

Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, MAY 21, 1890.

NO. 348.

T. C. HARNISH.
THE PENINSULAR CO.,
 BUSINESS ESTABLISHED 1886.
Electrical Supplies
 Contractors for Electric Light Plants and all
 Electrical Construction.
 Telephone No. 505. 97 Ottawa St.
GRAND RAPIDS, MICH.

REMPIS & GALLMEYER,
FOUNDERS
 General Jobbers and Manufacturers of
 Settees, Lawn Vases, Roof Crestings, Carriage
 Steps, Hitching Posts and Stair Steps.
 54-56 N. Front St. 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, Practical
 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.

SEEDS!

Write for jobbing prices on
 Mammoth, Medium, Alsike 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 Widdicombe Building, Grand Rapids.

HARVEY & HEYSTEK,
 Wholesale Dealers in

Wall
Paper

Picture
Frame
Mouldings.

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

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.



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. SRELEY.

WILLIAMS,
SHELEY
& BROOKS
 Successors to

FARRAND, WILLIAMS & CO.,
Wholesale Druggists,
AT THE OLD STAND.
 Corner Bates and Larned Streets, Detroit.

LAND SPECULATION.

What Will Cause Hard Times, if Hard
 Times Come.

The difficulty or ease in effecting liquidations determines more than is commonly supposed the seriousness of the inevitable ups and downs of prices. There is always someone on the wrong side of the market. Someone is always buying more than he can pay for, or borrowing more money than his marketable assets can be sold for. The record shows that daily someone's commercial calculations come to naught. In the most prosperous times the list of mercantile failures is never entirely a blank. Competent authority asserts that 90 per cent. of those who go into business on their own account fail.

The condition of business depends largely on the facility with which these ever-occurring bankruptcies are settled and disposed of. The number of failures is not so important as a criterion of the times as is the rapidity in arranging the settlement of bad debts. When creditors are generally uncompromising, and honest debtors generally are unable to secure releases by surrendering all their property, it is a sign that business is not prosperous. It shows that the minds of men are occupied by anxieties as to accumulations rather than by hopes of future profits.

Many business men can recall the dismal wranglings between debtors and creditors in the period following the panic of 1873. Then the time of the merchants and bankers who were still solvent was absorbed in determined efforts to make the most from the estates in bankruptcy of the merchants and bankers who were insolvent. In such a condition improvement was impossible.

It was then strenuously but ineffectually urged by a prominent journalist that the hard times were caused by the common imagination—if men would but look forward, wipe out past losses, buy goods confidently and sell them on liberal terms, and believe in good times, the country would experience good times. It is not easy to subscribe to this doctrine. Caution, even to the extent of general distrust, and hardness of heart toward delinquents, have been proven valuable individual characteristics. While human nature remains unchanged it is probable these will now and then predominate and perform their useful purpose.

Yet an instructive financial sermon might be preached from the text, "As a man thinketh so is he." It might be shown with that unanswerable, or at least unanswered logic, which pervades pulpit discourses, that this doctrine gathers great mathematical force when applied to a whole nation, and that a people are prosperous, if by overwhelming majority they so resolve and so act.

However deeply an unhappy minority may believe in the laws of trade and their inevitable results, and however unassailable may be their reasoning in expounding them, it must be admitted that temporarily, at least, forgiving men their debts promotes prosperity. The parable of the unjust steward, who compromised all the debts due to his lord on terms eminently satisfactory to the debtors, might be commended as the appropriate lesson to be read before the sermon on the true method of securing and maintaining commercial prosperity.

Next to a forgiving spirit, the most potent agent in effecting prompt liquidation is a well-organized market. It is difficult to get down from the high ground of possible pulpit eloquence to the consideration of the practical machinery of trade. But supposing the hearts of men are hardened against the golden rule, though preached never so persuasively, it must be admitted that prompt realization of assets and quick ascertainment

and payments of the possible collectible percentages of debts helps wonderfully in clearing commercial prospects and opening the way for fresh and hopeful efforts.

There are certain lines in which funds are employed which afford much better facilities for liquidations than others. The organized markets of the various prominent exchanges, where all the buyers or sellers of the important agricultural products or of well-known securities meet, are best arranged for this end. It is well known that failures of these exchanges are speedily settled. If a debtor's assets consist of any of the commodities dealt in and quoted on these exchanges they are soon sold, the balance of account can be struck without delay, and each creditor knows what proportion of his claim he may expect to receive. As a consequence, the troubles of bankruptcy are simplified; unfortunate men "get on their feet again," with the least possible delay. It is not considered remarkable on the Chicago Board of Trade when a member fails, settles with his creditors and resumes business, all in the same week.

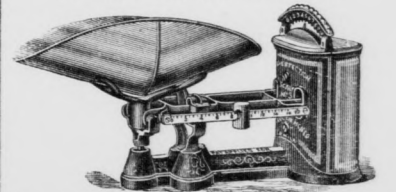
As a consequence of this ease in effecting liquidations, failures of dealers in grain, provisions, stocks and bonds and cotton have much less effect on the general commercial situations than do failures of manufacturers or storekeepers or bankers. A panic on 'change may occur, may cause large losses and many suspensions, involving the settlement of debts whose aggregate amounts well up in the millions, and yet its influence be almost imperceptible in any other line of business. This is because the results of such panics are so soon known. Even among those most intimately involved the worrying and wrangling is soon over. Certainty reigns, and certainty, however unpleasant, is a much better foundation for hopeful effort than doubts and disputes.

A panic among manufacturers or merchants would not thus exhaust itself, and could not be so limited. Large stocks of goods of uncertain value, which it is the work of months to dispose of, are the consequents of considerable mercantile failures. Capital of creditors is tied up and their resources so much reduced, and their operations to this extent embarrassed. For this reason, overspeculation (or overproduction, as it is popularly called when relating to manufacturing,) in commodities not traded in on the chief exchanges, is more disastrous than overspeculation in grain and stocks.

Mercantile bankruptcies, however, are not the most injurious to the general welfare. Real estate is the most difficult property to dispose of at forced sale, and therefore the liquidations of bankrupts, whose assets are chiefly lands and their investments, is most slow, unsatisfactory and destructive to the business of the country.

It will be remembered that the vestiges of the panic of 1873 remaining long after all other assets had been realized upon and forgotten, were the lots and acres

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.

held by assignees or unwilling mortgagees. These represented capital indefinitely unproductive and served as solemn warnings for years against a too adventurous spirit.

The recollections of 1873 are dim now. There is no speculation of consequence in the articles dealt in on the chief exchanges, but there is a furious speculation in progress in real estate in Chicago and other cities. It was frequently said during the revulsion of 1884 that there could be then no general depression, because there had been no large buying of real estate except for cash, and no considerable amount of part-payment mortgages was outstanding. There was much sound philosophy in this. The failures in 1884 were not of real estate speculators, the estates in bankruptcy were then disposed of within a comparatively short time, the effects of the overproduction or overspeculation, or whatever it was, were soon exhausted. Men were able to command their capital for new ventures, and activity in business again appeared. 1884 was only a year of depression, not one of the memorable dates of hard time like 1873 and 1857, because there was then no large amount of real estate in the assets of bankrupts.

This is not the situation in the year of grace 1890. Should a panic occur now, it would not be grain or provisions or cotton, and possibly no large lines of well-known stocks or bonds which insolvent debtors could produce as assets, there might be stocks of merchandise, but surely there would be many town and city and suburban lots to be disposed of to satisfy creditors.

If a panic comes now, either a very forgiving spirit must be manifested, or there will be a long and tedious liquidation, which is commonly denominated hard times.

Repentance Column.

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:

- Belding—L. S. Roell.
- Big Rapids—Verity & Co.
- Blanchard—L. D. Wait.
- Bridgeton—Geo. H. Rainouard.
- Casnovia—John E. Parcell.
- Cedar Springs—L. A. Gardiner.
- Chaplin—J. I. Vanderhoof.
- Chester—B. C. Smith.
- Clio—Nixon & Hubbell.
- Coopersville—W. D. Reynolds & Co.
- Dimondale—Elias Underhill.
- Dushville—G. O. Adams.
- Eaton Rapids—G. W. Webster.
- Fremont—Boone & Pearson.
- Grand Lodge—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.
- Mecosta—Robert D. Parks.
- 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.

Johnny's Prayer.

Sister Lizzie was to be married in a few months, and she was putting in the interval of leisure from preparing for the ceremony in the way of dress by experimenting on the family in the cooking line. Little John was going to bed, and went through his usual prayers up to the point of saying, "Give us this day our daily bread," when some depressing memory struck him, and he added, "But don't let Lizzie bake it."

Of Course Not.

"Is it you who's been eatin these 'ere dates?" asked a groceryman of a new clerk; "I see the pits on the floor."
"No, boss," was the ingenious reply; "cos I allus swaller mine."

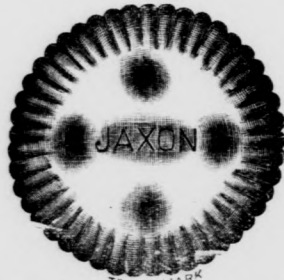
Fire Works—Immense line.

PUTNAM CANDY CO.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun	40
No. 1 "	45
No. 2 "	60
Tubular	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.	1 75
No. 0 Sun	1 88
No. 1 "	2 70
No. 2 "	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—ARKON.	
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 66c)	65
" " 1 gal., per doz. (" 90c)	78

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.

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 matter sent with each order.

Charlevoix Cigar M'fg Co.,
CHARLEVOIX, MICH.

EGG CASES & FILLERS.

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

No. 1—30-doz. Cases, complete	Lots of 100.	Less than 100.
No. 1—Fillers, per set	33 c.	35c.
	9 1/2 c.	10c.

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

W. T. LAMOREAUX, 71 Canal St., Grand Rapids, Mich.

WHO URGES YOU TO KEEP SAPOLIO? THE PUBLIC!

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

ANY JOBBER WILL BE GLAD TO FILL YOUR ORDERS.



The Best Fitting & Wearing Stocking Rubber.

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

Are you Sour? Lost Trade? Cheap Grease!

NO DEALER EVER LOST A CUSTOMER BY SELLING HIM

THE FRAZER

ALWAYS UNIFORM. OFTEN IMITATED. NEVER EQUALLED.
KNOWN EVERYWHERE. NO TALK REQUIRED TO SELL IT.

Good Grease Makes Trade. Cheap Grease Kills Trade.

Let Petroleum and Imitation Greases **FRAZER** Every Package Bears our Trade Mark. Always Buy the Genuine **FRAZER** Put in Boxes, Cans, Kegs & Bbls.

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); Seidenberg & 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.

The Condition of Trade.

From the New York Shipping List.

Speculation in grain and other bread-stuff has been under the influence of weather conditions and crop reports, the unfavorable and more or less exaggerated character of those circulated last week having caused a sharp upward turn in values, followed since then by a quick decline, owing to the much more favorable outlook reflected by the monthly report of the Bureau of Agriculture which shows the damage during the month of April was much less than expected, the average condition of winter wheat being only one point below what it was a month ago. The agricultural outlook is therefore much more promising than was to be expected from the bearish character of the reports that have been in circulation for a number of weeks past. Speculation in railroad securities still maintains the bullish temper recently developed and the upward tendency of prices is beginning to attract the attention of outside operators, and thus expand the field of operations. The stimulating influences are the excellent exhibit of earnings made from week to week, a disposition to minimize the effect of rate wars in the West, and the prospective inflation of the currency that is likely to result from proposed silver legislation. In other speculative markets there has been no special feature, cotton being firm on account of decreasing supplies, petroleum quiet and steady, and coffee showing narrow fluctuations. So far as the commercial situation generally is concerned, the silver question is by far the most potent factor and it is likely to continue so until Congress has definitely disposed of the matter. The belief prevails that whatever measure is finally adopted, it will result in enhancing the value of the metal and expanding the volume of currency, and this is the cause of the fresh advance that has taken place in the value of bar silver. The distributive movement of trade continues fairly active, with an increased demand in some cases, but values reflect an easier tendency. The large trade sale of woollens last week which is the chief feature of the dry goods market was continued yesterday, showing easier prices; there is still weakness in the iron market, both crude and finished iron and steel having sold at the lowest prices yet granted; in the grocery market coffee and refined sugar are lower, and as yet there has been no advance in coal although the outlook is said to be improving. Cotton fabrics are firm on account of the high cost of raw cotton, tea is stiffening up because of the advance in silver, the metal market is generally firm, tin advancing by reason of speculative influences, copper is stiffening because of increased consumption, and lead is affected by proposed legislation. Apprehension regarding labor troubles is being eliminated, but the tariff is the cause of uncertainty which will continue more or less prominent until the purpose of Congress has become more definitely foreshadowed. The increased volume of speculative trading has expanded the demand for loanable funds and hence the money market has ruled firm, but without any serious disturbance, and reports from the interior report mercantile collections fairly prompt and satisfactory.

He Was a Hard Hitter.

Mrs. Grundy—And how do you like the new clergyman?

Mrs. Scrooge—Oh, I think he's just splendid.

Mrs. Grundy—Do his sermons appeal to you?

Mrs. Scrooge—N-n-no; but oh, how he does go for the woman next door, and the woman across the street. It does my heart good to hear those critters get such an eloquent roasting.

"Such Luck."

Miss Gadder—Oh, dear! I do hate spring! It's such hard work for me to select becoming gowns and bonnets. I do so envy Mrs. Mayfair.

Mrs. Chatter—Why, my love?

Miss Gadder—Why, she looks lovely in mourning, and she has such luck that scarcely a month passes that she does not lose a relative.

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.

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 So. Ionia 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.

FIT FOR A Gentleman's Table:

All goods bearing the name of THURBER, WHYLAND & CO., OR ALEXIS GODILLOT, JR.

Grocers visiting New York are cordially invited to call and see us, and if they wish, have their correspondence addressed in our care. We shall be glad to be of use to them in any way. Write us about anything you wish to know.

THURBER, WHYLAND & CO.,

1st Broadway, Reade & Hudson Streets New York City.

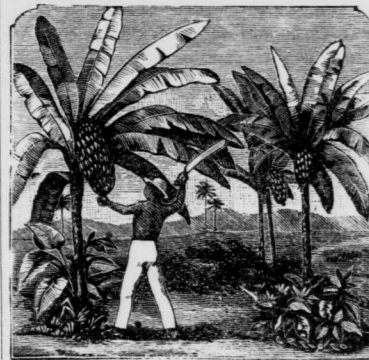
CUTS for BOOM EDITIONS

—OR— PAMPHLETS

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

WAYNE COUNTY SAVINGS BANK,

DETROIT, 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 proceedings supplied without charge. All communications and inquiries will have prompt attention. January, 1890. S. D. ELWOOD, Treasurer.



HEADQUARTERS FOR

BANANAS.

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

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 Manufacture Everything in the line of



Candy

Correspondence solicited and prices quoted with pleasure. Write us.

MOSELEY BROS.,

—WHOLESALE—

Fruits, Seeds, Oysters AND Produce

All kinds of Field Seeds a Specialty.

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

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

ORANGES

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

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.

AMONG THE TRADE.

AROUND THE STATE.

Coopersville—C. Ives has opened a meat market.

Harrietta—W. G. Shane will soon start a jewelry store here.

Manton—John Hill has re-engaged in the grocery business.

Fulton—E. S. Kennedy & Son succeed S. J. Case in general trade.

Bloomington—Miss Kate Van Kirk has opened a millinery store.

Mulliken—J. Morris will open a hardware store in the near future.

Albion—J. F. Smiley has sold his stock of books and drugs to W. F. Church.

Hudson—E. E. Pratt succeeds Pratt & Co. in the grocery and bakery business.

Grandville—W. W. Howe has sold the Grand River creamery to a Reed City man.

Hamilton—H. A. Sears has moved his stock of drugs from Layton to this place.

Lakeview—Lobdell & Beals will run a bakery in connection with their meat market.

Holland—Yates & Kane, the druggists, are on the eve of dissolving, Dr. Yates retiring.

South Blendon—A. Everse has closed out his general stock and retired from business.

Cheboygan—John Craig contemplates engaging in the bakery and confectionery business.

Crystal—Dr. A. E. Gates has sold his drug stock to Alexander McCabe, late of Webberville.

Negaunee—Wells & Blake, general dealers, have dissolved. Thos. M. Wells will continue the business.

Traverse City—Trombly & Holdsworth have their new furniture store completed and are filling it with goods.

Hastings—Burt Tinkler has purchased the confectionery store of Geo. Nichols and will continue the business.

Cheboygan—McRae & Morrissey, cigar manufacturers, have dissolved. Mr. McRae will continue the business.

Fulton—Griggs & Lyon, dealers in groceries, boots and shoes, have dissolved, Mr. Griggs having purchased the interest of his partner.

Ravenna—Job Ackerman, who conducted a drug store here for several years, retiring from trade about ten years ago, died one day last week.

Sunfield—Ed. Stinchcomb has formed a copartnership with E. M. Snyder under the style of Stinchcomb & Snyder and engaged in the drug business.

Battle Creek—W. H. Cowles has purchased a half-interest in the cigar factory of Len Van Praagh and has gone on the road in the interest of the firm.

Paris—E. M. Stickney & Co. have sold their stock of general merchandise to L. C. Shaw. It is reported that Mr. Stickney will remove to Big Rapids.

Lake Odessa—Sweet Cahoon has purchased the interest of F. E. Cahoon in the firm of Cahoon Bros., dealers in general merchandise, and will continue the business.

Orono—C. A. Warren succeeds C. A. Warren, Jr., in general trade. The latter has gone to Harrietta to engage in general trade and the manufacture of hame sticks.

Paris—M. E. Cone has closed his boot and shoe and furnishing goods store, and packed his stock, preparatory to removing to a new location, as soon as he can decide on same.

Ann Arbor—Fred Schumacher has purchased an interest in the grocery and crockery business of F. G. Schleicher, and the business will be continued under the style of F. G. Schleicher & Co.

Detroit—Ward L. Andrus & Co. have opened a wholesale fruit and fancy grocery house at 88, 90 and 92 Jefferson avenue. Mr. Andrus was connected with D. D. Mallory & Co. for sixteen years.

Detroit—The A. C. McGraw who has retired from the shoe house of A. C. McGraw & Co. is Augustus C. McGraw—not Alexander C., the senior member of the firm, who still maintains his position at the head of the house.

Kalamazoo—The Huntley & Baker stock of horse goods and farming implements was closed out at auction last week, by an order from the Circuit Court, for the benefit of the mortgagees. The goods were sold very cheap and it is said the amount realized is just about enough to satisfy the mortgages.

MANUFACTURING MATTERS.

Cheboygan—The Cheboygan Lumber Co. started up its mill last week, sawing night and day.

Cadillac—C. N. Chick has leased the McGillis wagon and carriage shop and will also manufacture office desks and office furniture.

Detroit—John F. Talbot, James H. Talbot and Harry L. Talbot have incorporated as the Talbot Paving Co., with \$25,000 capital, all paid in.

Akron—The dry kiln of J. C. Liken & Co., connected with their stove mill here, was damaged by fire last week to the extent of \$2,000; partially insured.

Bay City—J. A. Green's new sawmill on Stone Island, at the south end of the city, began operations last week. It is equipped with a circular and band mill, and will cut about 45,000 feet daily.

Charlevoix—W. J. Stevenson, F. A. Watson and Alden Chamberlain have formed a copartnership, under the style of the Enterprise Manufacturing Co., to engage in the sawmill and planing mill business.

Roscommon—It is reported that Jonathan Boyce is making calculations to cut 60,000,000 feet of logs in Roscommon county this season. He owns a solid body of pine in that county, estimated to cut 110,000,000 feet.

Bay City—It is believed that Bousefield & Co. will erect another wooden ware factory, and it is reported that negotiations are in progress for the purchase by Bousefield & Co. of the Hotchkiss sawmill site and premises.

Oscoda—The H. M. Loud & Sons Lumber Co. has purchased the Hurbert shingle mill at this place. The mill has been idle thus far this season, but the new owners will start it at once. The consideration was private.

Bay City—The new planing mill of Ross, Bradley & Co. is in motion. The enterprise of the firm in rebuilding on a larger scale than before is characteristic of the push and energy of the wide-awake lumberman of to-day.

Bay City—It is said that the Tittabawassee Boom Co. has reduced its capital stock one-half. It was organized in 1864, has handled over 9,200,000,000 feet of logs, and has proved a very profitable investment for the stockholders.

Saginaw—W. A. French has shipped machinery for a hardwood sawmill, which will be established at Bell, Presque

Isle county. There is any quantity of timber available near the mill, and a stock of logs was put in last winter.

Pentwater—G. A. Wagar has purchased the mill site formerly used by the Pentwater Lumber Co. and will remove his mill here from the Point. He expects to have the mill cutting lumber in July and has contracted with F. O. Gardner to manufacture his stock.

Saginaw—A new town called Cedarville has been started at the point where the Cedar River empties into the mouth of the Tobacco. Ross Bros. are operating a sawmill and paving block mill at that point, employing thirty men. There is considerable hard and soft timber there, and a good deal of cedar. The paving block mill is cutting three car loads daily.

Akron—About a year ago no little excitement was created in Tuscola county by the disappearance of Joseph McDonald, a lumberman of this place, and what was supposed to be his skeleton was subsequently discovered in a swamp, a few miles from his home. He was known to have had a large sum of money when he disappeared. A reward of \$500 was offered for the arrest of parties supposed to have murdered him. It is now claimed that McDonald is alive and living in Wisconsin.

Threw the Storekeeper.

From the Boston Globe.

It has been a popular delusion that the average commercial traveler has long since studied every honorable device possible for effecting a sale of goods to a recalcitrant customer, but Jim Walker, of Lovell, Me., has proved to a benighted public that he could score a point over the late lamented Macedonian leader. In other words, he has found a new world to conquer.

Jim came up from Portland to Bridgeton a few days ago, in the interest of a carpet and paper house, and briskly "did" the place. Among the marts he visited was Ansel Harmon's general variety store. Merchant Harmon has a local reputation for Yankee knack of disposing of second-hand or low-priced goods of any description, as well as of prime articles, so Jim tried to sell him a job lot of old carpets.

After chaffering awhile the storekeeper offered him within two cents per yard his price for the goods. But our runner refused to budge a particle. Still he lingered by, loathe to depart without an order. Pensively, too, his possible customer dwelt upon the theme.

The outcome of all this was, the two not only wrestled with the problem, but literally wrestled out of trade. And this is how it was done:

Walker and Harmon solemnly agreed, in the presence of witnesses, to go out into the street and wrestle at arm's length; if the trader threw the drummer two times out of three, he was to have the goods at two cents discount; if *per contra*, the drummer downed the merchant twice out of three trials, he was to have his full price.

So they promptly repaired to the middle of the street in front of the store. By this time a small crowd of spectators had rallied to see the fun. But the fun was quickly over, for, although the trader was strong in muscle, the drummer was not only a little heavier, but wiry and quick, and the result was that the former was laid upon his back, twice in succession, so swiftly and emphatically that he fancied the universe was out of joint.

The crowd shouted, and Harmon, picking himself up, exclaimed:

"I'll take the goods at your figures. Now take the order and get out of here as quick's the Lord'll let ye!"

H. Leonard & Sons have issued a 186 page illustrated catalogue, which they are now sending out to the trade.

The Model Office Boy.

From the Office.

Who is there among business men that does not want a better office boy than he has got; who is it that does not have his own ideal of what an office boy should be? As numerous as this class must be in every business community, I suppose there are comparatively few who have formulated their ideas concerning this important adjunct to business. However, I ran across a man the other day who had it down fine. He wanted an office boy, and concerning this functionary he delivered himself of the following:

He need not "live with parents." Just as soon have a young fellow who earns his own keep. Will pay him better wages, because he'll earn them. Fact is, we want a boy who has had the props taken away from him, and who is making a courageous effort to stand erect, with little wabbling without them. He should talk little and only when it is business to do so. He should remember things—know what he did yesterday at 3 o'clock, and why he did it. He should know that to waste our minutes is to waste our money. We desire that he bear in mind that we pay him so much per week, which means so much per hour and may mean, if computed, so much per minute. And he must know, therefore, that minutes count. That he contracts to return to us value for these minutes, and that one of them wasted means a breach of contract, getting pay for something which does not exist. We want to rely on him. We want to feel that he pays us interest on our investment in him. We shall have a place in the firm ready for him when he shall grow into it, but we don't hire him to look in news store windows when we send him to the postoffice.

Naubinway—Morris Wertheimer will soon engage in the clothing business.

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.

MEAT MARKET FOR SALE—DOING GOOD BUSINESS; to a practical man a good chance. W. H. Davis, Elk Rapids, Mich. 33

WANTED—I HAVE SPOT CASH TO PAY FOR A general or grocery stock; must be cheap. Address No. 28, care Michigan Tradesman. 26

COME AT ONCE, WRITE OR TELEGRAPH, AND secure a bargain; I am going out of the general merchandise business; have about \$600 worth of drugs and fixtures, which I will sell to the right party for a small amount down, the balance in monthly payments; will furnish store room for \$8 per month; no other drug store in town or within seven miles of here; will give some good party a big deal, as I am bound to sell; if you want anything of this kind, investigate at once. Address G. S. Putnam, Fruitport, Mich. 28

FOR SALE—A SPLENDIDLY ASSORTED STOCK OF dry goods and groceries, together with store, dwelling and dock property, located in one of the most thriving towns in Michigan; a good trade, well established, location central and very pleasant; a splendid opportunity for an energetic business man; reason for selling, poor health. Address V. L. Souer, Marine City, Mich. 29

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—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 fine fruit section. Address Dr. S. J. Koon, Lisbon, Mich. 4

WANTED—GROCERY STOCK; MUST BE CHEAP for cash. Church & Fenn, Charlotte, Mich. 696

HELP WANTED.

WANTED—REGISTERED PHARMACIST. ADDRESS Dr. Boynton, Fruitport, Mich. 31

WANTED—A SWEDISH PHARMACIST. MUST speak good English. Address, enclosing references, F. D. Faquette, Ludington, Mich. 27

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. R. 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. 1

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

RENT FREE FOR TWO YEARS TO COMPETENT landlord who will furnish summer resort hotel. E. A. Stowe, Secretary Traverse Point Association, Grand Rapids, Mich. 1

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. 1

SAMPLES OF TWO KINDS OF COUPONS FOR RETAILERS will be sent free to any dealer who will write for them to the Satisfy Coupon Pass Book Co., Albany, N. Y. 664

GRAND RAPIDS GOSSIP.

F. J. Parker is building a warehouse for the storage of butter and eggs at 22 Brainard street.

H. A. Snyder has opened a grocery store at Leetsville. Musselman & Widdcomb furnished the stock.

Mrs. F. E. White has opened a grocery store at Williamsburg. The Ball-Barnhart-Putman Co. furnished the stock.

Lyman Townsend has opened a grocery store on North Coit avenue. The Olney & Judson Grocer Co. furnished the stock.

Lemon & Peters have sold a new grocery stock to West & Co., whose store and stock at Hoytville were burned one day last week.

Rindge, Bertsch & Co. and Musselman & Widdcomb have foreclosed their mortgage on the boot and shoe and grocery stock of C. F. Walden, at Antrim.

That part of the McDonald & Bradford stock not disposed of at Baldwin has been shipped to this city and stored in the building formerly occupied by E. Fallas.

B. H. Rose and Jerome Blodgett have formed a copartnership under the style of B. H. Rose & Co. and embarked in the hardware business at Harrietta. Foster, Stevens & Co. furnished the stock.

The wholesale grocery houses have signed an agreement to close at 3 o'clock Saturday during the summer months. An effort was made to get the commission houses to do the same, but they have so much perishable stock coming in on the afternoon trains that they do not feel justified in signing the agreement.

Purely Personal.

W. A. D. Rose, the Deer Lake logger, was in town last Saturday.

Father Gallagher, the priest of St. James, Beaver Island, is the guest of Frank E. Chase, the shoe salesman.

D. D. Harris, the Shelbyville general dealer, was in town last Wednesday. His love for the P. of I. is profound and abiding.

Wm. T. Hess has returned from Boston and Wm. T. Lamoreaux started on the usual spring pilgrimage to that place on Saturday.

S. C. Pomeroy, of the former retail grocery firm of Pomeroy & Lawton, has engaged in the commission business at Mendon. He also acts as local agent for the Valley City Milling Co.

It is reported that negotiations are in progress looking toward the return of S. A. Welling from Jackson to Detroit, in which case he will re-engage in business with his son-in-law, Hamilton B. Carhart.

Will P. Granger, the handsome appendage of the Grand Rapids Packing and Provision Co., spent Saturday in the wicked city of Chicago, trying to swap horses with a man who has a better beast than he has. He was unsuccessful.

Gripsack Brigade.

The Flint & Pere Marquette and Toledo, Ann Arbor & Northern are now selling 500 mile mileage books for \$10.

Walter Meech, of the former firm of Herrick & Randall, has taken the position of city salesman for I. M. Clark & Son, dividing the trade with Mr. Cloyes.

St. Louis *Republican*: "M. Brust maker, formerly of this place, but who has been traveling for a Detroit cigar

firm, is now with J. A. Beebe & Son, of Owosso.

At the request of numerous traveling men, the G. R. & I. has re-arranged its time card so as to enable the south-bound afternoon train to stop at Cadillac for dinner, instead of at Reed City, as heretofore.

H. S. Robertson has formed a copartnership with G. A. Spencer, of Peach Belt, and the two have engaged in the manufacture of hosiery under the style of the Fidelity Knitting Works. Hi. will not permit his new venture to interfere with his present position with the Olney & Judson Co.

A Washington dispatch, under date of May 13, is as follows: "In the House, today, Mr. Hansbrough, of North Dakota, introduced for reference a bill amending the Inter-state Commerce Act so as to provide that nothing in that law shall be construed to prohibit any common carrier from giving reduced rates of transportation and a permit to carry a weight of sample baggage in excess of the amount allowed the ordinary traveler to commercial travelers and members of the theatrical profession."

The Wire Trade.

From the Iron Age.

There are few branches of industry in which greater mechanical progress has recently been made than the wire trade. Increased consumption of wire and improved methods of manufacture have gone hand in hand. Inventive genius has been busy in devising applications of wire to new uses which are, however, so natural for that material that the question arises, why was that never thought of until now? The changed condition of the barb wire trade is an excellent illustration of this. It is but a few years since that all manufacturers of barb fencing purchased their wire. A few of them added wire-drawing departments, and the question then was quite freely discussed for a time as to the relative advantages of drawing or purchasing wire, a very strong sentiment existing in the trade in favor of the latter method of doing business. In the light of subsequent events, it seems very absurd that such a question should have had more than one side to it. Those who drew their own wire had an advantage which made itself only too apparent in time. It was a constantly growing advantage, also, as their production of large quantities of iron of but one or two sizes made the introduction of improvements a comparatively easy matter. It is estimated that up to the present a reduction in the cost of drawing of \$3 to \$4 per ton has been made on the standard sizes of wire in the brief period alluded to. This has been accomplished by heavier machinery, and more rapid reduction, greater expertness on the part of the workmen employed, and to no little extent by the improved quality of the steel wire rods now being turned out in this country.

The improved quality of domestic wire rods is a matter of some importance, not to be passed over lightly. Wire manufacturers state that they are now able to secure 2,200 pounds of wire from 2,240 pounds of rods, which is a loss of but forty pounds per gross ton, whereas their usual allowance for loss a few years since, when the rod supply was largely foreign, was fully 100 pounds more. The economy is not merely in the smaller percentage of waste, but in the greater production of wire by workmen who do not have to stop to pick up the end of a broken rod.

The Remedy.

Jack—Were you ever crazy with love?
Jim—Yes, indeed.
Jack—What cured you?
Jim—Marriage?

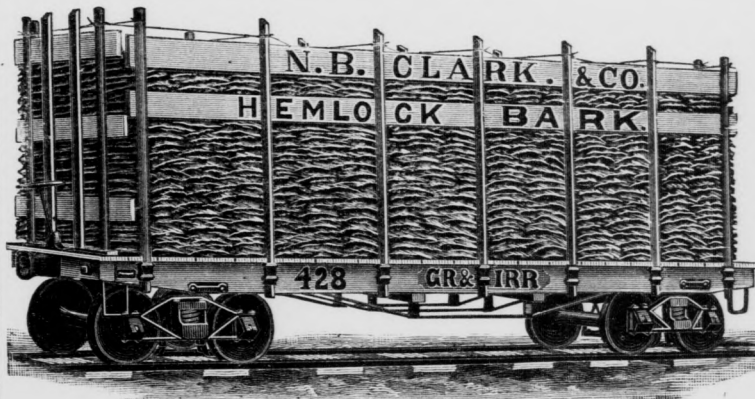
Fourth of July goods of all kinds.
PUTNAM CANDY CO.

TRY BUNOLA COFFEE.

Best Pound Package Coffee on the Market.

PRICE--In Cases, 24 1-4; In Cabinets, 24 3-4.

Any Grand Rapids jobber will fill your order.



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



Bicycles, Tricycles, Velocipedes

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,

Call and see them or send for large illustrated catalogue.

4 Monroe St., GRAND RAPIDS



(Formerly the Weatherly & Co.) CONTRACTORS FOR

Galvanized Iron Cornice,

Plumbing & Heating Work.

Dealers in Pumps, Pipes, Etc., Mantels and Grates.

Weatherly & Pulte,
GRAND RAPIDS, - - MICH.

Magic Coffee Roaster.

The Best in the World.

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

ROBT. S. WEST,

48-50 Long St., CLEVELAND, OHIO.

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.

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.

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.

Dry Goods.

The Selection of Stocks.

From the Dry Goods Economist.

One of the most costly departments of a store is that devoted to silks. At the same time it is one capable of attracting a crowd of admirers and buyers, if properly selected and arranged. No goods make a handsomer window or counter display, and half the battle in selling is to catch and hold the eyes of shoppers, which glittering folks of silk will do. Black silk is always a standby in faille Francaise, rhadames and surah, with a few armures and gros grains to suit conservative tastes. Unless catering for an expensive trade, extreme novelties in weaves should be handled gingerly. For these it is better to wait until the trade and fashion papers have spoken of them and customers ask for them. Ordinary novelties should be on hand as soon as the season opens. It is a poor policy to defer buying seasonable goods until every one has bought elsewhere. Surah of at least two grades and all shades always sells. Black and colored satins are demanded for lining net and lace dresses. Figured and plain India silks take well in medium designs and the fashionable colors of the season, which vary like the weather. Amethyst, lavender, stem green, porcelain blue, old rose, gray and red take well this season. In white silks, ivory, opal and cream shades in surah, India and faille Francaise are the oft-est asked for.

The chief colors in demand are old rose, grayish blue, porcelain tints, stem, grayish and dark green, golden, red and cigar brown, greenish, silver, steel and lead gray, bright red, amethyst, Nile, pale blue, yellow straw, rose, tan and suede shades. More silks are sold at retail for \$1.25 than any other price, but it is well to have a quality of faille Francaise, the most universally worn silk, at 90 or 95 cents, as a price under a dollar does most surely attract. In black silks have a better grade, as a woman expects a black silk to last longer and is therefore willing to pay more for it. Do not be tempted to buy a lot of fancy stripes or brocades "because they are so cheap." They will prove dear if not in style, which may be discovered by reading trade and fashion papers. Any country merchant who undertakes to run a store without informing himself carefully upon current fashions makes a sad mistake. Nowadays the trade papers contain a mine of valuable information, which should be worked every week. By keeping one's eyes open at all times, something new may be learned every day, and a habit of observation and ability to "catch on" are of immense advantage to the retailer.

Touched a Tender Spot.

Beanville Man—Gawktown ain't much o' a place, no how.
Gawktown Man—That's so.
B. M.—Ye ain't more'n five hundred folks down thar.
G. M.—Gol darn me ef ye ain't right.
B. M.—No church in the hull town.
G. M.—Nary.
B. M.—Not any school house, nuther.
G. M.—That's the truth.
B. M.—Ignorant folks you all is.
G. M.—We don't know a heap, that's a fact.

B. M.—An' we all's base ball nine kin wallop the everlastin' spots of'n you all's measly club.
G. M.—Hold on thar. Now yer gettin' insultin'. I don't care nuthin' 'beaut the town, but when you run down our base ball club, thar's got to be trouble.

Used Her Up.

An old lady, one of the good, old-fashioned kind, recently bought a ticket to a course of lectures to be delivered in her native town. The first lecture was by Bob Ingersoll. The old lady couldn't afford to waste her money by losing a lecture, so she listened attentively and returned shocked, but speechless. The second one was by Annie Jenness Miller. The old lady returned from this lecture exhausted, sank in a chair and groaned out:

"Oh, dear! oh, dear! No God and no chemises—what is this world coming to?"

Prices Current.

UNBLEACHED COTTONS.	
Atlantic A	7
" H	6 1/2
" P	6
" D	6
" LL	5 1/2
Atlanta A. A.	6 1/2
Archery Bunting	4 1/2
Amory	7 1/2
Beaver Dam A. A.	5 1/2
Berwick L.	6 1/2
Blackstone O. 32	4 1/2
Black Rock	7 1/2
Boot, FF	6 1/2
" 2X	6
" C	5 1/2
" AL	7 1/2
" PL, 40 inch	8 1/2
Continental, C.	7 1/2
" D, 40-in	8 1/2
" E, 42-in	8 1/2
" W, 45-in	11
" H, 48-in	12
Chapman	4
Cohasset A.	7 1/2
Comet	7
BLEACHED COTTONS.	
Amsburg	7
Blackstone A. A.	8
Beats All	4 1/2
Cleveland	7 1/2
Cabot	7 1/2
Cabot, %	6 1/2
Dwight Anchor	9
" shorts	8 1/2
Edwards	6
Empire	7
Farwell	7 1/2
Fruit of the Loom	8 1/2
Fitchville	7 1/2
First Prize	6 1/2
Fruit of the Loom %	8
Fairmount	4 1/2
Full Value	6 1/2
Geo. Washington	8 1/2
HALF BLEACHED COTTONS.	
Cabot	7 1/2
Farwell	7 1/2
UNBLEACHED CANTON FLANNEL.	
Tremont N.	5 1/2
Hamilton N.	6 1/2
" L.	7
Middlesex AT.	8
" X	9
" No. 25	9
BLEACHED CANTON FLANNEL.	
Hamilton N.	7 1/2
Middlesex P. P.	8 1/2
" A. T.	9
" X. A.	9
" X. F.	10 1/2
DRESS GOODS.	
Hamilton	8
" "	9
" "	10 1/2
G. G. Cashmere	21
Nameless	16
" "	18
CORSET JEANS.	
Biddeford	6
Brunswick	6 1/2
PRINTS.	
Allen, staple	5 1/2
" fancy	5 1/2
" robes	5
American fancy	6
American indigo	6
American shirtings	4 1/2
Arnold	4 1/2
" long cloth B.	10 1/2
" " C.	8 1/2
" century cloth	7
" gold seal	10 1/2
" Turkey red	10 1/2
Berlin solids	5 1/2
" oil blue	6 1/2
" green	6 1/2
Cochecho fancy	6
" madders	6
Eddystone fancy	6
Hamilton fancy	6 1/2
" staple	5 1/2
Manchester fancy	6
" new era	6 1/2
Merrimack D fancy	6 1/2
TICKINGS.	
Amoskeag A. C. A.	13
Hamilton N.	7 1/2
" D.	8 1/2
" Awning	11
Farmer	8
First Prize	11 1/2
COTTON DRILL.	
Atlanta, D.	6 1/2
Boot	6 1/2
Clifton, K.	6 1/2

DEMINS.	
Amoskeag	12 1/2
" 9 oz.	14 1/2
" brown	13
Andover	11 1/2
Everett, blue	12
" brown	12
Simpson	20
" "	18
" "	16
Cochecho	10 1/2
SATINES.	
Glenarven	6 1/2
Lancashire	6 1/2
Normandie	7 1/2
Renfrew Dress	7 1/2
Toil du Nord	10 1/2
Amoskeag	10 1/2
" A. F. C.	10 1/2
Persian	8 1/2
Bates	6 1/2
Warwick	8 1/2
Peerless, white	18 1/2
GRAIN BAGS.	
Amoskeag	17
Harmony	16 1/2
Stark	20
American	17
THREADS.	
Clark's Mile End	45
Coats, J. & P.	45
Holyoke	22 1/2
KNITTING COTTON.	
No. 6	38
" 8	34
" 10	36
" 12	36
CAMBRICS.	
Slater	4 1/2
White Star	4 1/2
Kid Glove	4 1/2
Newmarket	4 1/2
Edwards	4 1/2
RED FLANNEL.	
Fireman	32 1/2
Creedmore	27 1/2
Talbot XXX	30
Nameless	27 1/2
MIXED FLANNEL.	
Red & Blue, plaid	40
Union R.	22 1/2
Windsor	18 1/2
6 oz Western	32
Union B.	22 1/2
DOMET FLANNEL.	
Nameless	8 @ 9 1/2
" "	8 1/2 @ 10
CANVASS AND PADDING.	
Slate	9 1/2
9 1/2	9 1/2
10 1/2	10 1/2
11 1/2	11 1/2
12 1/2	12 1/2
DUCKS.	
Severen, 8 oz.	9 1/2
Mayland, 8 oz.	10 1/2
Greenwood, 7 1/2 oz.	9 1/2
Greenwood, 8 oz.	11 1/2
WADDINGS.	
White, doz	25
Colored, doz	20
SILKESIAS.	
Slater, Iron Cross	8
" Red Cross	9
" Best	10 1/2
" Best AA	12 1/2
CORSETS.	
Coraline	9 50
Schilling's	9 00
SEWING SILK.	
Corticelli, doz.	85
twist, doz.	42 1/2
50 yd, doz.	42 1/2
HOOKS AND EYES—PER GROSS.	
No 1 Bl'k & White	10
" 2	12
" 3	12
No 2—20, M. C.	50
" 3—18, S. C.	45
No 2 White & Bl'k	12
" 4	15
" 6	18
No 2	28
NEEDLES—PER M.	
A. James	1 50
Crowley's	1 35
Marshall's	1 00
TABLE OIL CLOTH.	
5—4	2 25
" 2	10
6—4	3 25
" 1	95
5—4	2 95
" 3	10

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.

A W N I N G S



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.

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.

Furniture

— A T —

Nelson, Matter & Co's

STYLES:

New, Cheap, Medium AND Expensive.

Large Variety and Prices Low.

P. STEKETEE & SONS,

WHOLESALE

Dry Goods and Notions.

New Line of Summer Flannel Shirts from 3.50 per doz. up.
Pants, Overalls, Jackets and Jumpers in all grades.
Underwear, all weights in White, Gray and Mixed and 25 cases of Cotton Hose, all grades.
Agents for Georgia and Valley City Bags. Wadding, Twines, Batts.

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

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.

Subscription Price, One Dollar per year, payable strictly in advance.
Advertising Rates made known on application.
Publication Office, 100 Louis St.

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, MAY 21, 1890.

LOOKS LIKE CHEESE PARING.

The proposal to give our diplomatic representatives at foreign capitals the rank and style of ambassadors, they now being merely ministers, has been made once more by the Senate Committee on Foreign Relations, and is met as usual by the objection that this is a monarchical fashion to which the republic should give no encouragement. The objection is wrong at every point. The word is derived from the Celtic term, "ambactus," meaning a messenger, through the later Latin and Spanish and French. It, therefore, has no immediate connection with monarchy. Historically, it is applied just as much to the foreign representatives of republics like Venice, Florence, Genoa and Switzerland, as to monarchies like France and Spain. It is expressly provided in the national constitution that the President "shall appoint ambassadors, other public ministers and consuls." The Supreme Court is given original jurisdiction over "all cases affecting ambassadors, other public ministers and consuls." The notion of a monarchical character in the office arose from the language which the Great Powers of Europe used at the Congress of Vienna, in which ambassadors were said to be "the personal representatives of the sovereign by whom they are sent." But our constitution is more correct in the employment of the word to designate the ministers of a sovereign government, which recognizes no personal sovereign.

The effect of our refusing the title to our representatives is to place our ministers in foreign capitals below those of sundry small countries like Denmark and Portugal, which send ambassadors. It also works to make Washington an undesirable place to the best diplomats of Europe, since if they accept an appointment to the American Government they must forego for the time the highest rank in the service. This may have been well enough when we ranked beside the lesser powers of Europe in diplomatic importance, and when we were poor enough to make the size of the salary and the furnishing of a "hotel" in foreign capitals an important consideration. But when the richest and most powerful country of Christendom continues the same policy, it begins to look like cheese paring.

May Day has come and gone without any of the dire results which were apprehended. On both sides of the Atlantic there have been great demonstrations of a peaceful kind in favor of the eight-hour limit, London and Chicago leading off in this respect. In both Europe and America there has been a harvest of strikes for the new limit of the working day, and in several trades the limit has been secured. Other struggles are still pending, but the movement has not had that universal character which the leaders of the trades' organizations hoped

for. It may be that the success of some will encourage the rest to make the same demands, or it may be that the fact that the majority have done nothing will end in restoring the old limit, even in the trades which have secured the new one. Everything will depend upon the heartiness and unanimity with which the labor organizations now proceed, and upon the extent to which they secure a general support from public opinion through the moderation of their action. Thus far they have done well, and they have satisfied the onlookers that it is not in the interests of Socialism or Anarchism or any other wild theory that they are acting, and that they have no intention of putting themselves under leadership of that kind.

Corporation Gossip.

The stockholders of the Grand Rapids School Furniture Co. have voted to increase the capital stock \$50,000, making the capital \$270,000.

The stock of the Elliott Button Fastener Co. is in active demand, as high as \$1 per share bonus having been offered by those who were unable to secure the original stock.

The entire Jackson iron mine, one of the best on Lake Superior, will be owned in England within a few days. Negotiations have been going on for several months, and a company has finally formed abroad to take up the 16,000 shares of stock at \$125 a share, or \$2,000,000 for the mine. It has been owned for two years by Mr. Chisholm and J. H. Wade, of Cleveland, Ohio, and Samuel Marshall, of Negaunee.

Included in the purchase price of the Model Mills, Mr. Converse accepted \$11,500 of Mr. Swensberg's stock in the Phoenix Furniture Co. at \$7,500—about 65 per cent. As the stock is freely offered at 40 and can be secured in almost any quantity at 25, Deacon Converse's acceptance of the stock at the price named is either an evidence of his kind regard for Mr. Swensberg or due to his anxiety to unload an unprofitable milling venture.

Association Notes.

The report that a Business Men's Association had been organized at Wayland proved to be erroneous.

In the course of a descriptive article on Traverse City, the Detroit *Tribune* remarks: "The Business Men's Association is one of the most important features of the town and has done much to make Traverse City the live, hustling metropolis that she is to-day. The officers of the Association are J. W. Milliken, President, and M. E. Haskell, Secretary. Mr. Milliken is also Chairman of the Executive Board of the Northern Michigan Development Association, which is attracting widespread attention and doing much to induce the investment of capital in that section of the country."

Good Words Unsolicited.

J. Weaver & Co., wholesale paper, Kalamazoo: "We are satisfied that we get value received."
Delmore Hawkins, general dealer, Hawkins: "THE TRADESMAN is my most welcome weekly journal."

Walter H. Price, general dealer, Lyons: "I like your paper very much better in book form than the old way. I look for it every week."

A novel idea to attract attention is being used in New York City which might be adapted to the retail cigar trade. It is seemingly a bad break in a plate glass window, patched with a picture and a placard offering \$500 for whoever broke the window. The apparent cracks are on the picture, but appear to be on the glass, and attract any amount of attention.

Fire Crackers all sizes and prices.

PUTNAM CANDY Co.

P. of I. Gossip.

John Finkbeiner, the contract dealer of Hersey, has thrown off the badge of servitude.

A Hawkins correspondent writes, "The P. of I. are about played out here. The name is seldom mentioned, and when it is uttered, it is usually spoken in a whisper."

Banfield correspondence Hastings *Banner*: "It is an assured fact now that Andrew Breese will immediately go to work and build a P. of I. store and sell P. of I. goods to the Patrons."

The sainted Elder Payne, whose name once adorned the criminal calendar of the Kent Circuit Court, organized five P. of I. lodges in Leelanaw county week before last. Fifty dollars a week is better than defending a charge of bastardy, by a large majority.

Detroit *News*: "The Patrons of Industry of Livingston county have now resolved in favor of the free coinage of silver. That's right. Just as soon as every Patron can get his bullion coined free, he will be all right. But while the rate for stamping dollars remains as high as at present, he is compelled to let it rust in the cellar."

Charlotte *Republican*: "J. M. Andrews, the corner grocer, made an assignment yesterday morning, for the benefit of his creditors. Judge C. M. Jennings is made assignee. He took possession immediately and began to take an inventory of the stock. This has been the P. of I. grocery, was liberally patronized as such, and the failure, therefore, is significant."

Hudson correspondence *Adrian Times*: "Quite a flutter has been occasioned in commercial circles this week by the announcement that Henry C. Hall, the grocer, has entered into a contract with the P. of I. This secret society has not heretofore been able to make contracts with Hudson merchants, and, in fact, was 'kinder dead' until 'Hank' breathed the breath of life into their nostrils."

Sauilac county produces some queer geniuses. From thence came Supreme President F. W. Vertican, of P. of I. fame, and now the story goes that the county has a school district with only one family in it. The homesteader, who is a follower of the sainted Vertican, built a school-house, used it as a dwelling, taxed the non-resident land-owners for nine months' school each year, hired his wife as school teacher and elected himself, wife, son and daughter as the school board.

A Central Lake correspondent writes: "In accordance with your request for corrections, I beg to inform you that the name of H. Sissons does not properly belong in your P. of I. repentance column. Mr. Sissons was never, as I am informed on good authority, under a direct contract with the Patrons of Industry, but, instead, was accepted as a member of that organization on his representation that he 'got his living by farming.' He has since done his best to build up the lodge at Central Lake, and to get its trade, but the other merchants seem to be of the opinion that he has not made a 'howling success' of it. His trade is mainly with the same customers he had before, who say that his profits are much smaller than formerly to the elect. His own statement at the start was that they amounted to forty cents a day, which is suggestive, in more ways than one."

The Patrons of Industry around Kingsley are about as mad as human beings

can be without boiling over. They closed a contract with J. E. Winchcomb and furnished him money with which to purchase goods. He came to Grand Rapids, paid Lemon & Peters \$100 on account and ordered about \$300 worth of new stock. As Mr. Lemon loves the P. of I. about as ardently as the devil loves the holy water, the order was not filled, and the Patrons who raised the money for their dealer will have no sweetening in their sugar until they levy another assessment.

Willing to Shovel.

From the Christian Union.

To be willing to begin at the bottom is the open secret of being able to come out at the top. A few years ago a young man came to this country to take a position in a new enterprise in the Southwest. He was well-bred, educated, and he had the tastes of his birth and education. He reached the scene of his proposed labors, and found to his dismay that the enterprise was already bankrupt, and that he was penniless, homeless and friendless in a strange land. He worked his way back to New York, and in mid-winter found himself without money or friends in the great, busy metropolis. He did not stop to measure the obstacles in his path. He simply set out to find work. He would have preferred the pen, but he was willing to take the shovel, and the shovel it was to be.

Passing down Fourth avenue on a snowy morning, he found a crowd of men at work shoveling snow from the sidewalks about a well-known locality; he applied for a position in their ranks, got it, and went to work with a hearty goodwill as if shoveling were his vocation. Not long after, one of the owners of the property, a millionaire, passing along the street, saw the young man's face, was struck by his intelligence, and wondered what had brought him to such a pass. A day or two later his business took him to the same locality again, and brought him face to face with the same man still shoveling snow. He stopped, spoke to him, received a prompt and courteous answer, talked a few minutes for the sake of getting a few facts about his history, and then asked the young man to call at his office. That night the shovel era ended, and the next day at the appointed time the young man was closeted with the millionaire. In one of the latter's many enterprises there was a vacant place, and the young man who was willing to shovel got it. It was a small place at a small salary, but he more than filled it; he filled it so well, indeed, that in a few months he was promoted, and at the end of three years he was at the head of the enterprise with a large salary. He is there to-day with the certainty that if he lives he will eventually fill a position second in importance to none in the field in which he is working. The story is all told in three words: Willing to shovel.

VISITING BUYERS.

D D Harris, Shelbyville	Hessler Bros., Rockford
C Van Amberg,	Sullivan Lum Co., Sullivan
Whitneyville	J Tiesinga, Forest Grove
Wm VerMeulen, Beaver Dam	W S Adkins, Morgan
Wm Earsten, Beaver Dam	C Freymuth, McCords
L Cook, Bauer	J E Edwards, O'Donnell
S Cooper, Jamestown	Wm Barker, Sand Lake
John De Vries, Jamestown	J E Winchcomb, Kingsley
H Meljering, Jamestown	Lamoureux & Beerman,
A Sicketee, Holland	Fruitport
O W Knox, Hart	Sevey & Herrington,
C V Weller, Cedar Springs	Herrington
L C Granger, Charlotte	J M Reid, Grattan
C G Stone, Lowell	J Raymond, Berlin
Boer & Bolt, Grand Haven	H Ade, Conklin
H Morley, Cedar Springs	G A Ball, Dighton
L N Fisher, Dorr	Maston & Hammond,
E S Botsford, Dorr	Grandville
Smith & Bristol, Ada	Isaac Quirk, Allendale
M Heyboer & Bro., Oakland	A R McKinnon, Shelby
C S Comstock, Pierson	G H Walbrink, Allendale
H H Childs, Rockford	Skoddard Bros., Reed City
Den Herder & Tanis,	C B Shaver, Kalkaska
Vriesland	Aloys Bliz, Spring Lake
T H Condra, Lisbon	Carrington & North, Trent
E Heintzelman, Logan	John Gunstra, Lamont
Fred Ashley, Howard City	Gus Bogman, Bauer
J V Crandall & Co., Sand Lake	E E Hewitt, Rockford
Smallegan & Pickgaard,	Ell Runnels, Corning
Forest Grove	S T McLellan, Denison
G Ten Hoer, Forest Grove	Chas Stark, Luther
W D Struik, Byron Center	Chittenden & Herrick,
E L Boynton, Griswold	Cadillac
John Damstra, Gitchell	A Burton & Co., White Cld
Griswold Bros., Harvard	Myers & Dudley, Lilley
J Riddering, Drenthe	N Bouma, Fisher
E J Harrington, Holland	John Kamps, Zutphen
S H Ballard, Sparta	L M Wolf, Hudsonville
J R Harrison, Sparta	H A Snyder, Leeterville
R Voorhorst, Overisel	C Coes, Coopersville
A C Barkley, Crosby	F P Hopper, Fremont
Theron Stafford, Newberry	Munger, Watson & Devoist,
R B McCulloch, Berlin	Sullivan
J W Brant & Co., Albion	

"Acknowledged the Corn."

The phrase, "acknowledge the corn," is variously accounted for, but the following is a true history of its origin:

In 1882 Alexander Stewart, Member of Congress, stated in a speech that Ohio, Kentucky and Indiana sent their haystacks, cornfields and fodder to New York and Philadelphia for sale. Wickliffe, another member, called him to order, declaring that those States did not send their haystacks to the Eastern cities for sale.

"Well, what do you send?" asked Stewart.

"Why, horses, mules, cattle and hogs."

"Well, what makes your horses, mules, cattle and hogs?" queried Stewart. "You feed \$100 worth of hay to a horse; in doing that you just animate your haystack and get on top of it and ride off to market. How is it with your cattle? You make one of them carry \$50 worth of hay to the Eastern market. How much corn does it take to fatten a hog, Mr. Wickliffe?"

"Thirty-three bushels" replied the man from Kentucky.

"Then you just put thirty-three bushels of corn into the shape of a hog and walk him off to market," said Stewart.

At this point in the debate Wickliffe sprang to his feet and exclaimed very hurriedly:

"Mr. Speaker! Mr. Speaker! I acknowledge the corn."

The incident caused quite a laugh among the members and was never forgotten.

His Preference.

Sister Emma—Bobby, who tied that tin can on that poor dog's tail?

Bobby—Johnny Stevens.

Sister Emma—That was cruel. You wouldn't tie a tin can on a dog's tail, would you, Bobby?

Bobby—No, I'd rather tie an old tea-kettle on.

Pineapples good and cheap.

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

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

E Clover,
Timothy,
Red Top,
Etc.,
D Etc.

ONION SEEDS,
In fact, everything in our line at lowest market values.

S Brown's Seed Store,

GRAND RAPIDS, MICH.

AMBOY CHEESE.

The best way to secure a satisfactory and profitable cheese trade is to handle the very best goods obtainable.

Olney & Judson Grocer Co.

SOLE AGENTS,

Grand Rapids, Mich.

This old reliable brand has been the standard of excellence in this market for nearly 20 years.

Always uniform in quality. Always the very best.

MERCHANTS,

LION COFFEE

Is For Sale by All Wholesale Grocers in Grand Rapids and Elsewhere.

WOOLSON SPICE CO.

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 1899—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. Fraill, East Saginaw; Geo. McDonald, Kalamazoo; J. J. Crowley, Detroit.
 Next Meeting—At Saginaw, beginning third Tuesday of September, 1899.

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.

Thoughts on Current Topics.

H. M. Whelpley, M. D., Ph. G., in Druggists' Bulletin.

If the seventh decennial revision of the United States Pharmacopoeia contains a list of the maximum doses of drugs, chemicals and preparations, the work will be consulted by many doctors and druggists who would otherwise let it alone. Theoretically it would be more in keeping with the nature and purpose of the Pharmacopoeia to omit such a list, but practically the information is required. A vote of the retail druggists and practicing physicians of the country would soon decide in favor of the list, and I expect to see the Pharmacopoeial Revision Convention take like action. Posology is a subject on which no one is needlessly well posted, for it requires considerable study and constant attention, or much of that which was once learned is soon forgotten. The application of posological knowledge on the other hand is great, and command of it is frequently of vital importance.

In many sections of the country, registered druggists are exempt from jury duty. This, however does not keep them entirely out of the clutches of the law. They are liable to all the legal annoyances that befall an ordinary citizen, besides those peculiar to their business. In view of all these facts, I believe that each college of pharmacy should have a short course of lectures by some jurist who has studied up the points of special interest to pharmacists. There is no one of the many special courses of lectures delivered in medical colleges that awakens more interest than those on medical jurisprudence, and I believe that pharmaceutical jurisprudence is equally worthy of consideration in the colleges of pharmacy.

Some druggists are always wondering how it is that other members of their craft find time to write papers for pharmaceutical conventions, send communications to journals, and perform other similar work. One of these enquiring druggists recently said: "It requires time to write articles. It also requires being in a good humor to do so. When business is very dull, I have plenty of time, but very little good humor. When trade picks up my stock of good humor is large, but time is correspondingly scarce." To all who feel as my friend, I would say, consider the literary work a part of your business, and make it a rule to think and write a little each day, and you will soon surprise yourself and others with the result of your good resolution.

Any one who has studied many of the papers read at the various pharmaceutical conventions, could not help but notice many that could be greatly improved by cutting them down in size. A paper, in order to be acceptable to the audience and the subsequent readers, should be free from superfluous language. The points to be presented must be so arranged that they stand out prominently, and are readily observed by those interested. Another convenience of a systematic arrangement of the points is, that it enables the author to refer to any one, or all of them, during the discussion which follows the reading. I find that those who write papers are much more

liable to make them too long and verbose than so short that they are not clear from a want of language.

A microscope as a portion of a druggist's outfit for the practice of the pharmaceutical profession, is by no means a necessity. In fact, very few instruments or books are actually required to supply a druggist's laboratory. I have had this forcibly impressed upon my mind while visiting registered pharmacists whose entire library could be placed in a plaster box, and their chemical apparatus covered with a cigar box. The necessities of this life are extremely few, and pharmacy, as practiced by some persons, does not materially increase their number.

It is to the progressive, successful, and clear-head pharmacist, that a microscope becomes an object of value and consideration. The number of such pharmacists is by no means small and is gradually increasing. The druggists who use the microscope are not confined to graduates in pharmacy, for I know of several who have taken up the study of their own accord, and profited thereby.

I have met with a class of physicians who seldom ever write a prescription, but dispense their own medicines, or give verbal directions when patients are obliged to visit a drug store. They do this because they realize that their education on the subject of prescription writing has been neglected, and they do not feel like running any risk of exposing their ignorance. Another class of physicians who interest me more, is the one composed of doctors who know less, if anything, than the class to which I have just referred. But somehow they fail to comprehend the situation. In place of desisting from prescription writing, they never lose an opportunity to make out such an order, and the prescription files are filled with their autographs like the sick chambers with the mixtures prescribed. It is needless to state that neither one of the above classes comprise physicians who have studied pharmacy.

The season of State Pharmaceutical Association meetings is now upon us, and their reports will occupy a large portion of the space in the drug journals during the following four or five months. The value of these reports will depend upon two important factors: First, the character and ability of the members present at the meeting. Second, the view they take of the objects of an Association and its annual conventions. Third, the dexterity exhibited by the reporters in writing up the proceedings. These annual meetings are attended by two great classes of delegates. One faction comes to read papers, hear papers read, discuss papers, and exchange ideas on pharmaceutical subjects. The members of the other class are on hand to "get away from home," to "see the elephant," to advertise their goods or themselves, or both. The nature of the general views regarding the objects of an Association will vary with the varying proportions of these two elements. It frequently happens that the published reports are written by some one who is incompetent to give an intelligent account of pharmaceutical proceedings. Such reporters omit that portion which pertains to the profession, and fill up the space with other material. The communications read like so-called pharmaceutical journals that are in the hands of parties not pharmacists, or in any way qualified to judge of what interests the profession. With all of these facts in view, I would advise the retail druggists of this country to attend their respective State meetings, and see for themselves just what is done and can be accomplished.

The practice of pharmacy as found in the retail drug stores of a great city, is not the life of ease and luxuriance that many imagine. Nor is it as scientific and professional as country druggists conclude when they think of the long prescription file which hangs behind the prescription case of the average city pharmacy. I have had occasion of late to examine some of these imposing collections of professional documents. I was surprised to find so many calling for patent and proprietary preparations in original packages. Some of the practi-

ing physicians write prescriptions after the following model:

R Cure 'em Quick's Cough Syrup, Bot. I. (\$1.00 size).
 Use as directed.

DR. MONEYMAKER.

One down-town druggist who has a large prescription trade, informs me that he never permits such a prescription to contaminate his file. He fills the prescription, and says to the customer: "Keep this order, for you may need another bottle of the same stuff." I think these prescribers must belong to the same class of physicians to whom a writer referred when he stated that "a doctor is a person who pours medicine of which he knows little, into bodies of which he knows less." Such a prescription could be readily filled by dropping sixty-nine cents (cut-rate price for a dollar preparation) in the proper slot of the automatic doctor of which we have read, and as far as the druggist is concerned, the prescription had better be filled by such an automaton.

A WONDERFUL DISCOVERY.

What the Monroe "Democrat" Has to Say About It.

What everybody says must be so, and, judging by the testimony offered, by the Humane Society, of Toledo, Ohio, which, by the way, is composed of many of the very best citizens of that city, and by the board of supervisors of this county, there must be some merits in Kenrick's Diphtheria Cure, for in both meetings members of these bodies related their personal experience before the votes were taken. It is customary in all large cities to insist upon compulsory vaccination as a preventive of smallpox, but diphtheria is a disease that is annually taking off ten times as many as smallpox, and heretofore there has been no preventive offered. Certainly, if Mr. Kenrick has discovered what these organizations seem to think he has discovered, viz., an antiseptic that nips the evil in the bud, then people should know it at once. Personally, we know Mr. Kenrick to be a thorough gentleman, who would no more put a spurious article on the market to be used at so critical a time than he would rob a grave. We believe, and hundreds of others who have used his preparations believe, that he has a specific. We do not speak for Mr. Kenrick or his medicines, but for the thousands of children who die annually from the dread destroyer, Diphtheria.

The Drug Market.

Gum opium is higher abroad and firmly held here. Morphia is unchanged. Quinine is steady. Gum camphor is weak and tending lower. Citric acid is getting scarce and is advancing. Cattle bone has declined. Nitrate silver has declined. Brimstone is tending higher. Mercury and all preparations of mercury have advanced.

Drug Store Wanted.

There is no drug store at Middleton and the other business men of the place would give a man who will open a pharmacy there a cordial reception. H. S. Phillips, editor of the Middleton News, will undertake to answer any enquiries on this subject.

GUILTY.

"Smithers was arrested for running off with Bronson's daughter."
 "Eloping isn't a crime."
 "No; but miss-appropriation is."

Milk Shakes and Ice Shaves.

PUTNAM CANDY CO.

CINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists, GRAND RAPIDS.

THE MOST RELIABLE FOOD
RIDGE'S 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, 3c. and upward.
 WOOLBACH & Co. on every label.

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

SUSPENDED!



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 LABELS

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.

"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.

Wholesale Price Current.

Advanced—Gum Opium, Calomel, Conorsen Subl. White Precipitate, Red Precipitate, Mercurial Oint, Mercury. Declined—Gum Camphor, Cuttle Bone.

Table listing various medicinal products and their prices, categorized by type such as ACIDUM, AMMONIA, ANILINE, BACCAR, BALSAMUM, CORTEX, EXTRACTUM, FERRUM, FLORA, FOLIA, GUMMI, HERBA, MAGNESIA, and OLEUM.

Table listing various medicinal products and their prices, categorized by type such as MORPHIA, S. P. & W., C. Co., Moschus Canton, Myristica, Nux Vomica, Os. Sepia, Pepsin Saac, H. & P. D., Seidlitz Mixture, Sinapis, Snuff, Maccabay, De Voes, Snuff, Scotch, De Voes, Soda Boras, Soda et Potass Tart, Soda Carb, Soda, Bi-Carb, Soda, Ash, Soda Sulphas, Spts. Ether Co, Myrcia Dom, Myrcia Imp, Vini Rect. bbl, Less 5c gal, cash ten days, Strychnia Crystal, Sulphur, Subl, Roll, Tamarinds, Terebenth Venice, Throbromae, Quinia, S. P. & W, S. German, Rubia Tinctorum, Saccharum Lactis pv, Salacin, Sanguis Draconis, Santonine, Sapo, W, M, G, Whale, winter, Lard, extra, Lard, No. 1, Linseed, pure raw.

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

--- DRUGS ---

Chemicals and Druggists' Sundries

Dealers in

Patent Medicines, Paints, Oils, Varnishes. Sole Agents for the Celebrated Pioneer Prepared Paints.

We are Sole Proprietors of WEATHERLY'S MICHIGAN CATARRH REMEDY.

We have in stock and offer a full line of

Whiskies, Brandies, Gins, Wines, Rums.

We are Sole Agents in Michigan for W. D. & Co., Henderson County, Hand Made Sour Mash Whisky and Druggists' Favorite Rye Whisky.

We sell Liquors for Medicinal Purposes only. We give our Personal Attention to Mail Orders and Guarantee Satisfaction. All orders are Shipped and Invoiced the same day we receive them. Send in a trial order.

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

GROCERIES.

Wool, Hides and Tallow.

The wool market had a spurt for higher prices East at the beginning of last week, when considerable wool was sold, but it fell back later. There is but little left unsold and manufacturers have no stock on hand. Prices boom considerably where the new clip is offered, and this, with the new tariff likely to come, tends to stiffen prices on what is offered, as manufacturers think the new wool will be no cheaper. On the other hand, wools are lower abroad. English looms are out of work and many of our own mills will soon be shut down. Manufacturers have made no money. Large stocks of cloth and clothing are piled up and prices cannot be obtained to warrant running the mills. The outlook is uncertain, which with losses sustained by dealers the past season, will make them take hold with caution.

Hides are in good demand, but no advance can be obtained, as tanners cannot get a corresponding advance on leather. Trade in this line is good.

Tallow has a slight advance, with supply ample for all wants.

Philadelphia's Big Bell.

Philadelphia will not be at a loss to learn the time of day or night after the big clock that is to ornament the tower of the public building is put into position. A person can form some idea of its immensity, when experienced clock-makers say that it will take a whole calendar year to place the machinery in the tower after the building shall have been completed. The bell is to weigh between 20,000 pounds and 25,000 pounds, second in weight to the great Montreal Cathedral bell, which weighs 28,000 pounds, and it is calculated that its pealing will be heard even to the most distant part of the city. The famed Westminster chimes will be used, ringing on the quarter, half, three-quarters, and hour. The center of the dial (25 feet in diameter) will be 351 feet above the street. In order to distinguish the time at night the dial will be illuminated by electricity, so that the position of the hands can be located from any point in the city. The minute hand is to be 12 feet and the hour hand 9 feet in length. A steam engine will be placed in the tower to wind up the giant time-piece each day. All in all, it will be an immense affair, and a fitting emblem to the giant building now in course of erection.

In the Toils.

H. C. Strong was a Jackson grocer. He bought \$2,400 worth of groceries of Clark, Baker & Co., sold them and then skipped to Chicago. He was arrested and returned to Jackson, where he has been convicted of fraud. Strong will appeal.

The Grocery Market.

Sugar is steady, the market being neither strong nor weak, with no immediate prospect of an advance or decline. Pickles are higher, owing to the shortage in supply. They will probably be no cheaper until new stock comes into market.

Trade Increasing.

F. J. Parker has been compelled to enlarge his facilities, owing to the increase in his trade, by the erection of a large warehouse. Write him for quotations on butter and eggs.

Worse than a Bull in a China Shop. A runaway horse plunged into Van Allen's drug store, at Ionia, one day last week, running behind the counter and prescription case doing about \$500 damage.

Profits and Profits.

From the National Grocer.

We have always advocated that the merchant should do business for profit and not for the convenience of the public, and for this reason we were always opposed to selling sugar at cost or at less than cost. We note that in the last meeting of the Philadelphia Association an active member was very desirous of having the card price of sugar restored. This is an indication that the trade is at last alive to the importance of the question. We trust that it will succeed, and that no time whatever will be lost in getting the guns ready for action.

While we advocate this profit upon sugar, we are somewhat afraid that the trade have in some cases allowed the custom to obtain too much profit to injure the business. This appears to be the case with tea, as indicated in the letters published in these columns for the past two issues. When a trade is carelessly done, no matter what the trade is or the cause, it ultimately injures it. Some attention should, and possibly will be paid to the reduction of the cost of distribution from the producer to the consumer, and to our mind this is a question which will before long become very important, both to the individual and associated merchant as well.

Charges have been made against the Wholesale Grocers' Association that they have placed too big a profit upon some articles they handle, and the retailer is to-day trying to do without this by purchasing from the manufacturer in large lots. It is only natural that the cost of distribution should be to some extent decreased exactly as the cost of production of most articles has been. It may not come about directly, but certainly the time will come, and the better prepared the trade is for it the better it will fare.

It is urged now that some retail merchants sell goods at a less price than jobbers, because they are satisfied with a profit say of 10 per cent., while the jobber demands 12½ per cent. These retailers buy at first hand and are thus enabled to compete with all who may come along. The question of buying in quantities and then dividing these up is now exercising considerable influence in grocery circles. It will be noticed from the report of the meeting of the Philadelphia Association that this question came up for discussion, and a committee was appointed to investigate and report. Its report will be of interest to every business man connected with the trade, and may not be without significance in solving the problems which are now regarded as serious blotches to the progress and development of the trade.

There is no doubt whatever that the general sale of groceries by wholesale is a trade in itself, and until the retail trade are prepared to enter into competition with the wholesalers, no great relief can be given. Of course, we do not doubt that in many cases lots can be bought and distributed which will prove advantageous to the trade; but at the same time there are many difficulties to overcome before the salvation of the trade can be clearly worked out.

Tart Enough.

The tradesman who is willing to misrepresent his goods to suit the whim of the purchaser often finds himself in unpleasant positions. He is a fortunate man if he can succeed in extricating himself from such dilemmas at the mere cost of his own dignity.

A lady, who was in search of some oranges for making jelly, one day stopped at the fruit stand where she was accustomed to trade.

"Are these Valencias?" she asked of the obsequious dealer.

"Yes, ma'am. Valencias here, Florida there."

"Do you think the Valencias are very sour?"

"Oh no, ma'am, not at all! Perfectly sweet. Almost as sweet as the Floridas."

"I am sorry," said the lady, regretfully, laying down the orange she held, "but in that case I must go farther. I am in search of really sour oranges for jelly."

The dealer looked at her sadly as she turned away. He had made a mistake

and he knew it; still his blunder might be retrieved.

"Lady!" he called, recovering himself, "lady, I guess you'll find them a little tart."

Consolation.

Husband—Can't you stop that baby's yelling? Just when I want it quiet, that child has got to set up a fearful howl.

Wife—The doctor says that a certain amount of yelling is good for baby's lungs. It develops them, you know; makes them big, strong and healthy.

Husband—Yes; and at the same time I'll bet my ears are getting big, strong and healthy.

Wife—Well, you know, John, that your ears have never been any too good.

Lemons—Good time to buy.

PUTNAM CANDY CO.

PRODUCE MARKET.

Apples—Green, \$3.50@4 per bbl. for choice. Dried, 5½@6c for sun-dried and 10@11c for evaporated.

Asparagus—50c per doz. bu.

Beans—Dealers pay \$1.40 for unpicked and \$1.50 for picked, holding at \$1.75@1.85 per bu.

Butter—The market is weak and sluggish. Farm dairy grades are dull at 10@12c, while factory creamery is slow sale at 17c.

Cabbages—Mobile stock, 3c per crate. Florida stock, \$4.75 per crate.

Cheese—New full cream stock commands 10½c.

Cooperage—Pork barrels, \$1.25; produce barrels 26c.

Cucumbers—90c per doz.

Eggs—Dealers pay 10½@11c and hold at 12c.

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—12c 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. Southern, \$3.25 per sack. Bermuda, \$3 per crate.

Parsnips—30c per bu.

Peas—Green, \$3 per bu.

Pieplant—\$1 per crate of 50 lbs.

Pop Corn—4c per lb.

Potatoes—The market is still sick, but evidences are not lacking that another boom in price will occur. The surfeit in the principal consuming markets appears to be at an end and Southern stock will be fully two weeks later than usual, owing to the cold weather and frosts in that section.

Poultry—Spring chickens, 50¢@75c per pair. Live goods, 8c per lb. The market is weak.

Radishes—35c per doz bunches.

Strawberries—Tennessee stock is now coming in quite freely, finding a ready sale at \$3.50 per case of 24 qts.

Spinach—50c per bu.

Turnips—25c per bu.

Vegetable Oysters—20c per doz.

PROVISIONS.

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

PORK IN BARRELS.	
Mess, new.	13 75
Short cut.	12 50
Extra clear pig, short cut.	14 00
Extra clear, heavy.	14 00
Clear, fat back.	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.	8
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 1/2
10 lb. Pails, 6 in a case.	6 1/2
20 lb. Pails, 4 in a case.	6 1/2
50 lb. Cans.	6 1/2
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	7 00
Extra Mess, Chicago packing.	7 00
Boneless, rump cuts.	7 00
SMOKED MEATS—Only Assorted or Plain.	
Hams, average 20 lbs.	9 1/2
" " 16 lbs.	10 1/2
" " 12 to 14 lbs.	10 1/2
" picnic.	7 1/2
" best boneless.	8 1/2

Breakfast Bacon, boneless.	9
Dried beef, ham prices.	9
Long Clears, heavy.	6
Briskets, medium.	6 1/2
" light.	6 1/2

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.	@ 25
Selects.	@ 30
F. J. D.'s.	@ 25

FRESH MEATS.

Swift and Company quote as follows:	
Beef, carcass.	6 @ 7
" hind quarters.	7 1/2 @ 9
" fore "	4 1/2 @ 5
" loins, No. 3.	@ 10 1/2
" ribs.	@ 9
" tongues.	5 1/2 @ 6
Hogs.	@ 5
Pork loins.	@ 8
" shoulders.	@ 6
Sausage, blood or head.	@ 5
" liver.	@ 5
" Frankfort.	@ 8
Mutton.	9 @ 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.	15
Imperials.	14
Motives.	15
Cream Bar.	13
Molasses Bar.	13
Caramels.	16 @ 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 1/2
Moss Drops, in pails.	10
" " in bbls.	9
Sour Drops, in pails.	12
Imperials, in pails.	11
" in bbls.	10

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

NUTS.	
Almonds, Tarragona.	@ 16
" Ivaca.	@ 15
" California.	@ 14
Brazils.	@ 10 1/2
Walnuts, Grenoble.	@ 16
" California.	@ 15
Pecans, Texas, H. P.	11 @ 14
Cocoanuts.	@ 4 50
PEANUTS.	
Fancy, H. P., Suns.	@ 9 1/2
" " Roasted.	@ 11
Fancy, H. P., Game Cocks.	@ 9 1/2
" " Roasted.	@ 9 1/2
Fancy, H. P., Stags.	@ 8 1/2
" " Roasted.	@ 10 1/2
Choice, H. P., Stars.	@ 8 1/2
" " Roasted.	@ 10
Fancy, H. P., Steamboats.	@ 8
" " Roasted.	@ 9 1/2



Putnam Candy Co.

HEADQUARTERS FOR

ORANGES, LEMONS, BANANAS, Figs, Dates, Nuts, etc.

Wholesale Price Current.

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

Table of wholesale prices for various goods including Apple Butter, Cocoa Shells, Gun Powder, Herbs, Jellies, Lamp Wicks, Licorice, Lye, Matches, Molasses, Sweet Goods, Oatmeal, Shoe Polish, Teas, and many others.

Table of wholesale prices for various goods including Mixed bird, Young Hyson, Soda, Tobacco, Syrup, Paper & Woodenware, and many others.

PERKINS & HESS DEALERS IN Hides, Furs, Wool & Tallow, NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.

FIREWORKS! Besides our FINE LINE of CANDY, we are agents for the Best ALL COLORED FIREWORKS, and have many specialties in this line on which you can make some money.

If you want the BEST CANDY put up NET WEIGHT, ask for our goods. A. E. BROOKS & CO., CODY BLOCK, 158 EAST FULTON ST., GRAND RAPIDS, MICH.

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.

TRAVELERS' RIGHTS.

The Liability to Passengers of Sleeping Car Companies.

There has been much litigation of late years on the subject of the liability of parlor-car and sleeping-car companies for the loss of property by their passengers. Decisions have been various and inconsistent. A few years ago an Eastern court decided that sleeping-cars were neither common carriers nor hotels, and, therefore, that the loss of property on such cars was not to be decided by either common carrier or hotel law. In another case, a lady left her satchel on the sill of an open window in a parlor-car while she went into a dining-room at a station, and her satchel was stolen during her absence. As any passer-by on the station platform could have carried her satchel away, its loss was held to be the result of her own negligence, which relieved the parlor-car company from responsibility. In another case a satchel containing valuable property was carried away from a berth in a sleeping-car, where, with the property and effects of other passengers, it was in charge of the company's employes. In that case the company was held to liability. A recent case in Nebraska has been decided by the Supreme Court of that State, and the doctrine announced will probably become the settled law of the country on the subject. The Court holds that the passenger is the guest of the sleeping-car company, as a man is a guest at an inn where he stops and that he necessarily must take his ordinary wearing apparel with him, and some articles for convenience, comfort or necessity. As the liability of innkeepers is imposed from consideration of public policy as a means of protecting travelers against the negligence and dishonest practices of the innkeeper and his servants, the liability of sleeping-car companies rests on similar considerations. A sleeping-car is simply a lodging house on wheels. A parlor-car is simply a movable hotel reception room. The proprietors of the cars should be held to the same accountability as the other class.

A Species of the Drummer Found Only in the East.

They are telling a story down East respecting the high jinks kicked up by a drummer who regularly visits the principal towns in Maine. His complete discomfiture was effected in a most startling manner and with disastrous consequences. The drummer formed an intimate acquaintance with a young woman in a country village not far from Bangor, and it was not long before the neighbors began to talk about "Sadie Dash's beau," and to predict a speedy marriage. The drummer represented himself as a single gentleman, possessed agreeable manners and wholly won the love of the girl and the confidence of her parents. He frequently remained at Sadie's home during Sunday, was very attentive, and, according to the generally accepted belief, they were engaged. One day a telegram was brought to the drummer while he was at the house of his lady love. He was tarrying in the town awaiting orders from "the house." The girl answered the ring of the messenger and re-entered the parlor, holding aloft the dun-colored missive.

"Do you really want it?" she queried, half playfully. "Perhaps it contains dreadful news."

"Guess not, my dear. Open it and tell me which way he wants me to go," yawned the drummer, as he leisurely folded his newspaper.

The girl tore the envelope, drew forth and unfolded the message. As she ran her eye over the written words the expression of her face brought the drummer to his feet. Before he could speak she uttered a stifled moan and fled from the room, the crumpled paper falling upon the floor. The drummer rescued the telegram, which read as follows:

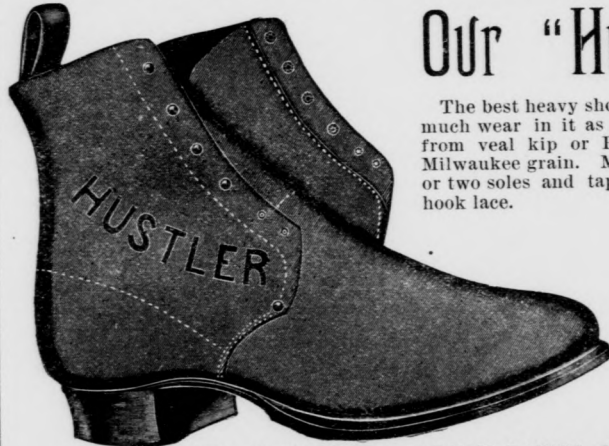
BLANKVILLE, March 19, 1890.
We have a ten-pound boy. Come home.

WIFE.
It is unnecessary to state that the drummer "went home."

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.

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 Pfister & Vogel's Milwaukee grain. Made in two soles or two soles and tap. In buckle or hook lace.

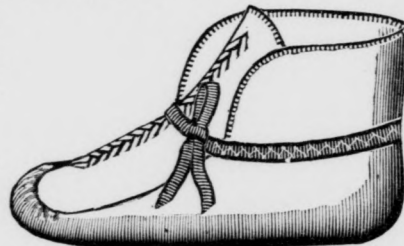
12, 14 AND 16 PEARL ST., GRAND RAPIDS, MICH.

D. W. ARCHER'S
TROPHY
SUGAR CORN
DIRECTIONS
We have cooked the corn in this sufficient. Should be thoroughly warmed (not cooked) adding piece of good butter (size of hen's egg) and gill of fresh milk (preferable to water). Season to suit when on the table. None genuine unless bearing the signature of
Davenport Canning Co.,
Davenport, Ia.

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.

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.

TIME TABLES.

Grand Rapids & Indiana.		
TRAINS GOING NORTH.		
Arrive.	Leave.	
Traverse City & Mackinaw.....	9:20 a m	11:30 a m
Traverse City & Mackinaw.....	3:25 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.....	11:45 a m	7:15 a m
Fort Wayne Express.....		12:25 p m
Cincinnati Express.....	5:30 p m	6:00 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.		
Leave.	Arrive.	
7:00 a m.....	10:15 a m	
11:15 a m.....	3:45 p m	
5:40 p m.....	7:45 p m	
Leaving one at Bridge street depot 7 minutes later.		
Through tickets and full information can be had by calling upon A. Almutist, 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	4:20 p m
*Grand Rapids Express.....	10:25 p m	10:30 p m
*Night Express.....	6:40 a m	8:45 a m
*Mixed.....		7:30 a m
GOING EAST.		
*Detroit Express.....	6:45 a m	8:50 a m
*Through Mail.....	10:10 a m	10:20 a m
*Evening Express.....	3:35 p m	3:45 p m
*Night Express.....	9:50 p m	10:55 p m
*Daily, Sundays excepted. *Daily.		
Detroit Express leaving 6:50 a m has Wagner parlor and buffet car attached, and Evening Express leaving 3:45 p m has parlor car attached. These trains make direct connection in Detroit for all points East.		
Express leaving at 10:55 p m has Wagner sleeping car to Detroit, arriving in Detroit at 7:20 a m.		
Steamboat Express makes direct connection a Grand Haven with steamboat for Milwaukee.		
tickets and sleeping car berths secured at D. G. H. & M. R'y offices, 25 Monroe St., and at the depot.		
JAS. CAMPBELL, City Passenger Agent. J. 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	6:00 a m
*Atlantic & Pacific Express.....	10:45 p m	6:00 a m
New York Express.....	5:40 p m	1:35 p m
*Daily.		
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.		
Franz M. BRUGES, 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 RAPID, MICH.

C. R. KEELE & CO.
ELECTROTYPERS
Stereotypers
Photo & Zinc Engraving
ALSO LEADS, SLUGS, BRASS RULE
WOOD & METAL FURNITURE
AND MAPLE. ERICST. GRAND RAPIDS MICH.

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, Burlleigh Bros.
- Allendale—Henry Dolman.
- Almira—J. J. Gray.
- Almont—Colerick & Martin.
- Altona—Eli Lyons.
- Armada—C. J. Cudworth.
- Assyria—J. W. Abbey.
- Aurelius—John D. Swart.
- Bay City—Frank Rosman & Co.
- Belding—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. Hipp.
- Charlottesville—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.
- Forester—E. Smith.
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- Kewadin—A. Anderson.
- Kingsley—J. E. Winchcomb.
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- 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.
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- Lapeer—C. Tuttle & Son, W. H. Jennings.
- Lowell—Patrick Kelly.
- McBain—Sam. B. Ardis.
- McBride's—J. McCrae.
- Mancelona—J. L. Parnham.
- Manton—A. Curtis, Mrs. E. Liddle.
- Marshall—W. E. Bosley, S. V. R. Lepper & Son.
- Mason—Marcus Gregory.
- Mecosta—J. Netzorg.
- Milan—C. C. (Mrs. H. S.) Knight, Chas. Gauntlett, James Gauntlett, Jr.
- Millington—Chas. H. Valentine.
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- Morley—Henry Strobe.
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- Newaygo—W. Harmon.
- New Era—Peter Rankin.
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- Remus—C. V. Hane.
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- Sebewa—P. F. Knapp, John Bradley.
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- Springport—Powers & Johnson, Wellington & Hammond, Elmer Peters.
- Stanton—Sterling & Co.
- Stanwood—F. M. Carpenter.
- Traverse City—John Wilhelm, S. C. Darrow, D. D. Palne.
- Vassar—McHose & Gage.
- Wayland—Pickett Bros.
- Wheeler—Louise (Mrs. A.) Johnson, H. C. Breckenridge.
- White Cloud—J. C. Townsend, N. W. Wiley.
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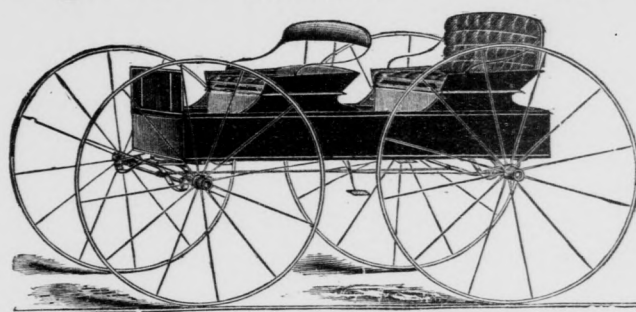
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The head of one of the largest collecting houses in the country has compiled the following deductions from the observations of two decades:

Of the man who slaps you between the shoulders and calls you "old man." No amount of familiarity is any excuse for this.

Of the man who hyphenates his words with "er-a."

Of the man whose first salutation is, "What's the news?"

Of the man who asks you when he has seen you speak to another, "Who's your friend?"

Of the man who asks you, "Where did you get it?"

Of the man who in leaving says, "See you later."

Of the man who pokes you in the ribs when he is talking.

Of the man who adjusts the lapel of your coat, or rubs one sleeve, or both, when he is talking to you.

Of the man who talks to you on your train, or on a street car, when he never saw you before, unless there is a public crisis. Victor Hugo says that such salutations show public anxiety, and are only excusable when there is public excitement.

Sensible fellow, that Hugo.

Of a man who occupies the whole table in the writing room of a hotel.

Of the man who can't get out of a chair without kicking it from under him.

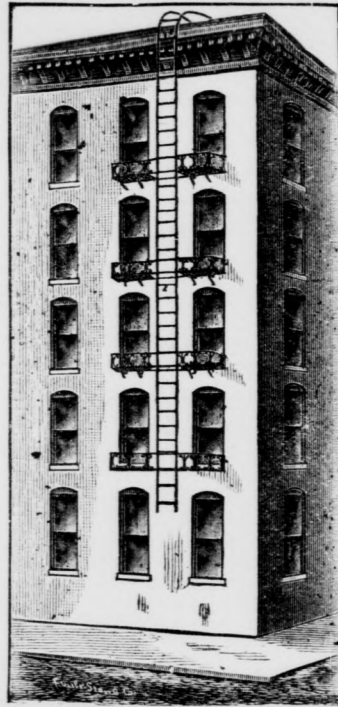
Of the man who drops into a drug store to look up a name in the directory, and hangs on to the book as if it were a new novel, when he sees three or four others waiting to look up names.

Of the man who stands at the box office of a theater, when there is a crowd back of him, talking about the best seats and other topics.

The woman who will do this is no better. She isn't as good as a man.

Finally—beware of the man who comes but never goes, and of his companion picture, the man who starts to go but doesn't.

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Church's Improved Alabastine is now sold in the place of the original Alabastine so long and favorably known to the readers of THE TRADESMAN. The improved is made by the same man and same company as the original, the improvement consisting simply in more perfect proportions and general improvements in the same line as the original invention, adapting Alabastine to being stippled, combed (corrugated) or modeled on walls, and while it is made to form a harder cement, if anything, than the original, which sets in the form of a porous cement, the improved sets much slower, as well as hard.

It can not be kept mixed and left to set in the dish over night and used next day, but can be kept in liquid form all day while it is being used, and will work even better when it is cool, and as with the original it forms a permanent coating, that is, one that hardens with age,

admitting of recoating from time to time without the necessity of taking off the old coats, if all old coats of kalsomine, etc., are removed first. Fine or light stippling, as done with Church's Improved Alabastine, produces an effect similar to ingrain paper, though much nicer and more durable. Being a smooth as well as pebbled surface, it will admit of cleaning with bread, as walls are sometimes cleaned. With our instructions this stippling can be done by any one.

We furnish cut stencil patterns at cost

to alabastiners and some free to those the Alabastine dealers recommend as users and advocates of Alabastine.

Don't use kalsomine or paper that it costs more to remove than to apply.

A movement is on foot to pass State laws making it an offense to put a coat of paper over an old coat of paper for a tenant. Kalsomine, with its decaying glue, and paper, with glue on its face and flour paste behind it, absorbs moisture from respiration and propagates germs of disease, causing much of the sickness the people attribute to climate.

All parts of Alabastine combine on the wall to form a porous stone coat that will not decay. Don't let a dealer sell you kalsomine, etc. (that he buys cheaper), by claiming it is the same or just as good as Alabastine. There is no article sold that is even similar to Alabastine, except plastic, which is licensed under our patents, and it is sold in a local way by agents.

Send to us for a paper taken from the Michigan State Board of Health report, treating on wall coatings and their relation to health, telling why kalsomined and papered walls are unsanitary and why the pure, porous Alabastine is sanitary.

Send for a treatise on Alabastine with colored room designs and full instructions for all kinds of Alabastine work, including instructions adapted for ladies to decorate bric-a-brac, etc.

Alabastine is for sale by all paint dealers. Address
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ALABASTINE.