

# Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, MAY 7, 1890.

NO. 346.

## SEEDS!

Write for jobbing prices on  
Mammoth, Medium, Alsylke and  
Alfalfa Clover, Timothy, Orchard  
Grass, Red Top, Blue Grass,  
Field Peas, Beans, Produce and

## WOOL.

C. Ainsworth,  
76 So. Division St., Grand Rapids.

S. G. KETCHAM,  
DEALER IN  
**Lime, Hair, Cement**  
BRICK, SEWER PIPE, TILE, ETC.,  
14 West Bridge St.,  
GRAND RAPIDS, MICH.

P. O. Voorheis,  
GENERAL INSURANCE  
AND LOAN AGENT,  
TELEPHONE 980,  
41 Widdicomb Building, Grand Rapids.

HARVEY & HEYSTEK,  
Wholesale Dealers in

Wall  
Paper

Picture  
Frame  
Mouldings.

AND

Also a complete line of PAINTS, OILS and  
BRUSHES. Correspondence solicited.  
74 & 76 Ottawa St., Grand Rapids, 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.

## CUTS for BOOM EDITIONS

### PAMPHLETS

For the best work, at reasonable prices, address  
THE TRADESMAN COMPANY,  
Grand Rapids, Mich.

**Best and Cheapest**  
Thorough, Practical and Complete.

The West Michigan  
Business University  
AND NORMAL SCHOOL,

McMullen Block, 23 South Division St.,  
GRAND RAPIDS, MICH.  
Is the Best Place to obtain a Thorough, Prac-  
tical and Complete Education. The Best  
ACTUAL BUSINESS Department in the State.  
The most thorough and practically conducted  
Short-Hand and Typewriting Department in the  
West. Do not fail to write for particulars.  
A. E. YEREX, President.



Apples,  
Potatoes,  
Onions.

FOR PRICES, WRITE TO

BARNETT BROS., Wholesale Dealers,  
CHICAGO.

## Fine Millinery.

WHOLESALE AND RETAIL.

Bought directly from Importers and  
Manufacturers. Goods the Best Quality  
and Prices the Lowest.

## Adams & Co.,

90 MONROE ST.,  
OPPOSITE THE MORTON HOUSE.

W. C. WILLIAMS. A. S. BROOKS. A. SHELEY.

## WILLIAMS, SHELEY & BROOKS

Successors to Farrand, Williams & Co.,

## Wholesale Druggists,

AT THE OLD STAND.

Corner Bates and Larned Streets, Detroit.

ALLEN DURFEE. A. D. LEAVENWORTH.

## Allen Durfee & Co.,

## FUNERAL DIRECTORS,

103 Ottawa St., Grand Rapids.

## 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

## Grand Rapids Seed Store,

71 Canal St., GRAND RAPIDS.

## W. T. LAMOREAUX.

### DANIEL DEAN.

Mr. Benjamin Dean, on the morning of  
a day in June, 1887, sat down to the  
breakfast table with a portentous frown  
upon his brow.

"What has become of the boys, Mary?"  
he exclaimed, "that they are not at the  
breakfast table at this hour? Plotting  
and planning more mischief, I'll be  
bound. I saw them at daybreak out in  
the wood-shed, grumbling and shaking  
their heads. I suppose Daniel did not  
like the whipping he got last night, but  
he deserved it, the little hound."

"Oh, father, don't call him names.  
He is a good boy—"

But the loving mother was silenced  
with:

"Your softness has pretty nearly  
spoiled that boy; but, as often as you  
put nonsense into his head, I've got to  
beat it out; that's all. You think he's  
perfect, but I know better—'spare the  
rod, spoil the child.' He's my own flesh  
and blood and I have the right, thank  
heaven, to do it."

"I suppose so," said the heart-broken  
mother, the tears running down her  
cheeks; "but you never punish Harold  
so severely, and he, too, such a lazy,  
dreamy boy, that neither likes to study  
or work."

"Ah, Mary; that is a horse of another  
color. Didn't we pick Harold up a mere  
baby, when the Sam Price went to pieces  
on the rocks? True, we brought him up  
as our own, but he may have parents  
somewhere, and anyhow, in justice—  
and you know justice, Mrs. Dean, is my  
hobby—anyhow, I've not the right to give  
him the lesson I gave Dan last night, no  
matter what he does."

"What has Daniel done to anger you,  
father?"

"Stolen money from me! A good,  
round sum, too, if you, the mother that  
bore him, must know. I missed it yester-  
day."

"No, no, father; I never will believe  
it!" said the weeping mother. "I know  
my boy better than that. I know his  
principles. He would die rather than do  
such a thing!"

"But I caught him in the barn, count-  
ing it over, dollar by dollar. As it hap-  
pened, he did not see me when I en-  
tered. After he had counted it over  
carefully, he placed it in the crown of  
his hat, under the lining, putting a pin  
in to keep it safe."

Mrs. Dean arose, wiped away the tears,  
and, going to the dining-room door,  
called Moses, the man-of-all-work. She  
was stern, for the honor of her boy was  
at stake—her darling, her only child.

"Moses, call the boys to breakfast;  
tell them to come without delay."

"I can't find 'em nowhere, missus; I  
been a-lookin' for 'em all the mornin',  
up stairs, down cellar and out in the  
barn." And Moses trembled like a leaf,  
and his face, black as it was, had an  
ashen hue. "I was goin' to look in the  
well, but I so scart I darsent."

"What is the matter with you, Moses?  
What has frightened you so?" said Mrs.  
Dean.

"I heard master scolding in the dining-  
room about Master Daniel, and I thought  
maybe he was a-goin' to trounce him  
ag'in, marm, and I'd rather he'd trounce  
me instead, if he would. I love that boy  
so. He's been awful good to old Mose,  
Master Dan has." And the negro's lips  
trembled with emotion.

"But, Moses, you must find them, or  
their father will be very angry. Take  
the dinner horn and go out into the  
woods and call them. If they don't  
answer, take Rover and go down to the  
village and come back across Brown's  
pasture, past the old mill, where they  
often play ball; and mind, Moses, don't  
come home without them."

Moses prepared to obey his mistress,  
literally.

He went up to his little room in the  
loft, gathered his few clothes together,  
tied them in a bundle, crept down stairs  
softly, and made his way to the woods,  
and thence to the village. He took  
Rover along but sent him home again  
with his master's letters, after he had  
been to the post office.

Moses had told his mistress a lie to  
shield the boys. Well he knew they  
were many miles from home by this time,  
he having put them into a farmer's  
wagon at six o'clock that morning, on  
their way to the next town, thence to go  
to a neighboring city!

In vain did the breakfast wait! In  
vain did the angry father scold, and the  
mother weep. The boys were gone; the  
Dean household was desolate. Even the  
familiar black face of old Moses was seen  
no more, he having gone to seek his for-  
tune elsewhere.

One week after that eventful morning,  
two letters came to Mrs. Dean. The first  
came from Daniel, and the fond mother  
kissed it and covered the boyish sentences  
with tears. It ran thus:

DEAR MOTHER—Forgive me for running away.  
You believe in me, but father does not; so I  
thought, as I am fourteen years old, I would  
come to the city and get a place in a store.  
Harold would not let me come alone; so we put  
the money we have earned in doing chores to-  
gether, and here we are. Believe me when I say  
I did not take father's money. But I know who  
did. It was not Harold. You will find it in the  
upper drawer of my bureau, where I put it for  
safe keeping after the penitent thief had placed  
it in my hands. Harold and I expect to go to  
work to-morrow. I will write soon again.  
Your loving son,  
DANIEL DEAN.

The other letter Mrs. Dean opened in-  
differently, but soon her attention was  
arrested; it ran thus:

MISSIS DENE—I wonder the good Lord didn't  
send lightnin' to strike this nigger when he gone  
and stole money from old Master Dene. I never  
'tole eny befo'. Sometimes, when I seen a little  
lonesome chicken goin' my way, I took it up and  
put it under my coat to keep it warm, but never  
took eny money befo', and I'll never do it eny  
mo'. God bless you, Missis Dene; you've been  
good to old Mose and so has the master. Master  
Dan'talked to me till he made the tears run out  
of my old eyes. He did mo' than the parson  
could. Good-bye.  
MOSES.

Mr. Dean went post-haste to the city  
and hunted up his boys. They gladly  
went home with him. Scarcely a word  
was spoken on the journey; but ever  
after, the father's justice was tempered  
with mercy.

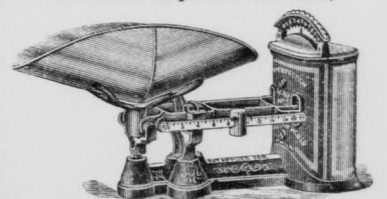
MRS. M. A. KIDDER.

### A Substitute for Jute.

About six months ago a young lawyer  
in Augusta, Ga., began experiments with  
cotton stalks. The pulp and skin were  
removed from the stalks. The fiber was  
then placed in a carding machine from  
which was secured an article of the tena-  
city and color of jute butt yank. This  
product he shipped to himself at Paterson,  
N. J., where it was woven into a bagging  
that is said to be less inflammable than jute,  
and while equally durable, is of less cost.  
Cotton planters are jubilant over the  
discovery, and while they see an article  
in view that will help them to boycott  
jute bagging, they also see a profitable  
market for cotton stalks, which they have  
always had trouble to dispose of.

## Perfection Scale.

The Latest Improved and Best.



Does Not Require Down Weight.

Will Soon Save Its Cost on any Counter.  
For sale by leading wholesale grocers.

## Humor in Advertising.

From the New York Evening Sun.

A scrap-book of clippings from the advertising columns of the press reveals a mass of goodly bits of unconscious humor, of which only a few may be quoted here.

From such a scrap-book are taken the following specimens: Possibly some of them are not so innocent of humorous intent as their source would wish to imply, but many of them must go as irrefutable evidence that Hibernianisms are not confined to the land which rejoiced in its eminence as the birthplace of Sir Boyle Roche.

"Eau de Cologne water" and "gants de Suede gloves" are luxuries which we are told may be ours at "ruinously low prices." A Chinese laundryman will "wash and iron a collar with a cape for 2 cents," and will sell "tea and coffee at equally low rates."

A safe company wishes a traveling agent, "28x18x8"—dimensions which are hard to find among men capable of traveling and carrying sample safes about the country with them, and for whom it is therefore considered necessary to advertise.

Under the general heading of "Excursions," we are told that "\$50,000 will buy a long and well-established business;" details of the length of the business not given; the whole conveying the idea that the excursion is likely to be somewhat too extensive and certainly too expensive.

"A talented, intelligent young man of many years experience wishes a position in a saloon as a liquor blender"—an indication that benevolent Boston has sent us something besides poets and pugilists.

A keeper of a boarding-house wishes to rent a "room to a gentleman, large, airy and square." Another room that needs only a tenant to be perfect is to let in a select neighborhood "near the Theological Seminary and a minute's walk from the Grand Opera House," a location well calculated to suit all sorts and conditions of men.

Among the "rooms to rent" is also found a companion advertisement to the famous one which announced that "two sisters want washing," since a too hasty landlady is responsible for the alluring statement that she has "a handsome room, with bath for two."

It was possibly a printer's error that was responsible for the naive announcement that "Madam Blank has for rent a room for a single gentleman; beard very moderate."

"Teeth filled while you wait" lacks the true ring of the advertiser's highest art, but it may be genuine. "Umbrellas provided with new ribs, sticks and covering" is certainly a good basis for assuming that the umbrella mender is a hopeful person who will "never say die."

The landlord who advertises a flat, "with all the modern improvements, no children," demonstrates that he does not know what "all modern improvements" are; and may be set down as being fully as untrustworthy as the person who wishes to sell "an enormously profitable business for a mere song."

"No bargains at this store," is candid, but sensational; and one may reasonably distrust the coal dealer who asserts in big black letters that his "tons weigh 2,000 pounds," and that his "coal gives out heat."

"Lost—A savage bulldog. The finder will oblige the owner by keeping the dog," betrays a philosophical as well as humorous turn of mind, while the person who offers a reward of \$25 for a "pocket-book of no value" appears to be an extravagant person.

"Misfits bought and sold" strikes the reader as a foolish bit of candor on the part of the advertising tailor, and when we read that "we cannot begin to supply the demand for our \$5 pants," one begins to wonder why "we" advertise.

A firm on the Bowery wants a "putter-on at good wages." A facetious young stenographer, "who dots his i's and crosses his t's," and who wants a place in a large business house, is equalled only by the watchman out of employment, to whom "wages and sleep are no object."

A physician advertises for an "office boy who can drive." A person who does not give his business wishes to employ a good, steady man who has \$200, at \$12 a month. An author of "standing" will "write a book, on any subject, for anybody, for moderate pay."

Verily, the supply seems to be inexhaustible, and one can find a sufficient number of laughs in the display columns of newspapers and in the back pages of the magazines to fully justify the famous remark of the eloquent Mrs. Malaprop: "Sweet are the uses of advertising."

Fire Works—Immense line.

PUTNAM CANDY CO.

**Eaton, Lyon & Co.,**

JOBBERS OF

Fishing Tackle,  
Base Balls and  
Supplies,  
Croquet,  
Hammocks,  
Lawn Tennis, Etc.

State Agents for A. J. Reoch & Co.'s

Sporting Goods.

Send for Catalogue.

**EATON, LYON & CO.,**  
20 & 22 Monroe St., Grand Rapids

**Cook & Bergthold,**

MANUFACTURERS OF

**SHOW CASES.**

Prices Lower than those of  
any competitor. Write for cata-  
logue and prices.

67 Canal St., GRAND RAPIDS, MICH.

**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.

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

**Level-Headed**

**Business Men**

Use Coupons and put their Business  
on a

**CASH BASIS.**

We are the largest manufacturers of  
Coupons in this country and solicit a  
trial of either our "Tradesman" or  
"Superior" brands. Note quotations in  
Grocery Price Current.

**THE TRADESMAN COMPANY,**  
Grand Rapids.

## Crockery &amp; Glassware

LAMP BURNERS.	
No. 0 Sun.....	40
No. 1 ".....	45
No. 2 ".....	60
Tabular.....	75

LAMP CHIMNEYS.—Per box.	
6 doz. in box.....	1 75
No. 0 Sun.....	1 88
No. 1 ".....	2 70

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 Bastic.	
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 1/4
Jugs, 1/2 gal., per doz.....	75
" 1 " ".....	90
" 2 " ".....	1 80
Milk Pans, 1/2 gal., per doz. (glazed 6c).....	65
" " " " ( " 9c).....	78

**EDMUND B. DIKEMAN**

THE GREAT

**Watch Maker**

AND **Jeweler,**

44 CANAL ST.,

Grand Rapids - Mich.

Something New

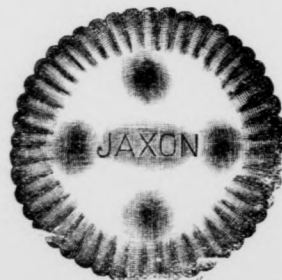
**Bill Snort**

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 Mfg Co.,**

CHARLEVOIX, MICH.

**THE JAXON CRACKER**  
IS THE BEST IN THE MARKET.



SEND A TRIAL ORDER TO

**JACKSON CRACKER CO.,**  
Jobbers of Candy, Nuts, Cheese and Cigars.  
JACKSON, MICH.

**FIT FOR**

**A Gentleman's  
Table:**

All goods bearing the  
name of

THURBER, WHYLAND & CO.,

OR

ALEXIS GODILLOT, JR.

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.

**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.

**S. A. Morman,**

WHOLESALE

PETOSKEY,

MARBLEHEAD

AND OHIO

**LIME,**

AKRON, BUFFALO AND LOUISVILLE

**CEMENTS,**

Stucco and Hair, Sewer Pipe, Fire Brick  
and Clay.

Write for prices.

69 CANAL ST., GRAND RAPIDS.

**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.

UNCLE SAM & CO.

The Rise of the Greatest Firm the World Has Ever Known.

From the New York Ledger.

A great firm, this. Can the world show a greater? We think not. Look at its God-given capital. A soil full of mineral wealth and the rich bases of agricultural prosperity; great water courses running from its agriculture and mineral centers to the sea; fountains of oil spouting up in its midst, and literally raining riches on large tracts of territory; vast forests of the finest timber in the world; all the varieties of climate necessary for the production of nearly all the products of the earth; immense inland seas, affording facilities for a domestic commerce almost equal to that which its far extended coast line secures to it on two great oceans—these are its resources, or rather a part of them, for the grand schedule cannot be compressed into a paragraph.

Then look at the firm itself. A people energetic, enterprising, self-reliant, shrewd and brave, living under a government that gives the largest scope to their capabilities. True, there has been trouble in the house at times, but the firm of Uncle Sam & Co. is a young firm and a vigorous one, and the old concerns of Europe are fast accepting the idea of its vitality and indomitability.

The Condition of Trade.

From the New York Shipping List.

The business situation shows considerable improvement and in many respects is much more encouraging than for some time past, about the only unfavorable influences that exist at present, being the feeling of uneasiness that prevails respecting the results of the present labor agitation, and the set back in the South caused by the damaging floods in the Mississippi valley. Monetary affairs are in much better shape, as indicated by the last bank statement and the fact that loanable funds have been in ample supply at comparatively low rates of interest. Wall street reflects a more bullish temper and a considerable expansion in speculative activity. The distributive movement of merchandise has materially quickened in this as well as in neighboring cities; while reports from the West and Northwest indicate a large volume of business with collections fairly prompt, and the crop prospects are said to be excellent in spite of more or less damage to winter wheat. So far as the volume of general business in progress is concerned, bank clearances last week show a large increase compared with the corresponding date last year, the tonnage movement of the trunk line railroads is in excess, and railroad earnings continue to show a large percentage of gain for the past three weeks. The silver question is still one of the most prominent factors in speculative markets as well as in many departments of legitimate trade, but while the belief prevails that Congress is in favor of passing legislation that will result in absorbing the entire silver product of this country, there is evidently a lack of harmony as to the coinage and currency features of the proposed measures. There is no objection to legislation that will utilize the silver production of the country or increase its value, but there is some danger in making the standard silver dollar a measure of value instead of gold, which would have the effect of driving gold out of the country. The recent advance in silver both here and in London raises that rate of exchange on all eastern remittances, and therefore the cost of all produce imported from countries east of the Cape of Good Hope is advancing. The produce markets have been unsettled and irregular, the value of wheat having been influenced by more favorable crop reports and firmer markets abroad, while corn has declined on account of heavy receipts from the West. The export movement is falling off, while imports are increasing, and there is likely to be an excess of imports this month that is likely to make an unfavorable trade balance. There has been no important change in the condition of the iron industry, although there is, in some localities, a more hopeful feeling in

consequence of more inquiry. Production is still in excess of consumption, and no substantial improvement can be looked for until the relations of supply and demand have become adjusted. There is a more hopeful feeling in the anthracite coal trade, as the distributive movement has quickened, but sellers have not been able to obtain any advance in prices. The coffee market is depressed by the slow distributive movement and the pressure to sell from Brazil, and values are drifting downward. Sugar is firmly held and the outlook is favorable for higher prices. The sharp advance in tin last week has been maintained, and copper is firmer under the influence of a close absorption of the available supply.

His Future Assured.

Papa—Our boy Johnnie is ten years old to-day. What kind of business do you think he'll follow when he gets big, mother?

Mamma—Judging by the new suit of clothes I put on him yesterday morning, and the fact that he has a hole in the seat, a tear in both knees, four buttons off and the pocket torn out, I should think the hard wear business the most likely.

HARDWOOD LUMBER.

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

Ash, Black, log-run	14 00¢/16 00
Ash, White, log-run	14 00¢/16 00
Basswood, log-run	13 00¢/15 00
Birch, log-run	15 00¢/18 00
Birch, Nos. 1 and 2	22 00¢/24 00
Cherry, log-run	30 00¢/40 00
Cherry, Nos. 1 and 2	60 00¢/65 00
Cherry, Cull	6 12 00
Elm, Grey, log-run	12 00¢/13 00
Maple, log-run	12 00¢/13 00
Maple, soft, log-run	11 00¢/13 00
Maple, Nos. 1 and 2	6 20 00
Maple, clear, flooring	6 25 00
Maple, white, selected	25 00¢/30 00
Red Oak, log-run	20 00¢/22 00
Red Oak, Nos. 1 and 2	26 00¢/28 00
Red Oak, 1/4 sawed, 6 inch and up w'd	38 00¢/40 00
Red Oak, 1/4 sawed, regular	30 00¢/32 00
Red Oak, No. 1, step plank	6 25 00
Walnut, log-run	6 55 00
Walnut, Nos. 1 and 2	6 75 00
Walnuts, cull	6 25 00
Whitewood, log-run	20 00¢/22 00
White Oak, log-run	17 00¢/18 00
White Oak, 1/4 sawed, Nos. 1 and 2	42 00¢/43 00

WAYNE COUNTY SAVINGS BANK OF TROIT, MICH.

500,000 TO INVEST IN BONDS Issued by cities, counties, towns and school districts of Michigan. Officers of these municipalities about to issue bonds will find it to their advantage to apply to this bank. Blank bonds and blanks for proceeds supplied without charge. All communications and inquiries will have prompt attention. January, 1890. S. D. ELWOOD, Treasurer.

Furniture

—A T—

Nelson, Matter & Co's

STYLES: New, Cheap, Medium AND Expensive. Large Variety and Prices Low.

PERKINS & HESS DEALERS IN Hides, Furs, Wool & Tallow,

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



We Manufacture Everything in the line of

Candy

Correspondence solicited and prices quoted with pleasure. Write us.

MOSELEY BROS.,

—WHOLESALE—

Fruits, Seeds, Oysters & Produce

All kinds of Field Seeds a Specialty.

If you are in market to buy or sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.

26, 28, 30 and 32 Ottawa St., GRAND RAPIDS

EDWIN FALLAS,

JOBBER OF

Butter, Eggs, Fairfield Cheese, Foreign Fruits, Mince Meat, Nuts, etc.

Oyster and Mince Meat Business Running Full Blast. Special Bargain in Choice Dairy Butter. Let your orders come.

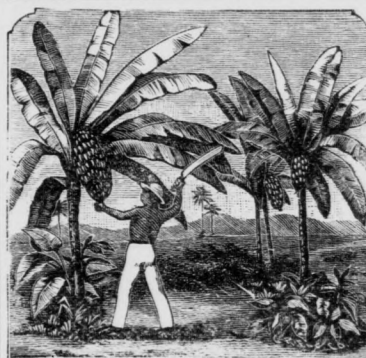
Office and Salesroom, No. 9 Ionia St., Grand Rapids, Mich.

BANANAS!

We are receiving from two to four carloads of bananas a week, which is more fruit than can be handled by any other house at this market. Remember

We Are Headquarters.

GRAND RAPIDS FRUIT AND PRODUCE CO.



HEADQUARTERS FOR

BANANAS.

A. J. BROWN,

Wholesale dealer in Foreign, Tropical and Domestic

Fruits and Seeds.

Direct Receivers of

California Oranges

—AND—

Messina Lemons.

When in want of large lots of California Oranges, we are prepared to make you low prices from fresh cars.

16 and 18 North Division St., GRAND RAPIDS, MICH. Send for Price List, Issued Weekly

HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY

Send for Catalogue and Prices. **ATLAS ENGINE WORKS** INDIANAPOLIS, IND., U. S. A. MANUFACTURERS OF STEAM ENGINES & BOILERS. Cast-iron Engines and Boilers in Stock for immediate delivery.

Planers, Matchers, Moulders and all kinds of Wood-Working Machinery, Saws, Belting and Oils.

And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for Sample Pulley and become convinced of their superiority.

Write for Prices. 44, 46 and 48 So. Division St., GRAND RAPIDS, MICH.

## AMONG THE TRADE.

## AROUND THE STATE.

Owosso—Keifer & Cramer have opened a meat market.

Hart—P. P. Roberts has engaged in the tile business.

Petoscy—Robert Daily has opened a flour and feed store.

Sullivan—Dr. Peter Beyer has removed his drug stock to Holton.

Lum—G. E. Goodrich has sold his general stock to Mrs. A. Devall.

Muskegon—Estes & Jones will shortly engage in the meat business.

Clarendon—F. E. Abrams has sold his general stock to Geo. A. Cook.

Detroit—G. T. Swan succeeds Geo. T. Swan & Co. in the fruit business.

Addison—E. S. Lapham succeeds Wilcox & Lapham in the meat business.

Yale—James Cooper has purchased the grocery stock of David E. McArthur.

Cadillac—A. Anderson succeeds J. A. Smith in the boot and shoe business.

Muskegon—Lankheet Bros. have purchased the bakery of C. M. Wagener.

Atwood—P. B. Wilkinson has added a stock of groceries to his meat market.

Cheboygan—John H. Colvin succeeds H. H. Kezar in the restaurant business.

Saginaw—John H. Kellogg has sold his stock of drugs to E. A. Tomlinson & Co.

Marshall—Wm. Martin, general dealer, is succeeded by his son, Jas. F. Martin.

Seney—Geo. Hager is succeeded by Henry Logan in the restaurant business.

Cadillac—J. A. Smith has purchased the stock of clothing of W. R. Dennis & Co.

Wolverine—Morris Wertheimer will shortly open a clothing and dry goods store.

Manton—F. Shelley is succeeded by Leslie Hubbard in the restaurant business.

Saginaw—Tripp & Brooks have purchased the grocery stock of B. (Mrs. L.) Turner.

Ionia—Geo. M. Kling and Wm. Marquette succeed Jacob Kling in the meat business.

Cadillac—Perry W. Nicholls is succeeded in the meat business by John Swetland.

Ashton—The general store of A. C. Adams has been closed under chattel mortgage.

Prairieville—M. J. Goss has sold his general stock to J. Cairns, S. Temple and Geo. Nelson.

Kingsley—Mr. Blair has sold his stock of groceries, and will engage in the confectionery business.

Muskegon—G. R. Karling, formerly with Soderberg & Donaldson, has opened a boot and shoe shop.

East Jordan—A flour and feed store has been opened here by the Rifenberg Milling Co., of Charlevoix.

Howard City—W. R. Sherwood succeeds Lyman Townsend in the restaurant and confectionery business.

Eagle—A. Russel has retired from the firm of A. Partlow & Co., hardware dealers. The business will be continued by A. Partlow.

Saranac—The stock of drugs of the late F. H. Spencer has been sold to E. A. Richards, who will consolidate it with his own at the old Spencer stand.

Charlotte—D. F. Webber's news stand has been purchased by E. J. Patterson & Co., who will continue the business in connection with their jewelry and book store.

Muskegon—Arthur Boucher and Chas. Bertrand have formed a copartnership to engage in the clothing business, under the style of Boucher, Bertrand & Co.

Cadillac—F. H. Goodman, who has opened a new boot and shoe store here, purchased his stock of A. C. McGraw & Co., Frank E. Chase capturing the order.

Muskegon—J. D. Sheridan has purchased the interest of his partner, A. C. Schloss, of Detroit, in the firm of J. D. Sheridan & Co., clothiers, and will continue the business.

Prairieville—M. J. Goss has sold his general stock to John Cairnes, Stephen Temple and Geo. Nelson, who will continue the business under the style of Cairnes, Temple & Co.

Paw Paw—Dr. J. D. Hamilton, of Martin, has purchased the drug and miscellaneous stock of L. Perrigo & Co., and will continue the business. L. Perrigo & Co. will continue their wholesale business as manufacturing chemists.

Manistique—Louis Kerstine, formerly of Escanaba has purchased the interest of John Ewerhardt in the firm of C. W. Reinwand & Co., tailors. Mr. Ewerhardt will remain as manager for the new firm, which will be known as Reinwand & Kerstine.

Detroit—J. V. Campbell and the estate of David Hamilton, deceased, have formed a special partnership under the name of Campbell, Hamilton & Co., to carry on a general brokerage business in this city. The Hamilton estate is a special partner and contributes \$25,000 to the partnership stock.

## MANUFACTURING MATTERS.

Saginaw—J. Seligman has sold a tract of pine in Presque Isle county to W. F. Whitney for \$40,000.

Meredith—C. L. Mabie is cutting cedar bolts and expects to manufacture 5,000,000 cedar shingles.

Saginaw—E. S. Newton & Co., machinists, have incorporated under the style of the Newton Machine Co.

Reed City—D. L. Dyer & Co. have abandoned the manufacture of cigars. The plant will be removed to Evart.

Clinton—The woolen mills used 426,506 pounds of wool and made 360,380 yards of cloth during the season just ended.

Ludington—Louis F. Ward contemplates erecting a large mill at Cheboygan and is looking for a mill site there.

Detroit—The Hargraves Manufacturing Co. has been incorporated with a capital stock of \$150,000, of which \$47,350 is paid in.

Evart—The Belanger Tool Co. has been organized to manufacture lumber tools, shingles, etc., by Mark Ardis, W. R. Mopsis and Byron G. Colton.

Bay City—W. N. McLennan and E. E. Hammond have formed a partnership to conduct a yard lumber business, under the style of McLennan & Hammond.

Vicksburg—L. J. Morse has disposed of his interest in the flouring mill to his partners, S. J. Wing and E. L. Page, who will continue the business.

Saginaw—L. D. Sanborn has leased the Patterson shingle mill, and it will be operated by W. G. Cogswell, who formerly operated a shingle mill at Pinconning.

Saginaw—E. R. Ayres has disposed of his interest in the firm of Ayres & Co., general merchandise and lumber dealers at Port Austin, and will devote his time to his lumber and planing mill business here.

Rochester—The business men here have raised a bonus of \$500 and Scanlan & Son, of Sandusky, Ohio, have rented the Wilcox paper mill, long idle, and will run it full blast.

Marquette—Cook Bros. have got out and banked on the railroad near Iron river 25,000,000 feet of logs, which will all be railed to the Payne Lumber Co., at Oshkosh this season.

Marquette—The Burtis sawmill, which began cutting last week will manufacture 6,000,000 feet of logs for S. G. M. Gates, of Bay City. This stock was cut on the Choccolay River.

Alpena—Seven mills are in operation here, and the shipment of lumber from this port last week exceeded 5,000,000 feet. The new Churchill mill, one of the finest on the shore, is doing excellent work.

Hancock—M. M. Moralee had 2,000,000 feet of logs hung up on the Otter last year, but this year the quantity of water has been so great that he already has them well toward the mouth, and can rely upon getting them.

Beechwood—Godshall & Billman, who have been operating a shingle mill near here for some time, are looking around for a suitable place to which to remove it. It seems that they depended for their supply of timber upon getting certain lands, and, being disappointed, are obliged to move.

Bay City—P. L. Sherman, proprietor of the stave and heading mill at Linwood, recently destroyed by fire, is rebuilding, and a side track connects the new plant, which is a mile and a half north of the old site, with the Michigan Central. The capacity of the new mill will be much greater than the old one.

Pequaming—Charles and C. S. Hetard are hurrying things for their new mill. It will be on the site of the one burned, and will have about three-quarters the capacity of the one destroyed. The new mill will do away with the gang, and will have three band saws. The concern has over 100,000,000 feet of timber tributary to this mill.

Marquette—The sawing season on Lake Superior may be said to be fairly opened. Most of the big mills have begun their output. John Funke is pushing his mill at Baraga, sawing some long timber for Hetard & Son's new mill at Pequaming. In addition to the work now in hand, he says he has enough in view to make it the busiest season he ever had.

Marquette—Another step has been taken to revive iron-making here. The Northern Furnace Co. has been organized, with \$100,000 capital, to rebuild and operate the plant of the defunct Northern Furnace Co., on the south side of the bay, making the second of the Marquette furnaces to go into blast this season. It will make charcoal iron and go into blast August 1. The directors are J. M. Longyear, J. M. Wilkinson, F. B. Spear, J. G. Reynolds and N. M. Kaufman, all of Marquette. The bulk of the stock is taken here.

Kalamazoo—Chas. B. Eames has filed a bill in chancery, praying for the appointment of a receiver for the Eames Pulley Co. and a dissolution of the copartnership now existing between Geo. W. Miller, Horace G. Haines, Geo. S. Foster, Gardner P. Eames and the complainant. Differences in opinion over the management of the business have precipitated the action.

Manistee—The omnipresent and much-talked-of British capitalists have got their eyes on a property in the South, in which some of our Manistee men are interested. They have secured an option on the Peters Lumber Co.'s plant at Alco, Ala., and it is thought they will take possession soon. The purchase price is stated to be somewhere in the neighborhood of \$1,000,000. The plant and timber connected therewith are said to be well worth that figure, and it is hinted that when that price was given there was no idea it would be accepted, or it would have been made larger.

Saginaw—The planing mills and factories are busy, and some are running overtime. There is a good deal of anxiety among mill men as to the extent of the strikes in all of the large cities and the effect they will have upon building operations. Lumber here, notwithstanding the short log crop and predictions of prophets a few months ago, is selling at the same prices as were obtained last spring. If the demand continues good, there will be no complaints on the score of prices, but should business become paralyzed by reason of labor disturbances, and building fall off, the result will be a dull summer, and stagnation always demoralizes the market.

Manistee—R. G. Peters will make a practical test of the capabilities of the pine plains for stock raising, after the timber has been cut off. He has a large quantity of sheep on a ranch, and expects about 1,000 more at an early date. He has also recently imported about a dozen car loads of cows and calves, and will increase the number as fast as possible. He has an experienced Scotch herder to look after this branch of the business, and seems to have no doubt that he will make a success of it. It is to be hoped that it will prove a paying venture, as in this case it will effectually solve the problem that has been troubling our mill men for years as to what disposal to make of their land after the pine has been cut off. Mr. Peters has been experimenting with his salt block during the winter, and conceived the idea that by raising the condensers and so giving the vapor farther to travel he would increase the capacity of the block, and the outcome has proved the truth of his theory. He is now able to turn out about 100 barrels of salt an hour, which is greater capacity than any other block in the country, probably.

Fourth of July goods of all kinds.

PUTNAM CANDY CO.

# ORANGES

When you want Straight-packed, Sound and Sweet, Solid Fruit, always order the Earl Fruit Co.'s Flag Brand. Sold by all Jobbers.

**GRAND RAPIDS GOSSIP.**

W. J. Hull has removed his grocery stock from 32 West Leonard street to 256 Plainfield avenue.

W. A. Wilcox has opened a stationery store at Corunna. Eaton, Lyon & Co. furnished the stock.

Johnson & Clark, the Lowell grocers, will shortly open a grocery store on East Bridge street, occupying the vacant store in the Knowlson block.

J. E. Feldner is soliciting subscriptions for \$5,000 worth of stock in a company which will purchase the shirt factory of W. H. Kinsey.

S. J. Martin, the Sullivan general dealer, has opened a grocery store at Farwell. The stock was furnished by the Ball-Barnhart-Putman Co.

C. A. Hawkins has arranged to open a grocery store at the corner of Third and Fremont streets. The stock is being put up by the Olney & Judson Grocer Co.

The Antrim Iron Co. is filling an order for 1,000 carloads of pig iron from the Illinois Steel Co. Two-thirds of the order goes to Chicago and the balance to Joliet.

L. M. Mills has leased the store at 54 South Ionia street, opposite the Union depot, and will remove his drug stock from Blanchard to this city about the 20th.

Wm. M. Clark has sold his shirt factory to the Grand Rapids Custom Shirt Co., which begins business under the discouraging features of a \$2,733.37 chattel mortgage.

Walter E. Cummings has formed a copartnership with Ernest and Otto Bersback under the style of Bersback, Cummings & Co., to engage in the sale of crockery and glassware on commission at Chicago. The office of the firm will be at the corner of Lake and State streets.

I. M. Clark & Son, H. Leonard & Sons and the Telfer Spice Co. have purchased the \$1,400 mortgage on the M. J. Ulrich grocery and crockery stock, recently uttered to Mrs. Ulrich, and have taken possession of the stock and removed it to Grandville avenue, where it is being closed out as fast as possible. The claims of the jobbers above mentioned aggregate \$1,050. Mr. Ulrich still owes about \$300 to local creditors and \$380 to outside houses, which he is endeavoring to settle by compromise.

**Purely Personal.**

Sidney H. Sherman succeeds Frank E. Powers as book-keeper for I. M. Clark & Son.

Phil. Cottrell, Manager of the Jaxon Cracker Co., was in town one day last week.

O. P. DeWitt, the St. Johns general dealer, was in town a couple of days last week.

Josiah Bittner, proprietor of the Valley City Roller Mills, at Reed City, was in town one day last week.

David Holmes, buyer for the West Michigan Lumber Co., of Woodville and Diamond Lake, was in town Friday.

L. T. White, the Eaton Rapids druggist, was in the city Friday to see about getting a new trial in the United States Court.

It is Chas. M. Alden—not Geo. W., as stated last week—who has taken a posi-

tion as salesman in the retail department of Foster, Stevens & Co.

Chas. E. Olney expects to return home from California about the 10th. He will tarry about a fortnight before starting for Connecticut for the summer.

M. W. Tucker, the Sumner general dealer, was in town last Thursday. Mr. Tucker is an inventor of no mean ability, but he will never try to secure another patent on a pair of scales.

Dr. S. B. Calkins, of the drug firms of Calkins & Warne, at Charlevoix, and Warne & Calkins, at East Jordan, was in town one day last week, where he met a brother from Oregon, whom he had not seen for twenty years.

E. E. Judd, of the former hardware firm of Carpenter, Judd & Co., but more recently engaged in the saddlery hardware business under the style of Judd & Co., has taken a position as salesman in Foster, Stevens & Co.'s hardware department.

Frank C. Hawkins, book-keeper for the Grand Rapids Packing and Provision Co., had no need of a patent adding machine, so far as his clerical work was concerned, but he now inventories one of the ingenious contrivances among his assets.

Frank Friedrich, the Traverse City boot and shoe dealer, has been in town several days for the purpose of buying a horse. He has secured a five-year-old trotter, with which he expects to make the other horse owners of Traverse Bay green with envy.

W. A. Brigham, Secretary of the Woolson Spice Co., was in town last Friday and Saturday and made arrangements for 1,000 office desks, which the company will offer as prizes in spice schemes. Mr. Brigham improved the opportunity to renew his acquaintance with the members of the jobbing grocery trade here, leaving behind a pleasant impression wherever he called.

Frank Stone has returned from the meeting of crockery and glassware jobbers, held at Columbus last week, where it was decided to organize a Central branch of the National Association. The most important action taken was the adoption of a memorial to the National Glass Manufacturers' Association, asking that the prices on goods be made to include the cost of the package, instead of charging extra for same.

P. J. Coppens closed a bargain Saturday by which the firm of J. N. Zimmerman & Co., hickory handle manufacturers at Augusta, will shortly establish a factory at Bridgeport, Ala., occupying a corrugated iron building, 50x80 feet in dimensions. It is understood that the owners of the town plat offered two acres of land and a comfortable bonus in addition—all of which is richly merited by any enterprise engineered by such stirring fellows as Coppens and Zimmerman.

**Bank Notes.**

N. J. Frink, cashier of the the First National Bank of Marshall, is dead.

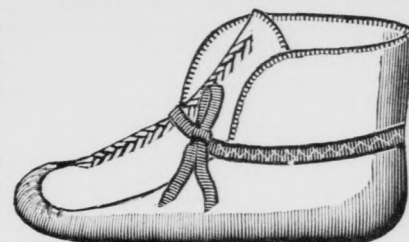
The Citizens' National Bank of Flint will go out of existence on June 2, when a re-organization will be effected under the State banking law.

Mark D. Bailey, for two years past Assistant Cashier for the Northern Kent Bank, at Cedar Springs, will take the position of Cashier of the Carson City Savings Bank on the 10th, the directors having accepted the resignation of Frank Hale, the present incumbent.

**Infants' Genuine Chamois Moccasins.**

These goods are all worked in SILK and WARRANTED NOT TO SHRINK. Sent post paid for \$2.25 per dozen.

Send for our catalogue and note our specially low price on Shoe Dressings.



HIRTH & KRAUSE, 118 Canal St., Grand Rapids, Mich.

**DETROIT SOAP CO'S**

FAMOUS

**Queen Anne Soap**

The Best Known, Most Popular and Fastest Selling Laundry and General Family Soap in the Market. No Grocery Stock Complete Without This Brand. Handsome Oleograph, Size 15x20 inches, given for 25 QUEEN ANNE SOAP WRAPPERS. Our Laundry and Toilet Soaps are sold by all Wholesale Grocers.

W. G. HAWKINS, Salesman for Western Michigan, LOCK BOX 173, GRAND RAPIDS.

**WM. R. KEELER, Wholesale Confectioner,**

AND JOBBER IN

**FOREIGN AND DOMESTIC FRUITS.**

412 SOUTH DIVISION ST. TELEPHONE 92-3R.

I am Sole Agent for Rueckheim Bros.' Penny Goods, which are absolutely the Best Goods of the kind on the market.



We are now ready to make contracts for the season of 1890. Correspondence solicited. 81 SOUTH DIVISION ST., GRAND RAPIDS.

**Have Some Style About You!**

The dealer who has no printed letter heads on which to ask for circulars, catalogues and prices, and conduct his general correspondence with, suffers more every month for want of them than a five years' supply would cost. He economizes by using postal cards, or cheap, and, to his shame, often dirty scraps of paper, and whether he states so or not he expects the lowest prices, the best trade. He may be ever so good for his purchases, may even offer to pay cash, but there is something so careless, shiftless and slovenly about his letter that it excites suspicion, because not in keeping with well recognized, good business principles. When such an enquiry comes to a manufacturer or a jobber, it goes through a most searching examination as to character, means and credibility, half condemned to begin with. It would be examined anyhow, even if handsomely printed, but the difference to begin with, would be about equal to that of introducing a tramp and a gentleman on a witness stand in court. Besides, the printed heading would answer the question as to whether the enquirer was a dealer and at the same time indicate his special line of trade. Bad penmanship, bad spelling and bad grammar are pardonable, because many uneducated men have been and are now very successful in business. But even those are less objectionable when appearing with evidences of care, neatness and prosperity.

Please write us for estimates.

**The Tradesman Company,**

GRAND RAPIDS, MICH

Dry Goods.

The Beginning of Woolen Manufacture in this Country.

From the Hartford Times. Thomas Schofield, of North Lyme, Conn., who will be 100 years old next year, was one of the pioneers in manufacturing woolen cloth in this country.

In the following year they started their first extensive business in Byfield Parish. Later, when they removed to Montville, Conn., Thomas and his brother James had grown old enough to help in the factory, and eventually to take charge of it.

In 1808 Schofield manufactured thirteen yards of black broadcloth and presented it to President Madison. From it his inaugural suit was made.

Once he met with reverses and lost all his property, but with the family pluck he began again at the bottom and worked out of his troubles.

Aside from \$10 which he paid when a boy of ten for having a leg set that had been caught and broken in the gearing of the mill, he has not in his whole life paid over \$4 for personal doctor's bills.

Only one thing has occurred in recent years to disturb the even tenor of his temper. It was when a rival non-gonarian was written up in a local paper as the oldest citizen in that county of aged men.

Checking Parcels.

In order to guard against constant larcenies, the wholesale dry goods houses of the large cities have an ingenious system of checking, which is in force alike for every employe of the houses and for every patron and visitor who enters their doors.

ments with a package—no matter how small—in his hand, he must give the door-keeper the privilege of remarking upon its outer wrapper, in his hieroglyphic way, that the package has been brought into the building, and before the visitor is permitted to take himself off, the door-keeper must be allowed to cancel his remarks.

The Needle-and-Thread Tree.

From the St. Louis Republic.

Imagine the luxury of such a tree, and the delight of going out to your needle-and-thread orchard and picking a needle threaded and already for business. Odd as it may seem to us, there is, on the Mexican plains, just such a forest growth.

An Apt Retort.

"See here, Mr. Grocer," said a housewife, "if you are going to bring me any more goods, I want them to be of the very best."

"We keep none but the best." "I presume so. But you sell the worst in order to keep the best."

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of Staple and Fancy

Dry Goods

Manufacturers of

Shirts, Pants, Overalls, Etc.

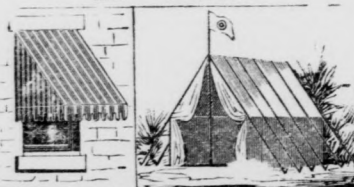
Complete Spring Stock now ready for inspection. Chicago and Detroit prices guaranteed.

48, 50 and 52 Ottawa St.,

GRAND RAPIDS, MICH.

AWNINGS

AND TENTS.



Flags, Horse and Wagon Covers, Seat Shades, Large Umbrellas, Oiled Clothing, Wide Cotton Ducks, etc. Send for Illustrated Catalogue. CHAS. A. COYE, 11 Pearl Street, Telephone 106.

Prices Current.

Table of prices for various goods including UNBLEACHED COTTONS, BLEACHED COTTONS, CANTON FLANNEL, DRESS GOODS, COARSE JEANS, PRINTS, TICKINGS, and COTTON DRILL.

Table of prices for various goods including DEMINS, SATINES, GINGHAMS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMEST FLANNEL, CANVASS AND PADDING, DUCKS, WADDINGS, SILESIA, CORSETS, SEWING SILK, SAFETY PINS, and NEEDLES—PER M.

P. STEKETEE & SONS,

JOBBERS OF

Dry Goods and Notions.

DRESS GOODS.

Hamilton, Pacific, Arlington, in plain, mixtures and stripes; also G G Cashmere in all the new spring shades. Mohairs, Alapaca and Brilliantines. Ten Cases of Westbrook and Saccarappa Gingham, which we offer Cheap. All Good Styles.

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

**HARDWARE.**

**The Necessity of Good Habits.**  
From the Office.

One of the first things that is impressed upon the young man entering business is the necessity of good habits, such as punctuality, neatness, order, etc. He may never have thought of these things at school as a part of business success, but he soon hears of them in the office. Comparatively few persons, however—save those specially endowed by nature—succeed in exemplifying the latter until they have gone through a long course of discipline. Very frequently their affairs for a considerable period are in such a condition as to merit the term systematic disorder. Take it in the mere matter of the keeping of their business supplies, examining the drawers of a desk, for example. Instead of all the bill heads being in one place there will be a few of these necessary articles in each of several compartments. By the same token postage stamps, blotting pads, letter paper and rubber bands are found almost everywhere. Each drawer and pigeon-hole is in apparent order, but in that kind of order that would be observed in a company of soldiers if all the different uniforms in the service were displayed instead of all the men being in the same uniform. Orderly disorder is far worse than disorder of the usual kind, for the latter is so baneful to all appearances that an effort is often made to correct it. Orderly disorder, on the other hand, so frequently deceives the victim into believing that he is orderly that it remains unchecked, and accordingly works the greatest harm.

**How Merchants Prevent Forgeries.**  
From the Philadelphia Inquirer.

"There, I've got it down fine at last, and no mistake," and one of Philadelphia's business men laid his pen down with a sigh of relief, and hastily blotted his name on a check with a blotter. "Got what down?" asked a visitor. "A new wrinkle adopted by merchants and others to prevent their names from being forged to checks. It's this way, and after signing my name I turn the pen up and draw a long line through it from right to left, and it looks as if the name had been canceled. The peculiar little twirl at the end, where the long line of the pen commences, is where the forger of a man's name gets left. He doesn't tumble to it, so to speak, but the cashiers of the banks where I do business do, and they know instantly whether the signature is genuine or not. You see, also, this line drawn through the name makes the check look as if it was no good in case it is lost, and the finder will not present it for collection. It's a great idea, and is being adopted by many business men of the city. Of course, we have to explain it to the bank people, who, once they know it, have no further trouble with us over it. But the de'l o't is the practicing to get it down fine, and it takes some little work to do so," and he gazed proudly at the unsightly line drawn through his name at the bottom of a check for \$7,000.

**The Hardware Market.**

The nail market is on the decline, steel and wire nails approaching as low prices as were reached last year. Barbed wire is weak and there is a downward tendency in all wire goods.

A good many signs point to a belief that the days of gathering stores of ice from filthy ponds and rivers are about numbered. Refrigerating machinery and artificial ice-making machinery, by the use of which comparatively pure ice may be had, will, beyond much doubt, before long take away the employment of the ice cutter. The old idea that water purifies itself in freezing has been pretty thoroughly exploded, and now it only remains for some fortunate inventor to bring out a machine which shall be cheap in price, and which will operate economically in making small quantities of ice, to knock the bottom out of ponds and rivers, so far as providing the cooling fluid is concerned.

**Prices Current.**

These prices are for cash buyers, who pay promptly and buy in full packages.

AUGURS AND BITS.	
Snell's.....	dis. 60
Cook's.....	40
Jennings' genuine.....	25
Jennings' imitation.....	50&10
AXES.	
First Quality, S. B. Bronze.....	\$ 8 00
" " D. B. Bronze.....	12 50
" " S. B. S. Steel.....	9 00
" " D. B. Steel.....	14 00
BARROWS.	
Railroad.....	dis. \$ 14 00
Garden.....	net 30 00
BOLTS.	
Stove.....	50&10
Carriage new list.....	70
Flow.....	40&10
Sleigh shoe.....	70
BUCKETS.	
Well, plain.....	\$ 3 50
Well, swivel.....	4 00
BUTTS, CAST.	
Cast Loose Pin, figured.....	70&
Wrought Narrow, bright 5ast joint.....	60&10
Wrought Loose Pin.....	60&10
Wrought Table.....	60&10
Wrought Inside Blind.....	60&10
Wrought Brass.....	75
Blind, Clark's.....	70&10
Blind, Parker's.....	70&10
Blind, Shepard's.....	70
BLOCKS.	
Ordinary Tackle, list April 17, '85.....	40
CRADLES.	
Grain.....	dis. 50&02
CROW BARS.	
Cast Steel.....	per lb 5
CAPS.	
Ely's 1-10.....	per m 65
Hick's C. F.....	60
G. D.....	35
Musket.....	60
CARTRIDGES.	
Rim Fire.....	50
Central Fire.....	dis. 25
CHISELS.	
Socket Firmer.....	70&10
Socket Framing.....	70&10
Socket Corner.....	70&10
Socket Slicks.....	70&10
Butchers' Tanged Firmer.....	40
COMBS.	
Curry, Lawrence's.....	40
Hotchkiss.....	25
CHALK.	
White Crayons, per gross.....	12@12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size.....	per pound 28
" " 14x52, 14x56, 14x60.....	26
Cold Rolled, 14x56 and 14x60.....	26
Cold Rolled, 14x48.....	26
Bottoms.....	27
DRILLS.	
Morse's Bit Stocks.....	dis. 40
Taper and straight Shank.....	50
Morse's Taper Shank.....	50
DRIPPING PANS.	
Small sizes, ser pound.....	07
Large sizes, per pound.....	6 1/2
ELBOWS.	
Com. 4 piece, 6 in.....	doz. net 75
Corrugated.....	dis. 20&10&10
Adjustable.....	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26.....	30
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List.	
Disston's.....	60&10
New American.....	60&10
Nicholson's.....	60&10
Heller's.....	50
Heller's Horse Rasps.....	50
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List.....	13 14 15 18
Discount, 50&10.....	
GAUGES.	
Stanley Rule and Level Co.'s.....	50

HAMMERS.	
Maydole & Co.'s.....	dis. 25
Klip's.....	dis. 25
Yerkes & Plumb's.....	dis. 40&10
Mason's Solid Cast Steel.....	30c list 60
Blacksmith's Solid Cast Steel, Hand.....	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3.....	dis. 60&10
State.....	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 and longer.....	3 1/4
Screw Hook and Eye, 1/2.....	net 10
" " " 3/4.....	net 8 1/2
" " " 1.....	net 7 1/2
" " " 1 1/4.....	net 7 1/2
Strap and T.....	dis. 70
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track.....	50&10
Champion, anti-friction.....	60&10
Kidder, wood track.....	40
HOLLOW WARE	
Pots.....	60
Kettles.....	60
Spiders.....	60
Gray enameled.....	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware.....	new list 70&10
Japanned Tin Ware.....	25
Granite Iron Ware.....	new list 33 1/2&10
LEVELS.	
Stanley Rule and Level Co.'s.....	dis. 70
WIRE GOODS.	
Bright.....	70&10&10
Screw Eyes.....	70&10&10
Hook's.....	70&10&10
Gate Hooks and Eyes.....	70&10&10
KNOBS—New List.	
Door, mineral, jap. trimmings.....	55
Door, porcelain, jap. trimmings.....	55
Door, porcelain, plated trimmings.....	55
Door, porcelain, trimmings.....	55
Drawer and Shutter, porcelain.....	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list.....	55
Mallory, Wheeler & Co.'s.....	55
Branford's.....	55
Northwalk's.....	55
MATTOCKS.	
Adze Eye.....	\$16 00, dis. 60
Hunt Eye.....	\$15 00, dis. 60
Hunt's.....	\$18 50, dis. 20&10
MAULS.	
Sperry & Co.'s, Post, handled.....	50
MILLS.	
Coffee, Parkers Co.'s.....	40
" " P. S. & W. Mfg. Co.'s Malleables.....	40
" " Landers, Ferry & Cl. k's.....	40
Enterprise.....	25
MOLASSES GATES.	
Stebbin's Pattern.....	dis. 60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	25
NAILS	
Steel nails, base.....	2 10
Wire nails, base.....	2 50
Advance over base:	
60.....	Base Steel. Wire.
50.....	Base Base
40.....	05 20
30.....	10 20
20.....	15 30
16.....	15 35
12.....	15 35
10.....	20 40
8.....	25 50
7 & 6.....	40 65
4.....	60 90
3.....	1 00 1 50
2.....	1 50 2 00
Fine 3.....	1 50 2 00
Case 10.....	60 90
" " 8.....	75 1 00
" " 6.....	90 1 25
Finish 10.....	85 1 00
" " 8.....	1 00 1 25
" " 6.....	1 15 1 50
Clinch 10.....	85 75
" " 8.....	1 00 90
" " 6.....	1 15 1 50
Barrell 1/2.....	1 00 2 50
" " 3/4.....	1 75 2 50
PLANES.	
Ohio Tool Co.'s, fancy.....	dis. 30
Sciota Bench.....	@50
Sandusky Tool Co.'s, fancy.....	@30
Bench, first quality.....	@50
Stanley Rule and Level Co.'s, wood.....	@10
PANS.	
Fry, Acme.....	dis. 60
Common, polished.....	dis. 70
RIVETS.	
Iron and Tinned.....	40
Copper Rivets and Burs.....	50
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's pat. planished, Nos. 25 to 27.....	9 20
Broken packs 1/4c per pound extra.....	

**FOSTER, STEVENS & CO.,**



**Express Wagons.**

Send for Circular.

## The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

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E. A. STOWE, Editor.

WEDNESDAY, MAY 7, 1890.

### "COMPOUND" LARD.

There is unreasonableness on both sides in the discussion over placing an internal revenue tax on the mixture of lard and cotton seed oil known as compound lard. Some on one side want cotton seed oil taxed, because it is sold in this way and used as a substitute for lard and other animal fats, thus lowering the price of the latter. Some on the other side oppose the proposed tax because they want the unrestricted privilege of adulterating lard, as they can get more for the oil in this way than when sold under its own name.

Refined cotton seed oil may be clean, pure, wholesome and suitable for culinary purposes. As such it has as much right to be placed on the market and sold without restrictions as pure, clean lard. Even when mixed with lard and the mixture sold on its own merits as a compound of lard and cotton seed oil, without any attempt to deceive the public as to its true nature, a restrictive or prohibitive tax is wrong. The people then know just what they are buying, and if they prefer to use the compound, they certainly should have the privilege of doing so. But when cotton seed oil is mixed with lard and the compound is represented and sold as pure lard, or the public is deceived in any way as to its true nature, then there is adulteration and fraud, and a tax on the article, or a fine on the dealers, is right and proper. Even the confiscation of the adulterated article by the government would be justifiable. It makes no difference if compound lard is clean and wholesome, whenever the manufacturers and dealers deceive the consumers as to its real nature, they are deliberately defrauding them and should be punished.

### THE CRACKER COMBINATION.

THE TRADESMAN solicited an expression of opinion from the Secretary of the newly-organized cracker trust, at Detroit, but that gentleman evidently does not care to put himself on record in relation to the matter, as no notice was taken of the request. The Detroit newspapers have evidently come to the conclusion that the combination is a genuine trust, if the following clipping from the *Evening News* is any criterion:

The new cracker company can properly be called a trust. The four leading steam cracker bakeries of Detroit—Vail & Crane, Detroit Cracker Co., Lawrence Dewey & Co. and Morton Baking Co.—are in it. The purpose of the organization as given by one of the stockholders of the new company, is this:

About three months ago all of the large cracker bakers and dealers of New York, except two, formed a trust under the name of the New York Biscuit Co. Heretofore none of the Eastern bakeries, except E. J. Larrabee's and one or two others, have solicited trade in Michigan, and the small amount they got was in fancy crackers and the highest priced goods. The Detroit firms have been in-

clined to the opinion that the New York company contemplates making a special effort to extend its business and push Eastern crackers in Michigan more extensively than heretofore. To be prepared to compete with the Eastern trust, by curtailing expenses, is one of the purposes of the Detroit company.

There has not been much profit in the cracker trade during the past year, but the cracker men hope to do better by reducing expenses and the cost of manufacture. This they believe they can do by gradually bringing the business under one management. They may find that the business of the four bakeries can be done in two or three, and, if that is the case, a large item of expense would be saved. Whether any of the bakeries will really be closed, however, is a matter to be determined.

Whatever may be said of the bonus system, and the evils which follow in its wake, there is no denying the fact that the business men of Muskegon are making it the stepping-stone to a very promising future. No matter what argument may be brought against the system of paying a bonus which is voted by a municipality, there can be no objections to it when the sum is contributed by private individuals, as is the case at the Sawdust City.

The Grand Rapids Board of Trade spends a considerable sum each year in showing the world what fine engraving and printing can be done in New York and Chicago offices. The Muskegon Board of Trade uses the funds at its command in advertising the advantages of that city in the trade journals of the country, thus bringing the resources of the place to the attention of manufacturers everywhere. The relative merits of the two methods are patent to all careful observers.

### The New Button Fastener Company.

As intimated in last week's paper, nearly twice as many tenders of stock subscriptions to the Elliott Button Fastener Co. were received as the directors could entertain. The organization was completed on Thursday, when the first assessment was ordered. The stock list now contains the following names: Chas. S. Hazeltine, Thomas J. O'Brien, G. R. Mayhew, Wm. E. Elliott, E. A. Stowe, Fred. B. Aldrich, H. B. Fairchild, J. H. Hagy, G. W. Perkins, W. R. Shelby, E. W. Hunting, F. L. Riechel, A. Van Bochove, F. J. Dettenthaler, J. C. Wenham, L. H. Withey, John E. More, Fred. C. Miller, H. T. Stanton, Geo. A. O'Hara, Wm. T. Hess, W. A. Stowe, John T. Wheeler, E. D. Whitlock, John B. White, F. A. Cadwell, Chas. Johnson, Thos. W. Miller, W. A. Rindge, S. A. Sheldon, Chas. P. Rathbun, D. C. Scribner, Thos. Hill, A. Van Duren, W. O. Hughart, J. H. P. Hughart, Ludwig Winternitz, M. N. Lehmayr, M. Jandorf and O. L. Palmer.

At a meeting of the directors, the following officers were elected:

President—Chas. S. Hazeltine.  
Vice-President—Thos. J. O'Brien.  
Secretary—E. A. Stowe.  
Treasurer—Geo. R. Mayhew.  
Manager—Wm. E. Elliott.

A lease has already been executed for a suitable factory building and Treasurer Mayhew and Manager Elliott are now in Chicago, purchasing the necessary machinery. It is the intention of the company to have 200 machines on the market within the next ninety days, when the capacity of the factory will be 100 fasteners a week.

### P. of I. Gossip.

Brush Ridge correspondence Hastings *Banner*: "The P. of I. are not as lively as they were some time ago."

Banfield correspondence Hastings *Banner*: "The P. of I. have given up the idea of starting a store here."

New Era correspondence Montague *Observer*: "The P. of I. Lodge has made a contract with Peter Rankin, our general merchant here, to furnish them goods at P. of I. prices."

Detroit *News*: "The Patrons of Industry of Ionia county met in convention and decided to sell their wool crop all in a bunch. A resolution to let politics alone received only one vote out of 120."

Bellaire *Breeze*: "The open meeting announced for last Thursday evening by the Bellaire P. of I. Association proved a dismal failure. There was not enough oil on hand to light the hall and no speaker appeared upon the scene."

G. O. Adams, the Dushville general dealer, writes as follows: "Please take my name from the P. of I. merchants, as my contract has expired and I do not care to contract any longer. I have found, to my sorrow, that the contract binds our side only."

Saranac *Local*: "The Algodon P. of I. debated the question, 'Resolved, that education is of more benefit to man than money,' last Friday evening. Much oratorical ability is said to have been displayed by some of the speakers, while others forgot what they were going to say and 'couldn't speak their piece.' The question was decided in the affirmative."

Central Lake correspondence Bellaire *Breeze*: "The Patrons of Industry have a good sized lodge at this place, and it is quite a popular institution. We have been unable as yet, however, to exactly understand by what suspension of their rules the Patrons have justified themselves in admitting to membership Henry Sissons, who is a dealer in general merchandise at this place."

### Good Advice to Our Farmer Friends.

From the Chicago Dry Goods Rep. rter.

As if bad roads and unseasonable weather were not enough to contend with, our country retail merchants are being afflicted with an epidemic of "farmers' alliances." These alliances, as a rule, are not conducted by farmers, or by anyone who has the interests of farmers particularly at heart, but rather by a set of adventurers who seek to work on the farmers' prejudices and idiosyncracies to accomplish their own selfish objects. The farmer should know by this time that his retail merchant is about as trustworthy a friend as some officious demagogue who is noted for the profuseness of his promises, rather than for any great good which he has accomplished for the farming classes. With the price of raw material at its present figures, and the tariff on imported goods as high as it now is, we are of the opinion that consumers are purchasing goods as cheaply as may reasonably be expected, and a great deal more cheaply than if our present fierce competition among business men were abolished, and co-operative farmers' alliances were universally substituted.

What is the use, then, of trying to punish our retail merchants on account of a condition of things for which they are not in the least responsible? Are they growing rich too fast? We doubt it. For the intelligence, foresight and enterprise which they put into their business, their rewards are small enough. We, then, doubt the wisdom of the policy which places the retail merchants of a town in competition with farmers' alliances, peddlers, and the numerous other nuisances which infest the commercial world. The selection of salable goods to meet the requirements of con-

sumers is a matter requiring taste, judgment and a thorough knowledge of the business. Well bought is more than half sold. If the promoters of these so-called co-operative schemes have these business qualities, well and good; otherwise, they had better intrust merchandising to those who know something about it.

And the farmer, if he would escape the stringency of the times, which he fondly believes is due to oppression of some sort, let him—

1. Vote first, last and all the time against high taxes in whatever form, and for honest, pure, clean government, without regard to party.

2. Sell enough of his farm to pay off the mortgage on the balance, stopping interest, live absolutely free from debt (we once knew a large family handsomely supported on twelve acres), and diversify his crops.

3. Give up tobacco and drink, and spend the money thus saved for better food, clothing and shelter.

4. Instead of working twelve or fifteen hours a day, thus losing all ambition and becoming a mere animal, work not to exceed eight or ten hours, and devote some time every week to reading, studying and thinking.

If some such plan as this were adopted, which would strike at the root of the evil, there would be little danger to fear from fake co-operative stores and alliances. The farmer would find it to pay best to follow his plow, and leave mercantile life for those who know something about it.

Fire Crackers all sizes and prices.

PUTNAM CANDY CO.

### 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—A WELL-ESTABLISHED DRUG BUSINESS in a growing portion of the city, a first-class location. For particulars, address B., care Michigan Tradesman. 23

FOR SALE—A COMPLETE STOCK OF GROCERIES, crockery and glassware; good reason for selling; stock will inventory about \$1500; must have the cash; good established cash trade; rent for brick store and barn cheap. Address P. O. box 222, Utica, Mich. 24

FOR SALE—A FULL SET OF MACHINERY FOR making patent coiled barrel hoops; machinery good as new; price, \$300; also lath machine, which will cut 18,000 per day; price \$50. H. L. Carter, Sand Lake, Mich. 22

FOR SALE—HAVING DECIDED TO GO OUT OF general merchandise business for good, I offer my stock and trade for sale; a rare chance. Address C. M. Wight, Novi, Mich. I will take one-half in improved real estate in Detroit. 21

FOR SALE—WELL-ASSORTED STOCK OF DRY goods and groceries of about \$4,500 in summer resort town of Charlevoix, Mich.; sales \$25,000, easily increased; rare bargain to quick purchaser. Address J. L. Hurd, 99 Washington St., Chicago. 17

FOR SALE—STOCK OF DRY GOODS, CARPETS, boots and shoes in town of 1,200 inhabitants in Southern Michigan; new double store; clean, fresh stock of about \$8,000; an established paying business; junction two railroads; good reasons for selling. Address No. 15, care Michigan Tradesman. 15

FOR SALE—STOCK OF DRUGS, MEDICINES AND fixtures in town situated in a thriving farming community, which is also a growing summer resort; ten miles distant from any town containing drug store; a good place to make money on a small capital; reasons for selling, other business. Address Druggist, Crystal, Mich. 14

FOR SALE—STORE, DRUG STOCK AND FIXTURES, including postoffice fixtures, for sale on easy terms, owing to ill health; only drug store in town, situated in center of the fruit section. Address Dr. S. J. Koon, Lisbon, Mich. 4

WANTED—GROCERY STOCK; MUST BE CHEAP for cash. Church & Fenn, Charlotte, Mich. 586

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. 568

### HELP WANTED.

WANTED—A GOOD TINNER, GIVE EXPERIENCE and references. Address A. W. Gammer & Co., Box 10, Coloma, Mich. 25

### SITUATIONS WANTED.

WANTED—POSITION BY REGISTERED ASSISTANT pharmacist; best of references furnished. S. E. Smith, Coopersville, Mich. 18

### MISCELLANEOUS.

WANTED—TO KNOW THE WHEREABOUTS OF N. S. Loop, who has lived at Kent City, Elmira and Coldwater. The Tradesman Company, Grand Rapids. 16

ABOLISH THE PASS BOOK AND SUBSTITUTE THE Tradesman Coupon, which is now in use by over 5,000 Michigan merchants—all of whom write in praise of its effectiveness. Send for sample order, which will be sent prepaid on receipt of \$1. The Tradesman Company, Grand Rapids. 14

RENT FREE FOR TWO YEARS TO COMPETENT landlord who will furnish summer resort hotel. E. A. Stowe, Secretary Traverse, Point Association, Grand Rapids, Mich. 13

FOR SALE—ONE NEARLY NEW STEAM POWER and feed mill; good location; owner unable to attend to business on account of sickness; this valuable property will be sold very cheap. Address A. S. Johnson, Mecosta, Mich. 20

COMPLETE HISTORY OF THE PATRONS OF INDUSTRY, from the inception of the organization; only a few copies left; sent postpaid for 10 cents per copy. Address The Tradesman Company, Grand Rapids. 12

SAMPLES OF TWO KINDS OF COUPONS FOR RETAILERS will be sent free to any dealer who will write for them to the Suthiff Coupon Pass Book Co., Albany, N. Y. 564



**The P. of I. Dealers.**

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

- Ada—L. Burns.
- Adrian—Powers & Burnham, Anton Wehle,
- L. T. Lochner, Burleigh Bros.
- Allendale—Henry Dolman.
- Almont—Colerick & Martin.
- Altona—Eli Lyons.
- Armada—C. J. Cudworth.
- Assyria—J. W. Abbey.
- Aurelius—John D. Swart.
- Bay City—Frank Rosman & Co.
- Belding—L. S. Roell, Lightstone Bros.
- Bellaire—Schoolcraft & Nash.
- Bellevue—John Evans.
- Big Rapids—A. V. Young, E. P. Shankweiler & Co., Mrs. Turk, J. K. Sharp, A. Markson.
- Blissfield—Jas. Gauntlett, Jr.
- Brice—J. B. Gardner.
- Burnside—John G. Bruce & Son.
- Caldwell—C. L. Moses.
- Capac—H. C. Sigel.
- Carlton Center—J. N. Covert.
- Carson City—A. B. Loomis, A. Y. Sessions.
- Cedar Springs—John Beucus, B. A. Fish, B. ripp.
- Charlotte—John J. Richardson, Daron & mith, J. Andrews, C. P. Lock, F. H. Goodby.
- Chippewa Lake—G. A. Goodsell.
- Clam River—Andrew Anderson.
- Clio—John W. Hurd.
- Coldwater—J. D. Benjamin.
- Conklin—Wilson McWilliams.
- Coral—J. S. Newell & Co.
- Dorr—Frank Sommer.
- Deerfield—Henry W. Burghardt.
- Eaton Rapids—Knapp & Rich, H. Kositchek & Bro.
- Evart—Mark Ardis, E. F. Shaw, John C. Devitt.
- Fenwick—Thompson Bros.
- Flint—John B. Wilson.
- Flushing—Sweet Bros. & Clark.
- Fremont—J. B. Ketchum, W. Harmon.
- Gladwin—John Graham, J. D. Sanford, Jas. Croskery.
- Gowan—Rasmus Neilson.
- Grand Haven—N. J. Braudry & Co.
- Grand Ledge—Frank O. Lord.
- Grand Rapids—Joseph Berles, A. Wilzinski, Brown & Sehler, Houseman, Donnelly & Jones, Ed Struensee, Wasson & Lamb, Chas. Pettersch, Morse & Co., Famous Shoe Store, Harvey & Heystek, Mrs. E. J. Reynolds, E. Burkhardt.
- Greenville—Jacobson & Netzorg.
- Hart—Rhodes & Leonard.
- Hersey—John Finkbeiner.
- Hesperia—B. Cohen.
- Howard City—O. J. Knapp, Herold Bros., C. E. Pelton.
- Hubbardston—M. H. Cahalan.
- Imlay City—Cohn Bros., Porter Megan.
- Ionia—H. Silver, Wm. Wing, E. S. Welch.
- Jackson—Hall & Rowan.
- Jenisonville—L. & L. Jenison (mill only).
- Kalamo—L. R. Cessna.
- Kent City—M. L. Whitney.
- Kewadin—A. Anderson.
- Laingsburg—D. Lebar.
- Lake City—Sam. B. Ardis.
- Lake Odessa—Christian Haller & Co., E. F. Colwell & Son, Fred Miller.
- Lakeview—H. C. Thompson, Andrew All & Bro.
- Langston—F. D. Briggs.
- Lansing—R. A. Bailey, Etta (Mrs. Israel) Glicman.
- Lapeer—C. Tuttle & Son, W. H. Jennings.
- Lowell—Patrick Kelly.
- McBain—Sam. B. Ardis.
- McBride's—J. Mc'rae.
- Mancelona—J. L. Farnham.
- Manton—A. Curtis, Mrs. E. Liddle.
- Marshall—W. E. Bosley, S. V. R. Lepper & Son.
- Mecosta—Robert D. Parks, J. Netzorg.
- Milan—C. C. (Mrs. H. S.) Knight, Chas. Gauntlett, James Gauntlett, Jr.
- Millington—Chas. H. Valentine.
- Monroe Center—Geo. H. Wightman.
- Morley—Henry Strope.
- Mt. Morris—H. E. Lamb, J. Vermett & Son, F. H. Gwiles.
- Mt. Pleasant—Thos. McNamara.
- Nashville—H. M. Lee.
- Newaygo—W. Harmon.
- New Era—Peter Rankin.
- North Dorr—John Homrich.
- Nottawa—Dudley Cutler.
- Ogden—A. J. Pence.
- Olivet—F. H. Gage.
- Onondaga—John Sillik.
- Orange—Trew & Son.
- Orono—C. A. Warren.
- Potterville—F. D. Lamb & Co.
- Remus—C. V. Hane.
- Richmond—Knight & Cudworth, A. W. Reed.
- Riverdale—J. B. Adams.
- Rockford—B. A. Fish.
- Sebewa—P. F. Knapp, John Bradley.
- Shelbyville—Samuel Wolcott.
- Shepherd—H. O. Bigelow.
- Sheridan—M. Gray.
- Shultz—Fred Otis.
- Spencer Creek—M. M. Elder.
- Spring Lake—Geo. Schwab, A. Bitz.
- Springport—Powers & Johnson, Wellington & Hammond.
- Stanton—Sterling & Co.
- Stanwood—F. M. Carpenter.
- Traverse City—John Wilhelm, S. C. Darrow, D. D. Paine.
- Vassar—McHose & Gage.
- Wayland—Pickett Bros.
- Wheeler—Louise (Mrs. A.) Johnson, H. C. Breckenridge.
- White Cloud—J. C. Townsend, N. W. Wiley.
- Whitehall—Geo. Nelson, John Haverkate.
- Williamston—Thos. Horton.
- Woodland—Carpenter & Son.
- Yankee Springs—T. Thurston.

**To Suppress All Associations.**

From the New York Sun.

The starch-making companies of the country have combined in one vast corporation; and we are told they have organized it under the laws of Kentucky. Their purpose has evidently been to form such a trust that no legal objection can

be raised against it; and how far they have succeeded time and experience will determine.

It seems evident that all the legislation against trusts which has yet been proposed, is likely to prove inadequate as a means either of stopping their formation or of putting down those which exist.

If the Legislatures of the different states, or the assembled wisdom of Congress, wish to dissolve and prevent all such combinations, there is one method which is comprehensive enough for the purpose, but which has not yet embodied in any legislative formula. Let the Constitution of the Union, as well as those of the states, be amended; and then let it be enacted that there shall be no partnerships, no corporations, no associations, no industrial, commercial, or mercantile organizations whatever, that every partnership, corporation, or association shall be dissolved, and that with the sole exception of marriage, every form of industry, business, or social life shall be carried on by single individuals only; and then the axe will have been laid at the root of the tree. As soon as such a new law can be fully executed, we shall be able to say that trusts are no more.

Of course, all labor unions, farmers' alliances, and societies for moral, political, or educational reforms, as well as all churches, will also have to be abolished and prohibited.

It is not possible to have two different sets of principles and two different kinds of legislation, the one applicable to one set of people and the other to another. Equal rights, equal privileges, equal duties, and equal disabilities is the only safe rule.

Meanwhile both the road to state socialism and the other road which leads back to barbarism, are alike very hard to travel.

**Good-Bye to the P. of I.**

The following are some of the merchants who have been under contract with the P. of I., but have found the level profit plan a delusion and a snare:

- Big Rapids—Verity & Co.
- Blanchard—L. D. Wait.
- Bridgeton—Geo. H. Rainouard.
- Casnovia—John E. Parcell.
- Cedar Springs—L. A. Gardiner.
- Central Lake—H. Sissons.
- Chapin—J. I. Vanderhoof.
- Chester—B. C. Smith.
- Clio—Nixon & Hubbell.
- Coopersville—W. D. Reynolds & Co.
- Diamondale—Elias Underhill.
- Dushville—G. O. Adams.
- Eaton Rapids—G. W. Webster.
- Fremont—Boone & Pearson.
- Grand Ledge—A. J. Halsted & Son.
- Grand Rapids—F. W. Wurzburg, Van Driele & Kotvis, John Cordes, Huntley Russell.
- Harvard—Ward Bros.
- Howard City—Henry Henkel.
- Kent City—R. McKinnon.
- Lake Odessa—McCartney Bros.
- Lowell—Charles McCarty.
- Maple Rapids—L. S. Aldrich.
- Marshall—John Fletcher, John Butler, Charles Fletcher.
- Millbrook—T. O. (or J. W.) Pattison.
- Millington—Forester & Clough.
- Minden City—I. Springer & Co., F. O. Hetfield & Son.
- Nashville—Powers & Stringham.
- Olivet—F. H. Gage.
- Otisco—G. V. Snyder & Co.
- Ravenna—R. D. Wheeler.
- Reed City—J. M. Cadzow.
- Rockford—H. Colby & Co.
- St. Louis—Mary A. Brice.
- Sand Lake—C. O. Cain, Frank E. Shattuck, Brayman & Blanchard.
- Sparta—Woodin & Van Wickle, Dole & Haynes.
- Springport—Cortright & Griffin.
- Stanton—Fairbanks & Co.
- Sumner—J. B. Tucker.
- Williamston—Michael Bowerman.

**Pulse and Temperature in a Cow.**

The following enquiry was recently made by a Michigan farmer:

"You will oblige a subscriber very much by informing me whereabouts the pulse of a cow can be found, and how many times it beats when a cow is in good health; also, the natural temperature."

To this enquiry, the *Farmers' Review* replied:

The pulse of a cow can be felt about midway underneath the lower jaw, or on the inner aspect of the elbow joint, or in the lower face of the tail, close to the rump. The parts must be firmly compressed with the fingers in order to feel it at either of these situations. The normal pulse in a cow is about 50, and the temperature 101¼ degrees Fahr.

**LEMON & PETERS,**

**Wholesale Grocers.**

SOLE AGENTS FOR

**Lautz Bros. & Co.'s Soaps,  
Niagara Starch,  
Acme Cheese--Herkimer Co., N. Y.**

**GRAND RAPIDS.**

**I. M. CLARK & SON.,**

Importers and Jobbers of

**Fine Havana, Key West and Domestic**

**CIGARS!**

Sole Agents for V. Martinez Ybor & Co., "El Principe de Gales" Factory, Key

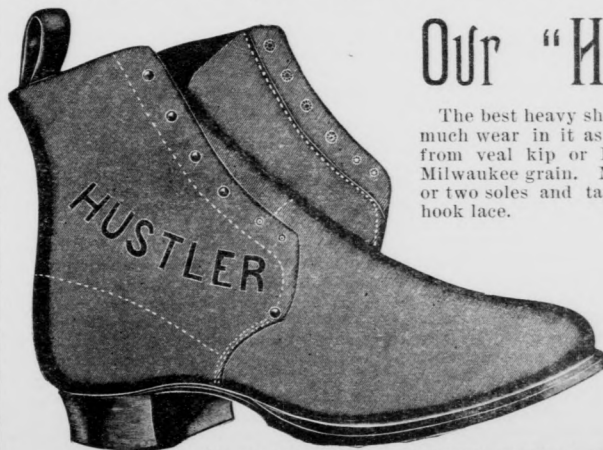
West; Baltz, Clymer & Co.'s "El Mereto" and "Henry Clay" brands;

Celestino Palacio & Co.'s "La Rosa" (full line); Seiden-

berg & Co.'s "Figaro" and "Knapsack."

We want your trade on Havana and Key West goods and are prepared to give you satisfaction in every instance.

**I. M. CLARK & SON.  
RINDGE, BERTSCH & CO.,**



**Our "Hustler."**

The best heavy shoe made. Has as much wear in it as a \$5 boot. Cut from veal kip or Piester & Vogel's Milwaukee grain. Made in two soles and two soles and tap. In buckle or hook lace.

12, 14 AND 16 PEARL ST., GRAND RAPIDS, MICH.

**Drugs & Medicines.**

**State Board of Pharmacy.**  
 One Year—Geo. McDonald, Kalamazoo.  
 Two Years—Stanley E. Parkill, Owosso.  
 Three Years—Jacob Jesson, Muskegon.  
 Four Years—James Vernor, Detroit.  
 Five Years—Ottmar Eberbach, Ann Arbor.  
 President—Jacob Jesson, Muskegon.  
 Secretary—Jas. Vernor, Detroit.  
 Treasurer—Geo. McDonald, Kalamazoo.  
 Meetings during 1890—Star Island, June 30 and July 1; Marquette, Aug. 13 and 14; Lansing, Nov. 5 and 6.

**Michigan State Pharmaceutical Ass'n.**  
 President—Frank Inglis, Detroit.  
 First Vice-President—F. M. Alsdorf, Lansing.  
 Sec'd Vice-President—Henry Kephart, Berrien Springs.  
 Third Vice-President—Jas. Vernor, Detroit.  
 Secretary—H. J. Brown, Ann Arbor.  
 Treasurer—Wm Dupont, Detroit.  
 Executive Committee—C. A. Bugbee, Cheboygan; E. T. Webb, Jackson; D. E. Prall, East Saginaw; Geo. McDonald, Kalamazoo; J. J. Crowley, Detroit.  
 Next Meeting—At Saginaw, beginning third Tuesday of September, 1890.

**Grand Rapids Pharmaceutical Society.**  
 President, J. W. Hayward, Secretary, Frank H. Escott.  
**Grand Rapids Drug Clerks' Association.**  
 President, F. D. Kipp; Secretary, W. C. Smith.

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

**The Successful Druggist.**

John W. Ballard, in Pharmaceutical Record.

To the young pharmacist starting in business on his own account, the business training he may have received, aside from his scientific knowledge, will be a very important factor in his success or failure. 'Tis true, some seem to be born lucky, but I think it possible to conduct a business in such a manner as not only to deserve success, but to command it.

By success I do not mean like that of a railroad magnate or an oil king; the business of a retail druggist is not of that caliber, but to secure a good livelihood, to be able to contribute some to those who may be needy and unfortunate and to lay by sufficient competency to support one in comfort and respectability when age shall incapacitate for labor, may be called at least an average successful career.

**SIZE OF STORE.**

In this consider, by all means, the amount of your capital. In these days of close competition do not expect to succeed wholly on borrowed capital or rely upon being able to sell your merchandise inside the sixty days' time usually given—and so meet your bills as they come due. Work upon a salary until you have saved that which shall at least be a good share of your capital. If necessity compels you to go in debt some, borrow the required amount so as to meet all your merchandise bills promptly, or, better still, discount them for cash. By paying your bills a little before due rather than after, you will gain a name in the mercantile world which shall serve well in place of great riches.

**BUYING GOODS.**

"Goods well bought are half sold." We should buy drugs as cheap as possible, but we do not want cheap (or poor) drugs.

In these days, when so many commercial travelers are abroad in the land, we do not have to go to market, but buyer and seller meet face to face, none the less. If it be your practice to try and beat down on everything, the demand which you and others like you create for low price will soon be met with goods low in price and low in quality. We can and should keep posted on current market prices, which our pharmaceutical journals give to us monthly or oftener, but it is better to be willing to pay a fair price for your drugs and insist on having good quality.

Your wholesale druggist can, perhaps, supply all your wants, from a wood toothpick up; but if you are a careful observer, you will soon find that you can divide your order with profit. Patent medicines are now sold at one price; therefore, from the point where the freight is least will be the point to make such purchases. But see what the specialists can do for you. A house that devotes its entire attention to vanilla beans, etc., can and will sell these cheaper than a house that takes such articles as a part of their business. From another place you can get heavy drugs, such as alum, copperas and borax. From another, finer chemicals; from another, roots, herbs, etc. Quantity of goods bought at one time often makes a favorable change in price. Do not overstock,

but in any staple you find a ten-pound price and a good reduction for twenty-five pounds, carefully consider whether you cannot put that difference in your pocket.

**ENLARGING YOUR BUSINESS.**

This may be done as fast as your capital will admit, but do not lose sight of the fact that it is a pharmacy that you keep. Therefore, before taking in other lines, have your assortment of drugs, medicines, surgical dressings, etc., complete. Let the people know that when there is anything wanted in the healing art you will have it. Then add to this such fancy goods as your room will allow, and sell these just as cheap as the dry goods store across the way. If you can, get a better line of goods and a different one from what they have. There are people who appreciate a good comb, brush, etc., and will pay a fair price for them and come again when they want another.

**SHOW YOUR GOODS.**

If you get in an extra large amount of anything, put it in the window for a time at least. Suppose you receive one or two dozen pairs of crutches and put them all in the window for a week, you may not sell any that week, but the next week or in two weeks or even six weeks after, if one of your townsmen needs a pair how quick his memory will take him back to the display he saw in your window. Put a case of extract licorice in your window and notice how the little (and big) boys soon begin to exchange their nickels for it. Learn a lesson from your dry goods neighbor; he dresses his show window often with new and attractive goods. Why can not you do likewise?

If you enlarge your business so as to include cigars, don't have a crowd of smokers sitting in a circle and expectorating at the stove. Let the proprietor and assistants do all the loafing done in your pharmacy.

**CARE OF STOCK.**

A close watch must be kept on many articles or they will be unfit for dispensing. The moth will be at your brushes. Some of your pressed herbs—motherwort-rue and roots of burdock, dandelion, rhubarb and ginger—will become food for the weevil instead of physic for the sick. Some of your syrups may be fermenting or your ointments be rancid, and in such conditions they should not be dispensed. Eternal vigilance must be practiced here.

Throw nothing away that can be used. Save all your old bottles, and on a rainy day or at any dull time have them cleansed, assorted and put away for a time of need.

Keep a careful watch for unsalable goods, especially patent medicines. You may have been induced by a velvet-tongued salesman to put in more Liver Reviver than you could sell. When the advertising stops the sale stops, and with many patents when they die they "die all over." Your wholesaler may, however, have a sale for this article in some localities and will exchange them for other goods at a greater or less discount. Make such an exchange with all possible speed, and pocket a small loss rather than a larger.

Some goods you may not be able to sell or exchange. Carefully put them away, and have an invoice of them, that you may know what you have and how much. Some day you will be surprised by a person who wants that very liver remedy, and wants it badly.

**CONSTANT STUDY NECESSARY.**

Our college days must not end our days of study. New remedies. New combinations are of almost everyday occurrence. The successful druggist must take and read not one but many of our trade journals of the day or his neighbor will soon lead him. It is not only the pleasure but the business of the editors to place before us things new and old. The drug journals take as much pleasure in describing a new antipyretic as our daily would in describing the horrors of a railway disaster. Suppose a Ph. G. of 1870, without further study or reading since that time, should come to our prescription file, what would he see? Antipyrine, phenacetin, sulfonal, acet-

[CONTINUED ON FOURTEENTH PAGE.]

**Roads and Social Culture.**

An interesting and instructive discussion is in progress at present in which some of our learned citizens, and both the lay and scientific press, and some of the magazines are participating, in respect to the economic value in the United States of good country roads. The management of the Vanderbilt University has even gone so far as to provide for the free instruction in road engineering of one person from each county in Tennessee. The Baltimore Sun, which is agitating the question in Maryland, points out that the power required to draw a wagon weighing with its load one ton, on a macadamized road of broken stones, is sixty-five pounds, which is increased to two hundred pounds on a common dirt road. Prof. Ely, of John Hopkins University, estimates that poor roads cost the farmer, on an average, \$15 per horse, and Prof. Jenks, of Knox College, Illinois, argues that with good permanent roads freight could often be hauled ten miles on wagons, cheaper than it could be taken one mile on a dirt road to a railroad station, unloaded, put on the cars, and carried to its destination. Of the social influences of good roads, he says that "a large part of the mental inspiration of the farmers depends on their ability to attend church lectures, concerts and social gatherings at a distance; and really good roads, by enabling them to go much more easily, would doubtless raise the whole intellectual tone of the farming community, besides keeping within the healthful influence of the farm many who are now forced into the towns.

**The Manufacture of Camphor.**

Commercial camphor is manufactured almost solely in this country directly from the native wood fibers containing the gum. The wood fiber has heretofore been shipped to this country from Japan for distillation. The cost of carrying the bulky material has been very great, and of the twenty-five per cent. of camphor in the wood at the time of shipment, nearly one-half of it evaporates during its long transportation. Now, however, it is intended to distil the wood near the camphor forests while it is still fresh, and a machinery house of Pittsburgh, Pa., have just shipped to Japan a valuable plant for the distillation of camphor. This plant is composed of stills, boilers, engines, etc., weighs fifty-five tons, and costs about \$75,000. It is the result of several years' experimentation by a New York house in trying to devise improved methods for the distillation of crude camphor in the article of commerce. If this departure should be a success, it is probable that other plants will be located in Japan for the distillation and refinement of camphor.

**The Drug Market.**

Buchu leaves are scarce and higher for leaves of prime quality. Gum opium is steady. Morphia is unchanged. Quinine is a little less firm, but is unchanged. Nitrate silver has again advanced. The advance in silver has an advancing tendency on all East India goods. Spices are advancing under this influence. Paris green has advanced 1½ cents. Quick-silver has advanced and all mercurials tend higher. Stocks of Tonka beans are said to be concentrated and extreme prices are asked. Grains of Paradise are higher. Cassia buds have advanced, on account of scarcity. Turpentine has declined.

Milk Shakes and Ice Shaves.

POTNAM CANDY CO.

**CINSENG ROOT.**

We pay the highest price for it. Address PECK BROS., Wholesale Druggist, GRAND RAPIDS.

**THE MOST RELIABLE FOOD**  
 For infants and invalids.  
 Used everywhere, with unqualified success. Not a medicine, but a steam-cooked food, suited to the weakest stomach. Take no other. Sold by druggists. In cans, 35c. and upward.  
 WOOLRICH & Co. on every label.

"THE WEAR IS THE TRUE TEST OF VALUE."

We still have in stock the well-known brand

**Pioneer Prepared Paint.**

MIXED READY FOR USE.

Having sold same to our trade for over ten years, we can say it has fulfilled the manufacturer's guarantee. Write for sample card and prices before making your spring purchases.

**Hazeltine & Perkins Drug Co.,**  
 GRAND RAPIDS, MICH.

SOLE AGENTS  
**POLISHINA THE FURNITURE FINISH.**

**ACME WHITE LEAD & COLOR WORKS**  
 DETROIT,  
 MANUFACTURERS OF  
**LATEST ARTISTIC SHADES OF**  
**Point**  
**FOR INTERIOR AND EXTERIOR DECORATION**  
**F. J. WURZBURG, Wholesale Agent**  
 GRAND RAPIDS.

**SUSPENDED!**

By His "Better Half,"  
  
 For allowing the dealer to impose on him by selling him shoe Dressing other than

**JETTINE.**

Warranted not to Thicken, Sour or Mold in any climate. Quality Guaranteed Against Injury by Freezing. All others worthless after freezing. See quotation. MARTELL BLACKING CO., Sole Manufacturers, Chicago, Ill.

**IF YOU USE BOXES Etc.,**  
 —WRITE TO—  
**C. W. Johnson & Co.,**  
**DRUGGISTS' PRINTERS,**  
 44 West Larned St., DETROIT, MICH.  
 —FOR CATALOGUE—  
**THEY CAN SAVE YOU MONEY**

**Do You Observe the Law?**

If not, send \$1 to  
**THE TRADESMAN COMPANY,**  
 For their combined  
**LIQUOR & POISON RECORD.**



**GROCERIES.**

**Gripsack Brigade.**

Bert Wade has gone on the road for the Cadillac Manufacturing Co., of Cadillac.

Mr. Peck, who has for the last year been traveling for the John Spry Lumber Co., of Chicago, will hereafter represent the Maxwell Lumber Co. of Muskegon.

"Windy" Hawkins is telling two new stories—one about a dog and the other about a deaf and dumb butcher. One pull of the string brings both stories instanter.

Eaton, Lyon & Co.'s road force was unintentionally omitted from the roster published a few weeks ago. It includes Leo J. Kymer, Geo. Raynor, W. B. Dudley and Peter Lubach.

Chas. S. Robinson is jubilant over a matched driving team, which he purchased on the occasion of his recent visit to Aurora, N. Y. Harry Brown is now compelled take a back seat.

The following hotels have recently signed the agreement of the Knights of the Grip: Medler House, Caro; Kensington, Harbor Springs; Cleveland House, Inlay City; New Thompson House, Homer; Dyer House, Bellevue; Hotel Russell, Manistee; Pacific House, Port Huron.

**Attachment Sustained.**

Jacob Cohen, the White Cloud general dealer, uttered a \$5,000 mortgage on his stock to his wife on January 31, withholding it from record until March 17. In making late statements of his condition to his creditors, he had neglected to mention the fact that he owed his wife any borrowed money, which led Butzell Bros. and A. Krolik & Co., of Detroit, to instruct their attorney, Peter Doran, to attach the stock, which he succeeded in doing on April 2. Cohen naturally contested the attachment, and the case was heard before Judge Palmer, of the New-aygo Circuit Court, last Thursday and Friday. The testimony of Cohen and his wife, as to where the loan involved in the alleged mortgage came from and where it was kept before it was loaned to the husband, was so much at variance that Judge Palmer sustained the attachment. Other creditors will probably now attach the stock.

**Things Not to Be Disliked.**

It isn't wise to have strong likes and dislikes, especially when they are only directed against weaknesses. Life is too short, my friend, for you to hate so emphatically so many things. If you are a woman, it will affect your skin and make wrinkles come about your mouth. If you are a man, it will affect your digestion.

Don't dislike the woman who is prettily gowned; she is not of necessity a fool.

Don't dislike the book that is interesting; it is not bound to be trash.

Don't dislike the music that is catching; it has a much greater mission than any of Wagner's operas.

Don't dislike the woman who changes her mind—be thankful that she knows when she has made a mistake.

Don't dislike men who dress well and are good-mannered; it is just possible they are gentlemen.

Don't dislike children; remember somebody had to bear with you once.

Don't dislike women who have to earn their own living; there's not a single one of them who wouldn't rather have a man doing it for her.

Don't dislike this world and find it uninteresting and tiresome; you may have to go to one where things will be more

intense and more distracting, perhaps, but even less to be liked. Don't dislike anything except that which is mean, vulgar and wicked.

**Wool, Hides and Tallow.**

It is supply and demand (with supply in the lead) on woolen goods that controls the wool market. Manufacturers are not eager buyers and come into the market when in actual want, paying what they consider a high price if they find it. Considerable wool has been sold, but no change of price of consequence is noted. There is no regular market, but lower prices rule.

Hides have had a large advance and are held firm, which has had an advancing effect on leather. Dealers would be jubilant if they had any hides, but they have not, and now go out buying, not only meeting the advance, but paying beyond it. Only one thing checks their ardor—the scarcity and their inability to find lots to buy. Heavy hides are plenty and have not advanced. This will soon change, as the market is well supplied with dry stock and enough green has been ordered from abroad, which will fill the gap.

Tallow is dull, with fair sales. Supply is ample, with light export demand.

Owing to the large demand, binders twine has advanced 1/4c a pound.

**Lemons—Good time to buy.**

**PUTNAM CANDY CO.**

**VISITING BUYERS.**

- |                                       |                                |
|---------------------------------------|--------------------------------|
| A C Barkley, Crosby                   | John Damstra, Gitcheil         |
| M W Tucker, Sumner                    | J Homrich, No Dorr             |
| Nagler & Beeler, Caledonia            | L Cook, Bauer                  |
| Geo F Stark, Cascade                  | W D Strunk, Byron Center       |
| S J Koon, Lisbon                      | Cutler & Lauster, Ionia        |
| J N Wait, Hudsonville                 | Smith & Bristol, Ada           |
| A Wagner, Eastmanville                | D R Stocum, Rockford           |
| L T White, Eaton Rapids               | L Maier, Fisher Station        |
| N Bouma, Fisher                       | Wm VerMeulen, Beaverdam        |
| J W Armstrong, Caledonia              | F Narregang, Byron Center      |
| Calkins & Warner, Charlevoix          | H Van Noord, Jamestown         |
| E S Botsford, Dorr                    | L M Wolf, Hudsonville          |
| Dr W A Engle, Hartford                | J Krutisenga, Holland          |
| R B McCulloch, Berlin                 | Alex Denton, Howard City       |
| A P Srivier, Burnip's Cors            | R Nelson, Greenville           |
| W N Hutchinson, Grant                 | Ell Rannels, Corning           |
| G Ten Hoop, Forest Grove              | Geo A Sage, Rockford           |
| W S Campbell, Hopkins                 | E E Hewitt, Rockford           |
| Warne & Calkins, E Jordan             | John Gunstra, Lamont           |
| M Heyboer & Bro., Oakland             | W H Morris, Evans              |
| Den Herder & Tania, C Snob, Reed City |                                |
| Smallegan & Pickaard, Vriesland       | A D Farling, Willbrook         |
| T Armoek, Wright                      | Gilbert Bros., Trent           |
| John De Vries, Jamestown              | E Heintzelman, Logan           |
| A L Power, Kent City                  | Johnson & Clark, Lowell        |
| A Newell, Burnip's Cors               | John D Soah, Moline            |
| H Thompson, Canada Cors               | S C Sibole, Breedsville        |
| H A De, Conklin                       | O P Dewitt, St Johns           |
|                                       | Friedrich Bros., Traverse City |

**How to Keep a Store.**

By Samuel H. Terry. A book of 400 pages written from the experience and observation of an old merchant. It treats of Selection of Business, Location, Buying, Selling, Credit, Advertising, Account Keeping, Partnerships, etc. Of great interest to every one in trade. \$1.50.

**THE TRADESMAN COMPANY, Grand Rapids.**

**S** We respectfully call your attention to the fact that we carry the most complete stock of seeds in Western Michigan. Send **E** for our wholesale price list and catalogue before buying

**ONION SEEDS, E** Clover, Timothy, Red Top, Etc., Etc. **D** In fact, everything in our line at lowest market values.

**Brown's Seed Store, S** GRAND RAPIDS, MICH.

**The Grocery Market.**

Sugar is a sixpence lower, but the market is steady, depending on the fate of the McKinley tariff bill. New cheese is lower and will probably decline 1/4c a week for the next two months.

E. J. Gillies & Co., New York, are the largest scheme spice and tea house in the world. Write J. P. Visner, agent, 17 Hermitage block, Grand Rapids, for special inducements.

**PRODUCE MARKET.**

Apples—Stray lots command \$3.50@4 per bbl. Asparagus—75c per doz. bu. Beans—Dealers pay \$1.40 for unpicked and \$1.50 for picked, holding at \$1.75@1.85 per bu. Butter—More plenty. Dairy grades are easy at 12@14c. for choice, while creamery is dull at 18@20c. Buckwheat Flour—\$1.75 per 100 lbs. Cabbages—Florida and Mobile stock is scarce, commanding \$4.25 per crate. The cold weather in the South has delayed the maturing of the crop very materially. Cheese—New full cream stock commands 10 1/2c. Cooperage—Pork barrels, \$1.25; produce barrels 25c. Cucumbers—\$1.25 per doz. Dried Apples—Evaporated are held at 10@11c and sun dried at 5 1/2@6c. Eggs—Dealers now pay 10c and hold at 11c. Field Seeds—Clover, mammoth, \$3.50 per bu.; medium, \$3.50. Timothy, \$1.50 per bu. Honey—Very scarce, stray lots of clean comb being picked up at 14c. Lettuce—25c per lb. for Grand Rapids grown. Maple Sugar—8@10c per lb., according to quality. Maple Syrup—75@85c per gal. Onions—Green, 20c per doz. Bermuda, \$2 50@2.60 per crate. Parsnips—60c per bu. Peas—Green, \$4 per bu. Pieplant—1.25 per crate of 50 lbs. Pop Corn—4c per lb. Potatoes—There appears to be glut in most of the important markets, east and west. Handlers are still paying 45c in car lots and 50c in a small way. Poultry—Spring chickens, 50@75c per pair. Live goods, 8c per lb. The market is weak. Radishes—35c per doz bunches. Strawberries—Mississippi stock, \$6 per 24 qt. case. The crop is generally in poor condition, owing to the excess of wet weather in the South. Spinach—75c per bu. Tomatoes—Bermuda stock commands \$1 per peck (7 qts.) box. Turnips—25c per bu. Vegetable Oysters—30c per doz.

**PROVISIONS.**

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

<b>PORK IN BARRELS.</b>	
Mess, new	13 75
Short cut	12 50
Extra clear pig, short cut	14 00
Extra clear, heavy	14 00
Clear, fat back, 1/2 lb.	14 00
Boston clear, short cut	14 00
Clear back, short cut	14 00
Standard clear, short cut, best	14 00

**SAUSAGE—Fresh and Smoked.**

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

**LARD—Kettle Rendered.**

Tierces	7 3/4
Tubs	7 1/2
50 lb. Tins	7 3/4

**LARD—Family.**

Tierces	6
30 and 50 lb. Tubs	6
3 lb. Pails, 20 in a case	7
5 lb. Pails, 12 in a case	6 3/4
10 lb. Pails, 6 in a case	6 3/4
20 lb. Pails, 4 in a case	6 1/2
50 lb. Cans	6 1/4

**BEEF IN BARRELS.**

Extra Mess, warranted 200 lbs.	7 00
Extra Mess, Chicago packing	7 00
Boneless, rump butts	8

**SMOKED MEATS—Canned or Plain.**

Hams, average 20 lbs	9 3/4
16 lbs	10 1/4
12 to 14 lbs	10 1/2
picnic	7
best boneless	7
Breakfast Bacon, boneless	9
Dried beef, ham prices	9
Long Clears, heavy	6
Briskets, medium	6 1/4
light	6 1/4

**OYSTERS and FISH.**

F. J. Dettenthaler quotes as follows:

**FRESH FISH.**

Whitefish	@ 7 1/2
" smoked	@ 8
Trout	@ 7 1/2
Halibut	@ 15
Ciscoes	@ 4

**OYSTERS—CANS.**

Fairhaven Counts	@ 35
Selects	@ 30
F. J. D.'s	@ 25
Anchors	@ 22

**FRESH MEATS.**

Swift and Company quote as follows:

Beef, carcass	5 1/2 @ 6 1/2
" hind quarters	7 @ 8
" fore	4 1/4 @ 4 1/2
" loins, No. 3	@ 10
" ribs	@ 8 1/2
" tongues	8 @ 10
Hogs	5 1/2 @ 6
Bologna	@ 5
Pork loins	@ 6
" shoulders	@ 6
Sausage, blood or head	@ 5
" liver	@ 5
" Frankfort	@ 8
Mutton	@ 9 1/2

**CANDIES, FRUITS and NUTS.**

The Putnam Candy Co. quotes as follows:

**STICK.**

Standard, 25 lb. boxes	8 1/2
Twist, 25 "	8 1/2
Cut Loaf, 25 "	10

**MIXED.**

Royal, 25 lb. pails	8 1/2
" 200 lb. bbls	8
Extra, 25 lb. pails	10
" 200 lb. bbls	9 1/2
French Cream, 25 lb. pails	11 1/2

**FANCY—In 5 lb. boxes.**

Lemon Drops	12
Sour Drops	13
Peppermint Drops	14
Chocolate Drops	14
H. M. Chocolate Drops	18
Gum Drops	10
Licorice Drops	18
A. B. Licorice Drops	14
Lozenges, plain	14
" printed	15
Imperials	14
Mottos	15
Cream Bar	13
Molasses Bar	13
Caramels	10 @ 18
Hand Made Creams	18
Plain Creams	16
Decorated Creams	20
String Rock	15
Burnt Almonds	22
Wintergreen Berries	14

**FANCY—In bulk.**

Lozenges, plain, in pails	11 1/2
" in bbls	10 1/2
" printed, in pails	12
" in bbls	11
Chocolate Drops, in pails	12
Gum Drops, in pails	6 1/2
" in bbls	5 1/4
Moss Drops, in pails	10
" in bbls	9
Sour Drops, in pails	12
Imperials, in pails	11
" in bbls	10

**FRUITS.**

Oranges, Messina, choice	@ 4 00
" fancy	@
" Florida, choice	@ 4 00
" fancy	@
" Riverside, fancy	@ 4 25
" Mountain	@ 4 00
" Wash. Navals, fancy	@
" Valencias, large	@
Lemons, Messina, choice, 360	@ 3 50
" " 300	3 75 @ 4 00
" " fancy, 360	@ 4 00
" " 300	4 25 @ 4 50
Figs, Smyrna, new, fancy layers	15 @ 16
" choice, 7 lb.	13 @ 14
Dates, fruits, 50 lb	@
" 1/4 fruits, 50 lb	@
" Pard, 10-lb. box	@ 10
" 50-lb.	@ 8
" Persian, 50-lb. box	5 1/2 @

**NUTS.**

Almonds, Tarragona	@ 16
" Ivaca	@ 15
" California	@ 14
Brazils	@ 11
Walnuts, Grenoble	@ 16
" California	@ 13
Pecans, Texas, H. P.	11 @ 14

**PEANUTS.**

Fancy, H. P., Bells	@ 9
" Roasted	@ 10 1/2
Fancy, H. P., Suns	@ 9
" Roasted	@ 10 1/2
Choice, H. P., G.	@ 8
" Roasted	@ 9 1/2



**Putnam Candy Co.**  
HEADQUARTERS FOR  
**ORANGES,**  
**LEMONS,**  
**BANANAS,**  
**Figs, Dates, Nuts, etc.**



**The Successful Druggist.**  
[CONTINUED FROM TENTH PAGE.]

anilid, paraldehyd, etc. He would think that either he was drunk or the physicians all crazy. His feelings would be like those of the deacon whose life had been spent in the country, but whose weekly paper told him of the wonders of the electric railway. So when he and his wife came to town their first point was the electric railway. There the car stood and, the passengers being seated, a turn of a button and off it went. In his surprise, the deacon exclaimed, "Well, I'll be d—d!" His wife shook him by the arm and said: "Why, John, I never heard you talk like that before." "Well, Nancy, he replied, "I never saw anything like that before." So would it be with the Ph. G. of 1870. So keep well posted in the newer remedies as well as old. Have them in stock—in small quantities—and be ready to give information to your physician in regard to doses and best mode of administration. It will be appreciated, it will increase their confidence in you, and will more than pay for some remedies that may stand upon your shelf unused.

Know exactly what your goods cost. I have known many to pay no attention to freight charges in cost of goods. Others add so much per cent. This is very misleading in an assorted drug order. Suppose you have come to you an assorted order of whiting, patent medicines, morphine, fluid extracts, etc., and reckon your freight by percentage. You will add about as much to an ounce of morphine as to a barrel of whiting. The invoice price of one fluid extract is twice that of another, and so by percentage you add twice as much freight to one as the other—when, in fact, it should be equal. To know the exact cost of putting in your goods, add to your freight bill the cartage at both ends, and to this the cost of packing-boxes, and put this amount on the net weight of your goods, and your starting point will be correct. Then, if you have a customer who buys in extra large quantities, or a country M. D. who wants to replenish his saddlebags, you will know when to say, thus far shall a reduction be made and no further. Know not only the cost of such goods as you buy, but also such as you may manufacture—tinctures, ointments, syrups, etc.

Have a regular selling price for your goods, and have the same marked on the containers, also the reduction for specified quantities, if any. For instance:

1 oz. . . . . \$ .10	1 oz. . . . . \$1.00
4 oz. . . . . .30	1 dram . . . . . .30
16 oz. . . . . 1.00	1 scruple . . . . . .10

In this way yourself and clerks always make the same price. A change in price always calls for an explanation, and sometimes the change cannot be satisfactorily explained.

**ECONOMY (PERSONAL).**

It matters little how much money a man may make; if he spends all, he will never be the successful druggist, as far as riches are concerned.

I do not think that money-getting should be the chief aim in life. I do not think a person should be stingy, neither do I think it right for a person to spend that which he does not possess, or in his charity give away that which rightfully belongs to another.

I do believe to be successful one must follow the advice of "Poor Richard," and spend a penny a day less than you earn—and this habit must be learned early in life, for it is seldom successfully learned late.

Unite with a church—or masonic or other societies if you will—but not for a business advertisement. A better "ad." is to be at your place of business in business hours, correctly dispensing the best of drugs and medicines obtainable, in neat parcels or packages, charging such prices as fairly pay you for your labor and your capacity. The laborer is worthy of his hire, but has no right to be exorbitant, and unreasonable charges will drive your patrons away.

These are some of the ways in which you may put shekels in your pockets, and cause many with aches and pains to rise up and call you a Successful Druggist.

**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.

**El. Puritano Cigar.**



**The Finest 10 Cent Cigar  
ON EARTH.**

MANUFACTURED BY

**DILWORTH BROTHERS,  
PITTSBURGH.**

TRADE SUPPLIED BY

**I. M. CLARK & SON,  
Grand Rapids.  
BRADDOCK, BATEMAN & CO.,  
Bay City.  
T. E. BREVOORT, - Detroit.**



**A. HIMES,**

Wholesale and Retail Dealer in

**Lime, Cement, Fire Brick, etc. COAL AND WOOD.**

Main Office, 54 Pearl St., Grand Rapids, Mich. Yard and Warehouse on Line of G. R. & L. C. & W. M. and L. S. & M. S. Rys.  
—ALL SHIPMENTS MADE PROMPTLY.—

**Wall Paper and Window Shades.**

House and Store Shades Made to Order.

**NELSON BROS. & CO.,**

68 MONROE STREET.

**TIME TABLES.**

**Grand Rapids & Indiana.**

TRAINS GOING NORTH.

	Arrive.	Leave.
Traverse City & Mackinaw.....	7:10 a m	7:10 a m
Traverse City Express.....	9:30 a m	11:30 a m
Traverse City & Mackinaw.....	3:35 p m	4:10 p m
From Cincinnati.....	9:15 p m	
Cadillac (Mixed).....	6:30 p m	
Through coaches for Saginaw on 7:10 a m and 4:10 p m train.		

GOING SOUTH.

Cincinnati Express.....	7:15 a m
Fort Wayne Express.....	11:45 a m
Cincinnati Express.....	5:30 p m
From Mackinaw & Traverse City.....	10:40 p m
From Cadillac.....	9:55 a m

Train leaving for Cincinnati at 6 p. m. and arriving from Cincinnati at 9:20 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 City. South—7:15 a. m. train has chair car and 6 p. m. train Pullman sleeping car for Cincinnati.

**Muskegon, Grand Rapids & Indiana.**

	Arrive.	Leave.
7:00 a m.....	10:15 a m	
11:15 a m.....	1:00 p m	
5:40 p m.....	8:45 p m	
Leaving time at Bridge street depot 7 minutes later.		
Through tickets and full information can be had by calling upon A. Almquist, ticket agent at depot, or Geo. W. Munson, Union Ticket Agent, 67 Monroe St., Grand Rapids, Mich.		
C. L. LOCKWOOD, Gen'l Pass. Agent.		

**Detroit, Grand Haven & Milwaukee.**

GOING WEST.

	Arrives.	Leaves.
*Morning Express.....	12:50 p m	1:00 p m
*Through Mail.....	4:10 p m	4:30 p m
*Grand Rapids Express.....	10:40 p m	
*Night Express.....	6:40 a m	7:00 a m
*Mixed.....	7:30 a m	

GOING EAST.

*Detroit Express.....	6:50 a m
*Through Mail.....	10:10 a m
*Evening Express.....	3:35 p m
*Night Express.....	10:30 p m
*Daily, Sundays excepted. *Daily.	10:55 p m

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. R.'s offices, 23 Monroe St., and at the depot. JAS. CAMPBELL, City Passenger Agent.

Jno. W. Loud, Traffic Manager, Detroit.

**Toledo, Ann Arbor & Northern.**

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

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

**MICHIGAN CENTRAL**

"The Niagara Falls Route."

	DEPART.	ARRIVE
Detroit Express.....	6:45 a m	10:15 p m
Mixed.....	6:50 a m	5:30 p m
Day Express.....	11:55 a m	10:00 a m
*Atlantic & Pacific Express.....	10:45 p m	6:00 a m
New York Express.....	5:40 p m	1:35 p m

All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit. Parlor cars run on Day Express and Grand Rapid Express to and from Detroit.

FRED M. BIGGS, Gen'l Agent, 85 Monroe St. G. S. HAWKINS, Ticket Agent, Union Depot. GEO. W. MUNSON, Union Ticket Office, 67 Monroe St. O. W. RUGGLES, G. P. & T. Agent, Chicago.

**DRINK  
LION  
COFFEE**

A True Combination of MOCHA, JAVA and RIO.

Picture Card Given With every pound package. For Sale everywhere. Woolson Spice Co., Toledo, O.

**BEFORE BUYING GRATES** get Circular and Testimonials. Sent Free. Economical, Sanitary, Cleanly and Artistic. **ALDINE FIRE PLACE, GRAND RAPIDS, MICH.**

**C. R. ELECTRO F. DY.**  
**ELECTROTYPERS**  
Stereotypers  
Photo & Zinc Engraving  
ALSO LEADS SUGCS. BRASS RULE  
WOOD & METAL FURNITURE  
BOX WOOD  
MAPLE. EQUEST GRAND RAPIDS MICH.

**Courtesy and Cleanliness.**

J. W. Callahan in New Jersey Trade Review.  
 These two things are the most indispensable adjuncts to creating and keeping a successful business. We don't think that any one will dispute the essential necessity of the former. But at the same time, many young men who essay to serve the public behind the counter of the grocer, and behind other counters as well, have not always the best idea as to what proper courtesy is. The proprietor, of course, should know, and should guide his clerks in the right course. Many young men think that a rapid flow of talk is just what is needed to make a customer perfectly well satisfied, while the latter is wondering if the young man ever keeps his tongue quiet. The fact is that one of the best salesmen who ever stood behind a counter was absolutely dumb, but could hear well. His sales were generally twice those of any clerk in the store. The reason? Simply because he was only anxious to please the customer and make sales. Of another clerk it is said that he carried a card about his neck which stated that he was dumb but could hear very well, and, like the other one mentioned, he was one of the best salesmen in his business. Courtesy is not a flow of language, but diligent attention to the wants of the customer, and a genuine interest in filling her wants. It is the outgrowth of a real desire to please, and has to be cultivated, like other good qualities. As a factor in a successful business, it is as necessary as the proper purchasing of goods.

Now, as to the cleanliness of the store, we doubt if any one will defend uncleanness in theory, though a very great many defend and uphold it in practice. No store can be kept too clean, and though the customer may never remark that a store is dirty or ill-kept, she will never fail to note and say that it is clean. In certain large and prosperous stores in the city of New York and elsewhere, a man is kept whose sole business is to see that the goods, the counters and the floors are kept from accumulations of dirt. The idea is proper, and could be followed to advantage in many stores of lesser dimensions. The mere fact that a store is clean and well kept is worth, in money, as much as a column advertisement in the local press, perhaps; as a matter of fact, it is worth more. The ladies, who do most of the purchasing at the grocer's, are particularly careful about such things at home, and it is hardly to be expected that they will not appreciate them equally well at the store. Dirty counters and shelves and a littered floor should not be the first thing to strike the attention of the customer. It should always be that these things are so neat and clean that they form an attractive setting for what the dealer has to sell.

**A Mistaken Meaning.**

"I see that you advertise your feathers cheap?"  
 "Yes, sir."  
 "I'll take enough to make two pillows."  
 "Four dollars."  
 "Why, that's the old price."  
 "I know it."  
 "But you advertise—"  
 "Feathers, marked down? Oh, yes, we mark all feathers 'down.'"

The writer was asked the other day how Edam cheeses are given their red color. The coloring matter is called tournesol, the extract of a plant (*croton tinctorium*), which grows wild in France. The juice of the plants is expressed by a mill, and into this juice hempen cloths are placed until they become saturated. They are then dried in the sun, and exposed afterward to the vapors of a solution of lime. This changes them to a violet color. The process is repeated until the cloths are sufficiently strong in color. The cheeses are rubbed with these tournesol cloths, and, after two applications and dryings, appear a beautiful red. The coloring matter protects the cheese against insects. It is said that France annually receives from Holland from \$38,000 to \$76,000 for these tournesol cloths. Prof. Flint is authority for the latter statement.

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

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

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

**Weatherly and Pulte**  
 (Formerly Shriver, Weatherly & Co.)

CONTRACTORS FOR

**Galvanized Iron Cornice,**  
**Plumbing & Heating Work.**

Dealers in

**Pumps, Pipes, Etc., Mantels and Grates.**

**Weatherly & Pulte,**

GRAND RAPIDS, MICH.

[Established 1780.]



"LA BELLE CHOCOLATIÈRE."

W. BAKER & CO.'S REGISTERED TRADE-MARK.

No Chemicals are used in any of *Walter Baker & Co.'s* Chocolate and Cocoa Preparations.

These preparations have stood the test of public approval for more than one hundred years, and are the acknowledged standard of purity and excellence.

**SHIPPERS CAN SAVE TIME AND AVOID TROUBLE AND CASH BY USING BARLOW'S PATENT MANIFOLD SHIPPING BLANKS.** SEND FOR SAMPLE SHEET & PRICES. BARLOW BROS. GRAND RAPIDS, MICH.

**WM. SEARS & CO.,**  
**Cracker Manufacturers,**

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

**CURTISS & CO.,**

WHOLESALE

**Paper Warehouse.**

EXCLUSIVE AGENTS FOR THE KEYSTONE BINDERS' TWINE.

Houseman Block,

Grand Rapids, Mich.

**Fine Frosting Sugar.**

For *Fine Frosting* and *Pastry* this Sugar has no equal, and only has to be used to be appreciated. With it there is no trouble in making *Nice, Soft, Smooth* frosting. No eggs, beating or cooking required; simply mix the sugar with a little water or milk to the proper consistency, flavor to taste and spread upon the cake with a thin knife. You can also use, in place of milk or water, Orange, Lemon or Pineapple juice, or the Syrup from any kind of Canned Fruit or Berries with most excellent results. Sold by all Grocers. *Warranted Pure*, and manufactured by

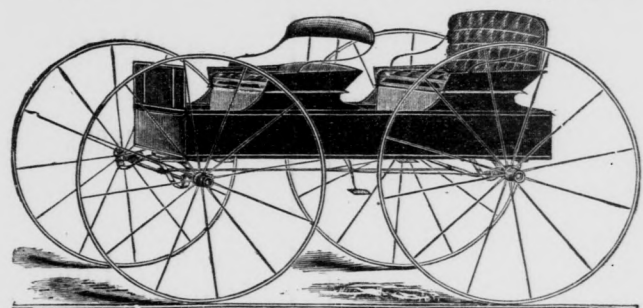
**PUTNAM CANDY CO., Grand Rapids, Mich.**



The Best Fitting & Wearing Stocking Rubber.

**GEO. H. REEDER,**  
 State Agent  
**Lycoming Rubbers**  
 and Jobber of  
**Medium Price Shoes.**  
 Grand Rapids, Mich.

**Duplex** Pleasure OR Business **Wagon**



One of the most perfect wagons ever produced, combining strength, durability and cheapness of price. Just the wagon for light delivery, farmer's run-about, or for pleasure. Send for price list and description.

**THE BELKNAP WAGON & SLEIGH CO., Grand Rapids.**

**Ionia 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.**

**Short Crop of Fire Crackers.**

From the New York Sun.

The boys will have either to economize on fire crackers next Fourth of July or some of them will go without. According to close estimates of the stock now in this country, and taking account of all possible arrivals before the Fourth, there will be only 460,000 boxes for the young American patriots. This means a good many crackers, but they will not go around, for the usual June supply amounts to 1,000,000 boxes. This is bad news for the boys, but the insurance men won't weep.

Several causes have contributed to this sudden decrease in the supply. In the first place, they have strikes in China, just as they do here, only somewhat more so. For some time past, the carpenters and furniture makers have been on strike to such an extent that nearly all the business of the Empire has been seriously affected. The fire cracker makers were not involved in the strike, but so many other interests were incommenced that the proprietors of factories could not ship their goods on time. One importer in this city ordered a great many thousand boxes to be shipped prior to Jan. 1. The Chinese merchants were unable to comply with the terms, and the result is that, though the goods have been shipped, they started so late that they will not arrive here until after the Fourth.

**A Thrifty Drug Clerk.**

From the Allegan Record.

On Friday of last week, H. P. Dunning received conclusive evidence that he was being regularly robbed, by his 19-year-old drug clerk, Ernest Woodruff. For some time, his sales had not seemed to amount to as much as they ought and one day, while Ernest was up at the depot with the express wagon, the boy's pocket-book was found in the room where he had changed his clothes and its contents amounted to \$334 in cash and certificates of deposit. As Ernest was only earning \$7 per week, this didn't look right and to settle the matter persons were sent in to trade and paid for goods with marked money. This money was not all found in the drawer, and the young man was taken to Pope's office when he was confronted by the evidence and immediately owned up to the stealing. He turned over \$334 and afterwards gave back \$40 dollars more which he had used to pay for a bicycle. The young man had been living in the highest kind of style, but does not seem to realize his crime. His family are highly respected people, and on their account no prosecution will be made. We are informed that this is the third time he has taken money from his employers, but never to such an amount before.

**Bank Change at Carson City--Sale of Elevator.**

THE TRADESMAN'S Carson City correspondent writes as follows:

Frank L. Fuller, President of the Carson City Savings Bank, is now in charge of that institution, the directors having accepted the resignation of Cashier Hale, to take effect on the 10th, when the new Cashier, Mark Bailey, will take hold. It is understood that the disagreement between Mr. Hale and the directors was due to the former's engaging in mercantile business under circumstances deemed inimical to the best interests of the Bank. Mr. Hale has made many friends here who will be glad to show their appreciation by giving him their entire cigar and peanut trade.

The elevator of the Carson City Elevator Co. is advertised to be sold on the 25th at execution sale. Among the possible purchasers are the Patrons of Industry, under the leadership of M. J. Miner.

The Central City Soap Co.'s new novelty, "Brush" soap, is meeting with a large sale all over the country and is evidently destined to take a commanding position among the many brands now on the market.

Pineapples good and cheap.

PUTNAM CANDY CO.



**Bicycles,  
Tricycles,  
Velocipedes**

AND  
**General Sporting Goods**

Agents for A. G. Spalding & Bro.'s Sporting and Athletic Goods and American Powder Co.'s Powder.

We have on hand a complete line of Columbia, Victor and other cheaper bicycles, also a splendid assortment of Misses' Tricycles, Children's Velocipedes and small Safety Bicycles.

**E. G. Studley,**

4 Monroe St.,

GRAND RAPIDS

Call and see them  
or send for large,  
illustrated catalogue.

**F. J. DEYENTHALER**

JOBBER OF

Fresh and Salt

**Lake Fish**

—AND—

**Ocean Fish**

Mail orders receive prompt attention.

See quotations in another column.

GRAND RAPIDS.

**Playing Cards**

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

**Daniel Lynch,**

19 So. Ionia St., Grand Rapids.

DO YOU NEED AN

**Engraving of Your Store**

In advertising your business? If so, The Tradesman Company is glad to send samples and quote prices.

**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.

S. K. BOLLES.

E. B. DIKEMAN.

**S. K. Bolles & Co.,**

77 CANAL ST., GRAND RAPIDS, MICH.

Wholesale Cigar Dealers.

**"TOSS UP!"**

The "TOSS UP" Cigar is not a competitor against any other 5c brands, but all 10c brands, because it is equal to any 10c cigar on the market.

*Heyman & Co. Lansing Mich  
Sent your show case has  
arrived in good shape  
it is just Splendid!  
For price and quality it  
knocks 'em all out on first  
round Respectfully  
M. E. Crandall & Co*

We still continue to sell our oval or square front show cases with metal corners for

\$1.50 Per Foot—6 Feet or Over.

**HEYMAN & CO., - Grand Rapids.**

**Ball-Barnhart-Putman-Co**

**CIGAR DEPARTMENT.**

We are Michigan Agents for Carl Upmann, New York, and can confidently recommend the goods of his manufacture as possessing absolute merit and being particularly adapted to the taste of the trade.

We are direct importers of Havana cigars, which enables us to put the goods on the market at half the margin usually charged.

**Send for our Cigar List.**