

Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, JULY 16, 1890.

NO. 356.

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

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MANUFACTURERS OF
SHOW CASES.

Prices Lower than those of
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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.

Have an Electric Bell

In your residence. Complete outfit \$2.50. Full
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REMPIS & GALLMEYER,
FOUNDERS

General Jobbers and Manufacturers of
Settees, Lawn Vases, Roof Crestings, Carriage
Steps, Hitching Posts and Stair Steps.
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Best and Cheapest
Thorough, Practical and Complete.

The West Michigan
Business University
AND NORMAL SCHOOL.

McMullen Block, 23 South Division St.,
GRAND RAPIDS, MICH.

Is the best place to obtain a Thorough, Prac-
tical and Complete Education. The Best
ACTUAL BUSINESS Department in the State.
The most thorough and practically conducted
Short-Hand and Typewriting Department in the
West. Do not fail to write for particulars.
A. E. YEREX, President.

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.

Semi-Annual Clearance Sale
—IN—
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.

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WILLIAMS,
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Successors to

FARRAND, WILLIAMS & CO.,

Wholesale Druggists,

AT THE OLD STAND.

Corner Bates and Larned Streets, Detroit.

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,
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ALLEN DUFFEE.

A. D. LEAVENWORTH.

Allen Duffee & Co.,

FUNERAL DIRECTORS,

103 Ottawa St., Grand Rapids.

SEEDS!

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

Grand Rapids Seed Store,

71 Canal St., GRAND RAPIDS.

W. T. LAMOREAUX.

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WHOLESALE

PETOSKEY.

MARBLEHEAD

AND OHIO

AKRON, BUFFALO AND LOUISVILLE

CEMENTS,

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

Write for prices.

69 CANAL ST., GRAND RAPIDS.

LUCK.

A Story of Two Young Men.

"Do you see that big, new granite
building over there, James? That be-
longs to David Tannahill."

"Well, Archy, what of it?"

"Well, ten years ago, he hadn't a baw-
bee to his name."

The time was thirty years ago. The
speakers were two youths, dressed in the
flaring scarlet gowns and square caps
which the rules of Glasgow College pre-
scribe to her students; and they stood a
moment to look admiringly at the huge
block of white stone.

"Such luck!" said Archy; "and I mind
him well enough in our village chipping
stone. His father was a stone-mason,
and David learned his trade with him."

"Tannahill & Co., Importers of In-
dian and Turkish Goods," read James.
"How's that, then? What's a stone-
mason doing with Decca gauzes and mus-
lins from Stamboul, eh?"

"That's the story, and I mind the be-
ginning of it. It was one summer after-
noon, and David was chipping away in
his father's yard at Hamilton. I and a
whien other boys were sauntering off
with our lines to Coila-Linn for trout,
when a gig, with a gentleman in it, came
dashing through the village. The horse

had run away and taken all things its
own road. I don't know just how, but
David flung down his mallet and caught
the beast. The saved man was John Orr,
the great Turkey merchant, and he
offered David money or schooling, or
what he wanted. But David would
naught but a chance to learn trading, for
he had aye the gift to turn one bawbee
into ten; and so John Orr took him back
to Glasgow with him.

"Up, up, from one desk to another;
then to London; then to Constantinople;
syne a partner; by and by a son-in-law;
last of all, heir of John Orr's house and
land and business. It's like a page out
of the 'Thousand and One Nights.' A
fellow had better be born lucky than
rich. There were plenty of young men
in Hamilton you'd have picked out for
Fortune before David Tannahill; but it
was just his luck."

"Luck! I don't know that. David must
have been clever, industrious, honest and
agreeable, or his chance would have done
him small good. He had the qualities
that turn opportunity into gain, I'm
thinking, or he would have been chipping
stone in Hamilton yet."

"Nonsense, James! It's all luck. David
Tannahill is that fortunate, that, if you
flung him into the Clyde, he'd come up
with a fish in his hand."

"Luck is an unlucky word, Archy, to
be aye on a man's lips; and I've heard
say that luck follows them who look for
it. One proverb is as good as another,
you know, until you try them both."

Here the young men were joined by
some more scarlet gowns and square caps,
and the conversation drifted at once into
the approaching examinations, and the
prospect of degrees. Probably neither
Archy nor James thought again of Tanna-
hill & Co. It was one of those incidents
so often dropped into life, which seems
at the time an intruder, and only comes
to find its connecting link years after-
ward.

James took high honors and then went
for a pedestrian tour among the Chevoit
Hills. He wanted recreation and he
wanted solitude to consider what road he
should now take. He came home deter-
mined to be a trader, and to accept the
first good opportunity that offered, no
matter whether the trading was to be in
leather, sewed muslins, or Dunlop
cheeses.

"That is what I have made up my mind
to, father," he said, very decidedly.
"Then I needna show you a letter fra
Doctor Wilson o' Edinboro? It cam' a

week syne; he was vera proud o' the
stan' ye took i' your classes, an' he just
offers to gie ye his ain profession. But
if ye think it good to be a merchant, ye
dinna want to be a doctor."

"Good is good, father, but better car-
ries the day; and I'm for taking Dr.
Wilson's offer."

"That's the way laddies 'mak' up their
minds; but there's naething to prevent
ye changing—only ye'll tak' notice that
changing an' bettering dinna follow by
only natural law."

However, James insisted that a road
ready-made was better than one to make,
and the next week saw him studying
medicine and surgery with the very same
enthusiasm with which he had studied
David and Homer and Horace. Perhaps
all the more intelligently, indeed, for
this very reason; for that "specialty" is
the most complete that draws depth and
breadth and light from every source un-
der heaven.

About five years afterward, Dr. Wilson
looked into James' little office in the
Canongate and said:

"James, how old are you?"

"I am twenty-six, or thereabouts."

"And how much are you making?"

"Perhaps two hundred pounds a year,
Doctor."

"Does that and your future chances
here satisfy you?"

"As long as I can see nothing better to
be had."

"I thought so. The Seventh High-
landers sail for India next week, and
their colonel and I are kin by our wives.
He asked me to-day about a doctor for
the post. What do you think of it?"

"The climate is very trying."

"Nothing but alternate doses of tropics
and poles could 'try' you, James."

"And the salary? It isn't much, I
dare say."

"Only double what you are making;
but, then, there is the local practice, and
a native court besides. The king's
household is somewhere in the neighbor-
hood of six hundred people. I should
think, altogether, that it was better than
a street or two in Edinburgh."

"A prudent man could find chances,
too, to trade or speculate a little, Doctor;
there is a prejudice against physicians
doing that kind of thing here."

"Very properly; but that is a thing by
itself, James; the main question you'll
give me an answer to to-morrow."

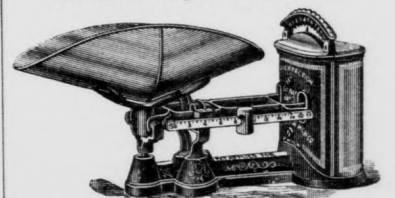
"No need to wait, Doctor; I accept.
I'll never say 'No' to the good that comes
to me. When do we sail?"

"Next Wednesday, by the *Indra*, from
the Broomilaw, Glasgow."

So next Wednesday morning, Doctor
James Laing, of the Seventh Highlanders,
was waiting at the Broomilaw for the
tender that was to carry him and the
troops down the river to the open frith,
where the *Indra* lay waiting for them.
He was a little early, and as it was rain-
ing, he sat in the "noddie" smoking and
speculating about the hurrying crowds.
Presently a figure passed that he knew,
and he hailed it. It was his old friend
and classmate, Archy Maxwell.

"What are you doing here, James?"

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.

"Waiting for the tender. I sail in the *Indra*."

"Oh, that's your next move, is it? When will you be back?"

"I cannot tell. I shall work up this event to the best of my power. When the next comes, I shall be ready for it. What are you doing?"

"With Reid & Thom—their shipping clerk—beastly business—but there's a bit of good luck waiting for me, if I could make up my mind to take it."

"What do you mean?"

"I mean Robina Baird—she has ten thousand pounds and that nice little place at Ewington."

"But I thought you loved that sweet Jenny Burnside ever since you and she played 'tag' together?"

"Jenny's poor. A farm and ten thousand pounds, with a pretty girl that likes you well, is a bit of luck a man can't afford to throw away."

"I don't know about that. Is it luck to tyne true love for money? I never was loved as Jenny loved you, so, perhaps, I'm no judge; but I think if a good bonnie lassie should ever think me worthy of it, I'd count that the best of luck that could come to me. You are in a good firm, Archy, and have kin and friends. It is a small price, is ten thousand pounds, for your own and Jenny's happiness. Take a second thought about it."

"Perhaps I might, if it was really a good house to me. But I've been there all of three years, and still at my old desk. There've been new hands brought in over me, too. I think that's a shame. Fact is, I do too well in my place to be changed; but if I had ten thousand pounds to start me, I could do as well for myself as for Reid & Thom."

Then the friends parted, and James set his face steadily inward, allowing no doubts or regrets or hesitation to mar the unity of his purpose. He had no time for any, if he had been disposed for them, for there was much sickness on board, and still more during the march inland, and the acclimating of the men. But after awhile, things settled into a regular groove, and James gathered a large circle of patrons and friends in the fine old city of Agra.

It did not take him long after this to become familiar with the "ins and outs" of indigo, and the seasons in silvered gauzes and wrought muslins. People gradually learned that he was a quiet, prudent speculator, and many suspected that he was rapidly growing rich; but he seldom appeared personally in transactions, and, after twelve years' residence, in Agra, it was as the physician alone that he was known.

His practice had indeed become very large, and, as a natural result, he had made the acquaintance of many beautiful women. But he had never fallen in love. Some men would have prided themselves on the fact. James was rather ashamed of it, and often in the self-communing of his lonely cigar tried to find out wherein lay the deficiency in his nature.

One day he received an urgent message to attend the daughter of an old Agra trader, whose bungalow was in sight of his own window. He knew the moment he saw Marian Hill that love had only been waiting for her; and in the long, low fever through which he attended her, she grew to be all that he had ever read or imagined woman could be to man.

But Marian was but sixteen, and he was thirty-eight. She was rarely beautiful, and delicate as a flower; he was rough and strong, and only handsome in virtue of his strong, purposeful manhood. It seemed almost hopeless to hope, and yet it was not in James Laing's nature to stop hoping and working for whatever he set before himself as good and desirable.

So he lingered away the sweet, silent hours of Marian's recovery, took her out for slow, cool drives, and whiled away long hours with many a song and romance of the "Land of old Gaul." One evening, as he sat holding her small, wasted hand in his, Marian said:

"Doctor, papa intends to send me to Scotland as soon as I am able to travel; do you think it best?"

"It is the very best thing for you."
"But what shall I do without you?"
"Would you like me to go, too?"
"Yes."

"Then I shall go. I have been thinking of it for two years. I was only waiting for some one to ask me."

It was in the arrangements pending Marian's journey to Scotland that the almost forgotten name of David Tannahill again fell on James Laing's ear. First, he was asked by a wealthy Agra manufacturer to take charge of an unusually valuable consignment to the great Glasgow firm; and, secondly, it came out that David's wife was Marian's aunt, and that it was with her she would stay. So, with this double claim upon his remembrance, James recalled readily enough the big granite warehouses, and the story Archy Maxwell had told him of the Hamilton stonemason.

Yet purposes work so dimly and slowly that even then he had no conception that within one year he would have married David Tannahill's niece and become the partner of the famous Oriental trader. The promise Marian and he made each other as they stood, hand in hand, watching the gradual revelation of the Scotch shore, was the first step to this. The second was the tact, prudence and intimate knowledge of Indian affairs which James gradually developed in his business relations with the house of Tannahill & Co.

He had been at home about two years when he met in the exchange, one day, a person he knew well, in spite of many adverse changes—Archy Maxwell. Archy was only too glad to find a friend who would listen to his plans, and his complaints, and he poured them fully out into James' ear. He had married Robina Baird and gone into business with her money; but there had been a combination of Glasgow shippers to destroy him; every one had wronged and injured him; and, of course, he had failed. Then an uncle had taken him into partnership. Archy said he had imposed on his good nature unpardonably, and the two had quarreled and separated on very bitter terms. Then he had made a great deal of money in railway scrip and lost it all in mining. Then his wife's aunt had left them a completely furnished hotel, doing a splendid business. He had tried to run it himself, and failed disastrously. But he had had a windfall from his Caledonian shares, and bought heavily in the Ayr Iron Company stock; that, he was sure, would retrieve all errors and losses; and, in the meantime, would James lend him £20?

James looked at the half-shabby man, with his nervous, apologizing manners and sanguine talk, and, sadly enough, made him free for the time of his purse.

"But, Archy," he said, "the best thing for you is steady work with a steady income. Will you take it if I give it you?"

"No; I will try my luck a little longer. It's a long lane that has no turning."

"Better take my offer, Archy."

"Not yet; not yet. Thank you all the same, James. You've been a lucky fellow."

"Stop one moment, Archy. You have been a much luckier fellow than I have. No one ever gave me £10,000. No one ever left me a hotel. I had no uncle to take me into partnership without a shilling. I paid £40,000 for my share in the house of Tannahill & Co., every pound the result of a careful, prudent cultivation of such opportunities as opened up on my path. If you are going to do any better, you must trust to something else than luck."

"Oh, I'm not down-hearted, James. Good fortune will come tapping at my door some day."

"And the first question she will ask will be, 'Is wisdom within?' Good fortune taps at many a door, but she never goes in to stay, unless there are a few sensible virtues inside to entertain her."

AMELIA E. BARR.

The Honest Boy.

A gentleman from the country placed his son with a dry goods merchant in—street. For a time all went on well. At length, a lady came to the store to purchase a silk dress, and the young man

waited upon her. The price demanded was agreed to and he proceeded to fold the goods. He discovered, before he had finished, a flaw in the silk, and pointing it out to the lady, said, "Madam, I deem it my duty to tell you there is a fracture in the silk."

Of course, she did not take it.

The merchant overheard the remark and immediately wrote to the father of the young man to come and take him home; "for," said he, "he will never make a merchant."

The father, who had ever reposed confidence in his son, was much grieved, and hastened to the city to be informed of his deficiencies. "Why will he not make a merchant?" asked he.

"Because he has no tact," was the answer. "Only a day or two ago he told a lady, voluntarily, who was buying silk of him, that the goods were damaged, and I lost the bargain. Purchasers must look out for themselves. If they cannot discover flaws, it would be foolishness of me to tell them of their existence."

"And is that all the fault?" asked the parent.

"Yes," answered the merchant, "he is very well in other respects."

"Then I love my son better than ever; and I thank you for telling me of the matter; I would not have him another day in your store for the world!"

Eaton, Lyon & Co.,

JOBBER'S OF

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

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

Send for Catalogue.

EATON, LYON & CO.,

20 & 22 Monroe St., Grand Rapids

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.

Wall Paper and Window Shades.

House and Store Shades Made to Order.

NELSON BROS. & CO.,

68 MONROE STREET.

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.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

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

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.

SUNSTROKE.

Some Practical Rules for Its Avoidance and Relief.

It is the easiest thing in the world to avoid sunstroke or heat prostration during the warm, humid days, if you will only exercise a little care and judgment and observe a few very simple rules. In the first place wear the very lightest flannels and theairest clothing in your wardrobe, and don't be in a hurry. Persons of an excitable temperament are more liable to sunstroke than those of a more phlegmatic disposition. So it is with those who have heart trouble, and it is well for them to bear in mind that it is exceedingly dangerous for them to be affected by the heat. Sunstroke causes a change in the blood by robbing it of its power to take up oxygen, which, as everybody knows, is the very essential of life. Soon the blood becomes saturated with carbonic acid, and unless this is quickly removed, death must ensue. With the heart function already interfered with, no matter how slightly, heat stroke, as it is more properly designated, becomes a very serious matter. The same is so in the case of stout people, who, as a rule, are more liable to suffer from the heat than others. Some care should be exercised in the character and quantity of food and drink taken. It is not by any means necessary to change one's mode of living, but at the same time heavy, heat-giving articles of food, that take a long time to digest, if not altogether adjoined, ought at least to be partaken of sparingly. This certainly does not inflict a hardship upon anybody, for in nine cases out of ten the craving for oils, fats and such articles of food is entirely absent in the summer time, and simply because the system does not require them. In short, don't eat a Christmas dinner on the Fourth of July. Much misery and suffering may be avoided by learning to drink slowly. As the skin is apt to act freely, it is necessary to keep the body supplied with liquid. Most people are possessed of the erroneous idea that the sensation of thirst is located somewhere in the stomach, and hence it is that they keep on drinking until they can hold no more. The work of throwing off this large quantity of liquid falls upon the skin and other glands, which are apt to become paralyzed in their action as soon as the slightest tendency to heat prostration manifests itself. Bear in mind that thirst is located in the throat, directly behind the tongue. This can be demonstrated by anybody who will go to the trouble of sipping a glass of water instead of gulping it down. In this way it will soon become apparent that half a glass of water will as effectually quench thirst as half a dozen glasses, and, what is more, without producing that sensation of fullness which is so annoying on a warm day. Once having learned how to drink judiciously, half the danger from heat prostration is overcome. Cooling drinks should be freely partaken of in the way above indicated, but bear in mind that suddenly chilling the blood with very cold, iced fluids is an extremely hazardous proceeding. Have the water and other drinks moderately cold, and, besides being safer to take, they also become more palatable. By paying but trifling attention to these rules, sleep on a warm night becomes natural, and this alone is half the safeguard against heat prostration, for there is nothing so invigorating and refreshing as a good night's rest. Now, a word about how to assist a person who has been prostrated by the heat when a doctor is not near at hand. The very first thing to do is to remove the sufferer to a shady spot and loosen all the clothing. To get rid of the carbonic acid in the blood, keep the limbs in motion, not violently, and thus induce freer respiration. A tendency, however slight, to returning consciousness is always a hopeful sign, for it indicates that the brain is receiving a supply of healthy blood. Apply cold cloths to the head and along the back of the neck. Sometimes, when the patient's hair is very thick, it is well to shave off part of it and place the cloths directly in contact with the scalp. If the feet are cold, apply hot bricks and administer stimulants, such as brandy and water, in

small quantities at frequent intervals. This is about all that can be done in the first stage of prostration, and it will generally suffice, for by this time the doctor will be on hand to take care of the secondary symptoms of heat-stroke.

The Enemy of Trusts.

From the New York Shipping List.

Notwithstanding the hostility of public sentiment, the expense and annoyance of hostile litigation with adverse decisions from the highest appellate courts, the persistent efforts of State and national legislatures to pass hostile and prohibitory laws, and opposition on every hand, Trusts have continued to flourish—yea, even to increase in number. Almost from its organization the Sugar Trust has been engaged in a hand-to-hand conflict with those who have sought its destruction; a legislative committee tried to investigate it, three courts in this State, including the Court of Appeals, have pronounced it an unlawful combination, Congress has passed a general anti-trust law, and labor organizations have boycotted its product, and yet the Sugar Trust sails calmly along, apparently undisturbed by any of these things, paying regularly a 10 per cent. dividend, and actively engaged in the refining of sugar. The Cotton Oil Trust met with the same hostility and ran up against a similar decision by the courts of Louisiana, but it quietly changed its dress, took off its trust coat and put on a New Jersey corporate garment and proceeded on its way rejoicing. The Chicago Gas Trust has been dissolved by the courts and placed in the hands of a receiver; yet it is very much alive and, although nominally dead, has recently paid a dividend and appears to be pursuing the even tenor of its way. In the very face of these proceedings Trusts have continued to multiply, and during the past twelve months it would seem as though the trust principle had been brought into operation in almost every branch of human activity, conspicuous among which have been the formation of the School Book and Ice Trusts, and lastly, in order that even a man's dead carcass may be brought under contribution to this ubiquitous monster, there is a Coffin Trust. In view of this conditions of affairs it is at least consoling to read the opinion of a recognized authority upon all questions of economic science. Edward Atkinson, of Boston, in an address recently delivered before the Phi Beta Kapa Society of Dartmouth College, said:

"The products of the world cannot be cornered. No trust, no corporation, no combination can resist the competition of capital with capital, or labor with labor, or State with State, or of nation with nation in their efforts to furnish all people with the utmost product at the lowest charge consistent with doing the work; while out of this greater abundance and wider distribution each individual gains more than he had before, and higher wages become the correlative or result of a low cost of production."

It is therefore competition rather than the courts or the legislatures that will eventually use up and finish the trust, the only difficulty being that the operation of this force is so slow that the public become restive under the robbery to which it is meanwhile subjected.

A curious development of the "nickel (or penny) in the slot machine" has appeared in England. It is proposed to erect automatic photographing machines, corresponding in a general way to the other machines of this class for weighing, selling candy, etc., with which the public is now familiar. In the photographic machines a penny is placed in a slot, the person stands in front of a lens for about five seconds, being notified by the ringing of a bell when to cease posing. By the mechanism the plate is developed and fixed, and in forty-five seconds the photo is passed out to the purchaser. A second slot, for half-pennies, delivers a frame when one coin is dropped into it. It is claimed that the profit on each photograph is over one half-penny. The chemicals used are a secret, and it is largely owing to their low cost that the figures given can be realized.

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

C. N. RAPP & CO.,

WHOLESALE DEALERS IN

Foreign and Domestic Fruits.

9 No. IONIA ST., GRAND RAPIDS, MICH.

Mr. C. N. Rapp was for two years partner and general manager of Geo. E. Howes & Co. and for the past year has been the senior partner and general manager of the Grand Rapids Fruit and Produce Co.



HEADQUARTERS FOR

BANANAS.

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

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

A. J. BROWN,

Wholesale dealer in Foreign, Tropical and Domestic

Fruits and Seeds.

Direct Receivers of

California Oranges

—AND—

Messina Lemons.

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.

WM. SEARS & CO.,

Cracker Manufacturers,

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

We Manufacture
Everything in the line of

Candy

Correspondence solicited and prices quoted with pleasure.
Write us.



AMONG THE TRADE.

AROUND THE STATE.

Mc Brides—L. A. Boice & Co. succeed L. A. Boice in general trade.

Avondale—E. J. Terrill has sold his general stock to W. D. Welch.

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

Alpena—Chas. A. McGregor succeeds Creighton & McGregor in the boot and shoe business.

West Bay City—Lambert & McDonell are succeeded in the hardware business by Lambert & Weir.

Kent City—R. McKinnon will remove his general stock to Hopkins, where he will conduct a P. of I. store.

Hastings—Blinston & Son succeed Townsend, Blinston & Son in the agricultural implement business.

Muskegon—A. M. Barden has opened a grocery store on Clay avenue. Andrew Wierengo furnished the stock.

Saranac—L. M. Lester has rented the store recently occupied by L. C. Hunter, and will fill it with a stock of dry goods. He intends to occupy it, if possible, this week.

Otisco—Burglars drilled two holes in the safe of W. H. Hanks on the night of the 5th, but did not succeed in getting it open. Some goods were taken from the stock.

Wayland—John C. Yeakey has purchased the interest of Mr. Tishhouse in the firm of Pallett & Tishhouse, meat dealers. The new firm will be known as Yeakey & Pallett.

Saginaw—E. H. Pearson, it is said, may soon remove to Chicago and abandon active lumbering for a responsible position with a large banking establishment in the Garden City.

Charlevoix—Marion Black has formed a copartnership with Douglass & Boughey, the Traverse City agricultural implement dealers, under the style of Marion Black & Co., and will engage in the implement business.

Sunfield—Lamont M. Knapp and Homer M. Knapp have formed a copartnership under the style of Knapp Bros. and purchased the general stock of their father, Henry Knapp. The latter will continue in charge of the drug department.

Walkerville—L. E. Johnson, of the hardware firm of Felter & Johnson, disappeared on the 6th and his whereabouts is unknown. Domestic difficulties led to the separation. The business will be continued by the remaining partner, Gus Felter.

Plainwell—Chamberlain Bros., who conduct a grocery and bakery business here and a grocery and hardware business at Mackinaw City, will shortly dissolve partnership, one partner continuing here and the other at Mackinaw City. The firm commenced business here in 1869 and at Mackinaw City in 1882.

MANUFACTURING MATTERS.

Eaton Rapids—J. E. Selby has engaged in the manufacture of steam fruit dryers. Mancelona—Foote & Co. succeed Libarker & Co. as proprietors of the Mancelona Cigar Co.

Copemish—The Babcock hoop factory is now in full operation, turning out 30,000 hoops per day.

Sault Ste. Marie—J. R. Ryan has purchased the interest of E. M. Ruggles in the brick business of E. M. Ruggles & Co. and will continue under the style of the Ryan Brick Co.

Detroit—The Wolverine Manufacturing Co. has increased its capital stock from \$10,000 to \$25,000.

Muskegon—The Muskegon Wagon Co. has been organized with a capital stock of \$200,000, of which \$20,000 is paid in.

Stanton—C. T. Cadwell and Frank Coon have formed a copartnership to handle lumber and shingles on commission.

Hillsdale—H. T. Buchanan succeeds W. T. Buchanan & Son in the manufacture of milk safes, screen doors and fanning mills.

Mt. Pleasant—The Mt. Pleasant Manufacturing & Lumber Co. has finished sawing for the present. The mill has cut 2,000,000 feet.

Albion—Parmelee & Sons are succeeded by F. R. Parmelee & Co. in the lumber business, C. F. Parmelee retiring and F. R. taking his place.

Niles—Niles is to have a new excelsior factory, the city council having sold the Andrews building for \$5,000 to Enoch Bowling, of Detroit, for that purpose.

Ludington—The Danahers have recently been making some investments in timber on the Pacific Coast, and have put in \$50,000 as an experiment, and will probably follow it up at a future date.

Muskegon—The Beedle & Kelly Co. has been organized with a capital stock of \$100,000, of which \$10,000 is paid in. The corporation will manufacture agricultural implements here and at Troy, Ohio.

Detroit—The Detroit Plumbers' Supply Co. has been organized with \$20,000 capital. Stephen A. Griggs, S. W. Wayson, John Williamson, David T. Rodger and Sarah A. Cooley, of Jackson, are the stockholders.

Lansing—The Lansing Lumber Co. put in 6,000,000 feet of white pine logs at its mills in Clare county last winter and is also putting in logs by rail. The company will cut 15,000,000 feet this season, and 40,000 shingles per day.

Manistee—Thos. Friant informs THE TRADESMAN correspondent that White & Friant will transfer their interests to the Pacific Coast, where they have large holdings of timber, as soon as their mills cut their timber tributary to this point.

Saginaw—The West Side Lumber Co. is cutting logs from Georgian Bay, owned by R. G. Peters and others. The logs were rafted here from Georgian Bay, and will average about four and one-half to the thousand. It is classed as \$20 stock, log run.

Detroit—The Anderson Manufacturing Co. has been incorporated to manufacture and sell chemicals, chemists' supplies, etc. The capital stock is \$25,000, of which \$7,000 is paid in, the stock being held by E. S. Anderson, Byram C. Robins and George Watson.

Detroit—The Montana Mining and Reduction Co. has been incorporated, with \$250,000 capital. The company will operate mines in Madison, Montana and elsewhere. W. M. Lillibridge is the only Detroit stockholder, the balance of the stock being held in Cleveland and Milwaukee.

Rogers City—Rogers City has voted \$10,000 bonds to aid in the construction of the Potts railroad from Montmorency county to Lake Huron, and hopes at no distant day to be out of the woods. The road will traverse, it is said, the finest hardwood tract in the State. There is also a large quantity of hemlock in Presque Isle county, and the manufac-

ture of hemlock shingles has already begun.

West Bay City—It is said the mill of H. W. Sage & Co. has a stock sufficient for only two or three years more, unless it is reinforced by logs from Canada. This mill was built in 1864, and began running in May, 1865. Sage & McGraw was then the firm name. In 1868 Mr. Sage purchased the interest of the late John McGraw, and the firm has since been known as H. W. Sage & Co., it being composed of H. W. Sage, his sons, W. H. and Dean Sage, the latter having charge of the lumber yards at Albany. The mill cuts about 30,000,000 feet a year.

He Made the Teller "Come to Time."

The autocratic paying teller of a certain city bank had an unpleasant experience one day last week. A tall young man with whiskers trimmed as though they had been laid out by a landscape gardener hurried up to the window and presented a check for \$250.

"Please let me have it in—" he began. "Mind your own business," snapped the red-headed autocrat within. "I'll give you what is convenient."

The tall young man followed this advice, took the money handed him and started away. In a moment he returned. "You've made a mistake," he said, mildly.

"Not responsible for any mistakes after leaving the window," responded the paying teller, sharply.

"But you—"

"We make no corrections; move on." "Oh, very well," said the tall young man, cheerfully, waving a bill at the grating, "I was only going to tell you you had given me \$50 too much, but I can stand it if you can," he added as he turned away.

The change that came over the red-headed teller was extraordinary.

"Hey, there, hold on," he called. "Mind your own business. I shall suit my own convenience."

"But wait a moment," called the teller, growing more and more agitated, as he hastily unlocked the window and thrust out his head.

"Don't grow excited," responded the overpaid young man, soothingly, "we never make corrections after leaving the window."

"Oh, don't mind that; come back here," pleaded the head from the window, beseechingly.

By this time the dialogue was attracting attention, and the tall young man stepped up to the teller and said, sharply:

"I have come to you again and again with checks to be cashed for the firm, and you are always grumpy, ungentlemanly and disobliging. To-day you thought you had underpaid me, and you were going to let me suffer. Instead of that, you gave me \$50 too much, and I have got you just where I want you. If you will apologize for your meanness and agree to be pleasant and obliging hereafter, you can have the \$50 back, but under no other condition."

Those who listened did not hear what the paying teller answered, but his meek tone and the return of the \$50 bill told a sufficiently plain story.

Rich Without Money.

Many a man is rich without money. Thousands of men with nothing in their pockets, and thousands without even a pocket, are rich. A man born with a good, sound constitution, a good stomach, a good heart, and good limbs and a pretty good headpiece, is rich. Good bones are better than gold; tough muscles than silver; and nerves that flash fire and carry energy to every function are better than houses and land. It is better than a landed estate to have the right kind of a father and mother. Good breeds and bad breeds exist among men as really as among herds and horses. Education may do much to check evil tendencies or to develop good ones; but it is a great thing to inherit the right proportion of faculties to start with. The man is rich who has a good disposition, who is nat-

urally kind, patient, cheerful, hopeful, and who has a flavor of wit and fun in his composition.

The hardest thing to get on with in this life is a man's own self. A cross, selfish fellow, a desponding and complaining fellow, a timid and care-burdened man—these are all born deformed on the inside. They do not limp, but their thoughts sometimes do.

The Zerwes Failure at Muskegon.

Jacob Zerwes, the Muskegon tobacco-nist, made an assignment last week to Ernest Eimer. The assets are estimated at \$2,242.35. The liabilities are \$2,162.18, divided among the following creditors in the amounts named:

Alex Rodgers, Jr., Muskegon	\$940.00
Cayan & Co	31.00
J. J. Howden	14.50
Daniel Scotten & Co., Detroit	99.92
Globe Tobacco Co	35.52
Rothchild & Schroeder, Chicago	165.85
E. Hecht & Co	150.00
F. F. Adams & Co., Milwaukee	289.44
Hochstein & Englehardt	140.35
Julian Hinsberg, Philadelphia	195.65

Good Words Unsolicited.

A. D. Farling, grist mill, Millbrook: "Could not run my mill without THE TRADESMAN."

VISITING BUYERS.

John Crispe, Plainwell	Carrington & North, Trent
E. E. Rice, Croton	W. H. Hicks, Morley
G. M. Hartwell, Cannonsburg	N. A. Whitney, Kalamazoo
A. E. Smith, Cadillac	Ell. Runnels, Corning
E. A. Ferguson, Middleville	D. O. Watson, Coopersville
E. S. Botsford, Dorr	Rockafellow Merc Co.
C. S. Keller, Dutton	Carson City
Sullivan Lum Co., Sullivan	Geo. A. Sage, Rockford
Albert Retan, St. Johns	E. E. Hewitt, Rockford
Edson Roberts, Sparta	W. G. Tefft, Rockford
Neal McMillan, Rockford	John Gunstra, Lamont
Hessler Bros., Rockford	Gibert Bros., Trent
W. A. Swarts & Son, Fennville	S. T. McEllan, Denison
H. S. Baron, Forest Grove	Gooding & Son, Gooding
R. G. Beckwith, Bradley	W. S. Clark, Holton
A. J. White, Bass River	Alex. Denton, Howard City
DeKruif, Boone & Co., Zeeland	E. Y. Hogle, Hastings
C. K. Hoyt & Co., Hudsonville	Cole & Chapel, Ada
	DeVoist Bros., Alba

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.

\$4,500 FOR \$1,500; ONE OF THE BEST PERKINS shingle mills in the State; ample power for two machines; nearly new, complete in every respect, no old trap; also complete wood outfit if desired. John N. Ehle, Colby, Montcalm Co., Mich. 66

SMALL STOCK OF DRUGS FOR SALE CHEAP. Address No. 63, care Michigan Tradesman. 63

FOR SALE—OR TRADE FOR STOCK OF GROCERIES or boots and shoes, five acres of land; good house; good farm; good well; all kinds of fruit trees; high state of cultivation; good location. Address T. M. Malsey, Millington, Mich. 64

FOR SALE—OLD-ESTABLISHED GROCERY BUSINESS at Kalamazoo; clean stock; good location and low rent; reason for selling, owner engaged in other business; a rare chance and not a large investment. Address No. 60, care Michigan Tradesman. 60

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 Michigan Tradesman. 58

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, 23x17; building three stories; splendid location on center of principal business street in city. Max Haverich, Saginaw, E. S. Mich. 65

FOR SALE—TWO WHEELS, UPRIGHT AND PRESS, used in manufacture of excelsior, for sale cheap. Donker & Zult, 216 Elizabeth St., Grand Rapids. 61

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. 60

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

WANTED—I HAVE SPOT CASH TO PAY FOR A general or grocery stock; must be cheap. Address No. 25, care Michigan Tradesman. 62

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

SITUATIONS WANTED.

SITUATION WANTED—BY A YOUNG MAN AS BOOK keeper or clerk in general store; best of references; state wages. Address S. H. W., Box 354, Fremont, Mich. 62

MISCELLANEOUS.

A JOB OF CONTRACT SAWING FOR SOME RE- sponsible party; Michigan preferred. Address Holley & Bullen, North Aurelius, Mich. 65

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 RE- tailers will be sent free to any dealer who will write for them to the Suttiff Coupon Pass Book Co., Albany, N. Y. 64

GRAND RAPIDS GOSSIP.

Chas. G. McIntyre is arranging to open a grocery store at the corner of East Bridge and Brainard streets.

Gleason & Duffy have engaged in the grocery business at Lake City. The Olney & Judson Grocer Co. furnished the stock.

The Hazeltine & Perkins Drug Co. has sold the Escott drug stock, at 75 Canal street, to Wm. H. Tibbs, who will continue the business.

C. N. Rapp, who came to Grand Rapids three years ago and engaged in business under the style of Geo. E. Howes & Co. and for the past year has been the managing partner of the Grand Rapids Fruit and Produce Co., has engaged in business on his own account at 9 North Ionia street under the style of C. N. Rapp & Co.

G. A. Watts and F. D. Watts, late of Scranton, Pa., have formed a copartnership under the style of Watts Bros. and engaged in the buying and shipping of butter, cheese, eggs and produce at the corner of South Division and Cherry streets. The business will be managed by G. A. Watts, the senior member of the firm.

Purely Personal.

Fred Leonard returned from Europe on Sunday.

S. M. Lemon went to Petoskey Sunday night, returning Tuesday.

N. J. Whitney, the Kalamazoo specialty jobber, was in town last Friday.

E. Y. Hogle, the Hastings dry goods and clothing dealer, was in town Monday.

John W. S. Pierson, the Stanton merchant, is sojourning at St. Clair for a few weeks.

Frank A. Rockafellow, of the Rockafellow Mercantile Co., at Carson City, was in town Monday.

Frank Stone leaves on his summer vacation Aug. 4, having a water trip to Duluth in contemplation.

Charley North, the rear end of the general firm of Carrington & North, at Trent, was in town last Friday.

Chas. L. Harrison, of Sparta, has taken the position of prescription clerk for Frank Smith, the Leroy druggist.

Frank E. Leonard has gone to Chicago, whence he goes to Pittsburg and New York, where he will remain until Aug. 1.

Matthew Heyboer, senior member of the firm of M. Heyboer & Bro., general dealers at Oakland, was in town last Friday.

C. L. Bennett, formerly engaged in the grocery business at Nawaygo, has taken a position as salesman in the grocery department of the Converse Manufacturing Co., at that place.

W. H. Downs and wife are located in their cottage at Ottawa Beach for the season. Mrs. Downs is entertaining her niece, Miss Belle Sharer, and Miss Mabel Thorpe, of Coldwater.

D. D. Cody, Willard Barnhart and O. A. Ball are camping on Bear Lake, near Clarion. They have purchased a tract of land on the lake and are erecting cottages for the reception of their families.

W. H. Hicks, the Morley druggist, came to town last week to attend the races and will probably remain a couple of weeks longer, as he considers Grand Rapids as cool and comfortable as the resorts farther north.

Albert Retan, formerly engaged in business at Pewamo and St. Johns, but for the past few months a gentleman of leisure, was in town a couple of days last week. Mr. Retan has lately returned from a trip through the South and the Pacific Coast, and bases his hopes on Little Rock, Ark., near which place he has invested in acreage property.

Gripsack Brigade.

Joe F. O. Reed has gone to Iowa, where he will spend a couple of weeks with his parents.

Lewis Cass Bradford, traveling representative for the Muskegon Cracker Co., is now a resident of Holland.

W. R. Mayo has transferred his allegiance from the Grand Rapids Fruit and Produce Co. to C. N. Rapp & Co.

Sam. B. Taylor has resigned his position with I. M. Clark & Son to go on the road for C. W. Inslee & Co., of Detroit.

E. A. Withee, traveling representative for the Telfer Spice Co., will remove his family from Vernon to the city about August 1.

J. H. Beamer, formerly engaged in the grocery business at Hastings, has gone on the road for the Michigan Whip Co., of that place.

The Detroit traveling men are considering the idea of holding a picnic at Sugar Island, at the mouth of the Detroit River, early in August.

Frank E. Powers, formerly book-keeper for I. M. Clark & Son, is now on the road for C. C. Folmer & Co., buying shingles. He is working the Tawas district this week.

D. A. Harrison, who represented the former house of Farrand, Williams & Co. on the road for many years, now carries the card of Farrand, Williams & Clark.

Albert H. Mangold, for several years past in the employ of C. G. A. Voigt & Co., has engaged to travel for the Aene Bag Co., of Chicago, taking Michigan and Indiana as his territory.

J. H. Burrows, formerly with M. C. Russell, when the latter was engaged in the commission business here, but now connected with E. R. Nichols & Co., of Chicago, was in town Monday.

Geo. E. Preston, Michigan representative for E. B. Preston & Co., of Chicago, has been assigned to duty in the Far West and left Saturday for Chicago, where his family will reside for the present.

The semi-annual report of the Secretary of the Michigan Commercial Travelers' Association, issued on July 1, shows a present membership of 557—a net gain of twenty-nine members since the last report, which was made on Dec. 27. Three death losses have been paid in the meantime, leaving a cash balance on hand of \$3,404.52.

"The funniest thing I meet in my travels," said "Hub" Baker, the other day, "is the order book of J. W. Kinney, that hustler down at Covert. First he reads it down, then sideways, then upside down, discovering new memoranda every time he turns it a different way. It sometimes occurs to me that he must stand on his head to get his data twisted so completely."

A Public Benefactor.

Jones—Do you see that man across the street? I tell you he is a public benefactor.

Jenks—How so?

Jones—He keeps still when he hasn't anything to say.

FIT FOR
A Gentleman's
Table:

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

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

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



Bicycles,
Tricycles,
Velocipedes
AND

General Sporting Goods

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

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

E. G. Studley,

4 Monroe St.,

GRAND RAPIDS

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

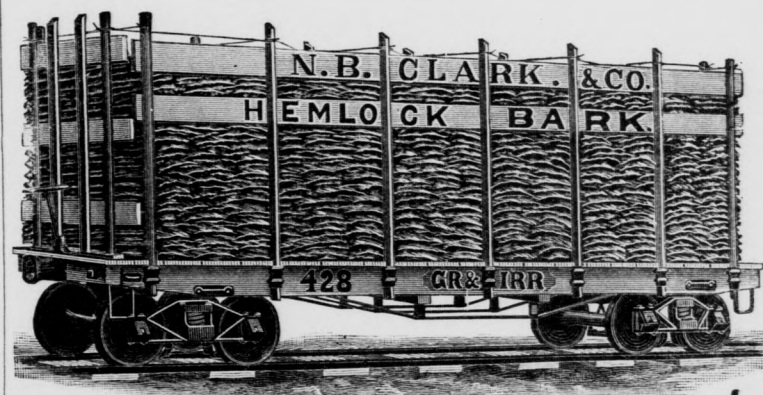
HIRTH & KRAUSE,

HEADQUARTERS FOR

Russell 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.



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

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

[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.

SEEDS
We respectfully call your attention to the fact that we carry the most complete stock of seeds in Western Michigan. Send for our wholesale price list and catalogue before buying.
ONION SETS, E Clover, Timothy, Red Top, Etc., D Etc., S

Brown's Seed Store,

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.

Opportunities for Young Men.

In a recent number of *The Office*, Vannant writes as follows in regard to the opportunities possessed by young men of the present day.

A young man asked me the other day if I thought there were as many opportunities for the bright young man of the present day as existed when his father and grandfather were young men. His mind was evidently dwelling upon the conspicuous examples of success which the generation just passing off the stage had presented. I asked him in turn if he knew of any real bright fellow that was out of a job just now—if he knew of any one who had real merit that was not in demand in half a dozen different directions. I asked him further if he had reflected upon the daring and enterprise, hard work and unremitting industry in the face of discouragement that built up the establishments that are now his admiration. I asked him also if he realized that in the days of their founders these concerns which are now household words were new departures, enterprises in which the community could see no real good—no success or usefulness. Then I asked him, as a final question, if he for a moment could persuade himself that the same keen insight as to the future wants of the people, the same heroic devotion to a principle or line of conduct, and the same persistent energy and industry would not accomplish quite as much at the present time as ever before. He said I had given him some new ideas. For this I was thankful. The trouble is when we look back we see only the giants of the forest that have weathered all the gales. We do not realize that they are the few out of the many who were standing when the first storm came. When we look at the present we see the multitude of commonplace persons who, from lack of natural endowment or from disinclination to work, will never amount to anything. We are not bright enough to single out the few who are slowly, but surely forging ahead in the race, and who a few years hence will stand pre-eminent in the business world, just as a few names of men of a preceding generation now stand for about all that that generation accomplished. For my part, I think the present time and the present condition of business in general afford quite as many opportunities to the young man of brains and energy as any other period in our history. There is no reason for holding back. If you have got a good business idea jump into the fray and strike boldly. The best man will win every time.

Where Cast-Off Clothing Goes.

From the New York Sun.

Thousands of Southern negroes wear the cast-off clothing of New Yorkers. Such clothing is bought for little or nothing by peddlers, who sell it to wholesalers in the central European quarter. The wholesalers clean, patch and press the garments, arrange them according to size in dozens, and await the Southern merchants. The latter come from Washington, Richmond, Charleston, Mobile, and half a dozen other considerable cities, and buy as best they may. The wholesalers sell on ninety days credit, and if one merchant does not offer fair prices they await the coming of others. Nobody's profits are extraordinarily large, but those of the Southern retailer are probably the best.

A Man's Best Help.

A man's best help is himself, his own heart, his resolute purpose—it cannot be done by proxy. A man's mind may be aroused by another, but he must mold his own character. What if a man fails in one thing? Let him try again—he must quarry his own nature. Let him try hard, and try again, for he does not know what he can do till he tries.

The manufacture of Smyrna rugs in this country has grown to enormous proportions. The output of one firm in Philadelphia is somewhat over \$1,500,000 annually, and other makers will probably bring the total up to \$4,000,000.

Prices Current.

UNBLEACHED COTTONS.

Atlantic A.....	7	Clifton CCC.....	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	Nohe 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	Pegot.....	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 1/2	Great Falls.....	6 1/2
Cabot.....	7 1/2	Hope.....	7 1/2
Cabot, %.....	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 %.....	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	" " 7.....	18
" X A.....	9	" " 8.....	19
" No. 25.....	9		

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.....	17 1/2
" X F.....	10 1/2	" " 5.....	16

DRESS GOODS.

Hamilton.....	8	Nameless.....	20
" ".....	9	" ".....	25
" ".....	10 1/2	" ".....	27 1/2
G G Cashmere.....	21	" ".....	30
Nameless.....	16	" ".....	32 1/2
" ".....	18	" ".....	35

CORSET JEANS.

Biddeford.....	6	Naumkeag satteen.....	7 1/2
Brunswick.....	6 1/2	Rockport.....	6 1/2

PRINTS.

Allen, staple.....	5 1/2	Merrim'ck shirts.....	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 1/2	Portsmouth robes.....	6
American shirts.....	6	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 1/2
" green.....	6 1/2	" key red.....	6
Cocheco fancy.....	6	Martha Washington.....	6
" madders.....	6	Turkey red.....	7 1/2
Eddystone fancy.....	6	Martha Washington.....	6
Hamilton fancy.....	6 1/2	Turkey red.....	9 1/2
" staple.....	5 1/2	Riverpoint robes.....	5
Manchester fancy.....	6	Windsor fancy.....	6 1/2
" new era.....	6 1/2	" gold ticket.....	6 1/2
Merrimack D fancy.....	6 1/2	indigo blue.....	10 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	Black.....	@ 9 1/2
" ".....	16	" ".....	10 1/2
Cocheco.....	10 1/2		

Amoskeag.....	12 1/2	Jaffrey.....	11 1/2
" 9 oz.....	14 1/2	Lancaster.....	12 1/2
" brown.....	13	Lawrence, 9 oz.....	13 1/2
Andover.....	11 1/2	" No. 230.....	13
Everett, blue.....	12	" No. 250.....	11 1/2
" brown.....	12	" No. 280.....	10 1/2

GINGHAMS.

Glenarven.....	6 1/2	Lancaster, staple.....	6 1/2
Lancashire.....	6 1/2	" fancies.....	7
Normandie.....	7 1/2	" Normandie.....	8
Renfrew Dress.....	7 1/2	Westbrook.....	8
Toil du Nord.....	10 @ 10 1/2	" ".....	10
Amoskeag.....	6 1/2	York.....	6 1/2
" AFC.....	10 1/2	Hampton.....	6 1/2
Persian.....	8 1/2	Windermeer.....	5
Bates.....	6 1/2	Cumberland.....	5
Warwick.....	8 1/2	Essex.....	4 1/2

CARPET WARP.

Peerless, white.....	18 1/2	Peerless colored.....	21
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GRAIN BAGS.

Amoskeag.....	17 1/2	Valley City.....	17
Harmony.....	17	Georgia.....	17
Stark.....	21	Pacific.....	14 1/2
American.....	17 1/2		

THREADS.

Clark's Mile End.....	45	Barbour's.....	88
Coats, J. & P.....	45	Marshall's.....	88
Holyoke.....	22 1/2		

KNITTING COTTON.

No.	White.	Colored.	No.	White.	Colored.
6	33	38	14	37	42
8	34	39	16	38	43
10	35	40	18	39	44
12	36	41	20	40	45

CAMBRICS.

Slater.....	4 1/2	Washington.....	4 1/2
White Star.....	4 1/2	Red Cross.....	4 1/2
Kid Glove.....	4 1/2	Lockwood.....	4 1/2
Newmarket.....	4 1/2	Wood's.....	4 1/2
Edwards.....	4 1/2	Brunswick.....	4 1/2

RED FLANNEL.

Fireman.....	32 1/2	T W.....	22 1/2
Creedmore.....	27 1/2	F T.....	32 1/2
Talbot XXX.....	30	J R F, XXX.....	35
Nameless.....	27 1/2	Buckeye.....	32 1/2

MIXED FLANNEL.

Red & Blue, plaid.....	40	Grey S R W.....	17 1/2
Union R.....	22 1/2	Western W.....	18 1/2
Windsor.....	18 1/2	D R P.....	18 1/2
6 oz Western.....	21	Flushing XXX.....	23 1/2
Union B.....	22 1/2	Maritoba.....	23 1/2

DOMEST FLANNEL.

Nameless.....	8 @ 9 1/2	" ".....	9 @ 10 1/2
" ".....	8 1/2 @ 10	" ".....	12 1/2

CANYASS AND PADDING.

Slate.	Brown.	Black.	Slate.	Brown.	Black.
9 1/2	9 1/2	9 1/2	13	13	13
10 1/2	10 1/2	10 1/2	15	15	15
11 1/2	11 1/2	11 1/2	17	17	17
12 1/2	12 1/2	12 1/2	20	20	20

DUCKS.

Severen, 8 oz.....	9½	West Point, 8 oz.....	10½
Mayland, 8 oz.....	10½	" 10 oz.....	12½
Greenwood, 7½ oz..	9½	Raven, 10oz.....	13½
Greenwood, 8 oz....	11½	Stark ".....	15

WADDINGS.

White, doz.....	25	Per bale, 40 doz.....	\$7 00
Colored, doz.....	20		

SILKES.

Slater, Iron Cross.....	8	Pawtucket.....	10 1/2
" Red Cross.....	9	Dundie.....	9
" Best.....	10 1/2	Bedford.....	10 1/2
" Best AA.....	12 1/2	Valley City.....	10 1/2

CORSETS.

Coraline.....	\$9 50	Wonderful.....	\$4 75
Schilling's.....	9 00	Brighton.....	4 75

SEWING SILK.

Corticelli, doz.....	75	Corticelli knitting, per 1/2 oz ball.....	30
twist, doz.....	37 1/2		
50 yd, doz.....	37 1/2		

BOOKS AND EYES—PER GROSS.

No 1 Bl'k & White.....	10	No 4 Bl'k & White.....	15
" 2 " ".....	12	" 8 " ".....	20
" 3 " ".....	12	" 10 " ".....	25

PINS.

No 2—20, M C.....	50	No 4—15, F 3 1/2.....	40
" 3—18, S C.....	45		

COTTON TAPE.

No 2 White & Bl'k.....	12	No 8 White & Bl'k.....	20
" 4 " ".....	15	" 10 " ".....	23
" 6 " ".....	18	" 12 " ".....	26

SAFETY PINS.

No 2.....	28	No 3.....	36
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NEEDLES—PER M.

A. James.....	1 50	Steamboat.....	40
Crowley's.....	1 35	Gold Eyed.....	1 50
Marshall's.....	1 00		

TABLE OIL CLOTH.

5—4.....	2 25	6—4.....	3 50
" 2.....	2 10	" 3.....	10

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.

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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

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

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Grand Rapids.

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Bunting AND Muslin Flags

AT WHOLESALE AND RETAIL.

Chas. A. Coye,

11 PEARL STREET.

HARDWARE.

It was None of His Business.

From the St. Louis Republic.

For cool self-possession or a remarkable display of indifference in trying and exciting times the descendant of Ham when he wants to be is hard to discount. This fact was forcibly illustrated in an incident connected with the recent trial of the Chambers case at Ironton. It will be remembered that one of the principal witnesses for the defense was Frank Jenkins, a negro and eye-witness of the tragedy. Frank was whitewashing a chicken-coop only a few feet away when the shooting occurred. On the direct examination he told his story in a plain, straightforward way and his evidence was very material. The cross-examiner propounded the usual questions and made a strenuous attempt to tangle the witness in giving his testimony. Concerning the facts immediately preceding and at the time of the shooting, a question would be asked Frank, to which he would give a prompt reply, and then the attorney would ask:

"What did you do then?"

"I just went on whitewashing the chicken-coop."

"But when the defendant appeared with the gun and it seemed as if some one was going to be hurt, what did you do then?"

"I kept on whitewashing the chicken-coop. It was none of my business, and where I came from in Woodward county, Kentucky, I long ago learned not to interfere with two white gentlemen engaged in settling a question of honor. I turned up one end of the coop and kept right on with my whitewashing."

"When the shot was fired what did you do?"

"Kept right on whitewashing."

"Did you do anything when they removed the body?"

"Yes; kept right on whitewashing."

The judge smiled, the spectators tittered and the whole court-room appreciated this wonderful display of disposition to attend strictly to one's own affairs.

A New Roofing Material.

A new roofing material is mentioned in the German papers, in the shape of a sort of metallic slate, similar to those used among us, but enameled so as to be proof against moisture or acid vapors. Metallic slates of tin and galvanized iron have long been used in Germany, and galvanizing has been pronounced by the highest scientific authority to be the best protection against rust that has yet to be applied to iron, but it is acknowledged that the bending necessary to form the locking joints of the metallic tiles are apt to throw off the protecting covering, leaving the iron exposed to corrosion. In order to provide against the bad effects of this, the new plates are made of sheet iron, stamped into shape in the usual manner, and are then dipped into an enamel paint, which, when heated, forms a continuous coating, unaffected by acids or alkalis. It is too soon to say how long a roof laid with such a material will last, but it promises to be of considerable value.

Genius Should Be Recognized.

It is ungenerous to withhold an expression of sympathy for those who have failed in the accomplishment of great undertakings, in which they have embarked all their pecuniary, physical and intellectual resources. As a general rule, people are hardly considerate enough toward the unsuccessful. There is too great a disposition to forget their pluck and perseverance and sneer at their trustfulness. We ought to bear in mind that it is this sublime audacity of faith to which we are indebted for the marvelous achievements of our age.

Precepts are useful, but practice and imitation go far beyond them; hence, the importance of watching early habits, that they may be free from what is objectionable, and of keeping before our mind as much as possible the necessity of imitating the good and the wise.

Prices Current.

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

AUGURS AND BITS.		dis.
Snell's.....	60	
Cook's.....	40	
Jennings', genuine.....	25	
Jennings', imitation.....	50&10	
AXES.		
First Quality, S. B. Bronze.....	\$ 8 50	
" D. B. Bronze.....	12 50	
" S. B. S. Steel.....	9 50	
" D. B. Steel.....	14 00	
BARROWS.		dis.
Railroad.....	\$ 14 00	
Garden.....	net 30 00	
BOLTS.		dis.
Stove.....	50&10	
Carriage new list.....	70	
Plow.....	40&10	
Sleigh shoe.....	70	
BUCKETS.		
Well, plain.....	\$ 3 50	
Well, swivel.....	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured.....	70&10	
Wrought Narrow, bright fast joint.....	60&10	
Wrought Loose Pin.....	60&10	
Wrought Table.....	60&10	
Wrought Inside Blind.....	60&10	
Wrought Brass.....	75	
Blind, Clark's.....	70&10	
Blind, Parker's.....	70&10	
Blind, Shepard's.....	70	
BLOCKS.		
Ordinary Tackle, list April 17, '85.....	40	
CRADLES.		dis.
Grain.....	50&10	
CROW BARS.		per lb
Cast Steel.....	5	
CAPS.		per m
Ely's 1-10.....	65	
Hick's C. F.....	60	
G. D.....	35	
Musket.....	60	
CARTRIDGES.		
Rim Fire.....	50	
Central Fire.....	25	
CHISELS.		dis.
Socket Firmer.....	70&10	
Socket Framing.....	70&10	
Socket Corner.....	70&10	
Socket Slicks.....	70&10	
Butchers' Tanged Firmer.....	40	
COMBS.		dis.
Curry, Lawrence's.....	40	
Hotchkiss.....	25	
CHALK.		
White Crayons, per gross.....	120 12 1/2 dis. 10	
COPPER.		
Planished, 14 oz cut to size.....	per pound 28	
" 14x52, 14x56, 14x60.....	26	
Cold Rolled, 14x56 and 14x60.....	26	
Cold Rolled, 14x48.....	26	
Bottoms.....	27	
DRILLS.		dis.
Morse's Bit Stocks.....	50	
Taper and straight Shank.....	50	
Morse's Taper Shank.....	50	
DIPPING PANS.		
Small sizes, ser pound.....	07	
Large sizes, per pound.....	6 1/4	
ELBOWS.		
Com. 4 piece, 6 in.....	doz. net 75	
Corrugated.....	dis. 20&10	
Adjustable.....	dis. 40&10	
EXPANSIVE BITS.		dis.
Clark's, small, \$18; large, \$26.....	30	
Ives', 1, \$18; 2, \$24; 3, \$30.....	25	
FILES—New List.		dis.
Diston's.....	60&10	
New American.....	60&10	
Nicholson's.....	60&10	
Heller's.....	50	
Heller's Horse Rasps.....	50	
GALVANIZED IRON.		
Nos. 16 to 30; 22 and 24; 25 and 26; 27.....	28	
List.....	12 13 14 15 18	
Discount, 60.....		
GAUGES.		dis.
Stanley Rule and Level Co.'s.....	50	
HAMMERS.		
Maydole & Co.'s.....	dis. 25	
Kip's.....	dis. 25	
Yerkes & Plumb's.....	dis. 40&10	
Mason's Solid Cast Steel.....	30c list 60	
Blacksmith's Solid Cast Steel, Hand.....	30c 40&10	
HINGES.		dis.
Gate, Clark's, 1, 2, 3.....	dis. 60&10	
State.....	per doz. net 2 50	
Screw Hook and Strap, to 12 in. 4 1/4 14 and.....	3 1/4	
longer.....	net 10	
Screw Hook and Eye, 1/2.....	net 8 1/4	
" " " 3/4.....	net 7 1/4	
" " " 1.....	net 7 1/4	
Strap and T.....	dis. 70	
HANGERS.		dis.
Barn Door Kidder Mfg. Co., Wood track.....	50&10	
Champion, anti-friction.....	60&10	
Kidder, wood track.....	40	
HOLLOW WARE.		
Pots.....	60	
Kettles.....	60	
Spiders.....	60	
Gray enameled.....	40&10	
HOUSE FURNISHING GOODS.		
Stamped Tin Ware.....	new list 70&10	
Japanned Tin Ware.....	25	
Granite Iron Ware.....	new list 33 1/4&10	
WIRE GOODS.		dis.
Bright.....	70&10&10	
Screw Eyes.....	70&10&10	
Hook's.....	70&10&10	
Gate Hooks and Eyes.....	70&10&10	

LEVELS.		dis.
Stanley Rule and Level Co.'s.....	70	
KNOBBS—New List.		dis.
Door, mineral, jap. trimmings.....	55	
Door, porcelain, jap. trimmings.....	55	
Door, porcelain, plated trimmings.....	55	
Door, porcelain, trimmings.....	55	
Drawer and Shutter, porcelain.....	70	
LOCKS—DOOR.		dis.
Russell & Irwin Mfg. Co.'s new list.....	55	
Mallory, Wheeler & Co.'s.....	55	
Brantford's.....	55	
Norwalk's.....	55	
MATTOCKS.		
Adze Eye.....	\$16.00, dis. 60	
Hunt Eye.....	\$15.00, dis. 60	
Hunt's.....	\$18.50, dis. 20&10.	
MILLS.		dis.
Sperry & Co.'s, Post, handled.....	50	
MOLASSES GATES.		dis.
Stebbin's Pattern.....	60&10	
Stebbin's Genuine.....	60&10	
Enterprise, self-measuring.....	25	
NAILS.		
Steel nails, base.....	2 00	
Wire nails, base.....	2 60	
Advance over base:		
Steel.....	Base 10	
Wire.....	Base 10	
60.....	05	
50.....	10	
40.....	15	
30.....	20	
20.....	25	
16.....	30	
12.....	35	
10.....	40	
8.....	45	
7 & 6.....	50	
4.....	60	
3.....	1 00	
2.....	1 50	
Finish 3.....	1 50	
Case 10.....	1 50	
" 6.....	1 00	
" 8.....	1 25	
Finish 10.....	1 00	
" 8.....	1 25	
" 6.....	1 15	
Clinch 10.....	85	
" 8.....	1 00	
" 6.....	1 15	
Barrell 1/2.....	1 75	
PLANES.		dis.
Ohio Tool Co.'s, fancy.....	\$2.40	
Scotch Bench.....	\$2.50	
Sandusky Tool Co.'s, fancy.....	\$2.40	
Bench, first quality.....	\$2.60	
Stanley Rule and Level Co.'s, wood.....	\$1.10	
PANS.		dis.
Fry, Acme.....	dis. 60—10	
Common, polished.....	dis. 70	
RIVETS.		dis.
Iron and Tinned.....	40	
Copper Rivets and Burs.....	50	
PATENT PLANISHED IRON.		
"A" Wood's patent planished, Nos. 24 to 27.....	10 20	
"B" Wood's pat. planished, Nos. 25 to 27.....	9 20	
Broken packs 1/2 c per pound extra.		
ROPE.		
Sisal, 1/2 inch and larger.....	12 1/2	
Manilla.....	16	
SQUARES.		dis.
Steel and Iron.....	75	
Try and Bevels.....	60	
Mitre.....	20	
SHEET IRON.		
Nos. 10 to 14.....	Com. Smooth. Com. \$4 20 \$3 10	
Nos. 15 to 17.....	4 20 3 20	
Nos. 18 to 21.....	4 20 3 20	
Nos. 22 to 24.....	4 20 3 20	
Nos. 25 to 26.....	4 40 3 40	
No. 27.....	4 60 3 50	
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra		
SAND PAPER.		dis.
List acct. 19, '86.....	dis. 40&10	

SASH CORD.		list
Silver Lake, White A.....	50	
" Drab A.....	55	
" White B.....	50	
" Drab B.....	55	
" White C.....	35	
Discount, 10.....		
SASH WEIGHTS.		per ton
Solid Eyes.....	\$25	
SAWS.		dis.
" Hand.....	20	
Silver Steel Dia. X Cuts, per foot.....	70	
" Special Steel Dex X Cuts, per foot.....	50	
" Special Steel Dia. X Cuts, per foot.....	30	
" Champion and Electric Tooth X Cuts, per foot.....	28	
TRAPS.		dis.
Steel, Game.....	60&10	
Oneida Community, Newhouse's.....	35	
Oneida Community, Hawley & Norton's.....	70	
Mouse, choker.....	18c per doz.	
Mouse, delusion.....	\$1.50 per doz.	
WIRE.		dis.
Bright Market.....	65	
Annealed Market.....	70—10	
Tinned Market.....	60	
Coppered Spring Steel.....	62 1/2	
Barbed Fence, galvanized.....	3 60	
" painted.....	3 60	
HORSE NAILS.		dis.
Au Sable.....	dis. 25&10 25&10&5	
Putnam.....	dis. 05	
Northwestern.....	dis. 10&10	
WRENCHES.		dis.
Baxter's Adjustable, nickeled.....	30	
Coe's Genuine.....	50	
Coe's Patent Agricultural, wrought.....	75	
Coe's Patent, malleable.....	75&10	
MISCELLANEOUS.		dis.
Bird Cages.....	50	
Pumps, Cistern.....	75	
Screws, New List.....	50	
Casters, Bed and Plate.....	50&10&10	
Dampers, American.....	40	
Forks, hoes, rakes and all steel goods.....	65	
METALS.		
PIG TIN.		
Pig Large.....	28c	
Pig Bars.....	28c	
ZINC.		
Duty: Sheet, 2 1/2 c per pound.....	6 1/4	
600 pound casks.....	7	
Per pound.....	7	
SOLDER.		
1/2 3/4.....	16	
Extra Wiping.....	13 1/4	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		
ANTIMONY.		per pound
Cookson.....	16	
Hallett's.....	13	
TIN—MELBY GRADE.		
10x14 IC, Charcoal.....	\$ 6 60	
14x20 IC, ".....	6 60	
10x14 IX, ".....	8 35	
14x20 IX, ".....	8 35	
Each additional X on this grade, \$1.75.		
TIN—ALLAWAY GRADE.		
10x14 IC, Charcoal.....	\$ 6 00	
14x20 IC, ".....	6 00	
10x14 IX, ".....	7 50	
14x20 IX, ".....	7 50	
Each additional X on this grade \$1.50.		
ROOFING PLATES.		
14x20 IC, " Worcester.....	6 00	
" " " " ".....	7 50	
20x28 IC, " ".....	12 50	
14x20 IX, " Allaway Grade.....	5 25	
14x20 IX, " ".....	6 75	
20x28 IC, " ".....	11 00	
20x28 IX, " ".....	14 00	
BOILER SIZE TIN PLATE.		
14x28 IX.....	\$13	
14x31 IX.....	14 50	
14x56 IX, for No. 8 Boilers, per pound.....	9 1/4	
14x60 IX, " " " ".....	9 1/4	

Foster, Stevens & Co.,

Wholesale Hardware,

10 and 12 MONROE ST.,

33, 35, 37, 39 and 41 LOUIS ST.,

GRAND RAPIDS, MICH.



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Gem Bench Wringer,
the best one made.

The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE
Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

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E. A. STOWE, Editor.

WEDNESDAY, JULY 16, 1890.

A CHANCE FOR BLAINE.

The process of unifying the States of Central America into a federal republic seems to have met with a backset in the death of President Menendez, of Salvador, and the overthrow of the government of that State by a revolution. The three northern States are those which have given federation their lively support, and their Presidents are said to have formed a plan to keep in their own hands the presidency of the federation, and to coerce the two southern States into accepting it. But the revolt of San Salvador against its President has thrown the numerical majority on the other side, leaving Nicaragua, Costa Rica and San Salvador arrayed against Honduras and Guatemala. At the same time the party in revolt have invoked the help of Mexico, which is jealous of the preponderance of Guatemala in Central American affairs, and has interfered before now to restrain it.

This seems to be a case for an "American concert" of action to restore peace on an equitable basis. It is the interest of both the Central Americans and of Americans generally that these five States should unite in some equitable compact or federation for the maintenance of peace and efficient government; and, also, that this should be effected with the most careful regard to the rights of all parties. Here is a problem for Mr. Blaine, whose solution would go far to convince the continent of the value of the Pan-American association of free States, and of our own good faith in our professions of desire for their welfare.

ANOTHER KNOCK-OUT.

The Supreme Court of Massachusetts has just dismissed a bill in equity, brought by Cigarmakers' Union No. 97, a member of the International Cigarmakers' Union of America, to restrain Lester Brayton from using a label closely counterfeiting that of the Union. The gist of the decision is contained in the following excerpt:

When an association such as the Cigarmakers' Union, embracing many members and divisions as subordinate unions, has adopted a device to be used on boxes of cigars made by its members, such device not indicating by whom the cigars are made, but only that they are made by some of the members of the union, and when the right to use the device or symbol belongs equally to all the members, and continues only when they are members, a bill cannot be maintained by individual members of such association to restrain others from wrongfully using the device or symbol.

If THE TRADESMAN is correctly informed, this is the ninth court of last resort which has pronounced the blue label to be worthless.

The life of the P. of I. dealer is not a bed of roses these days. Not content with dictating what percentage of profit he shall exact, the sturdy Patron now as-

umes to direct where the merchant shall buy his goods and of whom he shall not purchase supplies. The man who signs a P. of I. contract has about as much latitude as a caged canary.

The cloak-makers' strike in New York is of unusual interest as concerning a class of workers almost as helpless as the laborers in the East End of London. This is one of the many industries which are carried on in New York by small capitalists, and are very badly remunerated. The people it employs are mostly workmen imported from central and eastern Europe, to the exclusion of the ill-paid American needle-woman. The wages they have been getting are so insufficient for their needs, that they have been driven to resistance. When they struck in some establishments, they were locked out in others; and their sufferings have been such as to lead to riotous disturbances, in which many were badly beaten and some shot. At this writing it looks as if they would carry their point.

The P. of I. Picnic at Spencer Creek.

BELLAIRE, July 7.—Below I give you a synopsis of the speeches delivered at a P. of I. picnic, held in Spencer Creek on July 4, which was opened by prayer and closed with a fight:

Traveling men (with a very few exceptions) were branded as men unfit for decent society, and should be compelled to get right down to hard labor and earn their bread by the sweat of their brow. They were nothing but gorillas, too lazy to carry their satchels to and from the cars, and the farmer had to foot the bill.

Another speaker, a Baptist minister, after hoping he had not eaten so much that he would bust, opened his remarks by abusing the traveling public. He declared the drummer not to be a drummer but a bummer, and said, "I call them bammers because some one has called us Pigs of Ireland, and upon the same grounds I have a right to and shall call them bammers." Once in the course of his remarks he called them drummers, but asked to be excused and allowed to correct the error by calling them bammers. He admitted that he knew nothing of them as a class, but they were bammers, anyway. The merchant was a non-producer and should be dispensed with. No person should be allowed to sell merchandise unless he was able to go direct to the manufacturer and purchase a sufficient stock of general merchandise to carry him six months and ten cents on the dollar was all the margin he should be allowed. Education was driving the boys from the farm and throwing the burden of the household upon the shoulders of the mother. After two hours and a half of mudthrowing, the President of the P. of I. organization discovered a silk hat in the audience. He hereupon arose, giving his lungs a four inch expansion, declared that a man who would start out and get so big as to wear a plug hat and linen collar was a lazy bum. Taking one more look at the hat, he sank back in his chair and dismissed the meeting. No point was arrived at as to why or for what they were organized, only that the traveling men were a useless set of bammers. One speaker did not know where to send for information concerning the order, but thought they were similar to the grange. Many of the P.'s of I. regret that so much abusive language was indulged in by the speakers and hopes it may never be repeated from their rostrum.

OBSERVER.

The Clove Cure.

She was talking confidentially to her bosom friend.

"Now that we are married," she said, "John has stopped drinking entirely. I have not detected the odor of liquor about him since our wedding day."

"Was it difficult for him to stop?" inquired the bosom friend.

"Oh, no; not at all. He just eats cloves. He says that is a certain cure."

P. of I. Gossip.

Frank O. Lord, the Grand Ledge grocer, refuses to renew his contract with the Patrons.

Three more dealers have thrown up their contracts with the P. of I.—Pickett Bros., Wayland; Andrew Anderson, Clam River; J. T. Pierson, Irving.

"We have never refused to sell a P. of I. dealer who is well rated by the mercantile agencies," said a Detroit jobber, the other day; "but merchants of small means who go into the contract business cannot secure any goods of us on time, because it is our experience that no dealer can do business on the 10 per cent. basis and live, and we do not care to be on the mourners' seat when the end comes. While we have no love for the P. of I., we have never refused a man goods simply because he catered for that trade. There must be better reasons than that for our refusing him credit."

A Mt. Morris correspondent writes: "As I was the person who reported to you the names of the dealers here who were doing the P. of I. business, I think it no more than right to let you know how they are getting along. One of the places of business, the store of H. E. Lamb, was shut up for about two weeks and then sold out to a new firm who wish no P. of I. on their plate. Lamb has flattened out completely. Vermett, the blacksmith P. of I., was in my place a week ago and said he was completely disgusted. Cowles, the only remaining dealer of the trio, told a traveling man from Detroit the other day, whom he owed \$2.80, that if he would throw off the 80 cents he would pay him the even \$2; that he had *'been making his money on his customers heretofore, but was now going to make it off the wholesale houses.'* That shows what sort of a dealer he is."

Portland Observer: "According to reports, one day last week, at Ovid, M. B. Divine purchased 80,000 pounds of wool at one cent per pound commission. This is \$800, sure pop, and no mistake. No matter what the farmers may get in Boston or Philadelphia, Divine has nailed that \$800 for his day's work. Suppose he buys 200,000 pounds of wool in Ionia county of the Patrons this season—and that is not a big figure at which to put it—he makes a net profit of \$2,000. If Divine plays his hand right and takes all the tricks he will, at the end of his wool season, be at least \$5,000 better off than he was when he began the season. No trust or monopoly about that! Neither are there any flies on Divine. It makes no difference what the farmer gets in the Eastern market, Divine gets his one cent per pound anyway. The wool season will last perhaps two months; \$5,000 for two months' work is about all any farmer is making these days."

Grand Rapids Star: "Politicians are already at work in the ranks of the Patrons of Industry, just as for many years they have been at work in the labor organizations. There are always a certain number of blatherskites who are ready to sell out their cause, and even the secrets of their orders, for a little money or a little temporary prominence. Politicians in both parties who have no money to spend in circulating newspapers and documents, and using honorable and intelligent means to bring support to their respective parties, always have money with which to line the pockets and pay the expenses of these blatherskites, who are usually so treacherous

that they have to be watched. It looks now as though the Lansing meeting of the P. of I. people would be attended by a lot of those blatherskites, and that all manner of means would be used to create disaffection in the Patrons' ranks. It is to be hoped that the real movers in these disreputable schemes will be discovered."

"Pay as You Go!"

Under the above head, Kolvoord & Teravest, the Hamilton general dealers, send out the following circular to their patrons:

This advice is always good, but especially now. Crops are good, there is plenty of work and everybody feels cheerful.

You have, perhaps, many times said, "If I could only get my old bills paid up, I would not be caught this way again." Now is a good time to turn over a new leaf. Do not get trusted. Pay for what you get, and pay up your old bills at once. The relief from old debts will be like the recovery from a boil. You feel better when it is well, and the comfort of feeling that the little pile you accumulate is subject to nobody's lien is surely a great pleasure.

The man who buys what he is unable to pay for at the time of the purchase is mortgaging his life and increasing a burden which he will regret.

"Pay as you go," is a wise maxim for yourself, honest, and, for your neighbor, just. Its observance will lighten the cares and burdens of life, encourage industry, reward honesty and induce prosperity.

If you mean to pay your debt, why not now? If it is but little, so much the better for you, but give it your attention.

As an inducement to pay cash, we will give a discount of 10 per cent. on dry goods, clothing, boots and shoes from now until Sept. 1, 1890. After that date we will give you special prices on everything that admit of no room to do a credit business. Those having accounts will receive a statement and are requested to come in and settle.

Bank Notes.

The Plymouth National Bank of Plymouth has been incorporated, with a capital of \$50,000 and forty-five stockholders.

E. S. Harris, the Eaton Rapids grocer, has taken the position of Assistant Cashier of the Michigan State Bank, at that place, C. S. Cobb having resigned.

All arrangements have been made for the retirement of the Muskegon National Bank on August 27, when it will be succeeded by the Hackley National Bank.

The directors of the City National Bank of Kalamazoo have voted to carry \$10,000 more to the surplus fund, making that fund \$100,000. There is still an undivided surplus of \$2,000. This Bank has been organized about six years, and each succeeding year shows an increased business.

Charlevoix Journal: "State Commissioner of Banking C. T. Sherwood, who with his deputy, E. A. Sunderland, have been in town for several days, adjusting matters at the Savings Bank, authorizes the statement that depositors need have no fears, as the assets are far above the liabilities."

Struck a Snag.

From the Detroit News.

The Farmers' Alliance at Wabash, Ind., have encountered a snag in their endeavor to compel the merchants to sell them goods at a 10 per cent. advance and show invoices. The merchants all refuse to do so, probably not seeing any more reason why they should show their invoices than there is for farmers showing the small potatoes in the bottoms of the loads they sell to the merchants.

THE FIRST TOMATOES.

The History of Their Introduction in This Country.

A good many years ago, a man who had recently arrived from the Bermuda Islands was sent to York county, Pa., jail for some offense committed against the laws of the commonwealth. He had with him a few seeds which he planted in the rich soil of the jail yard. Before the plants which sprung from the seed reached maturity he was discharged, and no one knew the nature of them. They grew luxuriantly, bearing fruit of a large size and unusual appearance. As this strange fruit ripened, its color changed from green to a brilliant red, and became an object of wonder and admiration to all the inmates of the jail. Mrs. Klinefelter, the lady keeper, cautioned all the prisoners against eating any of the fruit, as she was sure it was poisonous, but saved some of the seed, as she desired to preserve specimens of it for him should he return in time. Just as the fruit was fully matured, the Bermuda prisoner revisited the jail and asked to see the plant. This request granted, he next called for pepper, salt and vinegar, and, to the horror of the good lady, commenced to eat of the supposed poisonous fruit, with a relish that astonished the beholders. After enjoying the strange repast, he informed Mrs. K. that the fruit or vegetable was the tomato, or love apple, and that it would be found wholesome and nutritious. The seeds of the remaining tomatoes were carefully preserved and distributed among the friends and neighbors of the lady, and thus this popular esculent was introduced into the ancient and goodly borough of York. For many years thereafter it was cultivated as an ornament rather than for table use, but by degrees its merits began to be more fully understood and appreciated, and there, as elsewhere, it grew into general public favor.

Domestic Uses for Ammonia.

A little ammonia in tepid water will soften and cleanse the skin.

Spirits of ammonia will often relieve a severe headache.

Door plates should be cleansed by rubbing with a cloth wet in ammonia and water.

If the color has been taken out of silks by fruit stains, ammonia will usually restore the color.

To brighten carpets, wipe them with warm water in which has been poured a few drops of ammonia.

One or two tablespoonfuls of ammonia added to a pail of water will clean windows better than soap.

A few drops in a cupful of warm water, applied carefully, will remove spots from paintings and chromes.

Grease spots may be taken out with weak ammonia in water; lay soft white paper over, and iron with a hot iron.

When acid of any kind gets on clothing, spirits of ammonia will kill it. Apply chloroform to restore the color.

Keep nickel, silver ornaments and mounts bright by rubbing with woolen cloth saturated in spirits of ammonia.

Old brass may be cleaned to look like new by pouring strong ammonia on it and scrubbing with a scrub brush; rinse in clear water.

A tablespoonful of ammonia in a gallon of warm water will often restore colors in carpets; it will also remove whitewash from them.

Yellow stains left by sewing machine oil, on white, may be removed by rubbing the spot with a cloth wet with ammonia, before washing with soap.

Equal parts of ammonia and turpentine will take paint out of clothing, even if it be hard and dry. Saturate the spot as often as necessary, and wash out in soap suds.

Put a teaspoonful of ammonia in a quart of water, wash your brush and combs in this, and all grease and dirt will disappear. Rinse, shake, and dry in the sun or by the fire.

If those who perspire freely would use a little ammonia in the water they bathe in every day, it would keep their flesh clean and sweet, doing away with any disagreeable odor.

Flannels and blankets may be soaked in a pail of water containing one tablespoonful of ammonia and a little suds. Rub as little as possible, and they will be white and clean and will not shrink.

One teaspoonful of ammonia to a teacupful of water will clean gold or silver jewelry; a few drops of clear aqua ammonia rubbed on the under side of diamonds will clean them immediately, making them very brilliant.

The Drummer and the Cork.

Tom Armel, a commercial traveler for Bishop, the cigar man, is looking for somebody to run a wheelbarrow over him. Tom is an inventive genius, and to his last postal cards sent out to his trade he attached a cork, with the request that "the recipient put it in his ear until Tom Armel came for his order." Tom sent them out and followed them in due time, but the first man he met was a new one he was not acquainted with, and he broke him all up.

"Good morning," sang out Tom, going into the store, cheerily swinging his grip, with his hat on the back of his head.

"Hey?" replied the man, funneling his hand over his ear and sticking the opening end toward Tom.

"I said 'good morning,' shouted Tom, getting close to him. "What can we do for you in cigars to-day?"

"Hey?"

"What can we do for you in cigars to-day?" repeated Tom, with forty-lung power.

"Yes, it is a dark day."

"I said, 'What can we do for you in cigars to-day?'"

"No, we don't want any scissors to-day," answered the man, innocently.

"Blank your scissors; I said cigars."

But the man only said, "Hey," so Tom rigged up a piece of garden hose with a vinegar funnel in the far end of it, and sticking the nozzle in the man's ear, he shouted:

"Do you want any cigars to-day? What's the matter with you?"

"No, I don't want any cigars to-day nor no other day. I only had one ear that was worth a dang, and the other day I got a postal card from some blamed drummer with a cork to it, telling me to put it in my ear, and I done it, and now the gosh blasted thing is fastened in there and I can't even hear the cows bawl, and I'm almighty sure I can't hear anybody who wants to sell cigars. I wish, though, you would show me a confounded cuss by the name of Armel that travels for the old man Bishop."

Tom dropped the hose and went out sadly, while the man got behind the door and laughed a button off, remarking between smiles that he would give his victim a double order next time as a balm to his wounded spirit.

The Woman of It.

Scene—A raft in mid-ocean. Dramatis personæ, a shipwrecked party that has been floating for several days without food or water.

Shipwrecked Mariner—A sail. A sail. Woman Passenger (reviving)—Excuse me, but did you say a sail?

Shipwrecked Mariner—Yes, and not far off.

Woman Passenger—What do the bargains consist of?

Can't Afford to Look Comfortable.

Customer—How much are those embroidered shirts for evening dress?

Dealer—Those are \$6 each.

Customer—And how much are those silk negligé shirts?

Dealer—Those are \$17.50.

Customer—Give me half a dozen of the dress shirts; I can't afford to be so very darned negligé.

The Whole is Greater than Any Part.

A man who had foolishly ventured upon a verbal contest with his wife was met, as he was retiring from the scene, by his little son, who had just begun to study grammar.

"Papa," said the child, "what part of speech is woman?"

"She isn't any part of speech at all, Gregory; she's the whole of it."

S. K. BOLLES.

E. B. DIKEMAN.

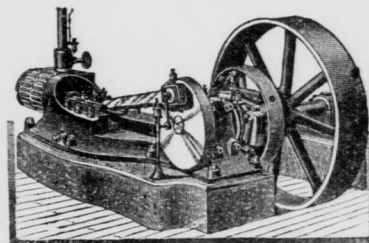
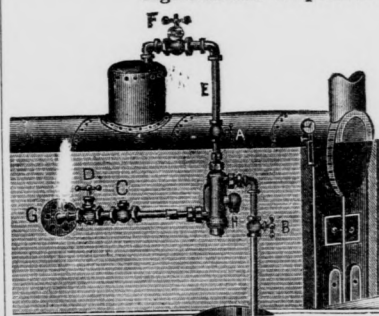
S. K. Bolles & Co.,

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.

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

HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY,

Send for Catalogue and Prices.

ATLAS ENGINE WORKS

INDIANAPOLIS, IND., U. S. A.

MANUFACTURERS OF

STEAM ENGINES & BOILERS.

Carry Engines and Boilers in Stock for immediate delivery.

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

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

Write for Prices.

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

Drugs & Medicines.

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

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

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

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

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

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

Fifty "Remembers" for Druggists.

- Remember that saltpeter and sulphur may explode if pounded in an iron mortar.
- Remember that powdered camphor can be kept in the pulverent form by the addition of $\frac{1}{2}$ per cent. of paraffin oil.
- Remember that a "want" book is of no value unless used.
- Remember that sugar added to ordinary ink forms a good copying ink.
- Remember that quinine will preserve mucilage, paste, etc.
- Remember that aniline colors fade with age. Records should not be written with aniline ink.
- Remember that kid gloves can be cleaned by rubbing them with a clean chamois dipped in sweet milk.
- Remember that sulphuretted hydrogen water is best preserved in glass-stoppered bottles with the stopper protected by petrolatum.
- Remember that cherry laurel water and morphine salts are liable to form the poisonous cyanide of morphine.
- Remember that powdered resin may produce spontaneous combustion.
- Remember that an application of a weak solution of hydrochloric acid, followed by a weak solution of chlorinated lime, will remove logwood stains from the skin.
- Remember that rose water made with carbonate of magnesium and used to make eye water by dissolving zinc or lead salts will form an irritating precipitate.
- Remember that many celluloid articles can be mended by covering the edge with glacial acetic acid and pressing them firmly together until dry.
- Remember to mix acids with water by pouring the acid into the water, and not the water into the acid, as the latter process may cause an explosion of steam.
- Remember that ethereal solutions of iodoform are not permanent.
- Remember that prescription vials are not always accurate measures, and the quantity of liquid to be used should be measured in a graduate.
- Remember that granulated gum arabic dissolves more readily than the powdered.
- Remember that chloral and cyanide of potassium mutually decompose each other, and that hydrocyanic acid is one of the products.
- Remember not to keep books of reference where you cannot find them.
- Remember that it is wrong to accept apprentices who do not like the business.
- Remember not to permit graduates, mortars, etc., to stand around dirty. It is much easier to clean them immediately.
- Remember and do not lose your presence of mind when an accident occurs.
- Remember that a physician's patronage may cost you more than it is worth, if you are over-anxious to hold it.
- Remember that the druggist should be able to detect any adulterations liable to occur in the medicines he sells. Ignorance is indicated by the excuse, "It was sold to me for the genuine."
- Remember that the official chemicals are not always "C. P." The terms

"U. S. P." and "C. P." are not synonymous.

26. Remember that the antidotal treatment for the most common poisons should be familiar to druggists. It is not sufficient to know where to find them.

27. Remember that pyroxylin should be kept packed in glass and moist with its own weight of water.

28. Remember that glycerin administered in large quantity may produce poisonous symptoms.

29. Remember that when alcohol and water are mixed, the combined volume is less than the sum of the two separate liquids.

30. Remember that alcohol stains varnished surfaces.

31. Remember that the druggist who makes a failure of his own business knows how to run every other store in the neighborhood.

32. Remember that moistening aconite tubers with alcohol before powdering in a mortar will prevent the irritating dust from rising.

33. Remember that carbolic acid is combustible.

34. Remember that the National Formulary is the authority for non-official preparations.

35. Remember that iodine and the iodides precipitate the alkaloids.

36. Remember that scaly iron salts dissolve more readily by adding the scales gradually to the menstrum than by triturating in a mortar.

37. Remember that it is never safe to manufacture a preparation from memory. Always have the formula before you.

38. Remember that acetate of lead loses some of its acetic acid when exposed to the air.

39. Remember that cocaine and borax form an insoluble borate of cocaine, while boric acid and cocaine do not.

40. Remember that black lead is not plumbum, but a form of carbon.

41. Remember that eucalyptol is a proprietary preparation and differs from eucalyptol.

42. Remember that the metric system has been adopted for the seventh decennial revision of the U. S. P., and it is time to learn the principles of the system.

43. Remember that 5 parts of phenol with 95 parts of water, or 5 parts of water with 95 parts of phenol, form clear mixtures.

44. Remember that the American Pharmaceutical Association meets at Old Point Comfort, Va., September 8, and that every druggist should attend.

45. Remember that learning the answers to a set of examination questions does not prepare you for an examination.

46. Remember that Bastin's new College Botany and the fourth edition of Maiseh's Organic Materia Medica are two books which should be possessed by every pharmacy student.

47. Remember that there will be plenty left to learn, even if a clerk studies several text books, before he enters a college of pharmacy.

48. Remember that your certificate of registration should be prominently displayed.

49. Remember that many cabinet specimens of drugs and chemicals are easily ruined by rough handling.

50. Remember to eat at regular hours and take the usual amount of time for meals that other business men enjoy. Few things make a person ill-natured quicker and render him more unsuitable for business than irregular habits about eating. I think that much of the proverbial crabbedness of druggists is due to their habits of eating behind the prescription case, where they are frequently interrupted by customers.

H. M. WHELPLEY, M. D., PH. G.

Misinformation.

Mrs. McCorkle—What is your son doing now, Mrs. McCrackle?

Mrs. McCrackle—He is a pharmacist.

Mrs. McCorkle—A farm assist, is he?

Why, I heard some one say he was clerking in a drug store.

Antimony, it is said, means "monk-poison," deriving its name from the fact that in France it was used for poisoning monks, and hence called "Anti-moine."

After the Ice Cream Men.

From the New York Sun.

A good deal of satisfaction is expressed over the news that the authorities have undertaken to keep a vigilant eye upon the makers of ice cream. A great many people order their ice cream three times a week from the big dealers, just as they order potatoes from the grocery, and they are obliged to trust implicitly in the manufacturers of ice cream. The cases of poisoning and sickness which have occurred of late have very seriously injured the family trade of some of the big ice cream makers, and they have welcomed the interest of the Health Board in the matter very cordially. When public confidence is restored in the ice cream men, it is believed that the sales will regain their old amount of importance. An instance of the scare which marked the last ice cream poisoning exposure was in a flat house on Forty-third street. Five families took ice cream regularly from a Sixth avenue dealer before the poisoning case came out, but after the details were published all of the families except one canceled their standing orders.

Damage Suit Against a Druggist.

Jas. C. Raymond, of Attica, has brought suit in the Lapeer Circuit Court against John W. Peck, a druggist in the village of Attica, and Daniel West and Anthony Williams, his bondsmen, claiming damages in the sum of \$10,000 on the allegation that on May 30 last, Mr. Peck sold to Mr. Raymond's son, a boy of 15 years, eight ounces of alcohol, by reason of which the boy and his younger brother became intoxicated and were run over by a locomotive on the Chicago & Grand Trunk Railroad and both were killed.

Who Wants a Clerk?

A young man who has worked in a drug store about nine months and can put up ordinary prescriptions is anxious to finish learning the trade in the store of a thorough pharmacist, where he can have an opportunity for both study and practice. The young man has good references from his former employers and other business men in the place as to his honesty and habits. Anyone desiring such an assistant is invited to address the editor of this paper.

The Drug Market.

Opium has advanced. Morphia is tending higher. Quinine is steady. Alcohol is higher, the price now being as follows: barrels, \$2.19; half-barrels, \$2.24; ten-gallon lots, \$2.27; five-gallon lots, \$2.29—all less 5 cents per gallon for cash in ten days. Less than five gallons, \$2.29 net. Tonka beans are lower. Oil peppermint is advancing.

An Apt Answer.

Smith—How is the soda water season?
Brown—One entire fizzle.

There is a vast difference between the drug clerk who goes to college because the pressure of the times demands that the rising pharmacists must do so, and the one who takes up the college course thoroughly to learn the business which he expects to follow. The one looks for the school where he will have the least studying to do and the least money to pay. The other will seek the institution with the reputation of being thorough in its course of instruction. The states where physicians can register as pharmacists are especially favorable to the first named individual. These lazy fellows find that in place of serving their four years' apprenticeship and devoting two years at a college of pharmacy, they can take a two-year course in a second grade medical college and graduate as a doctor and then become a registered pharmacist. Some of the medical colleges realize this and work to secure just this class of students.

"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.

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.

CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists, GRAND RAPIDS.

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

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.

Wholesale Price Current.

Advanced—Gum Opium—po., Alcohol, Oil Peppermint. Declined—Tonka Beans.

ACIDUM.		CUBEBÆ.	
Aceticum	80 10	Cubebæ	14 00 14 50
Benzolium German.	80 10	Erigeron	90 10 00
Boricæ	30 00	Gaultheria	1 20 10 30
Carbolicum	38 42	Gaultheria	2 10 10 20
Citricum	50 45	Gaultheria	2 10 10 20
Hydrochlor	30 45	Gaultheria	2 10 10 20
Nitrosum	10 12	Gaultheria	2 10 10 20
Oxalicum	11 20	Gaultheria	2 10 10 20
Phosphoricum dil.	1 40 10 20	Gaultheria	2 10 10 20
Salicylicum	1 40 10 20	Gaultheria	2 10 10 20
Sulphuricum	1 40 10 20	Gaultheria	2 10 10 20
Tannicum	1 40 10 20	Gaultheria	2 10 10 20
Tartaricum	1 40 10 20	Gaultheria	2 10 10 20
AMMONIA.		TINCTURES.	
Aqua, 16 deg.	4 00 6 00	Aconitum Napellis R.	60 00
" 18 deg.	4 00 6 00	Aloes	50 00
Carbonas	11 12 13	" and myrrh.	50 00
Chloridum	12 14	Arnica	50 00
ANILINE.		Asafetida	50 00
Black	2 00 2 25	Atrope Belladonna.	60 00
Brown	2 00 2 25	Benzoin	60 00
Red	2 00 2 25	" Co.	60 00
Yellow	2 00 2 25	Sanguinaria	50 00
BACCAR.		Barosma	50 00
Cubebæ (po. 1 50)	1 60 1 75	Cantharides	50 00
Juniperus	80 10	Capsicum	50 00
Xanthoxylum	25 30	Cardamon	50 00
BALSAMUM.		Castor	1 00
Copaiba	60 65	Catechu	50 00
Peru	60 65	Cinchona	50 00
Terabin, Canada	35 40	" Co.	50 00
Tolutan	40 45	Columba	50 00
CORTEX.		Conium	50 00
Abies, Canadian	18 00	Cubeba	50 00
Cassia	11 00	Digitalis	50 00
Cinchona Flava	18 00	Ergot.	50 00
Euonymus atropurp.	30 00	Gentian	50 00
Myrica Cerifera, po.	20 00	Gualica	50 00
Prunus Virgin.	12 00	" ammon	50 00
Quillaja, grd.	12 00	Zingiber	50 00
Sassafras	12 00	Bichromate	13 14
Ulmus Po (Ground 12)	10 00	Bromide	37 40
EXTRACTUM.		Carb.	12 15
Glycyrrhiza Glabra	24 25	Chlorate, (po. 18)	16 18
" po.	33 35	Cyanide	50 55
Haematox, 15 lb. box	11 12	Iodide	80 82
" 18.	13 14	Potassa, Bistart, pure.	2 30 33
" 1/4 s.	14 15	Potassa, Bistart, com.	3 33
" 1/2 s.	16 17	Potassa Nitras, opt.	8 10
FERRUM.		Potassa Nitras	7 9
Carbonate Precip.	15 00	Prussiate	28 30
Citrate and Quinia.	2 50	Sulphate po.	15 18
Citrate Soluble.	2 50	RADIX.	
Ferrocyanidum Sol.	2 50	Aconitum	20 25
Solut Chloride.	2 50	Althæa	25 30
Sulphate, com'l.	1 1/2 2 7	Anchusa	15 20
FLORA.		Arum, po.	2 25
Arnica	14 16	Calamus	20 50
Anthemis	20 25	Gentiana, (po. 15)	10 12
Matricaria	25 30	Glycyrrhiza, (pv. 15)	10 18
FOLIA.		Hydrastis Canaden.	2 35
Barosma	12 30	" (po. 40)	2 35
Cassia Acutifol, Tin-	25 28	Hellebore, Ala, po.	15 20
nivelly	25 28	Insula, po.	15 20
" Alix.	35 50	Ipecac, po.	2 25 2 35
Salvia officinalis, 1/4 s.	10 12	Iris plox (po. 20 22)	18 20
and 1/2 s.	10 12	Jalapa, pr.	40 45
Ura Ursi.	8 10	Maranta, 1/4 s.	2 35
GUMMI.		Podophyllum, po.	15 18
Acacia, 1st picked	2 10 00	Rhel	75 100
" 2d	2 10 00	" cut.	75 100
" 3d	2 10 00	" pv.	75 100
" sifted sorts	2 10 00	Spigelia	45 50
" po.	75 100	Sanguinaria, (po. 25)	2 20
Aloe, Barb. (po. 60)	50 60	Serpentaria	40 45
" Cape, (po. 20)	12 12	Senega	45 50
" Socotri, (po. 60)	50 60	Similax, Officialis, H	2 40
Catechu, 1s, 1/4 s, 1/2 s,	2 10 00	Scilla, (po. 35)	10 12
16)	2 10 00	Symplocarpus, Foeti-	2 35
Ammoniac	25 30	du, po.	2 35
Assafetida, (po. 30)	15 15	Valeriana, Eng. (po. 30)	15 20
Benzoinum	50 55	" German	10 15
Camphore	50 52	Zingiber a.	10 15
Euphorblum po	35 10	Zingiber j.	22 25
Galbanum	23 00	SEMIN.	
Gamboge, po.	80 85	Anisum, (po. 20)	2 15
Gualacum, (po. 60)	2 30	Apium (graveleons)	15 18
Kino, (po. 25)	2 30	Bird, 1s.	4 10
Mastic	2 10 00	Carui, (po. 18)	2 10
Myrrh, (po. 45)	2 10 00	Cardamon	1 00 1 25
Opil, (pc. 5 40)	4 00 4 15	Corlandrum	10 12
Shellac	25 35	Cannabis Sativa	3 1/2 4
" bleached	27 35	Cydonium	75 100
Tragacanth	30 75	Chenopodium	10 12
HERBA—In ounce packages.		Dipterix Odorata	2 00 2 25
Absinthium	25 25	Foeniculum	2 15
Eupatorium	20 20	Foenugreek, po.	2 8
Lobelia	25 25	Lini	4 4 1/2
Majorum	25 25	Lini, grd. (bbl. 4)	4 4 1/2
Mentha Piperita	23 23	Lobelia	35 40
" Vir.	25 25	Pharlaris Canarian	3 1/2 4 1/2
Rue	30 30	Rapa	6 7
Tanacetum, V.	22 22	Sinapis, Albu.	8 9
Thymus, V.	25 25	" Nigra	11 12
MAGNESIA.		SPIRITUS.	
Calcined, Pat.	55 60	Frument, W. D. Co.	2 00 2 50
Carbonate, Pat.	20 22	" D. F. R.	1 75 2 00
Carbonate, K. & M.	20 25	" Juniperis Co. O. T.	1 75 1 75
Carbonate, Jennings	30 36	Spt. Vini Gall.	1 75 2 00
OLEUM.		Saacharum N. E.	1 75 2 00
Absinthium	5 00 5 50	Vini Oporto	1 25 2 00
Amygdalæ, Dulc.	45 75	Vini Alba	2 25 2 00
Amygdalæ, Amarae	8 00 25	SPONGES.	
Anisi	1 90 2 00	Florida sheeps' wool	2 25 2 50
Aurant Cortex	2 50	Nassau sheeps' wool	2 00
Bergamli	2 80 3 25	Velvet extra sheeps'	1 10
Cajupiti	90 100	wool carriage	85
Caryophylli	1 25 1 30	Extra yellow sheeps'	85
Cedar	35 65	carriage	65
Chenopodi	61 75	Hard for slate use	75
Cinnamonli	1 40 1 50	Yellow Reef, for slate	1 40
Citronella	75 75	use	
Conium Mac.	35 65	SYRUPS.	
Copaiba	1 20 1 30	Accacia	50 50

Morphia, S. P. & W.	2 85 3 10	Selditz Mixture	25 25	Lindseed, boiled	65 68
S. N. Y. Q. &	2 85 3 10	Sinapis	18 18	Neat's Foot, winter	50 60
C. Co	2 85 3 10	" opt.	30 30	strained	50 60
Moschus Canton	70 75	Snuff, Maccaboy, De	35 35	Spirits Turpentine	40 1/2 52
Myristica, No. 1	70 75	Voes	35 35	" Ber.	13 20 23
Nux Vomica, (po. 30)	30 32	Snuff, Scotch, De, Voes	12 13	Red Venetian	13 20 23
Os. Sepia	30 32	Soda Boras, (po. 13)	12 13	Ochre, yellow Mars	13 20 23
Pepsin Saac, H. & P. D.	2 00 2 00	Soda et Potass Tart.	30 33	" strictly pure	23 23 23
Co	2 00 2 00	Soda Carb.	1 1/2 2	Putty, commercial	23 23 23
Picis Liq. N. C., 1/4 gal	2 00 2 00	Soda, Bi Carb.	5 5	Vermilion Prime Amer-	13 16
doz	2 00 2 00	Soda, Ash	3 1/2 4	ican	13 16
Picis Liq., quarts	2 00 2 00	Soda, Sulphas	2 2	Vermilion, English	80 82
Pil Hydrarg, (po. 80)	2 00 2 00	Spts. Ether Co.	50 50	Green, Peninsular	70 75
Piper Nigra, (po. 22)	2 00 2 00	" Myrcia Dom.	2 2	Lead, red	67 1/2
Piper Alba, (po. 25)	2 00 2 00	" Myrcia Imp.	2 2	" white	67 1/2
Pix Burgun.	2 00 2 00	" Vini Rect. bbl.	2 29	Whiting, white Span.	67 1/2
Plumbi Acet	14 15	Less 5c gal., cash ten days.	2 29	Whiting, Gilders	67 1/2
Pulvis Ipecac et opil.	10 10 10	Strychnia Crystal	2 10	White, Paris American	1 00
Pyrethrum, boxes H	2 00 2 00	Sulphur, Subl.	2 1/2 3 1/2	Whiting, Paris Eng.	67 1/2
& P. D. Co., doz.	2 00 2 00	" Roll	2 1/2 3 1/2	cliff	1 40
Pyrethrum, pv.	30 35	Tamarinds	8 10	Pioneer Prepared Paint	30 1 4
Quassia	40 40	Terebenth Venice	2 30 30	Swiss Villa Prepared	1 00 1 30
Quinia, S. P. & W.	12 14	Theobromae	50 55	Paints	1 00 1 30
Rubia Tinctorum	12 14	Vanilla	9 00 16 00	VARNISHES.	
Saccharum Lactis pv.	2 00 2 00	Zinci Sulph.	7 8	No. 1 Turp Coach	1 10 1 30
Salacin	1 80 2 00	OILS.		Extra Turp.	1 60 1 70
Sanguis Draconis	40 50	Whale, winter	70 70	Coach Body	2 75 3 00
Santonine	4 50	Lard, extra	55 60	No. 1 Turp Furn	1 00 1 10
Sapo, W.	12 14	Lard, No. 1	45 50	Eutra Turk Damar	1 55 1 60
" M.	8 10	Linseed, pure raw	62 65	Japan Dryer, No. 1	70 75
" G.	8 15			Turp.	70 75

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.
We give our Personal Attention to Mail Orders and Guar-
antee Satisfaction.
All orders are Shipped and Invoiced the same day we re-
ceive them. Send in a trial order.

Hazeltnine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

GROCERIES.

Wool, Hides and Tallow.

The wool market is unchanged from the previous week. Less has been sold, and that little at prices in favor of buyer. At Boston, new Michigan X is offered at 29c freely, with only 28c bid for small lots. Fine delaine has declined to 33c. A tight money market and no movement in woolen goods adds to the dullness. A heavy decline in prices in London on heavy shrinky wools will enable foreign manufacturers to send us their cloths in spite of our duties.

Hides are firm and in light offering, with a tendency to advance in price by dealers, which is strongly resisted by tanners, who do not get a corresponding advance on leather, which, apparently, must come soon. The trade is in good condition.

Tallow is dull and slow of sale, with little doing.

At the June fur sales in London, all kinds except seal met with another decline. The buying was weak and bids were made only at low prices, nothing being wanted by furriers. One report describes it as "Lifeless, no bidders."

Gone to Pieces.

The Georgia and North Carolina Melon Exchange went to pieces last week, the officers at Atlanta having announced the suspension on Thursday. The Exchange was organized last winter for the purpose of controlling the melon trade of the States names, but it proved to be too large an undertaking. As but one house at each market was appointed to distribute the melons, stocks soon accumulated to such an extent that every market was glutted. Moseley Bros., who held the appointment at this market, received six car-loads in one day, which is considerably beyond the consuming capacity of the city.

It is announced that no one but the stockholders will suffer by the suspension of the Exchange.

The Grocery Market.

Sugar is a little higher and, as the market is firm, the price may advance a few points this week. Common salt has been advanced by the Association. Gallon apples are higher and nearly all kinds of canned goods are firmer. Evaporated and dried apples are firmer, in consequence of the reports about a short apple crop.

Naming the Dog.

"Nice dog you have there," said one traveling man of another.

"Yes."

"What's his name?"

"Grip."

"Why 'Grip'?"

"Because he was so easy to get and so hard to get rid of."

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

Bricks impregnated with tar are said to be hard, durable and perfectly waterproof. The process of impregnation is extremely simple, ordinary bricks, or, still better, machine bricks being boiled in coal tar for twenty-four hours. Bricks thus treated are claimed to be especially well adapted for paving working rooms, depots, etc. They are also recommended for the construction of sewers, cess pools, the insulation of foundation walls, and similar purposes.

The Family Grocer.

The family grocer is usually a family friend. Probably no tradesman maintains so close a relation to the household, is brought daily nearer to it, or is more relied upon than the efficient, honest, fair dealing grocer. The housewife relies upon his judgment with confidence born of long experience, and, by her, his decisions are never questioned. Tested by daily intercourse and by years of experience, he wins absolute confidence and stands supreme in his special field of trade. Neighbors may suggest, and friends may endorse new lines of goods and wares, but because "my grocer" has not adopted them or offered them for sale, such suggestions are futile and useless. All honor to the honest grocer who, through years of honorable dealing, has won the confidence and esteem of his customers. He plants faithfully who renders such service and his harvest is not alone in dollars and cents; it is in the respect and friendship of his patrons, to whom he has become in a practical sense, the faithful family friend.

The children follow in the footsteps of the parents, and the little tot who has to spend her first penny over his counter, catches the confidence of the parents, and in the years of growth and development, learns, like them, to honor and respect the family grocer, and to consider him, of all tradesmen, the closest to the family. The community owes much to the character and probity of its merchants, and, in turn, the reliance of their patrons should never be misplaced. To labor is honorable, to work is necessary, to barter and trade is proper, and to labor and work and trade with high principle in mind, and perfect honesty and truthfulness as a standard, is to elevate employment and become an active force for good in the community. So we voice the intelligent housewives of America when we say, all honor and praise to the faithful family grocer.

Where the Blame Lies.

From the Denver Grocer.

The majority of the grocers in the United States appear to court trade abuses, inasmuch as not one out of 100 exerts himself a particle to help others to overcome such abuses. In cities where associations exist, the entire work is done by a dozen members; the rest say nothing or do nothing but criticize the members who are doing the work. If there is any important question which affects the business of the association, they will exert themselves enough to pass a set of resolutions and they will thank God the question is settled. A large number of grocers are continually crying about dull times and bad collections and close profits, and the same men have only themselves to blame for this state of affairs. They sell their goods for cost and give thirty days' credit, also, and at the end of thirty days they all are actually afraid to present their bills, for fear of hurting their customers' feelings. When the grocers of this country arise to the fact that they are merchants and not slaves, and can get up courage enough to assert themselves, then a change will take place, but until then no reforms can be accomplished, simply because they will be opposed by a large number who are afraid to say their souls are their own, because some good customer might happen to differ from them.

How to Make Iced Tea.

From the National Grocer.

Would it not be a good opportunity, during the present heated spell, to call the attention of your patrons to the advantages of using iced tea? But in doing so it is essential to tell what kind of tea to use, and how to use it. First of all, it should be distinctly understood that Japan tea will not make a drinkable iced tea. After a good deal of experimenting with it, we are under the impression that the grocers should not recommend anything but fermented teas to be used in this way. Congo, or what is usually termed English Breakfast, is by far the best, and the finer the quality the more marked the result. Care should be taken to instruct the customers that the tea should not be allowed to draw more than

ten or twelve minutes, and immediately upon the expiration of this time, the liquor should be drawn off the leaves. If this is done, the liquor can be allowed to stand for any length of time without deteriorating its quality or flavor.

A Considerate Debtor.

Collector—When are you going to pay this bill. I can't be coming here every day in the week.

Debtor—Well, what day can you come on, conveniently?

"I could call on Saturday."

"All right; from now on I shall expect you every Saturday."

A beet sugar manufactory, with a capacity of 400 tons a day, is said to be almost completed at Grand Island, Neb. The beet has 16 per cent. of sugar, and farmers realize \$60 per acre at \$4 per ton for the root. The diffusion process of extracting the saccharine principle is used. In a fourteen-battery circuit it is claimed that the remarkable result of 99.8 per cent. of the sugar can be extracted.

PRODUCE MARKET.

Apples—Dried, 6@6½c for sun-dried and 10@11c for evaporated. The market is fairly active.
Apples—Green, \$1 per box.
Beans—Dry stock is steady commanding \$1.85 @ \$2 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 6½@7c.
Cherries—\$2.50@3 per bu.
Cooperage—Pork barrels, \$1.25; produce barrels 25c.
Cucumbers—40c per doz.
Eggs—The market is steady. Dealers pay 12½ @13c and hold at 14c.
Field Seeds—Clover, mammoth, \$3.50 per bu.; medium, \$3.50. Timothy, \$1.60 per bu.
Green Beans—Wax or string, \$1 per bu.
Maple Sugar—8@10c per lb., according to quality.
Maple Syrup—75@85c per gal.
Onions—Green, 10@12c per doz. Southern, \$3 per bbl.
Peas—Green, \$1 per bu.
Pop Corn—4c per lb.
Potatoes—New stock is higher, owing to the extremely dry weather in the South, which is shortening the crop. Dealers now hold at \$3.25 per bbl.
Raspberries—Both black and red are in good demand, commanding 8@10c per qt.
Radishes—20c per doz bunches.
Watermelons—30c apiece.
Whortleberries—\$2.50@3 per bu.

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, 11 50
Extra clear, heavy, 11 50
Clear, fat back, 12 25
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
5 lb. Pails, 12 in a case, 7
10 lb. Pails, 6 in a case, 6½
20 lb. Pails, 4 in a case, 6½
50 lb. Cans, 6½

BEEF IN BARRELS.
Extra Mess, warranted 300 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, 9½
Long Clears, heavy, 6
Briskets, medium, 6
" light, 6

OYSTERS and FISH.

F. J. Dettenthaler quotes as follows:

FRESH FISH.
Whitefish, 7½
" smoked, 8
Trout, 7½
Halibut, 15
Ciscos, 4
OYSTERS—Cans.
Fairhaven Counts, 35

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass, 5 @ 6
" hind quarters, 8½ @ 9
" fore, 3 @ 3½
" loins, No. 3, 9
" ribs, 7½
" rounds, 6
" tongues, 9
Hogs, 5 @ 5½
Bologna, 5
Pork loins, 8
" shoulders, 6
Sausage, blood or head, 5
" liver, 5
" Frankfort, 8
Mutton, 8
Veal, 5½ @ 9

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.
Standard, per lb., 8½ @ 9
" H. H., 8½ @ 9
" Twist, 8½ @ 9
Cut Loaf, 10
Assorted Cream, 12
Extra H. H., 11
MIXED CANDY.
Standard, per lb., 8½
Leader, 8½
Extra, 10
English Rock, 10
Conserves, 10
Broken, 9
Cut Loaf, 10
French Creams, 12
Valley Creams, 13
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, 12
" printed, in pails, 13
Chocolate Drops, in pails, 12
Gum Drops, in pails, 6
Moss Drops, in pails, 10
Sour Drops, in pails, 12
Imperial, in pails, 12
ORANGES.
Rodi, choice, 300 @ 7 50
" 300 @
LEMONS.
Messina, choice, 360 @ 6 50
" 300 @ 7 50
" fancy, 360 @ 8 00
" 300 @ 8 00 @ 9 00
OTHER FOREIGN FRUITS.
Figs, Smyrna, new, fancy layers, 15 @ 16
" choice, 13 @ 14
" choice, 7 lb., @
Dates, frills, 50 lb., @
" ¼ frills, 50 lb., @
" Fard, 10-lb. box, @ 10
" 50-lb. box, @ 8
" Persian, 50-lb. box, 5½ @
NUTS.
Almonds, Tarragona, @ 16
" Ivaca, @ 15
" California, @ 14
Brazil, @ 11
Walnuts, Grenoble, @ 16
" California, @ 15
Pecans, Texas, H. P., 11 @ 14
Cocoanuts, @ 4 50
PEANUTS.
Fancy, H. P., Suns, @ 9½
" Roasted, @ 11½
Fancy, H. P., Game Cocks, @ 9½
" Roasted, @ 11½
Fancy, H. P., Stags, @ 9½
" Roasted, @ 11
Choice, H. P., Stars, @ 9
" Roasted, @ 10½
Fancy, H. P., Steamboats, @ 9
" Roasted, @ 10½

HOGLE OIL CO.,

Wholesale and Retail Dealers in Oils and Makers of Fine Lubricants.

OFFICE—19 and 21 Waterloo St. Telephone No. 319. WORKS—On C & W. M. and G. R. & I. R. R., one mile north of Junction. Telephone No. 611-3R.

The largest and most complete oil line in Michigan. Jobbers of all kinds of Cylinder Oils, Engine Oils, W. Va. Oils, Lard Oils, Neatsfoot Oils, Harness Oil, Signal Oil, Axle Grease, Boiler Purger, Kerosene Oils, Naptha, Turpentine, Linseed Oils, Castor Oil, Cooking Oils, Axle Oils, Machinery Grease, Cotton Waste, Etc. See Quotations.

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 Fraser's... 82 40 Aitona... 1 75 Diamond... 1 80 BAKING POWDER. Thepure, 10c packages... 81 20 " 1 lb. " 1 56 " 6 oz. " 2 28 " 1 lb. " 2 76 " 12 oz. " 4 30 " 1 lb. " 5 40 " 5 lb. " 26 00 Less 20 per cent. to retailers Absolute, 1 lb. cans, 100s... 11 75 " 1 lb. " 50s... 10 00 " 1 lb. " 50s... 18 75 Acme, 1 lb. cans, 3 doz... 1 50 " 1 lb. " 1 " 3 00 " bulk... 20 Our Leader, 1 lb. cans... 45 " 1 lb. " 90 " 1 lb. " 1 60 Telfer's, 1 lb. cans, doz... 45 " 1 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 " 90 Mill " 3 25 Warehouse " 2 75 CANDLES. Hotel, 40 lb. boxes... 10 Star, 40 " 9 1/4 Paraffine... 11 Wicking... 25 CANNED GOODS—Fish. Clams, 1 lb. Little Neck... 1 20 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 65 " 1 lb. Star... 2 20 " 2 lb. Star... 3 10 Mackerel, 1 lb. stand... 2 00 " 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 @ 60 Sardines, domestic 1/2s... 5 " 1/2s... 9 " Mustard 1/2s... 9 " Imported 1/2s... 10 1/2 @ 16 " spiced, 1/2s... 10 Trout, 3 lb. brook... 2 60 CANNED GOODS—Fruits. Apples, gallons, stand... 3 50 Blackberries, stand... 80 Cherries, red standard 1 10 @ 2 00 " pitted... 1 15 Damsons... 1 15 Egg Plums, stand... 1 15 @ 35 Gooseberries... 1 00 Grapes... 1 15 @ 35 Green Gages... 1 15 @ 35 Peaches, yellow, stand... 2 00 " seconds... 1 90 " Pie... 1 30 Pears... 1 25 Pineapples, common 1 10 @ 1 50 " Johnson's 2 50 @ 2 75 Quinces... 1 00 Raspberries, extra... 1 75 " red... 1 40 Strawberries... 1 15 @ 35 Whortleberries... 75 CANNED VEGETABLES. Asparagus, Oyster Bay... 80 Beans, Lima, stand... 80 " Green Limas... 21 35 " Strings... 80 " Stringless, Erie... 80 " Lewis's Boston Baked... 1 40 Corn, Archer's Trophy... 90 " Morn'g Glory... 90 " Early Golden... 1 68 Peas, French... 1 68 " extra marrowfat... 21 35 " 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... 90 @ 1 40 Succotash, standard... 1 10 Squash... 1 10 Tomatoes, Red Coat... 21 00 " Good Enough... 21 00 " Ben Har... 21 00 " stand br... 21 00 CATSUP. Snider's, 1/2 pint... 1 35 " pint... 2 30 " quart... 3 50 CHEESE. Fancy Full Cream... 7 Good " 6 1/2 Part Skimmed... 5 Sap Sago... 19 @ 20 Edam... 21 00 CHEWING GUM. Rubber, 100 lumps... 30 " 200 " 40 Spruce, 200 pieces... 30 BULK. Bulk... 6 Red... 7 1/2	CHOCOLATE—BAKER'S. German Sweet... 32 Premium... 35 Pure... 38 Breakfast Cocoa... 40 Broma... 37 COCOA SHELLS. Bulk... 4 @ 4 1/2 Pound packages... 27 COFFEE EXTRACT. Valley City... 80 Felix... 1 10 COFFEE—Green. Rio, fair... 21 @ 21 " good... 21 @ 22 " prime... 21 @ 23 " fancy, washed... 21 @ 24 " golden... 21 @ 24 Santos... 21 @ 23 Mexican & Guatemala... 21 @ 24 Java, Interior... 21 @ 26 " Mandehling... 21 @ 26 Peaberry... 21 @ 24 Mocha, genuine... 21 @ 28 To ascertain cost of roasted coffee, add 1/2c. 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... 26 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... 90 " 72 ft. " 1 10 CONDENSED MILK. Eagle... 7 50 Anglo-Swiss... 6 00 @ 7 60 COUPONS. "Superior..." 2 50 \$ 1. per hundred... 3 00 \$ 2. " " 4 00 \$ 5. " " 4 00 \$ 10. " " 5 00 \$ 20. " " 6 00 "Tradesman..." \$ 1. per hundred... 2 00 \$ 2. " " 2 50 \$ 5. " " 3 00 \$ 10. " " 4 00 \$ 20. " " 5 00 Subject to the following discounts: 200 or over... 5 per cent. 500 " " 10 1000 " " 20 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 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... 15 @ 14 Plums... 10 Raspberries... 30 DRIED FRUITS—Prunes. Turkey... 6 1/2 @ 6 1/2 Bosnia... 6 1/2 @ 6 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... 2 @ 9 Ondaras... 21 1/2 Sultanas... 21 0 London Layers, Calif... 2 50 @ 2 80 fornia... 2 50 @ 2 80 London Layers, for'n... 1 90 @ 2 25 Muscatels, 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... 21 00 " split... 3 Sago, German... 6 Tapioca, fl'k or p'l... 6 @ 7 Wheat, cracked... 5 Vermicelli, import... 10 " domestic... 60 FISH—SALT. Cod, whole... 5 @ 6 1/2 " boneless... 6 1/2 @ 6 1/2 Halibut... 9 1/2 Herring, round, 1/2 bbl... 2 90 " gibbed... 2 75 " Holland, bbls... 12 00 " kegs, new... 75 " Sealed... 18 @ 20 Mack. sh's, No. 2, 1/2 bbl... 12 00 " " " 10 " 1 20	Trout, 1/2 bbls... 4 50 " 10 lb. kits... 60 White, No. 1, 1/2 bbls... 26 00 " 12 lb. kits... 1 00 " 10 lb. kits... 80 " Family, 1/2 bbls... 2 75 " kits... 2 75 HERBS. Sage... 9 Hops... 14 JELLIES. E. J. Mason & Co.'s goods... 6 Chicago goods... 4 LAMP WICKS. No. 1... 30 No. 1... 40 No. 2... 50 LICORICE. Pure... 30 Calabria... 25 Sicily... 18 CONDENSED, 2 doz... 1 25 No. 9 sulphur... 2 00 Anchor parlor... 1 70 No. 2 home... 1 10 Export parlor... 4 00 MOLASSES. Black Strap... 30 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 Small, 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 1/2 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... 3 30 Queen Anne... 3 35 German Family... 3 00 Mottled German... 3 00 Old German... 2 70 U. S. Big Bargain... 2 00 Frost, Floater... 3 75 Cocoa Castile... 3 00 Cocoa Castile, Fancy... 3 36 Allen B. Wrisley's Brands... 2 95 Old Country, 80... 3 30 Una, 100... 3 65 Bouncer, 100... 3 15 SAL SODA. Kegs... 1 1/2 Granulated, boxes... 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... 5 " Saigon in rolls... 35 Cloves, Amboyne... 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 Cloves, Amboyne... 26 " Zanzibar... 20 Ginger, African... 12 1/2 " Cochin... 15 " Jamaica... 18 Mace Batavia... 90 Mustard, English... 22 " and Trieste... 25 Trieste... 27 Nutmegs, No. 2... 80 Pepper, Singapore, black... 18 " white... 30 " Cayenne... 25 SUGARS. Cut Loaf... 7 1/2 Cubes... 7 Powdered... 7 1/2 Standard Granulated... 6 1/2 " Fine... 6 1/2 Confectioners' A... 6 1/2 White Extra C... 6 1/2 Extra C... 5 1/2 @ 5 1/2 Yellow... 5 1/2 @ 5 1/2	SEEDS. Mixed bird... 4 1/2 @ 6 Caraway... 9 Canary... 3 1/2 Hemp... 3 1/2 Anise... 8 Rape... 6 Mustard... 7 1/2 SALT. Common Fine per bbl... 90 @ 95 Solar Rock, 56 lb. sacks... 27 28 pocket... 1 90 100 " 2 00 100 " 2 25 Ashton bu. bags... 75 Higgins " 75 Warsaw " 35 " 1/2 bu " 20 Diamond Crystal, cases... 1 50 " 28-lb sacks... 25 " 56-lb " 50 " 60 pocket 2 25 " 28 " 2 10 " barrels 1 75 SALERATUS. Church's, Arm & Hammer... 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 SYRUPS. Corn, barrels... 27 " one-half barrels... 29 Pure Sugar, bbl... 26 @ 35 " half barrel... 28 @ 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 @ 26 Choicest... 32 @ 38 SUN CURED. Fair... 14 @ 15 Good... 16 @ 20 Choice... 24 @ 28 Choicest... 30 @ 33 BASKET FIRED. Fair... 20 @ 20 Choice... 25 @ 25 Choicest... 35 @ 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 ENGLISH BREAKFAST. Fair... 25 @ 30 Choice... 30 @ 35 Best... 55 @ 65 Tea Dust... 8 @ 10 OOLONG. Common to fair... 25 @ 30 Superior to fine... 30 @ 50 Fine to choicest... 55 @ 65	SODA. Boxes... 5 1/2 Kegs, English... 4 1/2 TOBACCOS—Fine Cut. D. Scotten & Co.'s Brands... 63 Sweet Cuba... 36 Our Leader... 35 TOBACCOS—Plug. Jas. G. Butler & Co.'s Brands... 38 Something Good... 38 Double Pedro... 35 Peach Pie... 36 Wedding Cake, blk... 35 " Tobacco... 37 TOBACCO—Shorts. Our Leader... 15 TOBACCOS—Smoking. Our Leader... 16 Hector... 17 Plow Boy, 2 oz... 32 " 4 oz... 31 " 15 oz... 32 VINEGAR. 40 gr... 6 1/2 50 gr... 7 1/2 PAPER & WOODENWARE. PAPER. Curtiss & Co. quote as follows: Straw... 160 " Light Weight... 200 Sugar... 180 Hardware... 24 Bakers... 24 Dry Goods... 6 Jute Manila... 5 Red Express No. 1... 5 " No. 2... 4 TWINES. 48 Cotton... 22 Cotton, No. 2... 20 " 3... 18 Sea Island, assorted... 18 No. 5 Hemp... 13 No. 6 " 17 Wool... 8 WOODENWARE. Tubs, No. 1... 8 00 " No. 2... 7 00 " No. 3... 6 00 Pails, No. 1, two-hoop... 1 50 " No. 1, three-hoop... 1 75 Clothespins, 5 gr. boxes... 55 Bowls, 1 inch... 1 00 " 1 1/2 " 1 25 " 1 3/4 " 1 50 " 1 7/8 and 1 9/8 " 2 50 " assorted... 2 75 Baskets, market... 1 50 " bushel... 1 50 " with covers 1 90 " willow cl'ths, No. 1 5 75 " " No. 2 6 25 " " No. 3 7 25 " splint " No. 1 3 50 " " No. 2 4 25 " " No. 3 5 00 GRAINS AND FEEDSTUFFS. WHEAT. White... 84 Red... 84 All wheat bought on 60 lb. test. MEAL. Bolted... 1 15 Granulated... 1 30	FLOUR. Straight, in sacks... 4 60 Patent " barrels... 4 80 " sacks... 5 60 " barrels... 5 80 RYE. No. 1... 40 MILLSTUFFS. Bran... 13 00 Ships... 13 00 Screenings... 12 00 Middlings... 14 00 Mixed Feed... 15 00 Coarse meal... 15 00 CORN. Small lots... 40 Car " 37 OATS. Small lots... 35 Car " 33 BARLEY. No. 1... 1 10 No. 2... 1 05 HAY. No. 1... 10 75 No. 2... 10 00 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HIDES. Green... 5 @ 5 1/2 Part Cured... 5 @ 5 1/2 Full " 6 @ 6 1/2 Dry... 6 @ 6 Kips, green... 6 @ 5 " cured... 6 @ 6 1/2 Calfskins, green... 4 @ 6 " cured... 5 @ 7 Deacon skins... 10 @ 25 No. 2 hides 1/2 off. PELTS. Shearlings... 10 @ 25 Estimated wool, per lb 20 @ 28 WOOL. Washed... 20 @ 28 Unwashed... 10 @ 20 MISCELLANEOUS. Tallow... 3 @ 3 1/2 Grease butter... 1 @ 2 Switches... 1 1/2 @ 2 Ginseng... 2 00 @ 2 50 LUBRICATING OILS. The Hogle Oil Co. quote as follows: Extra W S Lard Oil... 53 @ 58 " No. 1... 45 @ 50 " No. 2... 35 @ 40 Pure Neatsfoot... 52 @ 60 Harness Oil... 40 @ 50 W Va Summer... 7 1/2 @ 12 " Medium Winter... 8 @ 12 15 Cold Test... 8 @ 13 Zero... 10 @ 14 Old Reliable Cylinder... 65 600 Mecca... 50 Anti-monopoly... 35 @ 40 Corliss Engine Oil... 40 Golden Machine Oil... 18 @ 25 Mower and Reaper Oil... 25 @ 30 Castor Machine Oil... 25 @ 30 Boiled Linsed Oil... 63 @ 65 Michigan W W... 10 Turpentine... 46 @ 51 Naphtha... 8 @ 12 Gasoline... 9 1/4 @ 14 Castor Oil, Pure... 26 @ 30 " Mineral... 30 @ 35 " Distilled... 10 @ 12 25
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REMOVAL Already and within a year's time, our business has grown to such proportions as

to demand larger quarters, which we have

secured at 46 Ottawa St., where we shall be pleased to see our friends in the future.

Net weights and fine goods tell the tale. Be sure to give them a trial.

A. E. BROOKS & CO.

REMEMBER
THAT
BUNOLA
COFFEE.

Is better and costs less than most package coffees.

100-POUND CASES, 24 3-4; 100-CABINETS, 25 1-4.

FOR SALE BY ALL GRAND RAPIDS JOBBERS

TACTICS OF A CLERK.

How to Trap a Customer by Skill in the Use of Titles.

She was tall, tough, sharp-edged, hollow-cheeked, sunken-chested and saucer-eyed, with shoulder blades that projected like rudders. She hadn't teeth enough to go around, and her hair matched a red-rash complexion that was more suggestive of sand-paper than water. Her nose was long and sagacious, and gilded hoops tested the elasticity of her ears. Her vowels escaped through her nose and her diphthongs were brought out with feline intensity. She was at the silk counter, and had selected for a dress pattern seventeen yards of dark-blue India silk, well flowered with ripe cherries.

"What name, please?" asked the urbane salesman, dating a check.

"Baker."

"Initials, please?"

"M. A. Baker."

"Address?"

"No. 261 — street."

"Thank you," said the clerk, carefully tearing the leaf from the stub and placing it between the folds of the goods.

"Now, Mrs. Baker, isn't there something else this morning?"

A radiant smile flashed across the long, red face, the high shoulders squared themselves, and there was a perceptible straightening of her whole being as she said:

"I guess not."

The shrewd clerk took his cue, talked bargains, waning season and good service, brought specials from remote shelves and remnants from under the counter, and in less than five minutes the bony spinster was in a bewilderment of short lengths. The man seized every opportunity to call her "Mrs.," and when she left he had sold a blue check of ten yards for a house dress, three two-yards lengths for sofa cushions, and two and three-eighths yards of plain black gros grain for waist trimming.

"How did I know she was married? I was dead certain that she wasn't. That's why I called her 'Mrs.' It takes a very small amount of diligence to master a woman. If she is not married it pleases her immensely to be taken for a wife—that is, after she is past the charming period. If she is married, it flatters her to be taken for a girl."

"I rarely make a mistake. There is a prim coquetry and a disappointed look about the unwooed woman that is as self-evident as her features. A married woman gives herself away by her apathy. If she is tired she looks it, and if she is discontented she shows that."

"The stern, stately customer I never meddle with. She always knows what she wants. Argument is useless, but if it becomes necessary to use an address, madame is the word."

"The upstart I generally can master with 'Lady.' If a woman comes to the counter and shows a hand with big rings and neglected nails, all I have to do is to spread out my goods, lower my voice to a confidential point, ring in the 'Lady,' and if she has the money she will buy."

The Condition of Trade.

From the New York Shipping List.

There has been very little change in the commercial situation, midsummer dullness having prevailed in the principal markets, and trade generally characterized by a quiet feeling with very little scope for the development of new features. The volume of business has very naturally fallen off, speculation having been of rather meager proportions and the distributive movement having slackened; but the decrease has been due entirely to seasonable influences, as the outlook is far more satisfactory than had been expected. Although the bank statement issued last week shows a heavy decrease in surplus reserve, the actual condition of the banks in this city is perhaps much more favorable than indicated, for the money market has ruled easy with an abundant supply of loanable funds, and, in addition to the large disbursements that have been in progress since the first of July, the interior flow of currency has been towards this center, all of which has tended to increase the reserves held

by the banks. A considerable expansion of loans last week points to the confidence that prevails and this is further shown by the good investment demand for all reliable railroad bonds as well as the strong undertone that has characterized the stock market. The weather throughout the country has been all that could be desired, so far as the crops are concerned, and to this fact is due the cheerful reports that come from the West and South. The harvesting of winter wheat has thus far made good progress, and points to a far better yield than was foreshadowed a few weeks ago, while spring wheat maintains the excellent position that it previously occupied. In other respects the crop situation has undergone no change. Growing corn has made good progress. The cotton crop has made rapid strides, and with unimportant exceptions the condition of the fields is good from South Carolina to Texas. In the latter state the bolls are opening and in a short time "first bales" will make their appearance on the market. The movement of old crop has been unusually light, with the export last week and last month considerably less than last year. The wool market continues to rule dull with prices showing an easier tendency, while the outlook for woolen goods is equally unsatisfactory, a good many mills having shut down, partly because of the glut of foreign fabrics which have been imported freely in anticipation of changes in the tariff. The market for all kinds of cotton fabrics has ruled firm, but the demand has not been very brisk, the present month being between seasons in the dry goods trade. The demand for staple groceries has been moderate, but dealers are anxiously looking for improvement. The coffee market is in a waiting attitude, the speculative influences that have so long controlled the situation being still in force to the detriment of legitimate trade. The country is waiting for cheaper coffee, while speculative bulls are struggling to make it dearer and until the contest is settled dealers are buying as sparingly as they can. The demand for refined sugar is only moderate, considering that this is the season for active consumption, but dealers bought pretty freely last month and are waiting to distribute their stocks before replenishing. Wheat has advanced on account of speculative influences and unfavorable crop reports from abroad.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun.	40
No. 1 "	45
No. 2 "	60
Tubular	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.	1 75
No. 0 Sun.	1 88
No. 1 "	2 70
No. 2 "	2 70
First quality.	
No. 0 Sun, crimp top.	2 25
No. 1 "	2 40
No. 2 "	3 40
XXX Flint.	
No. 0 Sun, crimp top.	2 60
No. 1 "	2 80
No. 2 "	3 80
Pearl top.	
No. 1 Sun, wrapped and labeled.	3 70
No. 2 "	4 70
No. 2 Hinge, " " "	4 70
La. Bastic.	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 "	1 50
No. 1 crimp, per doz.	1 35
No. 2 "	1 60
STONEWARE—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 " "	75

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

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

AND Jeweler,

44 CANAL ST.,

Grand Rapids - Mich.

CUTS for BOOM EDITIONS

—OR—

PAMPHLETS.

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

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.

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.

Arrive.	Leave.
Big Rapids & Saginaw.....	6:55 a m
Traverse City & Mackinaw.....	7:25 a m
Traverse City & Mackinaw.....	9:15 a m
Traverse City & Saginaw.....	2:15 p m
Mackinaw City.....	8:50 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 Petokey 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.	Arrive.
7:00 a m.....	10:10 a m
11:20 a m.....	3:45 p m
5:40 p m.....	8:45 a m
Leaving time at Bridge street depot 7 minutes later.	
Through tickets and full information can be had by calling upon A. Almquist, ticket agent at depot, or Geo. W. Munson, Union Ticket Agent, 67 Monroe St., Grand Rapids, Mich.	
C. L. LOCKWOOD, Gen'l Pass. Agent.	

Detroit, Grand Haven & Milwaukee.

GOING WEST.	Arrives.	Leaves.
*Morning Express.....	12:50 p m	1:00 p m
*Through Mail.....	4:10 p m	6:15 p m
*Grand Rapids Express.....	10:25 p m	10:30 p m
*Night Express.....	6:40 a m	8:45 a m
*Mixed.....		7:30 a m

GOING EAST.	Arrives.	Leaves.
*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 10:45 p m has Wagner sleeping car to Detroit, arriving in Detroit at 7:20 a m.
Steamboat Express makes direct connection a Grand Haven with steamboat for Milwaukee.
tickets and sleeping car berths secured at D., G. H. & M. Ry's offices, 23 Monroe St., and at the depot.
Jas. CAMPBELL, City Passenger Agent.
Jno. W. LOUD, Traffic Manager, Detroit.

Toledo, Ann Arbor & Northern.

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

MICHIGAN CENTRAL

"The Niagara Falls Route."

DEPART.	ARRIVE
Detroit Express.....	7:20 a m 10:00 p m
Mixed.....	6:30 a m 5:00 p m
Day Express.....	11:55 a m 10:00 a m
*Atlantic & Pacific Express.....	11:15 p m 6:00 a m
New York Express.....	5:40 p m 1:25 p m

*Daily.
All other daily except Sunday.
Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.
Parlor cars run on Day Express and Grand Rapid Express to and from Detroit.
FRED M. BRIGGS, Gen'l Agent, 85 Monroe St.
G. S. HAWKINS, Ticket Agent, Union Depot.
GEO. W. MUNSON, Union Ticket Office, 67 Monroe St.
O. W. RUGGLES, G. P. & T. Agent, Chicago.

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

DRINK LION COFFEE

A True Combination of MOCHA, JAVA and RIO.

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

C. R. Electro-Fox
ELECTROTYPERS
Stereotypers
Photo & Zinc Engraving
LEADS SUGS BRASS RULE
WOOD & METAL FURNITURE
BOYWOOD
MADE IN THE
GRAND RAPIDS MICH.

The P. of I. Dealers.

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

Ada—L. Burns.
Adrian—Powers & Burnham, Anton Wehle,
L. T. Lochner, Burleigh Bros.
Allegan—Chas. Spear.
Allendale—Henry Dolman.
Almira—J. J. Gray.
Almont—Colerick & Martin.
Altona—Eli Lyons.
Armada—C. J. Cudworth.
Assyria—J. W. Abbey.
Aurelius—John D. Swart.
Bantfield—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.
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. Kostichuk & Bro.
Ewart—Mark Ardis, E. F. Shaw, John C. Devitt.
Fenwick—Thompson Bros., S. H. Rinker.
Flint—John B. Wilson, Geo. Stuart & son, Bar-
ney Granite and Marble Works.
Flushing—Sweet Bros. & Clark.
Forester—E. Smith.
Freeport—C. V. Riegler.
Gladwin—John Graham, J. D. Sanford, Jas.
Croskery.
Gowan—Rasmus Nelson.
Grand Haven—N. J. Braudry & Co.
Grand Junction—Adam Crouse.
Grand Ledge—Geo. Coryell.
Grand Rapids—Joseph Berles, A. Wilzinski,
Brown & Schler, Houseman, Donnally & 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.
Imlay City—Cohn Bros., Wyckoff & Co., C. J.
Buck, E. E. Palmer.
Ionia—H. Silver.
Jackson—Hall & Rowan.
Jenisonville—L. & L. Jenison (mill only).
Jones—R. C. Sloan.
Kalama—L. R. Cessna.
Kent City—M. L. Whitney.
Kewadin—A. Anderson.
Kingsley—J. E. Winchcomb.
Lacey—Wm. Thompson.
Lainburg—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. C. (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 Strophe.
Mt. Morris—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.
Pearle—Geo. H. Smith.
Remus—C. V. Hane.
Richmond—Knight & Cudworth, A. W. Reed.
Riverdale—J. B. Adams.
Rockford—B. A. Fish.
Sand Lake—Frank E. Shattuck, Brame &
Blanchard.
Sebewa—John Bradley.
Shelbyville—Samuel Wolcott.
Shepherd—H. O. Bigelow.
Sheridan—M. Gray.
Shultz—Fred Ols.
Spencer Creek—M. M. Elder.
Spring Lake—Geo. Schwab, A. Bitz.
Springport—Powers & Johnson, Wellington &
Hammond, Elmer Peters.
Stanwood—F. M. Carpenter.
Traverse City—John Wilhelm, S. C. Darrow,
D. D. Paine.
Vassar—McHose & Gage.
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.
Woodbury—Henry Van Houten, Chas. Lapo.
Williamston—Thos. Horton.
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.
Bellaire—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.
Clam River—Andrew Anderson.
Clio—Nixon & Hubbell.
Cloverdale—Geo. Mosher.
Coopersville—W. D. Reynolds & Co.
Dimondale—Ellas 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, F. O. Lord.
Grand Rapids—F. W. Wurzburg, Van Driele &
Kotwis, John Cordes, Huntley Russell.
Harvard—Ward Bros.
Hersey—John Finkbeiner.
Hesperia—B. Cohen.
Howard City—Henry Henkel.
Ionia—E. S. Welch, Wm. Wing.
Irving—J. T. Pierson.
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.
Mt. Morris—H. E. Lamb, J. Vermett & Son.
Nashville—Powers & Stringham.
Newaygo—W. Harmon.
New Era—Peter Rankin.
Olivet—F. H. Gage.
Otisco—G. V. Snyder & Co.
Pottersville—F. D. Lamb & 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.
Wayland—Pickett Bros.
Williamston—Michael Bowerman.

DISSOLUTION NOTICE.

Notice is hereby given that the copartnership heretofore existing between W. G. Sinclair and S. E. Crissman, under the style of W. G. Sinclair & Co., has been this day dissolved. W. G. Sinclair succeeding to the business of the late firm. All debts of the late firm will be paid by the succeeding partner, who is also authorized to collect all accounts due the late firm.

W. G. SINCLAIR,
S. E. CRISSMAN.

Grand Rapids, June 26, 1890.

Copartnership Notice.

Notice is hereby given that a copartnership has been formed by W. G. Sinclair and Chas. E. Sinclair to succeed to the business of the late firm of W. G. Sinclair & Co., under the same firm style.

Grand Rapids, June 26, 1890.

Furniture

—A T—

**Nelson,
Matter
& Co's**

STYLES:

New,
Cheap,
Medium
AND
Expensive.

Large Variety and
Prices Low.

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

EXCLUSIVE AGENTS FOR THE KEYSTONE BINDERS' TWINE.

Houseman Block,

Grand Rapids, Mich.



The Best Fitting & Wear-
ing Stocking Rubber.

GEO. H. REEDER,
State Agent

Lycoming Rubbers
and Jobber of

Medium Price Shoes

Grand Rapids, Mich.

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.

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.



Putnam Candy Co.

HEADQUARTERS FOR

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

Don't Spend All You Make.

From the Dry Goods Chronicle.

We know many young and middle-aged men who receive a good weekly salary who never have a penny two days after receiving it. They think only of the present, and do not live within their means. If they only spent what they earn that would be one thing, but they borrow money from everyone who will loan it to them. They rarely if ever pay back these loans on account of the way they live. This class of men, however, usually have good credit with the saloon-keeper, for the reason that they will pay him and thus maintain their credit, rather than pay back the borrowed money. It is not necessary for a man to deny himself amusement, comfort or pleasure, but he should so live as not to borrow and deprive those who, in many instances, do not make as much as he does, and to whom the loan of a dollar is quite a large sum.

It is every man's duty to economize and to live within his means, which for the careful and industrious means a competency in their after years. The man who is always borrowing money and who receives a fair compensation for his labor, is not a good employee. He cannot and will not give the service for which he is paid. The man who spends every penny that he makes and borrows besides is not one whom society benefits or whose habits are commendable. He may be styled a good fellow, but a dangerous one to loan money to—or to employ.

He Lost a Sale.

An ice-box, on which was a sign "For Sail," stood in front of a grocery store, the other day, and when a woman stopped to examine it, a man, with his hands and overalls showing grime, came out and said:

"Madam, dot vhas der beegest bargain in dis whole county. I paid \$18 for dot ice-box, and now I sells him for—for—vhell, I make der price so sheap dot it pays you to shplit him oop for fire-wood."

"Been in use a long time, I see," she observed as she looked inside.

"Madam, I gif you fife thousand dollar if I doan' buy him only last year."

"What's the principle on which it works?"

"Der best principle in all dis worldt, madam. It vhas by der oopright, horizontal rotary principle, und nobody can beat it. My son he runs dis grocery for me while I runs my boiler and engine shop. Dot makes me know all about ice-boxes."

"A boiler isn't an ice-box," she remarked, as she looked into it again.

"Shust so, madam, but der principles vhas der same. Dis vhas a ten-flue ice-box, mit a return draught. She vhas seex-inch stroke, patent cut-off, tested oop to 180 pounds, und vhas feexed oop mit a low-water indicator und all der latest inventions. If dot ice-box explodes on you I gif you one million dollar, und any shild can run him."

"Explode! Mercy on me, but I don't want anything around to blow me up! It must be some new-fangled arrangement."

"Manam, I gif you my word he vhas as safe ash a trunk oop in der garret. He consumes his own smoke, was provided mit a check-draught of der latest style, und—"

"I don't want it!" she said, with a decided snap in her voice, and hurried away as if she feared an explosion.

At that moment a young man came out and asked:

"Fadder, doan' you make a sale?"

"No."

"Vhas you tell her?"

"I say to her dot it vhas by her oopright, horizontal rotary principle, mit return flues, seex-inch stroke, patent—"

"Fadder, you go avhay and leaf me to sell him. You vhas too scientific. So mooch talk makes peoples afraid. I shust tell 'em dot it vhas for sale by a family who vhas going to Europe for der summer, or to wind oop an estate, und before to-morrow he vhas sold. You vhas all right on engines und boilers, but you vhas way off on ice-boxes. All der principle about him vhas to sell him for \$10 cash."

Striped Goods Preferred.

According to the New York *Commercial Bulletin*, it is now pretty generally understood that French manufacturers are bending their energies to the production of striped dress goods. Heretofore the supposition has been that the coming season would show the supremacy of plaid effects, and English and German manufacturers have been working accordingly. Now the whole complexion of the situation is changed, as a result of this Parisian edict, and in the way of fancies stripes are alone thought of for the "fall" campaign. It is said that some American manufacturers have taken the cue from their French *confreres* and are also making striped materials in preference to other designs.

Krupp's largest gun of cast steel weighs 135 tons, and the barrel is forty feet long. Its caliber is 13½ inches. The gun has been sent from the works at Essen to Cronstadt.

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 So. Ionia St., Grand Rapids.

Weatherly and Pulte

(Formerly Shriver, Weatherly & Co.)

CONTRACTORS FOR

Galvanized Iron Cornice,

Plumbing & Heating Work.

Dealers in

Pumps, Pipes, Etc., Mantels and Grates.

Weatherly & Pulte,

GRAND RAPIDS, - - MICH.

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, LOCK BOX 173, 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.

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.

Muskegon Cracker Co

CRACKERS, BISCUITS AND SWEET GOODS.

LARGEST VARIETY IN THE STATE

SPECIAL ATTENTION PAID TO MAIL ORDERS.

457, 459, 461, 463 W. WESTERN AVENUE, MUSKEGON, MICH.

No Connection with Any Cracker Trust.

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.