

Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, JUNE 4, 1890.

NO. 350.

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

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

HARVEY & HEYSTEK,
Wholesale Dealers in

Wall Paper AND Picture Frame Mouldings.

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

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.

Fine Millinery.

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

Adams & Co.,
90 MONROE ST.,
OPPOSITE THE MORTON HOUSE.

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

WILLIAMS, SHELEY & BROOKS
Successors to

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

ALLEN DUFFEE. A. D. LEAVENWORTH.

Allen Duffee & 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.

TOO HIGH A PRICE.

I was recently traveling on an express train, called the "Cannon Ball," flying northward through Tennessee. In the drawing room car there sat a curiosity. He was dressed in the poorest attire, though every garment was whole and scrupulously clean. His appearance was that of a common day laborer, except that his hands were small and shapely, and his features were finely cut, and beaming with intelligence. We were all puzzled over him. How should a man dressed so poorly put himself to the expense of a drawing room car? Was he a miser, or a harmless eccentric, or a miner with his leathern belt beneath his blue jeans loaded with diamonds and gold? Was he a chieftain from South American mountains, come to the States to negotiate the spoils of frays among Andes passes, whose thumb could nod and had nodded the execution of many an unlucky traveler? Or was he a lunatic in charge of some of these our gentlemanly fellow passengers and bound for an asylum? No one knew.

As the train sped on, we saw this strange man begin to write. He threw off several pages from a pad in a nervous way. He seemed restless the moment he was unemployed. He walked the car as if he would fly faster than our too fast "Cannon Ball." He gazed out of windows eagerly on the blue grass farms of Kentucky; and always he seemed to be straining his eyes ahead. He consulted his watch. Lo! It was a costly, massive gold thing and gleamed with the twinkle of precious stones. Some one surely saw it before it dropped back into his coarse pocket. Before nightfall, we had all seen the watch often, for it was almost constantly in his thin, trembling hand. His small foot tapped the carpet constantly whenever the train halted for water. He was being consumed by time. We all agreed that the most likely solution, of who and what he was, was that he was a fugitive from some fear.

No. At length we saw a gentleman very deferentially take from his hand the sheets of manuscript before mentioned and briefly thank him. A little later, in the smoking room, it was agreed to inquire boldly of this recipient of the written matter, whom we knew to be an editor, "Who is that peculiarly enigmatic and interesting personage?" Quite likely some reader may accuse us of rude impertinence, but if so, that will show that the reader has never been shut up all day long on an express train with nothing to do but amuse himself with his fellow prisoners.

"That gentleman," replied the editor, "is one of the richest men in the United States. He is authority on minerals. He is a thoroughly educated metallurgist. He is the owner of an immense tract of land away down in South America, granted him by the government for services rendered. His home is in —," naming a prominent city of the United States. "He is just returning after being away two long years. Let me read you what he has just dashed off for my paper, descriptive of some recent discoveries in metal deposits."

The editor then proceeded with several pages, clear, and even elegant in diction, and faultless in style, bright with new facts and description.

"This poor gentleman is anxious to see his wife and babies, gentlemen. He left his baggage to take care of itself at New Orleans. He did not even pause to buy a civilization suit of clothing. He is in the same dress in which he came down to the coast from the mountains and took ship. He says, possibly, on his way to his house, he will stop at a clothier's, if he can make his heart wait; but the 'Cannon-Ball' Express he would have, clothes or no clothes, to fly North. He is almost beside himself, now that he draws

near, with his hunger for his loved ones, whom he has not seen for so long. Why, gentlemen, it is nearly four months since he had his last letter from the palatial home to which he is speeding."

"How much has he made?"
"Several millions."
"How long can he remain at home?"
"He hopes about sixty days."
"Poor fool! The price he pays for his millions is too high." Each of us agreed on that. Every one of us, in turn, said it in one shape or another. This millionaire was numbering off his heartbeats seventy-five or eighty each minute, the same as the rest of us, counting off his allotted number of days, weeks and months, using up the sands in his hourglass of vitality; and all this vast sum spent away from home. He was throwing into the scale, against millions of gold, so large a quantity of his life in savage mountains. He was risking the end, that may be sudden with the strongest, and risking it so long away from almost everything that money could buy. A millionaire, forsooth! And yet I never lived so poorly, even for a day, as he has for the last year—I who have nothing but day's wages. I never endured such privations, such heartaches, such dangers, such lonely hours, such companionship of a beggarly crew of Indians and half-breeds.

Too high a price, especially if he has not five years more to live. Too high a price, especially if he has shortened his days by planting malarial decay in his bones. Too high a price, as his wife loses her bloom by worry in her palace, waiting by the window. Too high a price, as his boy grows up without the imprint of his father's fashioning hand, without that affection which comes only from association, without that bing of memory of a father revered on which to turn his subsequent life. Too high a price, if the sweet little daughter died last winter and the millionaire can only visit her grave, marked with costly marbles.

There are some things worth untold millions; for instance, home not yet sear. The deluded wretch who loves money more than youth, health, home and country, who values the means of comforts more than the comforts themselves, pays too high a price.

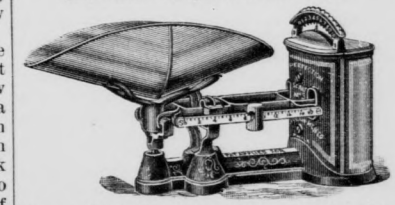
EMORY J. HAYNES.

Secrecy and Silence.

Aristotle, when asked the most difficult thing to execute, replied: "To be secret and silent."

It has so happened, sometimes, that the secrets of great discoveries have been so carefully guarded that for a season the most curious eye has been defeated in its efforts to pry into the shops and laboratories where the process of manufacture was executed. But seldom do manufacturers nowadays trust their secrets to the protection bolts and locks give them. They have found out that the best protection is a patent, which gives them a weapon with which to defend their interests, which secrecy fails to do.

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.

Bread of Southern Spain and How it is Made.

The bread in the South of Spain is delicious; it is as white as snow, close as cake, and yet very light; the flour is the most admirable, for the wheat is good and pure, and the bread well kneaded. The way they make this bread, says the Confectioner, is as follows: From large, long panniers filled with wheat, they take out a handful at a time, sorting it most carefully and expeditiously, and throwing every defective grain into another basket. This done, the wheat is ground between two circular stones, as it was ground in Egypt 2,000 years ago, the requisite rotary motion being given by a blindfolded mule, which passes around and around with untiring patience, a bell being attached to his neck which, as long as he is in movement, tinkles on, and when it stops he is urged to his duty by the shout of "ar a mula" from some one within hearing. When ground, the wheat is sifted through three sieves, the last one of these being so fine that only the pure flour can pass through it; this is of a pale apricot color. The bread is made in the evening. It is mixed with sufficient water, with a little salt in it, to make into dough; a very small quantity of leaven or yeast in one batch of household bread, as in Spain, would last a week for the six or eight donkey loads of bread they send every day from their oven. The dough made, it is put into sacks and carried on the donkey's back to the oven in the center of the village, to bake it immediately after kneading. On arriving there the dough is divided into portions weighing three pounds each. Two long, narrow wooden tables on trestles are then placed down the room, and a curious sight may be seen. About twenty men, bakers, come in and range themselves on one side of the table. A lump of dough is handed to the nearest, which he begins kneading and knocking about with all his might for about three or four minutes, and then passes it on to his next neighbor, who does the same, and so on successively until all have kneaded it, when it becomes as soft as new putty and ready for the oven. Of course, as soon as the first baker has handed the first lump over to his neighbor, another lump is handed him, and so on until the whole quantity of dough is kneaded by them all. The bakers' wives and daughters shape the loaves for the oven, and some of them are very small. They are baked immediately.

A Confidence Game.

Bill Nye, in Chicago Herald
Before I forget it, I must allude here to a little sensation which has not yet been printed, and as the public occasionally read a sensation, if truthful, I beg leave to give it here. I will not use the names, because they are not necessary. A sad-faced man, with a little *voz humana* and the tremulo pulled out on his voice, came to the desk of the hotel as I was registering and said in a low voice that unless things were reformed there he would go away. "I am not particular," he said, "as a general thing, but I've about decided that this has gone far enough."

The landlord asked him what was the trouble. He said that he had heard the voice of a lady in the room of a drummer several times. The landlord investigated it, pounded on the door, and made a good deal of trouble, but found that it was the lady's own room. Then he tackled the sad man, who said it might be the lady's room, but that if they would search it they would also find the drummer. Much excitement was caused and money rapidly changed hands. Curious faces of both sexes were seen protruding from various doors all along down the hall. Finally, a stern-voiced drummer from St. Louis said this thing had gone far enough and that he knew the lady in question, and that while the charge was substantially correct, it ought to be explained a little. The lady herself was the drummer.

The man with the tremulo in his voice then paid his bill out of the landlord's money, took several deep draughts at the bar at the landlord's expense, and hurried down to the depot to pay his excess baggage bill, also with the landlord's money.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun	40
No. 1 " "	45
No. 2 " "	60
Tubular	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.	
No. 0 Sun	1 75
No. 1 " "	1 88
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 Bastie.	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 " " "	1 50
No. 1 crimp, per doz.	1 35
No. 2 " " "	1 60
STONEWARE—AKRON.	
Butter Crocks, per gal.	65 1/2
Jugs, 1/2 gal., per doz.	75
" 1 " " "	90
" 2 " " "	1 80
Milk Pans, 1/2 gal., per doz. (glazed 66c)	85
" 1 " " " (" 90c)	78

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

AND **Jeweler,**

44 CANAL ST.,

Grand Rapids - Mich.

Something New

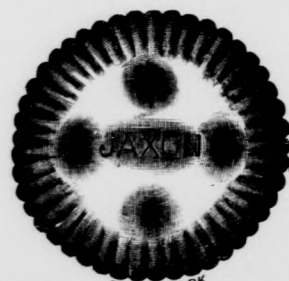
Bill Snort

We guarantee this cigar the best \$35 cigar on the market. Send us trial order, and if not ENTIRELY SATISFACTORY return them. Advertising matter sent with each order.

Charlevoix Cigar M'fg Co.,

CHARLEVOIX, MICH.

THE JAXON CRACKER
IS THE BEST IN THE MARKET.



TRADE-MARK
SEND A TRIAL ORDER TO
JACKSON CRACKER CO.,
Jobbers of Candy, Nuts, Cheese and Cigars.
JACKSON, MICH.



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. Aione and Buy the Genuine **FRAZER** Put in Boxes, Cans, Pails, 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.

EGG CASES & FILLERS.

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

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

Cost and Productiveness of Labor.
From the American Analyst.

The U. S. Commissioner of Labor is preparing to transmit to Congress his first report on the cost of production. The commissioner has been engaged on the report for several months and has obtained some very interesting and valuable material. The purpose is to ascertain all the elements that enter into the cost of production of a manufactured article, and Congress extended the inquiry to foreign countries, in order to obtain facts bearing upon the tariff question. The commissioner's report will embody data that have never been presented in any official report in any country. It will undertake to give with precision not only the elements of cost in the production of an article, but the efficiency of labor in different countries and in different lines of industry and the relations between efficiency, wages and manner of living. The labor will be reduced to the hour basis, and it will be possible to determine, by an examination of the tables, the precise relation between the wages in the United States and European countries and the relation between the work performed in each country for those wages. The cost of management, the cost of repairs, the interest on invested capital, will all be set forth with a fullness which will admit of the most searching comparisons. Where a product is composed of more than one material, each of the raw materials will be followed to its source, and the cost of producing it set forth. The report on iron and steel will be sent to Congress within a few weeks, and those on cotton and wool will follow soon after. The other reports upon which the commissioner is at work are on glass, linen, silk and lumber. These facts will be of use from a theoretical standpoint and in tariff and industrial discussions. They are so full and precise that they are likely to have a still further use for the practical business man. By comparing the statements for different establishments he can learn what others in his line of business are spending for the different elements that enter into their products, and can correct his own methods by the study of those of others. The hours of labor, the wages paid, the cost of raw material, the cost of subsidiary materials, the cost of management, will all be set forth and can be studied by the intelligent business man.

Repentance Column.

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

- Belding—L. S. Roell.
- Big Rapids—Verity & Co.
- Blanchard—L. D. Wait.
- Bridgton—Geo. H. Rainouard.
- Casnovia—John E. Parcell.
- Cedar Springs—L. A. Gardiner.
- Chapin—J. I. Vanderhoof.
- Chester—B. C. Smith.
- Chippewa Lake—G. A. Goodsell & Co.
- Clio—Nixon & Hubbell.
- Coopersville—W. D. Reynolds & Co.
- Dimondale—Elias Underhill.
- Dushville—G. O. Adams.
- Raton Rapids—E. F. Knapp, G. W. Webster.
- Fremont—Boone & Pearson.
- Grand Ledge—A. J. Halsted & Son.
- Grand Rapids—F. W. Wurzberg, Van Drielle & Kotvis, John Cordes, Huntley Russell.
- Harvard—Ward Bros.
- Hersey—John Finkbeiner.
- Hesperia—B. Cohen.
- 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.
- Newaygo—W. Harmon.
- New Era—Peter Rankin.
- 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.
- Sparta—Woodin & Van Wickle, Dole & Haynes.
- Springport—Cortright & Griffin.
- Stanton—Fairbanks & Co.
- Sumner—J. B. Tucker.
- Williamston—Michael Bowerman.

Milk Shakes and Ice Shaves.

PUTNAM CANDY CO.

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.

S. A. Morman,

WHOLESALE

PETOSKEY,

MARBLEHEAD

AND OHIO

LIME,

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.

Five Cents Each for all dishes served from bill of fare.

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.

Persons 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.,
West Broadway, Reade & Hudson Streets,
New York City.

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

BANANAS!

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

We Are Headquarters.

GRAND RAPIDS FRUIT AND PRODUCE CO.



HEADQUARTERS FOR

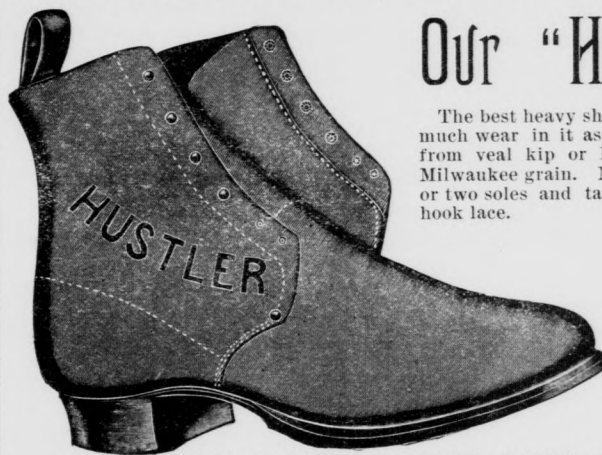
BANANAS.

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

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 Püster & 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.

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.

AMONG THE TRADE.

AROUND THE STATE.

Mulliken—A. P. Hart is moving into his new store.

South Haven—D. M. Cooley, baker, has been burned out.

Lyons—Geo. Mullens has bought the meat market of M. J. Fish.

Holland—P. W. Kane succeeds Yates & Kane in the drug business.

Hanover—Potter Bros. succeed Chas. D. Potter in the meat business.

Dorr—E. S. Botsford is building a twenty foot addition to his store.

Otisville—M. F. Branch is succeeded in general trade by E. S. Swayze.

Caro—Wm. H. Sprague succeeds Willis A. Rowley in the harness business.

Union City—Samuel Corbin succeeds E. H. Hurd in the grocery business.

Jackson—Bernard Grunauer, milliner, has been closed under chattel mortgage.

Almont—Geo. A. Tyler is succeeded in the hardware business by C. S. Currier & Co.

Petoskey—S. J. Gunn has engaged in the fruit and produce commission business.

Fulton—Jas. Griggs succeeds Lyon & Griggs in the grocery and boot and shoe business.

Wacousta—Flanagan & Son are succeeded in general trade by Streeter & Flanagan.

Jonesville—E. S. Knowles succeeds M. R. (Mrs. N. H.) Roberts in the harness business.

Velzy—E. S. Rose has bought the grocery stock of Sidney Stark and will continue the business.

Scottville—Sylvester Lattin succeeds D. E. & H. R. Lattin in the grocery and hardware business.

West Olive—Mrs. H. M. Gokey will conduct the business established by her late husband, Geo. Gokey.

Battle Creek—Jas. M. Joy has sold his grocery stock to J. L. Marble, who formerly clerked for Robert Parker.

Traverse City—J. C. Hill has improved the appearance of his store by the use of paint and the addition of material betterments.

Edgewood—Sisson & Rowell, general dealers, have merged their business into a stock company, to be known as the Edgewood Mercantile Co.

Owosso—J. C. Johnson and J. M. Henderson have formed a copartnership under the style of Johnson & Henderson to succeed M. L. Bogg & Co. in the drug business.

Mancelona—The C. F. Walden general stock, at Antrim, was sold at mortgage sale to Martin Johnson, for \$460. He will continue the business under the style of the Boston Store Co.

Lawrence—A. L. Wiggins, for the past five years clerk for J. F. Barrows, the druggist, has bought a half interest in the business. The new firm will be known as J. F. Barrows & Co.

Paris—S. C. Barker and J. L. Barker have purchased the boot and shoe and furnishing goods stock of M. E. Cones and will continue the business in connection with J. L. Barker's grocery and hardware business.

Montague—L. G. Ripley, who runs a saloon bar in connection with his drug store, was arrested last week for selling liquor without a license. He subsequently procured a license and the complaint was withdrawn.

Saugatuck—D. Gerber has arranged to build a double two-story brick building,

48x60 feet in dimensions. One store will be occupied by Corneil Gerber with a hardware stock. The other store has not been spoken for as yet.

MANUFACTURING MATTERS.

Detroit—C. L. Emory succeeds Faulconer & Emory in the lumber business.

Monterey—Muir & Culver, late of Battle Creek, have engaged in the manufacture of oak heading.

Tustin—B. D. Payne and B. M. Bullock have formed a copartnership to engage in the manufacture of shingles.

Detroit—The United Electrical Co. has been incorporated, with a capital of \$50,000, to manufacture and sell patent electrical devices in Michigan and Ohio.

South Haven—Myhan & Son are preparing to enlarge the capacity of their tannery, which has hitherto had an output of about one carload of finished work per month.

Saranac—A. W. Huntley and Fred Dreskell have formed a copartnership under the style of the O-r-a-nom Medicine Co. and will shortly put a line of remedies on the market.

Prentice Bay—The Prentice Bay Lumber Co. has sold its stock of logs and lumber and shipped the stock of goods, horses, etc., to Pentwater, where Sands & Maxwell will utilize them in another lumbering enterprise.

Ionia—A satisfactory settlement in the controversy between the Michigan Overall Manufacturing Co. and Messrs. Wm. Steele and E. D. Voorhees has at last been consummated, and on Wednesday a deed to the lot on Steele street, on which is located the company's works, was placed on record.

Kalamazoo—The Cone Coupler Carriage Co. has been organized with a capital stock of \$150,000, all of which has been subscribed, to manufacture a line of carriages with several novel features. Among the incorporators are G. B. St. John, W. L. Eaton, H. N. French, Geo. W. Young, H. B. Fisher, W. E. Hill, L. Cahill, H. B. Colman, John Gilmore, F. B. Orcutt, E. R. Burrill, L. T. Bennett, L. F. Boomer and Fred W. Stone.

Purely Personal.

Daniel Horton, the Remus grocer, was in town Monday.

Aaron Rodgers, the Ravenna druggist, was in town one day last week.

Mrs. H. H. Noble, of Elk Rapids, has been a guest of A. D. Baker's family for several days.

Harry Fox, Superintendent of the Muskegon Cracker Co., was in town one day last week.

Dr. W. E. Van Ande, the Sunfield druggist, will hereafter write "P. M." after his name.

Fred H. Ball spent Sunday in Newaygo, the guest of Chas. Kernan, buyer for the Converse Manufacturing Co.

Fred S. Kielsen, the Cadillac grocer, is in town for the purpose of attending the funeral of the late John McIntyre.

H. C. Bannard, Manager of the soap department of N. K. Fairbanks & Co., of Chicago, was in town a couple of days last week.

Dr. Chas. S. Hazeltine, President of the Hazeltine & Perkins Drug Co., has taken up his residence at Spring Lake for the summer.

Mrs. Elenbaas, wife of the senior member of the firm of A. Elenbaas & Son, grocers at 196 South Prospect street, died one day last week from the results of la grippe.

N. B. Clark and W. A. Phelps, of the tan bark firm of N. B. Clark & Co., are spending the week in the northern portion of the State.

Frank E. Leonard has returned from Europe, looking better in health than he has in some time. He left his brother, Fred, at Baden Baden.

Gordon Spencer, general dealer at Peach Belt, was in town Saturday for the purpose of buying an engine and boiler for the Fidelity Knitting Works, of the same place.

Wm. E. Elliott, Manager of the Elliott Button Fastener Co., has gone to New York. Thos. J. O'Brien, Vice-President of the corporation, has been there several days.

Frank E. Pickett, of the firm of Pickett Bros., general dealers at Wayland, was in town last Thursday. He still continues to serve as salesman of the Cold-spring cheese factory, at Hilliards.

Chas. Phelps informs THE TRADESMAN that he has had full charge of the books of N. B. Clark & Co. since October 1, of last year, the statement in last week's paper to the contrary notwithstanding.

Fourth of July goods of all kinds.

PUTNAM CANDY CO.



Bicycles,
Tricycles,
Velocipedes
AND

General Sporting Goods

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

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

E. G. Studley,

4 Monroe St.,

GRAND RAPIDS

Call and see them
or send for large,
illustrated cata-
logue.

G. T. Chamberlain,

Drugs, Paints and Wall Paper.

Hartford, Mich., 5/21 1890.

Dear Mr. Chamberlain—
Send me another
copy of the article.
You may
tell all the boys
it is a real good
one. Remember
you gave me
the exclusive sale here.
Yours resp
G. T. Chamberlain

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.

A BUSINESS OPENING—DOUVILLE BROS. BOOK, stationery, wall paper and musical instrument business for sale at a bargain; located in the booming city of Manistee, population 16,000; only one other store carrying a full line of these goods. Three new railroads building here and large furniture manufacturing interests recently established; would take some first-class real estate in exchange; reasons for selling; death of managing partner. Address E. E. Douville, Manistee, Mich. 40

FOR SALE—SAW MILL PROPERTY, WITH EXCEL-
lent water power, and other buildings, at Reed
City. For particulars, address J. A. Scollay, Reed City,
Mich. 41

FOR SALE—A CLEAN STOCK OF DRUGS; INVEN-
tory \$3,000; no safe or fountain; sales last year
\$7,000; terms, cash or nearly all cash; excellent op-
portunity for live man; will bear the closest inspec-
tion. Address W. care Michigan Tradesman. 37

FOR SALE—AT A BARGAIN, ON ACCOUNT OF THE
death of the proprietor, good drug stock; will
invoice about \$1,000; must be sold at once. Call on or
address Box 317, Whitehall, Mich. 36

FOR SALE—A WELL-ESTABLISHED DRUG BUSI-
ness, in one of the best locations in the city; stock
small and would sell cheap for cash. For particulars
and terms, address L. care Michigan Tradesman. 38

FOR SALE—OLD-ESTABLISHED BAKERY AND ICE
cream business, having profitable trade. No. 34,
care Michigan Tradesman. 34

TO EXCHANGE—80 ACRE FARM, HALF CLEARED,
good buildings and location for drugs or general
merchandise. Address George, care Michigan Trades-
man. 35

MEAT MARKET FOR SALE—DOING GOOD BUSI-
ness; to a practical man a good chance. W. H.
Davis, Elk Rapids, Mich. 32

WANTED—I HAVE SPOT CASH TO PAY FOR A
general or grocery stock; must be cheap. Ad-
dress No. 26, care Michigan Tradesman. 25

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. 33

WANTED—GROCERY STOCK; MUST BE CHEAP
for cash. Church & Fenn, Charlotte, Mich. 506

HELP WANTED.

WANTED—A SWEDISH PHARMACIST—MUST
speak good English. Address, enclosing refer-
ences, F. D. Faguet, Ludington, Mich. 27

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

MISCELLANEOUS.

WANTED—GOOD LOCATION FOR MEAT MARKET
or would buy market. Address Lock box 542,
Charlotte, Mich. 39

FOR SALE—ONE MILLION FEET OF HEMLOCK
timber stuff in lots of ten thousand feet or more.
For prices write Walter N. Kelley, Traverse City, Mich. 33

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.

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

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 Busi-
ness, Location, Buying, Selling, Credit, Adver-
tising, Account Keeping, Partnerships, etc. Of
great interest to every one in trade. \$1.50.

THE TRADESMAN COMPANY,
Grand Rapids.

GRAND RAPIDS GOSSIP.

Smallegan & Handzward have opened a feed store on Ottawa street, adjoining Peter Schuit's grocery store.

Geo. W. Bliss & Co. have engaged in the grocery business at Lansing. I. M. Clark & Son furnished the stock.

Wickle & Co. have opened a grocery store at 683 Wealthy avenue. The Ball-Barnhart-Putman Co. furnished the stock.

Carrie M. (Mrs. Frank C.) Rathbun, dealer in paints and wall paper at 63 East Leonard street, has been closed under chattel mortgage.

Wm. Sears & Co. have sold their cracker factory to the New York Cracker Co., which now owns some of the best factories in the country. The management will remain the same as it has been in the past.

Gripsack Brigade.

Sam. B. Taylor, formerly on the road for I. M. Clark & Son, is now traveling for McNeal & Higgins of Chicago.

L. E. Reynolds, prescription clerk for Geo. Wiesenger & Son, at Adrian, has gone on the road for Lambert & Lowmann, of Detroit.

Will Campbell has severed his connection with Hawkins, Perry & Co. It is understood that he will seek a connection with a Chicago house.

Will Jones will take that portion of the trade of the late John McIntyre north of the F. & P. M. Railway and Chas. E. Hall will take the trade lying south of that line.

The Muskegon Cracker Co. will be represented on the road by E. L. Smith, L. C. Bradford and I. W. Feighner. Mr. Smith has made a record as traveling representative for Uquardt Bros., Lansing; Cass Bradford is known as the salesman for several Grand Rapids houses in past years, and Mr. Feighner was formerly engaged in the drug business at North Muskegon.

Deny the Allegations.

Farrand, Williams & Clark have filed their answer to the suit of Williams, Sheley & Brooks to deprive them of their name. They deny that Williams, Sheley & Brooks are the successors to Farrand, Williams & Co., as the bill of sale from that firm was made to Alanson Sheley and the money was paid by him. They also deny that in assuming the name of Farrand, Williams & Clark they contrived to deprive the complainants of any legal rights or to lead the public to believe they were the successors to Farrand, Williams & Co. They, therefore, ask that the bill be dismissed.

A Delusion and a Snare.

From the American Storekeeper.

The theory of co-operation in business has always been a most delightful and attractive one. That all the farmers in a given locality should combine, purchase a stock of goods at wholesale, place a trustworthy person in charge, and then buy of themselves at wholesale prices, seems as easy as lying. The grangers thought it was easy, and grange stores have been frequently established during the last ten or twelve years; yet who can put his finger on a successful grange store? Once in a while you will find a shrewd merchant masquerading as a "grange store-keeper," but it is his talent for business which causes his success, rather than any support from the grange.

Lemons—Good time to buy.

PUTNAM CANDY CO.

P. of I. Gossip.

I. R. Wadsworth, Supreme Secretary of the Patrons of Industry, hints around that he would like to go to Congress from the Port Huron district.

Colwell & Son, hardware dealers at Lake Odessa, announce their intention of parting company with the P. of I. as soon as their present contract expires.

The following dealers have ceased selling the P. of I. under contract: E. F. Knapp, Eaton Rapids; G. A. Goodsell & Co., Chippewa Lake; B. Cohen, Hesperia; W. Harmon, Newaygo; Peter Rankin, New Era.

Eaton Rapids Herald: "The first Farmers' Alliance meeting was held in Hamlin township, Saturday night. This movement bids fair to supersede the P. of I. craze, and, although of recent origin, is meeting with much favor with the farming community."

M. B. Divine, of Belding, is out with a seductive card to the P. of I., offering to handle their wool on a commission of 1 cent per pound, keeping each producer's wool separate and selling it on its merits. Anyone who has shipped wool to Boston knows that the statements of Divine are the merest twaddle, designed to catch only the most ignorant and gullible portions of the farming community.

Fallasburgh correspondence Lowell Journal: "The P. of I. appointed a committee of one to wait on a man who had his store burned at Belding, to induce him to come here to sell goods to the fraternity. It may be all right, but it doesn't look just the thing to put in another store near here and run out a blind man, who is trying to stay on earth by selling goods just as cheap as they can be bought in Lowell."

An Adrian correspondent writes: "At a largely attended county love feast of Patrons of Industry and Knights of Labor, held here on the 28th, the two resolved to co-operate in matters legislative that will advance the principles of the two organizations, which principles were found to be practically the same. The Prohibitionists manifested a desire to join, but were not let in. This action will become general through the State, so it is said."

American Grocer: "The idea of combining the farmers in Michigan originated with an impecunious preacher, who was at his wits' end to get a living. He declared his purpose to be to stir up animosity between farmer and merchant and force both to pay him money, the one for organizing, the other a commission for turning over the trade of the society to the store. It is only a question of time when such organizations will end and the normal condition of affairs be restored, leaving the farmer a poorer though wiser man."

Corunna Independent: "A peculiarly funny case came up at this term of court, but was carried over, owing to the absence of an important witness. It is a case of assault and battery, and it grew out of an initiation into a lodge of the P. of I. It seems that defendants got the plaintiff, who desired to become a member of that growing order, into a lodge room of the P. of I., and after arranging him in due form, placed his head between the spokes of a wagon wheel and then took turns dusting the seat of his pantaloons with a board, and there is a rumor that they dusted the aforesaid pantaloons pretty effectually. The applicant for membership now takes a hand at the bat

and has the parties arrested for committing an assault. There will be great fun at the trial."

Better or Worse.

"Will you take me for better or worse?" he enquired, jocularly.

She, perhaps, didn't mean it in that way, but she blushing replied she, of course, would take him for better, because he couldn't be worse.

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

SE We respectfully call your attention to the fact that we carry the most complete stock of seeds in Western Michigan. Send

for our wholesale price list and catalogue before buying

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

Brown's Seed Store, S

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.

[Established 1780.]



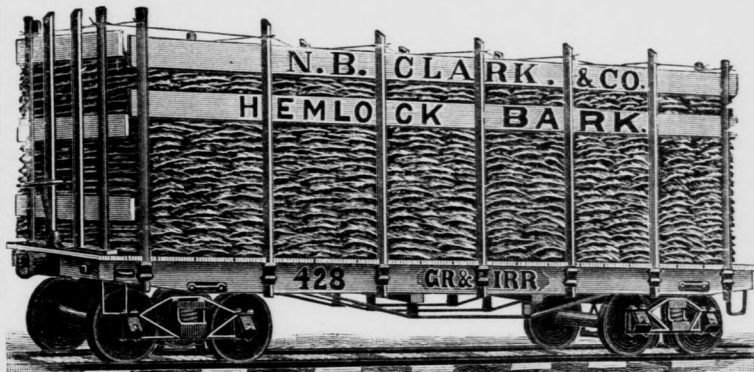
"LA BELLE CHOCOLATIERE."

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

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

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

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



We are now ready to make contracts for the season of 1890.

Correspondence solicited.

81 SOUTH DIVISION ST., GRAND RAPIDS.

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.

Dry Goods.

Origin of the Term Muslin.

The origin of the term muslin perplexes all inquiry; whether the word is to be accounted for by the French mousser, or moss, because of its softness; whether this theory would be more tenable if to mousser were added lin, or flax; whether the fabric was first wrought at Mosul, in Asiatic Turkey. Masulipatem may be left out of the question. Professors of derivation carry us back to Grecian ages to explain how the term dimity arose, declaring, on the authority of a whole gardenful of roots that it signifies a fabric woven from double threads; but less learned pundits attribute it to the Egyptian Damietta. It is agreed that calico must be identified with Calicut on the Malabar coast; gombroon with the Persian Gombroon; and though less unanimously marsella with Marseilles; but there is no certainty between gauze and the scriptural Gaza; or kersey with either Jersey or Cashmere, though the latitude of choice is certainly a wide one. Jaconet was originally manufactured by a man of that name who gave it its title in the market; so in all likelihood of jean. Tartans owe their designation, as we please, to the Latin, the French, or the Gaelic, the last having the word "tarstin" across, which seems to be near enough without going back to Tyre.

Keeping At It.

It is a great mistake to suppose that the best work of the world is done by people of great strength and great opportunities. It is unquestionably an advantage to have both these things, but neither of them is a necessity to the man who has the spirit and the pluck to achieve great results. Some of the greatest work of our time has been done by men of physical feebleness. No man has left a more distinct impression of himself on this generation than Charles Darwin, and there have been few men who have had to struggle against such prostrating ill health. Darwin was rarely able to work long at a time. He accomplished his great work by having a single aim, and putting every ounce of his force and every hour of his time into the task which he had set before him. He never scattered his energy, he never wasted an hour, and by steadily keeping at it, in spite of continual ill health and of long intervals of semi-invalidism, he did a great work, and has left the impression upon the world of a man of extraordinary energy and working capacity. Success is rarely a matter of accident; always a matter of character. The reason why so many men fail is that so few men are willing to pay the price of self denial and hard work which success exacts.

Just as Good, and Cheaper.

From the Boston Post.

It not infrequently happens that physicians base their advice to patients, at least in part, upon the latter's financial condition. A case in point. A friend tells me that his daughter consulted a physician the other day, and the latter, having satisfied himself as to the difficulty, suggested a trip to the Yosemite. "But my father cannot afford that," said the young lady. "In that case," the doctor replied, "ask him to buy you a pony and a village cart, and take a long drive every day." "I am afraid," said his patient, "that papa could not afford that, either." The doctor was equal to the occasion. "Then take a good, long ride in an open street car every day," he said; "it will do you just as much good." My friend's daughter is now engaged in exploring the suburbs by open street cars, and is improving rapidly under this "treatment," which costs just 10 cents daily.

It is said that the burning sensation on the bottoms of feet is caused by the bottoms of the shoes being too narrow, which causes congestion of the blood vessels. One can readily appreciate this fact if he will wind a cloth tightly around the arm or leg and observe the sensation produced.

Prices Current.

Table of prices for various goods including unbleached cottons, bleached cottons, dress goods, and cotton drill.

Table of prices for various goods including Amoskeag, Andover, and other textile products.

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.

Level-Headed

Business Men

Use Coupons and put their Business on a

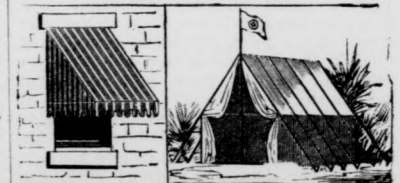
CASH BASIS.

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

AWNINGS

AND TENTS.



Flags, Horse and Wagon Covers, Boat Shades, Large Umbrellas, Oiled Clothing, Wide Cotton Ducks, etc. Send for Illustrated Catalogue.

CHAS. A. COYE, 11 Pearl Street. Telephone 106.

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.

HARDWARE.

Silencing a Sleeper.

It was on a Pennsylvania Railroad train, coming north from the city of Washington. All the passengers but two in the sleeper had dozed off. The exceptions were a young man and a baby. The former was willing to follow the example of the majority, but the latter objected in a loud voice. Its cries awoke the other passengers, and some pretty strong language was heard. The young man got out of his berth and carried the baby up and down the car, trying to soothe it. But the baby was fretful, and its voice would not be stilled.

Finally, a gray-headed man, who was evidently an old traveler, stuck his head out from behind the curtains and called to the young man in a sharp voice: "See here, sir, why don't you take that child to its mother? She will be able to manage it much better than you. It evidently wants its mother." "Yes, that's it," echoed other irritated passengers.

The young man continued to pace up and down for a moment, then said in a quiet, strained voice:

"Its mother is in the baggage car." There was an instantaneous hush. The gray-headed man stuck his head out into the aisle. "Let me take it a while," he said, softly; "perhaps I can quiet it."

A Nickle Mine.

On a little branch of the Canadian Pacific Road near Sudbury, Canada, is a nickle mine that produces more nickle, it is said, than the entire market calls for. It is found at a depth of about 300 feet below the surface, in a layer of oxidized Laurentian rock, characteristic of that region. As soon as the mineral is hoisted from the mine, it is broken up and calcined, or roasted, for the purpose of eliminating the sulphur it contains. When this process is completed, the residuum is conveyed to the smelter. After the dross of the molten metal flows off, the nearly pure nickle and copper are blended together, forming an alloy, 70 per cent. of which is nickle and 30 per cent. copper, which is drawn off at the base of the furnace and allowed to cool. When cold, the product is shipped to Swansea, Wales and Germany, where the constituent metals are separated and refined by secret processes, known only to the manufacturers and jealously guarded. The output of the mine is stated at 4,000 tons of nickle annually.

Lakeview Items.

Wm. E. Chamley is building an addition to his livery stable. Pierson & Brink have the Globe Hotel well under way of repairs and refurnishing.

Nathan Osborn has built a large, brick bake oven and will try and run a first-class bakery.

D. Phillips, of Greenville, has opened a meat market here—making three now in this village.

Mr. Pierce, of Holland, has his little steamboat here on our lake and is putting her in first-class shape.

Estimate of Men.

In spite of pretense and its short-lived success, men are generally valued at what they are worth. Sincerity and honest endeavor will not die unrecognized, although their recognition has not been sought or expected. Those whom the world has most greatly honored have generally thought and cared the least about its plaudits. Absorbed in their undertakings and conscious of their own capacities, they have been masters both of themselves and of their work; and public esteem, unasked and unsought, has been poured upon them in full measure.

In the little world in which children have their existence, whosoever brings them up, there is nothing so finely perceived and so finely felt as injustice. It may be only small injustice that the child can be exposed to; nevertheless, he is keenly alive to what is right and fair, however limited his domain.

Prices Current.

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

AUGURS AND BITS.		dis.
Snell's.....	60	
Cook's.....	40	
Jennings', genuine.....	25	
Jennings', imitation.....	50&10	
AXES.		
First Quality, S. B. Bronze.....	\$ 8 00	
" D. B. Bronze.....	12 50	
" S. B. S. Steel.....	9 00	
" D. B. Steel.....	14 00	
BARROWS.		dis.
Railroad.....	\$ 14 00	
Garden.....	net 30 00	
BOLTS.		dis.
Stove.....	50&10	
Carriage new list.....	70	
Plow.....	40&10	
Sleigh shoe.....	70	
BUCKETS.		
Well, plain.....	\$ 3 50	
Well, swivel.....	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured.....	70&	
Wrought Narrow, bright fast joint.....	60&10	
Wrought Loose Pin.....	60&10	
Wrought Table.....	60&10	
Wrought Inside Blind.....	60&10	
Wrought Brass.....	75	
Blind, Clark's.....	70&10	
Blind, Parker's.....	70&10	
Blind, Shepard's.....	70	
BLOCKS.		
Ordinary Tackle, list April 17, '85.....	40	
CRADLES.		dis.
Grain.....	50&10	
CROW BARS.		per lb
Cast Steel.....	5	
CAPS.		per m
Ely's 1-10.....	65	
Hick's C. F.....	60	
G. D.....	35	
Musket.....	60	
CARTRIDGES.		
Rim Fire.....	50	
Central Fire.....	25	
CHISELS.		dis.
Socket Firmer.....	70&10	
Socket Framing.....	70&10	
Socket Corner.....	70&10	
Socket Slicks.....	70&10	
Butchers' Tanged Firmer.....	40	
COMBS.		dis.
Curry, Lawrence's.....	40	
Hotchkiss.....	25	
CHALK.		
White Crayons, per gross.....	130 12 1/2 dis. 10	
COPPER.		
Planished, 14 oz cut to size.....	per pound 28	
14x52, 14x56, 14x60.....	28	
Cold Rolled, 14x56 and 14x60.....	28	
Cold Rolled, 14x48.....	26	
Bottoms.....	27	
DRILLS.		dis.
Morse's Bit Stocks.....	50	
Taper and straight Shank.....	50	
Morse's Taper Shank.....	50	
DRIPPING PANS.		
Small sizes, ser pound.....	07	
Large sizes, per pound.....	6 1/2	
ELBOWS.		
Com. 4 piece, 6 in.....	doz. net 75	
Corrugated.....	dis. 20&10&10	
Adjustable.....	dis. 40&10	
EXPANSIVE BITS.		dis.
Clark's, small, \$18; large, \$26.....	30	
Ives', 1, \$18; 2, \$24; 3, \$30.....	25	
FILES—New List.		dis.
Disston's.....	60&10	
New American.....	60&10	
Nicholson's.....	60&10	
Heller's.....	50	
Heller's Horse Rasps.....	50	
GALVANIZED IRON		
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28	
List 12.....	13	
Discount, 60.....	14 15 18	
GAUGES.		dis.
Stanley Rule and Level Co.'s.....	50	

HAMMERS.		
Maydole & Co.'s.....	dis. 25	
Kip's.....	dis. 25	
Yerkes & Plumb's.....	dis. 40&10	
Mason's Solid Cast Steel.....	30c list 60	
Blacksmith's Solid Cast Steel, Hand.....	30c 40&10	
HINGES.		
Gate, Clark's, 1, 2, 3.....	dis. 60&10	
State.....	per doz. net, 2 50	
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer.....	3 1/4	
Screw Hook and Eye, 1/2.....	net 10	
" " " 3/4.....	net 8 1/2	
" " " 1.....	net 7 1/2	
" " " 1 1/4.....	net 7 1/2	
Strap and T.....	dis. 70	
HANGERS.		dis.
Barn Door Kidder Mfg. Co., Wood track.....	50&10	
Champion, anti-friction.....	60&10	
Kidder, wood track.....	40	
HOLLOW WARE.		
Pots.....	60	
Kettles.....	60	
Spiders.....	60	
Gray enameled.....	40&10	
HOUSE FURNISHING GOODS.		
Stamped Tin Ware.....	new list 70&10	
Japanned Tin Ware.....	25	
Granite Iron Ware.....	new list 33 1/2 & 10	
LEVELS.		dis.
Stanley Rule and Level Co.'s.....	70	
WIRE GOODS.		dis.
Bright.....	70&10&10	
Screw Eyes.....	70&10&10	
Hook's.....	70&10&10	
Gate Hooks and Eyes.....	70&10&10	
KNOBBS—New List.		dis.
Door, mineral, jap. trimmings.....	55	
Door, porcelain, jap. trimmings.....	55	
Door, porcelain, plated trimmings.....	55	
Door, porcelain, trimmings.....	55	
Drawer and Shutter, porcelain.....	70	
LOCKS—DOOR.		dis.
Russell & Irwin Mfg. Co.'s new list.....	55	
Mallory, Wheeler & Co.'s.....	55	
Branford's.....	55	
Norwalk's.....	55	
MATTLOCKS.		
Adze Eye.....	\$16.00, dis. 60	
Hunt Eye.....	\$15.00, dis. 60	
Hunt's.....	\$18.50, dis. 20&10.	
MAULS.		dis.
Sperry & Co.'s, Post, handled.....	50	
MILLS.		dis.
Coffee, Parkers Co.'s.....	40	
" P. S. & W. Mfg. Co.'s Malleables.....	40	
" Landers, Ferry & Clark's.....	40	
" Enterprise.....	25	
MOLASSES GATES.		dis.
Stebbin's Pattern.....	60&10	
Stebbin's Genuine.....	60&10	
Enterprise, self-measuring.....	25	
NAILS.		
Steel nails, base.....	2 00	
Wire nails, base.....	2 50	
Advance over base:		
Steel.....	Base	Wire.
60.....	Base	Base
50.....	Base	10
40.....	Base	05
30.....	Base	10
20.....	Base	15
16.....	Base	15
12.....	Base	15
10.....	Base	20
8.....	Base	25
7 & 6.....	Base	40
4.....	Base	60
3.....	Base	1 00
2.....	Base	1 50
Fine 3.....	Base	2 00
Case 10.....	Base	60
" 8.....	Base	75
" 6.....	Base	90
Finish 10.....	Base	85
" 8.....	Base	1 25
" 6.....	Base	1 15
Clinch 10.....	Base	85
" 8.....	Base	1 00
" 6.....	Base	1 15
Barrell 1/2.....	Base	1 75
PLANES.		dis.
Ohio Tool Co.'s, fancy.....	@30	
Sciota Bench.....	@30	
Sandusky Tool Co.'s, fancy.....	@30	
Bench, first quality.....	@50	
Stanley Rule and Level Co.'s, wood.....	&10	
PANS.		
Fry, Acme.....	dis. 60-10	
Common, polished.....	dis. 70	
RIVETS.		dis.
Iron and Tinned.....	40	
Copper Rivets and Burs.....	50	
PATENT PLANISHED IRON.		
"A" Wood's patent planished, Nos. 24 to 27.....	10 30	
"B" Wood's pat. planished, Nos. 25 to 27.....	9 20	
Broken packs 1/2 c per pound extra.		

ROPES.		
Sisal, 1/2 inch and larger.....	12 1/2	
Manilla.....	15 1/2	
SQUARES.		dis.
Steel and Iron.....	75	
Try and Bevels.....	60	
Mitre.....	20	
SHEET IRON.		
Com. Smooth. Com.		
Nos. 10 to 14.....	\$4 20	\$3 10
Nos. 15 to 17.....	4 20	3 20
Nos. 18 to 21.....	4 20	3 20
Nos. 22 to 24.....	4 20	3 20
Nos. 25 to 26.....	4 40	3 40
No. 27.....	4 60	3 50
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra		
SAND PAPER.		dis. 40&10
List acct. 19, '86.....		
SASH CORD.		
Silver Lake, White A.....	list 50	
" Drab A.....	" 55	
" White B.....	" 50	
" Drab B.....	" 55	
" White C.....	" 35	
Discount, 10.....		
SASH WEIGHTS.		per ton \$25
Solid Eyes.....		
SAWS.		dis.
" Hand.....	25 @ 25 & 5	
" Silver Steel Dia. X Cuts, per foot.....	70	
" Special Steel Dex X Cuts, per foot.....	70	
" Special Steel Dia. X Cuts, per foot.....	50	
" Champion and Electric Tooth X Cuts, per foot.....	28	
TRAPS.		dis.
Steel, Game.....	60&10	
Oneida Community, Newhouse's.....	35	
Oneida Community, Hawley & Norton's.....	70	
Mouse, choker.....	18c per doz.	
Mouse, delusion.....	\$1.50 per doz.	
WIRE.		dis.
Bright Market.....	65	
Annealed Market.....	70-10	
Coppered Market.....	60	
Tinned Market.....	63 1/2	
Coppered Spring Steel.....	50	
Barbed Fence, galvanized.....	3 60	
Painted.....	3 60	
HORSE NAILS.		dis. 25&10 @ 25 & 10&6
Au Sable.....	dis. 05	
Putnam.....	dis. 05	
Northwestern.....	dis. 10&10	
WRENCHES.		dis.
Baxter's Adjustable, nickeled.....	30	
Coe's Genuine.....	50	
Coe's Patent Agricultural, wrought.....	75	
Coe's Patent, malleable.....	75&10	
MISCELLANEOUS.		dis.
Bird Cages.....	50	
Pumps, Cistern.....	75	
Screws, New List.....	50	
Casters, Bed and Plate.....	50&10&10	
Dampers, American.....	40	
Forks, hoes, rakes and all steel goods.....	65	
METALS.		
PIG TIN.		
Pig Large.....	26c	
Pig Bars.....	28c	
ZINC.		
Duty: Sheet, 2 1/2 c per pound.....		
600 pound casks.....	6 1/2	
Per pound.....	7	
SOLDER.		
1/2 @ 1/2.....	16	
Extra Wiping.....	13 1/2	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		
ANTIMONY.		per pound 16
Cookson.....	" 13	
Hallett's.....	" 13	
TIN—MELYN GRADE.		
10x14 IC, Charcoal.....	\$ 6 00	
14x30 IC, ".....	6 00	
10x14 IX, ".....	8 35	
14x30 IX, ".....	8 35	
Each additional X on this grade, \$1.75.		
TIN—ALLAWAY GRADE.		
10x14 IC, Charcoal.....	\$ 6 00	
14x30 IC, ".....	6 00	
10x14 IX, ".....	7 50	
14x30 IX, ".....	7 50	
Each additional X on this grade \$1.50.		
14x20 IC, ".....	6 00	
14x20 IX, ".....	7 50	
20x28 IC, ".....	12 50	
14x20 IC, " Allaway Grade.....	5 25	
14x20 IX, ".....	6 75	
20x28 IC, ".....	11 00	
20x28 IX, ".....	14 00	
BOILER SIZE TIN PLATE.		
14x28 IX.....	\$18	
14x31 IX.....	14 50	
14x56 IX, for No. 8 Boilers.....	per pound 9 1/2	
14x60 IX, " 9.....	9 1/2	

FOSTER, STEVENS & CO.,



Express Wagons.

Send for Circular.

10 & 12 MONROE ST. and 33, 35, 37, 39 & 41 LOUIS ST., GRAND RAPIDS, MICH.

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, JUNE 4, 1890.

THE PENSIONS SITUATION.

If we understand the situation of the pension legislation, there is as yet no agreement between the two Houses. The Senate stands by its proposition to pension only the actually dependent, who are unable to provide for their own support, while the House wishes to place upon the lists every soldier of the war, who served three months or over, and who has reached the age of sixty-two years. It is not likely that this disagreement will defeat all legislation on the subject, but it probably will result in taking the more moderate and more fit measure proposed by the Senate. The other is an approach to the "service" idea; the Senate bill recognizes simply what the Nation may reasonably be asked to do.

There is a sentiment among a certain class of people—at one time cherished by Mr. Cleveland, but afterward abandoned—that no soldier who has not been disabled by actual injury received while on duty, has any right to a pension. It is said that no private employer thinks himself under obligation to make provision for men who have grown old and decrepit in his service. If he does so, it is a matter of benevolence, and not obligation. But the cases are not parallel. The soldier who went into the American army as a volunteer sustained an interruption of the ordinary course of his life, which was very much in his way in the matter of making a proper provision for old age. Many gave up profitable employments and found their places filled when they came back. They also were at a disadvantage in taking up the pursuits of peace after the war was at an end. And apart from distinct and traceable injuries sustained in the war, they in many cases sustained exposure which they were not fit for, and which has shortened their "expectation of life," as the insurance companies put it. General Raum has taken the trouble to examine this last point as thoroughly as the records of the pension office permit, and he reaches the conclusion that the death rate among those who have been receiving pensions indicates a shortening of life by twelve years, as tested by the standard tables used in the insurance business. He finds that putting all above sixty-two on the pension list would require immediate provision for less than 15,000; that this number would increase until 1905, when it would reach 69,262, and then would begin a rapid decline and that in a few years the soldiers surviving the war would be numbered by hundreds only.

A Massachusetts merchant writes the *New England Grocer*, complaining of a shortage in cigars. He counted several boxes in one shipment and found but ninety-six in each box. Inquiry among other merchants in the same town elic-

ited the information that they had met a similar experience.

Bank Notes.

Hannett Ward & Co. succeed H. J. Ward & Co. in the banking business at Shepherd.

W. A. Burt, late banker at St. Ignace, has accepted the cashiership of a new national bank at Hurley, Wis.

J. L. Lyle, the banker who absconded from Detroit during the panic of 1857 with \$80,000 of his depositors' money, is understood to be still living in New Zealand, where he carries on the brewing business and is quite wealthy.

White Lead Lower.

The lead trust has adopted a new schedule of prices, to take effect June 2, 1890, as follows:

In lots less than 1,000 pounds 7c net.
 " of 1,000 pounds to 5 tons 6½c
 " " 5 tons to 12 tons 6¼c
 " " 12 tons and over 6c

Terms on lots of 1,000 pounds and over, sixty days, or 2½ per cent. discount for cash, if paid within fifteen days from date of invoice.

All allowance for or prepaying of freight is hereby discontinued.

Over 100 Per Cent. Per Annum.

The Calumet & Hecla Mining Co., with a capital stock of \$1,500,000, has paid out \$34,850,000 in dividends during the past nineteen years—an average of \$1,830,000 a year.

Association Notes.

Allegan Gazette: The President and Secretary of the Business Men's Association have issued a call for a meeting at the city hall, next Tuesday evening, to organize a Fourth of July celebration.

Good Words Unsolicited.

Williams & Kerry, general dealers, Reed City: "We cannot do without it."

A. O. Wheeler, President Business Men's Association, Manistee: "Must have it. Can't do business without it."

Albamural is a new article that is being placed on the market as a substitute for paint, calcimine, etc. It is a brilliant white, and gives a smooth, glossy finish that will not rub off, peel or flake. It can be applied to woodwork, plastering, stone or brick walls, and it is not necessary to remove other materials that have been used on the same surface, as it clings readily to almost any surface. It is also a fireproof preparation, 80 per cent. of the material used in its preparation being absolutely non-inflammable.

Not Fully Recovered.

Bagley—Have you recovered from your recent sickness, Bailey?

Bailey—No, not fully.

Bagley—Why, you look as well as ever.

Bailey—Yes, but I owe the doctor thirteen dollars yet.

VISITING BUYERS.

- | | |
|----------------------------|-----------------------------|
| Hessler Bros., Rockford | J Raymond, Berlin |
| R B McCulloch, Berlin | Isaac Quick, Alledale |
| G Ten Hoor, Forest Grove | Smith & Bristol, Ada |
| Eilenberg & Feldpausch, | John Damstra, Gitchell |
| Fowler | H Ade, Conklin |
| W D Wing Co., Wingleton | J C Benbow, Hartford |
| D H Decker, Zeeland | H J Pettys, Watervliet |
| B Steketee, Holland | John De Vries, Jamestown |
| M M Elder, Spencer Creek | H Meijering, Jamestown |
| B L Finch, Sumner | P Bresnahan, Parnell |
| J B Tucker, Sumner | J Pikaart, Fremont |
| R A Woodard, Lake | I A Woodard, Ashland |
| S Cooper, Jamestown | Den Herder & Tanis, |
| J A Steketee, Kalamazoo | Vriesland |
| Wm VerMeulen, Beaver Dam | L Maier, Fisher Station |
| G Hirschberg, Bailey | C S Comstock, Piers-n |
| Jennie Weed, Pierson | N O Ward, Stanwood |
| Maston & Hammond, | S C Sibole, Hartford |
| Smallegan & Pickard, | E H Bock, Hudsonville |
| Forest Grove | A Heutzer, Zeeland |
| Geo P Stark, Cascade | A M Church, Englishville |
| W N Hutchinson, Grant | T H Atkins, Carlisle |
| Mason & Hammond, | Eli Rannels, Corning |
| Grandville | L M Wolf, Hudsonville |
| Rodenbaugh Bros., | Alex Denton, Howard City |
| Mancelona | E S Houghtaling, Hart |
| L Cook, Bauer | F Narrengang, Byron Center |
| Neal McMillan, Rockford | Nelson Higbee, Morley |
| C H Deming, Dutton | Geo A Sage, Rockford |
| Fred S Kieldsen, Cadillac | E E Hewitt, Rockford |
| Gordon Spencer, Peach Belt | J Homrich, No Dorr |
| Jas Rogers, Hastings | Daniel Horton, Remus |
| Pickett Bros., Wayland | ST McLellan, Denison |
| E S Rose, Velzy | Gilbert Bros., Trent |
| C M Woodard, Kalamo | Evans & Co., Lagraange, Ind |
| Arnon Rodgers, Ravenna | J Homrich, No Dorr |
| Bakker Bros., Drenthe | Geo Blane, Coopersville |
| G S Putnam, Fruitport | Chittenden & Herrick, |
| W H Strauk, Byron Center | Cadillac |

SUDDENLY SUMMONED.

Unexpected Death of John H. McIntyre on Decoration Day.

John H. McIntyre and "Windy" Hawkins traveled together the first four days of last week. Although McIntyre occasionally complained of feeling poorly, he was in the best of spirits, having a happy salutation for every acquaintance he met. The two travelers parted company Thursday afternoon, Hawkins coming home to spend Decoration Day, while McIntyre went on to Wingleton to fish with his friend, Wm. Dermott, Manager of the W. D. Wing Co., Limited. Mr. Dermott was too busy to accompany his friend to the river the next morning, but sent one of his assistants in the store instead. After fishing about an hour, McIntyre complained of a pain in his chest and sat on the bank for a few minutes to rest. Not getting any relief from the pain, his companion helped him back to the store, where he was made as comfortable as possible on a bed in a room adjoining the office. A mustard plaster was applied as soon as possible and Dr. Tanner was summoned from Baldwin. The latter arrived about 4 o'clock, when the pain had nearly subsided. The sick man felt so much better that he called for a glass of water, but before the ice had cooled the contents of the glass, or the doctor had been able to make more than a cursory examination of his patient, a brief succession of convulsive gasps was followed by a sudden cessation of life.

Telegrams had been sent in the meantime to Lemon & Peters, for whom the deceased traveled, asking that his family be informed of his condition and demise. Mr. Lemon failed to receive the messages until after the last train for Wingleton had departed, when he instructed Mr. Dermott to forward the remains to this city by the first train Saturday morning, with an escort. Mr. Lemon met the remains at Kent City and, on their arrival at the West Bridge street depot, about forty traveling men formed in line and escorted them to Durfee's undertaking rooms, where they were prepared for burial.

A meeting of the traveling men was held at Sweet's Hotel Sunday noon, when Committees on Flowers, Carriages and Resolutions were appointed and sixty members of the fraternity agreed to meet at the same place Monday afternoon to attend the funeral, which was held at 3 o'clock, the interment being made in Oakhill Cemetery. Geo. Seymour, Charles S. Robinson, Herbert Baker, Stephen Sears, Richard D. Warner and Frank Seymour were selected to act as pallbearers, it being the request of the widow that the deceased be carried to his final resting place by members of the fraternity with which he was so long identified. Two beautiful floral pieces were provided by the traveling men—a broken wheel and a gripsack, with "My Last Trip" worked in flowers.

John H. McIntyre was born in Warrensburg, Warren county, N. Y., September 16, 1844. He lived there until eleven years of age, when he came to Grand Rapids with his uncle, Rev. Courtney Smith, attending school here until 1850, when he went to Ottawa, Canada, to attend the grammar school at that place. He was subsequently a student at the mathematical school at Sandy Hill, N. Y., returning to Grand Rapids in 1863, to enter the employ of James Gallup as

a drug clerk. There he remained four years, when he went on the road for Hart & Amberg, selling liquors. In 1873 he entered the employ of L. H. Randall & Co., as traveling representative, covering a portion of the Northern trade. In 1876, he engaged as salesman for Burton, Pierce & Co., Chicago grocery jobbers, remaining with that house for two years, when he accepted a similar position with Curtiss & Dunton, whom he represented for four years, leaving them in 1882 to take a position with Gray, Burt & Kingman, of Chicago. He subsequently traveled for Arthur Meigs & Co., going over to Lemon & Peters when the business of the former was absorbed by the latter.

Mr. McIntyre's personal characteristics were so marked that he was remembered wherever he went. He was a confirmed practical joker and nothing afforded him more gratification than to be able to play a severe joke on a friend. Unlike most men of such disposition, however, he invariably took a jest on himself in good part. Mr. Lemon spoke very feelingly of the deceased, stating that he considered him a valued salesman and a loyal man to his employers.

HARTMAN'S HALL, June 12 and 13, 1890.



GILMORE,

And His Famous Band, with a Quartette of Distinguished Vocalists,
 MISS IDA KLEIN, Soprano,
 MME VON DAENHOEF, Contralto,
 HENRI KALKE, Tenor,
 EDWARD O'MAHONEY, Basso.

The Grand Rapids Oratorio Society
 And Its Festival Chorus of 27 Voices; also a Children's Chorus of 500.

A Great Musical Festival! Four Grand Concerts!

Thursday Afternoon, June 12, at 2:30 o'clock.
 Thursday Evening, June 12, at 8 o'clock.
 Friday Afternoon, June 13, at 2:30 o'clock.
 Friday Evening, June 13, at 8 o'clock.

PRICES OF ADMISSION:

EVENINGS:
 First three rows in gallery, reserved \$1.50
 Balance of gallery and lower floor 1.00
 Admission to floor 75c

AFTERNOONS:
 First three rows in gallery \$1.00
 Balance of gallery 75c
 Lower floor 50c

Season tickets, with reserved seat in first three rows of the gallery, for the four concerts, \$4.00.
 Season ticket, with reserved seat, in the balance of the house, \$3.

TERMS OF SALE:

Sale of reserved seats for SEASON TICKETS will commence at the Box Office of Hartman's Hall, Ionia street entrance, Monday and Tuesday mornings, June 2 and 3, at 9 o'clock.

The sale of Single Reserved Seats will commence Wednesday morning, June 4, at 9 o'clock. Tickets limited to ten (10) to each person.

[NOTE—Positively no single reserved seat tickets sold before Wednesday morning, June 4.
 SEASON TICKETS TRANSFERABLE.

"IF I KEPT STORE."

Views of a Lady Who Went Shopping.
D. Azile in San Francisco Call.

"Well, I have been shopping to-day," said a lady to a representative of the Call, "and I am eager to give my ideas as to what I should do if I kept store."

Her listener at once took occasion to assure her of the closest attention, and upon that the lady began.

"Of course, I know that it has passed into a proverb that those who have been merely dabblers at anything feel better able to formulate rules of conduct than those who have given a lifetime to the practice of what with them is only an ill-considered theory. It is a well-known fact that no children are so well brought up as those who have been so fortunate as to have some old maid or an old bachelor for a trainer. Therefore, reasoning from that line of thought, perhaps what I think on the subject of store-keeping may be very presumptuous, but, at the same time, it is how it is viewed by many a woman besides myself.

"In the first place, if I kept a store, I should never have the doors closed except in severe weather. Remember, I am speaking now of what is attractive to an intending purchaser. Nothing more quickly puts a damper on my spirits than to be confronted by a closed door, without anyone to open it. Somehow I always feel indignant that I should have to struggle with a latch. Happily for this portion of my complaint, most of the stores station a small boy at each entrance. And, by the way, that is an excellent idea, so much in vogue during the winter, to have our wet umbrellas taken from us the moment we enter a store. They generally are dripping wet, and in our very natural desire to stand them in such a manner that they will not drip upon our garments, we are so likely to set them against our neighbor's, which is neither kind nor Christian. Besides, I think that with a check in one's hand, purse or hand satchel, one is not so apt to go off and leave an umbrella. If by any chance I have ever left the store without reclaiming my umbrella, which, by the way, would be a hard thing to do, as the boy at the door always asks for the check and so reminds a departing patron of his property, yet, as I was going to say, if by any chance I should escape his watchfulness, as soon as I have realized my loss all that is necessary to do is to return to the store and reclaim the silken rod.

"Now, if I kept a store, or had the controlling interest in one, I think that I should offer a large prize to the inventor who would devise a folding seat, which, when not needed, could be shut up so that it would not take up any more room than, well, than one of those folding music-stands which traveling musicians carry about with them. This I would attach to the counter in some way, or to the supports of the shelves behind the counter. Then, whenever the girls, who, by the way, should be just as lady-like as possible, were waiting upon customers, these seat forms could be out of the way. Just as soon as a lull in the business rush should come, each girl should be compelled to take the iron seat out into position and sit down. I am sure that the new zest and spirit which the brief rest would put into them would result in doubling their efficiency as saleswomen. No woman can contemplate without horror the thought of those poor girls being forced to remain in a standing position for so many hours at a stretch, violating every law of their physical well-being.

"Another reform that I should try to inaugurate, if I kept store, would be to try to break up that, to a customer, most annoying interest which the men and women clerks seem to take in each other."

"To do that," interrupted her interested listener, "wouldn't you have to revolutionize human nature, in fact, to make it all over again?"

"Well, I hardly think that I wish to be quite so radical as all that," was the reply, given with a hearty laugh. "I see I shall have to explain myself further. It is very exasperating to me to be kept waiting when I am in a hurry—and, by the way, you ought to know me well

enough to know that I am always in a hurry—to be kept waiting while a couple of clerks finish their flirtation. It is deeply interesting, no doubt, and I wish it every success, but I must confess I don't enjoy being regarded as a disagreeable interruption to be disposed of with scant ceremony.

"And right here I think I might say something about the airs that so many clerks put on—women clerks, I mean—when they happen to be waiting upon a woman. There is a happy medium between servile attention and discourteous brusqueness. I do feel so kindly disposed toward the girls, but, can you believe it, I hardly dare to say one word to them for fear of a snub, and so I do my errand in silence and pass out.

"Again, as a store-keeper, I should impress it upon all my clerks to show a proper interest in a customer's wants and not give a decided answer on any subject without careful search for the article desired. The other day I accompanied a country friend on a shopping tour. At the first counter we met quite a rebuff. The girl said, 'We haven't got it,' and turned away. Now, I knew that what we wanted was to be had in that store. The proprietor saw us going out and asked if we had been suited. I was mad and said: 'I know that you have what we want, but the young lady will not even take the trouble to look.' He recognized the article at once by name, made the indolent clerk hunt it up, and before we left he had sold us a bill to the amount of \$15.

"As for that horrid habit of calling one clerk after another to wait upon a customer, I'd stop that at once. It is exasperating to be shifted off, as if not worth the trouble to attend to. In some stores it is simply disgraceful how the clerks are allowed actually to fight with each other before their patrons. They give each other the lie direct, quarrel over trifles, and their absurd 'Excuse me's' would be ridiculous were they not so exasperating to the one who is kept waiting while they reconcile their differences.

"Last of all, if I kept a store I would not allow my stock to run down so that my regular customers would be tempted to go to rival establishments, while waiting for my goods to arrive from the East.

"There, what do you think of all my projected reforms?"

"I fear that they could not be carried out as long as you had human nature to deal with," said her listener, "but if you will permit me to make a suggestion, I should say, have the stores built so as to insure good ventilation, plenty of light, and run a strip of carpet behind the counter, so that the clerks need not have their feet frozen every winter. I think that it might be worth trying."

Greek Meets Greek.

From the Pentwater News.

Monday last, papers were filed by Smith, Nims, Hoyt & Erwin, of Muskegon, as attorneys for Chas. Mears, commencing a suit against the Sands & Maxwell Lumber Co., to recover pay on about \$1,000 worth of S. & M. L. Co. due bills, taken by Chas. Mears in payment for goods at his store. The due bills read "due in mdse." and Mears presented them and asked for the whole amount in one article. The same not being furnished, he demanded the cash and now brings suit. As both parties to this suit are abundantly able, it is probable that a construction of rights of parties holding a due bill will be decided by the Supreme Court.

A laudable movement is on foot among the theaters of the country to have the orchestra play "The Star Spangled Banner" at the conclusion of every performance. The movement has already been received with favor in New York and Brooklyn, and will doubtless become general throughout the United States. While in its nature merely formal, it will serve to familiarize all classes of citizens with our one distinctive national air, besides coming as a relief and a benediction after many very bad plays.

Pineapples good and cheap.

PUTNAM CANDY CO.

LEMON & PETERS,

IMPORTING AND

Wholesale Grocers.

SOLE AGENTS FOR

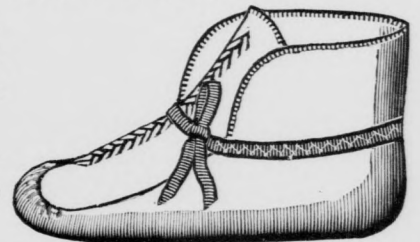
McGinty's Fine Cut Tobacco,
Lautz Bros. & Co.'s Soaps,
Niagara Starch,
Acme Cheese--Herkimer Co., N. Y.
Castor Oil Axle Grease.

GRAND RAPIDS.

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.

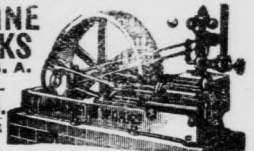
HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY,



ATLAS ENGINE WORKS
INDIANAPOLIS, IND., U. S. A.
MANUFACTURERS OF
STEAM ENGINES & BOILERS.
Carry Engines and Boilers in Stock for immediate delivery.



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

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

Write for Prices.

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



Drugs & Medicines.

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

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

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

Grand Rapids Drug Clerks' Association.
 President, F. D. Kipp; Secretary, W. C. Smith.

Detroit Pharmaceutical Society.
 President, J. W. Allen; Secretary, W. F. Jackson.

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

A Point in Insurance Law of Interest to Druggists.

By Charles M. Woodruff, of the Detroit Bar.

The law of insurance, while yet in a comparatively embryonic state, is gradually being evolved by the slow process of judicial interpretation. The next generation will probably possess as complete a codification of determined legal principles governing the underwriter's agreement as the present generation enjoys concerning real property or ordinary contracts.

A great obstacle, however, in the way of speedily settling the yet undetermined principles lies in the reluctance of policy holders to involve themselves in the uncertainties, perplexities and expenses of legal controversy, and the consequent inclination to permit insurance companies and adjusters to be a law unto themselves and to accept with meek submission whatever these magnates conclude to graciously grant. It may be set down as an established rule that the insurance companies will demand everything to which the inexhaustible resources of sophistry will give a color of reason; but sophistry is not law, and the courts, when given the opportunity by a policy holder who has stamina enough to defend his rights in the judicial arena, will very quickly supplant the cunning sophisms of glib adjusters working for a per cent. of salvage, with sound, healthy legal axioms.

The measure of indemnity was the battle ground in the case of the Mansfield Drug Co. vs. the Aetna Insurance Co. et al., just decided in the United States Circuit Court of West Tennessee. The plaintiffs had certain insured goods, which had been manufactured by themselves, destroyed by fire. They contended that they were entitled to collect for these goods that sum of money which it would require to replace them on their shelves after the fire by a purchase of them in the market, precisely the measure of indemnity to be allowed them as to all other goods. The defendants insisted, on the other hand, that they were liable only for the actual cost of the production of the articles burned; that the difference between this cost and the selling prices represented the "profits," and that the policy did not insure such profits. The position of the companies, while, as we shall see, not tenable, was, nevertheless, very plausible, and we have no doubt that many losses have been adjusted upon this basis without controversy. It is interesting to note how very thin the claim appears in the light thrown upon it by the logical reasoning of the eminent jurist who decided the case.

"It is conceded," he says, "that if those medicines compounded by the plaintiffs had been found in the stock of goods burned next door to the plaintiffs, that would be the correct measure of indemnity for that merchant, but not for this—for him who made them. The established market price of the medicines may be recovered in the hands of all other dealers, but, in the hands of the original druggist who compounded them, the very same words of this policy mean something else and do not mean that which they are confessed to mean else-

where. It seems, then, to be a misfortune that one should keep on sale the finished products of his own handiwork, since the insurance policy means a different measure of indemnity to him than to others who keep the same products for sale—less for him, more for them." The judge then proceeds to demonstrate the impracticability of determining the actual cost of production, since many elements enter into the calculation not easily divided and apportioned to different articles manufactured, as interest, insurance, taxes, general expenses, etc., etc., and then continues: "Shall we, then, introduce this novel measure of damages by implication into insurance policies upon any distorted notion of the principle that it is only indemnity that we are seeking and that this is full indemnity? Suppose this should be conceded, who can say that, when all the elements of value are hunted up and fairly included in the estimate, it would be less than the market value of the same product in the hands of the wholesale dealers and jobbers? It might be more, for not all products bring always in the market the cost of production; and, in the law of economics, production does not always cease because this is so. Now, would the insurance companies pay more, if, in the given case, for particular reasons, the cost of production exceed the market value? If not, why not, on this new doctrine in insurance law? The insurance companies surely cannot indemnify with the market price where that is less than the cost of production, and with the latter when it is less than the market price. * * * Drug establishments are expected to compound medicines, and it is a fair implication that in terms the policy promises to pay the cash value of these compounded drugs called 'medicines,' as 'medicines' or compounds and not as drugs, and not the cost of compounding only, but the value of the compounded articles. If they had meant the cost of compounding only, the contract should have expressed it explicitly."

Apparently relying upon the opinion expressed in a recently published text book upon the law of insurance, the attorneys for the companies laid great stress upon the point that "profits" are not insurable, and all that the plaintiffs realized over the cost of production was "profits." This the court held to be a confusion, if not a distortion, of the principle. The true explanation of the principle is "that the profits a dealer expects to realize by sales are not included in the estimate of his insured values, because, when the article burned has been replaced by purchase, the profit to be realized by sale may yet be made, and so he is fully indemnified by the actual cash value to him at the time of the fire, and it would not require for his indemnity the value there would be upon a sale by him to his customers. But, obviously, it seems to the court, this means the profits to be found between the purchasing price, or cost of the finished article, and the selling price, or value of the same finished article in the hands of the dealer who suffers by fire, and not the profits which lie between the raw material and the finished product in the hands of the same dealer, be he at the same time a manufacturer and a dealer in the finished article or not. * * * "The Mansfield Drug Company, after the fire, was under no obligation to resume the compounding of these medicines, buy a new plant, rent a new house, hire new laborers, etc., in order to replace by actual manufacture, or compounding these goods, at a less cost than it would take to buy them in the market, so as to ease the insurance company on the loss; but the insurance companies were bound to replace them by purchase in the market, or, what is equivalent to that process, pay the drug company the money that would enable them to do that thing."

In commenting upon this decision, the Oil, Paint and Drug Reporter selects the extract given below as the gist of the judge's opinion. While it is true that the extract is very pithy, it can hardly be called the "gist" of the opinion, since neither skill nor art can enter directly into the consideration of the amount of

State Board of Pharmacy.

DETROIT, June 1, 1890.

A meeting of the Michigan Board of Pharmacy, for the purpose of examining candidates for registration, will be held at the Star Island House, St Clair Flats, from June 30 to July 3, inclusive.

The examination of candidates for both Registered Pharmacists and Assistant Pharmacists will commence Monday, June 30, at 8 p. m., at which hour all candidates must be present. The examination will occupy the evening of the 30th and the morning, afternoon and evening of July 1. The entire examination will be completed in time to allow all to take the morning boat of July 2.

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

Special railroad rates for this meeting could not be secured, owing to the action of the last Legislature, which caused the Railway Association of Michigan to change its rules relative to reduced rates for assemblies.

Other examinations will be held during the year as follows:

Marquette—August 13.

Lansing—November 5.

Yours respectfully,
 JAMES VERNOR, Sec'y.

Responsibility of Traveling Salesmen.

A good salesman should have but one price, especially if he is selling standard goods. His uncontrollable ambition to make a sale often leads him to forget the responsibility of the position he holds in relation to just wages.

A traveling salesman of the metropolis, more especially a hardware representative, hardly realizes the importance of his position until he makes a visit to one of our New England factories, whose goods he is selling, and carefully notes the wonders and intricacies attached to a standard factory. A visit to a factory of this kind lends great confidence to our timid salesman, reminding him of the necessity of holding prices firm, and thus bearing the responsibility of his position, in increasing the wages of those toiling in factories getting but a mere pittance for what he would call exacting labor.

Buyers and salesmen, keep your prices up, reiterating in your own mind the applicable words of Daniel Webster, in his reply to Haynes, "I thank God that if I am gifted with little of the spirit which is able to raise mortals to the skies, I have yet none, as I trust, of that other spirit which would drag angels down."

An Obliging Drug Clerk.

Lady (entering drug store)—Can I get a postage stamp here?

Gentlemanly Clerk—Sorry, but we are all out of postage stamps. Perhaps our aromatic sticking plaster might serve your purpose just as well. It's very highly recommended. If that won't do, here's a nice porous article; just read a few of these testimonials, please. No? not what you want? Very sorry our postage stamps are all out. Nothing else? Cosmetics? Toilet articles? Soda? Cigars?—oh, beg pardon, of course you don't want any cigars. Wonder what made her flaunt out the door in that way. Something I said must have offended her. Funny things, these women.

The Drug Market.

There are no important changes to note. Gum opium is weak, but not notably changed. Morphia is unchanged. Quinine is steady. Alcohol has advanced.

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, 35c. and upward.
 WOOLRICH & Co. on every label.

[CONTINUED ON FOURTEENTH PAGE.]

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.

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

SUSPENDED!



By His "Better Half,"

For allowing the dealer to impose on him by selling him shoe dressing other than

JETTINE.

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

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

Wholesale Price Current.

Advanced—Alcohol.

ACIDUM.	Cubeae.....14 00@14 50	TINCTURES.	Aconitum Napellis R..... 60
Aceticum..... 8@ 10	Execubthitos..... 90@1 00	Aloes..... 60	" " F..... 50
Benzolicum German..... 80@1 30	Erigeron..... 1 20@1 30	" and myrrh..... 60	Picis Liq, N. C., 1/2 gal..... 2@ 00
Boric..... 30	Gaultheria..... 2 10@2 20	Arnica..... 50	Picis Liq., quarts..... 2@ 00
Carbolicum..... 40@ 45	Geranium, ounce..... @ 75	Asafetida..... 50	" pints..... @ 10
Citricum..... 50@ 55	Gossipi, Sem. gal..... 1 60@1 75	Atrope Belladonna..... 60	Pil Hydrarg. (po. 80)..... @ 50
Hydrochlor..... 3@ 5	Juniperi..... 50@2 00	Benzoin..... 60	Piper Nigra, (po. 22)..... @ 18
Nitrosum..... 10@ 12	Lavendula..... 90@2 00	" Co..... 60	Piper Alba, (po 55)..... @ 35
Oxalicum..... 12@ 14	Limonis..... 1 50@1 80	Sanguinaria..... 50	Pix Burgun..... @ 7
Phosphorium dil..... 40@ 20	Mentha Piper..... 2 10@2 25	Barosma..... 50	Plumbi Acet..... 14@ 15
Salicylicum..... 1 40@1 50	Mentha Verid..... 2 50@2 60	Cantharides..... 75	Pulvis Ipeacac et opii..... 1 00@1 20
Sulphuricum..... 1 40@1 50	Morrhuae, gal..... 80@1 00	Capsicum..... 50	" P. D. Co., doz..... @ 25
Tannicum..... 1 40@1 50	Myrcia, ounce..... @ 50	Cardamon..... 75	Quassia..... 30@ 35
Tartaricum..... 40@ 42	Olive..... 1 10@2 75	Castor..... 1 00	Quina, S. F. & W..... 41@ 46
AMMONIA.	Picis Liquida, (gal. 35)..... 1 40@ 12	Catechu..... 50	Quina, S. G. & W..... 30@ 36
Aqua, 16 deg..... 4@ 6	Ricini..... 1 20@1 35	Cinchona..... 50	Rubia Tincturum..... 12@ 14
" 18 deg..... 6@ 7	Rosea, ounce..... @ 60	" Co..... 50	Saccharum Lactis pv..... @ 25
Carbonas..... 11@ 13	Succini..... 40@ 45	Columba..... 50	Salacin..... 1 80@2 00
Chloridum..... 12@ 14	Sabina..... 90@1 00	Conium..... 50	Sanguis Draconis..... 40@ 50
ANILINE.	Santal..... 3 50@7 00	Cubeba..... 50	Santonine..... @ 4 50
Black..... 2 00@2 25	Sassafras..... 50@ 55	Digitalis..... 50	Sapo, W..... 12@ 14
Brown..... 80@1 00	Sinapis, ess, ounce..... @ 65	Ergot..... 50	" M..... 8@ 10
Red..... 45@ 50	Tigili..... @ 61 50	Gentian..... 50	" G..... @ 15
Yellow..... 2 50@3 00	Thyme..... @ 60	" Co..... 60	OILS.
BACCAE.	Theobromas..... 15@ 20	Guaiaca..... 50	Whale, winter..... 70 70
Cubeae (po. 1 50)..... 1 60@1 75	POTASSIUM.	Zingiber..... 50	Lard, extra..... 55 60
Juniperus..... 8@ 10	Bi Carb..... 15@ 18	Hioscyamus..... 50	Lard, No. 1..... 45 50
Xanthoxylum..... 25@ 30	Bichromate..... 13@ 14	Iodine..... 75	Linseed, pure raw..... 62 65
BALSAMUM.	Bromide..... 37@ 40	" Colorless..... 75	
Copaiba..... 60@ 65	Carb..... 12@ 15	Ferri Chloridum..... 35	
Peru..... @ 1 30	Chlorate, (po. 18)..... 16@ 18	Kino..... 50	
Terabin, Canada..... 45@ 50	Cyanide..... 50@ 55	Lobelia..... 50	
Tolutan..... 40@ 45	Iodide..... 2 80@2 90	Myrrh..... 50	
CORTEK.	Potassa, Bitart, pure..... 3 @ 33	Nux Vomica..... 50	
Abies, Canadian..... 18	Potassa, Bitart, com..... @ 15	Opil..... 50	
Cassiae..... 11	Potassa Nitras, opt..... 8@ 10	" Camphorated..... 50	
Cinchona Flava..... 18	Potassa Nitras..... 7@ 9	" Deodor..... 2 00	
Enonymus atropurp..... 30	Prussiate..... 28@ 30	Aurant Cortex..... 50	
Myrcia Cerifera, po..... 20	Sulphate po..... 15@ 18	Quassia..... 50	
Prunus Virgini..... 12	RADIX.	Rhatany..... 50	
Quillala, grd..... 12	Aconitum..... 20@ 25	Rhei..... 50	
Sassafras..... 12	Althae..... 25@ 30	" Co..... 50	
Ulmus Po (Ground 12)..... 10	Anchusa..... 15@ 20	Serpentaria..... 50	
EXTRACTUM.	Arum, po..... @ 25	Stromonium..... 60	
Glycyrrhiza Glabra..... 24@ 25	Calamus..... 20@ 50	Tolutan..... 60	
" po..... 33@ 35	Gentiana, (po. 15)..... 10@ 12	Valerian..... 50	
Haematox, 15 lb. box..... 11@ 12	Glycyrrhiza, (pv. 15)..... 16@ 18	Veratrum Veride..... 50	
" 18..... 13@ 14	Hydrastis Canaden, (po. 4)..... @ 35	MISCELLANEOUS.	
" 1/2 s..... 14@ 15	Imula, po..... 15@ 20	Ether, Spts Nit, 3 F..... 26@ 28	
" 3/4 s..... 16@ 17	Hellebore, Ala, po..... 15@ 20	" 4 F..... 30@ 32	
FERRUM.	Ipeacac, po..... 2 25@2 35	Alumen..... 2 1/2@ 3 1/4	
Carbonate Precip..... @ 15	Iris plox (po. 20@22)..... 18@ 20	" ground, (po. 7)..... 3@ 4	
Citrate and Quinia..... @ 3 50	Jalapa, pr..... 40@ 45	Annatto..... 55@ 60	
Citrate Soluble..... @ 80	Maranta, 1/2 s..... @ 35	Antimoni, po..... 4@ 5	
Ferrocyanidum Sol..... @ 50	Podophyllum, po..... 15@ 18	" et Potass T..... 1 55@1 60	
Solut Chloride..... @ 15	Rhei..... 75@1 00	Antifebrin..... @ 25	
Sulphate, com'l..... 1 1/2@ 2	" cut..... @ 1 75	Argent Nitras, ounce..... @ 74	
" pure..... @ 7	" pv..... 75@1 35	Arsenicum..... 50@ 7	
FLORA.	Spigelia..... 48@ 53	Balm Gilead Bud..... 35@ 40	
Arnica..... 14@ 16	Sanguinaria, (po. 25)..... @ 20	Bismuth S. N..... 2 10@2 20	
Antemiss..... 30@ 35	Serpentaria..... 40@ 45	Calcium Chlor, 1s, 1/2 s..... @ 9	
Matricaria..... 30@ 35	Senega..... 45@ 50	" 11; 1/2 s..... @ 9	
FOLIA.	Similax, Officialis, H..... @ 40	Cantharides Russian, po..... @ 1 75	
Barosma..... 16@ 18	Scillae, (po. 35)..... @ 35	Capsici Fructus, af..... @ 22	
Cassia Acutifol, Tin..... 25@ 28	Symplocarpus, Foeti..... @ 15	" " B po..... @ 14	
nielly " Alx..... 35@ 50	Valeriana, Eng. (po.30)..... @ 25	" " 5 po..... @ 14	
Salvia officinalis, 1/2 s..... 10@ 12	" German..... 15@ 20	Caryophyllus, (po. 20)..... 15@ 18	
and 1/2 s..... 8@ 10	Zingiber a..... 10@ 15	Carmine, No. 40..... @ 3 75	
Ura Ursi..... 8@ 10	Zingiber j..... 22@ 25	Cera Alba, S. & F..... 50@ 55	
GUMMI.	SEMEN.	Cera Flava..... 35@ 38	
Acacia, 1st picked..... @ 1 00	Anisum, (po. 20)..... @ 15	Coccus..... @ 40	
" 2d..... @ 90	Apium (graveleons)..... 15@ 18	Cassia Fructus..... @ 20	
" 3d..... @ 80	Bird, Is..... 8@ 12	Centraria..... @ 10	
" sifted sorts..... @ 65	Carui, (po. 18)..... 1 00@1 25	Cetaceum..... @ 45	
" po..... 75@1 00	Cardamon..... 1 00@1 25	Chloroform..... 50@ 55	
Aloe, Barb, (po. 60)..... 50@ 60	Corlandrum..... 10@ 12	Chloral Hyd Crst..... 1 50@1 75	
" Cape, (po. 20)..... @ 12	Cannabis Sativa..... 3 1/2@ 4	Chondrus..... 20@ 25	
" Socotri, (po. 60)..... @ 50	Cydonium..... 75@1 00	Cinchonidine, P. & W..... 15@ 20	
Catechu, Is, (1/2 s, 1 1/2 s, 16)..... @ 1 30	Chenopodium..... 10@ 12	" German..... 4@ 10	
Ammoniae..... 25@ 30	Dipterix Odorate..... 2 25@2 50	Corks, Hist, dis. per cent..... @ 60	
Assafetida, (po. 30)..... @ 15	Foeniculum..... @ 8	Creosotum..... @ 50	
Benzoinum..... 50@ 55	Foenugreek, po..... 4 @ 4 1/2	Creta, (bbl. 75)..... @ 2	
Camphore..... 50@ 52	Lini, grd, (bbl. 4)..... 4 1/2@ 4 1/2	" prep..... @ 5	
Euphorblum po..... 35@ 40	Lobelia..... 35@ 40	" precip..... 8@ 10	
Galbanum..... @ 3 00	Pharlaris Canarian..... 3 1/2@ 4 1/2	" Rubra..... @ 8	
Gamboge, po..... 80@ 95	Rapa..... 6@ 7	Crocus..... 35@ 38	
Guaiacum, (po. 60)..... @ 20	Sinapis, Albu..... 8@ 9	Cudbear..... @ 24	
Kino, (po. 25)..... @ 1 00	" Nigra..... 11@ 12	Cupri Sulph..... 8@ 9	
Mastic..... @ 1 00	SPIRITUS.	Dextrine..... 10@ 12	
Myrrh, (po 45)..... @ 40	Fruentim, W. D. Co..... 2 00@2 50	Emery, all numbers..... @	
Opil, (pc. 5 20)..... 3 65@3 85	" D. F. R..... 1 75@2 00	Ergota, (po.) 60..... 50@ 55	
Shellac..... 25@ 35	Juniperis Co. O. T..... 1 75@1 75	Flake White..... 12@ 15	
" bleached..... 27@ 35	Saacharum N. E..... 1 75@2 50	Gambier..... 5 @ 9	
Tragacanth..... 30@ 75	Spt. Vini Galli..... 1 75@2 50	Gelatim, Cooper..... @ 90	
HERBA—In ounce packages.	Vini Oporto..... 1 25@2 00	" French..... 40@ 60	
Absinthium..... 25	Vini Alba..... 1 25@2 00	Glassware flint, 75 per cent..... @ 15	
Eupatorium..... 25	SPONGES.	Glue, Brown..... 9@ 15	
Lobelia..... 25	Florida sheeps' wool carriage..... 2 25@2 50	" White..... 13@ 25	
Majorum..... 25	Nassau sheeps' wool carriage..... 2 00	Glycerina..... 19 1/2@ 25	
Mentha Piperita..... 25	Velvet extra sheeps' wool carriage..... 1 10	Grana Paradisi..... @ 22	
Rue..... 30	Extra yellow sheeps' carriage..... 85	Humulus..... 25@ 40	
Tanacetum, V..... 25	Grass sheeps' wool carriage..... 75	Hydraag Chlor Mitte..... @ 1 00	
Thymus, V..... 25	Hard for slate use..... 65	" Cor..... @ 88	
MAGNESIA.	Yellow Reef, for slate use..... 1 40	" Ox Rubrum..... @ 1 10	
Calcined, Pat..... 55@ 60	SYRUPS.	" Ammoniatl..... @ 1 20	
Carbonate, K. & M..... 20@ 25	Hydrargyrum..... @ 84	" Unguentum..... 47@ 57	
Carbonate, Jennings..... 35@ 36	Hydrargyrum..... @ 84		
OLEUM.	Ichthyobolla, Am..... 1 25@1 50		
Absinthium..... 5 00@5 50	Indigo..... 75@1 00		
Amygdalae, Dulc..... 45@ 75	Iodine, Resubl..... 3 75@3 85		
Amygdalae, Amarae..... 8 00@8 25	Iodoform..... @ 70		
Anisi..... 1 00@2 00	Lupulin..... 85@1 00		
Auranti Cortex..... @ 2 50	Maels..... 50@ 60		
Bergamit..... 2 80@3 25	Liquor Arseni et Hy..... @ 27		
Caljiputi..... 90@1 00	Liquor Potass Arsenitis..... 10@ 12		
Caryophylli..... 1 25@1 30	Magnesia, Sulph (bbl 1 1/2)..... 2@ 3		
Cedar..... 35@ 65	Manna, S. F..... 45@ 50		
Chenopodii..... @ 1 75			
Cinnamonil..... 1 35@1 40			
Citronella..... @ 75			
Conium Mac..... 35@ 65			
Copaiba..... 1 20@1 30			

Morphia, S. P. & W..... 2 85@3 10	Seidlitz Mixture..... @ 25	Lindseed, boiled..... 65 68
" S. N. Y. Q. &..... 85@3 10	Sinapis..... @ 18	Neat's Foot, winter..... 50 69
C. Co..... @ 40	" opt..... @ 30	strained..... 50 69
Moschus Canton..... @ 70	Snuif, Maccaboy, De..... @ 35	Spirits Turpentine..... 43 48
Myristica, No. 1..... @ 70	Voes..... @ 35	PAINTS. bbl. lb.
Nux Vomica, (po. 20)..... @ 10	Snuif, Scotch, De. Voes..... @ 35	Red Venetian..... 1 1/2@ 2 1/2
Os. Sepla..... 30@ 32	Soda Boras, (po. 13)..... 12@ 13	Ochre, yellow Mars..... 1 1/2@ 2 1/2
Pepsin Saac, H. & P. D. Co..... @ 2 00	Soda et Potass Tart..... 30@ 33	" Ber..... 1 1/2@ 2 1/2
	Soda Carb..... 1 1/2@ 2	Putty, commercial..... 2 1/2@ 3
	Soda, Bi-Carb..... @ 5	" strictly pure..... 2 1/2@ 3
	Soda, Ash..... 3 1/2@ 4	Vermilion Prime Amer-ican..... 13@16
	Soda, Sulphas..... @ 2	Vermilion, English..... 75@80
	Spts. Ether Co..... 50@ 55	Green, Peninsular..... 70@75
	" Myrcia Dom..... @ 2 00	Lead, red..... @ 7 1/2
	" Myrcia Imp..... @ 2 50	" white..... @ 7 1/2
	Vini Rect. bbl..... @ 2 22	Whiting, white Span..... @ 70
	2 Less 5c gal., cash ten days..... @ 1 10	Whiting, Gilders..... @ 90
	Strychnia Crystal..... @ 1 10	White, Paris American..... 1 00
	Sulphur, Subl..... 2 1/2@ 3 1/4	Whiting, Paris Eng. cliff..... 1 40
	" Roll..... 8@ 10	Pioneer Prepared Paints..... 20@1 4
	Tamarinds..... 8@ 10	Swiss Villa Prepared..... 1 00@1 20
	Terebenth Venice..... 28@ 30	VARNISHES.
	Theobromae..... 50@ 55	No. 1 Turp Coach..... 1 10@1 20
	Vanilla..... 9 00@16 00	Extra Turp..... 1 60@1 70
	Zinci Sulph..... 7@ 8	Coach Body..... 1 00@1 10
		No. 1 Turp Furn..... 1 00@1 10
		Eutra Turk Damar..... 1 55@1 60
		Japan Dryer, No. 1..... 70@ 75
		Turp.....

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.

A Case Where Frankness Was Beneficial.

One of the most delicate matters the merchant has to contend with is the varying degrees of farm butter and the difficulty of making prices which will be satisfactory to all concerned. Rather than contend with the opposition involved in a system of equal justice to all, the average merchant pays the same price for grease that he does for the choicest butter, thus discouraging the dairyman who aims to produce the best article and putting a premium on the production of inferior stuff. An instance of commendable frankness on the part of a merchant is thus related by the *Minneapolis Commercial Bulletin*:

The merchant had just bought the product of a farmer's dairy, when another farmer came in and asked him to buy his dairy.

"What will you give me," he asked.
"Twelve cents a pound."
"But you have just paid seventeen cents a pound for —'s dairy. Why do you offer me only twelve cents?"

It was not an easy position for the merchant to be placed in. He was facing his best customer—a man who very often paid cash for goods, and if credit was asked, paid his bills with but little delay. He had made the offer of twelve cents, knowing that the farmer did not make as good butter as his neighbor. Should he tell him the reason?

The merchant thought it over a moment. If he declined to give him a reason, the farmer would be dissatisfied and would accuse him of unfairness, and, perhaps, withdraw his patronage altogether. He decided that frankness was the best thing and he said:

"You don't make as good butter as —."

The farmer was disposed to feel a little angry at the blunt statement, but the merchant said:

"I do not wish to offend you, but it is true, as I will prove to you, so that you have no ground for being offended at what I say. If you will agree not to get angry, I will tell you why I say so."

The farmer agreed to the proposition. "Your butter is not worked well. You do not work out the buttermilk, and your butter becomes rancid and sour after standing awhile. Your neighbor works his butter well and it is always sweet." The farmer did not get mad, but decided to heed the merchant's statement. He went home and the next lot of butter he made was shown to the merchant. There was a very noticeable improvement, and improvement has followed until now the farmer makes as good butter as is made in that section.

The merchant's frankness made him a friend, and it also made money for the farmer.

The Grocery Market.

Sugar is higher and the market is somewhat excited, giving promise of still higher prices in the near future. Package coffee is 1/2c higher. Canned pumpkin is very high and is getting scarce. Gallon apples are scarce and high. Cheese is too cheap for the season of the year.

Wool, Hides and Tallow.

Wools are strong in price East, but that price is lower than for some months back. The supply is small, but large shipments of California and Texas growth are en route. The demoralized sale of flannels, and the want of orders for certain lines of woolen goods, together with a heavy decline in wool abroad, which has caused many failures among English, French and German wool merchants, makes our dealers hesitate in buying the new clip. Prices anticipated in the past cannot be obtained on the present outlook. Few or-

ders have been placed, and those only at conservative prices.

Hides are firm at the old prices, but no advance can be obtained. Most tanners are stocked for the present and prefer holding off for better hides, especially if they must pay an advance. The supply is small, the demand is small and stocks are ample for all wants.

Tallow is in good demand at old prices, with little moving on account of heavy shrinking by warm weather.

Suffering from the American's Incompetence.

The commission merchants of the city are very bitter against the American Express Co., because of its utter disregard to the shippers' interests.

One of the commission men was especially bitter Saturday afternoon. He had ordered 50 cases of strawberries for the Saturday trade and had sold all but five cases at a good margin of profit. When the train arrived, however, only twelve cases put in an appearance, the excuse of the agent being that the car was so crowded that the remainder of the shipment had been left behind. It came in late Saturday night, but by Monday morning the berries were unfit for the table—a total loss to the shipper.

As the Express Co. assumes no liability under such circumstances, the annoyance to shippers and dealers is far beyond the actual loss involved.

Butter in a Bad Way.

Butter has been sick every summer for several years, but this year it is in worse condition than ever before. At Kalamo the merchants are paying 6 cents a pound for the farm butter and at Lagrange, Ind., the market price is only 5 cents a pound. The merchants who are willing to give 10 cents for summer butter and sell it the following fall or winter for half as much as they gave for it, do not appear to be as plenty as formerly.

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.

A. D. Spangler & Co

WHOLESALE DEALERS IN

FRUITS AND PRODUCE

And General Commission Merchants.

EAST SAGINAW, MICH.

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

Cook & Bergthold,

MANUFACTURERS OF

SHOW CASES.

Prices Lower than those of any competitor. Write for catalogue and prices.

67 Canal St., GRAND RAPIDS, MICH.

E. J. Gillies & Co., New York, are the largest tea, coffee, spice and scheme spice house in the United States. They are sole owners and proprietors of the famous brands of high grade coffee known as "Crescent Mocha," "Diamond" and "High Crown Java." "Star Maricaoibo" and "Globe Rio." These are the best goods money will buy. These coffees have a special care. We first buy the best, after which we thoroughly scour and separate, thereby removing all dirt, stones, etc. Then they are roasted in our improved patent roaster and placed, while hot, in air-tight cans, thus retaining their full strength and flavor. We challenge the world to produce better coffee. Write J. P. Visner, Agent, 17 Hermitage Block, Grand Rapids, Mich., for special inducements. 350tf

Fire Crackers all sizes and prices.

PUTNAM CANDY CO.

PRODUCE MARKET.

Apples—Dried, 6 1/2c for sun-dried and 10 1/2c for evaporated.
Asparagus—20c per doz. bu.
Beans—Dealers pay \$1.40 for unpicked and \$1.50 for picked, holding at \$1.80@1.85 per bu.
Butter—The market is weak and sluggish. Farm dairy grades are dull at 10 1/2c, while factory creamery is slow sale at 16c.
Cabbages—Mobile stock, \$3 per crate.
Cabbage Plants—50c per 100.
Cheese—New full cream stock commands 9c. Cooperage—Pork barrels, \$1.25; produce barrels 25c.
Cucumbers—50c per doz.
Eggs—Dealers pay 11 1/2c and hold at 12 1/2c. The market is firm.
Field Seeds—Clover, mammoth, \$3.50 per bu.; medium, \$3.50. Timothy, \$1.50 per bu.
Green Beans—Wax, \$2.25 per bu. String, 75c per crate.
Honey—About out of market.
Lettuce—12c per lb. for Grand Rapids grown.
Maple Sugar—8 1/2c per lb., according to quality.
Maple Syrup—75@85c per gal.
Onions—Green, 10 1/2c per doz. Southern, \$3 per sack. Bermuda, \$3 per crate.
Peas—Green, \$2 per bu.
Peppermint—\$1 per crate of 50 lbs.
Pop Corn—4c per lb.
Potatoes—The market is looking a little better, dealers here pay 35c for Rose and 40c for Burbanks. Southern, \$2 per 1 1/2 bu. sack.
Poultry—Spring chickens, 50@75c per pair. Live fowls 8c per lb. The market is firm.
Radishes—20c per doz bunches.
Strawberries—Illinois stock brings \$2@2.25 per case of 24 qts.
Tomato Plants—35@40c per 100.

PROVISIONS.

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

PORK IN BARRELS.
Mess, new..... 13 00
Short cut..... 12 00
Extra clear pig, short cut..... 13 25
Extra clear, heavy..... 13 00
Clear, fat back..... 13 25
Boston clear, short cut..... 13 25
Clear back, short cut..... 13 25
Standard clear, short cut, best..... 13 25
SAUSAGE—Fresh and Smoked.
Pork Sausage..... 7
Ham Sausage..... 9
Tongue Sausage..... 9
Frankfort Sausage..... 8
Blood Sausage..... 5
Bologna, straight..... 5
Bologna, thick..... 5
Head Cheese..... 5
LARD—Kettle Rendered.
Tierces..... 7 1/2
Tubs..... 7 1/2
50 lb. Tins..... 7 1/2
LARD—Family.
Tierces..... 6
30 and 50 lb. Tubs..... 6 1/2
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 butts.....
SMOKED MEATS—Canned 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

Breakfast Bacon, boneless..... 8 1/2
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
Ciscoces..... @ 4
OYSTERS—CANS.
Fairhaven Counts..... @ 35
Selects..... @ 30
F. J. D.'s..... @ 25

FRESH MEATS.

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

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..... 18
H. M. Chocolate Drops..... 18
Gum Drops..... 10
Licorice Drops..... 18
A. B. Licorice Drops..... 14
Lozenges, plain..... 14
" printed..... 15
Imperial..... 14
Mottoes..... 15
Cream Bar..... 13
Molasses Bar..... 13
Caramels..... 10 @ 18
Hand Made Creams..... 16
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
Imperial, in pails..... 11
" in bbls..... 10
FRUITS.
Oranges, Messina, choice, 300..... @ 4 75
" " 300..... @ 4
" Florida, choice..... @ 4
" " fancy..... @ 4
" Riverside, fancy..... 4 75 @ 5 25
" Mountain..... @ 4 75
" Wash. Navals, fancy..... @ 4
" Valencias, large..... @ 4
Lemons, Messina, choice, 300..... 3 75 @ 4 00
" " 300..... 4 25 @ 4 50
" " fancy, 300..... @ 4 25
" " 300..... 4 50 @ 4 75
Figs, Smyrna, new, fancy layers..... 15 @ 14
" choice, 7 lb..... 13 @ 14
Dates, frails, 50 lb..... @ 2
" 1/2 frails, 50 lb..... @ 2
" Fard, 10-lb. box..... @ 10
" " 50-lb. "..... @ 8
" Persian, 50-lb. box..... 5 1/2 @ 8
NUTS.
Almonds, Tarragona..... @ 16
" Ivaca..... @ 15
" California..... @ 14
Brazilis..... @ 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..... @ 11
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 1/2
" Roasted..... @ 8

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.

Wholesale Price Current.

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

Table listing various commodities such as Apple Butter, Cocoa Shells, Gun Powder, Herbs, Jellies, Lamp Wicks, Licorice, Lye, Matches, Molasses, Oatmeal, Rolled Oats, Teas, and many others with their respective prices.

Table listing various commodities such as English Breakfast, Soda, Tobacco, Paper & Woodenware, Hides, Pelts and Furs, and many others with their respective prices.

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

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN. WE CARRY A STOCK OF CREAM TALLOW FOR MILL USE. Besides our FINE LINE of CANDY, we are agents for the Best ALL COLORED FIREWORKS...

Advertisement for Bunola Coffee featuring the text 'Have You Tried BUNOLA COFFEE? IF NOT, WHY NOT?' and 'Any Grand Rapids jobber will fill your order.'

A Point in Insurance Law.
[CONTINUED FROM TENTH PAGE.]

indemnity; for example, when, as before stated by the learned judge, the actual market value had become less than the cost of production, the rule would be the same—the market value would rule, regardless of "skill" or art. The opinion is as follows:

"Learned counsel say it is incomprehensible how three jars of drugs, worth altogether, say \$5, may be 'mixed' into one jar and then be worth, say \$15. If the mixture makes a medicine which the public values so highly that it will buy it at \$15, then it is worth that sum, and if burned it would seem that it would be worth that sum to every dealer, except to him whose skill as a pharmacist and druggist, or 'medicine man,' discovered and accomplished the mixing. Like the artist who insures his paints, oils, artists' goods and paintings, if his pictures be burned he does not get the price of oil and paint and canvass, but of pictures; not the price his fond conceit may fix, but that which an appreciative and eager public will give for his work, albeit it goes up to thousands of dollars and hundreds of thousands. The insurance companies know this and must affix the premiums accordingly, and they do. If they do not, it is their own concern and fault. Because the artist can reproduce his burned picture, if he can, should he have less than the public would have valued it and paid for it? Or should any dealer in pictures have less because he happens to be an artist and may make more pictures? The argument eliminates and denies to the compounder of the 'medicines' the elements of his skill as a pharmacist, or as a dealer skillful in—'humbugging,' it may be, a too credulous public always ready to dose itself with that which promised even to cure its ills. However artificial this value may be, if it exists in fact, the insured may recover it."

Fire Works—Immense line.
PUTNAM CANDY CO.

S. K. BOLLES.

E. B. DIKEMAN.

S. K. Bolles & Co.,
77 CANAL ST., GRAND RAPIDS, MICH.

Wholesale Cigar Dealers.

"TOSS UP!"

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

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

WANTED.

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

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

EARL BROS.,
COMMISSION MERCHANTS

157 South Water St., CHICAGO.
Reference: FIRST NATIONAL BANK, Chicago.
MICHIGAN TRADESMAN, Grand Rapids.

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.



MERCHANTS,

LION COFFEE

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

WOOLSON SPICE CO.

The P. of I. Dealers.

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

- Ada—L. Burns.
- Adrian—Powers & Burnham, Anton Wehle,
- L. T. Lochner, Burleigh Bros.
- Allendale—Henry Dolman.
- 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.
- Bedding—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.
- Bowen's Mills—Chas. W. Armstrong.
- Brice—J. B. Gardner.
- Burnside—John G. Bruce & Son.
- Caldwell—C. L. Moses.
- Capac—H. C. Sigel.
- Carlton Center—J. N. Covert.
- Carson City—A. B. Loomis, A. Y. Sessions.
- Cedar Springs—John Beucus, B. A. Fish, B. ripp.
- Charlotte—John J. Richardson, Daron & Smith, C. P. Lock, F. H. Goodby.
- Clam River—Andrew Anderson.
- Clo—John W. Hurd.
- Coldwater—J. D. Benjamin.
- Conklin—Wilson McWilliams.
- Coral—J. S. Newell & Co.
- Dorr—Frank Sommer.
- Deerfield—Henry W. Burghardt.
- Eaton Rapids—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.
- Fremont—J. B. Ketchum, W. Harmon.
- Gladwin—John Graham, J. D. Sanford, Jas. Crowsky.
- Gowan—Rasmus Neilson.
- Grand Haven—N. J. Braudry & Co.
- Grand Junction—Adam Crouse.
- Grand Ledge—Frank O. Lord, Geo. Coryell.
- Grand Rapids—Joseph Berles, A. Wilzinski, Brown & Sehler, Houseman, Donnally & Jones, Ed Struensee, Wasson & Lamb, Chas. Pettersch, Morse & Co., Famous Shoe Store, Harvey & Heystek, Mrs. E. J. Reynolds, E. Burkhardt.
- Greenville—Jacobson & Netzorg.
- Hart—Rhodes & Leonard, W. Weidman, Mrs. E. Covel.
- Hastings—J. G. Runyan.
- Howard City—O. J. Knapp, Herold Bros., C. E. Pelton.
- Hubbardston—M. H. Cahalan.
- Hudson—Henry C. Hall.
- Imlay City—Cohn Bros., Wyckoff & Co., C. J. Buck, E. E. Palmer.
- Ionia—H. Silver, Wm. Wing, E. S. Welch.
- Jackson—Hall & Rowan.
- Jenisonville—L. & L. Jenison (mill only).
- Kalamo—L. R. Cessna.
- Kent City—M. L. Whitney.
- Kewadin—A. Anderson.
- Kingsley—J. E. Winchcomb.
- Lacey—Wm. Thompson.
- Laingsburg—D. Lebar.
- Lake City—Sam. B. Ardis.
- Lake Odessa—Christian Haller & Co., E. F. Colwell & Son, Fred Miller.
- Lakeview—H. C. Thompson, Andrew All & Bro.
- Langston—F. D. Briggs.
- Lansing—R. A. Bailey, Etta (Mrs. Israel) Glicman.
- Lapeer—C. Tuttle & Son, W. H. Jennings.
- Lowell—Patrick Kelly.
- McBain—Sam. B. Ardis.
- McBride's—J. McCrae.
- Mancelona—J. L. Farnham.
- 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.
- Monroe Center—Geo. H. Wightman.
- Morley—Henry Strope.
- Mt. Morris—H. E. Lamb, J. Vermett & Son, F. H. Cowles.
- Mt. Pleasant—Thos. McNamara.
- Nashville—H. M. Lee.
- North Dorr—John Homrich.
- Nottawa—Dudley Cutler.
- Ogden—A. J. Pence.
- Olivet—F. H. Gage.
- Onondaga—John Sillik.
- Orange—Trew & Son.
- Orono—C. A. Warren.
- Pottersville—F. D. Lamb & Co.
- Remus—C. V. Hane.
- Richmond—Knight & Cudworth, A. W. Reed.
- Riverdale—J. B. Adams.
- Rockford—B. A. Fish.
- Sand Lake—Frank E. Shattuck, Bramer & Blanchard.
- Sebewa—P. F. Knapp, John Bradley.
- Shelbyville—Samuel Wolcott.
- Shepherd—H. O. Bigelow.
- Sheridan—M. Gray.
- Shultz—Fred Otis.
- Spencer Creek—M. M. Elder.
- Spring Lake—Geo. Schwab, A. Bitz.
- Springport—Powers & Johnson, Wellington & Hammond, Elmer Peters.
- Stanton—Sterling & Co.
- Stanwood—F. M. Carpenter.
- Traverse City—John Wilhelm, S. C. Darrow, D. D. Paine.
- Vassar—McHose & Gage.
- Wayland—Pickett Bros.
- Wheeler—Louise (Mrs. A.) Johnson, H. C. Breckenridge.
- White Cloud—J. C. Townsend, N. W. Wiley.
- Whitehall—Geo. Nelson, John Haverkate.
- Williamsburg—Mrs. Dr. White.
- Williamston—Thos. Horton.
- Woodland—Carpenter & Son.
- Yankee Springs—T. Thurston.

TIME TABLES.

Grand Rapids & Indiana.
In effect May 18, 1890.

TRAINS GOING NORTH.		Arrive.	Leave.
Traverse City & Mackinaw	.....	7:10 a m	7:10 a m
Traverse City Express	.....	9:20 a m	11:30 a m
Traverse City & Mackinaw	.....	2:15 p m	4:10 p m
From Cincinnati	.....	8:50 p m	
Cadillac (Mixed)	.....	6:30 p m	
Through coaches for Saginaw	on 7:10 a m and 4:10 p m train.		
GOING SOUTH.			
Cincinnati Express	.....	7:15 a m	
Fort Wayne Express	.....	11:45 a m	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—7:10 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	.....	8:45 p m	
Leaving time at Bridge street depot 7 minutes later. Through tickets and full information can be had by calling upon A. Almutz, ticket agent at depot, or Geo. W. Munson, Union Ticket Agent, 67 Monroe St., Grand Rapids, Mich.			
C. L. Lockwood, Gen'l Pass. Agent.			

Detroit, Grand Haven & Milwaukee.

GOING WEST.		Arrives.	Leaves.
†Morning Express	.....	12:50 p m	1:00 p m
†Through Mail	.....	4:10 p m	4:30 p m
†Grand Rapids Express	.....	10:25 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	6:50 a m
†Through Mail	.....	10:10 a m	10:20 a m
†Evening Express	.....	8:35 p m	8:45 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 8:45 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. Ry. offices, 23 Monroe St., and at the depot, Jas. Campbell, City Passenger Agent.			
Jno. W. Loud, Traffic Manager, Detroit.			

Toledo, Ann Arbor & Northern.

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

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

MICHIGAN CENTRAL
"The Niagara Falls Route."

DEPART.		ARRIVE	
Detroit Express	.....	7:20 a m	10:00 p m
Mixed	.....	6:20 a m	9:00 p m
Day Express	.....	11:55 a m	10:00 a m
*Atlantic & Pacific Express	.....	11:05 p m	6:00 a m
New York Express	.....	5:40 p m	1:25 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.			
Fred M. Briggs, Gen'l Agent, 85 Monroe St.			
G. S. Hawkins, Ticket Agent, Union Depot.			
Geo. W. Munson, Union Ticket Office, 67 Monroe St.			
O. W. Roggles, G. P. & T. Agent, Chicago.			

DO YOU NEED AN

Engraving of Your Store

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

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.

C. R. FLETCHER & CO.
ELECTROTYPERS
Stereotypers
Photo & Zinc Engraving
Also Leads Slugs, Brass Rule
WOOD & METAL FURNITURE
Maple, Birch, Grand Rapids Mich.

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

EXCLUSIVE AGENTS FOR THE KEYSTONE BINDERS' TWINE.

Houseman Block,

Grand Rapids, Mich.

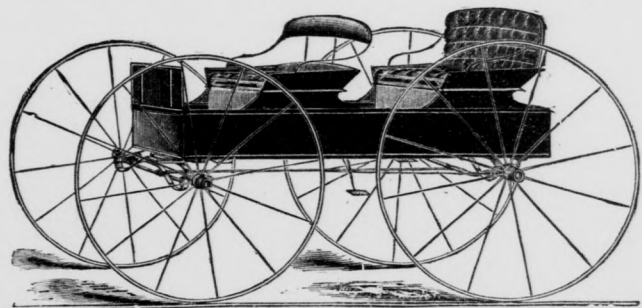
A. HIMES,

Wholesale and Retail Dealer in

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

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

Duplex Pleasure Wagon
OR Business



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

THE BELKNAP WAGON & SLEIGH CO., Grand Rapids.

Ionia Pants & Overall Co.

E. D. Voorhees, Manager.

MANUFACTURERS OF

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

Warranted Not to Rip.

Fit Guaranteed.

Workmanship Perfect.

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

IONIA, MICH.

WM. SEARS & CO.,

Cracker Manufacturers,

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

1865.
WHOLESALE
FRUIT
NUTS, ETC.
1890.

Putnam Bandy Co.

HEADQUARTERS FOR

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

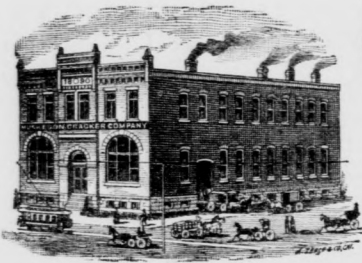
C. H. HACKLEY, Prest.
C. S. MONTAGUE, Vice Prest.

HARRY FOX, Supt.
R. P. ANDERSON, Ass't Sec'y and Treas.

H. J. DELANO, Sec'y.
G. R. SELKIRK, Treas.

Muskegon Cracker Co.,

MANUFACTURERS OF



CRACKERS, BISCUITS AND Sweet Goods.

FINEST AND FRESHEST GOODS IN THE MARKET.

Largest Variety in the State.

SPECIAL ATTENTION PAID TO MAIL ORDERS.

457, 459, 461, 463 W. Western Avenue, - - - MUSKEGON, 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.

Out Collecting.

Collector—Mr. Hardup in?
Mrs. Hardup—No; he's out collecting.
C.—That's what you told me the last time I was here.
Mrs. H.—Yes.
C.—And the time before that?
Mrs. H.—Yes.
C. (sarcastically)—He don't seem to have much success.
Mrs. H. (as she slams the door in his face)—Seems to have as much success as you have.

"Bring your feet with you and have them fitted to a pair of our common sense shoes," is the way a Pittsburgh dealer advertises. It is a good phrase and one which attracts attention. The man who succeeds in advertising in such a way that people read his advertisement is the one who draws trade to his store as sure as a magnet draws a needle to itself. Study up quaint, pithy or witty phrases to head your advertisements and be not too modest in the space they occupy.



(Formerly Shriver, Weatherly & Co.)

CONTRACTORS FOR

Galvanized Iron Cornice,

Plumbing & Heating Work.

Dealers in

Pumps, Pipes, Etc., Mantels and Grates.

Weatherly & Pulte,

GRAND RAPIDS, - - - MICH.

Wall Paper and Window Shades.

House and Store Shades Made to Order.

NELSON BROS. & CO.,

68 MONROE STREET.

HAMILTON'S

ART GALLERY,

GRAND RAPIDS,

Makes a Specialty of Life Size Portraits in Crayon, Pastel and Water Colors, at the Lowest Possible Prices. Correspondence solicited.