

The Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 5, 1890.

NO. 333.

P & B COUGH DROPS**Cook & Berghold,**
MANUFACTURERS OF
SHOW CASES.Prices Lower than those of
any competitor. Write for cata-
logue and prices.

106 Kent St., - Grand Rapids, Mich.

Magic Coffee Roaster.

The Best in the World.

Having on hand a large stock of No. 1
Roasters—capacity 35 lbs.—I will sell
them at very low prices. Write for
Special Discount.**ROBT. S. WEST,**

48-50 Long St., CLEVELAND, OHIO.

Chas. Pettersch,

Imported and Domestic Cheese

Swiss and Limburger a Specialty.

161-163 West Bridge St., Telephone 123
GRAND RAPIDS, MICH.**Eaton, Lyon & Co.,**

JOBBERS OF

Albums, Dressing Cases, Books

And a complete line of

Fancy**Holiday****Goods.****EATON, LYON & CO.,**

20 & 22 Monroe St., Grand Rapids.

Wm. Brummeler

JOBBERS 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.

Something New**Bill Snort**We guarantee this cigar the
best \$35 cigar on the market.
Send us trial order, and if not
ENTIRELY SATISFACTORY
return them. Advertising mat-
ter sent with each order.**Charlevoix Cigar M'fg Co.,**

CHARLEVOIX, MICH.

Daniel G. Garnsey,

EXPERT ACCOUNTANT

AND

Adjuster of Fire Losses.

Twenty Years Experience. References furnished
if desired.

24 Fountain St., Grand Rapids, Mich.

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of

Dry Goods

STAPLE and FANCY.

Overalls, Pants, Etc.,

OUR OWN MAKE.

A COMPLETE LINE OF

Fancy Groceries and**Fancy Woodenware**

OUR OWN IMPORTATION.

Inspection Solicited. Chicago and De-
troit prices guaranteed.

Learn Bookkeeping, Shorthand, Etc.,

AT THE

Grand Rapids Business College

Corner Ottawa and Pearl Streets.

Send for Circular.

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 So. Iowa St., Grand Rapids.

Give Me a**BEN HUR****Cigar**

ALLEN DUFFEE, A. D. LEAVENWORTH.

Allen Duffee & Co.,**FUNERAL DIRECTORS,**

103 Ottawa St., Grand Rapids.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

AND

Jeweler,

44 CANAL ST.,

Grand Rapids, - Mich.

Tested by Time

AND

NOT FOUND WANTING.

THE FAMOUS

Jaxon CrackerContinues to lead all other brands on the
market.

MANUFACTURED BY

JACKSON CRACKER CO.,Jobbers of Confectionery and Cigars,
Cheese and Nuts,

JACKSON, MICH.

Fehsenfeld & Grammel,

(Successors to Steele & Gardner.)

Manufacturers of

BROOMS!Whisks, Toy Brooms, Broom Corn, Broom
Handles, and all kinds of Broom Materials.

10 and 12 Plainfield Ave., Grand Rapids.

West Michigan BUSINESS UNIVERSITY

AND NORMAL SCHOOL.

(Originally Lean's Business College—Est'd 1888)

A thoroughly equipped, permanently estab-
lished and pleasantly located college. The class
rooms have been especially designed in accord-
ance with the latest approved plans. The faculty
is composed of the most competent and practical
teachers. Students graduating from this insti-
tution MUST be efficient and PRACTICAL. The
best of references furnished upon application.
Our Normal Department is in charge of experi-
enced teachers of established reputation. Satis-
factory boarding places secured for all who
apply to us. Do not go elsewhere without first
personally interviewing or writing us for full
particulars. Investigate and decide for your-
selves. Students may enter at any time. Address
West Michigan Business University and Normal
School, 19, 21, 23, 25 and 27 South Division St.,
Grand Rapids, Mich.

J. U. LEAN, Principal.

A. E. YERREX, Sec'y and Treas.

BEACH'S
New York Coffee Rooms.

61 Pearl Street.

OYSTERS IN ALL STYLES.Steaks, Chops and All Kinds of Order
Cooking a Specialty.

FRANK M. BEACH, Prop.

FIT FOR

A Gentleman's
TABLE:

All goods bearing the name

of Thurber, Whyland

& Co. or Alexis

Godillot, Jr.

E. W. HALL PLAYING WORKS,

ALL KINDS OF

Brass and Iron Polishing

AND

Nickel and Silver Plating

Pearl and Front Sts., Grand Rapids.

REMUS ROLLER MILLS,

Remus, Mich., Jan. 20, 1890.

Martin's Middlings Purifier Co., Grand Rapids,
Mich.Gentlemen—The roller mill put in by
you last August has run from twelve to
fifteen hours every day since it started
and is giving entire satisfaction.Your Purifier and Flour Dresser are
dandies. I have used nearly all the best
purifiers and bolting machines made, and
can say yours discounts them all.Any miller who intends making any
change in his mill will save money to use
your machines, for they can do the
work.

Yours truly,

D. L. GARLING.

SEEDS!If in want of Clover or Timothy,
Orchard, Blue Grass, or Red Top,
or, in fact, Any Kind of Seed,
send or write to the**Seed Store,**

71 Canal St., GRAND RAPIDS.

W. T. LAMOREAUX.**Apples,****Potatoes,****Onions.**

FOR PRICES, WRITE TO

BARNETT BROS., Wholesale Dealers,

CHICAGO.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

GEO. C. PIERCE, Vice President.

H. W. NASH, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

Take a Specialty of Collections. Accounts
of Country Merchants Solicited.

MY WANTS.

I want a million dollars.

A jingling, glittering, jolly, jolly million.

So large and lovely, beautiful and round.

A ton of coin would lift me from the ground.

And lighter grow with every added pound.

With a million dollars—how I love the sound!

I could be virtuous, happy and profound.

And end each woe and heal each spirit wound.

And, finding prizes others never found,

I would leap higher at each joyous bound

In life's cotillion.

And on Fame's ladder grasp the highest round.

Till envious friends in green-eyed frenzy

frowned.

And worshipped, fawning low each servile

hound.

Thus could I a wondering world astound.

Don't want a trillion.

But just a thousand thousands in one mound;

Able to prance where money kings abound.

With one plump million.

Or, better still, a billion!

Then life would be with all perfection crowned.

And earth would be a heaven all around.

Where all things lovely unto men abound;

Then freely would I dance, a slave unbound.

And ride up high upon Dame Fortune's

pillion—

Grasping my million

Of big, bright dollars, beautiful and round;

Thus, coming time should with my deeds re-

sound

Through clouds vermilion—

Oh, if I only, only had a million!

C. H. BARLOW.

A CANDIDATE FOR BEDLAM.

Timothy Whithouse was a phenom-

enon. Everything about him, from his

character to his clothes, was considered

peculiar. He was quite aware of the

opinion entertained of him by the world,

but it did not impress him disagreeably.

"What's Hecuba to me, or I to Hecuba?"

he would exclaim with scorn. And,

indeed, why should he trouble himself

as to what others thought of him—he

who considered himself as much above

humanity as the stars are distant from

the earth? The truth must be con-

fessed that Timothy was a philosopher.

He knew perfectly well that there is no

more mistaken idea than that which as-

sociates an erratic temperament with a

weak mental capacity, and when warned

by officious acquaintances of the sad

future doubtless in store for him, his

only answer was a contemptuous smile

and a steady adherence to the course he

had marked out for himself. At the

age of forty, consequently, he had not a

friend in the world. He had always

been an indefatigable student and had

theories of his own which many consid-

ered dangerous and absurd.

A thousand years ago he would have

been looked up to as a great man. Un-

fortunately, he lived in an age of com-

mon sense and a matter-of-fact shrewd-

ness, which persisted in dealing with

him as though he were a lunatic. Per-

haps it had some reason for so doing.

Look at him now, as he stands upon

Manhattan Beach in front of the mam-

moth hotel. It is a bright summer

morning. About him is a busy, eager

crowd of men and women, but among

them all he stands apart silent, thought-

ful, unnoticed, though not by any means

unobservant.

His face was eminently peculiar, in

accordance with the rest of his person-

ality. Any one who took the trouble to

notice him would say unhesitatingly

that he was a man who had been sad-

dened and rendered callous by some

undeserved suffering, but nothing could

be more erroneous than this supposition.

His life had been singularly free from

care and annoyance. There seemed

actually to be no place for them in his

strange existence. Leaving his books

only that he might go out into the open

air and speculate upon the persistence

of Force or the incomprehensibility of a

First Cause, it was no wonder that he

was exempt from trouble.

In every one's life some uncommon

and, perhaps, unwise-for incident is

sure to happen when we least expect it,

or when we flatter ourselves that we

have placed an impassable barrier be-

tween it and us. Such an incident was

about to occur to Timothy Whithouse,

but, fortunately for him, he did not

know it.

As he stood on the beach that morn-

ing, he certainly was a curious figure.

In all probability he had been struck by

some novel thought just as he got out of

bed, and, consequently, had appeared in

public clad in a long dressing-gown of

faded green, bordered with a deep band

of fur. As he left the hotel and walked

past the beds of brilliant flowers toward

the beach, it was not surprising that

several new-comers, unfamiliar with his

appearance, looked at him with vague

astonishment.

Timothy looked at all that went on

around him and sighed. Perhaps a re-

miniscence of his childhood, more vivid

by comparison, occurred to him. Soon,

however, he gave his individual atten-

tion to his book, and began to read, as

was often his custom, standing facing

the sea. He turned over several pages,

and finally raised his eyes to the cloud,

less sky overhead, in mute admiration

of nature, perhaps, when he felt a light

touch suddenly upon his arm and heard

a fresh, young voice exclaim:

"I beg your pardon, sir, but I think

this belongs to you."

Timothy turned in faint surprise. It

was such an unusual thing for any one

to address him that, for the moment, he

was taken aback. A young girl was

standing beside him—a girl with golden

hair and blue eyes, at once mischievous

and serious. In her extended hand she

held a tiny, vellum-bound volume.

Now, it was a very unusual thing in-

deed for Timothy to notice a woman's

dress, but on this occasion he took in

all the details of the girl's personality at

a glance—her white gown, and even the

pale pink feathers in her hat. He

placed the book in his pocket, presently,

and thanked her with an awkward bow.

Then he turned away in the direction of

the bathers beyond.

"Can anything," he said half to him-

self, "be more intensely absurd than a

spectacle like—like that?" He pointed

to the bathers as he spoke. "Why is it,

I wonder, that men must always remain

children, following childish pursuits and

satisfied with childish pleasures?" He

stopped abruptly and fixed his attention

again upon his book.

"Oh, sir," said the girl's gentle voice

behind him, "are we not all of us the

better for a little innocent enjoyment?"

Timothy wheeled around sharply. He

did not like to be interrupted when he

was reading.

"Child," he said gravely, "I thought

you had gone. Do you want anything

of me?"

There was nothing encouraging in his

manner. Still, the girl did not seem

daunted, although a faint blush over-

spread her face. "I thought—it seemed

to me—that your were so utterly alone,"

she stammered.

Timothy started and stared. Then his

The Michigan Tradesman

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

The Feldner-Palmer Shirt Co. has dissolved. Oscar L. Palmer will continue the business.

Heyman & Company have arranged to add a full line of crockery to their house furnishing goods stock.

Lotterman & Warrink have opened a general store at 79 Fourth avenue. Voigt, Herpolsheimer & Co. furnished the stock.

As foreshadowed a couple of weeks ago, the Steele meat market, on South Division street, has been purchased by W. G. Sinclair & Co.

Pomeroy & Lawton, grocers at 152 West Fulton street, have assigned to I. M. Turner. No inventory has yet been taken of the stock.

The Ball-Barnhart-Putman Co. has put a new style of safety gate on its elevator, which is ahead of anything of the kind heretofore seen here.

Ex-Judge Birney Hoyt has attached the real estate of Geo. T. Smith, of Jackson, for the John T. Noye Manufacturing Co., of New York, on a claim of \$2,000.

The general store of S. Schack, at Reed City, was closed recently under chattel mortgage. Ex-Judge Hatch represented the first mortgage on the stock and his claim was satisfied by Krollick & Co., of Detroit. Subsequently the stock was sold to Simon & Co., of Detroit, for \$4,800, and they, in turn, disposed of it to Kositchek & Bros., of Eaton Rapids.

AROUND THE STATE.

Parmelee—J. L. Ash has sold his drug and grocery stock to Jas. D. Gale.

Ludington—Moon & Nichols succeed S. D. Moon in the grocery business.

East Saginaw—G. H. Hupp continues the grocery business of Hupp & Kremer.

Thurber—Wm. M. Thurber has sold his general store to John W. Tolford.

St. Joseph—M. B. Rice succeeds Rice & Kingsley in the hardware business.

Alpena—J. P. Healy, grocer, has failed. Liabilities, \$8,227.21; assets, \$5,291.58.

Greenville—Lang & Hamburger have removed their general store to Detroit.

Harbor Springs—W. E. Hardy has embarked in the meat and bakery business.

East Jordan—H. L. Page, hardware dealer, is succeeded by H. L. Page & Co. Manistee—Ferris & James' meat market has been closed, for want of patronage.

Mattawan—Jas. McCarter has sold his stock of groceries to W. Davis, of Kalamazoo.

Augusta—P. B. Swick has located himself with J. A. Cairns in the harness business.

Holland—James A. Bower succeeds Meyer, Bower & Co. in the furniture business.

Fremont—Boone & Pearson, hardware dealers, have sold their stock to Frank Cole & Co.

Marquette—F. H. Des Jardins continues the drug business of F. H. Des Jardins & Co.

Bloomington—Henry Miller has sold his furniture business to Milo Hoey, late of Waverly.

Petoskey—Tom Quinlan has sold his grocery stock to Lyons Bros., late of Manistiquette.

Detroit—Chas. W. Rudd succeeds Rudd & Dewey in the commission produce and flour business.

Fowler—R. G. Mattison, of Pewamo, has purchased the general stock of Constantine Gruler.

Greenville—Hyde Bros., grocers, have dissolved. The business will be continued by D. L. Hyde.

Owosso—W. J. Parkhurst has purchased Mr. Webb's interest in the Homer & Webb market.

West Sebawa—The general store of W. H. Chilson & Son has been closed under chattel mortgage.

Fremont—Wesley Pearson has bought the harness stock of A. Sweet, and will continue the business.

Jackson—Feldher & Zillioux, tailors, have dissolved. Anthony Feldher will continue the business.

Shelby—Resen Bros. have discontinued their clothing business here and will unite their forces in Muskegon.

Hanover—Chas. D. Potter, dealer in groceries and meats, has sold his stock of groceries to Frank Bates.

Detroit—J. A. Brown & Co. have bought the stock of drugs belonging to the estate of John C. Mueller.

Hickory Corners—J. Kay Kellogg, of Allegan, has gone into the grocery business here with Bert Pennock.

Mt. Clemens—Francis P. Ulrich has bought the stock of boots and shoes of Henrietta (Mrs. Geo. C.) Fenton.

Frankfort—A. Crandall, general merchant, has made an assignment. The assets are \$6,000 and the liabilities \$1,000 more.

Dexter—Warner & McLain, dealers in lumber and hardware, have dissolved. The business will be continued by Owen McLain.

Battle Creek—Davis & Bayley, dealers in agricultural implements, have dissolved. The business will be continued by Alva Davis.

Durand—Charles Clark, having disposed of the Nichols stock of goods at Vernon, has returned and is doing business at the old stand here.

Sault Ste. Marie—The drug store of Joseph Trempe has been closed on chattel mortgage. The assets are \$5,000, and the liabilities considerably higher.

Detroit—Philip R. Muller, one of the creditors of James H. Lynch, has entered suit in the Circuit Court against Lynch, with damages set at \$5,000.

Lakeside—Byron Parker has opened a drug store here. He has engaged I. W. Feighner, formerly in the drug business in North Muskegon, as prescription clerk.

Freeport—F. A. Moore, dealer in boots, shoes, and groceries, has taken his brother into partnership, and they will continue the business under the style of F. A. Moore & Co.

Harbor Springs—A. J. Southard has sold his general stock to J. P. Southard and M. A. Southard, who will continue the business under the style of J. P. Southard & Co.

Allegan—Chas. Young has exchanged his grocery and crockery stock for the novelty goods of J. N. Kellogg. Mr. Kellogg will have as his partner Mr. Pennock of Hickory Corners.

Potsdam—Charles Suedekum, the druggist, who died a few days ago, was the first person in Oscoda county to lose his life from la grippe. He came from Bay City, and had been in Potsdam but a short time.

Detroit—Parker, Webb & Co. is the name of a new firm formed by the consolidation of two of the oldest packing houses in Detroit, the two firms turning over \$95,000 worth of property to the new corporation.

Whitehall—G. C. Funk's tailoring stock, which was attached January 18, was recently replevined by Field, Benedict & Co., of Chicago, by virtue of a chattel mortgage. The attaching creditors will contest the validity of the mortgage.

East Jordan—S. G. Isamon, who recently mortgaged his real estate to Burnham, Stoepel & Co., of Detroit, for \$1,500, has uttered a chattel mortgage for \$2,000 to Geo. B. Martin, as trustee, for the benefit of his other creditors. His stock is estimated at \$6,000 and his outstanding accounts at \$2,000.

Detroit—The firm of Standart Bros., wholesale hardware dealers, has been reorganized by the admission of D. L. Swasey, John J. McLeod and Edward A. Fowler. The two last named have been employees of the house for sixteen years, while Mr. Swasey has been connected with the firm of Ducharme, Fletcher & Co. for the same length of time.

MANUFACTURING MATTERS.

Delton—Whittemore & Sons are about to move their sawmill to Howard City.

Sunfield—R. & W. Ramsey have purchased the Haddix & Perkins Co.'s planing mill.

Monroe—Wm. C. Kull, of the firm of Kull Bros., blacksmiths and wagon makers, is dead.

Coopersville—Bert Lillie has purchased a picket mill, and will saw pickets, table legs, handles, etc.

Harriette—The Gaston Lumber & Manufacturing Co. will erect a mill here for cutting and planing hardwood timber.

White Cloud—E. T. Lockery has arranged to remove his shingle mill and supply store to Keno in the near future.

Muskegon—S. T. Williams, of Wheeling, W. Va., having been granted a \$10,000 bonus, will erect a rolling mill here at a cost of \$90,000.

Otsego—Nevins & Lindsey, proprietors of the Novelty wood works, have taken a contract to build 5,000 step-ladders, to be delivered May 1.

Copemish—The foundation has been laid for a roller flouring mill, to be known as the Copemish Roller Milling Co., with a capital stock of \$10,000. C. B. Caniff is President.

Paw Paw—Frank Millington has retired from the firms of Bartram & Millington, dealers in drugs, groceries and crockery, and L. Perrigo & Co., manufacturers of extracts and proprietary remedies. The business will be continued by E. W. Bartram, L. Perrigo, A. C. Martin and an Eastern gentleman, under the style of L. Perrigo & Co.

Jackson—When the inventory was taken of the Geo. T. Smith Purifier Co., the license to manufacture purifiers, etc., was overlooked. Its discovery, last Tuesday, vindicates the claims of both the assignees and Mr. Smith, as the former held that the patents were to be counted among the assets, and the latter claimed that the company had a perpetual license.

Ypsilanti—S. W. Parsons & Co., lumber dealers and sash, door and blind manufacturers, who recently made an assignment to protect their creditors, have perfected arrangements whereby the plant will soon be put in motion under the firm name of S. W. Parsons Manufacturing Co. The lumber yard formerly managed by the firm has been sold to Geo. W. Gill, who now conducts that branch of the business.

Gripsack Brigade.

W. F. Wurzburg started out on his northern trip on Monday.

Chas. J. Slover, of Mendon, has gone on the road for the Upjohn Pill and Granule Co.

Dr. Josiah B. Evans is laid up again this week and his route is being covered by Fred D. Ball.

Cornelius Crawford has purchased an English pug pup of E. W. Bertram, the Paw Paw breeder.

J. B. Josselyn, formerly with the Telfer Spice Co., is now on the road for J. H. Thompson & Co., of Detroit.

Willis P. Townsend has engaged to travel for S. K. Bolles & Co., having started out on his initial trip last week.

H. W. Russell, who traveled for Frank Woodmaney, of Cincinnati, died at Lansing, last Wednesday, of apoplexy, aged 60 years.

A. B. Hirth, traveling representative for Hirth & Krause, is headed for the Upper Peninsula, where he will spend the next four weeks.

D. S. Hatfield, better known as "Doc," will visit the trade in the central and eastern part of the State for W. F. & W. M. Wurzburg.

C. N. Rapp, of the Grand Rapids Fruit and Produce Co., has returned from a trip of four weeks' duration among the eastern cities.

A. H. Cohn, of Chicago, has engaged to travel for W. F. & W. M. Wurzburg. He will cover the southern and western part of Michigan.

Chas. S. Withey, better known as "Doc," has engaged to travel for N. K. Fairbanks & Co., of Chicago, taking the place of Geo. B. Peck.

A. L. Paine, the Reed City hardware dealer, has gone on the road for Sherman S. Jewett, of Buffalo. His business will be continued under the management of his sister.

Wm. Judson and Heman G. Barlow leave to-day for a visit to Cadillac, Manicella and Petoskey. The dealers in those towns might as well throw up their hands without further ado.

J. J. Van Leuven, for the past three years traveling salesman for the Bissell Carpet Sweeper Co., with headquarters at Boston, has retired from the road and returned to Grand Rapids to reside.

D. W. Johns succeeds E. D. Ellis as traveling salesman for the Belknap Wagon & Sleigh Co. Mr. Johns has had previous experience on the road, and will undoubtedly make his mark in his present position.

B. F. Emery has severed his connection with John A. Tolman & Co., of Chicago, and engaged to travel for Hobson & Swanoe, of the Garden City. His territory will include all the available towns in this State and Northern Indiana.

E. C. Groesbeck, formerly on the road for the West Michigan Lumber Co., but for the past four years with the Battle Creek Knitting Co.—the past year as manager—has engaged to travel on the road for the Sisson & Lilley Lumber Co., starting out on his initial trip last Thursday.

Chas. R. Smith, formerly engaged in the grocery business at Cadillac, but for several years past landlord of the McKinnon House, at the same place, has engaged to travel for I. M. Clark & Son, taking the territory formerly covered by C. H. Bayley. He started out on his initial trip on Monday.

A Middleton correspondent writes: "We are told that Vanderbilt and Gould have incomes of \$5,000 per day, but Michigan has a man who had an income at the rate of \$2,400 per day for three consecutive hours one day last week. The man who can make \$300 in three hours is wasting his time talking quinine and whisky."

Secretary M. J. Matthews writes as follows: "The regular monthly meeting of the Board of Trustees of the M. C. T. A. was held on Saturday evening, February 1. The usual routine of business presented and disposed of, and six applications for membership were approved, making an increase in membership for January of eleven."

John Spring's Joke.

An enthusiastic P. of I. was talking loudly of his knowledge of goods in Spring & Company's store, the other day, when John Spring stepped up and enquired if he could tell the difference in value in the various grades of men's clothing.

"Of course I can," responded the P. of I. "Any man of good judgment can do that."

"That may be," said the genial John, "but it is my opinion that such a man would be worth \$10,000 a year to any large jobbing house."

"Show me any two articles of men's wear," said the former, "and I will prove my claim."

Samples of two grades of men's undershirts were brought forward, and, after a critical examination, they were pronounced to be of uniform value.

"Your knowledge of goods is just as I expected it was," said Mr. Spring. "One of those shirts cost exactly double what the other did."

The People's Bank is a new one at Marine City.

Wool, Hides, Furs and Tallow.

Wools change but little if any in price. Only the best for combing bring good prices and are sought after, while the heavy and poor grades are lower, if anything, than one week ago. Foreign markets are firm, with a slight advance. The position of our home market can be said to be strong on wool and weak on cloths, with little doing and large offerings from points which were supposed to have none.

Hides had quite a flurry the past week and advanced $\frac{1}{4}$ to $\frac{1}{2}$ c per pound, which brought to the surface large stocks which were being held. This has tended to weaken prices, and the advance cannot be obtained readily, if at all, now. They are duller, with stocks accumulating, as tanners are holding off. Leather does not revive, and the market is slow. The outlook is for a dull market, at lower prices, until hides are better.

Tallow is dull and lower. Reports from all sections say lower prices are looked for. Quotations are nominal.

Furs, as was anticipated, got a "black eye" at the London sales. Skunk, coon, rat, opossum and mink declined fully 20 per cent. and finer goods 10 to 15 per cent. Lower prices and dull sales are looked for in March. Prices will range low for another year.

Cadillac—Isaac Murphy has sold his interest in the firm of Cobbs, Mitchell & Co. to Mr. Cobbs, and the business will be conducted in the future by the old firm of Cobbs & Mitchell.

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

BUSINESS CHANCES.

FOR SALE—STOCK OF DRUGS, LOCATED IN A VILLAGE surrounded by a good country, good trade; object of selling practice here. Address Dr. H. E. Hunsford, Stetson, Mich.

WANTED TO TRADE—A HALF SECTION UNIM-proved land for stock of dry goods, groceries, boots and shoes or hardware. Address F. A. Thorne, Newark, South Dakota.

FOR RENT—GROCERY AND MEAT MARKET—GOOD location; with or without stock. Apply at office of Tradesman, Swift & Co., or Telfer Spice Co.

FOR SALE—AT ONCE—A NEW, WELL-SELECTED stock of general merchandise in a live town and healthy and prosperous farming community on the Michigan Central Railroad; inventory about \$5,000; annual business \$25,000; new, modern, double brick store; best location; low rent and insurance; can reduce stock; reason for selling, poor health. Address, Box 175, care Tradesman.

WANT CHANCE TO BUY THE ONLY DRUG STORE in Central Michigan railroad town of nearly 400, with fast-growing farming country; stock and fixtures, inventory \$1,200; half cash, balance on easy payments; good new fixtures; only drug, book, stationery, wall paper, paint and jewelry stock in town; splendid opening for young man; good reasons for selling. If you want, address for particulars, L. M. Mills, 568 Wealthy Ave., Grand Rapids, Mich.

\$10,000 STOCK OF GENERAL MERCHANDISE—due to exchange of city property, I have for sale, at a bargain, a stock of goods, hardware, furniture and crockery; a bargain for cash or part cash and time; low rent for building. Lock Box 75, Greenville, Mich.

WANTED TO EXCHANGE FARM OF 100 ACRES OR village property for stock of goods, hardware preferred. Address No. 573, care Michigan Tradesman.

FOR SALE—HARDWARE STOCK, INVENTORING about \$4,000, doing a very prosperous business; can reduce the stock to suit purchaser; best of reason for selling. Address A. L. Paine & Co., Reed City, Mich.

FOR SALE—STOCK OF CLOTHING, FURNISHING goods and hats and caps in the best city of 4,000 inhabitants in the State; other business; no trade taken. W. R. Dennis & Co., Cadillac, Mich.

IF YOU WANT TO EXCHANGE YOUR STOCK OF goods for a farm, large or small, write to No. 263, care Michigan Tradesman.

FOR SALE—CLEAN STOCK OF DRY GOODS, GRO-ceries, boots and shoes, hardware and drugs, situated in good trading point; will inventory about \$2,000; sales for the past three years, \$45,000; reason for selling, owner has other business. Address No. 559, care Michigan Tradesman.

I CHANGE SEVERAL FARMS WHICH I WILL EX-change for stock of goods, Grand Rapids city property, or will sell on easy payments. I have the best of soil and are under good state of cultivation, and located between the cities of Grand Rapids and Muskegon. O. F. Conklin, Grand Rapids, Mich.

FOR SALE—WE OFFER FOR SALE, ON VERY favorable terms, the F. H. Escott drug store, at 75 Canal street, Grand Rapids, Hazeltine & Perkins Drug Co. Price, \$4,000.

SITUATIONS WANTED.
WANTED—SITUATION BY REGISTERED PHAR-macist, with six years' experience; good reference. Address No. 551, care Tradesman.

MISCELLANEOUS.
COMPLETE HISTORY OF THE PATRONS OF IN-dustry, from the inception of the organization; only a few copies left; sent postpaid for 10 cents per copy. Address The Tradesman Company, G'd Rapids.

WANTED—LIVE TRAVELING MEN TO CARRY paying side line; light samples; quick sales. Merchants' Specialty Co., Chicago, Ill.

BEGIN THE NEW YEAR BY DISCARDING THE annoying Pass Book System and adopting in its place the Tradesman Credit Coupon. Send \$1 for sample order, which will be sent prepaid. E. A. Stowe & Bro., Grand Rapids.

SAMPLES OF TWO KINDS OF COUPONS FOR retailers will be sent free to any dealer who will write for them to the Stiff Coupon Pass Book Co., Albany, N. Y.

DISSOLUTION NOTICE.
Notice is hereby given that the copartnership heretofore existing between Leonard L. Conkey and J. H. Goulding, under the firm name of Conkey and Goulding, veterinary surgeons and publishers, has been this day dissolved by the retirement of J. H. Goulding. The business will be continued by Leonard L. Conkey, who now owns all the tools, books, copyrights, cuts and publications of the former firm. LEONARD L. CONKEY, J. H. GOULDING.

Dated at Grand Rapids, this 27th day of January, 1890.

For Sale!
THE ENTIRE STOCK OF
DRY GOODS,
Notions and Fixtures
Of John J. Timmer, Muskegon, Mich., the appraised value of which is \$2,300. Will be sold at a great bargain.
FOR FULL PARTICULARS, APPLY TO
SPRING & COMPANY,
Grand Rapids, Mich.

Wholesale Jewelry!
Messrs. W. F. & W. M. Wurzburg have returned from Providence (the jewelry center of the world) and will soon call on the trade with the most attractive line of jewelry ever shown in Michigan. Our line comprises all the new novelties in Ladies' Lace Pins, Bar Pins, Brooches, Cuff and Collar Buttons, Hair Ornaments, Chains, Bracelets, etc. A full line of Children's Jewelry, and an elegant stock of Men's Cuff and Collar Buttons, Scarf Pins, Chains, Charms and Lockets for the Dry Goods and Furnishing Goods trade.

W. F. & W. M. WURZBURG,
EXCLUSIVE JOBBERS AND MANUFACTURERS OF JEWELRY,
NEW YORK—
202 Broadway, Room 7.
Widdicom Building, Grand Rapids, Mich.
Will send dealers small sample line, if desired, on approval.

The Grocery Market.

Sugar is weaker and a little lower. Pickles are firm. Fish are firm. Canned goods are moving off freely. Carpet tacks are higher. Starch is weaker and lower. Saleratus manufacturers have advanced prices $\frac{1}{4}$ c, and threaten further advances, if the following letter from Church & Co. to the jobbing trade is any criterion:

In consequence of the large advance in raw materials and other supplies, we have this day advanced the price of our soda and saleratus in packages to $\frac{1}{4}$ c per cent per pound for one-pound cartons. On April 1 we shall make a further advance of $\frac{1}{4}$ cent per pound, making price for one-pound packages 5 cents per pound.

During the summer of this year we expect to still further advance the price of our brand $\frac{1}{2}$ cent per pound, with the intention of refunding this advance to buyers, in accordance with certain conditions which are necessary in order to insure fair profit to the jobber.

This last step will be taken in deference to the wishes of a large percentage of our customers, and is delayed solely because we desire to meet the views of all jobbers as nearly as practicable, and we need time to arrange equitable jobbing prices.

It pays to handle the P & B. cough drops.

Nelson, Matter & Co.

—FOR—
Furniture.
See what they can do for you.

DRY GOODS, HOSIERY,
NOTIONS, UNDERWEAR,
19 & 21 SOUTH DIVISION ST.,
GRAND RAPIDS, - MICH.

For Sale!
THE ENTIRE STOCK OF
DRY GOODS,
Notions and Fixtures
Of John J. Timmer, Muskegon, Mich., the appraised value of which is \$2,300. Will be sold at a great bargain.
FOR FULL PARTICULARS, APPLY TO
SPRING & COMPANY,
Grand Rapids, Mich.

Wholesale Jewelry!
Messrs. W. F. & W. M. Wurzburg have returned from Providence (the jewelry center of the world) and will soon call on the trade with the most attractive line of jewelry ever shown in Michigan. Our line comprises all the new novelties in Ladies' Lace Pins, Bar Pins, Brooches, Cuff and Collar Buttons, Hair Ornaments, Chains, Bracelets, etc. A full line of Children's Jewelry, and an elegant stock of Men's Cuff and Collar Buttons, Scarf Pins, Chains, Charms and Lockets for the Dry Goods and Furnishing Goods trade.

W. F. & W. M. WURZBURG,
EXCLUSIVE JOBBERS AND MANUFACTURERS OF JEWELRY,
NEW YORK—
202 Broadway, Room 7.
Widdicom Building, Grand Rapids, Mich.
Will send dealers small sample line, if desired, on approval.

Wholesale Jewelry!
Messrs. W. F. & W. M. Wurzburg have returned from Providence (the jewelry center of the world) and will soon call on the trade with the most attractive line of jewelry ever shown in Michigan. Our line comprises all the new novelties in Ladies' Lace Pins, Bar Pins, Brooches, Cuff and Collar Buttons, Hair Ornaments, Chains, Bracelets, etc. A full line of Children's Jewelry, and an elegant stock of Men's Cuff and Collar Buttons, Scarf Pins, Chains, Charms and Lockets for the Dry Goods and Furnishing Goods trade.

W. F. & W. M. WURZBURG,
EXCLUSIVE JOBBERS AND MANUFACTURERS OF JEWELRY,
NEW YORK—
202 Broadway, Room 7.
Widdicom Building, Grand Rapids, Mich.
Will send dealers small sample line, if desired, on approval.

Wholesale Jewelry!
Messrs. W. F. & W. M. Wurzburg have returned from Providence (the jewelry center of the world) and will soon call on the trade with the most attractive line of jewelry ever shown in Michigan. Our line comprises all the new novelties in Ladies' Lace Pins, Bar Pins, Brooches, Cuff and Collar Buttons, Hair Ornaments, Chains, Bracelets, etc. A full line of Children's Jewelry, and an elegant stock of Men's Cuff and Collar Buttons, Scarf Pins, Chains, Charms and Lockets for the Dry Goods and Furnishing Goods trade.

W. F. & W. M. WURZBURG,
EXCLUSIVE JOBBERS AND MANUFACTURERS OF JEWELRY,
NEW YORK—
202 Broadway, Room 7.
Widdicom Building, Grand Rapids, Mich.
Will send dealers small sample line, if desired, on approval.

Wholesale Jewelry!
Messrs. W. F. & W. M. Wurzburg have returned from Providence (the jewelry center of the world) and will soon call on the trade with the most attractive line of jewelry ever shown in Michigan. Our line comprises all the new novelties in Ladies' Lace Pins, Bar Pins, Brooches, Cuff and Collar Buttons, Hair Ornaments, Chains, Bracelets, etc. A full line of Children's Jewelry, and an elegant stock of Men's Cuff and Collar Buttons, Scarf Pins, Chains, Charms and Lockets for the Dry Goods and Furnishing Goods trade.

W. F. & W. M. WURZBURG,
EXCLUSIVE JOBBERS AND MANUFACTURERS OF JEWELRY,
NEW YORK—
202 Broadway, Room 7.
Widdicom Building, Grand Rapids, Mich.
Will send dealers small sample line, if desired, on approval.

Wholesale Jewelry!
Messrs. W. F. & W. M. Wurzburg have returned from Providence (the jewelry center of the world) and will soon call on the trade with the most attractive line of jewelry ever shown in Michigan. Our line comprises all the new novelties in Ladies' Lace Pins, Bar Pins, Brooches, Cuff and Collar Buttons, Hair Ornaments, Chains, Bracelets, etc. A full line of Children's Jewelry, and an elegant stock of Men's Cuff and Collar Buttons, Scarf Pins, Chains, Charms and Lockets for the Dry Goods and Furnishing Goods trade.

W. F. & W. M. WURZBURG,
EXCLUSIVE JOBBERS AND MANUFACTURERS OF JEWELRY,
NEW YORK—
202 Broadway, Room 7.
Widdicom Building, Grand Rapids, Mich.
Will send dealers small sample line, if desired, on approval.

ASSOCIATION DEPARTMENT.

Michigan Business Men's Association.
President—C. L. Whitney, Muskegon.
First Vice-President—C. J. Bridgman, Flint.
Second Vice-President—M. C. Sherwood, Allegan.
Treasurer—H. B. Parker, Orono.
Executive Board—President: Frank Wells, Lansing; Secretary: Frank Hamilton, Traverse City; E. B. Blain, Lowell; Chas. T. Bridgman, Flint; O. F. Conklin, Grand Rapids.
Committee on Insurance—O. F. Conklin, Grand Rapids; Oren Stone, Flint; Wm. Woodruff, Orono.
Committee on Legislation—Frank Wells, Lansing; H. B. Parker, Orono; C. H. May, Clio.
Committee on Trade Relations—Frank Hamilton, Traverse City; Geo. R. Hoyt, Saginaw; L. W. Sprague, Greenlee.
Committee on Transportation—C. T. Bridgman, Flint; M. C. Sherwood, Allegan; A. O. Wheeler, Manistee.
Committee on Building and Construction—W. B. Blain, Lowell; F. L. Fuller, Cedar Springs; P. J. Connel, Muskegon.
Local Secretary—Jas. H. Moore, Saginaw.
Official Organ—THE MICHIGAN TRADESMAN.

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

- No. 1—Traverse City B. M. A.
President, J. W. Milliken; Secretary, E. W. Hastings.
President, J. W. Milliken; Secretary, E. W. Hastings.
- No. 2—Lowell B. M. A.
President, N. B. Plam; Secretary, Frank T. King.
- No. 3—Sturgis B. M. A.
President, H. S. Church; Secretary, Wm. Jern.
- No. 4—Grand Rapids B. M. A.
President, E. J. Herick; Secretary, E. A. Stowe.
- No. 5—Muskegon B. M. A.
President, Secretary, C. L. Whitney.
- No. 6—Alba B. M. A.
President, E. W. Slone; Secretary, P. J. Baldwin.
- No. 7—Dimondale B. M. A.
President, T. M. Sloan; Secretary, N. H. Widger.
- No. 8—Eastport B. M. A.
President, F. H. Thurston; Secretary, G. L. Thurston.
- No. 9—Lawrence B. M. A.
President, H. M. Marshall; Secretary, J. H. Kelly.
- No. 10—Harbor Springs B. M. A.
President, W. J. Clark; Secretary, A. J. Thompson.
- No. 11—Kingsley B. M. A.
President, H. P. Whipple; Secretary, D. E. Wynkoop.
- No. 12—Quincy B. M. A.
President, Edson Blackman; Secretary, W. L. Lockery.
- No. 13—Charlevoix B. M. A.
President, H. B. Burt; Secretary, W. J. Austin.
- No. 14—No. Muskegon B. M. A.
President, S. A. Howe; Secretary, G. C. Havens.
- No. 15—Bozette B. M. A.
President, E. B. Burt; Secretary, P. M. Chase.
- No. 16—Sand Lake B. M. A.
President, J. V. Grandall; Secretary, W. Rasco.
- No. 17—Plainville B. M. A.
President, Geo. H. Anderson; Secretary, J. A. Sidle.
- No. 18—Owosso B. M. A.
President, Warren P. Woodard; Secretary, S. Lamfrom.
- No. 19—Ada B. M. A.
President, D. F. Felt; Secretary, E. J. Chapel.
- No. 20—Saugatuck B. M. A.
President, John F. Henry; Secretary, N. L. Rowe.
- No. 21—Wayland B. M. A.
President, C. H. Wharton; Secretary, E. J. Hoyt.
- No. 22—Ledge B. M. A.
President, A. B. Schumacher; Secretary, W. R. Clarke.
- No. 23—Carson City B. M. A.
President, John W. Hall; Secretary, W. A. Lyon.
- No. 24—Morley B. M. A.
President, J. E. Thirkow; Secretary, W. H. Richmond.
- No. 25—Palo B. M. A.
President, F. A. Hargrave; Secretary, L. J. Jeffers.
- No. 26—Greenfield B. M. A.
President, A. C. Satterlee; Secretary, E. J. Clark.
- No. 27—Dorr B. M. A.
President, E. S. Botsford; Secretary, L. N. Fisher.
- No. 28—Cheboygan B. M. A.
President, A. J. Padon; Secretary, E. G. Doser.
- No. 29—Freeport B. M. A.
President, Wm. Moore; Secretary, A. J. Chesebrough.
- No. 30—Oceana B. M. A.
President, A. G. Anderson; Secretary, E. S. Houghtaling.
- No. 31—Charlotte B. M. A.
President, Thos. J. Green; Secretary, A. G. Fleury.
- No. 32—Coopersville B. M. A.
President, W. G. Barnes; Secretary, J. W. Watson.
- No. 33—Baraboo B. M. A.
President, L. D. Bartholomew; Secretary, W. W. Kane.
- No. 34—Saranac B. M. A.
President, H. T. Johnson; Secretary, P. T. Williams.
- No. 35—Bellaire B. M. A.
President, H. M. Burt; Secretary, C. E. Denmore.
- No. 36—Ithaca B. M. A.
President, O. F. Jackson; Secretary, John M. Eversden.
- No. 37—Battle Creek B. M. A.
President, Chas. F. Buckner; Secretary, J. W. Moore.
- No. 38—Scottville B. M. A.
President, H. E. Symons; Secretary, D. W. Higgins.
- No. 39—Burr Oak B. M. A.
President, A. O. Wheeler; Secretary, E. W. Sheldon.
- No. 40—East Rapids B. M. A.
President, C. T. Hartson; Secretary, Will Emmert.
- No. 41—Breckenridge B. M. A.
President, C. H. Burt; Secretary, J. W. Vasey.
- No. 42—Fremont B. M. A.
President, Jos. Gerber; Secretary, C. J. Rathbun.
- No. 43—Fustin B. M. A.
President, Frank J. Lohr; Secretary, J. A. Lindstrom.
- No. 44—Reed City B. M. A.
President, E. B. Martin; Secretary, W. H. Smith.
- No. 45—Leelanau B. M. A.
President, D. E. Hallenbeck; Secretary, O. A. Halladay.
- No. 46—Leland B. M. A.
President, Wm. Hutchins; Secretary, B. M. Gould.
- No. 47—Flint B. M. A.
President, W. C. Pierce; Secretary, W. H. Graham.
- No. 48—Hubbardston B. M. A.
President, Roy Redner; Secretary, J. J. Taylor.
- No. 49—Leroy B. M. A.
President, A. Wenzel; Secretary, Frank Smith.
- No. 50—Manistee B. M. A.
President, A. O. Wheeler; Secretary, J. J. Taylor.
- No. 51—Cedar Springs B. M. A.
President, L. M. Sellers; Secretary, W. C. Congdon.
- No. 52—Grand Haven B. M. A.
President, A. J. Kelle; Secretary, J. J. Taylor.
- No. 53—Bellevue B. M. A.
President, Frank Phelps; Secretary, A. E. Fitzgerald.
- No. 54—Douglas B. M. A.
President, Thomas H. Dutcher; Secretary, G. B. Waller.
- No. 55—Pelleas B. M. A.
President, C. F. Hankey; Secretary, A. C. Bowman.
- No. 56—Bangor B. M. A.
President, Silas DeLong; Secretary, Geo. Chapman.
- No. 57—Barkham B. M. A.
President, Geo. A. Sage; Secretary, H. S. Holden.
- No. 58—Fife Lake B. M. A.
President, L. S. Walter; Secretary, E. J. Blakely.
- No. 59—Fennville B. M. A.
President, J. E. Hagan; Secretary, J. A. Capen.
- No. 60—South Boardman B. M. A.
President, H. E. Hogan; Secretary, S. E. Selhardt.
- No. 61—Hartford B. M. A.
President, V. E. Hagan; Secretary, J. B. Barnes.
- No. 62—East Saginaw B. M. A.
President, Jas. H. Moore; Secretary, C. W. Mulholland.
- No. 63—Ewart B. M. A.
President, C. V. Felt; Secretary, J. G. Bell.
- No. 64—Merrill B. M. A.
President, C. W. Robertson; Secretary, Wm. Horton.
- No. 65—Kalkaska B. M. A.
President, A. G. Drake; Secretary, C. B. Blom.
- No. 66—Lansing B. M. A.
President, Frank Wells; Secretary, Chas. Cowles.
- No. 67—Watervliet B. M. A.
President, W. L. Garrett; Secretary, F. H. Merrifield.
- No. 68—Nashville B. M. A.
President, H. H. Pope; Secretary, E. T. VanOstrand.
- No. 69—Scotts and Climax B. M. A.
President, Lyman Clark; Secretary, F. S. Willson.
- No. 70—White Cloud B. M. A.
President, Wm. Boston; Secretary, Walter Webster.
- No. 71—Ashley B. M. A.
President, M. Netorg; Secretary, Geo. E. Clutterbuck.
- No. 72—Beidling B. M. A.
President, A. L. Reeder; Secretary, G. E. Weber.
- No. 73—Davison B. M. A.
President, J. F. Cartwright; Secretary, C. W. Hurd.
- No. 74—Tuscola B. M. A.
President, Geo. P. Ellis; Secretary, J. R. Korauss.
- No. 75—Kalamazoo B. M. A.
President, J. O. Selbert; Secretary, J. W. Saunders.
- No. 76—East Jordan and No. Arm B. M. A.
President, Chas. P. Blum; Secretary, W. B. Mandigo.
- No. 77—South Haven B. M. A.
President, F. L. Harrison; Secretary, Lee E. Joslyn.
- No. 78—Caledonia B. M. A.
President, J. O. Selbert; Secretary, J. W. Saunders.
- No. 79—East Jordan and No. Arm B. M. A.
President, Chas. P. Blum; Secretary, W. B. Mandigo.
- No. 80—Bay City and W. Bay City B. M. A.
President, F. L. Harrison; Secretary, Lee E. Joslyn.
- No. 81—Flushing B. M. A.
President, L. A. Vetter; Secretary, E. A. Hanson.
- No. 82—Alma B. M. A.
President, B. S. Webb; Secretary, M. E. Polasky.
- No. 83—Sherwood B. M. A.
President, L. P. Wilcox; Secretary, W. B. Mandigo.
- No. 84—Standish B. M. A.
President, P. M. Angus; Secretary, D. W. Richardson.
- No. 85—Clio B. M. A.
President, J. W. Boston; Secretary, J. W. May.
- No. 86—Millbrook and Blanchard B. M. A.
President, T. W. Preston; Secretary, H. P. Blanchard.
- No. 87—Shepherd B. M. A.
President, H. S. Burt; Secretary, J. B. Burt.
- No. 88—Ovid B. M. A.
President, J. A. Andrews; Secretary, L. D. Cooley.

Association Notes.

A Centerville paper contains the following: "A few of our merchants got together at the court house last Monday evening for the purpose of talking up a Business Men's Association. The attendance was too small to do much, but W. F. Pack was instructed to write to the head quarters of the State Association for instructions in regard to organizing a branch association here. Those who are starting the movement propose to do some vigorous pushing and will see if something can be done to improve the business condition of the town. Such organizations, acting judiciously and harmoniously, have been known to accomplish much good in other towns, and there is no reason why it may not be the same here. Something of that kind is certainly needed."

The P. of I. Dealers.

The following are the P. of I. dealers who had not cancelled their contracts at last accounts:

- Adrian—Powers & Burnham, Anton Wehle, L. T. Lochner, Burleigh Bros.
- Allendale—Henry Dalman.
- Almont—Colerick & Martin.
- Altona—Eli Lyons.
- Assyria—J. W. Abbey.
- Bay City—Frank Rosman & Co.
- Belding—L. S. Roell.
- Big Rapids—W. A. Verity, A. V. Young, E. P. Shankweiler & Co., Mrs. Turk, J. K. Sharp.
- Blanchard—L. A. Wait.
- Blissfield—Jas. Gauntlett, Jr.
- Brice—J. B. Gardner.
- Bridgeton—Geo. H. Laimonard.
- Burnside—Jno. G. Bruce & Son.
- Capac—H. C. Sigel.
- Carson City—A. B. Loomis, A. Y. Sessions.
- Casnovia—Ed. Hayward, John E. Parcell.
- Cedar Springs—John Beucus, B. A. Fish.
- Charlotte—John J. Richardson, Daron & Smith, J. Andrews, C. P. Lock, F. H. Goodby.
- Chester—P. C. Smith.
- Chippewa Lake—G. A. Goodsell.
- Clio—Nixon & Hubbell.
- Conklin—Wilson McWilliams.
- Coral—J. S. Newell & Co.
- Deerfield—Henry V. Burghardt.
- Eaton Rapids—Knapp & Rich, H. Kositchek & Bro.
- East—Mark Ardis, E. F. Shaw, Stevens & Farrar, John C. Devitt.
- Fenwick—Thompson Bros.
- Flint—John B. Wilson.
- Flushing—Sweet Bros. & Clark.
- Fremont—Boone & Pearson, J. B. Ketchum.
- Gladwin—John Graham, J. D. Sanford, Jas. Croskery.
- Gowan—Rasmus Neilson.
- Grand Ledge—A. J. Halsted & Son.
- Grand Rapids—Joseph Berles, A. Wilzinski, Brown & Seiler, Volmar & Wilkeppel.
- Hart—Rhodes & Leonard.
- Hersey—J. H. Finkbeiner.
- Hesperia—B. Cohen.
- Howard City—O. J. Knapp, Herold Bros., E. C. Pelton.
- Hubbardston—M. Cahalen.
- Imlay City—Cohn Bros.
- Jackson—Hall & Rowan.
- Kalamo—L. R. Cessna.
- Kent City—M. L. Whitney.
- Lansing—D. Lebar.
- Lake Odessa—Christian Haller & Co.
- F. F. Colwell & Son, McCartney Bros., Fred Miller.
- Lakeview—H. C. Thompson.
- Langston—F. D. Briggs.
- Lansing—R. A. Bailey, Etta (Mrs. Israel) Gilman.
- Lapeer—C. Tuttle & Son, W. H. Jennings.
- Lowell—Patrick Kelly.
- McBride's—J. McCrae.
- Maple Rapids—L. S. Aldrich.
- Marshall—W. E. Bosley, S. V. R. Luper & Son, Jno. Butler, Richard Butcher, John Fletcher.
- Mecosta—Parks Bros.
- Millan—C. C. (Mrs. H. S.) Knight.
- Millbrook—T. O. (or J. W.) Pattison.
- Millington—Chas. H. Valentine.
- Milton Junction—C. A. Warren.
- Morley—Henry Strope.
- Mt. Morris—H. E. Lamb, J. Vermett & Son, F. H. Cowles.
- Mt. Pleasant—Thos. McNamara.
- Nashville—Powers & Stringham, H. M. Lee.
- North Dorr—John Homrich.
- Ogden—A. J. Pence.
- Olivet—F. H. Gage.
- Onondaga—John Sillick.
- Orono—C. A. Warren.
- Pottsville—F. D. Lamb & Co.
- Reed City—J. M. Cadzow.
- Remus—C. V. Hane.
- Richmond—Knight & Cudworth.
- Riverdale—J. B. Adams.
- Rockford—B. A. Fish.
- Sand Lake—Brayman & Blanchard.
- Frank E. Shattuck & Co.
- Shelby—Angus Rankin.
- Shepherd—H. O. Bigelow.
- Sheridan—M. Gray.
- Sparta—Dole & Haynes.
- Springport—Powers & Johnson, Wellington & Hammond.
- Stanton—Fairbanks & Co., Sterling & Co.
- Stanwood—F. M. Carpenter.
- Trufant—I. Terwilliger.
- Vassar—McHose & Gage.
- Wheeler—Louise (Mrs. A.) Johnson, H. C. Breckenridge.
- White Cloud—J. C. Townsend, N. W. Wiley.
- Whitehall—Geo. Nelson, John Haverkate.
- Williamston—Thos. Horton.

Address from President Mills.

GRAND RAPIDS, Feb. 3, 1890.
To the Members of the Michigan Knights of the Grip

It was with a full realization of the responsibilities and duties of the office you have unanimously honored me with, and also a conviction that I would have the active support and aggressive aid of every member of our organization in the furtherance of every object, or the improvement of every opportunity, for the advancement or success of our association and its members, that I accepted this trust.

The first year in our history was a remarkable one, and the earnestness and unanimity with which the commercial men of our State accepted our ideas and our hopes is almost without parallel. The first year was one of expectation. Our first important effort will be in the matter of legislation, and it is earnestly hoped that every member will

use every effort to the furtherance of the work being done in this direction. Ask your employer or some influential business man to write a personal letter to your Congressman, requesting his efforts in behalf of the amendment to be presented to the present Congress, allowing railroads to sell mileage to commercial travelers at reduced rates, and also to grant us week-end tickets. The railway officials of our State are in a very favorable attitude toward our fraternity and their policy was as liberal as those of any other State in the Union. Until the enactment of the unjust inter-state commerce law, every railroad in the State, with one exception, was granting us every concession we had asked for, and they express themselves as still willing to recognize the justice of our claims, so soon as suitable legislation or amended acts will grant them the authority to do so.

I would earnestly request every member of our association to support in every honorable manner, at all times and under all circumstances, the action of all committees or officers, as herein lies our strength. Don't leave all the work and responsibility for them, but consider the fact that every member has an influence and a responsibility, and that we want no drones in our membership, as they are not characteristic of our profession. Our Secretary will soon publish the complete list of committees and officers for 1890 and we hope that they may be upheld in their efforts by every member and every name on our list be that of an active, earnest one.

Fraternally yours,
L. M. MILLS, Pres't.

An Ionia County Farmer on the P. of I. C. Grove in the Lyons Herald.

While we believe the producers ought to organize for mutual benefit, we do not believe they should deprive themselves of the power they most need. The P. of I. have organized to secure their rights and interests. Now, there is but one way to secure their rights and interests, and that is by the law. The laws of a country should do secure their wrongs, also. That way is the law. The laws of a country should do secure their wrongs, also. That way is the law. The laws of a country should do secure their wrongs, also. That way is the law.

Yet they say they will nominate their men for office, and elect those the parties who most oppose these oppressive laws that burden us. That would be following in the same foolish footsteps that the organizations of the Wheel, the Farmers' Alliance, the Farmers' Union and Grangers have gone. They are all non-partisan, hence their weakness. Ever since they started, prices of farm produce have gone down, down, steadily down, without their ever calling a halt, until farmers are feeding their grain to their stock, then selling their stock for less than the grain would have brought before they fed it. Yet Organizer McKeown says he does not want farm produce to come up in price, but wants to bring other articles down in price equal to farm produce. That must be to ruin farm produce. Would not the P. of I. better send him home? Dealers cannot sell goods less than cost any more than farmers can sell their produce less than cost. If any party is obliged to deal in an article at so low a price that there is no profit, it has a tendency to make the dealer dishonest, and if they guarantee a dealer 10 per cent. profit, he is very likely to become a careless buyer and you would have to pay much more for your goods than you would for his neighbor. If there was a constant demand for an article, the dealer could turn it over a many times in a year. If he should turn it over once a month, he would make 120 per cent., which the P. of I. have agreed to give him, while the farmer turns his produce off only once a year and very likely at only 3 per cent. This is your contract system. Organizer Stoult says that they have and are going to contract with the millers so they (the millers) will be obliged to give the P. of I. more flour for a pound of wheat than they will anybody else. That is, the miller must be honest with the P. of I., but they force the miller to be dishonest with everybody else, even if he wanted to be honest. If a widow should take a girl to his mill, he would be obliged to cheat her if he lived up to his contract.

The P. of I. are after the middlemen. Now, of a necessity there must be middlemen. The farm hand is a middle man, for if the farmer would do his work himself, he could save his wages for profit, or sell it to the consumer that much less.

A traveling agent sells bills of goods to ten different merchants in one day; his time, car fare and hotel bill have to be added to the bills of goods. If those ten merchants went for their goods, there would be ten car fares, ten hotel bills and their time that must be added to the cost of the goods. Which is the cheaper way to secure the goods?

What the people want is to secure equal profits for each individual, according to the amount of capital or labor each one has put in the business. Things must come to a water level, and the things that are affecting our condition most the P. of I. do not touch!

P. of I. Gossip.

Detroit News, February 1: "A Blissfield Patron's store held an auction yesterday, not being able to stand the 10-per-cent. diet longer."

Detroit News: "Patrons of Industry in Genesee county are claiming that their store managers are reaping a 20 per cent. harvest from them, and there seems to be trouble ahead."

Flint News: "The Patrons are kicking on the management of the P. of I. store at Davison, some going so far as to declare that instead of buying goods at cost they are fleeced out of 20 per cent. over current prices."

Kent City correspondence Sparta Sentinel: "A delegation of P.'s of I. waited on Holmes & Co., Tuesday, to try and make arrangements to purchase goods of them. Mr. Holmes told them he did not consider it good policy to discriminate

between his customers. He was willing to make arrangements with them if they would give him the privilege of selling to all alike. They did not want to do that in this time."

Flint News: "A pleasant-faced reformer swooped down upon Arenac county last week and organized several lodges of the Patrons of Toil. The bloom' thing was to settle all the difficulties that now trouble the sons of men. The organizer collected from \$7 to \$10 from each lodge and then vanished. It transpires that he had no authority to represent the Sons of Toil; further than that, there is no such organization anywhere except in Arenac county."

Bellaire Breeze: "We have at this office a hundred little books entitled, 'By-Laws of the Bellaire Farmers and Laboring Men's Association.' This work was done a long time ago, but has not been paid for as yet. We understand that the men who ordered this printing are at the present time engaged in assisting to organize a similar society. Would it not be a good plan, in order that the new arrangement may start out in a business-like and honorable way, to see this account settled; and, further, would it not be an excellent plan for each member who is indebted to any of our merchants to call around and see that he is clear on their books, before entering into this new scheme too heartily."

Purely Personal.

Victor Roussin, the Ludington druggist, is rejoicing over the advent of a bright boy.

A. Heyman, of the firm of Heyman & Company, is spending a month among friends in New York City.

Chas. E. Smith, the Fountain street grocer, is the happy father of a newly-arrived infant of the female persuasion.

Homer Klapp, formerly with Wasson & Lamb, is now behind the counter for Chas. Smith, the Fountain street grocer.

F. M. Hentig, formerly engaged in business at Casnovia, but now a grocer at Topeka, was in town a couple of days last week.

L. G. Clapp, the Mendon druggist, is so proud of his new daughter that he has sent cards to his friends announcing her arrival on January 22.

Wm. G. Herpolsheimer and Howard Morley, the Cedar Springs merchant, have gone to Harriman, the embryo city recently founded in Eastern Tennessee.

Frank E. Leonard left for New York Monday and Frank Stone will leave for the same place on Wednesday. They will spend a couple of weeks, making purchases of goods for the spring trade.

A. L. Power, the Kent City general dealer, was in town last Saturday, on his way to Farmington with the remains of his wife, who died last Friday and was buried Monday. Mrs. Jennings was a lady of many admirable qualities and her demise will be deplored by a large circle of friends.

Good-Bye to the P. of I.

The following are among some of the merchants who have been under contract with the P. of I., but have thrown them overboard:

- Springport—Cartwright & Griffin.
- Sparta—Woodin & Van Winkle.
- Rockford—H. Colby & Co.
- Grand Rapids—F. W. Wurzburg, Van Driele & Katvis, John Cordes.
- Sand Lake—C. O. Cain.
- Sumner—J. B. Tucker.
- Kent City—R. McKinnon.
- Chapin—J. I. Vanderhoof.
- Ravenna—R. D. Wheeler.
- Olivet—F. H. Gage.
- Nashville—Powers & Stringham.
- Millington—Forester & Clough.
- St. Louis—Mary A. Brice.
- Cedar Springs—L. A. Gardiner.
- Minden City—I. Springer & Co., F. O. Hild.
- Chio—Nixon & Hubbell.
- Dimondale—Elias Underhill.
- Bellevue—John Evans.
- Williamston—Michael Bowerman.
- Harvard—Ward Bros.
- Otisco—G. V. Snyder & Co.
- Howard City—Henry Henkel.

The Massage Cure.

Everybody has heard of what happened to the "McGinty" man. An ambulance was found necessary. And now comes a man, courting death, who tells how he caught "la grippe." He begins in a very low tone and stands a few feet from the interested listener and says:

"I had a pet hen and called her Enza. One day I was sitting by the open window and in-flew Enza. I was there a war-whoop, a wild rush for the miscreant, and he was doubled up like a hinge, given fifteen minutes of first-class massage treatment and thrown into the snow."

A Use for the Useless.

Druggist—Mr. Mixer, what is all that stuff down cellar?

Clerk—Oh, that's some medicine that there's no sale for. It's Drake's Digestion Provocative. I thought of getting the old junk man to carry it off.

Druggist—Nonsense! Change it's name. Call it the Influenza Annihilator, and we'll get rid of it fast enough.

Good Words Unsolicited.

H. L. Day, druggist, Farwell: "Success to The TRADESMAN."

Dry Goods.

Prices Current.

UNBLEACHED COTTONS.		BLEACHED COTTONS.	
Atlantic A.	74	Clifton C.C.C.	64
" B.	64	" D.	64
" C.	64	" E.	64
" D.	64	" F.	64
" E.	64	" G.	64
" F.	64	" H.	64
" G.	64	" I.	64
" H.	64	" J.	64
" I.	64	" K.	64
" J.	64	" L.	64
" K.	64	" M.	64
" L.	64	" N.	64
" M.	64	" O.	64
" N.	64	" P.	64
" O.	64	" Q.	64
" P.	64	" R.	64
" Q.	64	" S.	64
" R.	64	" T.	64
" S.	64	" U.	64
" T.	64	" V.	64
" U.	64	" W.	64
" V.	64	" X.	64
" W.	64	" Y.	64
" X.	64	" Z.	64
" Y.	64	" AA.	64
" Z.	64	" AB.	64
" AA.	64	" AC.	64
" AB.	64	" AD.	64
" AC.	64	" AE.	64
" AD.	64	" AF.	64
" AE.	64	" AG.	64
" AF.	64	" AH.	64
" AG.	64	" AI.	64
" AH.	64	" AJ.	64
" AI.	64	" AK.	64
" AJ.	64	" AL.	64
" AK.	64	" AM.	64
" AL.	64	" AN.	64
" AM.	64	" AO.	64
" AN.	64	" AP.	64
" AO.	64	" AQ.	64
" AP.	64	" AR.	64
" AQ.	64	" AS.	64
" AR.	64	" AT.	64
" AS.	64	" AU.	64
" AT.	64	" AV.	64
" AU.	64	" AW.	64
" AV.	64	" AX.	64
" AW.	64	" AY.	64
" AX.	64	" AZ.	64
" AY.	64	" BA.	64
" AZ.	64	" BB.	64
" BA.	64	" BC.	64
" BB.	64	" BD.	64
" BC.	64	" BE.	64
" BD.	64	" BF.	64
" BE.	64	" BG.	64
" BF.	64	" BH.	64
" BG.	64	" BI.	64
" BH.	64	" BJ.	64
" BI.	64	" BK.	64
" BJ.	64	" BL.	64
" BK.	64	" BM.	64
" BL.	64	" BN.	64
" BM.	64	" BO.	64
" BN.	64	" BP.	64
" BO.	64	" BQ.	64
" BP.	64	" BR.	64
" BQ.	64	" BS.	64
" BR.	64	" BT.	64
" BS.	64	" BU.	64
" BT.	64	" BV.	64
" BU.	64	" BW.	64
" BV.	64	" BX.	64
" BW.	64	" BY.	64
" BX.	64	" BZ.	64
" BY.	64	" CA.	64
" BZ.	64	" CB.	64
" CA.	64	" CC.	64
" CB.	64	" CD.	64
" CC.	64	" CE.	64
" CD.	64	" CF.	64
" CE.	64	" CG.	64
" CF.	64	" CH.	64
" CG.	64	" CI.	64
" CH.	64	" CJ.	64
" CI.	64	" CK.	64
" CJ.	64	" CL.	64
" CK.	64	" CM.	64
" CL.	64	" CN.	64
" CM.	64	" CO.	64
" CN.	64	" CP.	64
" CO.	64	" CQ.	64
" CP.	64	" CR.	

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.

Subscription Price, One Dollar per year, payable

strictly in advance.

Advertising Rates made known on application.

Publication Office, 100 Louis St.

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, FEBRUARY 5, 1890.

THE BUTTERMAKERS' FIGHT.

Recent conventions of farmers and dairymen have declared their purpose to urge upon Congress the increase of the tax upon oleomargarine. This is not, however, in line with the policy of the Republican platform, which is to ward the abolition of the internal revenue system in order to reduce the surplus. It was thought that the tax already imposed would greatly cripple that industry and remove its formidable competition with legitimate butter, but it hardly proved a serious check. The production and consumption of oleo have kept a growing pace. It has insisted upon holding a large position in the markets, and its rivalry with butter is as far from extinction as ever, apparently. Regular butter has, of course, also increased greatly in quantity, and held its value well. But it holds its own chiefly by virtue of the tax upon the degenerate substitute. The fats that make the latter are cheap, and it costs but little to make oleo. When a plant is once established it can turn out the stuff at but trifling expense above the raw material, while with regular butter the labor is the great item of cost. The apprehension is natural with the farmers that the increase of oleomargarine production will continue and make it a formidable obstacle in the way of their industry, if it is not already such. The fact that the oleo product is increasing shows that there is money in its manufacture, and it is believed, very large profits. There is a good deal of capital involved in the business, and a strong influence will be brought to bear upon Congress to defeat the proposed legislation in the interest of the bovine buttermakers. It is stated, however, that there are but twenty-three oleo factories in the United States, and it would seem absurd to suppose that they could stand in the way of the millions of buttermakers. But they operate easily as a unit, and great corporations are generally able to secure powerful aid at Washington. And they do not stand alone. Oleo has friends among dealers and consumers. An illustration of this has been shown in Massachusetts. The farmers in that State have been for years struggling for the passage of a State law adverse to the cheap article. They are mostly in the western part of the State, and the manufacturing centers are chiefly in the east. The towns against the country has been nearly the division. The nearest farmers have come to success was a tie in the Senate. They met in convention recently, and organized a league pledged to disregard all party lines, and both in State and Congressional elections support only those who will legislate against the manufacture and sale of oleo. Their politics will now be war upon the oleaginous compound. Leagues on this basis will be extended all over that and other butter-making States in the East. The resolution adopted declares that they propose to reward their friends and put retribution on the track of their enemies on this question, and slippery politicians who dodge the vote will be classified as such. This looks very much as if they mean business. But there is only one oleo factory in Massachusetts, with a production of 12,000,000 pounds, with seven or eight in Rhode Island and Connecticut that turn out perhaps as much more. The great center of production is Chicago. The fats are more abundant there, and the aggregate of the product is enormous. It is shipped from there all over the world. It will not be altogether an easy matter for the opponents of oleo to secure stronger legislation on the subject from Congress. The matter was ignored by the President.

THE NAVY WE NEED.

Mr. Hale's bill for the increase of the navy brings up the unsettled question as to what kind of ships we mean to build. The bill provides for the construction of four iron-clad line-of-battle-ships of the kind supposed to constitute the strength of the navies of Europe, and, therefore, very different in type from the armed cruisers we have been constructing thus far. To this Senator Chandler offers his opposition, on the ground that the utility of ships of that kind is still an unsettled problem. There certainly has been no great naval war since they began to be constructed, and their continual misadventures even on parade bring their fighting efficiency into grave doubt. Mr. Chandler urges that the business of constructing line-of-battle-ships of heavy armor is still in the experimental stage,

and that every ship of the kind has been superseded within ten years after its being begun. He enumerates the unsolved problems which their construction presents, and suggests that we may gain much by waiting until other nations have solved some of these at their own cost. At any rate he would have us undertake these the last of all, and would devote our ship-yards to the construction of cruisers, monitors, gun-boats and other vessels, of whose utility we are quite certain. And he meets the suggestion that we need these armed monsters for the defense of our harbors by reminding the Senate that they draw twenty-five feet of water, and, therefore, could enter very few of our harbors—certainly not that of New York.

Our judgment goes with Mr. Chandler rather than with the majority of the Committee which reported Mr. Hale's bill favorably. His experience as Secretary of the Navy counts for something, and his arguments are reinforced by the constant complaints from England as to the unwieldiness and slowness of these costly floating fortresses. We are safe in following the line of naval construction on which we have begun, and we have not yet an adequate number of the lighter vessels. Along with these we should be constructing an effective system of coast defenses, such as would place our cities out of the reach of the heavy guns carried by the navies of Europe. These we need, at any rate.

The recent defalcation of the salesman of the Clover Hill cheese factory, in Allegan county, points a moral too frequently considered by our farmer friends. Had the man Williams been a cashier of any organization of business men, he would have been compelled to give satisfactory bonds to double the amount of money he would ordinarily be permitted to handle; but farmers, as a rule, are not thorough enough in such matters, and take chances which frequently result in annoyance and loss. If they patterned after business men more in such matters, it would be to their advantage all around.

No class of property owners is more ready to invoke the protection of the laws against violence to their possessions than are the railroads. None are more ready to take the law into their own hands, when it is not a struggle with striking train-hands, but a contest of corporation with corporation. At Bay City, a fresh case has occurred in which the main force of locomotives was employed by an older line to drive off the engines of a new and competing line. Locomotives were hurried up from all quarters, and people in thousands gathered to witness the battle. But, fortunately for itself, the younger road had taken such measures as prevented its engines being driven from its own tracks. Do the managers of these roads suppose their workmen can be used for such lawlessness as this and yet retain proper views of the majesty and the inviolability of the law?

The need of an International Congress for this continent finds ample illustration, while it is still in session, in the trouble between the San Blas Indians and the United States of Colombia. If we chose to ride the high horse in Lord Salisbury's style, we might make trouble and humiliation to our sister republic by taking these Indians under our protection, as they ask of us, and that for reasons just as good as any alleged for the occupation of the Zambesi Valley by the English. The subjection of these Indians to the authority of Colombia has always been very nominal; long established and customary commercial rights have been violated by the custom-house authorities in seizing on merely technical grounds our ships which were carrying goods to them. Their location on the Isthmus of Panama would make their annexation to America as desirable as that of the Zambesi Valley is to the British Empire. Yet nobody in this country will propose seriously to invade the rights of the Colombian republic for these reasons, and the Congress furnishes the best opportunity for invoking the friendly offices of our other neighbors to secure the removal of the grievances, which have led these Indians to revolt and to hoist our flag.

The rejection of the Socialist bill by the German Reichstag is of importance as indicating that there are limits which Bismarck and his imperial master may not pass in encroachment on the personal liberty of the people. For years past the Reichstag has passed at every session the severest coercion laws for the suppression of the Social Democratic party, by breaking up meetings, putting down newspapers and choking off discussion in every way, besides imprisoning its leaders without trial, or sending them into exile. It was to this last measure that we owe a large number of the enemies of our own social order, who have come from Germany to help to overthrow government and property in America. The proposal to convert this temporary legislation into a permanent feature of German law was what the majority stumbled at. The Catholics joined with the

Liberals in refusing to put this enormous power into the hands of the government, first rejecting the clause which authorized the banishment of Socialists and then throwing out the entire bill. The combination thus formed may be broken by concessions to the Catholics, or rather to the papacy and the priesthood, which may issue orders to the Catholic representatives, as in the last general election. And there is no security that Herr Windhorst and his following will not eat their own words, as they did in the matter of the Army bill, and forego their duties to their country out of regard to the wishes of the head of their church. But the possibility of such combinations in the Reichstag is a permanent menace to the system on which Germany has been governed ever since 1867.

The Merchant's Self-Respect.

From the American Merchant.

There is much in the work and condition of the merchant to command his self-respect. We use the term merchant comprehensively, to include the manufacturer; for, while the merchant may not be a manufacturer, the manufacturer is a merchant. The successful merchant has ability. Chance and luck are excluded as they are from mathematics. What business succeeds without the ability of industry, punctuality, correctness, calculation, judgment, tact and management? In many cases these are all required in a high degree; and sometimes there is also required extensive and precise knowledge of geography, history, civil government, political economy, the condition of peoples, mechanics, chemistry and many other things that are beyond the imbecile. And this is not alone true of the great manufacturer, or the exporting or importing house. The head of a country store carrying many lines of goods, from a can of condensed milk or a barrel of flour, to a spool of cotton or a Lyons velvet, has need of many of these abilities and often shows them.

He brings within reach of his neighbors the products of every land, and all kinds of factories, to meet their needs, minister to their comfort, gratify their tastes and multiply their resources.

Thus he is an important agent in the improvement of society. Those aspects of civilized life appearing in buildings and housekeeping, and all other such circumstances of home life have their connection with him. He is an essential factor in the transition from the log house or "dug-out" to the mansion; from bare floors to handsome carpets; from slab benches to upholstered furniture; from wooden dishes to china and silver; from primitive coarseness and scarcity to civilized plenty and elegance, including books, music and pictures.

And while commerce is not set as a didactic teacher of virtue and opponent of vice, it is an important servant of our moral welfare in the respects mentioned. For, if luxury corrupts, scarcity starves, and the moral character seems to require material plenty and convenience for its best development.

Thus the merchant stands most respectfully among men, and he should respect himself, since, if his business brings him wealth, much more it serves his neighbors. Such a sense of his dignified relations to the public will relieve business of much of its drudgery and irksomeness, and will save the business man from narrowness and meanness. If he appreciates his position, he will not degrade it by conduct inconsistent with these views. Especially will he be upright in purpose, principle and conduct, and will cherish his self-respect as his principal profit.

The Only One.

The Chicago, Milwaukee & St. Paul Railway is the only line running solid Vestibuled, Electric Lighted and Steam Heated trains between Chicago, Milwaukee, St. Paul and Minneapolis.

The Chicago, Milwaukee & St. Paul Railway is the only line running solid Vestibuled, Electric Lighted and Steam Heated trains between Chicago, Council Bluffs and Omaha.

The berth reading lamp feature in the Pullman Sleeping Cars run on these lines is patented, and cannot be used by any other Railway Company. It is the great improvement of the age. Try it and be convinced.

For further particulars apply to the nearest coupon ticket agent, or address A. V. H. Carpenter, General Passenger Agent, Milwaukee, Wis., or Harry Mercer, Mich. Pass. Agent, Detroit, Mich.

The Book the Drummer Reads.

From the Indianapolis Journal.

"Probably very few travelers, as they affix their signatures to the register, notice the fact that nine-tenths of the best hotels in the country are supplied with such books by the same firm," remarked a Grand Hotel clerk yesterday. "Such is the case, however, and, what is more to the point, the registers do not cost the hotel a cent. They are supplied gratis by a firm in Chicago, who makes its money—and lots of it, too—from the advertising printed in the books. All that is asked of the hotels is a contract that they will use no other registers than those supplied by the firm mentioned, and it furnishes good books, with a fine quality of paper.

Sizes to Suit.

From the Chicago Tribune.

Salesman in shoe store (deferentially)—I hardly think a No. 2, ma'am, will—Customer (with some asperity)—That is the size I always wear, sir. If you have none, I will go elsewhere.

Salesman (equal to the occasion)—I was speaking of the ordinary No. 2. Here is a fine grade of shoe we call the amplified No. 2.

(Sells her a pair of fives.)

A Combination on Crackers.

Chicago parties are organizing a cracker combine on a capitalization of \$5,000,000. They propose paying \$3,500,000 for the leading cracker manufacturers of the country and have \$1,500,000 for a working capital.

CHUNKS.

Written for THE TRADESMAN.

Mrs. Healy—Good-mornin', Mistress Burke. How are ye, and how's the old man?

Mrs. Burke—La! Hain't you heard? The old man's dead.

Mrs. Healy—Du tell! When did it happen?

Mrs. Burke—It was only this week a Monday. He'd be'n aillin' fer some time, and kinder drapped away gradual like.

Mrs. Healy—Laws! but you strike me all of a heap. What did the doctor call it?

Mrs. Burke—I didn't have no doctor. He kep' a fallin' along and fallin' along, an' his appetite kep' a gittin' poorer 'n' poorer, till the fust thing I knowed he couldn't eat pie, an' when a Burke gits so'st' he goes back on pie, Mis's Healy, ye might jess es well hang crape onto the door-knob an' order his cawfin.

There are two things which a grocer should never permit to get out of balance—his scales and his ledger.

The editor of a local paper remarks that the influenza patients in his locality are beginning to leave out the quinine and take their whiskey straight. But there is nothing strange about that. The fellows who swore off January 1 have had just about time enough to thoroughly repent of their rashness, and had it not been for the quinine dodge, would have been back to their old tiddle days ago.

There, there, Dom, old boy. Don't cry, Dom. Console yourself, Dom, with the thought that you are not the first Pedro by a long way, Dom, that has been the cause of a thundering row.

That singular literary acrobat, Frank R. Stockton, has just published a new yarn which he calls "The Stories of the Three Burglars." Next thing we shall know, if Stockton does not tumble to himself pretty soon, he will be writing a sequel to it entitled "The Three Story Burglar."

Mr. William Nye visited the falls at Niagara last summer, and, as he stood in rapt contemplation of this colossal work of the Almighty, he forgot for a time that he was Bill, the humorist. But as he turned to leave and his identity came upon him with a dazzling rush, he was heard to murmur, as though speaking to himself: "Oh, water fall was there, my countrymen!"

The Prince of Schwarzborg-Rudolstadt has just died, yet he must have been a tough fellow, for he carried that name around with him for fifty-two years.

"The' hain't no good o' argifyin' with a tax collector," remarked the sage, as he slipped a handful of nails into his overcoat pocket. "The' hain't no good into it, fer the more ye talk the wuss ye be off. Now, I tried this year to argy the 'sessor outen my dorg tax. He'd be'n to my place a couple o' times, 'n' the las' time I thort I had him jess about convinced; but while I was talkin' with him in the front room, a constyble slipped into the stable an' hitched onto my yearlin' heifer to settle the bill."

GEO. L. THURSTON.

Insurance Agents Organizing for Protection.

From the New York Commercial Bulletin.

The fire insurance agents of Pennsylvania, in associating themselves together for the purpose of preventing incursions in their territory by their companies, have made a very commendable move, and by coupling the prosecution of unrepresented companies with the rebuking of the represented companies, they secure the support of many who might otherwise withhold their sympathy.

Nothing is more exasperating to a faithful agent, who labors earnestly for the company he represents, than to discover that, without consulting him, a policy has been written upon property in his territory by his company, particularly when that policy covers a risk which he has declined either on account of physical or moral hazard, or because the assured will not pay the tariff rate which the agent is in honor bound to secure. More than one self-respecting agent has returned his supplies upon unearthing such a state of affairs, and when the move of the Pennsylvania agents is noised abroad among the fire insurance agents of other States, it is very probable that there will be similar associations formed elsewhere, particularly if the Pennsylvania Association succeeds in achieving the objects of its formation. A number of the most successful companies steadfastly refuse to write policies over the heads of their agents, no matter how influential the New York broker may be who solicits the acceptance of the risk. Such a policy not only serves to increase the agent's interest in the welfare of the company, but is usually its own reward, as out-of-town business written over the counter has often hurried small companies into early graves, and has materially depleted the profits of larger companies.

The agent who is on the spot is familiar with the physical and moral hazard and the proper rate. If the risk is dirty and dangerous, if a serious exposure has been erected since the last map was made, or if a special hazard has moved into an adjacent building, he knows it, and can act accordingly. If the assured has had three or four suspicious fires, and evades the "Previous Fire Record" by a change of firm name; or if he is a

quarrelsome man, with unscrupulous enemies, and threats have been made to burn his property, the local agent, hearing the gossip of the town, can save his company money. A few days ago we noted an instance in which a frame summer hotel, tariff-rated at 4 per cent. for one year, had been written over New York counters at 1 per cent. for three years, or one-twelfth of the proper rate. The Pennsylvania agents have chosen a good time to enforce the laws against procuring insurance in unauthorized companies, as the decision in the Biddle case has frightened insurers in underground companies, and if the Association wages a successful war, the agents' commissions will amount to larger totals than heretofore.

The Condition of Trade.

From the New York Shipping List.

The little spurt of activity that characterized the movement of general trade last week in consequence of cold weather appears to have covered the requirements of buyers, although a low temperature still prevails, and accordingly the demand for staple merchandise has slackened, but the easier tendency of the money market seems to have imparted a more confident feeling to Wall street, which has been reflected in the bullish temper of the stock market. The bank statement which made its appearance on Saturday was more favorable than expected, the heavy increase in reserve having been due to large disbursements by the Treasury, as well as the return of currency from the interior, but the latter is the most significant feature, since the easier tendency of money in the interior, together with an improvement in mercantile collections, promises still further relief from that source. The high rates that have prevailed for loanable funds, both at home and abroad, since the beginning of the year, have no doubt had a restricting influence upon business operations, and the prospect of a favorable change in this respect necessarily imparts a more hopeful feeling. Speculation in cotton has continued active and under bullish influences, which has been stimulated by the small shipments from Liverpool. The shipments for export, although in excess of last year, are beginning to fall off, but the total export since September 1, when the crop year begins, has been 580,000 bales more than for the previous year. The grain markets have ruled quiet and without new feature, values fluctuating within narrow limits and the tendency being easier for wheat, flour and corn. The export movement is also smaller in comparison with previous weeks, the excess when compared with last year being due to the speculative conditions that prevented shipments at that time. There has been no change in the condition of the iron market, the demand for both crude and manufactured iron being quite slack, with the result that in some instances sellers are manifesting a disposition to accept lower prices, the only exception being steel rails, which some mills are holding at higher prices on account of the increased cost of material. Production has been enormously increased during the past six months, and the developments of the next few weeks will show whether or not there has been overproduction. Railroad earnings continue to show large gains compared with last year, and bank clearances indicate that the volume of business passing through the banks is larger than last year, which is all the more significant in view of the general quietude that prevails in speculative circles. The demand for anthracite coal has quickened but little, and with heavy stocks at tide water shipping ports, lower prices have been made for the purpose of effecting sales.

A Landlord With a Conscience.

A traveling man sends Boots and Shoes the following incident, which occurred on the route from Cincinnati to Columbus, Ga.:

The train stopped at a dinner station and the six hungry traveling men filed into the dining-room. The meal was voted unsatisfactory without a dissenting voice. Meat cold and underdone; tea and coffee insipid; the pie was apparently made before the fall of Babylon; the cake suggested tessellated pavement and there were no napkins. When the conductor's "all aboard" sounded, five of the drummers left "the price" with the landlord, which was fifty cents each. The sixth man, however, tendered a quarter with the remark:

"My friend, that was the worst dinner I ever sat down to. I don't propose to pay you more than twenty-five cents."

"That's all right," replied the landlord, closing on the quarter.

The fifth man, who was directly in front of the last man out, heard the dialogue and, extending his hand, said:

"Then there must be a quarter coming to me."

"Certainly," and the landlord returned twenty-five cents of his money.

"Hold up, gentlemen," shouted the two men to the four who had previously settled and were making for the train, "the proprietor has concluded to charge you only a quarter apiece for dinner."

And (remember this is a true narrative) back came those four men and collected twenty-five cents rebate.

"Gentlemen," said the landlord, "I ain't no hog, and blame me if I think the dinner to-day was wuth mo'n a quarter."

Notice to Stockholders.

The annual meeting of the stockholders of the Grand Rapids & Indiana Railroad Co. will be held at the general office, in the city of Grand Rapids, Mich., on Wednesday, March 5, 1890, at 1 o'clock p. m., for the election of thirteen directors constituting a board to serve for the ensuing year, and for the transaction of such other business as may be presented at the meeting.

J. H. P. HUGHART, Secretary.

Rising in the World.

Wholesale Merchant—We will give your boy a chance, sir, to learn the business, but the first year he will not receive any salary.

Father of the boy (dubiously)—What will he get the second year?

Merchant—Well, if he is faithful and apt, the second year we will double what he gets the first.

Lemon & Peters, WHOLESALE GROCERS.

SOLE AGENTS FOR
Lautz Bros. & Co.'s Soaps,
Niagara Starch,
Amboy Cheese.
GRAND RAPIDS.

"Our Leader" Goods.

Having stood the test of time and the battle of competition and come off victorious, we have no hesitation in recommending to the trade our line of

Our Leader Cigars,
Our Leader Smoking,
Our Leader Fine Cut,
Our Leader Baking Powder,
Our Leader Saleratus,
Our Leader Brooms.

WHICH ARE NOW LEADERS IN FACT

In hundreds of stores throughout the State. If you are not handling these goods, send in sample order for the full line and see how your trade in these goods will increase.

I. M. CLARK & SON.

NEW MOLASSES!

We have received large shipments of molasses, direct from the planters in Louisiana, which we are offering to the trade at our usual low prices.

Telfer Spice Company,

IMPORTERS OF TEAS, COFFEES AND SPICES.
1 AND 3 PEARL STREET.

P. STEKETEE & SONS,

Wholesale Dry Goods.

Our new line of fancy prints are all in stock for coming season. Allen's, Hamilton, Washington, Indigo, Merrimac, Simpson's, Garner's, plain and satine styles.

Also our new imported fine Satines in new colors and patterns. Dress Gingham, Seersuckers and Fancy Flannels, Zephyrs, Toile du Nord, Amoskeag, A. F. C., Cotton Hosiery, Underwear, Overshirts, Jackets, Overalls, Pants.

A large line of Notions, Neckwear, Windsor Ties, Etc. Correspondence solicited.

We Import All Our Fancy Buttons and Laces.

83 Monroe and 10, 12, 14, 16 & 18 Fountain Sts., GRAND RAPIDS.

FRUIT

Headquarters for Oranges, Lemons, Bananas, Nuts, Peanuts, Figs, Dates, Citron, etc. Ask for Price List.

The Putnam Candy Co.

BLIVEN & ALLYN,

Sole Agents for the Celebrated

"BIG F" Brand of Oysters.

In Cans and Bulk, and Large Handlers of OCEAN FISH, SHELL CLAMS and OYSTERS. We make a specialty of fine goods in our line and are prepared to quote prices at any time. We solicit consignments of all kinds of Wild Game, such as Partridges, Quail, Ducks, Bear, etc.

H. M. BLIVEN, Manager. 63 Pearl St.

The Michigan Tradesman

WEDNESDAY, FEBRUARY 5, 1890.

A CANDIDATE FOR BEDLAM.

(CONTINUED FROM FIRST PAGE.)

stifle her sobs, that he might not hear them. By and by he fell asleep, and the physician went away. Then Deborah's aunt came in and begged her to return to her room and rest, but she shook her head, saying she would rather remain where she was. "If I leave him," she continued, "it will do no good. I cannot sleep after this dreadful scene—and and he has no friend but me."

All through the long night she sat by the window, watching and thinking alternately. She felt that a crisis in her life was approaching, and she wondered dimly what it could be. Still more she wondered at Timothy's strange mishap. Had he been accidentally washed into the sea, or had he really intended to commit suicide? Could it be possible that, after all, his mind was affected, or had he determined to end his existence because—? When she reached this point in her reflections Deborah found herself unable to continue. A vague, nameless hope had sprung up in her heart. By degrees the night wore silently away, and she saw the gray mists of early morning roll aside like a curtain, and in their stead long streaks of crimson light appear in the eastern sky. With it all came delightful odors from the sea, which lay calm and still, like a sheet of deep blue crystal. She glanced toward the bed where Timothy lay. He was sleeping quietly, and a delicate flush had succeeded the deadly pallor of his skin. Unconsciously a deep-drawn sigh of relief escaped her. Then, worn out bodily and mentally, she let her head fall back upon her chair and slept also.

Timothy awoke in a short time, and his first impression naturally was an utterly bewildered one. Where was he? In Paradise? At the bottom of the ocean? In space? He had an indistinct recollection of what he had done the evening before. He remembered having walked calmly into the water. He recalled the cold chill produced by the waves, the partially-veiled moon, the faint starlight, the mist which in the distance seemed to rise like a gauze screen from the sea, the vivid radiance of the lights flashing in the semi-obscure city beyond the hotel and the confused strains of music.

After that everything was a blank. He must have been drowned, and, if so, what was he doing here in his own bed? Was he in death still doomed to inhabit the very earth from which he sought to escape during life? Or, if he was really alive, who had dragged him from his contemplated destruction? Who had been bold enough to declare that he should live when he desired to die? He sat up in bed, and to his still greater amazement, saw a female figure sitting at the far end of the room fast asleep. He rubbed his half-dazed eyes confusedly. Was he dreaming? Was he really dead, after all, and in another world? He looked again at the motionless figure. Why, it was Deborah—Deborah Smithson, the very person he had longed to escape from. He was astonished, however, to find that the idea of her presence was not so distasteful as it ought to be. A feeling of weakness suddenly overcame him, and he sank back again upon his pillow. He could not understand it in the least. Various contradictory ideas occurred to him indistinctly, like shadows from another world. He closed his eyes once more and waited quietly for something—he knew not what—to happen. Presently the door opened and a gentleman who was a stranger to him entered the room.

"Well," exclaimed the new-comer cheerfully, as he grasped Timothy's hand, "how do you feel?" He nodded his head wisely, and, without waiting for a reply, continued: "You're getting along splendidly. I should say. You must thank Mr. Smithson for that. Various contradictory ideas occurred to him indistinctly, like shadows from another world. He closed his eyes once more and waited quietly for something—he knew not what—to happen. Presently the door opened and a gentleman who was a stranger to him entered the room."

"Well," exclaimed the new-comer cheerfully, as he grasped Timothy's hand, "how do you feel?" He nodded his head wisely, and, without waiting for a reply, continued: "You're getting along splendidly. I should say. You must thank Mr. Smithson for that. Various contradictory ideas occurred to him indistinctly, like shadows from another world. He closed his eyes once more and waited quietly for something—he knew not what—to happen. Presently the door opened and a gentleman who was a stranger to him entered the room."

"Yes," she happened to be walking along the beach in that direction with her aunt. She has been sitting there all night, too, taking care of you," said the doctor, indicating Deborah by a gesture of his hand.

"I suppose," said Timothy after a pause, "that I ought to be very much obliged to you all. I don't think the world is such a very pleasant place, but as long as I'm here again I shall have to make the best of it. Good-morning, doctor; I need not detain you any longer."

"Oh?" said the doctor, utterly amazed. He had never been treated so unceremoniously, he thought. He recovered himself in a moment, however, bowed and left the room, saying he would come again should Mr. Whithouse send for him. When the door closed upon him, Timothy lay back and gave himself up to reflection. Gradually it dawned across him, particularly when he looked at Deborah, that he had made a fool of himself.

"Idiot that I am!" he exclaimed aloud. "For years I have been seeking the highest good, the most perfect enjoyment, and actually thought I had found them, while all the time I never even knew what constituted them." The idea struck him as being so ridiculous, that, for the first time in several months, he burst into a loud laugh.

At the sound, Deborah started up in alarm, her first impression being that he was delirious.

"Well, child," said Timothy calmly, "so you saved my life, did you? I suppose I must thank you."

"If you get well again," she replied, approaching him slowly, "I shall be more than repaid. I shall never forget the horror of that discovery, or the anxiety which has followed." As she spoke, her eyes closed involuntarily.

"Come here, child," he said gently,

"Come close to me; I have something to tell you."

She advanced wonderingly, but her pale face flushed a little.

"Deborah," he said, and it seemed to them both that he was speaking in an entirely new voice—"Deborah, my little friend, I have made a mistake, a sad mistake. I have been seeking my happiness in the wrong direction. I thought it lay in books and solitude, but it is not so. It is embodied in something infinitely more beautiful. I love you, Deborah. Can you find your highest good in me, as I have found mine in you? Answer me, child." His voice had sunk to an eager whisper.

Deborah felt herself tremble from head to foot. The crisis she was expecting had come. It surprised her greatly, and yet it seemed perfectly natural. She bent down and, with a sudden impulse, laid her hand on Timothy's forehead.

"You have found yours now," she said. "I found mine long ago. It lay concealed, I think, in the little vellum-bound book that you dropped upon the sand, and which I returned to you."

CLARA LANZA.

The Dangers of Bottled Milk.

When we take into consideration milk as being one of the chief necessities of the sick-room and nursery, we cannot deny that it, above all things, demands our greatest attention, says Dr. E. Blackwell in *Medical Record*. Oftentimes it has occurred to me, when seeing bottles of milk brought into the sick-room, how easily these may serve as a means of carrying poison or germs from one place to another. Realizing the danger and importance of this subject, I have given the matter some attention, and investigated the methods of several prominent milk-dealers of our city. The first, and one important point to be considered in bottled milk, is the great amount of dishonesty practiced among milk-dealers. It is very exceptional that the reality is as we picture it. There are very few firms who bottle their milk in the country. On the contrary, it is brought here about 1 or 2 o'clock in the morning (in large cans), and put in bottles after its arrival. Thus it may happen that your next-door neighbor may get the same milk for less money and of the same quality for which you yourself pay extra. This is a great fraud practiced in our country, and few suspect it. As in every other business, the almighty dollar is the chief attraction. People have fancies, and those fancies must be gratified in order to retain their custom. The very thought of its being bottled in the country, retaining the fragrance and purity of the farm, is in itself sufficient to induce many people to buy it in this form. Yet it is fair here to state that some dealers are perfectly honest in this respect, while others are deceptive. Again, when we think of these bottles being cleaned in a vat of water where dozens of others have been washed, how can we expect thorough cleanliness? Many may say the large cans are no more thoroughly cleansed. But observation and common sense convinces one that a large can could be much more thoroughly washed than a narrow-necked and small bottle. Admitting for a moment that the large cans were no better washed than a bottle, we could not contract half the poison, comparatively, from a forty-quart can that we could from forty-one quart bottles. Here comes in the most important point in this paper, viz., the contagion which might result from the indiscriminate use of these bottles. The very same bottles you use this morning may have been standing in a sick-room yesterday. Patients oftentimes drink immediately from the bottle. It is reasonable to suppose that, having stood in the sick-room, they are as much impregnated with poison as any article in the room. Often the bottles are closed in the sick-chamber, thus shutting in the dreaded germs, and doubling thereby the extent of danger feared. The ordinary cans from which milk is dipped never enter a house, and hence must be more pure. They stand no chance of being contaminated with disease. The only argument or point that can be raised in behalf of bottled milk is, that no dirt can enter, as occasionally does, in milk dipped from large cans. But who would not prefer a trace of dust to a trace of some dread disease. The risk is certainly great, and should receive our earnest attention.

MICHIGAN DAIRY NOTES.

It is reported that a Fairfield cheese factory lost \$800 by the failure of H. C. Haskins & Co., the Toledo commission merchants.

J. J. Tobias, who conducts a cheese factory at Okemos, has purchased a planing mill at Williamston and will convert it into a cheese factory.

The Wayland *Globe* of recent date contains the following: "C. C. Williams, salesman and cheese maker at the Clover Hill cheese factory, in Leighton township, Allegan county, has left for parts unknown and taken with him nearly \$1,000 belonging to the patrons. His partner, Ashley Herrinton, went to Allegan last week Monday and secured a warrant for Williams' arrest, since which time the officers have been in pursuit of him, but up to this writing he has not been caught. We learn that Thursday night last he purchased a ticket in Grand Rapids for Chicago. The matter, it seems, was kept quiet for some time in hopes that Williams would return, as agreed, and pay off the farmers for their milk. It has caused quite an excitement among the parties interested, who say they will have him 'behind the bars' if it costs the balance of their summer's income from the cows."

To Clean Chimneys.

Lamp chimneys when smoked may be easily cleaned without water by holding in the steam of a tea-kettle. Wipe out with a newspaper and finish with a cloth. If only slightly dimmed, one application of steam is sufficient.

THE SIXTH ANNUAL.

The Coming Meeting of the Michigan Dairymen's Association.

The sixth annual convention of the Michigan Dairymen's Association will be held at Allegan on Tuesday, Wednesday and Thursday, February 11, 12 and 13. The programme, so far as arranged, will be as follows:

TUESDAY AFTERNOON, 1:30.

1. Call to order by President Horton.
2. Prayer by Rev. H. W. Harvey.
3. Address of welcome by H. H. Pope.
4. Response in behalf of Association by S. J. Wilson, Flint.
5. President's annual address.
6. Reports of Secretary and Treasurer.
7. Report of Executive Board.
8. Receiving of new members.

TUESDAY EVENING, 7:30—CHEESE SESSION.

1. "Cheese for Export"—J. H. Murdaugh, Crosswell.
2. "Our Markets"—Hon. Milan Wiggins, Bloomington.
3. "Needed Legislation"—Hon. E. N. Bates, Moline.
4. "Looking Backward"—Frank E. Pickett, Wayland.
5. "Advantages of Selling the Retailer Direct"—A. D. Power, Northville.
6. "Reminiscences of Pioneer Days"—Rufus Baker, Fairfield.

WEDNESDAY MORNING, 9:00.

1. "Comparative Merits of Summer and Winter Dairying"—W. H. Parmalee, Hillsdale.
2. "Butter and Cheese Making as a Profession"—J. H. Monrad, Chicago.
3. "Our Association—Should It Be Placed on a More Solid Foundation?"—Addresses by Hon. Chas. W. Garfield, Hon. S. L. Fuller and others.
4. "Best Feed for Keeping Up Flow of Milk in Fall"—S. M. Eggleston, Hopkins.
5. "Food Elements for Dairy Cows"—Hon. Milton George, editor *Western Rural*.
6. "The Silo as an Adjunct of Profitable Dairying"—Prof. A. J. Cook, Lansing.

WEDNESDAY AFTERNOON, 1:30.

1. Recitation, "So, Bos"—Miss M. Jewett, Allegan.
2. "Commercial Fertilizers, as Applied to Forage Crops"—Prof. R. C. Kedzie, Lansing.
3. "Ten Cent Butter; Its Cause and Cure"—Mrs. Constance Jewett, Allegan.
4. "Care of Dairy Cows"—E. L. Lockwood, Petersburg.
5. "Proposed Dairy Experiments at the Agricultural College"—Prof. Eugene Davenport, Lansing.

WEDNESDAY EVENING, 7:30—CREAMERY SESSION.

This session will be devoted solely to papers and discussions relating to the factory creamery.

1. "How to Operate a Co-operative Creamery"—S. J. Wilson, Flint.
2. "Cold Storage in Connection with the Creamery"—Chas. P. Jackson, Chicago.
3. "Relation of the Egg Business to the Creamery"—S. O. Giddings, Romeo.
4. "Co-operation in Butter Making"—Adam Sherk, Caledonia.
5. "Ups and Downs of the Creamery"—J. O. Chapin, Lowell.

THURSDAY MORNING, 9:00.

1. Report of Committee on Exhibits.
2. Supplementary report of Secretary and Treasurer.
3. Election of officers.
4. Report of Committee on Resolutions.
5. Unfinished business.
6. Adjournment.

After each paper is read, time will be given for discussions pertinent to the subject.

A Question Box will be introduced and opened as often as the opportunity presents itself.

As the Railway Association of Michigan declines to grant reduced rates to conventions, all interested in dairying in any of its branches should make a special effort to attend.

Inventors, manufacturers and dealers are invited to make an exhibit of the dairy goods in which they are interested. Ample space will be provided for articles of merit, especially those new to the dairy public.

W. E. Ryan has been selected to act as Local Secretary and will give painstaking attention to any matters placed in his charge.

At the Towel Counter.

From the Detroit Free Press.

The soul and body of the dry goods clerk waxeth weary when he sees three women headed for his counter. One is bad enough; two are worse, but three women in counsel over the merits of a bath towel are enough to make a poor worn-out clerk wish he might depart from earth by the electricity method.

"It seems like quite a good one for the money, doesn't it," says the intending purchaser.

"Well, I don't know," says the other, holding the towel up at full length and eying it critically. "I got one quite as good for thirty-seven and a half cents at White's."

"You did?"

"Yes; but it was eight or nine weeks ago, and I don't s'pose they've any more like it."

"I may be mistaken, but I've an idea it would shrink," says number three, taking the towel from number two and wrapping a corner of it over her finger.

"See, it's a little thin."

"Well, I wouldn't mind if it did shrink a little, because—oh, look at this one! Isn't it lovely?"

"Beautiful! How much is it?"

"A dollar and a half."

"Mercy! I'd never pay that for a bath towel."

"Nor I."

"Those colors would fade."

"Of course they would."

"Do you know, I like good, plain crash as well as anything for towels?"

"I don't know, but—see these towels for fifteen cents. I paid twenty-five for some last week not a bit better."

"Let's see; are they full length? Yes. They are cheap. I've a notion to—but I guess I won't. I have so many towels now."

"They're a bargain, if one really needed them."

"How do you like towels used as tidies?"

"Horrid!"

"I think so, too."

"So do I—oh, let me tell you, I saw a woman on the street one day with an apron made out of a red and white fringed towel."

"Mercy! Looked like fury, didn't it? How was it made?"

"Oh, one end was simply gathered to a band, and—there, the towel was just like this one; and she'd taken it so, and gathered it in so, and—really, it didn't look so bad, after all."

"Do you suppose the colors would run in this border?"

"Well, I hardly know. I had one very much like it once, and the colors in it ran dreadfully the very first time I washed it."

"Then I'll not take this, for I—why, if it isn't 4 o'clock, and—"

"Who'd ever have thought—"

"I must go."

"And I—no, I'll not take the towel today."

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 00/16 00
White Ash, log-run	35 00/40 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 00/13 00
Maple, Nos. 1 and 2	23 00
Maple, clear, flooring	25 00
Maple, white, selected	25 00
Red Oak, log-run	30 00/32 00
Red Oak, Nos. 1 and 2	35 00/38 00
Red Oak, 1/4 sawed, 6 inch and up	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	27 00
Walnut, cull	25 00
Grey Elm, log-run	12 00/13 00
White Elm, log-run	14 00/16 00
White Oak, log-run	30 00/32 00
White Oak, 1/4 sawed, Nos. 1 and 2	42 00/45 00

Creamery Outfit For Sale or Trade.

I have on hand a complete creamery outfit, consisting of the following:

- One 200-gallon square churn.
- Two 200-gallon cream vats.
- One Mason butter worker.
- Six galvanized gathering cans.
- One Reids' shipping box, to hold 120 pounds of butter in trays.
- One I. X. L. butter print machine, 1-pound prints.
- Two skimming pails, covered.
- One strainer pail.
- One buttermill strainer.
- A quantity of glass testing tubes.
- Lot of pointed skimmers.
- About 100 5 1/2-gallon Fairbank setting cans.

Will sell the whole outfit at a bargain. It is all practically as good as new, having run but four months. The country here is too new for the business. I will sell this at a big discount for cash or good security, or will take in trade a good team of work horses. Would take a good Perkins or Hall shingle mill or a planer and matcher, but machinery must be in good repair, practically as good as new. If parties have a good shingle mill without power, will pay the difference. Is I can not sell all together, will sell any of the articles separate.

JOHN KOOPMAN,
Falmouth, Mich.

A. D. Spangler & Co

WHOLESALE DEALERS IN

FRUITS AND PRODUCE

And General Commission Merchants.
EAST SAGINAW, MICH.

We buy and sell all kinds of fruit and produce and solicit correspondence with both buyers and sellers.



EGG CASES & FILLERS.

Having taken the agency for Western and Northern Michigan for the LIMA EGG CASES and FILLERS, we are prepared to offer same to the trade in any quantity.

	Lots of 100.	Less than 100.
No. 1—30-doz. Cases, complete	33 c.	35c.
No. 1—Fillers, per set	9 1/4 c.	10c.

Parties ordering Fillers have to buy one Case with every 10 sets of Fillers, no broken cases sold, making 10 sets with Case \$1.25 (10 Fillers and 8 Dividing Boards constitute a standard set). Strangers to us will please remit money with their orders or give good reference.

LAMOREAUX & JOHNSTON, 71 Canal St., Grand Rapids.

Putnam Candy Co.,

HEADQUARTERS FOR

FLORIDA ORANGES, LEMONS, NUTS, ETC.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.
WE CARRY A STOCK OF CREAM TALLOW FOR MILL USE.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun	45
No. 1 "	48
No. 2 "	70
Tubular	75
LAMP CHIMNEYS—Per box.	
6 doz. in box	1 85
No. 0 Sun	2 00
No. 1 "	2 00
No. 2 "	3 00
First quality.	
No. 0 Sun, crimp top	2 25
No. 1 "	2 40
No. 2 "	3 40
XXX Flint.	
No. 0 Sun, crimp top	2 60
No. 1 "	2 80
No. 2 "	3 80
Pearl top.	
No. 1 Sun, wrapped and labeled	3 70
No. 2 "	4 70
No. 2 Hinge, " "	4 70
La. Basic.	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 "	1 50
No. 1 crimp, per doz.	1 35
No. 2 "	1 60
STONEWARE—AKRON.	
Butter Crocks, per gal.	06 1/2
Jugs, 1/4 gal., per doz.	75
" "	80
Milk Pans, 1/4 gal., per doz. (glazed 66c)	65
" "	75



TIME TABLES.

Grand Rapids & Indiana.

In effect Nov. 17, 1889.
TRAINS GOING NORTH.

Leave.	Arrive.
Traverse City & Mackinaw	7:10 a.m.
Traverse City Express	9:40 a.m.
Traverse City & Mackinaw	11:30 a.m.
From Cincinnati	8:50 p.m.
Cadillac (Mixed)	6:30 p.m.
Through coaches for Saginaw on	7:10 a.m. and 4:30 p.m. train.

GOING SOUTH.

Leave.	Arrive.
Cincinnati Express	7:15 a.m.
Fort Wayne Express	11:45 a.m.
Cincinnati Express	6:30 p.m.
From Mackinaw & Traverse City	10:40 p.m.
From Cadillac	9:35 p.m.

Train leaving for Cincinnati at 6 p.m., and arriving from Cincinnati at 9:30 p.m., runs daily, Sundays included. Other trains daily except Sunday.

Sleeping and Parlor Car service. North—7:00 a.m. and 4:10 p.m. trains have sleeping and parlor cars for Mackinaw. South—7:15 a.m. train has chair car and 6 p.m. train Pullman sleeping car for Cincinnati.

Muskegon, Grand Rapids & Indiana.
In effect Nov. 10, 1889.

Leave.	Arrive.
7:00 a.m.	10:15 a.m.
11:15 a.m.	2:45 p.m.
5:40 p.m.	8:45 p.m.

Leaving time at Bridge street depot 15 minutes later. Through tickets and full information can be had by calling upon A. Alquist, ticket agent at depot, or Geo. W. Musson, Union Ticket Agent, 67 Monroe St., Grand Rapids, Mich.

C. L. Lockwood, Gen'l Pass. Agent.

Detroit, Grand Haven & Milwaukee.

Leave.	Arrive.
Morning Express	10:30 p.m.
Through Mail	4:10 p.m.
Grand Rapids Express	10:40 p.m.
Night Express	6:40 a.m.
Mixed	7:30 a.m.

Detroit Express

Detroit Express and Evening Express have parlor cars attached and make direct connections in Detroit for all points East.

Morning express and Grand Rapids express have parlor cars attached. Night express has Wagner sleeping car to Detroit, arriving in Detroit at 7:30 a.m.

Through railroad tickets and ocean steamship tickets and sleeping car berths secured at D. G. H. & M.'s office, 38 Monroe St., and at the depot.

J. W. Lounsbury, Traffic Manager, Detroit.

Toledo, Ann Arbor & Northern.

</

GROCERIES.

THE SUGAR SITUATION.

Review of Last Year's Market--Crop Prospects.

From the excellent review of the sugar market for 1889, compiled by the New York Shipping List, THE TRADESMAN reproduces the following extracts:

The keynote to the exciting and somewhat extraordinary events that go to make up the history of the sugar trade during the year 1889, was the partial failure of the cane crops in several of the largest producing countries, which at one period threatened to result in a considerable shortage in the world's available supply, notwithstanding that the yield of beet sugar in Europe was in excess of the year previous, and, up to the present crop, was the largest on record. Upon the strength of this prospective shortage, an active speculative movement was carried on in Europe, as well as in this country, which resulted in a steady advance in prices during the first six months of the year in all the markets of the world; but, before the expected climax had been reached, a collapse took place, followed by a period of liquidation, and by the time that had been completed, the increased estimates of the growing beet crop caused prices to drift down to a lower level than existed when the year opened, so that the closing months of the year witnessed a depression, although the previous depression had been replaced by a more hopeful feeling.

The most important falling off was in the yield of the Island of Cuba and the Empire of Brazil, the quantity exported to this country from Cuba being about 60,000 tons less than the year 1888, and the smallest in ten years; while the receipts from Brazil were a little more than one-half those of the previous year, and likewise the smallest in ten years. The deficit was partially made up by the increased importations from the Philippine Islands, but the total importations of foreign sugar from all sources of supply was about 75,000 tons less than in 1888, and the smallest since 1883. As soon as this shortage was definitely foreseen, values began to stiffen all over the world, and in Europe a syndicate of capitalists attempted to get control of the supply of beet, for the purpose of creating a corner and marketing their accumulation, when this artificial famine had been created, at highly inflated prices. The carrying out of this scheme necessarily involved the above combination in enormous speculative operations, which became the controlling factor in establishing values in all of the markets of the world, and from week to week, under the stimulus of wild speculation, prices steadily advanced until quotations in the London market reached, early in July, 28s. 4d. for beet and 25s. 3d. for cane; but, when least expected, financial complications caused the collapse of the syndicate, and then followed a general liquidation.

In this country, speculation was of a somewhat different character and confined almost wholly to refined, of which not only the refiners accumulated a heavy surplus, but dealers, encouraged by the large profits they made as prices moved up during the spring and early summer, loaded up with all the stock they could carry, under the belief that much higher prices were inevitable. As a consequence, when the crash came, the ordinary channels of distribution were absolutely so full that for a time there was practically no outlet for the supply in the hands of refiners. Business, therefore, came to a stand, and so remained until the intermediate accumulation had been liquidated by the natural course of consumption.

Another important feature in the course of trade in this country has been the influence of the Sugar Trust, which during the greater part of the year has been a prominent factor in regulating the price of both raw and refined, and in controlling consumption, and in these respects it has been all powerful. A very large proportion of the raw material consumed by its refineries has been bought direct in producing countries, and hence the business transacted in spot parcels in this market has been comparatively meager, while the price of refined has been maintained at a relative difference above the value of raw, that has insured a satisfactory profit. That the operation of the Trust has been profitable is shown by the handsome dividends—10 per cent.—it has distributed; but the independent refineries have been equally fortunate, for they have kept close under the shadow of the Trust and reaped the benefits of the monopoly without being subject to the opprobrium with which it has been regarded. Perhaps the most significant feature of the Sugar Trust has been the speculation that has been carried on in its certificates, which, although more directly connected with the stock market, has been, nevertheless, indirectly a feature in the history of the sugar trade during the year under review.

Speculation in these certificates, which from the formation of the Trust until last spring had been more or less dormant, suddenly bounded into activity, and from about 72½ the price was gradually advanced, as interest increased, until it reached 126½ and became an absorbing feature of the Stock Exchange; but at this point the tide turned, and since then their value has dropped to 50, notwithstanding that a 10 per cent. dividend has been maintained. It would be useless to attempt to account for this heavy decline in value, as rumor has been the only source of information; those who control the Trust having refused to make public any information regarding its operations or its condition. It is enough to say, however, that the certificates have become a speculative football for the manipulation of professional operators; but it is generally believed that some of the prominent holders of these certificates, who created the Trust, sold out a very large proportion of their holdings while prices were at their highest point, and since then have paid more attention to the stock market than to the refining operations of the Trust. It is further true that public sentiment has been bitterly against the Trust, and its existence is now threatened by legal proceedings that have been in progress through-

out a greater portion of the year and are still hanging over it.

Still another significant feature that is likely to exert a more important influence upon the course of trade during the current year, so far as the Trust is concerned, is the completion of Mr. Spreckels' refinery in Philadelphia, which will become the most formidable rival with which the Trust has had to contend, and which, in connection with the other independent refineries, necessarily afford the Trust a much narrower field in which to operate, and materially curtail the weight and extent of its influence. They are not only competitors with the Trust in making its product, but also as buyers of raw sugar.

IMPORTATIONS OF FOREIGN.

The importations of foreign sugar through the Atlantic and Gulf ports during 1889 show a decrease of 58,775 tons compared with the previous year, and are the smallest since 1883. The cause of this falling off has been already pointed out, but the importations upon the Pacific Coast were very much in excess of the previous year, so that the total importations for the whole country aggregate 1,189,691 tons, which is a falling off of only 28,921 tons as compared with 1888. The receipts at the several ports show some significant changes in comparison with the previous year. At Philadelphia, where all the refineries are independent of the Trust, there was a heavy increase in the importations, which were 27,293 tons in excess of 1888, while at Boston there was an equally important decrease, the falling off being as much as 17,322 tons. These figures show conclusively that in comparison with the previous year the Trust refineries turned out much less, while the output of independent refineries was materially increased. With respect to the relative proportion of the supply received from the several producing countries, there is a falling off in comparison with the previous year in the receipts from Cuba, Brazil, the British West Indies and Europe, the latter being almost wholly beet sugar, while there was a large increase in the shipments from Java and the Philippine Islands and a moderate increase from the islands of Hayti, Trinidad, Martinique, Guadeloupe, Porto Rico and St. Croix.

A very large proportion of the shipments that came to refiners were purchased direct either loading or to land, and hence the quantity imported by merchants for sale on the spot, and the stocks carried by importers in the several markets, show a large shrinkage. At the end of the year the stock in first hands was about one-half what it was at the beginning. The receipts from the Pacific Coast again show a large increase compared with any previous year, and are, therefore, the largest in the history of the refining industry west of the Rocky Mountains. The Hawaiian Islands furnished the bulk of the supply, a small quantity and the remainder from Central America, and the remainder from the East Indies. The Trust refinery in San Francisco, which is known as the American, was the largest consumer of the importations from the Sandwich Islands, since that enterprise likewise controls a large proportion of the plantations in those islands. The independent, or Spreckels refinery, was a large consumer of the East India importations.

THE LOUISIANA CROP.

The next important source of supply is the product of the Southern States, of which Louisiana is by far the largest producer. As the grinding of the cane begins about the 1st of November, the product is marketed from that time up to the succeeding February or March, and accordingly it is quite impossible to estimate or apportion the quantity that has passed into actual consumption previous to and after the 1st of January in each year. For statistical purposes, therefore, it is more convenient and just as accurate to take the entire yield of the crop year as having been distributed within the calendar year that closes the season. The yield of the crop year 1888-1889 is therefore counted as having been consumed during 1889. According to the reliable compilation of A. Bouchereau, of New Orleans, who has been long recognized as a standard authority, the crop of 1888-89 produced 267,881 hhds. or 144,878 tons, against 285,158 hhds. or 157,971 tons the year previous, which is a decrease of 18,093 tons, or a little more than 8 per cent. Nevertheless, the crop was unusually large in comparison with previous years and points to a considerable expansion of the cane industry within the past three years, due in part to a greater acreage of cane and better cultivation and in part to the equipment of sugar houses with new and modern machinery for crushing the cane and extracting the juice. The remaining Southern States where cane is grown are estimated to have yielded 9,031 tons, which added to the above amount gives 156,909 tons as the total product of the Southern States, against 167,814 tons the year previous. Excessive rains and disastrous storms during the summer of 1888 greatly damaged the crop, destroying a good deal of growing cane, and accounts in a great measure for the falling off in the yield of the crop, for otherwise the weather was favorable throughout the growing months as well as during the grinding season. There were 138,384 acres of cane ground, which shows an increase of nearly 3,000 acres compared with the previous year. Planters using modern machinery and appliances obtained an average of 2,743 pounds of sugar per acre, or 143 pounds of sugar per ton of cane ground, which is a smaller yield per acre, but an increased yield per ton of cane in comparison with the preceding year. Those using other appliances in operating the sugar house obtained 2,113 pounds of sugar per acre, or 119 pounds of sugar per ton of cane ground.

MOLASSES SUGAR.

The supply of low grade sugar obtained from the reboiling of foreign molasses shows a considerable decrease compared with previous years, the falling off being due to the smaller supply of molasses incident to the small sugar crop in the island of Cuba.

MAPLE SUGAR.

The estimates of the yield of sugar from the maple groves is not as accurate as it might be, but no reliable statistics of the entire yield are procurable. So

far as can be gathered, however, from the various sources of information that are available, the winter and spring of 1889 was favorable for sap, and the yield of sugar was slightly in excess of the previous year. The New England and Western States are estimated to have yielded about 22,000 tons.

DOMESTIC BEET AND SORGHUM.

California is still the banner State with respect to the development of the beet industry. The results of Mr. Spreckels' venture in 1888 were most encouraging, and demonstrated beyond question that not only could beets be profitably grown, but that it was equally practicable to manufacture good, merchantable sugar therefrom. The results of the present season are not yet accessible, as the operations of the factories have not been completed, but the increased acreage of beet under cultivation promises a much larger yield—roughly estimated at 2,400 tons sugar. Fabrication commenced about the middle of last November and is likely to continue until March. In addition to the factory at Watsonville, the plant for another has been shipped from Hamburg to San Francisco, and the next season will probably witness the running of two factories. The further development of this industry would seem to be only a question of time, as the growing beet and manufacturing sugar has also been made during the past year in Kansas, the result of which was the production of sixty tons of sugar, and this is considered so encouraging that operations upon an extensive scale will be undertaken for the next season. Preparations are also being made for the erection of a factory in Nebraska, the plant having been purchased in Germany.

The cultivation of sorghum has been carried on upon an extensive scale in Kansas for a number of years, in fact, it has been one of the most important agricultural products of that State. In 1888 there were, according to official statistics, 206,923 acres of sorghum under cultivation, which yielded 5,198,100 gallons of syrup, and the value of the crop, including seed and forage, was \$5,106,188. After long and patient investigation, the manufacture of sugar from sorghum has been made practical; but while the development of this new industry has had to contend with many difficulties and some disastrous experiences, it has made sufficient progress to be entitled to recognition as a fairly established industry. According to the official report of the Sugar Inspector of the State, there was produced in 1888, 698,274 pounds of sugar, while this year the result has been 1,293,274 pounds firsts and 250,000 pounds seconds, or a total of 689 tons. This result is considered most encouraging, even in the face of unpropitious weather in some parts of the State, which retarded the growth of the cane; a lack of experience in working some of the factories; insufficient capital and the application of unbusiness-like methods in conducting the operations of others. But the prospect of establishing a prosperous industry was never more hopeful than it is now.

The total consumption of all kinds of sugar for the year 1889 was 1,422,908 tons, a decrease of 47,089 tons, or 3.11 per cent. compared with the previous year. This represents the total deliveries of foreign to the refiners during the year, which, after deducting the exports of raw and refined, amounted to 1,196,567 tons, but does not take into account the stocks they may have carried over, either in the refineries or in bond; to which is added the supply received from the various sources from which the domestic product is obtained, and which aggregated 226,341 tons. The most important feature is the large increase in consumption shown for the Pacific States. After deducting the stock of raw sugar in San Francisco at the end of the year, the refineries in that city are found to have manufactured and distributed about 30,000 tons more than in 1888. This is due to larger extent of territory over which they have marketed their product, the keen competition between the rival refineries having caused them to find an outlet as far east as the Ohio River, Western Pennsylvania and down the Mississippi River. The prices of refined sugar have been cut in every possible direction where favorable railroad freights could be obtained, the sales being invariably made at a price delivered to the buyer. In this way competition has been unusually keen throughout the year, much more so than the surface appearance of the market from day to day would indicate, for, while prices were held steady, the cutting was done by means of special rebates and allowance on freight.

While the apparent consumption of the country shows a falling off compared with the previous year, this decrease is not altogether real, for probably the quantity of sugar actually consumed was really greater than shown by statistics. Three causes have contributed to this shrinkage: first, high prices have been the most important factor; second, the fruit crop last year was comparatively small and seriously curtailed the operations of the canning industry, and, third, the wide fluctuations in the price of refined caused a close consumption of the working stocks of dealers, or, in other words, what is often termed the invisible supply, and competent authorities estimate that at the end of the year this quantity had been reduced to a minimum throughout the country.

The total consumption in the United States for the past twelve years has been as follows:

Year	Tons	Value
1889	1,422,908	\$1,107,091
1888	1,470,000	\$1,070,920
1887	1,397,266	\$1,008,932
1886	1,389,079	\$987,169
1885	1,345,274	\$921,296
1884	1,205,283	\$773,478

The Grand Rapids trade can be supplied by GOSS & DORAN, 138 South Division street. Telephone, 1150.

The relative per capita consumption (given in pounds) in this and a few European countries is as follows:

Country	Per Capita Consumption (lbs.)
Great Britain	14.7
Germany	14.7
United States	14.7
France	14.7
Belgium	14.7
Sweden	14.7
Denmark	14.7
Netherlands	14.7
Switzerland	14.7
Austria	14.7
Prussia	14.7
Italy	14.7
Spain	14.7
Portugal	14.7
Greece	14.7
Turkey	14.7
Russia	14.7
Poland	14.7
Czechoslovakia	14.7
Slovakia	14.7
Hungary	14.7
Croatia	14.7
Slovenia	14.7
Serbia	14.7
Romania	14.7
Bulgaria	14.7
Greece	14.7
Turkey	14.7
Russia	14.7
Poland	14.7
Czechoslovakia	14.7
Slovakia	14.7
Hungary	14.7
Croatia	14.7
Slovenia	14.7
Serbia	14.7
Romania	14.7
Bulgaria	14.7

Our goods are guaranteed to be made from wholesome fruit and are free from any adulteration or sophistication. See quotations in grocery price current.

The Grand Rapids trade can be supplied by GOSS & DORAN, 138 South Division street. Telephone, 1150.

You can make more money by using Satisfaction Scales - Why don't you?

For Sale by Leading Wholesale Grocers.

Apples--Dealers hold winter fruit at \$2.25 per bushel. Dealers pay \$1.25 for unpicked and \$1.30 for picked, holding at \$1.60 per bushel. Beets--40¢ per bushel. Beans--There is no improvement in the market and no prospect of any improvement. While fancy grades of creamery are scarce and in active demand, low grades are as common as mud and about as sluggish and useless, so far as business is concerned. Buckwheat Flour--\$4 per bushel for New York. Cabbages--\$2.25 per 100. Cheese--Fair stock of full cream commands 16¢ per lb. Cider--\$2.00 per gal. Cooperage--Pork barrels, \$1.25; produce barrels, 25¢. Cranberries--Bell and Cherry is in fair demand at \$4 per box or \$10 per bushel. Dried Apples--Evaporated are held at 8¢ per lb. The market is dull and sluggish. Dealers pay 13¢ per doz. for most offerings and hold at 15¢. Eggs--The market is dull and sluggish. Dealers pay 13¢ per doz. for most offerings and hold at 15¢. Field Seeds--Clover, mammoth, \$4.35 per bushel; medium, \$3.75; Timothy, \$1.50 per bushel. Honey--Pure and slow sale. Clean comb commands 15¢ per lb. Maple Sugar--Genuine, 12½¢ per lb. Unions--Good shipping stock is scarce and in active demand. There is a fair shipping demand from the South and East, but not strong enough to build any high hopes on. Dealers continue to pay 30¢ per bushel. Potatoes--Dressed is falling off in demand. Squash--Hubbard, 3¢ per lb. Sweet Potatoes--Illinois stock commands 8¢ per bushel. Tomatoes--Early Southern stock commands 8¢ per bushel. Turnips--3¢ per bushel. The following table of comparisons will prove interesting:

Year	United States	Germany
1879	37.4	67.6
1880	39.9	65.0
1881	42.5	68.6
1882	45.3	71.6
1883	47.7	73.2
1884	49.4	74.1
1885	48.9	70.0
1886	51.8	73.0
1887	52.2	73.0
1888	53.1	73.0
1889	50.3	73.0

One of the most prominent features of the year 1889 is the high point to which prices were carried during the speculative excitement that culminated during the first week in July; the first six months being marked by a gradual and at times rapid advance to that point, while during the last six months there was an equally rapid decline, so that at the close of the year the value of both raw and refined was lower than at the beginning. The highest prices for raw were on the basis of 7½ cents for 89 test Muscovado and 8½ for 96 test centrifugal, but the average of these two grades for the entire twelve months, while not as high as might have been expected, was, nevertheless, the highest average since 1883. The same is true with respect to refined, the highest price for granulated being 9½ cents, but the average for the year is only 7.89 cents, which is the highest average for that grade since 1883. The following table of comparisons will prove interesting:

Year	United States	Germany
1879	9.30	6.75
1880	8.81	6.82
1881	9.80	6.28
1882	9.70	6.28
1883	9.70	6.28
1884	9.70	6.28
1885	8.65	7.18
1886	8.65	7.18
1887	8.65	7.18
1888	8.65	7.18
1889	8.65	7.18

The forecasting of the future has become an important factor in the fluctuations of market values, and hence the progress of growing and maturing crops is watched with more than usual interest, and every effort is made to forecast the probable yield of all sources of supply, for the world's production of merchandise is now distributed without regard to distance or time, and a large proportion of the sugar, as well as other commodities, is sold from the producing country before it is shipped to its destination. Of the estimates thus obtainable, those relating to the beet crops of Europe are perhaps the most reliable, since they are based upon a systematic examination in every stage of growth and during the course of fabrication; but, even here, actual results and estimates are found to show wide differences. Then again, at this period of the year, the manufacture of the crop has been so far completed that the estimated yield comes much closer to the result than could be possible earlier in the season. In the island of Cuba, which is the most important source of supply for this country, the grinding of the crop begins late in December and usually lasts through the remaining winter and early spring months, but even now the ultimate yield of the crop is subject to contingencies of weather that lends a good deal of uncertainty to estimates. In several of the other West India Islands the cutting of cane has just commenced, while others will not commence operations for another month or six weeks. Brazil has completed the manufacture of her crop, as have some of the cane-producing countries of the East. Java and Mauritius, where the new crop begins in July or August, but in the Philippine Islands the new crop is just commencing. The present outlook in all directions forebodes an enormous beet crop and a supply of cane sugar in excess of last year, but not enough to overbalance the markets of the world; the world's surplus at the beginning of next October being roughly estimated at about half a million tons.

Make Your Store Attractive. From the Interstate Grocer.

Too much value cannot be placed upon the little inexpensive conveniences, such as glass cases for crackers and fruit, neat barrel covers, racks, show cases and the hundred and one things that go toward making a neat and attractive store. The business man will find that the saving effected by their use in one year's time will more than pay the cost.

Pretty High. "See that house over there?" said one traveling man to another.

"Yes." "Bilson, the novelist, built that." "He paid for it with the proceeds of one story."

"Oh! It's pretty high for a one-story house."

E. J. Mason & Co., Proprietors of Old Homestead Factory GRANT, MICH. MANUFACTURERS OF Preserves, Evaporated Apples, Jellies and Apple Butter.

Our goods are guaranteed to be made from wholesome fruit and are free from any adulteration or sophistication. See quotations in grocery price current.

The Grand Rapids trade can be supplied by GOSS & DORAN, 138 South Division street. Telephone, 1150.

You can make more money by using Satisfaction Scales - Why don't you?

For Sale by Leading Wholesale Grocers.

The relative per capita consumption (given in pounds) in this and a few European countries is as follows:

Country	Per Capita Consumption (lbs.)
Great Britain	14.7
Germany	14.7
United States	14.7
France	14.7
Belgium	14.7
Sweden	14.7
Denmark	14.7
Netherlands	14.7
Switzerland	14.7
Austria	14.7
Prussia	14.7
Italy	14.7
Spain	14.7
Portugal	14.7
Greece	14.7
Turkey	14.7
Russia	14.7
Poland	14.7
Czechoslovakia	14.7
Slovakia	14.7
Hungary	14.7
Croatia	14.7
Slovenia	14.7
Serbia	14.7
Romania	14.7
Bulgaria	14.7

Our goods are guaranteed to be made from wholesome fruit and are free from any adulteration or sophistication. See quotations in grocery price current.

The Grand Rapids trade can be supplied by GOSS & DORAN, 138 South Division street. Telephone, 1150.

You can make more money by using Satisfaction Scales - Why don't you?

For Sale by Leading Wholesale Grocers.

Apples--Dealers hold winter fruit at \$2.25 per bushel. Dealers pay \$1.25 for unpicked and \$1.30 for picked, holding at \$1.60 per bushel. Beets--40¢ per bushel. Beans--There is no improvement in the market and no prospect of any improvement. While fancy grades of creamery are scarce and in active demand, low grades are as common as mud and about as sluggish and useless, so far as business is concerned. Buckwheat Flour--\$4 per bushel for New York. Cabbages--\$2.25 per 100. Cheese--Fair stock of full cream commands 16¢ per lb. Cider--\$2.00 per gal. Cooperage--Pork barrels, \$1.25; produce barrels, 25¢. Cranberries--Bell and Cherry is in fair demand at \$4 per box or \$10 per bushel. Dried Apples--Evaporated are held at 8¢ per lb. The market is dull and sluggish. Dealers pay 13¢ per doz. for most offerings and hold at 15¢. Eggs--The market is dull and sluggish. Dealers pay 13¢ per doz. for most offerings and hold at 15¢. Field Seeds--Clover, mammoth, \$4.35 per bushel; medium, \$3.75; Timothy, \$1.50 per bushel. Honey--Pure and slow sale. Clean comb commands 15¢ per lb. Maple Sugar--Genuine, 12½¢ per lb. Unions--Good shipping stock is scarce and in active demand. There is a fair shipping demand from the South and East, but not strong enough to build any high hopes on. Dealers continue to pay 30¢ per bushel. Potatoes--Dressed is falling off in demand. Squash--Hubbard, 3¢ per lb. Sweet Potatoes--Illinois stock commands 8¢ per bushel. Tomatoes--Early Southern stock commands 8¢ per bushel. Turnips--3¢ per bushel. The following table of comparisons will prove interesting:

Year	United States	Germany
1879	37.4	67.6
1880	39.9	65.0
1881	42.5	68.6
1882	45.3	71.6
1883	47.7	73.2
1884	49.4	74.1
1885	48.9	70.0
1886	51.8	73.0
1887	52.2	73.0
1888	53.1	73.0
1889	50.3	73.0

One of the most prominent features of the year 1889 is the high point to which prices were carried during the speculative excitement that culminated during the first week in July; the first six months being marked by a gradual and at times rapid advance to that point, while during the last six months there was an equally rapid decline, so that at the close of the year the value of both raw and refined was lower than at the beginning. The highest prices for raw were on the basis of 7½ cents for 89 test Muscovado and 8½ for 96 test centrifugal, but the average of these two grades for the entire twelve months, while not as high as might have been expected, was, nevertheless, the highest average since 1883. The same is true with respect to refined, the highest price for granulated being 9½ cents, but the average for the year is only 7.89 cents, which is the highest average for that grade since 1883. The following table of comparisons will prove interesting:

Year	United States	Germany
1879	9.30	6.75
1880	8.81	6.82
1881	9.80	6.28
1882	9.70	6.28
1883	9.70	6.28
1884	9.70	6.28
1885	8.65	7.18
1886	8.65	7.18
1887	8.65	7.18
1888	8.65	7.18
1889	8.65	7.18

The forecasting of the future has become an important factor in the fluctuations of market values, and hence the progress of growing and maturing crops is watched with more than usual interest, and every effort is made to forecast the probable yield of all sources of supply, for the world's production of merchandise is now distributed without regard to distance or time, and a large proportion of the sugar, as well as other commodities, is sold from the producing country before it is shipped to its destination. Of the estimates thus obtainable, those relating to the beet crops of Europe are perhaps the most reliable, since they are based upon a systematic examination in every stage of growth and during the course of fabrication; but, even here, actual results and estimates are found to show wide differences. Then again, at this period of the year, the manufacture of the crop has been so far completed that the estimated yield comes much closer to the result than could be possible earlier in the season. In the island of Cuba, which is the most important source of supply for this country, the grinding of the crop begins late in December and usually lasts through the remaining winter and early spring months, but even now the ultimate yield of the crop is subject to contingencies of weather that lends a good deal of uncertainty to estimates. In several of the other West India Islands the cutting of cane has just commenced, while others will not commence operations for another month or six weeks. Brazil has completed the manufacture of her crop, as have some of the cane-producing countries of the East. Java and Mauritius, where the new crop begins in July or August, but in the Philippine Islands the new crop is just commencing. The present outlook in all directions forebodes an enormous beet crop and a supply of cane sugar in excess of last year, but not enough to overbalance the markets of the world; the world's surplus at the beginning of next October being roughly estimated at about half a million tons.

Make Your Store Attractive. From the Interstate Grocer.

Too much value cannot be placed upon the little inexpensive conveniences, such as glass cases for crackers and fruit, neat barrel covers, racks, show cases and the hundred and one things that go toward making a neat and attractive store. The business man will find that the saving effected by their use in one year's time will more than pay the cost.

Pretty High. "See that house over there?" said one traveling man to another.

"Yes." "Bilson, the novelist, built that." "He paid for it with the proceeds of one story."

"Oh! It's pretty high for a one-story house."

Drugs & Medicines.

State Board of Pharmacy.
One Year—Ottmar Eberbach, Ann Arbor.
Two Years—Geo. McDonald, Kalamazoo.
Three Years—Stanley E. Parkhill, Owasco.
Four Years—James J. Jones, Muskegon.
Five Years—James Verner, Detroit.
President—Jacob Jones, Muskegon.
Secretary—Jas. Verner, Detroit.
Treasurer—Geo. McDonald, Kalamazoo.
Meetings during 1900—Grand Rapids, March 4 and 5; Star Island, July 1 and 2; Marquette, Aug. 13 and 14; Lansing, Nov. 5 and 6.

Michigan State Pharmaceutical Ass'n.
President—Frank Ingalls, Detroit.
First Vice-President—F. M. Alford, Lansing.
Second Vice-President—Henry Kephart, Berrien Springs.
Third Vice-President—Jas. Verner, Detroit.
Secretary—H. J. Brown, Ann Arbor.
Treasurer—Wm. Dupont, Detroit.
Executive Committee—C. A. Bugbee, Cheboygan; E. T. Webb, Jackson; D. E. Pratt, East Saginaw; Geo. McDonald, Kalamazoo; J. J. Crowley, Detroit.
Next Meeting—At Saginaw, beginning Tuesday of September, 1899.

Grand Rapids Pharmaceutical Society.
President, J. W. Hayward, Secretary, Frank H. Eocott.
Grand Rapids Drug Clerks' Association.
President, F. D. Kipp, Secretary, Albert Brower.

Detroit Pharmaceutical Society.
President, J. W. Allen, Secretary, W. F. Jackson.
Muskegon Drug Clerks' Association.
President, C. S. Koon, Secretary, J. W. Hoyt.

He was Sympathetic.

From the American Grocer.
A shabby little man, with a bright, jovial face and a red muffer, stopped in front of a Harlem grocery store the other day. By and by a pedestrian came along, and the little man ventured to remark:

"Ain't ashamed of his feelin's, anyway, is he?"

"What's that?" retorted the stranger suspiciously.

"Why, the boss of the store, I reckon. I was just a wonderin' if he'd think me sassy if I sympathized with him a little. We're all of us human, you see, an' like as not get dum low-spirited at times. Funny, though—that sign."

"Where?"

"Why, there in the window," returned the little man, pointing to the legend:

STYKER'S BLUE.

"Praps he's right," he continued the next minute, as he looked back at the hastily-retreating pedestrian. "I guess I won't go in, nuther. Most probably he's been dabblin' in stocks, or maybe losin' trade, or one of the little Stryker's, or—but, I reckon, I'd better not go in."

And the little man sighed and braced himself up to walk to Fifty-ninth street.

The Drug Market.

Gum opium has again advanced. Morphia is tending higher. Quinine is very firm, with a large demand. P. & W. have advanced. Antipyrine is still very scarce. Antifebrin is becoming scarce, also. Phenacetin is in small supply. The new French substitute for antipyrine, exalgine, is selling fast. It is said to be the same thing, chemically. The dose is one-half that of antipyrine and it is sold at the same price. The advance in mercury and mercurials is well sustained. Gum camphor has again advanced and tends higher. Malaga olive oil is higher. Ipecac root, powdered, has advanced. Linseed oil is higher. Babbett's polish is higher. Nutmegs have advanced. Oil pennyroyal has declined. Golden seal root has declined. Salacin is lower.

The Mathematics of Debt.

From the New York Sun.
Teacher (to class in arithmetic)—A man borrowed \$100 to pay one-seventh of his debts. What are his debts?

The Quick Pupil—Six hundred dollars; he owed seven and he's paid one.

The Bright Pupil—Seven hundred dollars, for he still owes the hundred he borrowed.

The Youthful Seer—Eight hundred dollars and ten cents.

Teacher—How do you obtain that result?

The Y. S.—He blowed in the hundred agin the bank tryin' to git hunk with the game, and then the dealer lent him ten cents out'n the drawer to git a plate of "ham and" for dinner.

Change in an Old Firm.

Farrand, Williams & Co., who have conducted a wholesale drug business at Detroit for many years, have dissolved by the retirement of Jacob S. Farrand, Jacob S. Farrand, Sr., Dick Williams and Harvey Clark. The business will be continued by the remaining partners, Alanson Sheley, W. C. Williams and Alanson Sheley Brooks, under the style of Williams, Sheley & Brooks.

It is reported that the retiring partners contemplate the establishment of another wholesale drug house, but the report has not yet been confirmed.

Grand Rapids Pharmaceutical Society.

There are special reasons why the monthly meeting of the Grand Rapids Pharmaceutical Society, to be held at THE TRADESMAN office on Thursday evening, should be well attended.

A. D. Power, of Northville, the owner of the largest cheese factory in the State—if not in the entire country—was in town last Saturday, having been called to Kent City by the death of his brother's wife.

VISITING BUYERS.

J. F. Pierson, Irving J. Farrow, S. S. Hottel, Dorris O. A. Rowland, Henderson H. Van Nostrand, James J. Jones, Geo. F. Stark, Cascade John De Vries, Jamestown R. A. Hastings, Sparta E. L. Wain, Hudsonville D. E. Watters, Freeport G. S. Putnam, Fruitport G. H. Walbridge, Allendale Wm. VerMeulen, Beaverdam J. W. Mead, Berlin N. Higbee, Morley F. P. Roper, Fremont C. H. Knox, Cedar Springs L. Skelette, Holland R. J. Gaudin, Grand Haven C. Barkley, Crook J. Gaudin, Lamont W. L. Lawton, Berlin Pallett & Teshhouse Wayland E. Hewitt, Rockford Gilbert Brown, Treto Geo. A. Sage, Rockford E. T. Lockyer, White Cloud M. C. Snyder, East Troy S. C. Snyder, Sebeva A. J. Power, Kent City S. C. Scott, Howard City R. B. McCulloch, Berlin T. W. Brown, Grand Haven Peter Brown, Sullivan S. McNitt, Byron Center

Coffee-Growing in Brazil.

Rich correspondence New York Times.

The story of coffee is interesting. A native of Abyssinia, it was brought to Yensen, in Arabia Felix, in the fifteenth century. It was two centuries before coffee-drinking began in Europe, and still another hundred years elapsed before the Dutch East India Company began to bring the valuable berry from Java, where the coffee tree was first planted during the last year of the seventeenth century.

In the beginning of the eighteenth century one solitary coffee plant took root in the soil of the island of Martinique, whence sprang the great industry of South and Central America and of the West Indies. It was a Jesuit priest who conferred this great benefaction on the southern half of the American continent. The vessel in which the priest embarked with a half-dozen coffee plants was storm-tossed and driven out of her course, and the supply of water ran short, but the heroic man shared the small quantity, distributed once a day to each soul, with his precious charge, and thus saved one of the six tender little shoots.

Coffee planting in Brazil, on an extensive scale, is a comparatively modern industry. The first cargo of coffee shipped to the United States (in 1809) was only 30,000 pounds. In 1888, about 212,000 tons of coffee were shipped to the United States, while the total crop was nearly 500,000 tons, worth about \$120,000,000. This year's crop is a short one, but it will be at least 300,000 tons.

The coffee plants are first reared in nurseries, whence they are transplanted to the regular orchard. A little ball of mold is left about the roots in transplanting. The custom in Brazil is to clear away the virgin forest and dig holes and fill with rich mold and insert the young plants. They are set in rows about eight feet apart, and begin to bear the second or third year. If not attacked by the coffee tree worm the trees, if carefully cared for, will bear for thirty years. They must be pruned, and are not suffered to exceed twelve feet in height. The spreading bushes, several stems from one root usually, with their rich, dark green foliage, are beautiful at all seasons, and a coffee plantation, with trees in bloom, and when the trees are loaded with berries, is a lovely sight.

Constant care is necessary to keep a coffee plantation in proper condition. The space between the trees must be kept clear of weeds and the soil about the roots lightly and carefully loosened. In the Province of Rio de Janeiro the coffee plantations are on the sides of mountains, and the greatest care has to be exercised in keeping the surface cleaned. The only implement which can be used with safety is the hoe, and the soil can only be scraped. Digging would loosen it too much and the torrential rains would soon carry it all away into the valleys. The trees require sunshine and rain, equable temperature, and constant judicious culture. As a rule they will not thrive in valleys. There are two kinds of soil most congenial to the coffee tree—the chocolate-colored and the dark-red, strongly iron-impregnated.

There are three flowering seasons, August, October and December. The yield of coffee depends on the results of the flowering and the state of the weather determines the fruiting from the blossoms. It must be neither too wet nor too dry. When the first flowering season occurs, the coffee planter is on the anxious seat, and so is the coffee trader. Their anxiety usually continues until the third flowering season is over. If the first flowering results in a good fruiting, the planter is comparatively happy, though he is always more or less anxious till his crop is saved. He prays for plenty of hot sunshine and a proper amount of moisture, both being essential to the perfect development and ripening of the berries. Of course, as the coffee-planting districts are great, and the area in cultivation is constantly extending, the same conditions do not prevail among all the coffee-growing regions. Almost every plantation has its peculiar conditions, and what happens in one place may not in another.

The coffee dealers, the trade in general, including brokers, shippers and exporters and importers in Brazil, the United States and in Europe, are always greatly concerned until the results of the flowering are known. They begin to soon as the flowering season is over. They are often mistaken—indeed, usually are—but, from the general consensus of reports received, the price of the old crop of coffee on hand is largely determined. There are still many elements to be considered, and many changes of condition may occur upon which calculations must be revised. But one thing is certain—there will be a demand for all the coffee grown. It is the one crop for which the demand is steadily increasing and slightly in excess of the increased production. There has been an enormous development of the coffee production of Brazil within the last few years by the extension of plantations in the Province of Sao Paulo, but the world's consumption has more than kept pace with the increased product, not only of Brazil, but of Venezuela, Central America and Mexico.

The coffee berry contains two grains. The ripe berry resembles a large red haw. A pulp covers the coffee grains, and this substance has a pleasant, sweet taste.

There are three flowerings so there are three gatherings, or pickings, a year. The coffee year ends June 30. A good day's picking is an arduous—thirty-two pounds—to the hand. Men, women and children can pick coffee, and thus employment can be given to the entire family on a coffee plantation. The berries are placed in large baskets and then in carts, usually drawn by oxen, and transported to the paved yard, or inclosure, where they are spread out to cure by the sun.

The old-fashioned way was to remove the outer pulp, when dry, by rude machinery, and to break the thin tough, membrane-like skin which holds the two grains together by a pounding process. The coffee was then thrown into the air by negroes, after the manner of the old-time winnowing of cereals. The large coffee plantations have improved machinery and methods of drying, decorating and cleaning coffee, but there is

still great room for improvement, and Yankee ingenuity would find a field for devising methods for drying the fresh-picked berries uniformly, regulating the degree of moisture in dry houses and grading the coffee.

The coffee comes to market—to Rio de Janeiro or to Santos, as it happens to be Rio or Sao Paulo grown—in small lots. It is consigned to coffee receivers, who rebag it, charging 700 reis, or about 75 cents, a bag. Then the coffee broker buys, after sampling, the various lots, and mixes and grades into large lots. He submits samples of his lots to exporters, who buy for shipments and again mix and grade according to their standard. The standard bag contains sixty kilograms, or 132 pounds.

The planter has to bear heavy charges, 14 cents per pound export duty, more than one-quarter of a cent per pound for rebagging, out of which must come transportation charges to the port, cost of picking, care of plantation and interest on investment, so that even in good crop years, with good prices, the margin of profit is not great.

All kinds of coffee are made for the trade from the product of Brazil. The best Mocha and the best old Government Java are, as a rule, from Brazil. Originally they were, perchance, from the same plantation, and quite likely, from the same tree. The small flat grains, frequently pressed flatter by passing between rollers, are colored and polished by machinery and become the Mocha of New York dealers. The largest and most perfect berries are made in old Government Java.

But, in reality, no better coffee is grown anywhere in the world than is found in Brazil. Very little of it is imported into the United States. In fact, but little of it leaves Brazil. It is worth here from \$30 to \$33 a bag of 132 pounds. It is variously known as planters' old golden Rio, or old yellow Santos coffee. A few berries are left on the tops of the most vigorous trees to thoroughly ripen. These are picked, and selected berries only, retained. It is difficult to get a prime article, as it must be at least two years old before it is thought to be fit for use, and you must have a planter for a friend, or a coffee dealer in the wholesale trade to secure even one bag.

Coffee made from the old golden Rio by one who knows how is an elixir few persons outside of Brazil have enjoyed. The grains must be fresh ground, not roasted black, and ground for each potful. A cup of black coffee made by an old Mina negress will leave a recollection which years cannot efface.

The Parahiba Valley of the Province of Rio de Janeiro was the coffee region of Brazil. The rich red and chocolate-colored soil covering the hill and mountain sides of this basin seemed to have a particular affinity for the coffee tree. It gave vigorous growth and a rich flavor. The climate was just right; the sunshine, heat and rainfalls were well ordered. The Parahiba River rises about eighty miles nearly due west of this city and runs west and southwest for about eighty miles, and curving round a bluff mountain spur, takes an east by north-east course between the Serra do Mar and the Serra do Montigueira, until at Sao Paulo it breaks through the former and empties into the sea. Its length is about 400 miles. It has six principal tributaries—streams of considerable magnitude. The rounded hills, ridges and mountain sides are the sites of the coffee plantations. The soil is either a dark red, from an admixture of terra oxide, or a dark or light chocolate color.

The coffee crop of the Province of Rio de Janeiro was about 4,000,000 bags in 1886-7, the great bulk being grown in the Parahiba region. But the production has steadily declined for two years and the decline will probably continue. There are various causes assigned for this falling off, but there are two principal reasons therefor. The abolition of slavery was a fatal blow to coffee planting in the Province of Rio de Janeiro. The free negroes will not work steadily. The free negroes do not go to the towns and cities have but few wants, and when they are temporarily supplied they cannot be hired to work. It must be admitted that the terms offered by the planters are not very attractive—quarters, food and two milreis a month. The climate is too hot for white laborers. The Italians and Portuguese cannot work in the fierce heat of the sun on the steep hill and mountain sides.

Then it is undoubtedly true that the soil of the Parahiba is becoming exhausted. The deep plowing and soiling and the use of fertilizers in the ordinary way is not possible. Stir the soil and the rains would soon denude the steep sides. The only method of cleaning between the rows of trees is with the hoe. The soil is not deep, only some twelve inches of loam. Fertilizing about the roots of the trees has been successfully tried and it is possible that with the right artificial manure the exhausted lands could be restored. But the Brazilian planter is adverse to innovations. He does as his father did—as the old orchards begin to fail, he clears a new lot of ground, if he has it, and plants anew.

The Province of Sao Paulo is fast becoming the great coffee-producing region of Brazil. Already its coffee crop rivals that of Rio de Janeiro in its palmy days and coffee planting is extending on a grand scale. The soil and climate are as fertile and favorable as those of the Parahiba region, and, being an elevated plateau country, the heat is not so excessive. White men can and do work on coffee plantations in Sao Paulo. The Italian colonists have proved more advantageous to the planters than negro slaves. It is said, however, that these colonists are in very many instances dissatisfied with the treatment they have received, and it is true that many of them are leaving and returning to Italy. But I know instances where they are contented and prosperous. Indeed, it would seem that the coffee districts of Sao Paulo are the poor man's paradise. Good houses are provided, supplies are furnished at fair rates and the whole family can have steady employment on the piece or share principle.

No, I Guess Not.
Irate wife (to collector)—Don't be insolent, sir. I'll tell my husband and he'll kick you all over town.
Collector (confidently)—I just guess not. My name's Bill, mum, and he never footed one in his life, if he could help it.

Provide for the Fresh Cows.

From the American Agriculturist.

The wise dairyman will make provision in advance for exigencies that arise in the care and management of stock. He can employ a few spare hours to no better advantage than in preparing a few stalls for cows during parturition. The too common custom of leaving cows stanchioned up to the moment of calving, and often so confined through its throes, is as inhuman as it is unwise. The females of all animals instinctively seek seclusion during these trying periods, and that seclusion, with care and comfort, should be freely given them. Unless the dairy is a very large one, it will not require more than two or three stalls for the purpose indicated. There is generally spare room enough for these in the average stable; but if not, erect them elsewhere in warm quarters. Build an ordinary box-stall, with bars opening on the stable. The dimensions of the stall need be only sufficient for the free movement of the animal. Make the stalls snug and warm; keep them dry, and well littered with straw. The cow should be turned loose in the stall a few days prior to parturition, and kept there till after the expulsion of the placenta. Isolation for a longer period would be

still better. Consult the farm record, or memorandum book, to see when the natural period of gestation will expire, and keep careful watch of the cow. She may calve before or after her time; her symptoms and appearance must govern in this regard. New milch cows, in the severest weather of our harsh Northern winters, can be made even more profitable than in mid-summer. They require warm quarters and abundant food. In the early spring, when the greater number of dairy cows are coming in, stalls are indispensable, not only for the comfort of the cows, but to insure their safe passage through this trying ordeal. In these matters, the best that man can do is to assist nature. Cows that run down at calving time, and are ill cared for and neglected, will be profitless to their owners the rest of the season.

She Had a Purpose.

Jeweler (to lady whose purchases surprise him)—Excuse me, madam, but may I inquire why you have selected only designs in imitation of bugs, spiders, lizards and serpents in purchasing your jewelry?

Mrs. Thinkhardt—Certainly sir. My husband drinks, and I'm going to make him think he's got 'em.

Wholesale Price Current.

Advanced—Gum Opium, Gum Opium (po), Quinine, Gum Camphor, Malaga Oil, Ipecac Root, Ipecac Root (po), Linseed Oil, Babbett's Potash, Nutmegs, Declined—Oil Pennyroyal, Golden Seal Root, Golden Seal Root (po), Salacin.

ACIDUM.		Carb.	12c 15	Antipyrin	1 35c 40
Aceticum	80c 10	Chlorate, (po. 18)	10c 18	Antifebrin	2c 25
Benzoicum German.	30c 30	Cyanide	50c 55	Argent Nitras, ounce	2c 25
Carbolicum	50c 55	Iodide	50c 55	Arsenicum	5c 7
Creosotum	50c 55	Potassa, Biart, pure	3c 35	Balm Gilead Bud.	3c 40
Citricum	30c 45	Potassa, Bitart, com.	1c 15	Bismuth S. N.	2 10c 20
Hydrochloric	10c 12	Potassa Nitras, opt.	5c 10	Calcium Chlor, 15, 25	2c 25
Nitricum	10c 12	Potassa Nitras	7c 9	Cantharides Russian,	1c 9
Oxalicum	10c 12	Prussiate	25c 28	Capici Fructus, af.	2c 15
Phosphoric dil.	10c 12	Sulphate po.	15c 18	Capsici Fructus, af.	2c 15
Salicylicum	1 40c 10			Caryophyllus, (po. 25)	2c 15
Sulphuricum	1 12c 60			Caryophyllus, (po. 25)	2c 15
Tannicum	40c 43			Caryophyllus, (po. 25)	2c 15
Tartaricum	40c 43			Caryophyllus, (po. 25)	2c 15
AMMONIA.		ACONITUM RADIX.	20c 25	Caryophyllus, (po. 25)	2c 15
Aqua, 16 deg.	30c 5	Aconitum	25c 30	Caryophyllus, (po. 25)	2c 15
15 deg.	40c 6	Alum.	25c 30	Caryophyllus, (po. 25)	2c 15
Carbonas	12c 14	Alum, po.	25c 30	Caryophyllus, (po. 25)	2c 15
Chloridum	12c 14	Calamus	20c 25	Caryophyllus, (po. 25)	2c 15
ANILINE.		Cocculus, (po. 15)	20c 25	Caryophyllus, (po. 25)	2c 15
Black	2 00c 25	Glycerhiza, (pv. 15)	16c 18	Caryophyllus, (po. 25)	2c 15
Brown	2 00c 25	Hydrastis Canadian,	40c 40	Caryophyllus, (po. 25)	2c 15
Red	2 00c 25	(po. 45)	40c 40	Caryophyllus, (po. 25)	2c 15
Yellow	2 00c 25	Helichon, Albu.	15c 20	Caryophyllus, (po. 25)	2c 15
BACCAE.		Infusa, po.	15c 20	Caryophyllus, (po. 25)	2c 15
Cubase (po. 16)	1 85c 20	Ipecac, po.	2 25c 35	Caryophyllus, (po. 25)	2c 15
Juniper	25c 30	Juniper, po.	25c 30	Caryophyllus, (po. 25)	2c 15
Xanthoxylum	25c 30	Jalap, pr.	30c 35	Caryophyllus, (po. 25)	2c 15
BALSAMUM.		Maranta, 1/2	30c 35	Caryophyllus, (po. 25)	2c 15
Copaba	70c 75	Podophyllum, po.	75c 100	Caryophyllus, (po. 25)	2c 15
Peru	70c 75	" cut.	75c 100	Caryophyllus, (po. 25)	2c 15
Terabithin, Canada	45c 50	" pv	75c 100	Caryophyllus, (po. 25)	2c 15
Tolutan	45c 50	Spigelia	45c 55	Caryophyllus, (po. 25)	2c 15
CORTEX.		Spigelia, (po. 25)	45c 55	Caryophyllus, (po. 25)	2c 15
Abies, Canadian	18c	Serpentaria	40c 45	Caryophyllus, (po. 25)	2c 15
Cassia	18c	Similax, Officialis, H	40c 45	Caryophyllus, (po. 25)	2c 15
Cinchona	18c	Sellae, (po. 35)	10c 12	Caryophyllus, (po. 25)	2c 15
Cinnamon atropurp.	18c	Symlocarpus, Festi-	10c 12	Caryophyllus, (po. 25)	2c 15
Myrica Cerifera, po.	18c	dua, po.	10c 12	Caryophyllus, (po. 25)	2c 15
Prunus Virgin.	18c	Valeriana, Eng. (po. 30)	15c 20	Caryophyllus, (po. 25)	2c 15
Quillaria, gr.	18c	Zingiber a. German.	15c 20	Caryophyllus, (po. 25)	2c 15
Sassafras	18c	Zingiber j	20c 25	Caryophyllus, (po. 25)	2c 15
Ulmus Po (Ground 12)	18c			Caryophyllus, (po. 25)	2c 15
EXTRACTUM.		SEMEN.		Caryophyllus, (po. 25)	2c 15
Glycerithia Glabra.	24c 25	Anisum, (po. 20)	10c 12	Caryophyllus, (po. 25)	2c 15
Haematox, 15 lb. box.	11c 12	Apium (gravelious)	10c 12	Caryophyllus, (po. 25)	2c 15
" 18 "	11c 12	Cardui, (po. 18)	40c 6	Caryophyllus, (po. 25)	2c 15
" 24 "	11c 12	Cardamom	10c 12	Caryophyllus, (po. 25)	2c 15
" 36 "	11c 12	Cardianis Sativa	3 1/2c 45	Caryophyllus, (po. 25)	2c 15
" 48 "	11c 12	Cydonium	75c 100	Caryophyllus, (po. 25)	2c 15
" 60 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 72 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 84 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 96 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 108 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 120 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 132 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 144 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 156 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 168 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 180 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 192 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 204 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 216 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 228 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 240 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 252 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 264 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 276 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 288 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 300 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 312 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 324 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 336 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 348 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 360 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 372 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 384 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 396 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 408 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 420 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 432 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 444 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 456 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 468 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 480 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 492 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 504 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 516 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 528 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 540 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 552 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 564 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 576 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 588 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 600 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 612 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 624 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 636 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 648 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 660 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 672 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 684 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 696 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 708 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 720 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 732 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 744 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 756 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 768 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 780 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 792 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 804 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 816 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 828 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 840 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 852 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 864 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 876 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 888 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 900 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 912 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 924 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 936 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 948 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 960 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 972 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 984 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 996 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1008 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1020 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1032 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1044 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1056 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1068 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1080 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1092 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1104 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1116 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1128 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1140 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1152 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1164 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1176 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1188 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1200 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1212 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1224 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1236 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1248 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1260 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1272 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1284 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1296 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1308 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1320 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1332 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1344 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1356 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1368 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1380 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1392 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1404 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1416 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1428 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1440 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1452 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1464 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1476 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1488 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1500 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1512 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1524 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1536 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1548 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1560 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1572 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1584 "	11c 12	Dipodomys	75c 100	Caryophyllus, (po. 25)	2c 15
" 1596 "	11c 12	Dipodomys			

The Michigan Tradesman

MEMORY FOR FIGURES.

How a Valuable Faculty May Be Cultivated.

M. L. Holbrook in The Office.

The memory for figures is, with some persons, natural and easy; with others it is very difficult. The former do not need to strengthen their memories in this respect so much as to discipline them, that their energies be spent only on what is important and not wasted on what is trivial. They generally excel in mathematics and as engineers, surveyors or book-keepers and accountants, or, if they have not been educated, their natural memories serve them exceedingly well and they are able to carry accounts in their heads, even if numerous and complicated. The latter class need special training for the development of the memory for figures and I know of nothing so useful for them as the study of mathematics. This may seem to many as impracticable, but I do not think so. It is not necessary to go into the study of the higher mathematics; the study of mental arithmetic and of the first principles of algebra and geometry is quite sufficient. The rudimentary books designed for beginners, where everything is so simplified as to be perfectly easy and plain, are the best. A leisure hour given to them every day, or even every other day, will not only strengthen the memory of figures, but forms a most excellent habit of disciplining the mind. In addition to this, the faculties should be exercised daily in recalling such matters as involve figures. The amounts of money spent daily for trifles or for important purchases may be written down at night from recollection. The prices for all articles in daily use in market may be held in memory as a matter of mental gymnastics. If a note is given or taken, the amount of it, the time it was given and the date of its maturity, together with the rate of interest, can be held in mind with little difficulty. The number of the street on which a friend lives; the number of the post office box at which he receives his letters; the number of apple, peach and pear trees in your orchard, if you are so fortunate as to have one, and the number of bushels of fruit they produce yearly, together with the money for which they were sold, may be used as memory lessons. The indebtedness of each State and of the various governments are also suitable subjects on which to exercise the memory for figures, and so are the times of the revolution on their axes and in their orbits of each planet, and the distance of each from the sun and from the earth. It would be a mistake, however, to load the mind with too much at first; a little each day is quite enough. If attention is paid to the subject and the pupil does not falter after a short trial, it is interesting to notice how retentive the memory for figures will at last become. Here, as elsewhere, determination and a vivid first impression are necessary. It is carelessness and want of attention that causes so many to have so weak and debilitated memories, not only for figures, but for names, dates and facts.

Say So's by a New York Merchant.

George Houghton in Christian Union.

For a business man to dispense with a stenographer and typewriter, with a view to cutting down expenses, is like removing the wheel from his wheelbarrow. I don't pity him if he does have the backache.

You think it's altogether out of the advertising line, do you? That's a sufficient recommendation for me. That means it's just in my advertising line.

You say the figures in that advertisement are merely close estimates. Either state plainly that they are estimates, or out with 'em! If you get to giving guesses as facts, you'll soon get to doubting your facts.

That prospective salesman took the wrong tack to impress me. The way to surprise me is not to try to. I'm used to being surprised by the surpassing abilities of applicants.

That was a good advertisement last spring, but it's got too much was about it now. Bring on your fresh milk. That's your now and good only for cheese. Let's resign the boynnyclabber to our imitators and go back to the cow for fresh supplies.

Don't be afraid of criticism or thunder. I have heard thunder and not seen a drop of rain for a fortnight afterwards. The only way thunder can hurt you is by frightening you into fits. You'll be healthier by dispensing with fits.

It's the gnats and not the night-hawks that get a grip on us. I was less bothered by the last night money market than by this mare getting her tail continually over the reins.

It takes a million or so leaves to make that oak tree, and they all fall off once a year. If we want to make an oak of our business we've got to be just as prodigal in right ways, and advertising is one of those ways.

However mercilessly I weed out my libraries, you'll notice there's always a "Boswell's Johnson" left in each of them. That's an every-man's book. That's one of the books I tie to.

The fault in that advertisement is very clear. It's an old-fashioned case of overdose of letterpress. Strike out three-quarters, and put the rest in type four times as big. I'm not trying to work up trade for an optician's line of goods.

I want to make that announcement stick. If you can't do it otherwise, print it with pitch, and warn every reader to keep his hands off. That'll catch 'em!

Just mind you that liberality and generosity are dictionary terms that depend very much on circumstances for their comparative meaning. The man you call liberal may be spending his wife's money, or scripping the children's wardrobe, or cheating his creditors. The other man may be mean to himself in order to be just to his family and to his engagements.

That salesman is all bark, I fear. I'd be willing to get bit—to test his teeth.

Evolution of the Merchant.*

The merchant's history may be told in three chapters, each one characterized by a distinct and salient feature. First, a

*Address by Chas. G. Dehans before the wholesale grocers of St. Louis.

time in which his existence is oppressed and destroyed; second, a time when he is permitted and endured; third, a time when he is recognized and esteemed. We may catch a glimpse of the first period by casting our eyes backward, far back, to prehistoric times, to the day of the myth and legend, a time when kings and immortal heroes regarded piracy as an honorable occupation. The currency had not been well regulated in those days, there was a constant bi-metallic warfare between the gold of the merchant and the iron of the warrior. In the South Ulysses ranged the Mediterranean with his iron money, while in the North, Fritjof and the hardy Norse scoured the seas, giving ample proof that their strong arms and trenchant swords held greater purchasing power than the accumulated gold of the trader. The merchant, however, profited by this harsh experience, and by craft and cunning became in time so able an adversary that his self-exalted enemy could do little more than treat him with contempt. Hence the merchants and the thieves were classed together, and given a common god. It may seem to us that these noble men might with better reason have set themselves in the same category.

The period of contempt constitutes the second stage of the merchant's development. Most prevalent in the middle ages, it has extended well down to our day, and to some extent prevails abroad even now. The merchant has now come to be regarded in the light of a necessary evil, and as he, like a coward, allowed himself to be taxed and robbed to support the nobility in idleness and luxury, he was most graciously permitted to exist. He was damned, however, with the stigma of inferiority, and for many years had no voice in the councils of nations. The world looked down on his vocation as one base and ignoble. The merchant, notably the grocer, catered simply to the desires of man which he holds in common with the animal, while the scholars, soldiers, statesmen and divines cultivated the spiritual part of man. If a man was a merchant, his opinions were confined to merchandise; to-day the military and professional classes of many European nations regard themselves as bakers of better clay than the merchant. It remained for America to turn the merchant into a man. The glorious opening of our country has paid the debt long due to his class, and paid it most magnanimously. He can now provide for his physical wants, and do so well, and still find time and opportunity to enter the realms forbidden heretofore. He need not neglect his business to learn that there is something more in the world than his store; the universe is not bounded by his barrels and boxes, whether he have a hundred or a million. Recognizing this, and having better facilities to satisfy his physical necessities, than any other class of men, why should not the grocer partake of the beauty and the wisdom of the world, which mighty men and many ages have written as the history of civilization?

Beet Sugar in California.

From the San Francisco Chronicle.

The second beet sugar factory closed operations for the season at Alvarado a few days ago. It has been a successful season. When the beets are all converted into sugar, the mill must stop until another crop is harvested. No sugar mill, whether grinding cane or beets, continues in operation the entire year. There is a regular grinding season. The beet sugar factory at Alvarado is really the first in order of establishment. What is of still more importance, it was the first in the United States to demonstrate in a practical way that beet sugar could be manufactured at a profit in this country. For several consecutive seasons, only once interrupted by fire, this establishment has gone along, buying all the beets offered and converting them into sugar. Since the enterprise was well established there has never been a year of loss in the business of making sugar.

He Appreciates Tact.

From the Detroit Tribune.

"The last time I stopped in this city I made a good sale to a merchant whom I had never been able to catch before," remarked one traveling man to another in the billiard-room of the Hotel Cadillac yesterday afternoon.

"How was that?" asked the second traveling man, as he made a four-cushion shot.

"I learned that his hobby was billiards, and that he fancied himself a good player. I met him socially one evening and persuaded him to play me a game. Well, he beat me easily, you may imagine. I proposed another game, the man who lost to set up the wine. This game, too, I lost. We played all the evening. He pranced around the table showing me fancy shots and giving me points, slapped me on the back and thought I was a fine fellow. Then I took him up to the room and sold him \$1,000 worth of goods."

"Pretty good," said the second drummer, counting twenty-five points. "The next evening he came down to the hotel, eager to pursue his favorite game. I had sold him the goods, and I felt in a condition to resent the lessons he had given me. I proposed that we play for wine for all the boys—there were about ten of them—and he agreed. He had first shot and missed. Then I bunched the balls in a corner and ran out the game in a manner that made his head spin. Then I discounted and double-discounted and he stood no chance. His bill for wine was about thirty dollars, and ever since then he has been a good customer of mine. He is a man who appreciates tact, you see."

Value of Salt for Milking-Cows.

From the American Agriculturist.

An experiment made the past summer with our cows proved that when a handful of salt, or about two ounces of it, was given every day, the yield of butter was increased one-fifth, and when salt was withheld, the yield fell off in the same proportion. The reason, beyond question, is that salt is required for full digestion of the food, more of the food was changed into milk. Keep rock salt within reach of the cows.

To say of a man that he is tried and trusted, implies praise; but trusted, and then tried is a different thing.

ALL SORTS OF CHEESES.

Imitations in This Country--Popular Brands Among Epicures.

From the New York Tribune.

It is a part of the religion of every epicure that a dinner without cheese is like a beautiful maiden with only one eye. There is humbug in cheese everywhere, and not only are American brands of foreign cheese offered for sale as the real article in New York, but the European cheese mongers are tricky.

An Englishman of national reputation has said: "I do verily think that in 1828 a Stilton cheese was a better fellow than he is in 1889," and the man ought to know, for he has eaten them for almost three-quarters of a century.

Stilton is a quaint old village in the northwestern part of Huntingdonshire, in the west central part of England. It has never been famous for anything but cheese, and by rights its fame as a cheese center is not legitimate.

During the reign of George III. and during the coaching days of this century, forty-two fast mail coaches passed each day over the Great North Road, which runs through Stilton. A fat, fat dame, by name Miss Worthington, was the hostess of the inn at Stilton until 1830, and it was her custom to have on hand a quantity of the cheese to sell to passengers. Cambridge "undergrads," as well as country gentlemen passing through to the North, would invariably take home a cheese, and so the variety became known as Stilton. Then, as now, it all came from Leicestershire, although Miss Worthington always asserted the contrary.

The Stilton that comes to this country is fairly good. It has been said that in the old days men got less milk in their cream and less water in their milk than at present, but it is only fair to admit that the crusty, brown old pot that was taken with it made it seem better to those who ate it long ago. Stilton is the most expensive of the cheeses brought to this country, and the sale for it is found altogether in the Eastern States.

The other English cheeses imported are Cheddar, Royal Arms, Cheshire and Double Gloucester, but the demand for these is small. Three-quarters of all the cheese sold in America is of Swiss manufacture, and the Gruyere or Emmenthal and Sbrinz lead in popularity, with Sapsago a close third. Swiss cheese can be shipped the year round, but it is affected by exposure to extreme heat or cold. It is kept best by storing in cold, damp cellars.

From Holland, Edam, Gouda or Pate-grasse, Gouda-Kosher or Gowsche-Kass, Leyden or Cominje-Kaas are imported. The Dutch cheeses are kept easily, and are consequently popular.

From Germany comes Romatour, some of the Limburger, Thüringer Kummel, Olmutzer Hand-kase and Harzer Hand-kase. The Schweizer-kase and Limburger used here are almost altogether made in this country.

From France we get Roquefort, the most popular; Menant, Bricquebec, Camembert, Pont L'evèque, Bondous de Neufchatel, Coulommiers, and last, but by no means least, Fromage de Brie. Brie is extensively imitated in America, most of the factories being in Ohio, New York and Michigan, and one firm has three factories in New York turning out Brie. The cheese should be soft; in fact, nearly soft enough to be eaten with a spoon, but the dealers say that they find it impossible to sell it in that condition, except to foreigners and Charles Delmonico. The American imitation is, in most instances, of about the consistency of sawdust and utterly flavorless. It does not smell, however, and that is probably what recommends it.

From Norway and Sweden, Gammelost, Gjedost and Myseost are imported, but they don't sell, except among Scandinavians.

In the Italian cheeses, Parmesan, Romano, Caccio, Cavallo, Canestrati, Formaggio di Siella, Gorgonzola and Strachino di Milano are to be had. Parmesan and Gorgonzola are most eaten. The Swiss cheese, Fromage d'Isigny, Fromage de Brie, Camembert, Hamburger, Kummel and Muenster are all extensively imitated.

Concise Business Rules.

The intelligent and upright business man regulates his conduct by fixed principles and established methods. He is not the creature of impulse or caprice.

1. He is strict in keeping his engagements.
2. He does nothing carelessly or hurriedly.
3. He does not entrust to others what he can easily do himself.
4. He does not leave undone what should and can be done.
5. While frank with all, he keeps his plans and views largely to himself.
6. Is prompt and decisive in his dealings and does not overtrade.
7. Prefers short credits to long ones, and cash to credit always.
8. Is clear and explicit in his bargains.
9. He does not leave to memory what should be in writing.
10. Keeps copies of all important letters sent and files carefully all papers of value.
11. He does not allow his desk to be littered, but keeps it tidy and well arranged.
12. Aims to keep everything in its proper place.
13. Keeps the details of business well in hand and under his own eye.
14. Believes that those whose credit is suspected are not to be trusted.
15. Often examines his books and knows how he stands.

Buttering Machine.

The latest and most unique invention is a machine for buttering bread. It is used in connection with a great patent bread-cutter, and is intended for use in prisons, workhouses and other reformatory institutions. There is a cylindrical-shaped brush which is fed with butter, and lays a thin layer on the bread as it comes from the cutter. The machine can be worked by hand, steam or electricity, and has a capacity of cutting and buttering 750 loaves of bread an hour. The saving of butter and of bread and the decrease in the quantity of crumbs is said to be very great.

The P. & B. cough drops give great satisfaction.

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."

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

We carry the VERY BEST double or single bit, hand-shaved ax handle ever made.

Houseman Block,

Grand Rapids, Mich.

S. K. BOLLES.

E. B. DIKEMAN

S. K. Bolles & Co.,

77 CANAL ST., GRAND RAPIDS, MICH.

Wholesale Cigar Dealers.

"TOSS UP!"

We will forfeit \$1,000 if the "TOSS UP" Cigar is not a Clear Long Havana Filler of excellent quality, equal to more than the average ten cent cigars on the market.

Ionian Pants & Overall Co.

E. D. Voorhees, Manager.

MANUFACTURERS OF

Pants, Overalls, Coats, Jackets, Shirts, Etc.

Warranted Not to Rip.

Fit Guaranteed.

Workmanship Perfect.

Mr. Voorhees' long experience in the manufacture of these goods enables him to turn out a line especially adapted to the Michigan trade. Samples and prices sent on application.

IONIA, MICH.

CANDY

We manufacture all our Candy. Use only the best material. Warranted it as represented, pure and first-class

ASK FOR PRICE LIST.

The Putnam Candy Co.

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.

WM. SEARS & CO.,

Cracker Manufacturers,

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

WHO URGES YOU TO KEEP

SAPOLIO?

THE PUBLIC!

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

ANY JOBBER WILL BE GLAD TO FILL YOUR ORDERS.

The Belknap Wagon and Sleigh Co.,

Grand Rapids, Mich.

MANUFACTURERS AND JOBBERS IN

Road Logging Delivery Pleasure SLEIGHS.

SEND FOR CATALOGUE.

A. E. BROOKS & CO.,

WHOLESALE MANUFACTURERS OF

Pure Candies.

The Only House in the State which Puts Goods Up NET WEIGHT. NO CHARGE FOR PACKAGES. CODY BLOCK, 158 EAST FULTON ST., GRAND RAPIDS, MICH.

A. HIMES,

Shipper and Retail Dealer in

Lehigh Valley Coal Co.'s COAL

Office, 54 Pearl St. Grand Rapids, Mich.

THE ABOVE COMPANY'S COAL IN CAR LOTS ALWAYS ON TRACK READY FOR SHIPMENT.

DETROIT SOAP CO.,

Manufacturers of the following well-known brands:

QUEEN ANNE, TRUE BLUE, MOTTLED GERMAN, ST. PETER, ROYAL BEE, CZAR, PHENIX, 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.



Rindge, Bertsch & Co.,

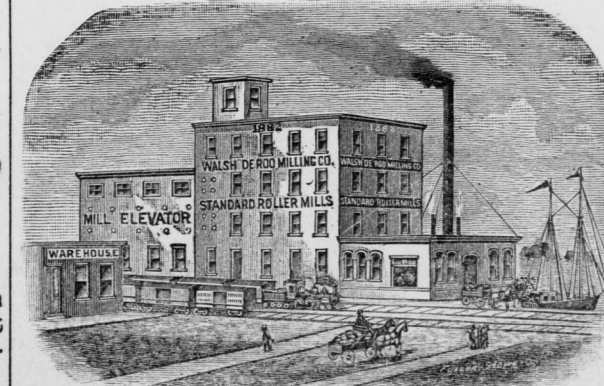
MICHIGAN AGENTS FOR THE BOSTON RUBBER SHOE CO.



We carry a full line in stock and guarantee terms and prices as good as any house selling the line. Correspondence solicited. 12, 14 AND 16 PEARL ST., GRAND RAPIDS, MICH.

THE WALSH-DE ROO MILLING CO.,

HOLLAND, MICH.



Daily Capacity, 400 Bbls.
BRANDS: SUNLIGHT, DAISY, MORNING STAR, IDLEWILD, DAILY BREAD, ECONOMY.
SPECIALTIES: Graham, Wheatena, Buckwheat Flour, Rye Flour, Boiled Meal, Rye Meal, Wheat Grits, Buckwheat Grits, Pearl Barley, Oat Meal, Rolled Oats.

Correspondence Solicited.