate feature of existence, are almost daily reminders of the extent and perennial vigor of his class, and the party who has gone through any extended number of years without having to associate the chronic borrower with the undesirable side of his "profit and loss" account is either miraculously fortunate, or exceptionally deaf and indifferent to his importunities.

It is safe to say that the average independent trader, who habitually keeps himself supplied with the numerous little appliances for cleanliness and convenience, devotes two-thirds of his expenditures in that line to the benefit of borrowers. His window and floor brushes will steadily lose their bristles in other people's service. His force pump will come home minus the valve. His oil pump will be returned bent and demoralized. His box opener will disappear among a multitude of borrowers, and his various tools will slowly but surely become edgeless or useless or invisible. And to have the subject of compensation mentioned in such cases would surprise him nearly as much as the draft for an outlawed matter from a professional dead-beat.

And the business money borrower is far from being uncommon. There are times when you can accommodate him without material injury to yourself, but there are also other times when he honestly secures a footing on the debit side of the aforesaid profit and loss account. He comes in and wants to borrow a couple of hundred dollars for two days. You tell him, truthfully, that you can spare the amount for forty-eight hours, and not a minute longer. Your reason is that you can, at that time, discount a \$250 bill at 4 per cent., a very pleasant and desirable business transaction. He makes you a solemn promise and leaves. The time of payment arrives, but the money doesn't materialize. Your last mail is nearly due, and you hurry over to his place to remind him of his broken promise, but he has gone to the city, and the clerk knows nothing about the currency question. You never, under any circumstances, borrow money yourself, and your little matter of accommodation has cost you exactly \$10. And when that man hands you back your \$200, the next day, you can safely bet that he will act as if he had conferred a favor instead of receiving one.

And the "cheekiness" of these money borrowers is sometimes almost superlative. What else but "cheek" can you call it when, at a period when small change is excessively scarce, a party rushes into your store and wants the loan of \$5 in silver? you inform him that you have only \$4 on hand, after counting up dimes and nickels, and he remarks:

"Well, let me have that! I'll have to try and make it do!"

I remember once of a chronic borrower coming into my place of business just as a party was handing me some \$50 or \$60 to pay over for him to an individual who requested him to leave the money with me until called for. The c. b. wanted \$50 for a day or two, and I informed him I hadn't the funds to spare just then, whereupon he coolly proposed that I should loan him the money just left with me, and my decided refusal to do so disgruntled him so seriously that he refused to allow me to assist him in his financial matters for several months thereafter.

One night, several years ago, a customer rushed into the store and requested the loan of \$10. I said to him:

"John, these are very close times for money, and I need every cent I can raise, but if it's a matter of necessity I will try and accommodate you!"

"I've got to have the money, somehow," replied John, "and there isn't the remotest doubt but that I can pay you the next time I see you!"

I heard the next morning that John had put \$15 of his own, my \$10, and another borrowed \$10, into a faki's "soap game," which explained his urgent need for financial assistance.

The individual whose habit of money borrowing becomes chronic gradually drifts into the belief that his constant demands upon his friends and acquaintances are proper and legitimate business transactions, and that when his own exchequer becomes unresponsive he has a steady and never-failing source of

revenue in reserve. With the habit fully confirmed no occasion is too trivial, or no want too frivolous, to afford an excuse for annoying and discommoding his neighbors. And the natural sequence is that he, not infrequently, evolves from the chronic borrower into the chronic dead-beat.

The gratitude and appreciation of the habitual borrower, for favors rendered, brings to mind the youngster, who stuck his face into a neighbor's doorway and observed:

"Say! Maw wants to borrow a cupfull of flour, an' a couple of eggs, an' a spoonfull of soda if yer 'aint got bakin' powder; an' 'f you're got any decent tea she sez 'sen' her a little; the las' she got 'ere wasn't fit fur a hog to drink. An' she sez 'fu don't want yer hens scalded you'd better keep 'em to hum, cos she's been bothered with 'em 'bout all she's goin' to be!"

There are persons to whom you may lend your garden and lawn appliances until their usefulness is about exhausted, yet who will wax woefully indignant if you refuse to turn over to them the implement you are at the time using. Divide your last measure of flour with them, and they will grumble at the quality. Donate them, for their momentary party, the use of your wife's favorite table ware, and you'll never hear an excuse or apology for the cracks and nicks returned with it; but, if you don't want the neighborhood to comment on your poverty or penuriousness in using inferior plated goods, if such is unfortunately the case, make some excuse for not loaning your table cutlery.

As a rule level-headed—or at least those who try to be level-headed—business men, are not in the habit of commenting very freely on their business matters with those who have no personal interest in them, but I have occasionally known a little "slip of the tongue" to work material advantage to the apparently indiscreet speaker. As a little illustration of this I call to mind an individual who, some years ago, used to favor me with frequent applications for loans, and as I considered him "good," and he always repaid me with reasonable promptness, I always used to accommodate him when I could consistently do so. But finally he "got in" to me \$150; let the promised time for payment pass by some days, and, as I began to hear rumors regarding his "shakiness" I began to get a little uneasy. One day a man with whom I was negotiating some kind of a trade offered me, in part payment, a note against the borrower, which I refused, with some ill-matured observation pertaining to the money I had loaned the signer, and in less than an hour the delinquent came into the store, violently flung down on the counter a roll of bills containing \$150, and, after abusing and exhorting me for some fifteen minutes for "attempting to injure his character," announced a perpetual *casus belli* between us, and left me to my reflections. But as he left the country within a week, owing about everybody whom it was possible to owe, I readily forgave the tale bearer, and never regretted my accidental digression from the customary rules of business.

A Connecticut Scheme.

Daniel Cortell, a New Haven shoe dealer, has been fined \$20 and cost on a charge of using a lottery scheme in connection with his business. He advertised that the persons purchasing the largest amount of goods between certain dates should receive at the end of that time \$250 in gold, divided into premiums of \$50, \$40, etc., according to the relative size of the purchases. Mr. Cortell explained that the cards were simply a record of the amount of purchase. He did not keep a duplicate, nor could he tell, until the cards were returned to the store after the specified time had expired, the chance that a customer had to get any one of the premiums offered. He could not see that when a customer had purchased goods he had any interest in the premiums. Whatever interest he had would be shown when all the cards were examined. The constitutionality of the law will be decided by a higher court.

The Population of the United States.

The present estimated population of the United States is 64,000,000. The rate of increase, exclusive of immigration, is estimated at 1.8 per cent. per annum—about 100,000 a month. By immigration the increase of population averages over 43,000 a month, or over half a million yearly. The aggregate annual growth from both causes will not fall much short of a million and three-quarters. The estimated foreign population is not far below 14,000,000.

The Commercial Traveler at Lunch.

Guest (at restaurant table girl)—What have you got for dinner?

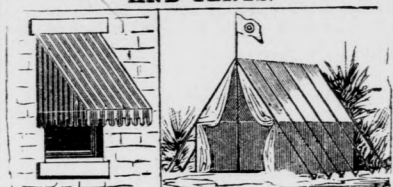
Table Girl—Roast beef, fried chicken, stewed lamb, baked and fried potatoes, indian pudding, milk tea and coffee.

Guest—Give me the third, fourth, fifth, sixth, eighth and nineteenth syllables.

A farmer entered a store at Pottstown, Pa., and enquired the retail price of nails; then the price per keg of 100 pounds. The latter being much less, he asked if the storekeeper would take back what he had left if he did not use the whole keg, and was told yes. He took the keg and some four days later returned it minus four pounds of nails, which he offered to pay for at keg prices. He was accommodated.

A W N I N G S

AND TENTS.



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

Chas. A. Coye, Telephone 106, 11 Pearl St.

\$1,000 REWARD!!

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



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

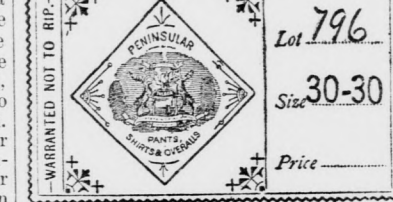
Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun	45
No. 1 "	48
No. 2 "	70
Tubular	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.	
No. 0 Sun	1.90
No. 1 "	2.00
No. 2 "	3.00
First quality.	
No. 0 Sun, crimp top	2.15
No. 1 "	2.25
No. 2 "	3.25
XXX Flint.	
No. 0 Sun, crimp top	2.25
No. 1 "	2.30
No. 2 "	3.30
Pearl top.	
No. 1 Sun, wrapped and labeled	3.70
No. 2 "	4.70
No. 2 Hinge	4.70
La Bastie.	
No. 1 Sun, plain bulb, per doz.	1.25
No. 2 "	1.40
No. 1 crimp, per doz.	1.40
No. 2 "	1.60
STONEWARE.—ARKON.	
Butter Crocks, per gal.	06 1/2
Jugs, 1/2 gal., per doz.	65
" 1 "	80
" 2 "	90
Milk Pans, 1/2 gal., per doz. (glazed 66c)	60
" 1 "	75
Mason's, pints.	
quarts	\$10.50
1/2 gallon	11.00
1 gallon	14.00
Lightning, quarts	12.00
1/2 gallon	16.00

HARDWOOD LUMBER.

The furniture factories here pay as follows for dry stock, measured merchantable, mill cuts out:

Basswood, log-run	13 00/15 00
Birch, log-run	15 00/16 00
Birch, Nos. 1 and 2	22 00
Black Ash, log-run	14 00/15 00
Cherry, log-run	25 00/26 00
Cherry, Nos. 1 and 2	60 00/65 00
Cherry, Cull	12 00
Maple, log-run	12 00/13 00
Maple, soft, log-run	11 00/12 00
Maple, Nos. 1 and 2	20 00
Maple, clear, flooring	23 00
Maple, white, selected	25 00
Red Oak, log-run	20 00/21 00
Red Oak, Nos. 1 and 2	25 00/26 00
Red Oak, 1/4 sawed, 6 inch and up & d. 38	00/40 00
Red Oak, 1/4 sawed, regular	30 00/32 00
Red Oak, No. 1, step plank	25 00
Walnut, log-run	25 00
Walnut, Nos. 1 and 2	65 00/75 00
Walnut, cull	25 00
Grey Elm, log-run	14 00/15 00
White Ash, log-run	25 00/26 00
White Oak, log-run	20 00/22 00
White Oak, 1/4 sawed, Nos. 1 and 2	42 00/45 00



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.



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.



H. Leonard & Sons.

Grand Rapids, Mich.

Near Union Depot. Cor. Spring and Fulton Sts.

The Old Reliable.

THE Quick Meal Gasoline Stove Has Safety Points Found in no Other Stove.

WE ARE Headquarters FOR Michigan. 26,765 Quick Meal Stoves Sold in 1888.

Warranted to Give Satisfaction.

Above Stove, with Russia Iron Oven, Self Lighter Tin Oven, Self Lighter With Three Burners on Top, Russia Iron Oven, Self Lighter Tin Oven, Self Lighter

Send for Complete Illustrated Catalogue and write for Factory Discounts. "Useful Hints to Dealers in Quick Meal Oil Stoves" sent free on request. Every dealer should have a copy.

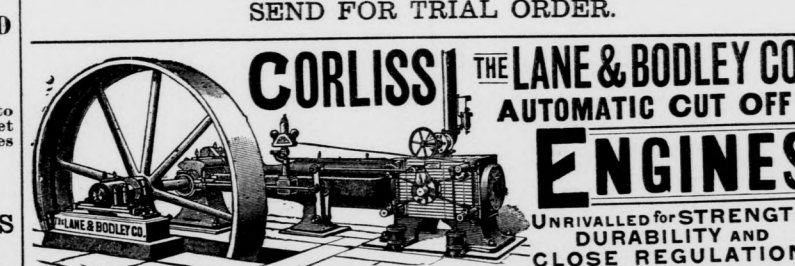
H. Leonard & Sons.

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.



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

WM. SEARS & CO.,

Cracker Manufacturers,

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

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.

ALFRED J. BROWN,

WHOLESALE DEALER IN

Foreign, Tropical and California FRUITS.



Headquarters for Bananas.

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

Stovewood Shingles

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

Moline Cheese

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 and 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.

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

C. A. LAMB & CO.,

Wholesale and Commission

Fruits —AND— Produce.

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EDWIN FALLAS,

JOBBER OF

Butter, Eggs, Oranges, Lemons, Bananas, Mince Meat, Nuts, Figs, Etc.

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(Successor to CORNELL & KERRY.)

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Fruits and Produce.

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30 NORTH IONIA STREET, TELEPHONE 253, GRAND RAPIDS, MICH.

Drugs & Medicines.

State Board of Pharmacy.
One Year—Otmar Eberbach, Ann Arbor.
Two Years—Geo. McDonald, Kalamazoo.
Three Years—Stanley E. Packell, Owosso.
Four Years—Jacob Jesson, Muskegon.
Five Years—James Vernor, Detroit.
President—Jacob Jesson, Muskegon.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. McDonald, Kalamazoo.
Next Meeting—At Lansing, November 5, 6 and 7.

Michigan State Pharmaceutical Ass'n.
President—Geo. Gundrum, Ionia.
First Vice-President—F. M. Alsford, Lansing.
Second Vice-President—H. M. Dean, Niles.
Third Vice-President—O. Eberbach, Ann Arbor.
Secretary—H. J. Brown, Ann Arbor.
Treasurer—Wm. D. Jones, Detroit.
Executive Committee—A. H. Lyman, Manistee; A. Baez, Detroit; F. J. Wurzburg, 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.
Grand Rapids Drug Clerks' Association.
President, F. D. Kipp, Secretary, Albert Brower.

Detroit Pharmaceutical Society.
President, J. W. Hayward, Secretary, B. W. Patterson.
Muskegon Drug Clerks' Association.
President, C. S. Koon, Secretary, J. W. Hoyt.

Eighty-seven Out of One Hundred and Twenty.

At the regular meeting of the State Board of Pharmacy, held at Star Island from June 28 to July 3, 120 persons were present for examination. Of this number 102 took the registered pharmacist's examination and eighteen the registered assistants' examination. Seventy-four persons passed the registered pharmacist's examination and twenty-eight the assistant's examination. This is the largest class that has ever been before the Board for examination.

The following officers were elected for the ensuing year:

President—Jacob Jesson, Muskegon.
Secretary—James Vernor, Detroit.
Treasurer—Geo. McDonald, Kalamazoo.
The following persons passed the registered pharmacist's examination:

J. E. Allworth, Ann Arbor; C. E. Armstrong, Ann Arbor; F. W. Baker, Saginaw; B. Bartram, Detroit; B. T. Barry, Jackson; J. B. Boyes, Hillsdale; J. D. Birney, Eaton Rapids; E. F. Boden, Port Huron; T. W. Bowen, Ann Arbor; Samuel R. Boyce, Brookline; F. J. Brainerd, Detroit; R. G. Bremsing, Detroit; R. C. Brown, Detroit; Charles H. Bryan, Detroit; E. C. Clark, Battle Creek; W. A. Converse, Morenci; S. J. Colter, Detroit; C. F. Crowley, Detroit; C. W. Crowe, Ionia; G. R. Davis, Hillsdale; Julia E. Emanuel, Antwerp; O. Neil E. Ferguson, Detroit; M. S. Flint, Potsdam, N. Y.; J. A. Forbes, Detroit; B. A. Gale, Albion; A. A. Geisler, Detroit; F. W. Gordon, Detroit; J. D. Hamilton, Martin; F. L. Hankinson, Detroit; R. M. Heath, Howard, Dak.; B. C. Hesse, East Saginaw; L. Hermanauer, Detroit; S. M. Hoeyer, Detroit; R. M. Honner, Detroit; Theodore Hug, Detroit; R. L. Janney, MacKinnon Island; C. G. Jenter, Ann Arbor; B. L. Johnson, East Saginaw; H. S. Kergan, Detroit; L. L. Keyser, Birmingham; W. K. Kirchgesner, Manchester; L. G. Kramer, Crown Point, Ind.; W. H. King, Cleveland, Ohio; Otto B. Kurz, Detroit; W. S. Lockwood, Coldwater; A. P. Lincoln, Oxford; R. P. Mills, Detroit; A. G. McIntyre, Fort Gratiot; G. C. McCracken, Adrian; R. L. Parkin, Romeo; J. F. Pearson, Detroit; J. B. Richards, Plainfield; J. H. Robinson, Pontiac; A. J. Ruhl, Hancock; J. M. Schettler, Detroit; J. R. Shaffer, Elm Hall; Burt Sheppard, Bronson; Wm. J. Sloan, New Market, Ont.; Chas. Show, Lansing; Wm. J. Stone, Ypsilanti; Edna Sawzye, Otisville; L. L. Tappan, Vassar; H. S. Taylor, Detroit; F. J. Taggart, Marlette; John Thompson, Ann Arbor; C. M. Thurston, Three Oaks; H. S. Van Etta, Orion, Ind.; S. Verbury, Detroit; E. Von Nostitz, Detroit; A. F. Watkins, Grass Lake; A. M. Webster, East Tawas; James A. Webster, Leonard; Wm. C. Wheelock, Ann Arbor; F. E. Wolf, Metamora.

The following persons passed the Registered Assistants' examination:

A. P. Breitenbach, Detroit; J. N. Downey, Detroit; H. E. Earle, Albion; J. F. Holbrook, Coldwater; L. A. Iverson, Detroit; E. C. Lee, Flint; W. H. D. Moir, Brantford, Ont.; M. S. McNitt, Byron Center; W. Munaw, Detroit; E. F. Owen, Vestaburg; M. L. Olson, Big Rapids; Chas. Pasternack, Detroit; F. D. Simpson, Flint.

M. Pasteur's Plan a Failure.

M. Pasteur's plan for the extermination of rabbits in Australia has proved a failure. The commission appointed to report progress declared that although the virus is fatal to bunny when he is inoculated, he won't come out to undergo that necessary operation. And so, while the corn grows, the bunny increases also, and the experiments with chicken cholera have only succeeded in making the Australians themselves choleric. The rabbits, no doubt, consider that they have been subjected to foul treatment, and decline to play at this new game of chicken hawk. The Australians will have to seek "fresh woods and 'pasteurs' new."

"Doctored" Glycerine.

It has been recently observed abroad that inferior grades of glycerine, having a yellowish color, have been doctored by the addition of aniline blue, which, neutralizing the yellow shade, produces a water-white appearance. It is stated that this sophisticated glycerine, although a column of the glycerine in a test tube, when an adulterated article will appear discolored.

Where Fustian Originated.

The term *fustian*, whence came the word *fustian*, was first given in Spain to the weavers of cotton goods of a stout make, as the Spanish word means substantial.

Effect of Antipyrine on the Teeth.

A French dentist, Dr. Galippe, has recently discovered that antipyrine shows a tendency to blacken teeth, especially when they have lost the enamel.

The Drug Market.

Quinine, opium and morphia are unchanged. Borax is very firm. Linseed oil has advanced. Turpentine is higher.

Of 800 patients under the care of a prominent chiropodist of Philadelphia, the great majority of the defects were entirely attributed to the high heels and the contracted toes of the shoes.

Hints to Drug Clerks.

I have embodied my suggestions in the shape of four maxims. These I have tested and tried, and proved their worth. The first is, "Be enthusiastic!" the second, "Be observant!" the third, "Be critical!" the fourth, "Be practical!"

Be enthusiastic. "Nothing great was ever done without enthusiasm," says the writer, and he speaks wisely and well. We have much to be enthusiastic about. The profession of chemistry and pharmacy is a great and important one, and we are proud of it. It affords scope for the keenest intellect that can be brought to bear upon it. Its toils and difficulties are many, but its triumphs are great.

I scarcely need, I think, to ask you to be enthusiastic over chemistry. It has a fascination all its own. If you are not greatly enamored of botany, start to collect a herbarium, and I venture to predict that ere long a "primrose by the river's brim" will be something more than simply a "yellow primrose" to you. If materia medica has no charms for you, begin to construct a cabinet all your own, and very soon you will come to regard your specimens with quite an affectionate interest, and be eager to find out all you can about them. Then there is the B. P. But I fancy I hear some one call a halt at the mention of this much-talked-of volume, and solemnly avow that he can see no beauty in it. Yet I can assure you, gentlemen, that I found few books so interesting as the B. P. "And what made it so attractive?" you ask. I answer, "Its difficulties." If you are a seeker after truth, you will constantly be asking the question, "Why is this so?" To some such queries research will furnish a more or less speedy answer; to others no reply will come; but to the earnest and intelligent mind the study of these problems will afford keen delight. Let me then repeat and emphasize my first maxim—"Be enthusiastic."

My second maxim is, "Be observant." Take note of small things. This habit is of inestimable value. Familiarize yourself with the various chemicals which daily pass through your hands. If your examiners see you plunging wildly over a simple crystal of borax or alum or oxalic acid, and as a last resource take it through the chart, that sheet anchor of the despairing candidate, they cannot help coming to the conclusion that you have neglected to lay the very foundation stone of your pharmaceutical training, namely, observation.

A word as to the examiners. Some students appear to regard them as their enemies, and you will hear them described as a body of men who are cruelly expert in trapping unwary candidates in much the same way as the cunning and relentless spider entangles the unfortunate fly in his web. I ask you to reject this view as wholly unjust and erroneous. It generally emanates from the prejudiced imagination of some unlucky student, who has made a serious blunder and has been "plucked" in consequence. If the candidate has "rammed," and has therefore only a superficial knowledge of his subjects, he will occasionally catch a "tartar" in his examiner, and deservedly so; but if he exhibits a sound grip of his work, no one is more ready and pleased to acknowledge it than his examiner.

In my third maxim, I ask you to be critical. Do not mistake me on this point. It is very fashionable with some people to make a great fuss over errors of microscopic dimensions, simply because they wish to say something. This is not true criticism, this is conceit, and conceit is the offspring of ignorance. True criticism is the simple and reasonable demand of the mind that assertions or deeds should stand the search light of properly conducted investigation.

Prove all things. Do not rush to conclusions. This hint applies especially to practical chemistry. Be calm, be observant, be critical. If you get a strong yellow flame coloration from your chemical, do not lose your head with delight over the simple sodium salt you think you have got; for something else may be hiding its weaker color there. If your salt on heating gives off the grateful odor of burnt sugar, and that soft, beautiful violet color so refreshing to the eye of the student, forbear your ecstasy, be critical, be suspiciously so; a powerful drug may be lurking there and you may miss it, and I have said enough to convince you that a truly critical spirit is a qualification of great importance to the pharmaceutical student.

In my fourth maxim I ask you to be practical. This applies to all your subjects of study, but very specially to botany and dispensing. You cannot learn botany from books alone. The student may, and sometimes does, cram the definitions and descriptions to save the both; but carefully examining the plant, but the knowledge thus acquired will be as short-lived as the bloom of the immortal poppies of Robert Burns. Your energetic teacher will be able, I have no doubt, to supply you with the striking verse to which I have alluded.

When I come to dispensing, I believe I touch a sore point with many students. If a candidate is weak in this most essential subject, it tells heavily against him, and very reasonably so. Proficiency is imperiously demanded in the preparation of mixtures, pills, emulsions, suppositories, plasters, etc., and how is it to be got? Let me venture a plea for such students. I would appeal to their employers to try and smooth their thorny path somewhat. A little spare time comes occasionally to every student, if he puts method into his duties. Would it not be a boon if in these short intervals the student, with the "Art of Dispensing" at his elbow, were permitted to operate with small quantities of drugs, and so gradually acquire skill and confidence in this most important branch of his education. I venture to say that the gain would not be altogether on the side of the student, but that the employer would very soon discover that his generosity had secured to him an earnest and trustworthy worker, one who would be able to tackle an obstinate set of pills or a tricky mixture whenever it came. If you cannot spread a plaster with facility, do not lose sight of the matter. "Ah! but there is where the difficulty lies," I hear some one exclaim. "I might destroy sheepskin after sheepskin, ere I could turn off a passable article." Does I have done—spread the plaster on thick paper. After I had critically surveyed my work and praised or condemned it, I scraped off

the plaster and made it serve for another attempt. The thing worked beautifully and there was no waste.

A hint in regard to prescription reading, and then I have done. Do not be content with merely copying a prescription in its usually abbreviated form. You may enter it so, but make a practice of mentally declining your Latin in full; and if you have not got an abundance of prescriptions to copy, a good deal of Latin and pharmacy also appeal to you right eloquently as you dust the bottles on the shelves in the morning.

LOUIS MACLEOD.

The Testing of Glass Vessels.

Those who are in the habit of handling glass vessels will have frequently noticed that colored organic solutions, when long kept in them, alter their color. In this way red litmus becomes in time blue, and solutions of phenolphthalein or hematocritin purple-red. These changes are due to the separation of alkali from the glass by the action of water, and in many other cases apparently accidental alteration of the color of chemical preparations may be caused in the same manner. In a paper recently read before the Berlin Chemical Society, this subject has been discussed in regard to the determination of the characters of glass for certain technical purposes, and in the first instance it was attempted to effect that object by the use of iodine and starch. As previously shown by the author, F. Mylius, the formation of iodide of starch requires the presence of hydriodic acid or an iodide. Hence, the coloration of iodine and starch will take place on the addition of a substance capable of converting iodine into hydriodic acid, and the same effect is produced by the addition of a trace of alkali. Thus, when to a mixture of clear starch solution and iodine solution some very dilute solution of silver acetate is added until the mixture is rendered colorless, or only yellowish, and then some powdered glass is added, there is an immediate blue coloration. In this way comparisons may be made with different kinds of glass in regard to their susceptibility to decomposition, but the difficulties attending the application of this method are too great for most purposes. Weber's method of exposing glass to the action of hydrochloric acid gas is also uncertain, except in the hands of very experienced operators. In place of these methods it is proposed to take advantage of the fact that glass is hygroscopic in regard to hydrated ether, and to make the absorption of water, as well as the simultaneous liberation of alkali, perceptible by the use of a material that is colored by alkali. For that purpose eosin has been employed. The alkaline compound of eosin is insoluble in ether, but eosin is soluble; and as the coloration produced by the liberated alkali is equivalent to the quantity liberated, a means is thus afforded of measuring the quality of glass. In carrying out the operation, the glass vessel to be tested is filled with hydrated ether and some weak eosin solution added. It is then left for twenty-four hours, and at the end of that time washed with ether, when there will be found on the surface of the glass a colored layer of intensity proportionate to the decomposition that has taken place. In all cases the glass vessels must be carefully cleaned beforehand by rinsing with water, alcohol and ether, and they must, while still moist with ether, be brought into contact at once with the eosin solution. Some kinds of glass are acted upon by water so rapidly that they are colored immediately by the eosin solution, but with the glass of better quality the coloration does not take place until after several hours. The eosin solution for this purpose is to be prepared by dissolving iodo-eosin in 1,000 parts of water. The application of this method of testing glass has been found very useful in regard to glass instruments of various kinds, and it is considered by the author that in many instances it may prove useful in chemical and physical laboratories, where the quality of glass tubes and vessels is frequently a matter of importance.

Bleaching the Hair and Its Results.

Recent analyses have shown that the preparations for bleaching the hair to "the delicate golden shade so much admired by the court circles of Europe and the best society of the United States"—to quote from a label on one of the bottles—all depend for their action upon the decolorizing and corrosive influence of nascent oxygen or nascent chlorine. The bases used in the various nostrums for this purpose are peroxide of hydrogen, aqua regia, and bromizers' acid. Peroxide of hydrogen is the mildest and most innocuous of the trio named. It is a colorless liquid, which destroys the natural color of the hair, and which, if used long enough, turns it an unnatural grayish white. It is rather expensive, and is, therefore, used much less than the two other acids. It produces sores upon the scalp, and gives rise to skin complaints that resemble tetter, salt-rheum, and scald-head. The two acids are equally vile. They attack and eat the hair and skin alike. The former they partly bleach, and partly burn to a handsome gold color, the latter they stain about the same hue as does a light application of iodine. Besides the dermatologic troubles named, they cause malodorous, hardly distinguishable from seborrhea and erythema. One curious disease that they cause is an inflammation of the cells of the hair follicles. The cellular walls break down, and lymph, and often blood, is extravasated in appreciable quantities. All three bases produce falling-out of the hair and premature baldness.

A Good Way to Buy Sponges.

"Say, how much is this sponge?" called a man in a Monroe street drug store the other day to one of the clerks, at the same time holding up a good-sized sponge which he had picked out of a basketful. The clerk was behind the counter busying himself with something, and he surveyed the sponge critically from a distance and then answered:

"Seventy-five cents."

The man dived in the basket again and pretty soon held up a smaller sponge for the clerk to see.

"How much is this one?" he asked.

"Oh, 60 cents," said the clerk.

Again the man fished around in the

basket. In a few moments he held up a sponge smaller than either of the others. "How much for this one?" he inquired. "You can have that one for 45 cents," said the clerk, as he sized it up.

Then there was a roar of laughter from the would-be sponge purchaser and two men who had been watching him. The clerk looked mystified for a moment. Then he discovered what they were laughing at. The man had been holding up the same sponge each time. By squeezing it he had diminished its size. If he had had enough strength in his hand and could have kept his face straight he would have saved the price of that sponge down to 15 cents before the clerk saw through the game.

Booming the Soda Fountain.

"Boy," said an old lady with a benevolent countenance, as she finished a three-cent glass of soda water, "Sonny, is this here sody-water healthy?"

"Dunno," answered the boy, as he backed up against a shelf and upset a bottle of cholera medicine. "Guess so, mid'lin'." One man died, though.

"Right away after drinkin' it?"

"'Bout ten minutes. That's when the critter stage comes on—from seven to ten minutes after swallowin' it. It de-

pends a good deal on the one that drinks—some of 'em it goes hard with, and some of 'em seem to get well right away—generally it goes hard with fat folks like you. I told the boss this mornin' we orter have a antedote to go with this sody-water, sody and antedote five cents, but he—"

The benevolent old lady hurried out, gazing about for a doctor's sign.

The smell of paint, which is frequently so unpleasant in both a new house and one that has been freshly done up, is easily removed by means of a few armfuls of thoroughly damped hay, which should be laid loosely about the rooms and passages and left for twenty-four hours, after which it may be taken away and, if necessary, replaced with another lot.

THE MOST RELIABLE FOOD
For infants and invalids.
Ridge's Food
Is the most reliable food for infants and invalids. It is a perfect food, and is easily assimilated. It is the only food that can be given to infants and invalids without any danger of injury to the system. It is the only food that can be given to infants and invalids without any danger of injury to the system. It is the only food that can be given to infants and invalids without any danger of injury to the system.

CINSENC ROOT.
We pay the highest price for it. Address
PECK BROS., Wholesale Druggists,
GRAND RAPIDS.

Wholesale Price Current.

Advanced—Linseed Oil, Turpentine.

ACIDUM.	30 10	Carb.	190 15	Antipyrin	1 35 1/2	40
Bericum.....	30 10	Chlorate, (po. 18).....	18 12	Argent Nitras, ounce.....	50	68
Boric.....	30	Cyanide.....	50 55	Arsenicum.....	50	7
Carbolium.....	40 45	Iodine.....	2 35 1/2	Balm Gilead Bud.....	50	40
Chloroform.....	30 5	Potassa, Bitar, pure.....	20	Bismuth, 8 N.....	2 15 1/2	25
Hydrochlor.....	30 5	Potassa, Bitar, com.....	20	Calcium Chlor, 18, (1/2).....	50	9
Nitricum.....	10 12	Potassa Nitras, opt.....	50 10	" 11, 1/2, 12.....	50	10
Oxalicum.....	10 12	Potassa Nitras.....	50	Cassia Fructus.....	50	15
Phosphoric dil.....	10 12	Prussiate.....	50 15	Caulibardes Russica.....	50	15
Salicylicum.....	1 40 1/2	Sulphate po.....	15 18	Capici Fructus, aff.....	50	18
Sulphuric.....	1 40 1/2	Aconitum.....	20 25	" " po.....	50	14
Tartaric.....	40 45	Althae.....	25 30	Caryophyllus, (po. 23).....	50	25
Ammonia.....	30 5	Anchusa.....	15 20	Carmin, No. 40.....	50	75
Aqua, 15 deg.....	30 5	Arum, po.....	25	Cera Alba, S. F.....	50	55
" 18 deg.....	40 6	Calamus.....	50 50	Cera Flava.....	50	30
Carbonas.....	11 12	Gentiana, (po. 15).....	10 12	Cocculus.....	50	40
Chlorium.....	12 14	Glycerizla, (pv. 15).....	10 12	Cassia Fructus.....	50	15
ANILINE.....	2 00 1/2	Hydrastis Canaden.....	30 35	Centaria.....	50	10
Black.....	2 00 1/2	(po. 35).....	30	Cetaceum.....	50	35
Brown.....	2 00 1/2	Hellebor, Alia, po.....	15 20	Chloroform.....	40 45	45
Red.....	4 50	Inula, po.....	15 20	Chloal Hyd Crst.....	1 50 1/2	75
Yellow.....	2 00 1/2	Ipecac, po.....	2 40 1/2	Chondrus.....	100	12
BACCAR.....	1 50 1/2	Juniper.....	75 101	Cinchonidine, P. & W.....	150	20
Cubae (po. 10).....	1 50 1/2	Xanthoxy.....	25 30	Cincho, list, dis, per.....	50	10
Juniper.....	25 30	Spigelia.....	45 53	" prep.....	50	5
Xanthoxy.....	25 30	Sanguinaria, (po. 35).....	20	" precip.....	50	10
BALSAMUM.....	50 70	Serpentaria.....	30 35	" Rubra.....	50	30
Copaiba.....	50 70	Senega.....	50 65	Crocus.....	35 40	38
Peru.....	45 50	Similia, Officialis, H.....	50	Cudbear.....	50	34
Terabin, Canada.....	45 50	Scilla, (po. 35).....	10 12	Cupri Sulph.....	50	30
Tolutan.....	45 50	Symplocarpus.....	50	Dextrine.....	100	12
CORTEX.....	15	Symplocarpus.....	50	Ether Sulph.....	68 70	70
Abies, Canadian.....	15	Valeriana, Eng. (po. 30).....	35	Emery, all numbers.....	50	6
Cassia.....	11	Vampiana, Eng. (po. 30).....	35	" po.....	50	6
Cinchona Flava.....	30	Zingiber.....	10 15	Ergota, (po. 45).....	40 45	45
Econyuntis atropin.....	30	Zingiber.....	10 15	Flake White.....	130	15
Myrica Cerifera, po.....	12	Zingiber.....	10 15	Gallia.....	50	25
Prunus Virg.....	12	SEMEN.....	15	Gambier.....	50	9
Quillaria, gr.....	12	Anisum, (po. 30).....	15	Gelatin, Cooper.....	40 50	90
Ulmus Po (Ground 12).....	10	Apium (graveleons).....	10 12	" French.....	40 50	90
EXTRACTUM.....	15	Aspid.....	10 12	Glassware flint, 75 & 10 per.....	50	10
Glycerizla Glabra.....	24 25	Carui, (po. 18).....	30 12	Glass, Brown.....	130	15
" po.....	30 35	Cardamum.....	100 125	" White.....	130	15
Haematox, 15 lb. box.....	130 14	Cardamum.....	100 125	Glycerina.....	25 25	25
" 1/2.....	140 15	Caryophyllus.....	50 55	Grana Paradisi.....	50	15
" 1/4.....	150 17	Cnidium.....	75 101	Humulus.....	25 30	20
" 1/8.....	160 17	Chenopodium.....	100 12	Hydraag Chlor Mite.....	50	85
" pure.....	7	Dipteris odorate.....	75 85	" Cor.....	50	75
PERURM.....	15	Foeniculum.....	15	" Ox.....	50	15
Carbonate Precip.....	30 35	Foeniculum.....	15	" Ammoniat.....	50	10
Calcium and Quilla.....	30 35	Lini.....	4 45	" Unguentum.....	45 55	55
Citrate Soluble.....	30 35	Lini, gr.....	4 45	Hydrargyrum.....	50	75
Ferrocyanide Sol.....	50	Lobelia.....	30 40	Ichthyol.....	1 25 1/2	50
Iron Chloride.....	15 2	Pharlaris Canarian.....	35 45	Indigo.....	75 101	10
Sulphate.....	15 2	Rapa.....	50 60	Iodine, Resubi.....	4 00 1/2	10
" pure.....	7	Sinapis, Albu.....	50 60	Iodoform.....	25 35	15
FLORA.....	15	Nigra.....	110 12	Lupulin.....	50 60	10
Arnica.....	140 15	SPRITUS.....	15	Lycopodium.....	50 60	10
Antemiss.....	30 35	Frumentum, W. D. Co.....	2 00 1/2	Macleis.....	50 60	35
Matricaria.....	30 35	" D. F. R.....	75 101	Liquor Aescin Hy.....	50	37
BALNEA.....	10 12	Juniper Co. O. T.....	75 101	Liquor Potass Arsinis.....	100 12	10
Cassia Acutifol, Tin.....	25 30	Sauharum N. E.....	75 101	Magnesia, Sulph (bi.....	50	3
nivelly.....	25 30	Spt. Vini Gall.....	75 101	Mannia, S. F.....	45 50	50
Salvia officinalis, 1/2.....	10 12	Vini Alba.....	25 30	Morphia, S. P. W.....	2 50 1/2	30
Ura Ursi.....	10 12	SPONGES.....	15	C. Co.....	2 50 1/2	70
ECUM.....	10 12	Florida sheeps' wool.....	2 25 1/2	Moschus Canton.....	50	40
Acacia, 1st picked.....	10 12	carriage.....	2 25 1/2	Myristica, No. 1.....	60 70	10
" 2d.....	10 12	Kassat sheeps' wool.....	2 25 1/2	Nux Vomica, (po. 30).....	50	10
" 3d.....	10 12	carriage.....	2 25 1/2	Os, Sepia.....	25 35	25
" sifted sort.....	10 12	Velvet extra sheeps'.....	2 25 1/2	Papaver Sac. H. & P. D.....	25 35	25
Aloe, Barb. (po. 60).....	50 60	wool.....	2 25 1/2	Picis Liq. N. C. 1/2 gal.....	25 35	25
" Cape, (po. 60).....	50 60	yellow sheeps'.....	2 25 1/2	Picis Liq. N. C. 1/2 gal.....	25 35	25
" Socotri, (po. 60).....	50 60	carriage.....	2 25 1/2	Pil Hydragr, (po. 30).....	50	50
Catechu, 15, (1/2, 1/4, 1/8).....	10 12	Grass sheeps' wool car.....	2 25 1/2	Piper Nigra, (po. 30).....	50	50
" 10.....	10 12	Hard for slate use.....	2 25 1/2	Piper Alba, (po. 30).....	50	35
Ammonia.....	25 30	Yellow Reef, for slate.....	2 25 1/2	Pix Burgum.....	50	7
Asafoetida, (po. 30).....	15	USE.....	1 40	Pumbi Acid.....	140 15	15
Benzoinum.....	30 35	ACACIA.....	15	Pulvis Ipecac et opi.....	1 10 1/2	10
Camphore.....	35 40	Angingber.....	50	Pyrethrum, boxes H.....	50	25
Galbanum.....	50 60	Ipecac.....	50	Pyrethrum, boxes H.....	50	25
Gamboge, po.....	50 60	Perri lod.....	50	Quassia.....	35 40	40
Majoran.....	50 60	Exsicc.....	50	Quina, S. P. & W.....	35 40	40
Kino, (po. 25).....	50 60	Rhei Arom.....	50	Myristica, No. 1.....	60 70	10
Quilla.....	50 60	Similia Officialis.....	50	Nux Vomica, (po. 30).....	50	10
Opil, (po. 4 75).....	3 25 1/2	Senega.....	50	Sanguis Draconis.....	25 35	35
Opil.....	3 25 1/2	Scilla.....	50	Santonine.....	140 15	50
Opil, bleached.....	3 25 1/2	Sedol.....	50	Sapo, W.....	50	10
Opil.....	3 25 1/2	Tolutan.....	50	Sassa.....	50	10
Opil.....	3 25 1/2	Prunus virg.....	50	Sedilite Mixture.....	50	15
Opil.....	3 25 1/2	TINCTURES.....	50	Sinapis.....	50	15
Opil.....	3 25 1/2	Aconitum Napolis R.....	60	Sinapis.....	50	15
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The Michigan Tradesman

RANDOM REFLECTIONS.

That is a good story that is going the rounds about the settlement effected by one of the shrewdest men in the jobbing trade, with a judgment debtor. The failure, so far as this particular creditor was concerned, was considerable of a hardship, inasmuch as it was the first bill sold to the concern, which then must have been upon the verge of collapse. The head of the house thereupon made a vow that he would never settle the account at a dollar's loss. Fifty cents on the dollar was offered and most of the creditors signed off. Those who held out were finally coaxed into an acceptance of the compromise. One creditor alone was obstinate. The firm was anxious to again resume and extra inducements were offered quietly to the tune of 60 and 70 per cent. "No," the answer always was made, "I really cannot afford it." Finally 75 and then 80 per cent. was offered, and then, with tears in his eyes, the debtor pleaded on the basis of 85 per cent. Then the jobber seemed to gather himself for one of those crowning acts of magnanimity which occur so seldom in the prosaic line of business life, as he exclaimed, in husky tones: "I will not be brutal; I will accept 90 cents net."

It is common to say that "Business is business." This means that everything must turn upon the practical fact of dollars and cents. There must be no sentiment, no friendship—nothing but the rigid rule of buying when and where the goods are found the cheapest. From the standpoint of gain, and, no doubt, of strict business, the rule is right enough; but we do not advise any individual or firm to stand by it in all cases. Suppose an instance where a party has bought a line of goods from season to season of the same house. He has been considered a regular customer, and whenever any advantage, any reduction in price, any first look at new samples, etc., could be given, he has been allowed to benefit by them. At length he finds prices a little higher, because the market is going that way, when he tosses all consideration of these acts of favor to the winds, mutters that "Business is business," and goes elsewhere to buy of some one who, for probably an ulterior purpose, is willing to sell under the market. "One good turn deserves another" is an adage which should not be forgotten. And in nine cases out of ten, the man who will show his appreciation of the fair and liberal treatment which has been displayed toward him in the course of various purchases by continuing his transactions with the same house when he finds there is a rising market will not in the end lose by it. "Business is business," it is true, but the more it is conducted with cold selfishness left out, the more honorable, as well as successful, will it be. It is often a shock to the better nature of a merchant to find how little his friendly efforts have been appreciated. On the other hand, when he finds that they are understood and remembered, he is encouraged in the same liberal course, instead of adding another to the already too numerous class of merchants who make trade sordid and harsh in all its aspects.

All merchants everywhere must expect some fluctuations in the state of business, even in the course of a season. Every day cannot be a busy day, and dull days are only the followers and precursors of bright ones. At this period of general prosperity, complaint is more like the growls of a dyspeptic individual in other affairs of life, than of any reasonable convictions. Little halts and checks anywhere in the line of trade from first hands to the retailer seldom have any influence on the aggregate of business, and while there are days with greater expenses than profits the seasons and years result in an increased business in the end.

It is true to say of some men in trade, they have never-wearying energies; they never seem to grow tired or to halt, but go on from month to month and year to year a human illustration of "perpetual motion." We feel sad when we see a man of this class. Who can fail to admire his intelligence, his enterprise and his success? But does he not know that he is hurrying as fast to the grave as anywhere? "Overwork" is a word whispered in this day over the coffin of many a merchant who would have lived longer with less energy, or, at least, its application with some consideration to the limits of human endurance in mind and body.

Competition is a very important word in the trade history of the day. It is both the life and death of trade. It sounds at one moment like the bugle-call to enterprise and wealth, and at a later time it is the knell of markets and of hopes. Recent failures in the iron business are due to competition, and the effects of it are seen for good and evil throughout the whole business field. No doubt something less of it would be a

benefit. It appears in every branch of business. It is applied to every article, it is a moving spirit with the manufacturer, the importer and every kind of merchant. Prices which are fair cannot stand against it, plans which are seemingly judicious are overthrown by it, and, in a word, it is the master which controls everything. It looks like energy and shrewdness to engage in it, but it is not wise to carry it to the extreme of demoralizing the markets and producing the ruin of competitors. Looking over the field of business to-day, we can see a great many instances where this competition in lines of goods and in branches of industry is resulting most disastrously. Where fair prices for all would be obtained, they are sacrificed in the desire to make speedy sales, and where work would command remunerative prices it is done without any just value, because all compete for the whole of it. In many cases there could be a reform in this matter, and there should be without delay. Manufacturers and merchants may protect themselves with all kinds of barriers, but they will find that the greatest enemy to their permanent prosperity is to be found among themselves in this very method of competition which they practice so constantly and energetically.

Where Slippers Sell Slowly.
New York Merchant—I notice that orders for ladies' slippers have fallen off 50 per cent. in Georgia.
Clerk—Don't you know the reason?
"Indeed, I do not."
"It's because a machine has been invented in Georgia that turns out 5,000 slippers in an hour. Slippers last longer now than formerly."

The papers are speaking of the castor oil trust as though it were something new, but it isn't. The original castor oil trust dates from way back. It was the trust which the boy put in his mamma when she told him that he wouldn't taste the castor oil which lay like a sick jelly-fish on the surface of the cup of coffee which she proffered him so generously. It was, however, a short-lived trust. It burst immediately the boy swallowed a sip of that coffee.

Oranges!

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

Michigan Fire and Marine Insurance Co.

ORGANIZED 1881.
CASH CAPITAL \$400,000.
CASH ASSETS OVER \$700,000.
LOSSES PAID \$500,000.
D. Whitney, Jr., President. Eugene Harbeck, Sec'y.

The Directors of "The Michigan" are representative business men of our own State.
Fair Contracts, Equitable Rates,
Prompt Settlements,
Insure in "The Michigan."

RETAIL GROCERS Do You Want a Leader? THEN BUY A BOX OF HAPPY FAMILY SOAP

OF YOUR WHOLESALE GROCER.
Seventy-five Bars in a Box. Only \$2.95 per Box. 5 Boxes, 5c a Box Less. 10 Boxes, 10c a Box Less.
IT WEIGHS NEARLY A FULL POUND, AND THE BEST AND PUREST LAUNDRY SOAP IN THE MARKET FOR ALL HOUSEHOLD PURPOSES.
Five-box lots and upward delivered free of freight to any railroad station in Michigan.
MANUFACTURED ONLY BY ALLEN B. WRISLEY, Chicago, Ill.

A List of Retail Distributors of Fine Foot-Wear in Large Cities, of which any Manufacturer Might be Justly Proud.

PINGREE & SMITH, Detroit, Mich.
Manufacturers of Fine and Medium grades of Reliable Foot-wear. All styles Ladies', Gents', Misses', Boys' and Children's Hand Sewed, Hand Welts, Goodyear Welts, McKay Sewed and Standard Sewed.
N. B.—We sell nothing but our own manufacture and exclusively to the Retail Trade.
Because we do so large a business, catering to the wants of dealers in Towns of All Sizes throughout the South and West, and making so great a variety of kinds and styles, it is sometimes thought that we cannot compete with manufacturers of small lines, it being forgotten that Each Division of Our Business is Under the Supervision of Separate Foremen, each of whom devotes His Entire Attention to the line that comes under His Special Care, so, while we reduce the Cost of Manufacturing to a Minimum by concentration of management, Each Line is a Specialty.
We take pleasure in referring by permission to the following leading retailers of fine goods in cities of the West and South, who, among hosts of others, are handling some of the specialties we make.
CHICAGO—C. W. Lapham (Palmer House Shoe Store), N. B. Holden, DeMuth & Co., Chas. Gossage & Co.
ST. LOUIS—C. I. Aber & Co., Wm. Barr Dry Goods Co., D. Crawford & Co., J. H. Clements (Famous), J. G. Brandt.
CINCINNATI—Mabley & Carew, F. P. Haldy, J. M. Potter.
DETROIT—R. H. Fyfe & Co., Mabley & Co., Valpey & Co.
CLEVELAND—A. H. Marsh & Son, N. O. Stone.
TOLEDO—Wachter Bros., G. F. Tanner.
OMAHA—A. D. Morse, Hayward Bros.
BUFFALO—Barnes, Hengerer & Co.
MINNEAPOLIS—C. A. Heffelfinger.
MILWAUKEE—James Morgan.
PITTSBURG, PA.—D. Carter.
TORONTO, ONT.—H. & C. Blachford.
INDIANAPOLIS—Pettis, Bassett & Co.
BURLINGTON—H. A. Brown & Co.
TOPEKA—McLauchlan & Co.
SPRINGFIELD, ILL.—Miller & Powell.
MADISON, WIS.—A. Blind.
CLINTON, IOWA—Raymond & Abbott.
PORTLAND, OREGON—Eggert, Young & Co.
ALLEGHENY CITY, PA.—R. Hay & Son.
DES MOINES—C. L. Kahler & Co.
ATCHISON—Bradley & Ostertag.
LINCOLN, NEB.—B. Parker.
COLUMBUS, OHIO—O'Hara & Sims.
SIOUX CITY, IOWA—L. B. Martin.
CHEYENNE, WYOMING—S. Bon.
LOUISVILLE, KY.—J. C. Lewis.

E. G. STUDLEY,

Manufacturer and dealer in
Leather and Rubber Belting,
Rubber Goods, Sporting Goods,
Mill and Fire Department Supplies

We manufacture the VERY BEST Pure Oak Tanned, Short Lap, Leather Belt that is made, and make them either Riveted, Pegged or Sewed. Belts repaired, made endless and put on.

Agent for the New York Belting and Packing Company's Rubber Belting, Hose and Rubber Goods for mechanical purposes.

Lubricating Oils and Greases of all kinds, Cotton Waste, Lath Yarn, Hay and Hide Rope, Lace Leather, Belt Fastenings of all kinds, Babbit Metal, Emery Wheels, Disston's Saws, Nicholson's and Black Diamond Files, Hancock Inspirators, Brass Valves of all kinds, Steam and Water Gauges, Lubricators and Grease Cups, Packings of all kinds, Boiler Compound.

Sole Agent for A. G. Spaulding & Bro.'s sporting Goods, and L. Candee & Co.'s rubber boots and shoes.

SEND FOR ILLUSTRATED PRICE LIST.
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Advertising Cards and Specialties.

We carry a larger stock of these goods than any other house in this country.
Are Manufacturers, Importers and Publishers of 7,000 styles. Catalogue free. Samples we charge at cost and allow a rebate after we receive orders sufficient to justify us.
AGENTS WANTED.
Novelty Card and Advertising Co., 108-5-7 Monroe St., Chicago, Ill.

G. M. MUNGER & CO., GRAND RAPIDS.

Successors to Allen's Laundry.
Mail and Express orders attended to with promptness. Nice Work, Quick Time Satisfaction Guaranteed.
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THE OLD RELIABLE

Boxes, Cans, Pails, Kegs, Half Barrels and Barrels.
Send for sample of the celebrated
Frazer Carriage Grease
The Frazer Goods Handled by the Jobbing Trade Everywhere.

DETROIT SOAP CO.,

Manufacturers of the following well-known brands:
QUEEN ANNE, TRUE BLUE, MOTTLED GERMAN, SUPERIOR, PHOENIX, ROYAL BAR, CZAR, MASCOTTE, CAMEO, AND OTHERS.

For quotations in single box lots, see Price Current. For quotations in larger quantities, address,
W. G. HAWKINS, LOCK BOX 173, GRAND RAPIDS.

LEHIGH VALLEY COAL!

Will furnish at lowest circular prices Lehigh Valley Coal in car lots. All coal of superior quality. Order at once and save advance.

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TELEPHONE 490-1. MAIN OFFICE, 54 PEARL ST.

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Seventeen Years on the Market
With a steady increase in demand.

Jennings' Flavoring Extracts

ARE ALWAYS RELIABLE AND UNIFORM IN QUALITY AND PRICE, BEING MADE EXCLUSIVELY FROM THE FINEST FRUIT THAT GROW CANNOT BE OTHERWISE THAN THE FINEST FLAVORS PRODUCED.
Dealers will always find Jennings' Extracts saleable and profitable goods to add to their stock. Order through your Jobber or direct from

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HEAVENRICH BROS. Wholesale Clothiers

MANUFACTURERS OF
Perfect-Fitting Tailor-Made Clothing
AT LOWEST PRICES.
138-140 Jefferson Ave., 34-36 Woodbridge St., Detroit.
MAIL ORDERS sent in care L. W. ATKINS will receive PROMPT ATTENTION.

DEATH To the Pass Book.

Such is the fate of the Pass Book System wherever it comes in contact with the

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Which is now used by over 2,600 Michigan merchants.

The Tradesman Coupon is the cheapest and most modern in the market, being sold as follows:

\$ 2 Coupons, per hundred.....	\$2.50	SUBJECT TO THE FOLLOWING DISCOUNTS:	
\$ 5 " " " " " " " " " " " "	3.00	Orders for 200 or over.....	5 per cent.
\$10 " " " " " " " " " " " "	4.00	" " 500 " " " " " "	10 " "
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SEND IN SAMPLE ORDERS AND GET YOUR BUSINESS ON A CASH BASIS

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

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

Fac Simile of the Label of



The Best Scouring and Cleaning Soap in the World
Costs as much to manufacture as Sapolo, yet sells at about half the price (\$2.75 per box of 72 cakes). Can be retailed for as much with equal or better value to the consumer, although it is generally sold at 5 cents a cake. Cut this out, and ask your Jobber to send you a box of Pride of the Kitchen. It is worth trying.

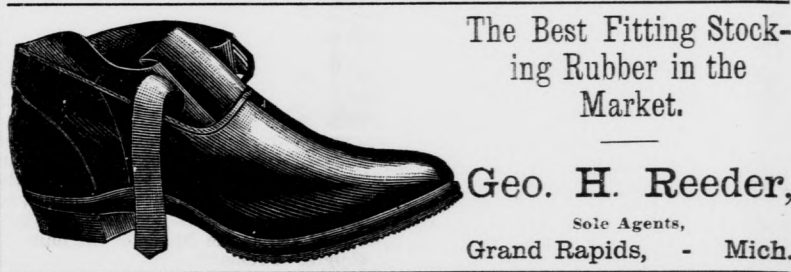
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Carry in stock the best line of



Women's - and - Misses' - Low - Cut - Shoes

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AGENTS FOR BOSTON RUBBER CO.

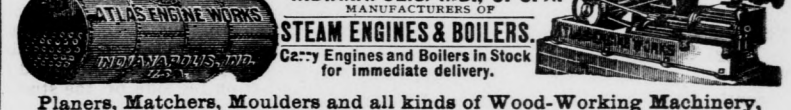


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Geo. H. Reeder,
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HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY,



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.

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We manufacture a full line, carry a heavy stock, and warrant our goods to be STRICTLY PURE and first class.