

Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, JULY 2, 1890.

NO. 354.

Have an Electric Bell

In your residence. Complete outfit \$2.50. Full instructions. Can be put up by any one in one hour. Address

PENINSULAR CO.,
Grand Rapids.

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. VEREX, President.

SEEDS!

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

WOOL.

C. Ainsworth,

76 So. Division St., Grand Rapids.

S. G. KETCHAM,

DEALER IN

Lime, Hair, Cement

BRICK, SEWER PIPE, TILE, ETC.,

14 West Bridge St.,

GRAND RAPIDS, MICH

Something New

Bill Snort

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

Charlevoix Cigar M'fg Co.,

CHARLEVOIX, MICH.

For Sale!

Or will exchange for city property, saw-
mill and about 600 acres of hardwood
timber land, situated near Kalkaska.
Geo. Metz, 480 Cherry St., Grand Rapids,
Mich.

ALLEN DUFFEE. A. D. LEAVENWORTH.

Allen Duffee & Co.,

FUNERAL DIRECTORS,

103 Ottawa St., Grand Rapids.

S. A. Morman,

WHOLESALE

PETOSKEY, MARBLEHEAD

AND OHIO

CEMENTS,

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

Write for prices.

69 CANAL 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.

Semi-Annual Clearance Sale

Fine Millinery.

WHOLESALE AND RETAIL.

A Fine Opportunity to Buy Trimmed
Hats and Bonnets Cheap.

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.

METHOD IN ADVERTISING.

Sensible Suggestions from an Expert Advertiser.

There are two ways of securing trade. One is to let the customer find you; the other, find the customer. The first is very antiquated; so old that the ancients themselves would abandon it were they to live their lives over again. It is a relic of the times when the store keeper made his yearly or semi-annual trips to the mercantile centers, and the wholesaler stood at his store door and hallooed the customer in to look at his goods, and then sold him a six months' supply upon the strength of filling his stomach with solids and his head with the exhilaration of fluids. The second method is to let the customer remain at home, and, seeking him there, sell him goods upon their merits of quality—and price. Which method is the more effective is easily demonstrated by the fact that the latter plan has almost entirely supplanted the former. And the latter can be divided into two methods: that of personal solicitation, and that of appeal by written or printed communications. The foregoing applies specially to the wholesale trade, but it has become, in part, the almost invariable practice in securing trade by the retail dealer. That it has become so universal is conclusive proof of its merit.

The elements of cost and result in the accomplishment of a certain object are the prime considerations. Can I, says the retailer, obtain the more profit by personal, or circular or newspaper application to the person I hope to make a customer? Personal solicitation, carried out indiscriminately, means the approaching of the proposed customer at the time most convenient to the seller, and not at the moment when the wants or the convenience of the customer make him most susceptible. If one could know just the time that a possible customer wants a certain article, one could, by offering that article, generally effect a sale. But the retailer seldom knows the precise time that a person wants a hat, a barrel of flour or a pair of shoes. A circular, sent in lieu of a personal solicitation, is more than likely to greet a man at an inopportune moment. And both personal solicitation and circulars have the irredeemable defect of being volunteered at a time when the individual may not be in the mood to receive the desired impressions.

No one takes up a regular publication without the expectation of finding something of interest. The simple act of turning the pages is as positive an example of expectation as is the opening of a closet if one is in search of a coat. Hence, an announcement in a regular publication has an advantage over any other form of business solicitation—that of meeting the sought-for eye at a time that it is in a mood for such greeting. Therefore, it is well for the intending advertiser to sift the effect of his efforts to the ultimate end, so far as possible, before assuming the burden of the expense of an unprofitable advertising venture. The fact that our ancestors of the time of the Revolution could stand at their store doors and be heard all over town, or that our grandfathers found circulars very efficient at a time when newspapers were scarce and of small circulation, does not count for anything now. Methods have changed.

It is a prime necessity that an advertisement, to be efficient, must be honest. Why? Because "Honesty is the best policy." Why is it the best policy? Because dishonesty, in the long run, cannot succeed. The business man is in for the "long run."

"This cloak \$5, worth \$12." "This beautiful cashmere 95 cents, worth \$1.50," may be effective in exciting curi-

osity, but seldom in making a sale. The ordinary profits of trade do not permit of any such reduction. Either the former purchasers have been paying an excessive profit to the dealer—which competition would not permit—or there is deception. In very rare cases the retailer can offer such a marked reduction for the purpose of closing out an almost unsalable article. But if a dealer is constantly offering such "bargains," one of two things is certain: he is either verging upon bankruptcy, or deceiving the public. I know of an instance where a retail shoe dealer advertised a bargain sale and worked off some \$400 worth of goods at a profit of only \$2.92. But as his former price for that \$400 worth of goods was in the neighborhood of only \$500, he could not have imitated the "This cloak \$5, worth \$12" style of advertising without netting a loss of \$150 on his \$400 of sales. He did a very sensible thing in disposing of shop-worn goods at cost, but he did it in a perfectly honest manner.

There is another style of advertising, ingenious in construction, but equally reprehensible as to morals and of doubtful profit to the advertiser. It consists in so arranging the wording of an advertisement that the incautious reader is deceived—a sort of acted lie.

Any man of business experience can answer the question whether such an advertiser reaps a benefit from his advertising. That he attains notoriety does not help him. The publicity he secures by his "smartness" is the kind that roguers the world over are granted because of their infraction of social or property rights. The deceived enquirer at his store always tells of the trick to the disadvantage of the dealer, and takes particular pains to expose the man, for the reason that everybody likes the credit of having penetrated deception. Such an advertiser's money is wasted, and reputable papers are not encouraging him.

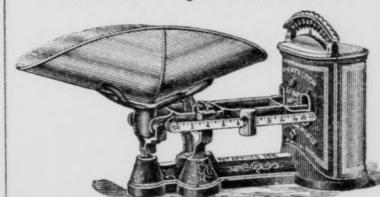
As before stated, the reader of advertisements is ever on the watch for a chance to make or save a dollar, hence it is desirable to always keep in mind the matter of prices when preparing an advertisement, if the goods to be advertised are common necessities and sold by competing dealers.

A customer enters a store and asks to see shoes, for instance. Generally the salesman will "size up" the customer and offer a shoe, the price of which will meet the customer's expectation. If he makes a mistake the inquiry is commonly as to what price of shoe the customer desires, unless the customer, by suggestion, indicates the kind of shoe wanted, by naming the make, leather, style or some other distinguishing feature. But almost invariably the desire suggested for a better shoe, or a cheaper shoe, is what controls the salesman's future action. And such analysis of the customer's way of reasoning should be kept in mind in advertising.

"Brevity is the soul of wit," and it is equally an important point in successful advertising. We all feel sorry for the man who tells a story in so labored and

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.

protracted a way that the point of his narrative is lost; we all feel aggrieved at the long-winded account of a very simple affair. People will read a hundred short articles or paragraphs, touching upon as many subjects, in a single publication, where they will not more than glance at a dozen lengthy statements. This fact is readily shown by the journalistic tendency to "boil things down." There is not one manuscript of a "news" nature in a dozen that reaches the daily newspaper editor from outside sources that does not have to be "boiled down," to save the time of the paper's readers, thereby better meeting their wishes, and to save space.

Write your advertisements without any thought of saving words—just as you would write a letter. Then go over it and mark out superfluous words and cut out statements which you then see will not interest the reader. Then mentally place yourself in the position of a customer, as though your interests were outside of the counter rather than behind it, and consider how the advertisement would appear to you. Look carefully to see whether you have not written in too technical a vein, as a result of knowing all about goods of which your customer has but a superficial knowledge. Analyze the matter thoroughly and see if you have really written for the reader anything more than that you deal in shoes. Have you offered him an attraction in price or novelty? If you have not, you had better try again; you have simply copied your competitor. If the advertisement seems satisfactory, it is a good plan to lay it aside for a day or two, for when you again take it up the wording may not seem as attractive. For you must not overlook the fact that you are to pay good money for that advertising, and that the expenditure of that money is entitled to as careful consideration as is the matter of clerk hire, rent, the accuracy of your freight bill, or any other detail of your business. The difference between efficient advertising and that which is not is the difference between giving money away, and making a profit (on the amount spent for the advertisement) which even the pawnbroker does not get. Careless advertising is costly at any price.

ALLSTON C. LADD.

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.
Allegan—Chas. Spear
Allendale—Henry Dolman.
Almira—J. J. Gray.
Almont—Colerick & Martin.
Altona—Ed Lyons.
Armada—C. J. Cudworth.
Assyria—J. W. Abbey.
Aurelius—John D. Swart.
Bainfield—Andrew Brezee.
Bay City—Frank Rosman & Co.
Belding—Lightstone Bros.
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, F. H. Goodby.
Clam River—Andrew Anderson.
Clio—John W. Hurd.
Coldwater—J. D. Benjamin.
Conklin—Wilson McWilliams.
Cook's Corners—W. H. Hanks.
Coral—J. S. Newell & Co.
Deerfield—Henry W. Burghardt.
Dorr—Frank Sommer.
Dowling—Rice & Webster.
Eaton Rapids—H. Kositzek & Bro.
Evart—Mark A. S. E. F. Shaw, John C. Devitt.
Fenwick—Thompson Bros., S. H. Rinker.
Flint—John B. Wilson, Geo. Stuart & son, Barney
Granite and Marble Works.
Flushing—Sweet Bros. & Clark.
Forester—E. Smith.
Freeport—C. V. Riegler.
Gladwin—John Graham, J. D. Sanford, Jas.
Croskey.
Gowan—Rasmus Neilson.
Grand Haven—N. J. Brandy & Co.
Grand Junction—Adam Crouse.
Grand Ledge—Frank O. Lord, Geo. Corvill.
Grand Rapids—Joseph Berles, A. Wilzinski,
Brown & Seiler, Houseman, Donnelly & Jones,
Ed Struensee, Wasson & Lamb, Chas. Pettersch,
Morse & Co., Famous Shoe Store, Harvey & Hey-
stek, 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.
Inlay City—Cohn Bros., Wyckoff & Co., C. J.
Buck, E. E. Palmer.
Ionia—H. Silver.
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) Glic-
man.

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.
Maple City—A. & O. Brow.
Marshall—W. E. Bosley, S. V. R. Lepper & Son.
Mason—Marcus Gregory.
Mecosta—J. Netzorg.
Milan—C. G. (Mrs. H. S.) Knight, Chas. Gaunt-
lett, James Gauntlett, Jr.

Millington—Chas. H. Valentine.
Minden City—I. Springer & Co.
Monroe Center—Geo. H. Wightman.
Morley—Henry Strobe.
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—Tew & Son.
Orono—C. A. Warren.
Oviatt—H. C. Pettingill.

Pottersville—F. D. Lamb & Co.
Remus—C. V. Haas.
Richmond—Knight & Cudworth, A. W. Reed.

Riverdale—J. B. Adams.
Rockford—B. A. Fish.
Sand Lake—Frank E. Shattuck, Braman &
Blanchard.

Sebewa—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—Power & Johnson, Wellington &
Hammond, Elmer Peters.

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.
Woodbury—Chas. Lapo, H. Van Houten.
Woodland—Carpenter & Son.

Yankee Springs—T. Thurston.

Repentance Column.

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

Belding—L. S. Roell.
Bellairs—Schoolcraft & Nash.
Big Rapids—Verity & Co.
Blanchard—L. D. Wait.
Bridgeton—Geo. H. Rainouard.
Casnovia—John E. Parcell.
Cedar Springs—L. A. Gardiner.
Chapin—J. I. Vanderhoof.
Charlotte—C. P. Lock.
Chester—B. C. Smith.
Chippewa Lake—G. A. Goodsell & Co.
Clio—Nixon & Hubbell.
Cloverdale—Geo. Mosher.
Coopersville—W. D. Reynolds & Co.
Dimondale—Elias Underhill.
Dushville—G. O. Adams.
Eaton Rapids—E. F. Knapp, G. W. Webster.
Fork Center—D. Palmer & Co.
Fremont—J. B. Ketchum, W. Harmon, Boone
& Pearson.

Grand Ledge—A. J. Halsted & Son.
Grand Rapids—F. W. Wurzburg, Van Driele &
Kotvis, John Cordes, Huntley Russell.

Harvard—Ward Bros.
Hershey—John Finkbeiner.
Hesperia—B. Cohen.

Howard City—Henry Henkel.
Ionia—E. S. Welch, Wm. Wing.
Kent City—R. McKinnon.

Lake Odessa—McCartney Bros., Fred. Miller.
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—W. A. Soules, 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.
Sebewa—P. F. Knapp.
Sparta—Woodin & Van Wickle, Dole & Haynes.

Springport—Cortright & Griffin.
Stanton—Fairbanks & Co., Sterling & Co.
Sumner—J. B. Tucker.

Williamston—Michael Bowerman.

Great, Genuine Special Sale

Of Trunks and Traveling Bags, Satchels, Etc. Prices reduced 25 to 40 per cent. We are manufacturers and can and will save you money and at the same time furnish a better article, both as to durability, workmanship and finish.

Now Is the Time to Buy,

As this sale will continue for a short time only. Trunks and Sample Cases made to order. Repairing neatly done. Give us a call and convince yourself that we are selling the best and cheapest trunks and bags in the city.

HANISH & EIFERT,

Telephone 13.

74 Waterloo St., GRAND RAPIDS, MICH.

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.

Wall Paper and Window Shades.

House and Store Shades Made to Order.

NELSON BROS. & CO.,

68 MONROE STREET.

WHO URGES YOU TO KEEP SAPOLIO? THE PUBLIC!

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

ANY JOBBER WILL BE GLAD TO FILL YOUR ORDERS.



The Best Fitting & Wear-
ing Socking Rubber.

GEO. H. REEDER,
State Agent

Lycoming Rubbers
and Jobber of

Medium Price Shoes.

Grand Rapids, Mich.

ICE CREAM.

Some of the Secrets of the Confectioners' Business.

From the Washington Star.

"People think that we charge a great deal for putting ice cream in moulds," said a confectioner the other day, "but that is because they don't realize what a skilled and difficult labor it is. It does seem a high price to pay \$2.50 for three pints of water ice—itsself worth only 75 cents—in a shape. However, you will readily see that it is not excessive when I describe the elaborateness of the process. Suppose you order your three pints of cream in the shape of a hen, which is a comparatively simple one. I say you can imagine that it is merely necessary to squeeze the material into the mould with a spoon and then empty it out of the form, all ready to go on the table. As a matter of fact, the filling of the mould requires great care and skill.

"The operator has to take the material bit by bit and force it with his fingers into every crevice of the interior of the pewter, which is usually in two or three pieces. In the case of the hen, the bird opens into two halves from bill to tail, at the back, and the workman, seated before a row of tubs containing different kinds of cream, first fills in the wings with chocolate; then he stuffs the places for the bill and crest with orange water ice, and loads the breast with speckled bisque to give the proper effect. The tail is filled with pistache and the body suitably made up otherwise, the mould being finally closed and the halves fastened together again. But that is only the beginning. Next, the mould thus stuffed must be put in a freezer, with ice and salt around it for awhile, and when it has got thoroughly hard, the cream hen is taken out of the mould and put in a cold air box to freeze some more. When it comes out of that it is like a rock, and the last thing is to touch up the feathers with water colors, outline the eyes, and give a smooth finish to the general effect. Then you have your hen natural as life, with a yellow beak and crest, brown wings, speckled body, and green tail. May be you seat her in a nest of spun sugar to heighten the effect. This is what you call art. The ice cream, too, tastes better when so prettily served. Of course, each kind of mould is filled on a different artistic plan. A swan, for instance, would be all of white vanilla with a yellow water ice bill."

"Where do the moulds that you use come from?" the confectioner was asked. "From Paris," he replied. "They are very expensive. Twenty-five dollars apiece they cost, if not very elaborate. Pewter is the material always used, and I think they are made on wooden models. You can see for yourself how carefully they are made—each feather distinctly carved so that it shows naturally in the cream bird. Beasts of different kinds and other things are equally artistic in other ways."

"You were speaking of spun sugar. How is it that you make it?"

"That is a confectioner's secret, and I oughtn't to give it away. However, I will tell you. No end of people exercise their wits to the point of despair in trying to make spun sugar. They know how to boil the sugar to just the right point, so that it will spin beautiful threads, like silk; but when they have spun a few such threads, laboriously—not enough to fill a spool, perhaps—the mixture gets hardened and 'sugary,' and won't spin any more from the forks or whatever unsuitable instruments are employed. Now, I will inform you very simply how to make as good spun sugar as a confectioner can, in any quantity you may desire. Take two parts of granulated sugar to one part of cold water and stir them together in a saucepan—the larger the quantity, the easier the operation.

Let the mixture boil hard, without stirring, until a little of it dropped into cold water becomes at once as brittle as glass. Then remove the saucepan to a table and you are ready for business. Previously you must have provided yourself with a baker's egg beater, the wire end of which you have cut off with wire nippers, so as to leave a handle with per-

haps fifty long wire points projecting from the end. This is the tool with which spun sugar is made. You dip it into the saucepan and draw it out, a thread of candied sugar hanging from each point, and thereupon you wave the tool in every direction, to the right and left, over your head and all around as far as you can reach, above the greased pans with which you have completely covered as large an area on table and floor as possible.

When I make spun sugar, I place in the middle of a large room a large quantity of the boiling sugar and cover the entire floor, save the small space necessary for standing room, with huge bakers' pans. Then my assistant and myself dip our wire brushes into the hot candy and throw the spun threads all over the place, up to the ceiling and this way and that, redipping the brushes as often as is necessary, until the room looks like a silk factory. Finally, when we have spun all we want, it is gathered up and made into any shape desired. By the way, it may interest you to know that if you will dig white grapes, mandarin oranges, figs, nuts and such things into the same mixture that is prepared for spun sugar, you can make in this way as good fruit glaces as can be bought at any confectioner's. When the sugar has been boiled to a 'crack,' pour it into previously warmed cups, drop in your fruits, fish them out as quickly as possible with forks, place them on greased pans, and set them out in the cold for a few moments. Twenty minutes later you will have the most delicious candies procurable. Would you like to know how to make ice cream for yourself as well as any confectioner can make it?"

"Very much, indeed."

"Nothing could possibly be simpler."

"In the first place, use pure cream, unmixed with milk or water—so long as the cream is not unusually thick—and fresh fruits. If you want to make strawberry ice cream, take a full quart of strawberries and a quart of cream. Mash the strawberries, put some sugar on them, and let them stand an hour or two. Then mix them with the cream and sweeten to the taste. Put the mixture into a freezer, turn the crank, and when it is frozen it will be as good ice cream as any one can produce. For orange water ice, take the juice of a dozen oranges and three lemons and put with it as much water as there is juice, with sugar to suit the taste; then freeze it. The reason why home-made ice cream is nearly always a failure is that housewives will put milk or even arrow root into it."

"Is not a good deal of ice cream wasted by getting stale on your hands?"

"Not so much as a half-pint. It will keep indefinitely in the porcelain-lined vessels we use. Tin is not good for the purpose, because it corrodes. How do we dispose of cakes that get stale on our hands? Throw them into the garbage barrel; nobody is poor enough hereabouts to want stale cake. The doughnuts and one or two other things sometimes are given to the garbage man personally. We don't lose so much in that way as you might suppose. Our loss is chiefly on charlotte ruses, cream cakes and eclairs, all of which sour in a day. The demand for these goods is very capricious, and we can never tell how many will be called for within a given twenty-four hours. May be twenty or thirty charlottes, for instance, will be left on the counter of an evening to be thrown away next morning. Mixed cakes, such as pound cakes, keep much better, though all cakes are best not later than the day after they are made. Macaroons will last fresh enough for a week. Pies are never left on our hands, because the demand for them is a very steady one. We might keep cakes for a long time in cold, air-tight boxes, but it is a trade necessity to have them always exposed on the counter or in a glass case that is constantly opened."

Some Difference.

Angry Customer—The eggs you sold me are stale. Your placard says "a lot of fresh eggs."

Grocer—No, it doesn't. It reads "a fresh lot of eggs." They came in yesterday.

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.,

For warm weather we would call attention



of the trade to our line of walking shoes at popular prices. We carry a line of russet and black, in turn

and M. S., tips and plain, opera and common sense toes, and invite inspection.

We also solicit your fall order for Boston and Bay State rubber goods, and guarantee prices and terms as low as any house selling the same brand.

12, 14 AND 16 PEARL ST.,

GRAND RAPIDS, MICH.

FIREWORKS!

I have the agency for several of the best manufacturers of fireworks in the country and am prepared to quote lower prices than any other dealer in my line.

WM. R. KEELER,

Wholesale Confectioner,

AND JOBBER IN FOREIGN AND DOMESTIC FRUITS.

412 SOUTH DIVISION ST. TELEPHONE 92-3R.

Send for Price List.



We Manufacture
Everything in the line of

Candy

Correspondence solicited and prices quoted with pleasure.
Write us.

MOSELEY BROS.,

—WHOLESALE—

Fruits, Seeds, Oysters and Produce

All kinds of Field Seeds a Specialty.

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

26, 28, 30 and 32 Ottawa St.,

GRAND RAPIDS

BANANAS!

We are receiving from two to four

carloads of bananas

a week, which is

more fruit than can be handled by any other house at this market. Remember

We Are Headquarters.

GRAND RAPIDS FRUIT AND PRODUCE CO.

AMONG THE TRADE.

AROUND THE STATE.

McBrides—Robbins Bros. have purchased the market of C. B. Donager.

Sherman City—Geo. Davis and Wm. Powers have opened a meat market.

Wacousta—M. J. Streeter succeeds Treglown & Streeter in general trade.

Lansing—L. J. Schoettle is succeeded in the grocery business by E. S. Bates.

Bay City—Parrish & Scott have sold their stock of groceries to Hugh McKae.

Sullivan—S. J. Martin has removed his grocery and boot and shoe stock to Farwell.

Kalkaska—Morrell & Crawford succeed Morrell & Campbell in the grocery business.

Bloomington—D. Joy has purchased an interest in E. J. Merrifield's meat market.

Owosso—Elwell & Nelan, blacksmiths, have dissolved. Frank Nelan continues the business.

Grove—Geo. F. Cook is erecting a new store building for the reception of his general stock.

Rockford—Hanes & Haskell succeed Hanes & Cunningham in the blacksmithing business.

Berrien Springs—Ed. J. Davis has closed out his grocery stock and will devote his entire attention to the local post-office.

Bronson—C. B. Whittaker and G. B. Corey have consolidated their grocery stocks and now occupy the Whittaker store.

Hudsonville—Starkin Bros., who contemplated engaging in general trade here, have concluded not to embark in business at present.

Schoolcraft—A. L. Campbell has purchased the interest of Mr. Gilmore in the grocery firm of Gilmore & Campbell. The new firm will be known as Campbell Bros.

Newaygo—S. M. Frost has purchased the interest of C. L. Bennett in the grocery firm of C. L. Bennett & Co. The new firm will be known as S. M. Frost & Co.

Sturgis—M. A. Crandall has sold a half interest in his grocery stock to Mr. Pope—formerly of the firm of Pope & Phelps, at LaGrange—and the two will continue the business under the style of Crandall & Pope.

Detroit—John Monaghan, the Alpena grocer, felt ill when he arrived in Detroit last Friday, his trouble being heart disease. He walked to St. Mary's Hospital and after arranging there for treatment he went back to the boat on which he came, got his trunk, and, returning to the Hospital, died in twenty minutes.

MANUFACTURING MATTERS.

Allegan—Guard & Fairfield succeed S. A. Guard in the milling business.

Turtle Lake—F. A. Clary succeeds Clary & Eaton in general trade and the shingle mill business.

Ludington—W. W. & C. W. Hatch are succeeded in the milling business by the Ludington Milling Co., incorporated.

INDIANA ITEMS.

Elkhart—Simeon Truax succeeds Maston & Truax in the grocery business.

Shipshewanna—Ocker, Mowers & Co. have removed their general stock to Middlebury.

Garrett—Geo. Arnold's cigar and tobacco store has been closed under chattel mortgage.

The Condition of Trade.

From the New York Shipping List.

The new features that have excited more or less interest in commercial and financial circles during the past three days have been the favorable crop conditions prevailing in all sections of the country, the refusal of the House to concur in the free coinage proposal of the Senate, the decision of the Court of Appeals as to the legality of the Sugar Trust as a combination of corporations, a serious blockade of freight on the Illinois Central Railroad on account of a strike among its employees, and an advance in the price of anthracite coal after July 1st. The hot forcing weather that has prevailed in the wheat belt together with the large visible supply, about thirty million bushels in excess of last year, and excellent reports as to crop conditions in other wheat growing countries have caused lower prices in this market, and the same reasons account for the easier tendency of corn, while the fluctuations in cotton have been due chiefly to speculative influences. The action of the House in refusing to agree to free coinage virtually eliminates that dangerous and objectionable feature of silver legislation and encourages the belief that conservative counsel will prevail in formulating a conference measure, one that will not endanger the financial prosperity of the country, but at the same time will confer signal benefit upon our silver mining industry. There appears to be great difference of opinion as to the actual result of the decision in the Sugar Trust litigation, but all agree that it is decisive as to the unlawful character of the combination principle by which the several corporations forming the Trust are held together, and hence the combination will assume some other form of existence. The decision has not materially disturbed the value of sugar certificates, as they are controlled almost entirely by speculative influences. The strike upon the Illinois Central has caused a serious blockade of freight near Chicago and disturbed business in that locality. The bone of contention is the discharge of a superintendent. The selling agents of the anthracite coal companies have decided to advance prices 10 @ 15 cents per ton on July 1 and authorized a production of 3,250,000 tons during that month. So far as the coal market is concerned, the demand has been only moderate and the situation scarcely warrants this further marking up of prices, unless it be that the advance is expected to stimulate the movements of buyers. With respect to the general trade movement, there has been no important change since the early part of the week. Dry goods have been quiet, the demand for iron has become less active and furnacemen are showing rather more anxiety to make sales. Refined sugar has ruled dull with an easier tendency and coffee is unsettled, with prices tending downward on account of the easier feeling reflected from Rio. Speculation in railroad securities and produce has been of moderate proportions and the money market has ruled firmer on account of the semi-annual payments that fall due next week, and the firmer tendency of money abroad has resulted in an advance of the Bank of England rate of discount.

Interceding for Pork.

Adam Clark, in returning thanks at the table of another, made use of the following significant and pertinent words: "Lord, bless these vegetables and this fruit and bread; and, if thou canst bless under the gospel what thou dardest curse under the law, bless this swine's flesh also."

VISITING BUYERS.

R R Perkins, Boyne City	A J White, Bass River
B J Robertson, Breedsville	L Cook, Bauer
Geo A Hawley & Co., Breedsville	Geo P Stark, Cascade
E E Coons, Fennville	Nagler & Beiler, Caledonia
N Bouma, Fisher	G M Hartwell, Canonsburg
Eli Runnels, Corning	F L Heath, Hastings
H Morley, Cedar Springs	J N Wait, Hudsonville
John Gunstra, Lamont	G Ten Hoor, Forest Grove
Downs & Sack, Kalkaska	Carrington & North, Trent
Delmore Hawkins, Hawkins	E S Botsford, Dorr
S G Isaman, East Jordan	W N Hutchinson, Grant
F F Knapp, Sebawa	L M Wolf, Hudsonville
B Voorhorst, Overisel	Den Herder & Tanis,
Dr W S Hart, Lake Odessa	N W Wiley, White Cloud
Sisson & Lilly Lumber Co., C C Darling, Sparta	Cole & Chapel, Ada
Harry & Co., Rodney	C A Barnes, Oshtemo
Hessler Bros., Rockford	Geo Lane, Coopersville
A Bilz, Spring Lake	R E Busk, Morley

NEW MARK FOR HAVANAS.

The Use of the Cuban Label Likely to Begin on Sept. 1.

From the New York Sun.

It was announced recently that after July 1 next all cigars imported from Havana would be guaranteed by a special stamp placed upon the boxes by the Cuban manufacturers. Such a stamp has been agreed on by the united Cuban manufacturers. It bears the seal of the Kingdom of Spain and the seal of the City of Havana, besides the signatures of the President, Vice-President and Secretary of the Cigar Manufacturers' Union of Havana. This label will be issued to none who are not members of the union, and attempts to use it improperly or to imitate it will be prosecuted vigorously with the sanction of the Spanish Government.

New York importers have been using all possible pressure to have the date on which the use of the stamp begins postponed. The trade believes that they will succeed. The importers are heartily in favor of the label, but they are not prepared for it now, on account of the McKinley bill. That measure proposes an increase in the duties on tobacco that amounts to about \$2 a thousand cigars, and importers all over the country, fearful that it will become a law, have been laying in a big stock of cigars. They have represented to the Havana Union that it would be unfair to discredit these advance importations, by putting side by side with them cigars of exactly the same grade in boxes carrying the stamp.

Word is expected before the end of the week that the Union has postponed the date, and there is reason to believe that the label will be first used on Sept. 1.

Trouble with the Safe.

"There are many amusing incidents connected with our business," said a safe manufacturer one day to a reporter of a Boston paper. "It is to be expected that in the ordinary course of events circumstances will arise when a safe will have to be opened by an expert. Locks, like any other piece of mechanism, are not infallible. The best of them are liable to fail at times through some slight defect in manufacturing, same as the mainspring of the most valuable watch may give out unexpectedly. Not long ago a firm wanted a man to fix their safe. It was open, but they could not shut the door far enough to throw the bolts. The man went to the place, and after a brief examination saw a penny resting on one of the bottom flanges. Taking this off, the door shut and locked all right. It is forgotten how much it cost the firm to have the man go to their place and pick up that little coin, but it was enough to prevent its being repeated, no doubt. A similar case happened recently. We were sent for at about the close of business hours to see what was the trouble with one of our safes. The bolts would not throw far enough to turn the lock. The result was the finding of a cloth button in the lower bolt hole. This removed, all was right.

"Some years ago we had delivered a new set of vault doors to a bank about 200 miles away. Just before they were ready to occupy their new quarters we had a telegram to send a man at once. The bolts of the outer door would not throw far enough to lock it. Our man went, and this is what he found: The bank officers had fitted in a board for the tread of the vestibule, but had omitted to bore holes in it to allow for the throw of the bolts. An auger and ten minutes' labor made everything all right, but made that piece of board a rather extravagant luxury. Epicurean like, we have reserved the best for the last. For fear this may reach the eyes of the hero of the incident, I will substitute for his correct address that of Calais, Me. It was not a thousand miles from there. The letter read to come at once and open a safe, as there were important documents wanted for immediate use. With his kit of tools, our man took the next train and arrived on the following evening. It proved to be an old-fashioned safe, with a large key lock. 'There,' said the man, 'is the safe. The lock has been working harder and harder for

weeks, until now I am locked out. I am in a hurry to have it opened. Never mind the damage, if you will only break into it in short order.' Our expert took the key and tried it, but it refused to work. He then took a small wire and picked out half a thimbleful of dirt and lint from the key, tried it again, and a better working lock was never seen. 'How much is your bill?' As this involved a trip to and from Calais of about 600 miles, and time and expense in proportion, he replied, '\$40.' Taking a roll of bills from his pocket, he said: 'That is satisfactory, on conditions. Does anyone in the place know your business here?' The reply was, 'No one.' 'All right, then; get out by the next train, and keep mum, for I would gladly pay \$100 rather than have any of my friends know that I was fool enough to go to Boston for a man to pick the dirt out of my key.'

Good Words Unsolicited.

N. B. Blain, dry goods, Lowell: "Got to have it."

Fire Works—Immense line.

PUTNAM CANDY CO.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

GROCERY STOCK—IN THE LIVELY VILLAGE OF Chelsea, a stock of groceries and fixtures, a paper takes all my time; \$800 required. Wm. Emmert, Chelsea, Mich. 57

FOR SALE—STOCK OF GROCERIES AND FIXTURES, splendid location; good reasons for selling. For particulars, address No. 58, care Tradesman. 58

BAKERY, RESTAURANT AND ICE CREAM PARLOR; \$4,500 business last year; price \$900; good reason for selling. W. M. Smith, Box 382, St. Johns, Mich. 56

FOR SALE—STOCK OF GROCERIES, BOOTS, SHOES, hats and caps, together with store fixtures, which will inventory about \$1,200; must be cash; store may be rented cheap. Herbert Brown, Prairieville, Barry county, Mich. 53

FOR SALE—STOCK OF HARDWARE FOR CASH; business established 20 years. Address Lock box 368, Charlotte, Mich. 54

SPLENDID OPPORTUNITY TO RENT STORE—RARE chance for opening a successful business in Saginaw, east side; handsome store, 25x11; building three stories; splendid location on center of principal business street in city. Max Havenrich, Saginaw, E. S. Mich. 55

FOR SALE—TWO WHEELS, UPRIGHT AND PRESS, used in manufacture of excelsior, for sale cheap. Donker & Zult, 216 Elizabeth St., Grand Rapids. 51

FOR SALE—AT A GREAT BARGAIN, A FIRST CLASS water power, fully developed, with ten acres of land; good house, barn and other out buildings. For particulars, address E. B. Martin, Reed City, Mich. 50

MEAT MARKET FOR SALE—DOING GOOD BUSINESS; to a practical man a good chance. W. H. Davis, Elk Rapids, Mich. 52

FOR SALE—GROCERY STOCK AND FIXTURES consisting of shelves, counters and complete set of grocery tools; will sell cheap. Also wanted to buy for spot cash a stock of dry goods, clothing, boots and shoes, men's furnishing goods, etc. H. P. Whipple, South Boardman, Mich. 49

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

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

HELP WANTED.

WANTED—CLERK IN GROCERY STORE; GOOD penman. Address Lock box 1123, Cadillac, Mich. 52

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

SITUATIONS WANTED.

WANTED—POSITION BY A YOUNG REGISTERED pharmacist of good habits. No. 59, care Michigan Tradesman. 59

MISCELLANEOUS.

TWO AGENTS WISHING AN ELEGANT SIDE LINE, which will more than pay their running expenses, we will on receipt of \$1.25 send the outfit. Gringhuis' Itemized Ledger Co., No. 28 Canal St., Rooms 15 and 16, Telephone 388, Grand Rapids, Mich. 45

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

BOLISH 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 RETAILERS will be sent free to any dealer who will write for them to the Suttill 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 Business, Location, Buying, Selling, Credit, Advertising, Account Keeping, Partnerships, etc. Of great interest to every one in trade. \$1.50.

THE TRADESMAN COMPANY,
Grand Rapids.

GRAND RAPIDS GOSSIP.

R. J. Side has removed his grocery stock from Kent City to this city, locating on Waterloo street.

W. L. Squier has removed his stock of groceries and confectionery from Plainwell to this city, locating at 319 Plainfield avenue.

C. B. Metzger has purchased the interest of C. N. Rapp in the Grand Rapids Fruit and Produce Co. and will continue the business under the same style.

R. Shaw has opened a cigar and confectionery store at Ludington. The Olney & Judson Grocer Co. furnished the cigars and tobaccos and the Putnam Candy Co. furnished the confectionery.

A. E. Brooks & Co. have leased the vacant store on Ottawa street, formerly occupied by M. H. Treusch & Bro., and will remove their confectionery business to the new location during the next two weeks.

Tucker, Hoops & Co. are naturally elated over the successful termination of the suit brought against them by Edson, Moore & Co., of Detroit. The jury rendered a verdict on "no cause of action" without leaving their seats.

Gripsack Brigade.

Frank Jewell started out Monday with a line of tea samples for I. M. Clark & Son.

Frank C. Adams, the shoe salesman, has returned from a three months' trip through Iowa.

H. F. Miner & Son, proprietors of the Miner House, at Lake Odessa, have put on a free 'bus for the boys.

The traveling men's base ball game will be played at Fountain street park at 10 o'clock, Saturday, July 5.

David G. Kenyon, formerly city salesman for H. S. Robinson & Co., at Detroit, is now covering the Detroit city trade for A. C. McGraw & Co.

Capt. Frank Conlon has gone to Chicago, where he will spend a week, starting next week for a five weeks' trip through the Upper Peninsula.

F. A. Green, formerly engaged in the grocery business at Marquette, was in town over Sunday. He is now on the road for a Chicago extract house.

Ed. Withee, formerly on the road for W. I. Brotherton & Co., of Bay City, has engaged to travel for the Telfer Spice Co., the engagement to begin July 1.

One man is fully satisfied that the life of a traveling man is not one continual round of pleasure. Wm. Judson started out last Monday to accompany Louis Immegart on his rounds, but succumbed to the weather at the end of the third day and hid himself back to the city.

THE TRADESMAN heartily approves of the formation of a permanent organization of the traveling men of the city, which was undertaken last Saturday evening. Such an organization is capable of accomplishing great good for the fraternity and will undoubtedly result in cementing in still closer relations a band of men who have always acted the part of brothers.

Purely Personal.

Heman G. Barlow is Bishop Barlow from this time on.

C. C. Moulton, the Muskegon produce dealer, was in town Saturday.

B. Voorhorst, general dealer at Overisel, was in town last Wednesday.

A. C. Adams, buyer for R. E. Busk, the Morley grocer, was in town Monday.

S. G. Isaman, the East Jordan general dealer, was in town a couple of days last week.

C. N. Rapp has engaged with the Grand Rapids Fruit and Produce Co. as salesman.

C. C. Darling, the Sparta grocer, was in town Monday, for the first time in over a year.

M. E. Downs, of the firm of Downs & Sack, meat dealers at Kalkaska, is in town for a few days.

Miss Maggie Esler, invoice clerk for Lemon & Peters, has gone to Canada for a fortnight's visit with friends.

R. R. Perkins, the Boyne City general dealer, was in town last Thursday, on his way home from Milwaukee.

Ed. Telfer is a blooming bachelor *pro tem.*, his wife and children having gone to New York State for the summer.

C. M. Woodard, formerly engaged in general trade at Kalamo, was in town several days last week. He may conclude to locate here.

Capt. H. N. Moore and L. T. McGrath went to Chicago Saturday, where they are spending several days in pursuit of business and pleasure.

Miss Lena Heinzman, for some time past stenographer for the Olney & Judson Grocer Co., has taken a similar position for the Bissell Carpet Sweeper Co.

S. M. Frost, formerly with the Ball-Barnhart-Putman Co., but more recently in the employ of E. J. Herrick, has engaged in the grocery business at Newaygo.

Delmore Hawkins, general dealer at Hawkins, was in town last week. He reports a better feeling among the farmers of his section, owing to the encouraging condition of the crops.

Frank A. Howig, formerly engaged in business at Mancelona, and at one time a contributor to THE TRADESMAN, was in town last week on his way from Big Rapids, where he had been spending a week with friends. He has closed out his business at Wayland, N. Y., and contemplates locating at Sioux City, Iowa.

Vermontville—Lincoln A. Lemmon has sold his grocery stock to T. G. Cain.

DISSOLUTION NOTICE.

The copartnership heretofore existing between C. N. Rapp and C. B. Metzger, under the firm name of the Grand Rapids Fruit and Produce Co., is this day dissolved by mutual consent. C. B. Metzger has assumed all liabilities of the firm, and to him should be paid all accounts their due.

C. N. RAPP,
C. B. METZGER.
Grand Rapids, June 27, 1890.

Embossed Cards.

Picture Advertising Cards.

Advertising Folders.

Having a lot of the above goods, consisting of several thousand of different designs, we offer the cards much less than our usual prices.

The Tradesman Company,
GRAND RAPIDS.



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

Correspondence solicited.
81 SOUTH DIVISION ST., GRAND RAPIDS.

HIRTH & KRAUSE,

HEADQUARTERS FOR

Russett Shoe Polish, Buttons, Laces,

Porpoise Shoe Laces in light, medium and heavy. Parisian Leather Reviver, Glycerine Leather Reviver, "Rubberine" a waterproof dressing. We carry 13 distinct shoe dressings and a complete line of Shoe Store Supplies. Send us your orders.

The New, Simple Way for Bookkeeping.

Have you Gringhuis' Itemized Ledger? If not, send at once for sample sheet and price list, for time is money, as the above book will more than pay for itself inside of two months. See what the bookkeeper of Keen Bros. & Stedman, hardware dealers at Elkhart, Ind., says of the ledger:

GENTS—I purchased one of your 240-page itemized ledgers over a month ago and I cannot speak too highly of it. We have found it very convenient in making settlements, and it is so simple that any of the clerks can understand it, as well as the person who keeps the books.

Yours resp.,
H. J. BOSTWICK.

We have hundreds of other testimonials from persons who highly recommend the ledger.

Office at 28 Canal street, Grand Rapids, Rooms 15 and 16. Telephone 388.



Bicycles,
Tricycles,
Velocipedes

AND

General Sporting Goods

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

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

E. G. Studley,

4 Monroe St.,

GRAND RAPIDS

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

[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.

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

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

Brown's Seed Store, S

GRAND RAPIDS, MICH.

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.

Dry Goods.

The P. of I. Plan.
We'll abolish competition,
With all its wasteful losses,
We'll smash the politician,
The heelers and the bosses;
No one shall be compelled to work
For more than half a minute,
And he who should attempt to shirk
Will find here's nothing in it;
Then, as the next step toward a state
Of absolute perfection,
Each couple shall be free to mate
By natural selection;
And there are no good reasons why
Along with death and taxes,
We should not stop the seasons, by
A change in the earth's axis.

How a "Ringer" Got Left.

One of our boys was over in the Mohawk Valley one day, and on that same day a couple of chaps came into a village on a tin peddler's wagon. They were driving a horse which could have fooled no one but a hayseed. Any one posted on the points of a trotter would have put him down as good for less than three minutes. This was in the olden days, when a horse showing a clip of 2:50 was looked upon as a marvel.

The peddlers found the usual crowd at the village tavern, and it didn't take them two hours to get up a match with the boss trotter of the neighborhood. It was best two in three for \$50, and the tin-wagon horse won both heats in 2:55. It was evidently a put-up job to skin the rusties, and, as they were headed our way, we determined to be ready for them. We sent a hundred miles after a trotter, scraped our dollars together, and the day the peddlers arrived we had our nag drawing manure with a cart. The peddlers arrived at about 11 o'clock, and after dinner, as we all sat on the veranda, one of them carelessly inquired:

"Got anything in hoss flesh to brag of here?"

"One purty fair hoss," replied the village cooper, who had a dreadfully innocent look on his fatherly face.

"Can he go?"

"Wall, he's cleaned 'em so fur."

"Our old hoss does a mile fairly well."

"Yes?"

"And, just for the fun of the thing, we sometimes trot him."

"Yes?"

"Can't we get up a go?"

"Wall, our hoss is no cheap animal. We'd want to make it a hundred, at least."

"We'd rather make it \$250."

In ten minutes we had the money up and the race agreed to. We had no track, but the highway was broad and smooth, and it was to be a mile straightaway. The peddlers brought in a sulky they had left just out of town, our horse was provided with another, and every man, woman and child in that town turned out. The race was square up and up, and our horse got the first heat by three good lengths. We saw that the peddlers were puzzled and anxious, but they had sand and each put up his watch for \$20 more. It was a fair, even start on the second heat, and the pace was even for a quarter of a mile. Then our horse began drawing away, and when he went under the string he was thirty feet ahead. The peddlers gave up the stakes, sat down by themselves and had a talk, and then the spokesman finally moved over to where the cooper stood and said:

"We see through it and we can't squeal.

As for your getting an old 'ringer' to match ours we haven't any fault to find, but what harrows up our souls and makes us long for rest beyond the grave is the idea that we were taken in and done for by such a benign old cuss as you seemed to be, but ain't! I'll tie both feet and one hand and fight you for the hoss and wagon!"

What Many Say.

"Going away?"

"Nay, nay."

"Why, pray?"

"Ice bill to pay!"

Grand Haven—J. J. Baker's safe was blown open by burglars last Wednesday night and \$25 in cash taken. The burglar or burglars piled sacks of flour in front of the safe, to break the force of the explosion.

Prices Current.

UNBLEACHED COTTONS.			
Atlantic A.....	7	Clifton C.C.C.....	6 1/2
" H.....	6 1/2	" Arrow Brand.....	5 1/2
" P.....	6	" World Wide.....	6 1/2
" D.....	6 1/2	" LL.....	5
" LL.....	5 1/2	" Full Yard Wide.....	6 1/2
Amory.....	7 1/2	" Honest Width.....	6 1/2
Archery Bunting.....	4 1/2	" Hartford A.....	5 1/2
Beaver Dam A.A.....	5 1/2	" Madras cheese cloth.....	6 1/2
Blackstone O. 32.....	5	" Noibe R.....	5 1/2
Black Rock.....	7	" Our Level Best.....	6 1/2
Boot, A.L.....	7 1/2	" Oxford R.....	6 1/2
Chapman cheese cl.....	3 1/2	" Pequot.....	7 1/2
Comet.....	7	" Solar.....	6 1/2
Dwight Star.....	7 1/2	" Top of the Heap.....	7 1/2
BLEACHED COTTONS.			
Amsburg.....	7	Glen Mills.....	7
Blackstone A.A.....	8	Gold Medal.....	7 1/2
Beats All.....	4 1/2	Green Ticket.....	8 1/2
Cleveland.....	7	Great Falls.....	6 1/2
Cabot.....	7 1/2	" Hope.....	7 1/2
Cabot, 1/2.....	6 1/2	" Just Out.....	4 1/2 @ 5
Dwight Anchor.....	9	" King Phillip.....	7 1/2
" shorts.....	8 1/2	" OP.....	7 1/2
Edwards.....	6	Lonsdale Cambric.....	10 1/2
Empire.....	7	Lonsdale.....	@ 8 1/2
Farwell.....	7 1/2	" Middlesex.....	@ 5
" Fruit of the Loom.....	8 1/2	" No Name.....	7 1/2
Fitchville.....	7 1/2	" Oak View.....	6
First Prize.....	6 1/2	" Our Own.....	5 1/2
" Fruit of the Loom 1/2.....	8	" Pride of the West.....	12
Fairmount.....	4 1/2	" Rosalind.....	7 1/2
Full Value.....	6 1/2	" Sunlight.....	4 1/2
Geo. Washington.....	8 1/2	" Vinyard.....	8 1/2
HALF BLEACHED COTTONS.			
Cabot.....	7 1/2	Dwight Anchor.....	8 1/2
Farwell.....	7 1/2		
UNBLEACHED CANTON FLANNEL.			
Tremont N.....	5 1/2	Middlesex No. 1.....	10
Hamilton N.....	6 1/2	" 2.....	11
" L.....	7	" 3.....	12
Middlesex AT.....	8	" 4.....	13
" X.....	9	" 5.....	14
" No. 25.....	9	" 6.....	15
BLEACHED CANTON FLANNEL.			
Hamilton N.....	7 1/2	Middlesex A A.....	11
Middlesex P T.....	8	" 2.....	12
" A T.....	9	" A O.....	13 1/2
" X A.....	9	" 4.....	14 1/2
" X F.....	10 1/2	" 5.....	15 1/2
DRESS GOODS.			
Hamilton.....	8	Nameless.....	20
" 9.....	9	" 25.....	25
" 10.....	10 1/2	" 27 1/2.....	27 1/2
G G Cashmere.....	21	" 30.....	30
Nameless.....	16	" 32 1/2.....	32 1/2
" 18.....	18	" 35.....	35
CORSET JEANS.			
Bliddeford.....	6	Naumkeag satteen.....	7 1/2
Brunswick.....	6 1/2	Rockport.....	6 1/2
PRINTS.			
Allen, staple.....	5 1/2	Merrim'ck shirtings.....	4 1/2
" fancy.....	5 1/2	" Repp furn.....	8 1/2
" robes.....	5	" Pacific fancy.....	6
American fancy.....	6	" robes.....	6 1/2
American indigo.....	6	" Portsmouth robes.....	6
American shirtings.....	4 1/2	" Simpson mourning.....	6 1/2
Arnold.....	6 1/2	" greys.....	6 1/2
" long cloth B.....	10 1/2	" solid black.....	6 1/2
" C.....	8 1/2	" Washington indigo.....	6
" century cloth.....	7	" Turkey robes.....	7 1/2
" gold seal.....	10 1/2	" India robes.....	7 1/2
" Turkey red.....	10 1/2	" plain T'ky X.....	8 1/2
Berlin solids.....	5 1/2	" X.....	10
" oil blue.....	6 1/2	" Ottoman Tur.....	6
" green.....	6 1/2	" key red.....	6
Cochecho fancy.....	6	" Martha Washington.....	7 1/2
" madders.....	6	" Turkey red.....	7 1/2
Eddystone fancy.....	6	" Riverpoint robes.....	9 1/2
Hamilton fancy.....	6 1/2	" Windsor fancy.....	6 1/2
" staple.....	5 1/2	" gold ticket.....	6 1/2
Manchester fancy.....	6	" indigo blue.....	10 1/2
" new era.....	6 1/2		
Merrimack D fancy.....	6 1/2		
TICKINGS.			
Amoskeag A C A.....	13	A C A.....	12 1/2
Hamilton N.....	7 1/2	Pemberton AAA.....	16
" D.....	8 1/2	" York.....	10 1/2
" Awning.....	11	" Swift River.....	7 1/2
Farmer.....	8	" Pearl River.....	12 1/2
First Prize.....	11 1/2	" Warren.....	14
COTTON DRILL.			
Atlanta, D.....	6 1/2	Stark.....	7 1/2
Boot.....	6 1/2	".....	7
Clifton, K.....	6 1/2	".....	10
SATINES.			
Simpson.....	20	Imperial.....	10 1/2
" 18.....	18	" Black.....	9 1/2 @ 9 1/2
" 16.....	16	".....	10 1/2
Cochecho.....	10 1/2		

P. STEKETEE & SONS,

WHOLESALE

Dry Goods and Notions.

Lawns, Challies, White Goods, Nainsook and Embroideries. Outing Cloths--All Kinds. New Line Umbrellas and Parasols, Summer Gloves and Mitts. We are selling Hammocks in all grades.

Agents for Georgia and Valley City Bags. Wadding, Twines, Batts.

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

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.

Bunting AND Muslin Flags

AT WHOLESALE AND RETAIL.

Chas. A. Coye,

11 PEARL STREET.

J.&P.COATS'



BEST SIX-CORD Spool Cotton

IN WHITE, BLACK AND COLORS, FOR

Hand and Machine Use.

FOR SALE BY

P. STEKETEE & SONS

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.

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, JULY 2, 1890.

ON ITS LAST LEGS.

The last tribunal of appeal in the New York judicial system has given its decision in the famous prosecution of the North River Sugar refinery, whose charter had been declared forfeit because of its entering the Sugar Trust. This decision of the lower court is affirmed by the Court of Appeals, on the ground that the company had abandoned the exercise of the corporate rights with which its incorporation vested it, by entering a partnership in which it had no longer control of its own property. The Court finds that the Refinery Company was "doing the public an injury, and, in avoiding the State law, which compels the reservation of corporate rights, has proved unfaithful to its charter * * * and that in a respect so material and important as to justify a judgment of dissolution." In this decision all the judges concurred.

This, no doubt, will be a leading case, as even if the defendant should find some pretext for appealing to the United States courts, there is no room for doubt that the final decision will be of just this tenor. It is the more important as the New York Code, under which it was delivered, is in operation in a large number of our newer states and territories. It, therefore, may be taken as establishing once for all that chartered corporations will not be tolerated in such a stretch of their powers as is involved in forming combinations which extinguish their corporate activity and responsibility.

The utter failure of the carpenters' strike in Detroit and the non-success of the carvers' strike in Grand Rapids should serve as a warning to workingmen everywhere that harsh measures are nearly always unsuccessful and usually end in disaster. The amount of wages lost to the two classes during their voluntary idleness is enormous, sufficient, in fact, to maintain the strikers comfortably for months.

A commercial crash in Italy has been expected for some months, and its advent still appears to be awaited with distinct apprehension. It is not merely a question of over-taxation in Rome, or even in the whole of Italy, though both of these have contributed to bring about the present perilous position of affairs; but ever since the dispute with France concerning the renewal of the commercial treaties, Italian trade, which had hitherto found so excellent an outlet in France, has been severely crippled. But of late, leading Italian statesmen have recognized that, whatever the benefits supposed to be derived from joining the Triple Alliance, they could not afford to permanently alienate France; therefore, steps have been taken, within the past few months, for bringing about a *rapprochement* between the two governments. It is to be hoped that some ar-

range ment can be made between the two powers to prevent a crash which, if it comes, will reverberate throughout the length and breadth of the continent.

Too Much Reliance on Law.

GOODHART, June 28.—I notice the exception, "Retailer's Credit," in the issue of THE TRADESMAN of June 18. How many individuals can there be found who are, morally speaking, credit worthy who cannot sign the document suggested? While every man who is perfectly solvent might not hesitate to sign it, is every man who will not, actually a knave?

Numerous and very faulty devices have been offered the last few years for heading off the dreaded dead-beat and sponge, but none of them seem to be the thing to bring about the desired result. I think some provisions ought to be attached to our homestead and exemption laws; also, some changes made in the laws concerning false pretense and fraud. To effectually head off the dead-beat, we want a law providing punishment for any kind of willful lying to get goods from any one merchant or other. With such a law, wisely and righteously enforced, any merchant having the milk of human kindness flowing in his soul can do as successful a business as the shrewd and unprincipled dealer can. Don't you think so?

Very respectfully,

GIDEON NOEL.

Fictitious Dividends.

Were the law in France in relation to the payment of fictitious dividends in force in this country, the social status of our State prisons would be considerably elevated by the influx of a large number of now reputed respectable citizens. It was only recently that the head of a large company in France, together with his other directors, were sentenced to a severe fine and term of imprisonment for the offense of declaring a fictitious dividend. France is evidently behind the times, or else we are. The practice of declaring and paying dividends with borrowed money has become so common in this country as to attract no more than passing notice, and it is to be feared that were the French law in force, very many stocks which are now sustained by a process of that kind, in order that present holders may unload on favorable terms, would soon seek their natural level, although their promoters might at the same time be forced to take up a temporary residence at some public institution at the expense of the State.

The Commission Defied.

Although the Inter-State Commerce Commission decided, some time ago, that the free cartage arrangement of the D., G. H. & M. Railway, as conducted in Grand Rapids, was contrary to the law, the company continues to favor its customers, the same as in the past, thus snapping its fingers in the faces of the commission.

It is understood that the Grand Trunk system propose to contest the ruling of the Commission in case an attempt is made to enforce it, and will carry the matter to the court of last resort.

Effect of Immersion on Timber.

"I notice one thing," says an observant manufacturer, "and that is that hardwood logs, especially oak, that have been placed in the water immediately after cutting and allowed to thoroughly soak, make brighter lumber, with less tendency to sap stain, than that from logs that are left on the ground for several months. I find, also, that in green logs, if sawed immediately after cutting, and the lumber is thoroughly steamed preparatory to placing it in the dry kiln, the same results will be obtained, greatly enhancing the value of the lumber for fine finishing purposes."

Fourth of July goods of all kinds.

PUTNAM CANDY CO.

P. I. Partridge.

Written for THE TRADESMAN.

A Partridge sat on the bough of a tree
And said "All ye birds now listen to me,
For I'm a P. I., a P. I., P. I."

"These commercial hawks we've had to sustain,
So that in pride and pomp they could remain,
Without toil or care, but to simply take
The blessings that all our labor could make.
But now I intend to right all this wrong.
And I want each of you to join my throng.
Oh! I'm king of the high-cock-a-lorum.
When I flop my wings, a dread comes o'er 'em,
For I'm a P. I., a P. I., P. I."

So he flapped and buzzed all over the State;
This boasting Partridge did loudly berate
On discounts, percentage, agents and store,
Trusts, senators, politics and much more;
He abused and maligned mercantile firms
For trying to get their own share of worms;
Said the country he'd turn, and soon we'd find
The offices filled with birds of his kind
Out of the P. I., the P. I., P. I.

The people looked on, but not in dismay,
And to each other would smilingly say
"This quacking Partridge is surely a Jay
Out of the P. I., the P. I., P. I."

NEMO.

P. of I. Gossip.

A. & O. Brow, late of Leland, have opened a P. of I. store at Maple City. Sterling & Co., of Stanton, write as follows: "Please remove our name from the list of P. of I. dealers, as our contract has run out and will not be renewed by us."

Scotts correspondence Kalamazoo Telegraph: "Our merchants begin to experience some unpleasantness in doing business with some of the members of the P. of I. organization."

A Sherwood correspondent writes: "Sayers & Lipes have contracted with the P. of I. Lodge here and it has driven their best trade away. Sayers is a schemer, but he has schemed once too many. He does not belong to our B. M. A."

A Bellaire correspondent writes: "Our P. I. store here, which was run by Schoolcraft & Nash, has met with some changes, as Schoolcraft bought Nash out and run the store alone for a few weeks. He has now sold out to J. Childs & Co. and there is now no P. I. store here."

Vicksburg correspondence Kalamazoo Telegraph: "A Patron of Industry from near Parkville was in town the first of last week, figuring on the price of wool twine, and brought his own ten-foot pole to measure the twine, that he might know exactly the number of feet in a pound of the stuff."

C. P. Lock was a prosperous harness maker at Charlotte, enjoying a lucrative trade and employing several men. In an evil hour, he consented to contract with the Patrons of Industry. That was about six months ago. He is now out of business and has gone back to farming to gain a livelihood.

Hastings Banner: "In our advertising columns will be found the announcement by Geo. Mosier, the Cloverdale merchant, of his withdrawal from his contract with the Patrons of Industry. The reasons he assigns are that, so far as himself and his trade are concerned, the contract has proven 'unsatisfactory and unprofitable.' No one questions that Mr. Mosier entered into the contract in good faith and has adhered to it honorably. The Banner has all along insisted that a dealer who signs a contract to sell goods at 10 per cent., which binds him absolutely, but does not bind the members of the order to trade with him, must find it unprofitable, or else he is not doing business on the square. Mr. Mosier is the fourth dealer in Barry county who has found that he could not do a satisfactory or profitable business under a P. of I. contract."

SPEAKING OF ADVERTISING.

It is a common remark: "The knowledge and application of electricity is in its infancy." Is there a man who can dispute the statement that the remark applies with equal force to advertising? Certainly no one would do so who has made advertising a study. The advertising expert knows that the simile is a fair one; that the prevalent ignorance of theory and successful application of electricity and advertising, involving the productive possibilities of both, are alike, as neither can be fully comprehended.

The average man sees that motion and light are created; he cannot define the process by which electricity is made to act. The same man sees the results, sometimes profitable, sometimes not, of advertising, but he cannot tell specifically why good or bad results follow—why one advertisement is effective and another is not. He will say, off-hand, that an advertisement in the Sunday issue of a daily paper is more effective than in any other issue of the week. Sometimes he is right, often wrong. He argues that the Sunday paper is larger and the people have more time to read on that day. Does he read the paper more thoroughly Sunday than on any other day?

Think a moment. Who is it that berates the Sunday paper for being so voluminous, for having such a "raft of advertising?" Who is it complains at there being such a mass of reading matter that he can only find time on Sunday to "skim it?" In what day's issue is it that he has missed seeing some matter of news, of which he would never have known had not a friend referred to it? The Sunday issue, generally. And is it probable he will take to reading advertisements when he has only time to "skim" the reading matter? Hardly. In expressing the opinion that the Sunday issue is the best for advertising purposes he simply voices common opinion on a matter to which he has given little or no thought. Successful business men profit by discovering the errors of common opinion.

Our friend has probably outgrown the habits of his grandfather, who read every hand-bill that offered. Our friend despises hand-bills and even throws unsealed envelopes, bearing the tell-tale 1-cent stamp, into the basket. That advertising dodge has earmarks, and he recognizes them. The 2-cent stamp will often get a circular within range of his eyesight, but its fate is like its less costly brother—unless specially attractive. He is constantly having advertising "fakes" thrust upon him, and he wonders how long the advertiser can continue to send them. He never reads them; and he forgets that he once did, as will thousands after him.

But present him a new feature, change his diet, offer him something novel, either in the newspaper or by other methods, and his attention is attracted and he once more becomes good advertising ground. So it will be seen that the individual never becomes proof against the arts of advertising.

But advertising must be followed as are the arts—faithfully, persistently and intelligently. No man is foolish enough to hope to establish a business in a day or year. It often requires a lifetime. Good goods, fair prices, courteous treatment of customers, and promptness, will bring trade, but one must practice the virtues of mercantile life for a considerable time before the public perceives that the business man possesses them.

He must persevere in that line. In the words of a leading and successful advertising agent, he must "Keep everlastingly at it." So with advertising.

But the advertiser must also meet the public's wishes, note the wants of customers and deal with those wants. If the public will not buy chromos, offer them oil paintings. Now the hand-bill and the standing advertisement (except in special cases) are the chromos in advertising. People will only notice novel and artistic effects or the chance to make or save a dollar. The word "Tricycles" in an advertisement may not attract attention; substituting a picture of the vehicle, surmounted by an attractive figure, may effect a sale. The word "Tricycle" does not explain how a woman can comfortably ride the machine; the picture illustrates the comfort of the position of the rider and shows that the skirts are kept clear of the wheels and gearing. "Pears' Soap" is good soap; "Good morning, have you used Pears' Soap?" is more attractively advertised soap, hence it is better advertising.

JOHN JONES,

DEALER IN

BOOTS AND SHOES,

40 Main St., Brownstown,

tells the public where they may procure footwear, but Jones has no possible chance—everything else being equal—of competing against

A CHILD'S KID

Spring heel button boot, sizes 9 to 11, only 75 cents.

Ladies' French Kid button boot, some in very narrow widths, a stylish shoe, only \$3.25.

We have sold this shoe for \$4.

THOS. THOMPSON,

41 Main Street.

Open Monday, Wednesday and Saturday evenings.

Or something of a similar nature, which can be easily extended, defining particular goods and giving prices.

Thompson creates a want by hitting the fancy or meeting the prejudices of the possible customer. They go and look at the goods he advertises, and ten chances to one buy something that is not advertised. Jones, however, does not even get the public to his store door. He relies upon meeting the wants of the customer, but waits for the customer to suggest the want. Thompson creates the want by suggestion to the customer. And if there is any profit in trade, the fact that Thompson brings more customers into his store than voluntarily go into Jones', enables Thompson to both sell cheaper and make more money.

Shoes are an every day affair, and something that one can step into a number of convenient stores in almost any town and buy, and one is liable to purchase at the place which attracts attention, by show window or advertising, at the time one wants shoes. One does not buy diamonds, or pianos, or doorplates every month or year, and consequently will give more time and attention to the purchase. There is the instance when the widespread knowledge of a certain name or make comes into play. Who contemplates purchasing a diamond without thinking of Tiffany; or a piano and forgets Chickering or some other well-known maker. One may not buy of either of these dealers, for geographical or other reasons, but a purpose has been accom-

plished in making one remember the firms' names in connection with their goods.

Now, although one cannot, as a rule, create immediate purchasers of diamonds or pianos by advertising, with the daily necessities it is different. Our shoes and clothing are constantly wearing out, the flour barrel is persistently becoming empty, our palate often craves a new flavor in the cigar. Suggest the article at the right moment and you attract a customer. Telling the man you deal in all kinds of groceries does not suggest the empty flour barrel; bring your advertisement of the "Buckeye" brand of flour, stating why it is good flour and giving the price, under his eye, and you hit his want. An announcement that you sell hats will not impress him; tell him you have just received the spring styles in Derby hats, state the difference in shape and brim from last fall's goods, and it occurs to him that he will have to get a new hat this spring, anyway, and he will suddenly comprehend how antiquated his headgear has become.

Make your retail advertisement specific, and above all, "Keep everlastingly at it." ALLSTON C. LADD.

Suppression of the Northern Fresh Meat Trade.

The fresh meat trade of Grand Rapids, so far as the towns along the line of the G. R. & I. are concerned, has been pretty effectually squelched by the manner in which the business is being handled by that company. The warm weather requires the use of refrigerator cars to handle the perishable freight, but, instead of a regular refrigerator car, an ordinary box car is converted into an ice chest by the use of a few hundred pounds of ice in a manger arrangement at one end. If the cars were properly ventilated, the ice put in early in the day and the cars permitted to lay in the shade during the heat of the day, the results would probably be quite satisfactory. As it is, the cars are allowed to remain in the hot sun all day and the ice is not put in until about an hour before the train starts for the north, so that when the meat and vegetables are first put in the car the temperature is nearly that of a hot box. The warmth of the car rapidly melts the ice, so that by the time it is half way to its destination all the ice has disappeared. The lack of proper ventilation causes the vapor from the melting ice to cover everything in the car, so that the contents are anything but inviting when they reach their destination.

A number of complaints have been made to General Freight Agent Leavenworth—notably by Heman F. Moore, President of the Grand Rapids Packing & Provision Co., and by John Mohrhard—but nothing has yet been done to improve the service; in fact, all complaints have been referred to Local Agent Orr, who very peremptorily informs all who approach him on the subject that the service is quite as good as the company can afford to give under the circumstances.

On account of the loss of trade to Grand Rapids and the inconvenience it occasions hundreds of dealers throughout the northern part of the State, the attitude of the G. R. & I. officials will be a matter of genuine regret.

Lemons—Good time to buy.

PUTNAM CANDY CO.

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.

HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY,

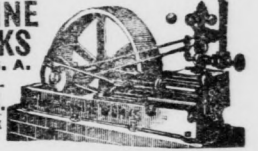
Send for Catalogue and Prices.

ATLAS ENGINE WORKS

INDIANAPOLIS, IND., U. S. A.

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.

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.



S. K. BOLLES.

E. B. DIKEMAN.

S. K. Bolles & Co.,

77 CANAL ST., GRAND RAPIDS, MICH.

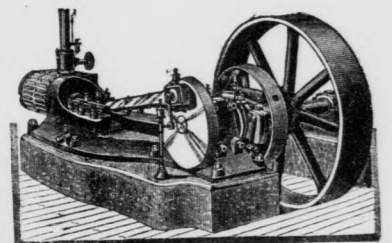
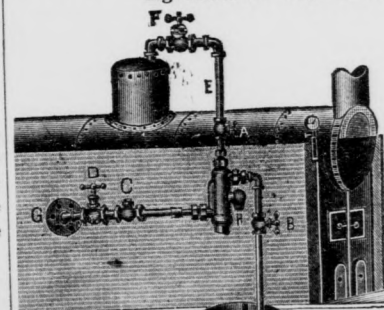
Wholesale Cigar Dealers.

"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.

BROWN & SEHLER,

Dealers in ENGINES, BOILERS and MILL MACHINERY, Farm Machinery, Agricultural Implements, Wagons and Carriages.



Corner West Bridge and North Front Sts.,

GRAND RAPIDS, MICH.

Drugs & Medicines.

State Board of Pharmacy.
One Year—Geo. McDonald, Kalamazoo.
Two Years—Stanley E. Parkill, Owosso.
Three Years—Jacob Jesson, Muskegon.
Four Years—James Vernor, Detroit.
Five Years—Otmar Eberbach, Ann Arbor.
President—Jacob Jesson, Muskegon.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. McDonald, Kalamazoo.
Meetings during 1899—Star Island, June 30 and July 1; Marquette, Aug. 13 and 14; Lansing, Nov. 5 and 6.

Michigan State Pharmaceutical Ass'n.
President—Frank Inglis, Detroit.
First Vice-President—P. M. Alsdorf, Lansing.
Sec'd Vice-President—Henry Kephart, Berrien Springs.
Third Vice-President—Jas. Vernor, Detroit.
Secretary—H. J. Brown, Ann Arbor.
Treasurer—Win 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, 1899.

Grand Rapids Pharmaceutical Society.
President, J. W. Hayward, Secretary, Frank H. Escott.
President, F. D. Kipp, Secretary, W. C. Smith.

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

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

Nostrums for Obesity.

"The number of nostrums for the reduction of obesity which have been put upon the market during the past few months," said the manager of a Monroe street drug store, "is almost without limit. Here, for instance, are four remedies, all designed for this particular ailment, and every one of them has been turned into our hands for sale within the month." He placed two bottles, a pill box and a tin can full of powders in a row on the showcase. They were all encased in neat wrappers, and every one of them had a name which suggested corpulency, but did not use the word fat. "All of these remedies," said the old druggist, quietly, "are claimed to be made of special ingredients, but they are nothing more than Epsom salts in one form or the other. We never recommend them, but we have to keep them on sale, owing to the steadily increasing demand for all medicine of this sort. It is not that they are especially deleterious. They simply have the same weakening effect that Epsom salts have if taken every day for a month or two. Naturally, they reduce the weight, but the flesh comes right on again as soon as the salts are stopped. You can imagine the prices the public pay for these things, when you reflect that our profit on this bottle of stuff is 60 cents. It is sold for \$1, and I have no doubt in the world that the manufacturer clears 30 cents on every bottle."

"Preservaline" a Fraud.

A New York firm is offering for sale a new article called "Preservaline," which is claimed to be a valuable discovery whereby milk, butter and eggs may be kept fresh, without the use of ice. A friend of THE TRADESMAN has taken the pains to analyze several samples of the article and finds it to consist solely of powdered borax, which is quite useful for some purposes, but is hardly fit to go into milk or butter, even if it could preserve them sweet and fresh, which it can not. Dairymen and grocers should bear in mind that no chemicals can preserve milk or butter without essentially changing their nature and endangering their wholesomeness.

A Large Sponge.

Customer—I want to buy a sponge, but none of those are large enough.

Druggist—Sorry, madam. You want an extra large one?

Customer—Yes, I want a great big sponge.

Druggist—Wait a while and the man who never buys anything of me but postage stamps may drop in.

A Drummer's Dose.

"Why don't you take that half of the seat?" I asked of a drummer for a Chicago house as we were going from Kalamazoo to Jackson on a crowded train, and the half referred to being alongside of a fairly good-looking woman.

"I quit that ten years ago," he replied.

"Any story connected with it?"

"I should smile!"

And when we had got seated in the smoking car he began:

"About ten years ago, when my eye-teeth were still in the gums, I was going from Cleveland to Cincinnati. There was plenty of room in the coach, but I figured to get alongside a woman—a good looking about thirty years of age. I found her talkative and pleasant, but after about half an hour and while I was patting myself on the back, she turned on me with:

"Can you spare me \$75 to-day?"

"I laughed.

"And don't keep me waiting," she continued.

"I laughed again, although she had a look which gave me a hint of trouble.

"You either come down with the \$75 or I'll stand up here and claim to everybody that you are my husband, and that you ran away and that I am bringing you back!"

"I didn't laugh this time. I saw that she meant every word of it. I had about \$70, and I tried to bluff her. I told her to raise a row and I'd have her arrested, but she didn't scare worth a cent. She was springing up to denounce me when I came to time."

"But you don't say you gave her the money?"

"But I do. I counted it out on her lap, and she put it into her pocket, and said she guessed it would be a great moral lesson to me to mind my own business in future. So it was. I got away from her after a bit, dead-broke and mad all through, but I was placed in such a position that I couldn't say a word. No more half-seats for me. One dose has worked a cure."

Handed Out the Wrong Card.

A Washington correspondent relates the following incident which occurred at the recent convention for the revision of the Pharmacopoeia:

A gentleman somewhat connected with the National Formulary visited Washington during the session of the Pharmacopoeial convention. Prior to leaving his home he had provided himself with cards giving his name and all his titles, which he intended to hand to such members of the convention as he might be introduced to. These cards he had put into his hip pocket.

Being of Teutonic origin, he hid himself to a beer saloon with a number of friends, and, finding that the beer in said saloon was exceedingly good, he asked the saloon-keeper to give him a number of his business cards, which he no doubt would have opportunity to hand to other members attending the convention, so that they also could partake of the excellent beer. These cards the bearer also placed in his hip pocket.

During the meeting he tried frequently to get the floor, and thus made himself conspicuous. When he attempted for the sixth time to gain the floor, the President asked the gentleman his name. Intending to send up one of the cards with which he had provided himself before leaving his Western home, he put his hand in his hip pocket and sent up a card to the President. The President read thereon, "Alfred Schorlemmer, Beer Saloon, cor. Blank and Blank Sts.," and everyone can imagine the embarrassment of the gentleman connected with the National Formulary, and the hilarity of the other members of the convention.

Flavors in Eggs.

"Nearly everybody thinks that all fresh eggs are alike in flavor," said an old poultry raiser to a reporter. "That's a mistake. There is as marked a distinction between the eggs of a hen fed on clean, wholesome food and those laid by one that has been badly nourished and forced to scratch on poor ground for her own living as there is between the butter

made from the milk of a cow that has been eating the exhausted grain of a brewery and that of one that has fattened on tender grass. When you mean to kill a fowl, always lock it up for about ten days before the date set for its death and feed it on clean and nourishing food. You will find its flesh as far superior in flavor to the ordinary market fowl as a mountain stream trout is superior to one fed on liver in a trout pond."

A Corner in Ammonia.

From the New York Shipping List.

A combination has been formed among the manufacturers of ammonia, and in consequence the price has advanced 2 cents a pound. The increasing use of water gas is said to be curtailing the production of coal gas, so that the gas liquor produced by the coal gas process, from which ammonia is produced, is becoming so scarce as to necessitate an advance in prices. Such a combination of ammonia manufacturers has been more or less rumored for some time, but its formation seems, nevertheless, to have come as a surprise. The combination, it is said, takes in practically all of the producers and is regarded by the trade as strong in its hold upon the market.

Formulae for Dispensing Aristol.

The new substitute for iodoform, aristol, or di-thymol iodide, seems to be coming rapidly to the front in Germany, which means that it will soon be in common use here. The following formulae for the forms in which it is dispensed, are, therefore, worth remembering:

1. Aristol.....1 part.
Flexible collodion.....9 parts.
Mix, and dispense in a dark colored bottle.

2. Aristol.....1 part.
Olive oil.....2 parts.
Lanolin.....7 parts.
Dissolve the aristol in the oil and mix with the lanolin.

Aristol bougies, suppositories, pessaries, etc., are made with cacao butter in the usual way.

An Unprofessional Trick.

Attention has been called to the case of a druggist who offered to sell a \$1.25 preparation at 75 cents a bottle, and when customers asked for it they were told that it had all been sold, but they could buy just as good a preparation made by the enterprising druggist himself. Though as a matter of fact the druggist in this case sold little or none of the preparation at the advertised price, his advertisement caused no small depression in the price throughout the neighborhood.

Another Antipyrin Incompatible.

M. Tardy, a pharmacist's assistant, has observed that when antipyrin and carbolic acid are prescribed in the same mixture, an insoluble, oily liquid will separate and probably impair the properties of either or both of the constituents. The upper, or watery, layer appears to contain most of the antipyrin, and the lower oily stratum most of the carbolic acid, but both somewhat altered in odor and appearance.

A New Fruit Syrup.

A delightful syrup can be made from watermelons by chopping them, pressing out the juice and boiling for several hours. The red coloring matter then coagulates, rises to the surface and is skimmed off, when the juice remains as clear as distilled water and of a pale amber color. Boiled a little longer, it thickens into a rich, fruity-flavored syrup, perfectly clear and the color of quince or apple jelly.

How to Make Hand-Grenades.

Any one can make the hand-grenade fire extinguishers, and at a small fraction of the prices charged in the market. Any light quart bottle will serve to hold the solution, which is composed of one pound of sal-ammoniac, dissolved in about two quarts of water.

The Drug Market.

Gum opium is very firm and will be higher. Quinine is lower for foreign brands. Morphia is unchanged. Gum camphor is very firm. Turpentine has advanced.

Rust Preventative.

In order to keep machinery from rusting, take one ounce of camphor, dissolve it in one pound of melted lard; take off the scum, and mix as much fine black lead as will give it iron color. Clean the machinery, and smear it with this mixture. After twenty-four hours, rub clean with soft linnen cloth. It will keep clean for months under ordinary circumstances.

Milk Shakes and Ice Shaves.

PUTNAM CANDY CO.

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

SUSPENDED!



JETTINE.

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

IF YOU USE LABELS BOXES Etc.,

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

Do You Observe the Law?

If not, send \$1 to
THE TRADESMAN COMPANY,
For their combined

LIQUOR & POISON RECORD.

"THE WEAR IS THE TRUE TEST OF VALUE."

We still have in stock the well-known brand

Pioneer Prepared Paint.

MIXED READY FOR USE.

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

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

SOLE AGENTS
POLISHINA THE FURNITURE FINISH.

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

Wholesale Price Current.

Advanced—Turpentine.		Declined—Quinine.	
ACIDUM.		TINCTURES.	
Aceticum.....	80 10	Aconitum Napellis R.....	60
Benzoinum German.....	80 10	Aloes.....	60
Boric.....	30	" and myrrh.....	60
Carbolicum.....	30 42	Arnica.....	50
Citricum.....	50 55	Asafoetida.....	50
Hydrochlor.....	30 5	Astrophe Belladonna.....	60
Nitrosum.....	10 12	Benzoin.....	60
Oxalicum.....	11 20	" Co.....	50
Phosphoricum dil.....	40 80	Sanguinaria.....	50
Salicylicum.....	1 40 80	Barosma.....	50
Sulphuricum.....	1 13 5	Cantharides.....	75
Tannicum.....	1 40 20	Capsicum.....	50
Tartaricum.....	40 42	Cardamon.....	75
AMMONIA.		" Co.....	75
Aqua, 16 deg.....	40 6	Castor.....	1 00
18 deg.....	40 7	Catechu.....	50
Carbonas.....	11 13	Cinchona.....	50
Chloridum.....	12 14	" Co.....	50
ANILINE.		Columba.....	50
Black.....	2 00 25	Conium.....	50
Brown.....	80 10	Cubeba.....	50
Red.....	45 50	Digitalis.....	50
Yellow.....	2 50 30	Ergot.....	50
BACCAR.		Gentian.....	50
Cubeba (po. 1 50).....	1 60 1 75	" Co.....	60
Juniperus.....	80 10	Guaia.....	50
Xanthoxylum.....	25 30	Zingiber.....	50
BALSAMUM.		Hyoscyamus.....	50
Copaiba.....	60 65	Iodine.....	75
Peru.....	61 30	" Colorless.....	75
Terabin, Canada.....	35 40	Ferri Chloridum.....	35
Tolutan.....	40 45	Kino.....	50
CORTEK.		Lobelia.....	50
Abies, Canadian.....	18	Myrrh.....	50
Cassia.....	11	Nux Vomica.....	50
Cinchona Flava.....	18	Opil.....	85
Euonymus atropurp.....	30	" Camphorated.....	50
Myrica Cerifera, po.....	20	" Deodor.....	2 00
Prunus Virgini.....	12	Aurant Cortex.....	50
Quillaia, grd.....	12	Quassia.....	50
Sassafras.....	12	Rhatany.....	50
Ulmus Po (Ground 12).....	10	Rhei.....	50
EXTRACTUM.		Cassia Acutifol.....	50
Glycyrrhiza Glabra.....	24 25	" Co.....	50
" po.....	33 35	Serpentaria.....	50
Haematox, 15 lb. box.....	11 12	Stromonium.....	60
" 18.....	13 14	Tolutan.....	60
" 1/4.....	14 15	Valerian.....	50
" 1/8.....	16 17	Veratrum Veride.....	50
FERRUM.		MISCELLANEOUS.	
Carbonate Precip.....	15	Ether, Spts Nit, 3 F.....	20 28
Citrate and Quinia.....	60 50	" 4 F.....	30 32
Citrate Soluble.....	80	Alumen.....	2 1/2 3 1/2
Ferrocyanidum Sol.....	50	" ground, (po.....	3 4
Solut Chloride.....	15	Annatto.....	50 60
Sulphate, com'l.....	1 1/2 2	Antimoni, po.....	4 5
" pure.....	7	" et Potass T.....	50 60
FLORA.		Antipyrin.....	1 35 1 40
Arnica.....	14 16	Antifebrin.....	25
Anthemis.....	20 25	Argent Nitras, ounce.....	75
Matricaria.....	25 30	Arsenicum.....	50 7
FOLIA.		Balm Gilead Bud.....	35 40
Barosma.....	13 20	Bismuth Chlor, 18, (1/4.....	10 12 20
Cassia Acutifol, Tin.....	25 28	Calcium Chlor, 18, (1/4.....	9
nivelly.....	35 50	Cantharides Russian.....	1 75
Salvia officinalis, 1/4.....	10 12	" po.....	22
and 1/8.....	8 10	" B po.....	14
Ura Ursi.....	8 10	Caryophyllus, (po. 30).....	15 18
GUMMI.		Carmin, No. 40.....	60 75
Acacia, 1st picked.....	21 00	Cera Alba, S. & F.....	50 55
" 2d.....	20 00	Cera Flava.....	38 40
" 3d.....	20 00	Coccus.....	40 40
" sifted sorts.....	20 00	Cassia Fructus.....	20 30
" po.....	75 100	Cetraria.....	10
Aloe, Barb, (po. 60).....	50 60	Cetaceum.....	50 55
" Cape, (po. 30).....	50 60	Chloroform.....	50 55
" Socotri, (po. 60).....	50 60	" squibbs.....	60 100
Catechu, 1s, (1/4, 14 1/4.....	10 12	Chloral Hyd Crst.....	1 50 1 75
16).....	8 10	Chondrus.....	20 25
Ammoniac.....	25 30	Cinchonidine, P. & W.....	15 20
Asafoetida, (po. 30).....	20 25	" German.....	40 60
Benzoinum.....	50 55	Corks, list, dis. per.....	60
Camphora.....	35 40	" cent.....	60
Euphorbium po.....	35 40	Cresotum.....	50
Galbanum.....	23 00	Creta, (bbl. 75).....	50 2
Gamboge, po.....	80 95	" prep.....	50 5
Guaia.....	50 55	" precip.....	80 10
Kino, (po. 25).....	20 30	" Rubra.....	8
Mastic.....	60 60	Crocus.....	35 38
Myrrh, (po. 45).....	40 40	Cudbear.....	24
Opil, (pc. 5 20).....	3 50 3 75	Cupri Sulph.....	80 9
Shellac.....	25 35	Dextrine.....	100 12
Tragacanth.....	30 75	Ether Sulph.....	68 70
HERBA—In ounce packages.		Emery, all numbers.....	2
Absinthium.....	25	" po.....	3
Eupatorium.....	25	Ergota, (po.) 60.....	50 55
Lobelia.....	25	Flake White.....	12 15
Majorum.....	25	Galla.....	50 23
Mentha Piperita.....	25	Gambier.....	9 9
Rue.....	30	Gelatn, Cooper.....	90
Tanacetum, V.....	22	" French.....	40 60
Thymus, V.....	25	Glassware flint, 75 per cent.....	15
MAGNESIA.		Glue, Brown.....	90 15
Calcined, Pat.....	55 60	" White.....	130 25
Carbonate, Pat.....	20 22	Glycerina.....	19 25
Carbonate, K. & M.....	20 25	Grana Paradisi.....	22
Carbonate, Jennings.....	35 36	Humulus.....	25 40
OLEUM.		Hydruag Chlor Mite.....	60 100
Absinthium.....	5 00 25 50	" Cor.....	88
Amygdalae, Dulc.....	45 50	" Ox Rubrum.....	10 10
Amygdalae, Amarae.....	8 00 25 25	" Ammoniat.....	60 20
Anisi.....	1 00 25 20	" Unguentum.....	47 57
Aurant Cortex.....	2 50 3 25	Hydruagrum.....	85
Bergamit.....	90 100	Ichthyobolita, Am.....	1 25 1 50
Cajuputi.....	90 100	Indigo.....	75 100
Caryophylli.....	1 25 1 30	Iodine, Resub.....	3 75 3 85
Cedar.....	35 65	Iodoform.....	24 70
Chenopodi.....	61 75	Lupulin.....	85 100
Cinnamoni.....	1 35 1 40	Lycopodium.....	55 60
Citronella.....	35 65	Macer.....	80 85
Conium Mac.....	1 30 1 30	Liquor Arsen et Hy.....	27
Copaiba.....	1 30 1 30	drang Iod.....	10 12
POTASSIUM.		Magnesia, Sulph (bbl.....	20 3
Bi Carb.....	15 18	" 1/4).....	45 50
Bichromate.....	13 14	Mannia, S. F.....	45 50
Bromide.....	37 40	SEIDLITZ MIXTURE.....	
Carb.....	12 15	SINAPIS.....	
Chlorate, (po. 18).....	16 18	SNUFF.....	
Cyanide.....	50 55	VOES.....	
Iodide.....	2 80 2 90	SNUFF, Scotch, De. Voes.....	
Potassa, Bitart, pure.....	3 4 35	SODA BORAS, (po. 13).....	
Potassa Nitras, com.....	6 15	SODA ET POTASS TART.....	
Potassa Nitras, opt.....	8 10	SODA CARB.....	
Prussiate.....	28 30	SODA, Bi Carb.....	
Sulphate po.....	15 18	SODA, Ash.....	
RADIX.		SPTA, Ether Co.....	
Aconitum.....	20 25	" Myrcia Dom.....	
Aitha.....	25 30	" Myrcia Imp.....	
Anchusa.....	15 20	" Vini Rect. bbl.....	
Arum, po.....	25	Less 5c gal., cash ten days.....	
Calamus.....	20 50	Strychnia Crystal.....	
Gentiana, (po. 15).....	10 12	Sulphur, Subl.....	
Glycyrrhiza, (pv. 15).....	16 18	Tamarinds.....	
Hydrastis Canaden.....	18 20	Terebenth Venice.....	
(po. 40).....	35	Quassia.....	
Hellebore, Ala, po.....	15 20	Quinia, S. P. & W.....	
Inula, po.....	15 20	" S. German.....	
Ipecac, po.....	2 35 2 35	Rubia Tinctorem.....	
Jalap, pr.....	40 45	Saccharum Lactis pv.....	
Maranta, 1/4.....	35	Salacin.....	
Podophyllum, po.....	15 18	Sanguis Draconis.....	
Rhei.....	75 100	Santonine.....	
" cut.....	75 100	Sapo, W.....	
" pv.....	75 100	" M.....	
Spigelia.....	48 53	" G.....	
Sanguinaria, (po. 25).....	20	Seidlitz Mixture.....	
Serpentaria.....	40 50	Sinapis.....	
Senega.....	45 50	C. Co.....	
Similax, Officialis, H.....	10 12	Moschus Canton.....	
Scilla, (po. 35).....	10 12	Myristica, No. 1.....	
Symplocarpus, Feti.....	35	Nux Vomica, (po. 20).....	
dus, po.....	35	Os. Sepia.....	
Valeriana, Eng. (po. 30).....	25	Pepsin Saac, H. & P. D.....	
" German.....	15 20	Co.....	
Zingiber a.....	10 15	Picls Liq. N. C., 1/4 gal.....	
Zingiber j.....	22 25	doz.....	
SEMEN.		Picls Liq., quart.....	
Anisum, (po. 20).....	15	Pil Hydrag, (po. 80).....	
Apium (graveleons).....	15 18	Piper Nigra, (po. 22).....	
Bird, 1s.....	40 6	Piper Alba, (po. 55).....	
Carui, (po. 18).....	80 12	Pix Burgun.....	
Cardamon.....	1 00 1 25	Plumbi Acet.....	
Corlandrum.....	10 12	Pulvis Ipecac et opil.....	
Cannabis Sativa.....	3 1/2 4	Pyrethrum, boxes H.....	
Cydonium.....	75 100	& P. D. Co., doz.....	
Chenopodium.....	10 12	Pyrethrum, pv.....	
Dipterix Odorate.....	2 25 2 50	Quassia.....	
Foeniculum.....	15	Quinia, S. P. & W.....	
Foenugreek, po.....	60 8	" S. German.....	
Lini.....	4 4 1/2	Rubia Tinctorem.....	
Lini, grd, (bbl. 4).....	4 1/2 4 1/2	Saccharum Lactis pv.....	
Lobelia.....	35 40	Salacin.....	
Pharlaris Canarian.....	3 1/2 4	Sanguis Draconis.....	
Rapa.....	80 9	Santonine.....	
Sinapis, Alba.....	80 9	Sapo, W.....	
" Nigra.....	11 12	" M.....	
SPIRITUS.		" G.....	
Frument, W. D. Co.....	2 00 2 50	Seidlitz Mixture.....	
" D. F. R.....	1 75 2 00	Sinapis.....	
" 1 10 1 50	1 10 1 50	C. Co.....	
Juniperis.....	1 75 1 75	Moschus Canton.....	
" Co. O. T.....	1 75 1 75	Myristica, No. 1.....	
Saacharum N. E.....	1 75 2 00	Nux Vomica, (po. 20).....	
Spt. Vini Galli.....	1 75 2 00	Os. Sepia.....	
Vini Oporto.....	1 25 2 00	Pepsin Saac, H. & P. D.....	
Vini Alba.....	1 25 2 00	Co.....	
SPONGES.		Picls Liq. N. C., 1/4 gal.....	
Florida sheeps' wool.....	2 25 2 50	doz.....	
Nassau sheeps' wool.....	2 00	Picls Liq., quart.....	
Velvet extra sheeps'.....	1 10	Pil Hydrag, (po. 80).....	
wool carriage.....	85	Piper Nigra, (po. 22).....	
Extra yellow sheeps'.....	1 10	Piper Alba, (po. 55).....	
wool carriage.....	85	Pix Burgun.....	
Grass sheeps' wool car.....	75	Plumbi Acet.....	
riage.....	65	Pulvis Ipecac et opil.....	
Hard for slate use.....	1 40	Pyrethrum, boxes H.....	
Yellow Reef, for slate.....	1 40	& P. D. Co., doz.....	
SYRUPS.		Pyrethrum, pv.....	
Accacia.....	50	Quassia.....	
Zingiber.....	50	Quinia, S. P. & W.....	
Ipecac.....	50	" S. German.....	
Ferri Iod.....	50	Rubia Tinctorem.....	
Aurant Cortes.....	50	Saccharum Lactis pv.....	
Rhei Arom.....	50	Salacin.....	
Similax Officialis.....	50	Sanguis Draconis.....	
" Co.....	50	Santonine.....	
Senega.....	50	Sapo, W.....	
Scilla.....	50	" M.....	
" Co.....	50	" G.....	
Tolutan.....	50	Seidlitz Mixture.....	
Prunus virg.....	50	Sinapis.....	

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,

Cins, 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.

GROCERIES.

Florida Orange Distribution.
From the New York Commercial Bulletin.

While the Florida orange season has only been finished a short time, the different receivers in this city are fully on the alert for business. At the beginning of last season, it will be remembered, a number of organizations endeavored to get the control of the crop, and, indeed, a considerable part of the crop was actually bought on the trees. While so far no prominence has been attained by any special organization this season, there seems to be little doubt that the contest that has been waged for several years between the advocates of the auction and of the consignment plan of selling the fruit will be continued next season, as the commission men have already started the ball rolling by issuing circulars showing the poor points of the auction system. A circular, from which the following extracts have been made, has been handed to us: If the auction system be superior to the method of distribution by private sale, how does it happen that all the great staples of country produce are, and have been, placed upon the market in the latter way? Almost all articles of domestic produce pass from the producer directly to the commission merchant and are by him distributed. Of these, the receipts in this city of butter, cheese, eggs and poultry are sold in this way, and the value of these articles alone exceeds that of our receipts of Florida oranges by probably a hundred fold.

In its perfection, the Florida orange is far superior to any which comes from foreign countries; but a very considerable part of the production is not perfect by any means, and the lower qualities have no advantages whatever over the importations from abroad. We think it safe to say that at no time in the history of the trade have positively fancy grades of Florida oranges, showing perfect quality and condition, sold too low to afford a fair profit on the cost of production. The losses have occurred on common qualities and by reason of deterioration in condition. Here, then, as close as possible to the root of the trouble, must the remedy be applied. Reasonable hope for improvement may be found in raising the quality of the product to the highest possible point, and in devising means to reduce the loss by decay to a minimum. These are both feasible propositions.

There is still room for much improvement in the manner of transportation, but the present facilities are far ahead of those of a few years ago.

The promoters of the auctioneer scheme have painted the condition of the orange industry in the blackest of terms; they have stated as a positive fact that orange growing in Florida has become a losing business, and that if the present method of distributing the fruit is continued there will in a few years be no more oranges raised there for profit. Such a statement as this is not only untrue but foolish; and its publication might easily be harmful to the holders of Florida property, the value of which may rest largely upon its adaptability to orange culture.

We doubt not that our Florida friends will be able to judge accurately the schemes which may be proposed to them, as to whether or not they are for their own interest. We are perfectly satisfied from a long and intimate connection with the markets for all kinds of produce, that the method of selling now chiefly in vogue, by the agency of responsible produce commission merchants, is the safest, the most economical, and in every way the best system of distributing for any class of domestic produce, and if any extensive trial of the auction method should be made, the results to shippers could not fail to be unfavorable.

The Grocery Market.

Sugar is steady and the market is fairly strong, giving ground for the belief that an advance is by no means improbable.

Pineapples good and cheap.

PUTNAM CANDY CO.

MICHIGAN DAIRY NOTES.

Coopersville Observer: "Our cheese factory has more patrons this season than ever before, which shows the growing popularity of Mr. Dorgan as a cheese-maker. About 7,000 pounds of milk is received daily, an increase of over 1,000 pounds during the past week. The net value of the milk consumed per day in the manufacture of cheese is \$42. Many of our farmers have learned by experience that it is more profitable to patronize the factory than to make their milk into butter. Mr. Dorgan says he could use 1,500 pounds more milk per day. This amount should be furnished and the factory run to its full capacity."

Hudson Gazette: "At the council meeting, Monday evening, Dr. Eaton, the health officer of the village, was called upon by the committee to give his opinion regarding the Loyster creamery. He said that his belief, and also the reports of the State Board of Health, was that the most poisonous and fever-breeding exhalations arose from creameries. Trustee Chapman, Chairman of the Health Committee, reported that the business as conducted and the condition of the premises were a nuisance. He made certain recommendations regarding cleaning up the place, and favored permitting the business being continued under some restrictions."

Wool No Better--Hides No Higher--Tallow Still Dull.

There is a noted absence from the market of wool buyers. Manufacturers have no orders, and no movement of wools can be looked for until woolen goods meet with some demand. This has caused a weaker feeling among buyers in the country, and many of the heaviest buyers in Ohio have withdrawn. This absence of buyers from the markets West, where they are usually plenty at this season, makes the sellers stop and think and seek bidders. The wools so far have been taken from the farmer by small local dealers, principally, who seem to think they are of more value than our large Eastern dealers. Commission houses have, through their agents, urged the buying to get consignments. Wools are decidedly weak and lower here, and two cents lower in England.

Hides are in good request, but are no higher. Demand and supply are both ample and keep about even.

Tallow is lower and dull, while greases are in good request and advancing, with light supply.

The Fresh Meat Market Glutted.

Meat dealers say that the fresh meat market has never been so completely glutted as it is at present. The heavy grass crops have made feed cheap and plenty and grass-fed cattle were never so low as now. As a consequence, there is little sale for Chicago beef, as live cattle are higher in Chicago than they are here.

The Grocers' Picnic.

A meeting of the retail grocers of the city will be held on July 11 to make arrangements for the annual grocers' picnic, which will probably be held on July 25.

CUTS for BOOM EDITIONS
—OR—
PAMPHLETS

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

For the finest coffees in the world, high grade teas, spices, etc., see J. P. Visner, 17 Hermitage block, Grand Rapids, Mich. Agent for E. J. Gillies & Co., New York City. 352tf

Fire Crackers all sizes and prices.
PUTNAM CANDY CO.

WOOL

I am in the market for WOOL. I WANT TO BUY. Parties having any for sale, if they will notify me, if in car load lots, I will come and look at it and try to buy it. If in small lots, if you will send it to me, I will open it up and report by return mail what I can give for it, before taking it into account. There will be no charge on it, after it is once at my store.

W. T. LAMOREAUX,
71 CANAL STREET.

PRODUCE MARKET.

Apples—Dried, 6@6½c for sun-dried and 10@11c for evaporated. The market is quiet.
Apples—Green, 75c per box. Each box is guaranteed to contain 100 stomachaches.
Asparagus—30c per doz. bu.
Beans—Dry stock is scarce and firm, commanding \$1.85@2.10 for city hand-picked.
Beets—New, 30c per doz.
Butter—Not in shape to make any quotations.
Cabbages—Cairo stock commands \$1.50 per crate; St. Louis stock, \$3 per crate.
Cheese—Full cream stock commands 7@7½c. Cheddars—\$1@1.25 per ¼-bu. crate.
Cooperage—York barrels, \$1.25; produce barrels 25c.
Cucumbers—40c per doz.
Eggs—The market is steady. Dealers pay 12c and hold at 13c.
Field Seeds—Clover, mammoth, \$3.50 per bu.; medium, \$3.50. Timothy, \$1.60 per bu.
Green Beans—Wax, \$2 per bu. String, \$1.50 per bu.
Maple Sugar—8@10c per lb., according to quality.
Maple Syrup—75@85c per gal.
Onions—Green, 10@12c per doz. Southern, \$2 per sack.
Peas—Green, 75c per bu.
Peppermint—1c per lb.
Pop Corn—4c per lb.
Potatoes—Old stock is a little more active, finding a moderate sale at 40c per bu. New Southern is in fair demand at \$3@3.50 per bbl.
Raspberries—Both black and red are in good demand, commanding 8@10c per qt.
Radishes—2c per doz bunches.
Strawberries—Home-grown fruit is nearly out of market, commanding \$1 per 16 qt. crate.
Watermelons—25c apiece.

PROVISIONS.

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

PORK IN BARRELS.
Mess, new, 11 50
Short cut, 11 50
Extra clear pig, short cut, 12 25
Extra clear, heavy, 12 50
Clear, fat back, 12 50
Boston clear, short cut, 12 50
Clear back, short cut, 12 50
Standard clear, short cut, best, 12 75
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
Tubs, 7½
50 lb. Tins, 7½
LARD—Family.
Tierces, 6
30 and 50 lb. Tubs, 6½
3 lb. Pails, 20 in a case, 7
5 lb. Pails, 12 in a case, 6½
10 lb. Pails, 6 in a case, 6½
20 lb. Pails, 4 in a case, 6½
50 lb. Cans, 6½
Extra Mess, warranted 200 lbs., 7 00
Extra Mess, Chicago packing, 7 00
Boneless, rump butts, 7 00
SMOKED MEATS—Canned or Plain.
Hams, average 20 lbs., 9½
" 16 lbs., 10
" 12 to 14 lbs., 10½
" picnic, 7½
" best boneless, 8

Breakfast Bacon, boneless, 8½
Dried beef, ham prices, 9
Long Clears, heavy, 6
Briskets, medium, 6
" light, 6

OYSTERS and FISH.

F. J. Dettenthaler quotes as follows:

FRESH FISH.
Whitefish, 2@7½
" smoked, 2@8
Trout, 2@7½
Halibut, 2@15
Ciscoes, 2@4

OYSTERS—Cans.
Fairhaven Counts, 2@35
Selects, 2@30
F. J. D. S., 2@25

FRESH MEATS.

Swift and Company quote as follows:
Beef, carcass, 5 @ 6½
" hind quarters, 6½ @ 7
" fore, 3 @ 3½
" loins, No. 3, 2 @ 9
" ribs, 2 @ 7½
" tongues, 2 @ 9
Hogs, 5 @ 2½
Bologna, 2 @ 5
Pork loins, 2 @ 5
" shoulders, 2 @ 6
Sausage, blood or head, 2 @ 5
" liver, 2 @ 5
" Frankfort, 2 @ 8
Mutton, 2 @ 8

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK.
Standard, 25 lb. boxes, 8½
Twist, 25 " 8½
Cut Loaf, 25 " 8½
MIXED.
Royal, 25 lb. pails, 8½
" 200 lb. bbls., 8
Extra, 25 lb. pails, 10
" 200 lb. bbls., 9
French Cream, 25 lb. pails, 11½
FANCY—In 5 lb. boxes.
Lemon Drops, 12
Sour Drops, 13
Peppermint Drops, 14
Chocolate Drops, 14
H. M. Chocolate Drops, 18
Gum Drops, 10
Licorice Drops, 18
A. B. Licorice Drops, 14
Lozenges, plain, 14
" printed, 15
Imperial, 14
Mottos, 15
Cream Bar, 13
Molasses Bar, 13
Caramels, 16@18
Hand Made Creams, 18
Plain Creams, 16
Decorated Creams, 20
String Rock, 15
Burnt Almonds, 22
Wintergreen Berries, 14
FANCY—In bulk.
Lozenges, plain, in pails, 11½
" " in bbls., 10½
" printed, in pails, 11
" " in bbls., 11
Chocolate Drops, in pails, 12
Gum Drops, in pails, 6½
" " in bbls., 5½
Moss Drops, in pails, 10
" " in bbls., 9
Sour Drops, in pails, 12
Imperial, in pails, 11
" " in bbls., 10
FRUITS.
Oranges, Rodi, choice, 300, 2@
" Florida, choice, 300, 2@
" fancy, 300, 2@
" Riverside, fancy, 300, 2@
" Mountain, 300, 2@
" Wash. Navals, fancy, 300, 2@
" Valencia, large, 300, 2@
Lemons, Messina, choice, 300, 5 50@ 6 00
" " fancy, 300, 6 50
" " 300, 6 50
Figs, Smyrna, new, fancy layers, 15 @ 16
" choice, 7 lb., 13 @ 14
Dates, frills, 50 lb., 2@
" ¼ frills, 50 lb., 2@
" Fard, 10-lb. box, 2@10
" 50-lb., 2@8
" Persian, 50-lb. box, 5½@
NUTS.
Almonds, Tarragona, 2@16
" Ivaca, 2@15
" California, 2@14
Brazil, 2@11
Walnuts, Grenoble, 2@16
" California, 2@15
Pecans, Texas, H. P., 11 @ 14
Cocoanuts, 2@4 50
PEANUTS.
Fancy, H. P., Suns, 2@9½
" Roasted, 2@11½
Fancy, H. P., Game Cocks, 2@9½
" Roasted, 2@11½
Fancy, H. P., Stags, 2@9
" Roasted, 2@11
Choice, H. P., Stars, 2@8½
" Roasted, 2@10½
Fancy, H. P., Steamboats, 2@8½
" Roasted, 2@10½

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.

Wholesale Price Current.

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

APPLE BUTTER.	
E. J. Mason & Co.'s goods.. 6	
AXLE GREASE.	
Frazer's.....\$2 40	
Aurora.....1 75	
Diamond.....1 80	
BAKING POWDER.	
Thepure, 10c packages.....\$1 20	
" 1/4 lb. ".....1 56	
" 6 oz. ".....2 28	
" 1/2 lb. ".....2 76	
" 12 oz. ".....4 20	
" 1 lb. ".....5 40	
" 5 lb. ".....26 00	
Less 20 per cent. to retailers.	
Absolute, 1/4 lb. cans, 1008.. 11 75	
" 1/2 lb. ".....508.. 10 00	
" 1 lb. ".....508.. 18 75	
Acme, 1/4 lb. cans, 3 doz.....1 50	
" 1/2 lb. ".....2 15	
" 1 lb. ".....3 00	
" bulk.....20	
Our Leader, 1/4 lb. cans.....45	
" 1/2 lb. ".....90	
" 1 lb. ".....1 60	
Telfer's, 1/4 lb. cans, doz.....45	
" 1/2 lb. ".....85	
" 1 lb. ".....1 50	
BATH BRICK.	
English, 2 doz. in case.....80	
Bristol, 2 ".....75	
American, 2 doz. in case.....70	
BLUING.	
Dozen	
Mexican, 4 oz.....30	
" 8 oz.....60	
" 16 oz.....90	
BROOMS.	
No. 2 Hurl.....1 75	
No. 1 ".....2 00	
No. 2 Carpet.....2 25	
No. 1 ".....2 50	
Parlor Gem.....2 75	
Common Whisk.....1 20	
Fancy ".....3 25	
Mill ".....2 75	
Warehouse.....2 75	
CANDLES.	
Hotel, 40 lb. boxes.....10	
Star, 40 ".....9 75	
Paraffine.....11	
Wicking.....25	
CANNED GOODS—Fish.	
Clams, 1 lb. Little Neck.....1 30	
Clam Chowder, 3 lb.....2 10	
Cove Oysters, 1 lb. stand.....1 15	
" 2 lb. ".....1 95	
Lobsters, 1 lb. picnic.....1 75	
" 2 lb. ".....2 05	
" 1 lb. Star.....3 25	
" 2 lb. Star.....3 25	
Mackerel, in Tomato Sauce.....2 85	
" 1 lb. stand.....1 20	
" 2 lb. ".....2 00	
" 3 lb. in Mustard.....2 85	
" 3 lb. soured.....2 85	
Salmon, 1 lb. Columbia 1 65@2 00	
" 1 lb. Alaska.....1 40@1 60	
Sardines, domestic 1/4s.....@ 9	
" 1/2s.....@ 9	
" Mustard 1/4s.....@ 9	
" Imported 1/4s.....10 1/2@16	
" spiced, 1/4s.....10	
Trout, 3 lb. brook.....2 60	
CANNED GOODS—Fruits.	
Apples, gallons, stand.....3 25	
Blackberries, stand.....80	
Cherries, red standard 1 10@1 20	
" pitted.....1 40	
Damsons.....1 15	
Egg Plums, stand.....1 15@1 35	
Gooseberries.....1 00	
Grapes.....1 15@1 35	
Green Gages.....1 15@1 35	
Peaches, yellow, stand.....@ 20	
" seconds.....@ 10	
" Pie.....1 30	
Pears.....1 25	
Pineapples, common, 1 10@1 20	
" Johnson's, 2 50@2 75	
Quinces.....1 00	
Raspberries, extra.....1 75	
" red.....1 40	
Strawberries.....1 15@1 35	
Whortleberries.....75	
CANNED VEGETABLES.	
Asparagus, Oyster Bay.....80	
Beans, Lima, stand.....80	
" Green Limas.....@ 15	
" Strings.....@ 80	
" Stringless, Erie.....80	
Lewis' Boston Baked.....1 40	
Corn, Archer's Trophy.....90	
" Morn'g Glory.....90	
" Early Golden.....90	
Peas, French.....1 68	
" extra marrowfat.....@ 15	
" soaked.....80	
" June, stand.....1 40	
" sifted.....1 65@1 85	
" French, extra fine.....1 50	
Mushrooms, extra fine.....2 15	
Pumpkin, 3 lb. Golden.....@ 50	
Succotash, standard.....90@1 40	
Squash.....1 10	
Tomatoes, Red Coat.....@ 60	
" Good Enough.....@ 60	
" Ben Har.....@ 60	
" stand br.....@ 95	
CATSUP.	
Snider's, 1/4 pint.....1 35	
" pint.....2 30	
" quart.....3 50	
CHEESE.	
Fancy Full Cream.....@ 7 1/2	
Good ".....@ 7	
Part Skimmed.....5 @ 6	
Sap Sago.....19 @ 20	
Edam.....@ 60	
CHEWING GUM.	
Rubber, 100 lumps.....30	
" 200.....40	
Spruce, 200 pieces.....40	
CHICORY.	
Bulk.....6	
Red.....7 1/2	
CHOCOLATE—BAKER'S.	
German Sweet.....22	
Premium.....35	
Pure.....38	
Breakfast Cocoa.....40	
Broma.....37	
COCOA SHELLS.	
Bulk, 10c packages.....4 @ 4 1/2	
Pound packages.....@ 7	
COFFEE EXTRACT.	
Valley City.....80	
Felix.....1 10	
COFFEE—Green.	
Rio, fair.....@ 21	
" good.....@ 22	
" prime.....@ 23	
" fancy washed.....@ 24	
" golden.....@ 23	
Santos.....@ 23	
Mexican & Guatemala.....@ 23	
Java, Interior.....@ 24	
" Mandheling.....@ 26	
Peaberry.....@ 24	
Mocha, genuine.....@ 28	
To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15c. per lb. for shrinkage.	
COFFEES—Package.	
Bunola.....24 1/2	
" in cabinets.....25 1/2	
McLaughlin's XXXX.....25 1/2	
" in cabinets.....25 1/2	
Durham.....25	
CLOTHES LINES.	
Cotton, 40 ft. per doz.....1 35	
" 50 ft. ".....1 50	
" 60 ft. ".....1 75	
" 70 ft. ".....2 00	
" 80 ft. ".....2 25	
Jute 60 ft. ".....90	
" 72 ft. ".....1 10	
CONDENSED MILK.	
Eagle.....7 50	
Anglo-Swiss.....6 00@7 60	
COUPONS.	
"Superior.....2 50	
"Trademarks.....2 00	
" per hundred.....2 00	
" 500 ".....2 50	
" 1000 ".....3 00	
" 5000 ".....4 00	
" 10000 ".....5 00	
Subject to the following discounts:	
200 or over.....5 per cent.	
500 ".....10	
1000 ".....15	
5000 ".....20	
10000 ".....25	
CRACKERS.	
Kenosha Butter.....7 1/2	
Seymour.....5 1/2	
Butter.....5 1/2	
" family.....5 1/2	
" biscuit.....6 1/2	
Boston.....7 1/2	
City Soda.....7 1/2	
Soda.....6	
S. Oyster.....5 1/2	
City Oyster, XXX.....5 1/2	
Shell.....6	
CREAM TARTAR.	
Strictly pure.....38	
Grocers'.....25	
DRIED FRUITS—Domestic.	
Apples, sun-dried.....@ 6	
" evaporated.....@ 10	
Apricots.....@ 19	
Blackberries.....5 @ 6	
Nectarines.....15	
Peaches.....8 @ 14	
Plums.....10	
Raspberries.....30	
DRIED FRUITS—Prunes.	
Turkey.....6 1/2 @ 6 1/2	
Bosnia.....@ 7 1/2	
California.....10 @ 11	
DRIED FRUITS—Peel.	
Lemon.....18	
Orange.....18	
DRIED FRUITS—Citron.	
In drum.....@ 23	
In boxes.....@ 25	
DRIED FRUITS—Currants.	
Zante, in barrels.....@ 5 1/2	
" in less quantity 6 @ 6 1/2	
DRIED FRUITS—Raisins.	
Valencias.....@ 9	
Ondaras.....@ 11 1/2	
Sultanas.....@ 10	
London Layers, Cali.....2 50@2 80	
" fornia.....2 50@2 80	
London Layers, for n.....@	
Muscatsels, California 1 90@2 25	
GUN POWDER.	
Kegs.....5 25	
Half kegs.....2 88	
FARINACEOUS GOODS.	
Farina, 100 lb. kegs.....04	
Hominy, per bbl.....3 00	
Macaroni, dom 12 lb box.....60	
" imported.....@ 9 1/2	
Pearl Barley.....@ 2 1/2	
Peas, green.....@ 1 00	
" split.....@ 3	
Sago, German.....@ 6	
Taploca, fl'k or pri.....6 @ 7	
Wheat, cracked.....@ 5	
Vermicelli, import.....@ 10	
" domestic.....@ 60	
FISH—SALT.	
Cod, whole.....5 @ 6 1/2	
" boneless.....6 1/2 @ 8	
Halibut.....@ 9 1/2	
Herring, round, 1/4 bbl.....2 90	
" gibbed.....2 75	
" Holland, bbls.....12 00	
" Scaled, new.....@ 75	
Mack, sh's, No. 2, 1/4 bbl.....1 30	
" " " 10 ".....1 20	
HERBS.	
Sage.....9	
Hops.....14	
JELLIES.	
E. J. Mason & Co.'s goods.....6	
Chicago goods.....4	
LAMP WICKS.	
No.....30	
No. 1.....40	
No. 2.....50	
LICORICE.	
Pure.....30	
Calabria.....25	
Sicily.....18	
MATCHES.	
No. 9 sulphur.....2 00	
Anchor parlor.....1 70	
No. 2 home.....1 10	
Export parlor.....4 00	
MOLASSES.	
Black Strap.....20	
" Cuba Baking.....24	
Porto Rico.....24	
New Orleans, good.....24	
" choice.....30	
" fancy.....42	
One-half barrels, 3c extra	
OATMEAL.	
Muscatine, Barrels.....4 50	
" Half barrels.....2 50	
" Cases.....2 15@2 25	
ROLLED OATS.	
Muscatine, Barrels.....@ 4 50	
" Half bbls.....@ 2 50	
" Cases.....2 15@2 25	
OIL.	
Michigan Test.....9 1/2	
Water White.....10 1/2	
PICKLES.	
Medium.....@ 9 00	
" 1/2 bbl.....5 00	
Small, bbl.....11 00	
" 1/2 bbl.....6 00	
PIPES.	
Clay, No. 216.....1 75	
" T. D. full count.....75	
Cob, No. 3.....1 25	
PRESERVES.	
E. J. Mason & Co.'s goods.....8	
RICE.	
Carolina head.....6 1/2	
" No. 1.....5 1/2	
" No. 2.....5 1/2	
" No. 3.....5	
Japan, No. 1.....6 1/2	
" No. 2.....5 1/2	
SNUFF.	
Scotch, in bladders.....37	
Maccaboy, in jars.....35	
French Rappee, in jars.....43	
SOAP.	
Detroit Soap Co.'s Brands.	
Superior.....3 30	
Queen Anne.....3 85	
German Family.....3 00	
Mottled German.....3 00	
Old German.....2 70	
U. S. Big Bargain.....2 00	
Frost, Floater.....3 75	
Cocoa Castle, Fancy.....3 36	
Allen B. Wrisley's Brands.	
Funny Family, 75.....2 95	
Old Country, 80.....3 30	
Una, 100.....3 65	
Bouncer, 100.....3 15	
SAL SODA.	
Kegs.....1 1/2	
Granulated.....2	
SAPOLIO.	
Kitchen, 3 doz. in box.....2 50	
Hand 3 ".....2 50	
SOUPS.	
Snider's Tomato.....2 40	
SPICES—Whole.	
Allspice.....10	
Cassia, China in mats.....8	
" Batavia in bund.....15	
" Saigon in rolls.....35	
Cloves, Amboyana.....22	
" Zanzibar.....16	
Mace Batavia.....80	
Nutmegs, fancy.....80	
" No. 1.....75	
" No. 2.....65	
Pepper, Singapore, black.....16	
" white.....26	
" shot.....20	
SPICES—Ground—In Bulk.	
Allspice.....15	
Cassia, Batavia.....20	
" and Saigon.....25	
" Saigon.....42	
Cloves, Amboyana.....26	
" Zanzibar.....30	
Gluger, African.....12 1/2	
" Cochiti.....15	
" Jamaica.....18	
Mace Batavia.....90	
Mustard, English.....22	
" and Trie.....25	
" Trieste.....27	
Nutmegs, No. 2.....80	
Pepper, Singapore, black.....18	
" white.....30	
" Cayenne.....25	
SUGARS.	
Cut Loaf.....@ 7 1/2	
Cubes.....@ 6 1/2	
Powdered.....@ 7 1/2	
Standard Granulated.....@ 6 1/2	
" Fine.....@ 6 50	
Confectioners' A.....@ 6 31	
White Extra C.....@ 6 1/2	
Extra C.....@ 6	
C.....5 1/2 @ 5 1/2	
Yellow.....@ 5 1/2	
SEEDS.	
Mixed bird.....4 1/2 @ 6	
Caraway.....9	
Canary.....3 1/2	
Hemp.....3 1/2	
Anise.....8	
Rape.....8	
Mustard.....7 1/2	
SALT.	
Common Fine per bbl.....80	
Solar Rock, 56 lb. sacks.....27	
28 pocket.....1 90	
60 ".....2 00	
100 ".....2 25	
Ashton bu. bags.....75	
Higgins ".....75	
Wagsaw ".....75	
" 1/2 bu ".....30	
Diamond Crystal, cases.....1 50	
" 28-lb sacks.....25	
" 56-lb ".....25	
" 60 pocket 2 50	
" 28 ".....2 10	
" barrels.....1 75	
SALERATUS.	
Church's, Arm & Hammer.....5 1/2	
Wright's Com.....5 1/2	
Taylor's.....5 1/2	
DeLand's Cap Sheaf.....5 1/2	
" pure.....5 1/2	
Our Leader.....5	
SYRUPS.	
Corn, barrels.....@ 27	
" one-half barrels.....@ 29	
Pure Sugar, bbl.....26 @ 35	
" half barrel.....26 @ 37	
SWEET GOODS.	
Ginger Snaps.....8	
Sugar Creams.....8 1/2	
Frosted Creams.....8	
Graham Crackers.....8	
Oatmeal Crackers.....8	
SHOE POLISH.	
Jettine, 1 doz. in box.....75	
TEAS.	
JAPAN—Regular.	
Fair.....14 @ 16	
Good.....18 @ 22	
Choice.....24 @ 29	
Choicest.....32 @ 38	
SUN CURED.	
Fair.....14 @ 15	
Good.....16 @ 20	
Choice.....24 @ 28	
Choicest.....30 @ 33	
BASKET FIRED.	
Fair.....@ 20	
Choice.....@ 25	
Choicest.....@ 35	
Extra choice, wire leaf.....@ 40	
GUNPOWDER.	
Common to fair.....25 @ 35	
Extra fine to finest.....50 @ 65	
Choicest fancy.....75 @ 85	
IMPERIAL.	
Common to fair.....20 @ 35	
Superior to fine.....40 @ 50	
YOUNG HYSON.	
Common to fair.....18 @ 26	
Superior to fine.....30 @ 40	

Mixed bird.....	SEEDS.	4 1/2 @ 6	Fair.....	25 @ 30	Baskets, market.....	1 00
Caraway.....		9	Choice.....	30 @ 35	" bushel.....	1 00
Canary.....		3 1/2	Best.....	55 @ 65	" " with covers.....	1 00
Hemp.....		3 1/2	Tea Dust.....	8 @ 10	" willow cl'ths.....	No.1 5 75
Anise.....		8			" " " ".....	No.2 6 25
Rape.....		6			" " " ".....	No.3 7 25
Mustard.....		7 1/2			" splint.....	No.1 3 50
					" " " ".....	No.2 4 25
					" " " ".....	No.3 5 00
Common Fine per bbl.....	SALT	80	Common to fair.....	25 @ 30		
Solar Rock, 56 lb. sacks.....		27	Superior to fine.....	30 @ 50		
28 pocket.....		1 00	Fine to choicest.....	55 @ 65		
60 " " " ".....		2 00				
100 " " " ".....		2 25				
Ashton bu. bags.....		75				
Higgins " " " ".....		75				
Warsaw " " " ".....		35				
" 1/2 bu " " " ".....		20				
Diamond Crystal, cases.....		1 50				
" " " " " ".....		25				
" " " " " ".....		50				
" " " " " ".....		25				
" " " " " ".....		20				
" " " " " ".....		1 75				
Church's, Arm & Hammer.....	SALEBRATS.	5 1/2				
Dwight's Com.....		5 1/2				
Taylor's.....		5 1/2				
DeLand's Cap Sheaf.....		5 1/2				
" pure.....		5 1/2				
Our Leader.....		5				

THE LIMIT OF COMBINATION.

It should be understood that there is a point in every line of business beyond which combination is not economical. This is not generally recognized now. The prevailing tendency in almost all lines of production and trade is to combination for reduction of expenses and greater steadiness and uniformity in prices. For the time being the thoughts of merchants and manufacturers are directed to these ends, and but little attention is given to the evil results of combinations, and the misfortunes which may come to individuals who tie up property in these associations.

During the past decade the increasing facilities and decreasing cost of transportation have enormously widened the field for competition. Merchants have found the market at their own doors invaded by merchants in distant cities, manufacturers have found that the raw material produced in their neighborhoods is bid for by manufacturers far away, and that the territory which they have counted on as their own to supply is captured by remote rivals. Against the activity of such competition, aided by uncertain and generally decreasing freight rates, constant vigilance has hardly been able to contend successfully. Worn out in the effort manufacturers have come to regard combination as a necessity.

To men so situated the advantages of combination naturally appear magnified, while the disadvantages almost entirely disappear. If all the goods of a certain kind required in any given territory can be made by and distributed from the factory nearest to that territory, a great saving in freight rates will be effected. If a uniform price is maintained for any article, and the supply thereof controlled by one central agency, an army of traveling salesmen become useless and may be discharged. Various other economies also become possible under such conditions, and it is easy to figure a round dividend on the capital employed in the production of any one of many articles from such reductions in expenses alone. Add to these the profit which would result from a small uniform advance in prices, and the advantages of combination seem overwhelming. The business man, therefore, harrassed by ceaseless competition deems it wise to make important concessions and sacrifice his individual judgment to effect combination.

This is the reasoning which has directed our commercial affairs for some years, and has produced combinations almost without number. These combinations are of various forms and styles, from mere associations or pools for controlling prices, to trusts and trust-like corporations, which assume the ownership of numerous properties in widely-separated localities, and the direction of all the details of scattered and multimodal processes of production and distribution. On paper the prospects of these combinations are brilliant. As I have said the savings in expenses alone furnish figures equal to a good dividend on the capital invested. It seems reasonable, also, that such aggregated capital will be able to effectually suppress competition, either by buying up or crushing out all small concerns which may appear in the field. To the manufacturer who has put his plant into one of these combinations at figures satisfactory to himself, and has surrendered the care, and also the control of his property, receiving in exchange certain pieces of paper called trust certificates, the future may seem to promise an easy life sustained on a sure and regular income.

The short experiences of many of these hopeful combinations show that there have been some miscalculations in their expectations.

In the first place, the buying up or crushing out process applied to diminutive rivals is apparently never ending. The Standard Oil Company, the best known and most successful of trust combinations, has never succeeded in suppressing its competitors. It is probable that no combination has been more fortunate in this regard. The dream of monopoly is delusive. I think it will be found that monopoly never has been

Furniture

—A T—

Nelson,
Matter
& Co's

STYLES:

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

Cook & Bergthold,

MANUFACTURERS OF

SHOW CASES.

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

67 Canal St., GRAND RAPIDS, MICH.

FIT FOR
A Gentleman's
Table:All goods bearing the
name ofTHURBER, WHYLAND & CO.,
OR
ALEXIS GODILLOT, JR.

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

THURBER, WHYLAND & CO.,
West Broadway, Reade & Hudson Streets,
New York City.

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.

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.

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 So. Ionia St., Grand Rapids.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

AND Jeweler,

44 CANAL ST.,

Grand Rapids - Mich.

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

TIME TABLES.

Grand Rapids & Indiana.

In effect June 22, 1890.

TRAINS GOING NORTH.

Big Rapids & Saginaw.	Arrive.	Leave.
Traverse City & Mackinaw.	6:50 a m	7:25 a m
Traverse City & Mackinaw.	9:15 a m	11:30 a m
Traverse City & Saginaw.	2:15 p m	4:10 p m
Mackinaw City.	8:50 p m	10:30 p m

Train leaving at 10:30 p m, runs daily, Sunday included. Other trains daily except Sunday.

GOING SOUTH.

Cincinnati Express.	6:00 a m	6:30 a m
Fort Wayne & Chicago.	10:15 a m	10:25 a m
Cincinnati Express.	5:40 p m	6:00 p m
Sturgis & Chicago.	10:50 p m	11:30 p m
From Big Rapids & Saginaw.	11:50 a m	

Train leaving for Cincinnati at 6 p. m. runs daily, Sundays included. Other trains daily except Sunday. Sleeping and Parlor Car Service: North—7:25 a. m. and 10:30 p. m. trains have Wagner sleeping and parlor cars to Petoskey and Mackinaw City. 11:30 a. m. train parlor chair cars to Mackinaw City. South—6:30 a. m. train has parlor chair car and 6 p. m. train sleeping car for Cincinnati; 11:30 p. m. train, Wagner sleeping car for Chicago via Kalamazoo.

Muskegon, Grand Rapids & Indiana.
Leave.
7:00 a m. 10:10 a m
11:20 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. Almquist, ticket agent at depot, or Geo. W. Munson, Union Ticket Agent, 67 Monroe St., Grand Rapids, Mich.
C. L. LOCKWOOD, Gen'l Pass. Agent.

Detroit, Grand Haven & Milwaukee.

GOING WEST.

Arrives.	Leaves.
*Morning Express.	12:50 p m
*Through Mail.	4:10 p m
*Grand Rapids Express.	10:25 p m
*Night Express.	6:40 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.	3:35 p m	3:45 p m
*Night Express.	9:50 p m	10:55 p m

*Daily, Sundays excepted. *Daily.
Detroit Express leaving 6:50 a m has Wagner parlor and buffet car attached, and Evening Express leaving 3:45 p m has parlor car attached. These trains make direct connection in Detroit for all points East.
Express leaving at 10:55 p m has Wagner sleeping car to Detroit, arriving in Detroit at 7:20 a m.
Steamboat Express makes direct connection a Grand Haven with steamboat for Milwaukee.
tickets and sleeping car berths secured at D. G. H. & M. R. Y. offices, 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.	7:30 a m
Mixed.	6:30 a m
Day Express.	5:00 p m
*Atlantic & Pacific Express.	11:55 a m
New York Express.	11:15 p m
	5:40 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. RUGGLES, G. P. & T. Agent, Chicago.

BEFORE BUYING GRATES

Get Circular and Testimonials. Sent Free.
Economical, Sanitary, Cleanly and Artistic.
ALDINE FIRE PLACE, GRAND RAPIDS, MICH.

DRINK
LION
COFFEEA 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, SUCCS, BRASS RULE
WOOD & METAL FURNITURE
BOX WOOD
MAPLE. EQUEST GRAND RAPIDS MICH.

made effective, permanently, in this country by combination. The efforts to secure this are unavailing and expensive. Any combination, therefore, must count on competition, and the day will come to many a combination when the buying up or crushing out policy must be abandoned.

Another factor which is not taken into the account by those who figure on the profits of combinations is popular disfavor. Whether or not it is possible to establish a monopoly, the attempt to do so is sure to meet the ill-will of the people. It is safe to say that in proportion as such attempts appear profitable will that ill-will exert itself in opposition. This ill-will may take the form of newspaper criticism, or it may crystallize itself in statutes and decisions of courts, or it may be exhibited simply in mercantile preferences. But it will be a pretty constant force against the fulfillment of the calculations of combinations. It will set a limit to their operations and diminish expected profits.

Still another element which attends the practical operations of combinations, and is not generally foreseen and included in preliminary estimates, is the waste of management. The economies of the new system are carefully elaborated beforehand, but how much will be lost through the inability of the manager to be in constant supervision of subordinates, and to master and direct all details, has not been set down on the other side. The loss which must occur when no one personally interested in the profits directs production is found to be large. Carelessness among employees and extravagance in superintendence is induced where an impersonal entity, like a trust, whose resources are estimated in millions, is the paymaster. Still further is the recklessness of all those connected with one of these great combinations increased if the shares in the ownership are publicly quoted and speculated in. Demoralization is then complete in all that counts for common business success. Ingenuity, faithfulness, energy, are no longer appreciated or rewarded, except as they provide influences on the stock exchange. The shareholders in such a combination lose patience to investigate its affairs. The daily quotations are the only criterions of its condition. The managers bend their minds to keeping these quotations at satisfactory figures, and what is worse, look to speculation, aided by their inside information, for their reward, rather than to a legitimate compensation due to wise administration. These are the prominent factors which experience is developing as setting limits to combinations in trade and production. It is highly probable that in a few years these disadvantages will assume such proportions that men of affairs will be as anxious to escape from these entangling alliances as recently they have been ardent to enter into them.

M. L. SCUDDER, JR.

A Tribute to Mr. Barnes

Correspondence Boston Commercial.

"One of the brightest business men I ever met is Smith Barnes, of Traverse City. He is more—he is a wonderful man. What that man doesn't know about business isn't worth knowing. I have known him for over forty years and I have never known a more honorable man. His very name is a synonym of honor, integrity and uprightness. He is a man with the courage to express his convictions and the fearlessness to live according to them. To-day he is one of the shining lights in the galaxy of bright business men that grace the State of Michigan. It is such men that make any profession honorable; men whose lives shed a hallowed influence over their associates and employees, whose noble qualities of heart endear them to all. Besides being a thorough merchant, familiar with every detail of business, Mr. Barnes is a thorough gentleman, refined, courteous, affable, a loyal friend, but a poor enemy; a man of active intellect, keen perceptions and sound judgment, a close observer, an indefatigable traveler, a versatile conversationalist, a large-hearted, generous citizen. Michigan may be justly proud to number him among her most prominent business men."

"Just My Luck."

If the boy who exclaims, "Just my luck," was truthful, he would say, "Just my laziness," or "Just my inattention." A great English economist wrote a series of proverbs, entitled "Luck and Labor," which every boy should paste in his hat: Luck is waiting for something to turn up.

Labor, with keen eyes and strong will, will turn up something.

Luck lies in bed and wishes the postman would bring him news of a legacy. Labor turns out at 6 o'clock, and with a busy pen or ringing hammer lays the foundation of a competence.

Luck whines.

Labor whistles.

Luck relies on chances.

Labor on character.

Luck slips down to indigence.

Labor strides upward to independence.

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.	06 1/4
Jugs, 1/2 gal., per doz.	75
" 1 " " "	90
" 2 " " "	1 80
Milk Pans, 1/2 gal., per doz. (glazed 66c)	65
" 1 " " "	90c
" 2 " " "	75

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.

Eaton, Lyon & Co.,

JOBBER 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.,

90 & 22 Monroe St., Grand Rapids

Magic Coffee Roaster.

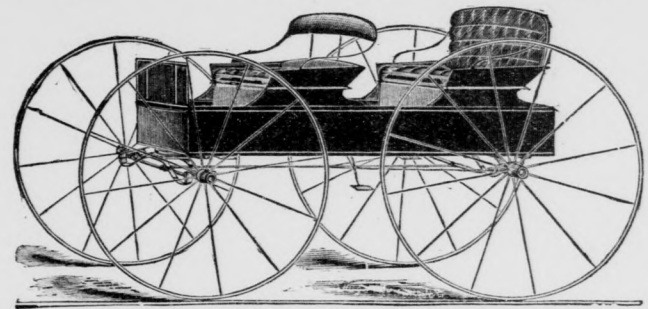
The Best in the World.

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

Duplex Pleasure OR Business Wagon



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

THE BELKNAP WAGON & SLEIGH CO., Grand Rapids.

Ionia Pants & Overall Co.

E. D. Voorhees, Manager.

MANUFACTURERS OF

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

Warranted Not to Rip.

Fit Guaranteed.

Workmanship Perfect.

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

IONIA, MICH.

WM. SEARS & CO.,

Cracker Manufacturers,

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



Putnam Candy Co.

HEADQUARTERS FOR

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

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.—

Politeness One of the Elements of Success.

Written for THE TRADESMAN.

A salesman who is so particular about the formalities of etiquette that he would raise his hat while speaking to a lady through a telephone was waiting on a German and found it very hard to understand him. Becoming impatient, the clerk said, "For goodness sake, try to talk America. I can't understand your foreign brawl." While the bewildered German was trying to edge his way out of the store, I thought what a vast difference there is between sham formality and true politeness, and how essential the latter is to one who would be successful as a salesman. The raising of the hat should be but an outward expression of the reverence one has for the gentler sex. Let an innermost desire to please accompany these outward forms of courtesy. A salesman should strive to put his customers at ease; explain to them the quality of goods in as brief and thorough a manner as is possible; using gentlemanly, assuring, but not boastful language.

In speaking of politeness, we are apt to associate the thought only with the attention to be given to ladies, but men can appreciate the treatment of a gentleman as well. The newly arrived Swede, German, or other foreigner, who comes into the store with an awed, perplexed look on his face, can be made a regular customer through politeness. Try every way to ascertain his wants without making him feel embarrassed. He may not be able to understand your language, but he can understand your actions and the expression on your face. Let him know that he is welcome, and, although he does not buy the most expensive goods, his family is usually large and needs many of the staple articles. A genteel, complaisant and firm bearing will usually help the salesman out when he comes in contact with the unreasonable purchaser who knows it all and wants it all.

Then, too, there are the customers who come back with goods and say they have been imposed upon. To adjust these cases without a loss to the firm or losing

a customer is frequently a difficult task to perform. Reason, together with a kind, patient disposition will help you do it.

A salesman must always be a student of human nature and have tact in dealing with his customers; must be able to appreciate their different circumstances and anticipate their wants to a certain degree. This, with the qualities herein outlined, will contribute very materially to his success. EDWIN G. PIPP.

Bay City, June 30, 1890.

The Swedish Cure for Drunkenness.

The habitual drunkard in Norway or Sweden renders himself liable to imprisonment for his love of strong drink, and during his incarceration he is required to submit to a plan of treatment for the cure of his failing which is said to produce marvelous results. The plan consists in making the delinquent subsist entirely on bread and wine. The bread is steeped in a bowl of wine for an hour or more before the meal is served. The first day the habitual toper takes his food in this shape without repugnance; the second day he finds it less agreeable to his palate; finally he positively loathes the sight of it. Experience shows that a period of from eight to ten days of this regimen is generally more than sufficient to make a man evince the greatest aversion to anything in the shape of wine. Many men after their incarceration become total abstainers.



(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.

Have Some Style About You!

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

Please write us for estimates.

The Tradesman Company,

GRAND RAPIDS, MICH.

ABSOLUTE TEAS.

We are receiving large direct importations of our justly celebrated

Absolute Japan Teas,

Which are universally conceded to be the best teas on the market. Wherever these goods have been placed, they have

WON THE TRADE.

We place these goods in the hands of first-class dealers only and will guarantee an increase in your tea trade, if you handle them. Try us on.

Telfer Spice Co.,

GRAND RAPIDS.

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.

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.

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.