

Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, AUGUST 6, 1890.

NO. 359.

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KNIGHTS OF THE GRIP.



Review of the Situation by President Mills.

To the Members of Michigan Knights of the
Grip:

Believing it due to every member of our organ-
ization to be informed of the efforts of the
officers in securing legislation favorable to our
profession, and also to enable them to intelli-
gently explain the objects and benefits of the
order, I herewith submit letters from our State
Senators and Representatives in response to the
petitions so thoroughly circulated in every con-
gressional district by our faithful Vice-Presi-
dents of last year, and more particularly in re-
ply to the following letter sent to each of them
by Secretary Bush:

DEAR SIR—At a recent meeting of the Board
of Directors of the Michigan Knights of the
Grip, I was instructed to address you upon the
subject of House Bill No. 10172, introduced by
Hon. Chas. O'Neill, of Pennsylvania. This is to
amend Sec. 22 of an act entitled "An act to regu-
late commerce." A concurrent resolution has
been introduced in the Senate. Bill No. 3786.
Not only our organization of 1,500 members, but
every other organization of traveling men in
this and every other State, is interested in the
passage of these bills. If you can consistently
support this measure, you will gain the grati-
tude of every commercial traveler in the State.
Trusting you will lend your influence in our
behalf. Yours respectfully,

Jno. J. Bush, Sec'y

The following replies to above have been
received to date:

Washington, D. C., July 14, 1890—Will give the
matter referred to attention, if it shall come up
for consideration. M. S. BREWER.

Washington, July 10, 1890—I have examined
Senator Quay's bill No. 3787 and it will give me
pleasure to be of what service I can be to your
order and to the business public you represent.
Yours truly, JAMES McMILLAN.

Washington, July 7, 1890—I am in receipt of
yours of the 28th. As to the bill, No. 3787, and
the joint resolution, I have not had an oppor-
tunity to examine these measures carefully, but
at this time I see no reason why the same should
not pass. Very truly, F. B. STOCKBRIDGE.

Washington, D. C., July 1, 1890—Your letter of
the 28th received. I will be glad to support the
O'Neill bill. I have been to the committee sev-
eral times, urging action in behalf of the travel-
ing men, who are entitled to relief by legisla-
tion. Last winter I promised your organization
that I would aid them and I have tried to re-
deem the pledge. I have repeatedly urged
action and will keep it up.

Respectfully yours, JAMES O'DONNELL.

Washington, July 2, 1890—Bill No. 10172 shall
have my earnest support, and I hope for its
immediate consideration by the House.

Very truly, C. E. BELKNAP.

Washington, July 3, 1890—Yours of the 28th,
regarding House Bill No. 10172, is at hand. The
measure will have my cordial and hearty sup-
port. Very truly yours, JUSTIN R. WHITING.

Washington, July 2, 1890—I have yours of the
28th ultimo, and I can assure you of my earnest
support and active co-operation in passing the
measure proposed. Very truly yours, J. C. BURROWS.

Washington, July 3, 1890—I am in receipt of
your letter, calling my attention to H. B. 10172
and S. 3786. I will look into these measures and
be prepared when they come before the House.
Very truly, A. T. BLISS.

Washington, July 5, 1890—Yours of June 28th
duly received and contents noted. I will give
the measures cited my most earnest considera-
tion. Yours truly, S. M. STEPHENSON.

The bill referred to and as jointly agreed upon
by representative commercial travelers' associa-
tions and general passenger agents is as follows:

Be it enacted by the Senate and House of Rep-
resentatives of the United States of America in
Congress assembled, That at the end of Section
Twenty-two of an act entitled "An act to regu-
late commerce," approved February 4, 1887, and
amended March 2, 1889, the following proviso be
inserted: "Provided, That nothing in this act
shall be construed to prohibit any common car-
rier from giving reduced rates of transportation
and a permit to carry a weight of sample bag-
gage in excess of the amount allowed the ordi-
nary traveler, to commercial travelers, whether
employer or employee, who travels to sell mer-
chandise for a wholesale business, taking orders
from dealers for goods for subsequent delivery.

It is a matter of no small degree of satisfaction
that we notice the organization of associations
in sister states, similar to ours, and the adoption
of our constitution and by-laws, as well as our

plans of securing concessions from hotels, bus
lines and railroads, also the favorable mention
of our organization in the convention of com-
mercial travelers. The American Commercial
Traveler, in its issue of July 21, in speaking of
the recent formation of the Illinois Commercial
Travelers' Association, says:

The state association is largely modeled upon
the plan of work of that excellent body, the
Michigan Knights of the Grip, and its efforts in
a practical direction will be largely devoted to
securing better transportation facilities, and a
systematic method of securing reasonable rates
and uniform good treatment at the hands of
hotels. It will also aim at bringing the frater-
nity throughout the state into closer intercourse
and in cementing harmonious relations between
individuals, both in social association and in
business competition.

Let us, therefore, take new courage, and not
become weary in well doing, but each member,
at all times and under all circumstances, im-
prove every opportunity to speak or act for the
interests of our association.

In closing, I desire to call the attention of
every member to the clause in Secretary Bush's
last circular concerning the family of our de-
ceased brother, Chas. B. Remington, of Fenton.
We have taken care to thoroughly investigate
this case before placing it before our members,
as we do not care to encourage a disregard of
the benefits offered by accident and life insur-
ance, but Bro. Remington had endeavored for
years to secure a policy on his life, but as his
health had been very poor for a long time, he
had been unable to pass the medical examina-
tion necessary, but had bravely carried his grip
for many days after he should have rested,
simply to provide for his loved ones, until the
care and sorrow attending the illness and death
of his only son proved too much for his strength.
He left behind a needy wife, with an invalid
daughter to care for, and we assure you that any
contributions sent her will be charity the most
deserving and bread cast on the waters that may
return to some of us an hundred fold.

Very sincerely yours,

L. M. MILLS, Pres.

The Views of a Lay Member.

DETROIT, Aug. 1, 1890.

John J. Bush, Sec'y.

DEAR SIR—Your circular letter of the 10th of
July just at hand and contents noted. In reply,
I will say that in view of the fact that there are
so many accident associations already in the
field, with which a large majority of the mem-
bers of the M. K. of G. are already identified, I
fear that to incorporate an accident plan in the
association would meet with poor success and,
possibly, result in failure. I am of the opinion
that greater benefits and more satisfactory re-
sults would be obtained by maintaining the
organization as it now is and encourage its mem-
bers desiring the benefits of associate life insur-
ance to join the M. C. T. A. and those wanting
the benefits of associate accident insurance to
join the United Commercial Travelers of Amer-
ica. The history of the benefits derived from
the M. C. T. A. is too well known for me to
extenuate on in this letter. The order of United
Commercial Travelers is national in its char-
acter. It is well organized and officered by
good, sincere men. There is no speculative
feature prominent in its by-laws. It is under
the jurisdiction of a supreme council and state
or grand councils. The body politic is composed
of subordinate councils, scattered all through
the States. Its objects and aims are commend-
able; its permanency is assured by the teach-
ings of its ritual, which contains all the ele-
ments to make it what it is designed for—and
must eventually become—the national organiza-
tion of commercial travelers of America. That
the need for such an organization exists, no one
will deny. Former efforts at national associa-
tions have not been a success because of the
lack of cohesive elements, and the selfish ambi-
tion of incompetent or would-be leaders, who
sought only for personal advancement, regard-
less of associate interests.

Referring to House Bill No. 10172 and Senate
Bill No. 3786, I am fully in accord with them
and hope they may obtain. I have personally,
and as Secretary of the M. C. T. A., urged their
passage, and I fully believe if there was now a
national organization of commercial travelers,
whose existence was as well known as many
other national associations, that the presenta-
tion of a bill endorsed by it in the congress of
the nation would receive immediate and prompt
attention.

I wish to be advised of all contemplated legisla-
tion at the next annual meeting, as I am
always ready to co-operative for the advance-
ment of any and all interests of that class of
bread winners that my past life has been largely
spent with. Fraternally yours, M. J. MATTHEWS.

Isabella—Peter Mallman, general
dealer, is succeeded by C. Bennett.

THE SQUIRE'S RELATIONS.

The breakfast-room at Compton Court was, perhaps, the prettiest of all the Court's pretty apartments.

Compton Court was an old house made over; a house full of deep oriel and damask-cushioned window-seats; with fire-places studded with quaint Dutch tiles, and floors of dark, waxed wood, that shone like mirrors; and yet it had not the desolate, dreary air that belongs to most old houses. Every room had a cosy, "lived-in" aspect. Squire Compton never would let the shutters be closed, or the dust accumulate; but of all the suite, he most preferred the breakfast-room, where the eastern sunshine came in, and the hangings of deep-brown velvet contrasted oddly with the cream-colored walls and the deep crimson of the carpet.

Squire Compton was a strange old man, who lived there all alone the year around. Some said he had been disappointed in love; but if so, the pangs of heart-sickness had not preyed very deeply on his mind. Others darkly intimated that he was a miser and misanthrope; but here his daily life contradicted them. Misers do not feed the hungry and clothe the naked; misanthropes do not surround themselves with pet dogs, rabbits, parrots and macaws; and Squire Compton did all these things.

The squire's household was not large. Old Rebecca, an ancient negress, presided over the culinary mysteries of the establishment; Sally, her niece, who looked like a bit of the tropics, in a tall, scarlet turban, ebon skin, and immense hoops of dead-gold swinging in her ears, officiated as house maid; and Fritz, a taciturn Swiss, who had returned from the Continent with Squire Compton ten years previously, was valet, groom of the chamber, hostler and gardener, all in one.

Breakfast had just been brought in—a broiled partridge, cream-toast and coffee, whose fragrance was like a dream of Araby—and the Squire had barely commenced on his first cup, when Fritz entered, with a military salute.

"What's the matter now?" said the Squire, curtly.

"Company, sir," said Fritz, standing like a statue.

"How many of 'em?" said the Squire.

"Two, sir."

"Male or female?" demanded Squire Compton.

"Young ladies, sir, if you please. Your cousin Douglas' daughters, from New Orleans."

"But I haven't invited 'em here," said the Squire.

"They are in the little blue salon," said Fritz, apparently unmoved by his master's consternation.

"Tell Becky to make some more coffee," observed the Squire, presently. "Let Sally bring some cups and saucers. And give 'em my compliments, Fritz, and ask 'em in here."

Kate and Honor Douglas were sitting in the little blue salon, with the shy, awed look of those to whom a place is strange. The walls, papered with an antique hanging of Mazarin blue, sprinkled with tiny gold stars, were wainscoted with dark oak fully a third of the way up; a cheerful fire blazed on glittering brass andirons, in the deep-throated chimney, and the window-seat was full of velvet-leaved geraniums, flecked here and there with trusses of scarlet bloom.

"Isn't it beautiful?" whispered Kate, under her breath.

"Isn't it home-like?" retorted Honor, in the same restrained voice.

"Oh, I do hope he will like us," murmured Kate.

"But they say he is very eccentric," said Honor.

They were both tall, pretty girls, as like as twin roses on one stem, except that Honor's hair and eyes were a shade the darker and Kate had dimples in each cheek. Both were dressed in the deepest mourning, and both colored scarlet as they were ushered into the presence of Squire Compton.

"Good morning, girls," said the Squire, with one of his old-fashioned bows. "Take off your shawls and

things. Sit down and have some breakfast."

"Cousin Compton," said Honor, hurriedly, "papa's dead. We have nothing. We came here because we didn't know where else to go. We are quite willing to work for our living, if we can find any employment. We—"

"Oh, yes," said the Squire, carving away at the broiled birds. "Yes, I understand all that. Sally, pour out the coffee! What is it now, eh?" as Fritz executed a second military salute in the doorway.

"More company, sir," said Fritz. "By the Easthampton stage. A lady. Name of Westray?"

"Hello!" said the Squire, dropping his knife. "My nephew Westray's widow! Well, ask her in, Fritz."

Mrs. Leon Westray was a beautiful young creature, with great, dark-blue eyes, and general pink and white perfection of a Dresden image. Black crape was becoming to her, so she wore a great deal of it.

"Dear uncle," said Mrs. Westray, clasping her perfectly gloved hands and lifting the blue eyes appealingly, "I have no one to come to but you. Pardon the intrusion. Send me away if I require too much. Shelter and a crust are all that I ask."

"You're welcome," said the Squire. "Sit down. Have a cup of coffee. Who's that on the threshold?"

"It's I, Cousin Hardurke," said a cheery voice, "Harriott Compton. Came up this way for a little shooting. Heard you had a place in the neighborhood. Thought I'd just drop in upon you! Hope I'm not in the way."

"Oh!" said the Squire; "Harry Compton's son. Well, you are welcome, too."

And in his secret heart, the Squire consigned to eternal perdition the author of the article on "The Antiquities of Compton Court," in a last week's paper, which had discovered his whereabouts, and brought all this rain of relations down upon him.

"Worse than the frogs of Egypt," thought Squire Compton.

However, he assigned them all apartments, and set himself to work to act the genial host as well as possible. And, in a manner, Harry Compton, the Widow Westray and Allen Douglas' two pretty orphans took possession of the Court.

"Queer old codger, isn't he?" said Harry, with a shrug of the shoulder.

"Very eccentric," murmured Mrs. Westray. "But, then, wealth has its privileges."

"Think he'll cut up pretty fat?" said Mr. Compton. "In that case, I'll send for my dogs and guns and stay here altogether."

"How very peculiar your phraseology is," said Mrs. Westray with a little giggle.

So the late summer waned away and autumn set in, golden-footed and glorious.

"Fritz," said the Squire, one day, "you're an observer of character. How long do you suppose these people mean to stay?"

"I don't think they've any idea of going away at all, sir," answered Fritz.

"Eh!" shouted the Squire, in dismay.

"That's my opinion, sir," said Fritz.

"But they shall go," said the Squire. "I've no notion of being made a convenience of. They don't one of 'em care two straws about me. It's the Court they like, and the carriages and the croquet ground and old Becky's cooking! I'll turn 'em every one out!"

"I don't think you will, Squire," said Fritz.

"Hold your tongue!" roared the Squire. "What business have you to think at all on the subject? I'll do as I please."

But the winter came, and still the Squire's relations stayed on. Kate and Honor talked, it is true, of going to New York, to some educational bureau, to look for situations as teachers. Mrs. Westray declared that her friends in Chicago would never forgive her for neglecting them so; but it did seem so like home at dear Uncle Compton's that, really, she couldn't tear herself away. Harriott Compton said nothing, but quietly settled down in the pleasant

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GRAND RAPIDS.

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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.

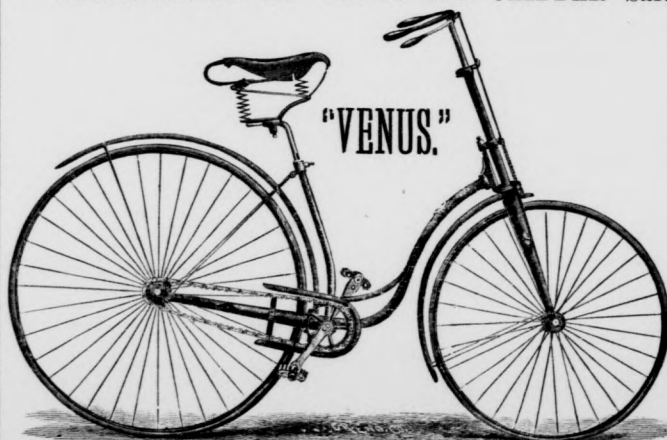
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south rooms, smoked all over the house, and made himself comfortable for the winter.

"I know when I am well off," said Harriott Compton, jocosely.

One morning, Fritz came down into the breakfast room with a pale and distorted countenance. His master was too ill to appear at the table this morning.

"Eh?" said Mr. Harry Compton, helping himself to beefsteak. "Hope it's nothing serious; eh?"

Fritz shook his head. The doctor, summoned during the night, had very grave apprehensions.

"How lucky that we are all here to make the place cheerful for him," said Mrs. Westray, dropping an extra lump of sugar into her coffee, "and to nurse him up. I declare, I love him like a father. A little more of the omelet, Sally, please."

"Hm!" said Fritz, solemnly. "But it's a case of small-pox."

"Small-pox!" shrieked Mrs. Westray, jumping up and tipping her cup of coffee into Honor Douglas' lap.

"Small-pox!" cried the two sisters in chorus, each growing pale.

"Small-po-o-x!" bellowed Harry Compton, rushing frantically to the window and throwing up a sash, although it was snowing fast.

In less than three minutes the breakfast-room was empty of all occupants save the grinning Sally. Mr. Compton was flinging his belongings recklessly into his portmanteau; Mrs. Westray, never even staying for the ceremony of packing, was tying on her hat to catch the 10 o'clock train for New York, when Honor Douglas tapped at the door of her room.

"Are you really going, Mrs. Westray?" she asked.

"Going!" in accents of shrill amazement. "Of course, I'm going!"

"And Harriott, too?"

"To be sure!"

"But who will nurse Mr. Compton?"

"That's no business of mine," said Mrs. Westray, hardly. "Let him hire somebody. He's rich enough, I'm sure."

"That's what I say," said Kate, excitedly. "And Honor is crazy, I believe."

"It's my duty," said Honor, gently. "Yes, I shall stay!"

"Then you needn't expect me to countenance you," said Kate. "And if Mrs. Westray will allow me to travel to New York with her—"

"Oh, yes, if you like," said Mrs. Westray, rather ungraciously.

And at noon the house was vacant, except for Honor Douglas, who rapped softly at the door of the Squire's room.

"Fritz, may I come in? I want to help take care of my poor cousin."

Fritz opened the door with a bow, thereby revealing the Squire himself, in a big, red dressing-gown and slippers, basking before a comfortable fire, with a newspaper in his hand.

"Is it you, my dear?" said the Squire. "Come in, come in! Where are all the rest?"

Honor Douglas stood looking at him in surprise. She had never seen a case of small-pox, it is true, but somehow she had fancied the victims of that fell disease to present a very different aspect.

"They have all gone," said she. "They were afraid of the small-pox. But I have been vaccinated, Cousin Compton, and if you will allow me to stay here and nurse you, I will try my very best."

The Squire held out his hand.

"Come here, my dear," said he. "You've a kind little heart of your own. But who said I had the—small-pox?"

"Fritz did."

"I beg mademoiselle's pardon," said Fritz. "I don't think I did say so—exactly!"

"I haven't got it, my dear," said the Squire, chuckling. "It was only a false alarm. These people were only making a convenience of me, and I'm glad they're all routed out. But you would have stayed with me through thick and thin, would you, little one? Come here and give me a kiss. And if you choose to stay at the Court altogether, I'll make a daughter of you. Eh?"

"But Kate—" hesitated Honor.

"Kate has looked out for herself,"

said the Squire, quietly. "Let her continue to do so."

Great was the dismay of the bevy of relatives when they discovered the true state of things. They said the Squire was a "scheming old hypocrite" and Honor a "designing puss." But they never again succeeded in obtaining a footing at the Court.

And the Squire laughs heartily whenever he thinks how effectually he routed his relations.

AMY RANDOLPH.

What Killed His Town.

From the New York Sun.

At Fort Scott I met an acquaintance whom I knew had gone further west to found a future city, and naturally enough I made enquiries as to how he progressed in his enterprise.

"Promised to be the biggest thing on earth," he replied.

"You were to have three railroad lines?"

"Yes."

"And four or five great factories were to be established?"

"Yes."

"And there was to be an avenue named after every state?"

"Yes."

"And four different street car lines were to be in operation within a year?"

"Yes."

"Two banks, two colleges, four churches, a union depot, a city hall, two opera houses and a government building were on your list for early completion?"

"They were."

"Well, what have you done?"

"Not a blamed thing."

"Not even made a beginning?"

"No. I was going to buy 500 acres of land for the site, but while the owner was getting the abstract of title, a man came along with a rotary washing machine, offered me four county rights for \$10 and a shotgun, and I killed the town and saved the machine man from going to a pauper's grave. I've got feelings, I have. When I see a man struggling to make an honest living, but meeting adversity at every turn, my feelings force me to stretch out a helping hand and let this great and glorious West paddle her own canoe."

Shorthand Language.

"One col," he brusquely announced, as he entered a gents' furnishing store on upper Broadway.

"Cert," replied the girl in attendance, as she took down a collar and wrapped it up.

"Much?" he queried, as he toyed with a silver piece.

"Quar dol," she answered, as she gave him the change.

"O. K.," he said, as he turned away.

"Tra-la," she replied, as she went back to finish waiting on an old man who had been looking at neckties.

"What sort o' language do you call that?" he asked.

"Shorthand, sir."

"Oh, that's it? Sort o' saves your breath, doesn't it?"

"Course."

"Well, I don't think I could ever get used to it at my age. It doesn't express enough."

"How?"

"Why, land o' love, I want to say to you that I'll wear one of my suspenders around my neck for a tie before I'll pay fifty cents for such shoddy affairs as these. How could you express all that in three or four words?"

"I can do it in one," she replied.

"How?"

"Git!"

And he ambled.

Changing Trades.

Visitor (at museum)—I want to see some of the mummies.

New Usher (formerly a dry goods clerk)—Yes, madam; right this way; we have all the latest styles.

Quill toothpicks come from France. The largest factory in the world is near Paris, where there is an annual product of 20,000,000 quills. The factory was started to make quill pens, but when these went out of general use, it was converted into a toothpick mill.



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Foreign and Domestic Fruits.

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Wholesale dealer in Foreign, Tropical and Domestic

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California Oranges

—AND—

Messina Lemons.

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

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

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.

AMONG THE TRADE.

AROUND THE STATE.

Horton—W. H. Nellis has sold his grocery stock to L. J. Huntley.

Kalamazoo—Chas Auerbach has opened a restaurant in the Humphrey block.

Wacousta—Flanagan & Son have removed their grocery stock to Lansing.

Ypsilanti—C. T. Harris & Co.'s egg and storage business has been attached.

Zeeland—E. Boone & Co. succeeds DeKruif, Boone & Co. in general trade.

Ypsilanti—Taylor & Lefarge succeed C. M. Norton in the hardware business.

Fennville—E. E. Coons has purchased the confectionery stock of C. H. Rogers.

Saginaw—E. St. John succeeds E. St. John & Co., dealers in books and stationery.

Battle Creek—Chas. L. Lewis succeeds Lewis Bros. in the boot and shoe business.

Saginaw—F. B. Woodruff succeeds Woodruff & Kemp in the marble business.

St. Clair—Conger & Jones succeed Jones & Richardson in the bazaar business.

Constantine—Chapman & Mason have purchased the general stock of J. W. Simons.

Sparta—Woodin & Van Winkle, general dealers, are closing out their dry goods stock.

St. Louis—A. Stevens & Son succeed G. W. Wayman in the agricultural implement business.

Hubbardston—Graham & Burk, meat dealers, have dissolved. Mr. Burk will continue the business.

Leroy—M. V. Gundrum & Co. are adding another story to their store building, to be used as a carpet and clothing room.

Fowler—Ellenburgh & Feldspausch, general dealers, have dissolved. Mr. Feldspausch will continue the business.

Fife Lake—Chas. Wagner, of the grocery firm of Wagner & Ward, has disappeared, leaving numerous creditors behind.

Sparta—O. Johnson has purchased an interest in the tailoring business of P. O. Klint. The style of the new firm is P. O. Klint & Co.

Cadillac—Fred Kielsen's grocery stock and building burned Saturday evening, involving a loss of about \$12,000. It is understood that the insurance will cover the loss.

Plainwell—Frank E. Estes and Ernest L. Cutler have purchased the grocery stock of Shepard & Granger, and will continue the business under the style of Estes & Cutler.

Cheboygan—Chambers & Co. have rented a store building and will soon open up a stock of boots and shoes. They expect to be ready for business the latter part of this week.

Wayland—Frank P. Yeakey, who has been engaged in the meat business at Dowagiac for some time, has returned to this place and will join his brother, John C. Yeakey, in the stock-buying and shipping business.

Baldwin—E. Coon & Co. sold their general stock to A. C. Goehrend, who disposed of the drug stock to Thos. Heffernan and the hardware stock to J. H. Cobb, continuing the dry goods and grocery business at the old stand.

Cheboygan—The stock of clothing which was replevied from the firm of Wertheimer Bros. at the time of their failure, and which has been stored in the old Nelson store since, was sold on

Aug. 26 at U. S. Marshal's sale, and was bought in by Nathan Pitzele, of Chicago. The stock will be closed out at retail.

Cheboygan—C. S. Barnes, who recently succeeded to the boot and shoe business of Flora & Barnes, executed a mortgage for \$3,500 to the retiring partner a short time ago, which was foreclosed last Monday. The stock inventories about \$5,000.

The shoes were taken out of the cartons and piled in heaps on the counters and floor, in order that creditors might not be able to identify their goods and replevin them.

MANUFACTURING MATTERS.

Owosso—The Eureka Cement Co. has been organized with a capital stock of \$100,000.

Drayton Plains—L. F. Davall is succeeded in the milling business by Davall & Lavan.

Kalamazoo—F. W. Myers has purchased the interest of Ira V. Hicks in the Kalamazoo Wagon Co.

Mt. Pleasant—Jones, Barnard & Co. are getting out lumber and will begin the manufacture of oars in about three weeks.

Marshall—J. Stockhouse is now sole proprietor of the Marshall Dress Stay Co., Chas. Cronin having disposed of his interest.

Leroy—This school district has about completed a \$4,000 brick school house. The brick were made at Bevin's new brick yard.

Sherwood—Over one-third of all the nail keg heading used in the United States is manufactured at H. Sayers & Son's heading factory here.

Bay City—The Flint & Pere Marquetet Railway is building a belt line around the city, which will increase facilities for the movement of lumber products.

Augusta—J. N. Zimmerman & Co., the handle manufacturers at this place and at Birmingham, Ala., have changed the style of their business to the American Handle Co.

Grayling—Salling, Hanson & Co. are having a very successful season. Their mill is cutting an average of 110,000 feet of lumber daily, 24,000 lath and 35,000 shingles.

South Harrisville—James McDonald has purchased sawmill machinery, and he wants the people of the village to put up a bonus to enable him to build a cover for the machinery and also to put in planing machinery.

Farwell—Davison & Gardiner have purchased of Muskegon parties the timber on lands on Doc and Tom creek, in town 18, 5, 6 and 7, the consideration being \$19,000. The timber will be taken off and manufactured here.

Detroit—Frank and J. C. Posselius, Charles Lingelyn, F. Blum, Jno. H. Knoedell, F. R. Moons and Richard Valentine have incorporated as the Posselius Bros.' Furniture Manufacturing Co., with \$50,000 capital, all paid up.

Muskegon—Hackley & Hume have sold to Wood, Jenks & Co., of Cleveland, 1,000,000 feet of lumber, which is to be shipped by the latter's boats by water. Negotiations are pending between the same parties for further large consignments.

Detroit—The Goebel Brewing Co. has filed formal articles of association, with a capital stock of \$300,000, paid in. The stockholders are Wm. B. Moran, August Goebel, Joseph B. Moore, Ralph Phelps, Jr., Theodore Gorenelo and Frederick W. Brede.

Saginaw—L. D. Sanborn, who purchased 50,000,000 feet of timber of Sibbey & Beringer, on the Au Gres River, has cut and railed 15,000,000 feet of logs to this River, and will continue operations until the logs are all taken from the land.

Alpena—Ansell & Blakely propose to erect a factory for the manufacture of spools. The machines to be used are the invention of Mr. Ansell, and it is claimed they are the best thing in that line yet discovered. Birch timber will be used exclusively.

Manistee—I. Williamson, who runs a small sawmill on the line of the Manistee & Northeastern, is contemplating putting in shingle machinery and getting out 18-inch shingles for the Eastern trade. He has a body of pine contiguous to the mill.

Flint—Alvin T. Winchell has commenced suit in the Genesee Circuit Court against the Flint Wagon Works for an alleged breach of contract, Winchell claiming that the company promised to manufacture his wind power mill. He places damages at \$10,000.

Albion—The Gale Manufacturing Co. has increased its capital stock from \$150,000 to \$500,000, in consequence of the purchase of the patents, patterns, business and good will of the Albion Manufacturing Co. As soon as the Albion company closes up its business, the works will be offered for sale.

Saginaw—Mitchell & McClure finish their lumbering operations this season on this river. What will be done with the mill here is not known. They are to build a mill at Duluth, but it is not probable that any of the machinery of the mill here will be utilized, as it is reported that the Duluth mill will be new throughout, and of the most modern construction. The firm has a large body of timber in Canada, but it is not where it could be reached to raft to this river.

Saginaw—The burning of the Brown & Ryan sawmill, which occurred on the 28th ult., takes 30,000,000 a year out of the cutting capacity of the river, but there are still enough mills left to cut all the stock that is likely to come to the river. It is not known what Brown & Ryan's intentions are as to the future. They own the real estate, with boomage and railroad facilities handy and ample, and may rebuild, although there are a dozen good mills on the river they could probably buy cheaper.

Muskegon—Mann & Moon have closed a bargain with Sanger, Rockwell & Co., of Milwaukee, for their entire stock of lumber on dock here. The amount transferred was 2,500,000 feet of medium grades, and the total consideration was about \$33,000. This sale cleans up the last of the lumber business of Mann & Moon, and leaves their dock so soon as the shipment is made entirely free of lumber for the first time in twenty-two years, during which time they have been in business in Muskegon. They have been successful and heavy operators, turning out during their business career here from their own mill about 500,000,000 feet of lumber, and in addition to this they have had large amounts sawed by other concerns.

Gripsack Brigade.

L. M. Mills spent Sunday at Battle Creek again.

Chas. R. Remington, who has been taking a two weeks' vacation, started out on the road again Monday.

Cornelius Crawford now carries a gold watch—the gift of a perfumery house.

Geo. F. Owen has so far recovered from his recent illness as to be able to sit up. He hopes to start out again in about two weeks. Geo. Baxter is calling on his trade in the meantime.

Frank L. Kelley, traveling representative for Spring & Company, will be married this evening to Mrs. Mary E. Preston, the ceremony occurring at Bangor, where the bride resides. The TRADESMAN extends congratulations.

E. O. Phillips has returned from a two weeks' vacation at Macatawa Park and will put in a couple of weeks in the store while some of the other boys are taking their vacations. He will resume his trips on the road about the 15th.

The Grand Rapids Traveling Men's Association has 100 members enrolled and ought to have 500. The expense of joining is only \$1 and THE TRADESMAN should be glad to see the list increased without delay. Geo. H. Seymour, Secretary, will receive the name and membership fee at any time, either on the road or at the store of H. Schneider & Co.

L. L. Loomis, who traveled for Rice & Moore for several years and afterward represented Lemon & Peters on the road, died at the family residence on Ottawa street Sunday evening and will be buried at Battle Creek to-day. The deceased was a patient sufferer for years, and death must have been a welcome relief.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

FOR SALE—GROCERY STOCK, VALUED AT BETWEEN \$1,500 and \$2,000; good light and commodious store; lighted with gas and connected with water works; situated in the lively agricultural town of St. Johns. Address C. A. Putt, St. Johns, Mich. 77

FOR SALE—HOSIERY MILL, OUTFIT AT HALF price for cash, or will trade for iron working machinery. Address A. F. Woods, Lagro, Ind. 76

FOR SALE—FIRST-CLASS DRUG STOCK; INVENTORY \$2,000; also real estate; a good chance for young physician. Address P. M. Cleveland & Son, Nunica, Mich. 75

GROCERY FOR SALE—A GOOD PAYING BUSINESS, in city of Eaton Rapids; stock and fixtures, about \$2,500; a good 3-story brick building, in center of business, will be sold to purchaser, or rented at \$350 per year for first floor and warehouse in the rear; if desired, building will be sold with the business; price for store and warehouse, \$4,500; reasons for selling, have accepted a position in a bank. Inquire of E. S. Harris, Eaton Rapids, Mich. 69

FOR SALE—AT A BARGAIN, PLANING MILL, (brick) dry kilns, machinery and tools, complete; on railway with side tracks; everything in first-class shape. Address Mt. Pleasant Mfg. Works, Mt. Pleasant, Mich. 67

A JOB OF CONTRACT SAWING FOR SOME RESPONSIBLE PARTY; Michigan preferred. Address Holley & Bullen, North Aurelius, Mich. 65

FOR SALE—STOCK OF GROCERIES AND FIXTURES, splendid location; good reasons for selling. For particulars, address No. 18, care Tradesman. 58

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

HELP WANTED.

A DRUG CLERK (NOT NECESSARY TO BE REGISTERED) who is also posted in stationery and books, sporting and holiday goods, may learn something to his advantage by addressing 21-B-27, Muskegon, Mich. 78

MISCELLANEOUS.

ABOLISH THE PASS BOOK AND SUBSTITUTE THE Tradesman Coupon, which is now in use by over 5,000 Michigan merchants—all of whom are warm in praise of its effectiveness. Send for sample order, which will be sent prepaid on receipt of \$1. The Tradesman Company, Grand Rapids. 564

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

AWNINGS

AND TENTS.



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

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

GRAND RAPIDS GOSSIP.

Wm. Hawkes succeeds Chas. McCrath as manager of Swift & Company's fresh meat station.

The Elliott Button Fastener Co. has the first 100 machines well under way and expects to have a half dozen out by the middle of the month.

Andrew J. Gilmore, of the former firm of Gilmore & Campbell, has re-engaged in the grocery business at Schoolcraft. The Olney & Judson Grocer Co. furnished the stock.

W. T. Lamoreaux purchased the Morman and Hill blocks, on Canal street, last week for \$25,000, transferring the property to Enos Putnam the following day for \$26,000.

B. J. Reynolds, who has represented a tobacco house on the road for several years, with headquarters at Owosso, has purchased a tobacco store here and will shortly take up his residence here.

The Michigan Overall Manufacturing Co., which opened a branch of its Ionia factory here last winter in the McMullen block, is undecided as to whether the branch factory will be operated the coming winter. The machines are still in place, although they have not been used since spring.

The annual report of the Phoenix Furniture Co. showed a profit of \$104,000. Ten thousand dollars was deducted for wear and tear and the net gain for the year set down at \$94,000. In the meantime, Eli F. Harrington purchased \$60,000 of the stock at from 40 to 60 per cent. on the dollar, so that "Uncle Jimmy" Converse owns more of the stock than ever. Two or three more years like 1889 will put Phoenix stock up to par again.

Purely Personal.

Wm. Logie and family have returned from a tour of the Northern resorts.

Christian Bertsch and family have gone to Traverse Point for a month's outing.

Joseph Raymond, the Berlin boot and shoe and hardware dealer, was in town Monday.

W. H. and S. F. Downs have returned from Union City, where their aged father is lying near to death.

W. P. Conklin, the Ravenna merchant, is located with his family at Traverse Point for the summer.

Chas. Kingsley, of the grocery firm of Kingsley & Gardner, at Luther, was in town last Wednesday.

Frank Goodyear, of the firm of Goodyear & Barnes, general dealers at Hastings, was in town one day last week.

H. L. Day has sold his drug stock at Farwell, and engaged as prescription clerk for D. W. Richardson, at Standish.

John A. Raymond, son of the Berlin merchant, has taken a position with A. Herold & Co., the Monroe street shoe dealers.

Miss Elsie D. Kellogg, cashier for Muselman & Widdicomb, has returned from Waukegon, where she spent a couple of weeks with friends.

Chas. McCarty, the Lowell grocer, has settled his family in his cottage at Macatawa Park and his merry laugh is frequently heard there.

John Steketee, of the grocery firm of Steketee & Cady, is spending a couple of weeks at Macatawa Park, the guest of his father, Paul Steketee.

Grant Hammond, city salesman for

Andrew Wierengo, the Muskegon wholesale grocer, has returned from a two weeks' outing on Indian River.

Fred S. Kieldsen, the Cadillac grocer, was in town Saturday, on his way to Buffalo. Before he had reached Detroit his store and stock were in ruins.

M. S. Goodman, book-keeper for the Hazeltine & Perkins Drug Co., leaves Saturday for a trip around the lakes and a short respite at Traverse Point.

Ludwig Winternitz had the pleasure last week of entertaining his friend, Fred Kissinger, of Chicago, General Manager of the Riverdale Distilling Co.

Kryn Dykema was taken suddenly ill Monday and applied to "Dr." Henry Fairchild for relief. The cure was complete, but the medicine was a trifle strong.

D. D. Cody, Willard Barnhart, O. A. Ball and N. A. Earle have taken their families to their new resort on Bear Lake. They expect to remain there until September 1.

Geo. H. Reeder went to Cheboygan last Tuesday to look over the failure of C. S. Barnes, the boot and shoe dealer. He returned Thursday, not at all pleased with the prospects.

Cornelius Dosker, of the firm of P. Steketee & Sons, is spending a couple of weeks at Macatawa Park, the guest of Paul Steketee and family. He is accompanied by his wife.

Wm. T. Hess leaves next month for Boston and the Connecticut seashore, returning the middle of September via Quebec and the St. Lawrence River. He will be accompanied by his wife.

Daniel Lynch was called to Chicago Sunday by a telegram announcing the death of his brother, Cornelius, commonly known as "Curly." He will arrive here with the remains to-day.

Dan C. Steketee went to Muskegon Saturday and will put in a few days at Macatawa Park before returning. This is the last vacation he will take until about September 1—but concerning this THE TRADESMAN cannot go into details quite yet.

A Commercial Tape Worm.

From Insurance.

More defalcations, more failures, more banks burst wide open, more cashiers and trusted managers gone to parts unknown but non-extraditing. What's the matter? Tape worm, that's just what it is! That narrow strip of paper that endlessly uncoils and glides out from under the ticker! Sooner or later it fetches them all. If we had a controlling or influential interest in an insurance company, and any one connected with it and having access to its cash drawer, or its bank account, or its convertible securities, should be found hanging over one of these clicking devices of the devil, listening to its lies about fortunes made in a day, that fellow, whether he was president or errand boy, should be bounced! Nobody who is fed upon by this deadly parasite, the tape worm of the stock indicator, ought for a single day to be suffered to hold a place as custodian of other people's money.

The Domestic in Hard Luck.

The Domestic Sewing Machine Co. executed a mortgage on its plant in New Jersey, last Tuesday, to the Third National Bank of New York for \$300,000.

VISITING BUYERS.

J. B. Watson, Coopersville
G. M. Hartwell, Cannonsburg
B. E. Terrill, Muir
John D. Noah, Moline
J. T. Pierson, Irving
Neal McMillan, Rockford
A. W. Fenton, Bailey
R. G. Beckwith, Bradley
Maston & Hammond, Grandville
Leroy Moore, Greenville
E. S. Rotford, Dorr
C. W. Vining, Lakeview
Kingsley & Gardner, Luther
J. F. A. Raider, Newaygo
Goodyear & Barnes, Hastings
J. Kruisenga, Holland
E. E. Hewitt, Rockford
W. G. Tefft, Rockford
F. L. Roberts, Manton
Planagan & Son, Lansing
O. W. Caskey, Petoskey
Robt. J. Johnson, Cadillac
Fred S. Kieldsen, Cadillac
J. Raymond, Berlin

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.



FROM
J. HEERINGA,
GENERAL MERCHANT,
And dealer in Butter, Eggs, Seeds & Grain,
EAST SAUCATUCK, - MICHIGAN.

We quote the following prices on No. 4 tags, delivered to any express office or jobbing house in this city:

1,000	-	\$1.50
2,000	-	2.50
5,000	-	4.50

We carry all other sizes of tags and can fill orders on short notice.

THE TRADESMAN COMPANY,
GRAND RAPIDS.



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

Correspondence solicited.

81 SOUTH DIVISION ST., GRAND RAPIDS.



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,

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

4 Monroe St.,
GRAND RAPIDS

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

E **ONION SEEDS,** **E** **Red Top,** **E** **Timothy,** **D** **Etc.,** **S** **Etc.**

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

Brown's Seed Store,

GRAND RAPIDS, MICH.

Dry Goods.

New Dress Goods.

Seldom has so handsome an offering in dress goods been seen in the market as at the present time. A great many of the leading novelties have not been opened up yet, but an exceptionally handsome showing is already made.

Scotch novelties are very desirable. Even Henriettas run largely to odd and fancy colors.

All-wool sackings will be very strong from all reports.

Plaids are shown in rich colorings, and will be universally popular.

Black mohairs are sure to sell well, as are also velvet trimmed robes.

Melanges in luster effects are handsome goods, and will sell well.

Settings in English effects, in all kinds of colors, are an attractive line.

Plaids run largely to fancy colors, and in almost every imaginable combination.

All-wool Henriettas will, of course, be standard, and tricots will not be neglected.

Rough goods—cheviots and camel's hair—will occupy a prominent place in the fall trade.

Black goods are exceptionally favored, as are also black and white dress goods in all grades.

Clean Tartans in cotton are shown equal in appearance to all-wool plaids. The color and effect are beautiful.

In moderate priced goods, Windsor Vervaine is a new fabric, manufactured for the first time this season, on the old Windsor gold-tinted cloth.

Velveteens are shown in such attractive effects, and are so durable, that they will doubtless give plushes a strong race for general popularity.

The Bourette novelties—the Bourette Carreau and the Bourette Rayure—are fine checked goods, and shown in indistinct plaids as well as regular checks.

Getting Ready for Business.

From the Chicago Dry Goods Reporter.

Now is the time for the retail merchant to make a serious study of the requirements of his fall business. What changes and improvements are to be made? What new methods are to be adopted? Every intelligent merchant surely has some new ideas that he will put into practical operation the coming season. New departments may possibly be added profitably—laces, ribbons, notions, clothing, the bargain counter. Perhaps the show windows are not in the best shape for the display of goods; they should be remedied. How about the system of credit—are you losing many bad accounts? Can't this leak be stopped? Then about advertising. Very few retail merchants in the country know how to advertise properly. A page at a time in the local papers, if it can be bought cheap enough, is a good investment. A great many newspapers charge too much for advertising space, however. Buy advertising space the same as you buy goods, for the money there is in it.

There are many other things to think of. Let nothing of importance escape consideration. Prospects are good, the outlook is encouraging, and the merchant who "trusts in the Lord and keeps his powder dry" will surely make money.

How to Choose a Good Black Silk.

From the Dry Goods Chronicle.

Pull out a thread of the filling and see if it is strong. If it stands the test, then rub one corner of the silk in the hands as though washing it. After this operation, if it be good silk, it will, upon being brushed out, look as smooth as ever. If, on holding it up to the light and looking through it, you see no traces of the rubbing, be sure the silk is good. The warp and filling should not differ much in size, or it will not wear well. If you choose a figured silk, let the figure be small and well woven, else it will soon present a frayed appearance, and you will have to pick off the little tags of silk that will dot the breadths.

A Regret.

Caller (Sunday evening) — Is Miss Baggs at home?

Servant—No, sir; I am sorry to say Miss Baggs has just gone to church.

Prices Current.

UNBLEACHED COTTONS.	
Atlantic A	7
" B	6 1/2
" C	6
" D	5 1/2
" E	5
" F	4 1/2
" G	4
" H	3 1/2
" I	3
" J	2 1/2
" K	2
" L	1 1/2
" M	1
" N	3/4
" O	3/8
" P	1/2
" Q	1/4
" R	1/8
" S	1/16
" T	1/32
" U	1/64
" V	1/128
" W	1/256
" X	1/512
" Y	1/1024
" Z	1/2048
BLEACHED COTTONS.	
Amoskeag	1
Blackstone A & A	1
Beale A	1
Cleveland	1
Cabot	1
Cabot N	1
Dwight Anchor	1
" short	1
Edwards	1
Empire	1
Farwell	1
Fruit of the Loom	1
Pluchville	1
First Prize	1
Fruit of the Loom N	1
Palmer	1
Full Value	1
Geo. Washington	1
HALF BLEACHED COTTONS.	
Cabot	1
Farwell	1
UNBLEACHED CANTON FLANNEL.	
Tremont N	1
Hamilton N	1
" L	1
Middlesex AT	1
" I	1
" No. 25	1
BLEACHED CANTON FLANNEL.	
Hamilton N	1
Middlesex P T	1
" A T	1
" X A	1
" X F	1
DRESS GOODS.	
Hamilton	1
" 9	1
" 10	1
" 11	1
" 12	1
" 13	1
" 14	1
" 15	1
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COTTON DRILL.	
Atlanta, D	1
Boat	1
Clifton, K	1
SATINES.	
Simpson	1
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P. STEKETEE & SONS,

WHOLESALE

Dry Goods and Notions.

New Line of Simpsons Prints in Satine and Delaine Finish, and Zephyrs in Blacks, Silver Gray and Fancies—All New Designs.

GRAIN BAGS—Stark, American, Amoskeag, Harmony, Park, Georgia and Valley City.

WADDINGS, BURLAP, TWINE, BATTS and COMFORTS.

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

AVOID THE

Curse of Credit

BY USING

"TRADESMAN" OR "SUPERIOR" Coupon Books

Manufactured by

THE TRADESMAN COMPANY,

Grand Rapids.

See quotations in Grocery Price Current.

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.

J. & P. COATS'



BEST SIX-CORD Spool Cotton

IN WHITE, BLACK AND COLORS, FOR

Hand and Machine Use

FOR SALE BY P. STEKETEE & SONS

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of Staple and Fancy

Dry Goods

Manufacturers of

Shirts, Pants, Overalls, Etc.

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

48, 50 and 52 Ottawa St., GRAND RAPIDS, MICH.

HARDWARE.**Suggestions About Ordering Goods.**

1. Write only on one side of the paper when ordering goods. The other side is apt to be neglected, and it is inconvenient for reference after the order is filed away.

2. Do not mention a remittance and order goods both on the same sheet of paper. The remittance, in whatever form it may be sent, whether a draft, money order or an express order, goes to the cashier, and the statement that you sent it should be in shape to accompany it to insure you getting credit for the amount. The order will go to the order clerk.

3. Use one sheet for the remittance and another to write the order on, to insure prompt attention for both.

4. Do not send an order and a complaint about a former bill of goods or a claim for reclamation on the same paper. The trouble about which you write will have to go to the claim clerk for adjustment, while the other will go to another part of the house to be filled.

5. It is better not to write part of your order and then introduce some other subject foreign to the order, after which continue your order. The stock clerk who is getting out your order has no interest in any remarks which do not refer directly to the order before him.

6. Not signing orders is more common than one would suppose. It leads to much annoyance and delay. Even if you have a printed letter-head with your name and business on it, a house might not be justified in filling it unless they first wrote to see if the order had your sanction. If they filled an order supposing you wrote it, they would have no proof that you sent it, if for some reason you refused to receive the goods.

7. Do not fail to stamp the envelope; the neglect of this often sends the letter to Washington, D. C., to have the stamp sent before the letter can reach its destination.

8. Write plainly so that parties cannot help understanding what you want. Do not crowd what you have to say, but take another sheet of paper to finish.

9. Give both the number and size of an article so that they make no mistake.

10. Do not abbreviate too much.

The Retort Courteous.

"Good sir," said the humorist, as he entered the clothing store, "you sell goods for cash only, do you not?"

"One price, C. O. D.," said the merchant, who was a man of few words.

"Then," replied the humorist, "I shall go over to Hooray's, for he will give me time."

"Nay," replied the merchant; "Hooray's is a cash establishment, also."

"Yes," answered the humorist, smiling, for all had gone well, and now was the time for his joke; "I know it is; but he gives away a stem-winding watch with every suit. Do you not see that I can get time there?"

"You err," said the merchant; "you mistake the watch. Tick you get, but durned little time;" and the humorist departed ill-pleased, while the merchant gazed into space, as before.

As Funny as a Funeral.

A Kalamazoo man read in a paper that the family table should always be the scene of laughter and merriment, and that no meal should be passed in the moody silence that so often characterizes those occasions. The idea struck him so favorably that when his family was gathered around the table that evening he said: "Now, this sort o' thing of keeping so blamed mum at meals has got to stop. You hear me? You girls put in an' tell stories an' keep up agreeable sort o' talk like, an' you boys laugh an' be jolly, or I'll take and dust your jackets with a grape vine till you can't stand. Now, begin!" The glare that he sent around the table made the family as funny as a funeral.

The Hardware Market.

All goods made from steel are firmer, in sympathy with the advance in the raw material. Sheet iron is firm at present prices. The rope market is quiet.

Prices Current.

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

AUGERS AND BITS.	dis.
Snell's.....	60
Cook's.....	12 50
Jennings, genuine.....	25
Jennings, imitation.....	50&10

AXES.	dis.
First Quality, S. B. Bronze.....	\$ 8 50
" D. B. Bronze.....	12 50
" S. B. 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.	dis.
Well, plain.....	\$ 3 50
Well, swivel.....	4 00

BUTTS, CAST.	dis.
Cast Loose Pin, figured.....	70&
Wrought Narrow, bright east 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.	dis.
Ordinary Tackle, list April 17, '85.....	40

CRADLES.	dis.
Grain.....	dis. 50&02

CROW BARS.	dis.
Cast Steel.....	per lb 5

CAPS.	per m
Ely's 1-10.....	65
Hick's C. F.....	60
G. D.....	35
Musket.....	60

CARTRIDGES.	dis.
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.	dis.
White Crayons, per gross.....	120 12 1/2

COPPER.	per pound
Platished, 14 oz cut to size.....	31
" 14x32, 14x50, 14x60.....	32
Cold Rolled, 14x56 and 14x60.....	28
Cold Rolled, 14x48.....	28
Bottoms.....	30

DRILLS.	dis.
Morse's Bit Stocks.....	50
Taper and straight Shank.....	50
Morse's Taper Shank.....	50

DRIPPING PANS.	dis.
Small sizes, ser pond.....	07
Large sizes, per pound.....	6 1/2

ELBOWS.	dis.
Com. 4 piece, 6 in.....	doz. net 75
Corrugated.....	dis. 20&10&10
Adjustable.....	dis. 40&10

EXPANSIVE BITS.	dis.
Clark's, small, \$18; large, \$26.....	30
Ives', 1, \$18; 2, \$24; 3, \$30.....	25

FILES—New List.	dis.
Disston's.....	60&10
New American.....	60&10
Nicholson's.....	60&10
Heller's.....	50
Heller's Horse Rasps.....	50

GALVANIZED IRON.	dis.
Nos. 16 to 20; 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.	dis.
Maydole & Co.'s.....	25
Kip's.....	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 and longer.....	3 1/4
Screw Hook and Eye, 1/2.....	net 10
" " " 3/4.....	net 8 1/2
" " " 1.....	net 7 1/2
" " " 1 1/4.....	net 7 1/4
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.	dis.
Pots.....	60
Kettles.....	60
Spiders.....	60
Gray enameled.....	40&10

HOUSE FURNISHING GOODS.	dis.
Stamped Tin Ware.....	new list 70&10
Japanned Tin Ware.....	25
Granite Iron Ware.....	new list 33 1/2&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
KNOBES—New List.	dis.
Door, mineral, jap. trimmings.....	55
Door, porcelain, jap. trimmings.....	55
Door, porcelain, plated trimmings.....	55
Door, porcelain, trimmings.....	55
Drawer and Shutter, porcelain.....	70

LOCKS—DOOR.	dis.
Russell & Irwin Mfg. Co.'s new list.....	55
Mallory, Wheeler & Co.'s.....	55
Branford's.....	55
Norwalk's.....	55

MATTOCKS.	dis.
Adze Eye.....	\$16.00, dis. 60
Hunt Eye.....	\$15.00, dis. 60
Hunt's.....	\$18.50, dis. 20&10.

MAULS.	dis.
Sperry & Co.'s, Post, handled.....	50

MILLS.	dis.
Coffee, Parkers Co.'s.....	40
" P. S. & W. Mfg. Co.'s Malleables.....	40
" Landers, Ferry & Co.'s.....	40
" Enterprise.....	25

MOLASSES GATES.	dis.
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	25

NAILS.	dis.
Steel nails, base.....	2 10
Wire nails, base.....	2 60
Advance over base:.....	

Steel.	Base.	Wire.
60.....	10	
50.....	05	
40.....	10	
30.....	15	
20.....	15	
16.....	15	
12.....	15	
10.....	20	
8.....	25	
7 & 6.....	40	
4.....	60	
3.....	1 00	
2.....	1 50	
1.....	1 50	
Fine 3.....	1 50	
Case 10.....	60	
" 8.....	75	
" 6.....	90	
Finish 10.....	85	
" 8.....	1 00	
" 6.....	1 25	
Clinch 19.....	85	
" 8.....	1 00	
" 6.....	1 15	
Barrell 7 1/2.....	1 75	

PLANES.	dis.
Ohio Tool Co.'s, fancy.....	2 40
Scotia Bench.....	2 40
Sandusky Tool Co.'s, fancy.....	2 40
Bench, first quality.....	2 40
Stanley Rule and Level Co.'s, wood.....	2 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.	dis.
"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.....	

ROFES.	dis.
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.	dis.
Nos. 10 to 14.....	Com. Smooth. Com. \$4 30 \$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.....	30

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.....	dis. 70-10
Annealed Market.....	60
Coppered Market.....	70
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	3 60
" painted.....	3 60

HORSE NAILS.	dis.
Au Sable.....	dis. 25&10 25&10&05
Putnam.....	dis. 05
Northwestern.....	dis. 10&10

WRENCHES.	dis.
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75&10

MISCELLANEOUS.	dis.
Bird Cages.....	50
Screws, Clatern.....	75
Pumps, New List.....	50
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	40
Forks, hoes, rakes and all steel goods.....	65

METALS.	dis.
Pig Tin.....	26c
Pig Bars.....	28c

ZINC.	dis.
Duty: Sheet, 2 1/2 c per pound.....	
600 pound casks.....	7 1/2
Per pound.....	7 1/2

SOLDER.	dis.
1/2 @ 1/2.....	12
Extra Wiping.....	13 1/2

THE PRICES OF THE MANY OTHER QUALITIES OF SOLDER IN THE MARKET INDICATED BY PRIVATE BRANDS VARY ACCORDING TO COMPOSITION.	
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ANTIMONY.	per pound
Cookson.....	16
Hallett's.....	13

TIN—MELYN GRADE.	dis.
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.	dis.
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.	dis.
14x20 IC, " Worcester.....	6 00
14x20 IX, " ".....	7 50
20x28 IC, " ".....	12 50
14x20 IC, " Allaway Grade.....	5 25
14x20 IX, " ".....	8 75
20x28 IC, " ".....	11 00
20x28 IX, " ".....	14 00

BOILER SIZE TIN PLATE.	dis.
14x28 IX.....	\$13
14x31 IX.....	14 50
14x56 IX, for No. 8 Boilers, { per pound.....	9 1/2
14x60 IX, " " " " {.....	9 1/2

THURSDAY, AUGUST 7

Has been agreed upon by all the Grand Rapids merchants as a Public Holiday, commencing at 12 noon of that day.

Our store will close at 12 o'clock, Thursday, August 7, and remain closed the balance of the day.

Foster, Stevens & Co.,

WHOLESALE HARDWARE.

The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

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

The Tradesman Company, Proprietor.

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

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, AUGUST 6, 1890.

THE BANKRUPTCY BILL.

The House has passed the bankruptcy bill by a very considerable majority, and with much less solid opposition than we should have expected. The objectors, chiefly members from the southwest, had not thought out any effective line of criticism, but spent their time on waspish objections of a vague and general kind. The test really was on the report of the minority of the Judiciary Committee, which was a bill differing from that before the House in abolishing the compulsory features, by which an insolvent debtor could be constrained to become a bankrupt. Yet in spite of attempts to arouse partisan feeling against the bill, it got a good number of Democratic votes, and passed by 117 to 84.

This is the fourth attempt to rid the country of the confusion resulting from having as many systems of bankruptcy as there are states, to the great injury of commerce between the states. The first was the law of 1800, which was not long in force. The second was the law of 1867, which was badly drawn and was found oppressive to many sections of the country. Then came Judge Lowell's bill, which passed the Senate but was thrown out by the House, although it was a great improvement on the law of 1867. The proposed law is the work of business men of the West, who have found that in the present conflict of bankruptcy laws they are at a disadvantage. It is charged that it is only the wholesale dealers who desire its passage, and the inference is that the smaller dealers are to be oppressed by it. But any measure which gives the big houses a larger measure of security against dishonesty will lead them to deal more generously with the retail traders. As things now go, they have to charge insurance prices to all their customers, because they have not the security they ought to have against the dishonest among them.

The originators of the sugar trust gave an able attorney \$250,000 for shaping the plans and preparing the details of the organization. Now that the courts have declared the organization invalid, arrangements have been made with Kidder, Peabody & Co., of New York, to re-organize the trust for another \$250,000. It is estimated that the actual cost of such service will be less than \$25,000, leaving the banking firm a comfortable profit of \$225,000 in the undertaking.

Lightning sometimes strikes in queer places. The scheming Partridge, of Flushing, early announced himself as a candidate for Governor on the P. of I. ticket, but that organization refused to gratify his ambition. The Prohibitionists, however, picked the poor fellow up and placed him at the head of their ticket. As he has never made a success

of anything he has undertaken, so far in life—except in stirring up strife among the farmers and arraying them against the business public—his record is a poor one to win votes with. Indications of a revolt in the party are widely manifest, several of the leading Prohibitionists of the State having publicly announced that they will bolt the head of the ticket.

The Western Union octopus has received a deserved back-set in the court of last resort in Kentucky. The action was brought to recover damages for the failure of the telegraph company to deliver to the plaintiff two telegrams, one announcing the dangerous illness of his father, and the other announcing the latter's death and place of burial. The plaintiff claimed, among other things, that he had, through the company's failure to deliver, missed the donation of a promissory note from his father. The court held that the plaintiff could maintain the action, that the company was liable for damages if it failed to use ordinary diligence in compliance with its contract, whether the damages were to the feelings or to the purse, and that the injury to the feelings should be regarded as part of the actual damages.

Jim Would Know.

Miss Daisy, from the city, is being shown around the farm by Mr. Oatrop, who is endeavoring to explain to her the ins and outs of farm life.

"Naow, this is the corn field, miss, an' over there yander is the hay, an' inside of that is the wheat. Daown there yander in the far corner is the oats."

"Oh! I do want to see the oats so badly. What kind are they?"

"Oh, they is just the plain oats, miss."

"Oh, I'm so sorry! But where do you have the other oats growing?"

"What others is that, miss?"

"Why, the wild oats that I hear them speak of in town."

"I don't know nothin' 'bout them, miss. Howsumever, my son Jim, what's bin daown to the college in town this winter larnin', may know suthin' 'bout them. I'll ask him. We don't see 'em on our place."

The Condition of Trade.

From the New York Shipping List.

Reports from the large interior distributing cities indicate that business is generally active for this season of the year, larger in volume than for the corresponding period last year, and with excellent reports respecting the industrial situation, the outlook seems to be of the most encouraging character. In this city, however, the demand for merchandise has been of moderate proportions, and, with the exception of some activity in wheat and cotton, speculation has been dull and featureless. There has been increased confidence in financial circles because of the further liberation of idle money from the Treasury by means of bond purchases, the Secretary having extended the time for making tenders under the last circular. The purchases, therefore, made will aggregate about ten millions in value with the premium added and the money market has already reflected this influx of available funds. The unsettled condition of political and financial affairs in Central and South America is likely to result in further exports of gold, but the drain is not likely to materially affect the money market, although it causes an uneasy feeling in London. There is no important change in the crop outlook. The yield of wheat will not equal early estimates; corn has suffered a good deal from drought and present estimates indicate that the yield will fall considerably below that of the past two years; the most favorable reports are still received respecting the cotton crop, but in the West dry weather has cut short the production of potatoes and garden vegetables. On the other hand, the prevalence of wet weather on the Continent

has seriously damaged all growing crops, and although reports are more or less exaggerated, the yield of all agricultural products will be very much curtailed, and hence the bullish feeling that has characterized the wheat and sugar markets. The continued delay of tariff legislation is still a cause of embarrassment in departments of trade that are likely to be influenced by proposed changes, and the movement of foreign trade at this port shows a large preponderance of imports. The demand for dry goods has been comparatively slow, and thus far dealers from the South and Southwest have bought rather sparingly, but jobbers confidently predict an improved demand as soon as the new month has opened. The iron trade is generally quiet, so far as fresh business is concerned, but the steadiness with which prices are maintained is due to the large deliveries that are being made from week to week and evidences that exist of active consumption. The demand for anthracite coal has not improved, and supplies are moving off slowly at prices below the card rates. The feature of the metal market is the strong position of copper and steady upward tendency of prices. The largest producers are asking 18 cents for forward deliveries, and any improvement in the demand would establish that price. Staple groceries have undergone no important change. Raw sugar is firm because of the bullish temper of the European markets, and the demand for refined is fairly active at steady prices. Speculative influences support the coffee market, but trade is as dull as it is unsatisfactory. The boot and shoe trade is reported to be peculiarly active and healthy for this season of the year.

Charging for Knowing How.

From the American Furniture Gazette.

"I paid a bill the other day," said a large manufacturer to me, "without a murmur, simply because of the way it was worded. My engineer found that his hot water pipe would not work, and after putting at it for an hour sent for a machinist. He bothered with it half a day and concluded it must come apart. I was much annoyed, for that meant the stoppage of my factory for a long time. Before I gave the order to take it to pieces, some one suggested that a neighboring engineer be sent for, as he was a sort of genius in the matter of machinery. He came, and after studying the pump awhile, he took a hammer and gave three sharp raps over the valve. 'I reckon she'll go now,' he quietly said, and putting on steam 'she' did go. The next day I received a bill from him for \$25.50. The price amazed me, but when I had examined the items I drew a check at once. The bill read this way: 'Messrs. Blank & Co., Dr. to John Smith. For fixing pump, 50 cents. For knowing how, \$25.' Had he charged me \$25.50 for fixing the pump, I should have considered it exorbitant. But 50 cents was reasonable, and I recognized the value of knowledge, so I paid and said nothing."

It Would Help Business.

Traveler—Are you going to have the same head clerk this summer that you had last?

Summer Hotel Proprietor—No; I couldn't get him.

Traveler—Well, why don't you advertise the fact, and have your house filled this summer?

1000 PARROTS GIVEN AWAY!!



The best variety of talking Parrots are secured on the Isle of Pines, about fifty miles south of Cuba. They have a bright green plumage with red breast, which makes them beautiful birds, as well as being intelligent and easily cared for.

Our agent has arrived from the island with 1,000 of the Very Finest Specimens of these birds.

We Propose to Give these 1,000 Parrots to our Customers

on the following basis:

1—With an order for 500 of our "Pretty Polly" Cigars we will send *One Parrot*, without a cage.

2—On an order for 600 cigars we will send *One Parrot* and a handsome cage.

3—On an order for 1,000 cigars we will send *Two Parrots* in a handsome cage.

This is a rare opportunity to secure a valuable bird at no expense. The price of the Cigars is \$35 per thousand, *with or without the Parrots*.

Some dealers will use the birds as an advertisement, issuing a ticket say with every 25 cent purchase of tobacco or cigars, and then have a drawing. We will furnish such tickets *Free* if desired.

As we can only get one supply of birds this year, parties desiring one should send in their order at once.

Address DETROIT TOBACCO CO.,
Griswold Street, Detroit, Mich.

Please mention THE TRADESMAN.

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.

A Man Without a Country.

Just north of Marion Island, in the west arm of Grand Traverse Bay, lies a small island containing about an acre of land, separated from the larger island by several hundred feet of shoal water. This island has been inhabited for the past twelve years by Dick Bassett, who follows the vocation of a fisherman, and has erected several buildings suitable for residence and fishing purposes. Twice while the U. S. land office was located at Traverse City, he undertook to purchase the island from the government, but as it has never been "meandered" by the government, none of Uncle Sam's records contain any reference to such an island. He has since requested the Congressman from that district to enquire at the Land Office at Washington in regard to the matter, but the reply came back from the seat of government, "There is no island as described." Although he cannot acquire a title to the land, the inhabitant of the island is as secure in its possession as if he had a dozen deeds, as the people roundabout would rise *en masse* and resent any attempt to dislodge him.

A singular circumstance has arisen in connection with Bassett's peculiar tenure of title. Marion Island is included within the limits of Peninsula township, the owner pays his taxes there and if anyone lived on the Island he would vote in that township. Bassett, however, has never been asked to pay any taxes and although he served the country four years in the late war—he is not permitted to vote by the officers of the township, who maintain that he *does not live in the United States*. In spite of such trifling annoyances, the solitary inhabitant of the Island takes the world philosophically and rakes in the shels from one of the best fishing grounds on Grand Traverse Bay.

A Stock Taking Story.

From Draper's Record.

Appropos of stock-taking, I have heard a story which, though the incident took place some time ago, is worth repeating.

A worthy principal of one of the large houses had an awkward habit of testing the efficiency of the books in a certain department, and one question which he frequently put to the buyer was:

"Is your stock kept so accurately that you could tell if anything was taken?"

"Yes," was the reply.

"I fear not," said the old gentleman, and there the matter ended for the time being.

A few days after, however, he came back again with a statement in his hand of goods charged to his private account, in which an item appeared for a few pounds.

"By whom were these goods purchased?" said he.

"By no one, sir," replied the buyer; "they were removed out of the department by yourself."

The old gentleman smiled and was quite pleased. "Then I had better return them."

"Very well, sir."

The goods were in due course returned, and, again, a few days after, the principal arrived with a credit note in his hand.

"I find you have not given me full credit for the goods returned."

"That is correct, sir."

"And why not?"

"Prices went down in the meantime, and I could not sell these goods now, except at a loss."

The story goes that the buyer was never afterward troubled.

He'll Succeed.

From the New York Tribune.

The passengers on a New York car bound down town, the other night, were amused at the sight of a youngster of

ten years or so, dressed in the uniform of a messenger boy, trotting alongside the car. The little fellow joined the car at Twenty-third street, and kept company with it every block of the way down to the City Hall. When the car would stop he would halt, and when the driver would whip up his horses the boy would keep up the pace, too. One of the passengers on the front platform, struck with the boy's grit, offered to pay his fare if he would ride. The little fellow shook his head and said he was satisfied. As the car stopped at Houston street to let off a number of passengers, and he had a minute's rest, he explained that he had a message to deliver up town, and wanted to save the ten cents which the office gave him for car fare, and yet know that he wasn't losing any time. He said he had trotted all the way up town the same way.

There's a boy who'll succeed in life. That boy will, if health and strength continue, become one of New York's merchant princes. He knows the value of saving, and at the same time is conscientiously earnest in his discharge of duty—resolved to lose no time that is his employer's.

Newsy Notes from Flushing.

Crops are good and prospects are fair for a large fall trade.

C. A. Fox, of Herriman & Fox, is absent on his wedding tour.

H. H. Chatters and C. E. Park have been appointed delegates to attend the State B. M. A. meeting, to be held in Saginaw this month.

The P. of I. store here is not cutting a very prominent figure nowadays. They claim they are going to jump the job as soon as their contract expires.

Is a man fit for Governor whose credit is not good for \$50 worth of goods from any store in his own town or who could not borrow \$100 on his own signature from any bank in Genesee county?

The Prohibitionists here are not jubilant over the nomination of Bro. Partridge for Governor and are not slow in saying that a man who cannot run an eighty-acre farm is not capable of running the great State of Michigan. We are preparing a biography of this P. of I. Mogul and will send it later on.

Can Fill Their Pockets.

From the Philadelphia Press.

It has been at last judicially determined by the Supreme Court of Pennsylvania—though the force of the decision is somewhat weakened by the dissent of the Chief Justice—that a patron of a restaurant buys all the food which he orders, and that the sale is complete when the food is placed before him. He can eat it or leave it, give it away or carry it away, just as he pleases. The Chief Justice, believing that good manners and good law are identical, dissents vigorously from the position that the uneaten remnants of food can be carried away if the surfeited guest sees fit. Hotel and boarding-house keepers will regret that the Chief Justice's views of the law did not prevail, for then the furtive withdrawal from the dining table of an extra orange for refreshment between meals, or of a handful of nuts or raisins for the delectation of the children, would be petty larceny and would subject the offender to indictment in addition to the frowning disapproval of the landlady.

Association Notes.

The Quincy B. M. A. has induced every merchant in that town to sign an agreement to close his place of business on Wednesday, August 20, and join in a business men's picnic at Pleasant Ridge, on Marble Lake, to which they invite all the farmers and patrons in their vicinity. They expect to make it the largest gathering of the season in the county.

Correspondence with the active associations of the State discloses the fact that so many business men are absent at the various resorts, while many of those at home are working short-handed, that it has been deemed advisable to postpone the Saginaw convention for the present. A meeting of the Executive Board will be held as soon as Member Bridgeman returns from Europe, when new dates for the convention will probably be decided upon.

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

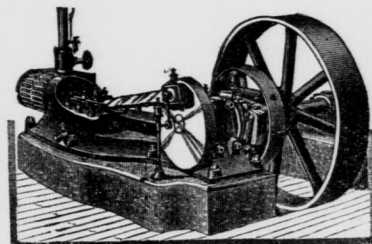
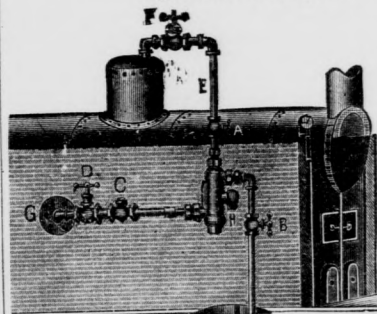
FLOUR SACKS, GROCERY BAGS, TWINE AND WOODEN WARE.

Houseman Block,

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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.

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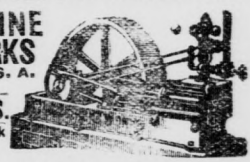
Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY.

Send for Catalogue and Prices.



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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.

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.

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.

Putnam Candy Co.

1865.

WHOLESALE

FRUIT

NUTS, ETC.

1890.

HEADQUARTERS FOR

ORANGES,

LEMONS,

BANANAS,

Figs, Dates, Nuts, etc.

Drugs & Medicines.

State Board of Pharmacy.
One Year—Geo. McDonald, Kalamazoo.
Two Years—Stanley E. Parkhill, Owosso.
Three Years—Jacob Jesson, Muskegon.
Four Years—James Vernon, Detroit.
Five Years—Ottmar Eberbach, Ann Arbor.
President—Jacob Jesson, Muskegon.
Secretary—Jas. Vernon, Detroit.
Treasurer—Geo. McDonald, Kalamazoo.
Meetings during 1899—Marquette, Aug. 13 and 14; Lansing, Nov. 5 and 6.

Michigan State Pharmaceutical Ass'n.
President—Frank Inglis, Detroit.
First Vice-President—F. M. Alsford, Lansing.
Sec'd Vice-President—Henry Kephart, Berrien Springs.
Third Vice-President—Jas. Vernon, Detroit.
Secretary—H. J. Brown, Ann Arbor.
Treasurer—Wm. Dupont, Detroit.

Executive Committee—C. A. Bugbee, Cheboygan; E. T. Webb, Jackson; D. E. Prall, East Saginaw; Geo. McDonald, Kalamazoo; J. J. Crowley, Detroit.
Next Meeting—At Saginaw, beginning third Tuesday of September, 1899.

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

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

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

Empiricism and Pharmacy.

From the Western Druggist.

The Tennessee Pharmaceutical Association passed the following resolution at its last annual meeting and presented it, in connection with a more extended memorial, through a committee, to the American Medical Association, at its May meeting in Nashville:

Resolved, That a committee of three be appointed to lay before the American Medical Association the great and growing evil of prescribing secret and proprietary preparations by many members of the medical profession; that many of such preparations are glaring frauds, the formulae often stated on the labels are misleading, if not fictitious, and that all such preparations should be classed as secret, proprietary or patent medicines, and that the American Medical Association be petitioned to declare it against its code of ethics for any member of that body to prescribe any such preparation; that the Association be requested in every possible way to discourage their use, as in prescribing these nostrums the medical practitioner is really playing into the hands of quackery, thus teaching his patient to dose himself, and that the use of such nostrums is utterly unscientific and unbecoming a profession striving after exact methods, is unworthy our age, and against the best interest alike of the professions of medicine and pharmacy, as well as their patients and patrons.

The object of the resolution is a laudable one, and will no doubt appeal to the better element of the Medical Association as strongly as it does to pharmacists. In the memorial there are detailed illustrations of the class of preparations referred to, however, which are not calculated to strengthen the position of either profession against proprietary articles. It must be borne in mind that out of empiricism has grown our present more or less scientific knowledge of medicine. All knowledge of medicine was originally only that information pertaining to the use of drugs in disease, conveyed from one generation of tribes to another. To trace cause from effect became eventually the science of pharmacy. But neither pharmacy, nor its more elaborate related sciences, have attained to that degree of exactness which can ignore the facts upon which these more precise investigations rest. Learned pharmacologists may declare against the value of a distilled water of hamamelis, but in opposition stands the testimony of usefulness of a generation of empirics and of aborigines untold. A distillate of Baptisia or Pinus Canadensis may not present any tangible principles upon pharmaceutical or chemical grounds, but in the face of preponderating therapeutic testimony, this is not indisputable evidence that such do not exist. In such instances it is the duty of scientific art further to investigate, and not to repudiate, before passing judgment. Especially is this the case when the therapeutic uses, as in the case of these two above mentioned substances, clearly indicate the presence of some principles so far not investigated.

But this does not apply to any form of misrepresentation, manifest in at least one of the preparations under consideration.

To foist upon the notice of the medical profession, under the name of a purely vegetable preparation, a preparation loaded with zinc sulphate, is on a par with the "Vegetable Sicilian Hair Renewer" dodge. The attention of medical men should be directed to such articles, that they may at least know what they are using. The Section of Materia Medica and Pharmacy of the American Medical Association will afford the opportunity to bring up such subjects for consideration.

No More Wine for Him.

In declining wine, a well-known business man recently remarked:

I have no prejudice whatever against the use of liquors. I think the question is purely personal and I decided for myself years ago. I had always been in the habit of drinking and had never found that I allowed liquor to interfere with business or duty. But once when I was in Salt Lake City (that was years and years ago) I made a speculation in eggs. I bought up all I could, equipped a wagon train to take them to mining camps in Idaho and prepared to start. It was fall and I had decided to start on a certain evening in order to lose no time in getting beyond the mountains, where there was danger of getting caught in a storm and losing all my eggs. But the prospect of a long wagon journey was not a cheerful one, and in bidding farewell to comfortable quarters I solaced myself with drinking. I did not become drunk. I have never been drunk in my life, but I came to the conclusion that one day more or less would make little difference. It made all the difference in the world. I was caught in a storm which I should have missed had I started on time. I lost every egg, was forced to abandon a valuable train, and when I again landed in Salt Lake City was "broke." Drinking had interfered with my business once. In fact, it nearly ruined me, when I should certainly have turned a pretty fortune. It has never cost me a cent since that time.

Clear Collodion.

A correspondent of the *Druggist's Bulletin* says that a transparent collodion is in use in Paris which is not only perfectly clear, but remains limpid for an indefinite time. It is prepared by shaking an official collodion with quartz sand, which has previously been washed and carefully calcined. The action is purely mechanical, the suspended particles adhering to the grains of sand, and settling to the bottom of the container in a gelatinous mass.

Delicately Constituted.

A man visited a well-known Parisian physician's office, and the following dialogue occurred:

Patient—I am suffering greatly, doctor.

Physician—What appears to disturb you?

Patient—I have such susceptible bowels, that yesterday, seeing a man eating a melon, I was immediately attacked by colic.

Drugs of Uncertain Strength.

Dr. Willis G. Tucker, Analyst of the State Board of Health of New York, has examined sixty-eight samples of drugs collected last May, in Poughkeepsie, Newburg, Rhinebeck, Mattewan, and Fishkill-on-the-Hudson, and of this number thirty-three were deficient in quality, being either of inferior, or excessive strength, or articles wrongly sold.

The Drug Market.

Opium and morphia are steady. Quinine is unchanged. Alcohol has advanced. Flint glassware is higher. Oil bergamont has advanced. Turpentine has advanced. Carbolic acid has declined.

Castor oil as a vehicle for typewriter and rubber stamp ink, to take the place of glycerin, is recommended by Prof. E. B. Shuttleworth, as being less sticky and non-hygroscopic.

American and English Pharmacy Compared.

From Harper's Weekly.

There is a wide difference between the London drug stores and ours. There is no such craze for patent medicines there as here, and there is nothing like the American inclination for every man to be his own doctor. An English druggist sells face powder, cologne, soap, tooth-brushes, patent pills, and the like; but his main business is putting up prescriptions. He has no clientele of men who drop in for a little aromatic spirits of ammonia after a night of dissipation, or for acid phosphate after too much smoking, or for tincture of iron and so many grains of quinine, or a glass of calisaya for a tonic, or a teaspoonful of bicarbonate of soda to offset too hearty a meal. All that which so enriches our druggists is unknown in England. The Americans in London last summer found this out to their cost. One of them told me that he had this queer experience: He asked a druggist for a draft of iron and quinine.

"Oh, we can't give you that without a prescription, you know," the man replied.

The American persisted, but the druggist was firm.

"Well, can you give me an ounce of tincture of iron?"

"Yes, sir."

"And two two-grain quinine pills?"

"Yes, sir."

"Will you lend me a tumbler with a little water in it?"

"Yes, sir."

Having all these things, the American dropped a dozen drops of iron in the water, and took that and the pellets down with a gulp. The druggist looked on with keen interest, and then said, very gravely:

"Do you know, I call that very neat? It is very neat, indeed."

Shortages in Drug Orders.

One of the bugbears of the druggist's life is the adjustment of shortages in orders. Naturally the jobber is the party accused, or it is the jobber who charges the manufacturer with errors of this nature.

That such causes of friction might be avoided by the exercise of more care by the receiving clerks was brought conspicuously to our attention recently by an incident which was duly vouched for by its reporter. The facts were as follows:

A prominent wholesaler reported to a manufacturer a shortage of some \$60 worth of goods. Thorough investigation was made by the shipper, and, while it was certain the goods had been sent, the allowance claimed was made.

The second act of the comedy was the use of the said manufacturer's barrel (one of the lot containing the goods reported short) by the wholesaler in a shipment to a retail house. The retailer found in the bottom of the barrel, after checking his own order, the missing \$60 worth of stock, the subject of the hitherto inexplicable shortage claim. With characteristic honesty, he reported the surplus find.

The moral of this tale is so evident it scarcely needs expression. If the receiver of sundry drugs would examine his goods with more thorough care, the annoyance of shortages would frequently disappear, to the satisfaction of all interested.

Not the Gout.

"May I enquire your occupation?" asked the doctor.

"I am a clerk on a salary of \$47.50 a month."

"Your ailment, sir," said the doctor, with decision, "is not gout. It is simply an aggravated case of ingrowing toenail."

An Economical Wife.

"I want an egg-plant," said a young married woman to the grocer.

"I'm sorry, but I haven't one in the store just now."

"Well, I must get one somewhere and raise my own eggs, for I'm resolved not to pay such high prices for them."

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. **WOOLBACH & Co.** on every label.

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.

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.**

Do You Observe the Law?

If not, send \$1 to

THE TRADESMAN COMPANY,

For their combined

LIQUOR & POISON RECORD.

"THE WEAR IS THE TRUE TEST OF VALUE."

We still have in stock the well-known brand

Pioneer Prepared Paint.

MIXED READY FOR USE.

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

Hazeltine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

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POLISHINA THE FURNITURE FINISH.

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.

CINSENG ROOT.

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

Wholesale Price Current.

Advanced—Oil Bergamont, Flint Glassware, Alcohol, Spirits Turpentine.

Declined—Carbolic Acid.

ACIDUM.		CUBEBAE.	
Aceticum	80 10	Cubebae (po. 150)	1 50 17 75
Benzoic German	80 10	Juniperus	80 10
Boric	30 30	Xanthoxylum	25 30
Carbolicum	30 40		
Citricum	30 5		
Hydrochlor	10 12		
Nitrosum	11 13		
Oxalicum	11 13		
Phosphoricum dil.	20 20		
Salicylicum	1 40 18 80		
Sulphuricum	13 12 5		
Tannicum	1 40 16 60		
Tartaricum	40 42		
AMMONIA.		BALSAMUM.	
Aqua, 16 deg.	50 7	Copaiba	60 65
" 20 deg.	70 8	Peru	61 30
Carbonas	11 13	Terabin, Canada	35 40
Chloridum	12 14	Tolutan	40 45
ANILINE.		CORTEX.	
Black	2 00 25 25	Abies, Canadian	18
Brown	80 12 50	Cassia	11
Red	45 50	Cinchona Flava	18
Yellow	2 50 30 00	Euonymus atropurp.	30
BACCAR.		Myrica Cerifera, po.	20
Cubebae (po. 150)	1 50 17 75	Prunus Virgini.	12
Juniperus	80 10	Quillaja, grd.	12
Xanthoxylum	25 30	Sassafras	10
RADIX.		Ulmus Po (Ground 12)	10
Aconitum	20 25		
Althae.	25 30		
Anchusa	15 20		
Arum, po.	20 25		
Calamus.	20 25		
Gentiana, (po. 15)	10 12		
Glycyrrhiza, (pv. 15)	10 12		
Hydrastis, Canadian.	10 12		
(po. 40)	10 12		
Hellebore, Aia, po.	15 20		
Inula, po.	15 20		
Ipecac, po.	2 50 25 35		
Iris plox (po. 20 22)	10 12		
Jalapra, pr.	40 45		
Maranta, 1/4s	15 20		
Podophyllum, po.	15 20		
Rhei.	75 100		
" cut.	75 100		
" pv.	75 100		
Spigelia	48 53		
Sanguinaria, (po. 25)	40 45		
Serpentaria	40 45		
Senega	45 50		
Similax, Officialis, H	40 45		
M	40 45		
Scilla, (po. 35)	10 12		
Symplocarpus, Fost-	10 12		
dus, po.	10 12		
Valeriana, Eng. (po. 30)	15 20		
" German	15 20		
Zingiber a.	10 12		
Zingiber j.	20 25		
SEMIN.			
Anisum, (po. 20)	10 12		
Apium (graveleous)	15 20		
Bird, 1s	40 6		
Cardamom, (po. 18)	10 12		
Cardamom	10 12		
Corlandrum	10 12		
Cannabis Sativa	3 1/2 4		
Cydonium	75 100		
Chenopodium	10 12		
Dipteris Odorata	2 00 25 25		
Poeniculum	10 12		
Poenugreek, po.	60 8		
Lini	4 1/2 4 1/2		
Lini, grd. (bbl. 4)	4 1/2 4 1/2		
Lobelia	35 40		
Pharlaris Canarian	3 1/2 4 1/2		
Rapa	60 7		
Sinapis, Albu.	10 12		
" Nigra	11 12		
SPIRITUS.			
Frumentum, W. D. Co.	2 00 25 50		
" D. F. R.	1 75 20 00		
" 1 10 15 50			
Juniperis Co. O. T.	1 75 20 00		
" 1 75 20 00			
Saacharum N. E.	1 75 20 00		
Spt. Vini Galli	1 75 20 00		
Vini Oporto	1 25 20 00		
Vini Alba	1 25 20 00		
SPONGES.			
Florida sheeps' wool	2 25 25 50		
Nassau sheeps' wool	2 25 25 50		
carriage	2 00		
Velvet extra sheeps'	1 10		
wool carriage	1 10		
Extra yellow sheeps'	85		
carriage	85		
Grass sheeps' wool car-	65		
riage	65		
Hard for slate use	75		
Yellow Reef, for slate	1 40		
use	1 40		
SYRUPS.			
Acacia	50		
Zingiber	50		
Ipecac	60		
Ferri Iod.	50		
Aurant Cortes	50		
Rhei Arom.	50		
Similax Officialis	60		
" Co.	50		
Senega	50		
Scilla	50		
" Co.	50		
Tolutan	50		
Prunus virg.	50		

Morphia, S. P. & W.	2 85 3 10	Selditz Mixture	@ 25	Lindseed, boiled	65	68
C. Co. S. N. Y. Q. & W.	2 85 3 10	Sinapis	@ 18	Neat's Foot, winter	50	69
Moschus Canton.	@ 40	" opt.	@ 30	strained	47 1/2	53
Myristica, No. 1.	70 75	Snuff, Maccaboy, De	@ 35	Spirits Turpentine	47 1/2	53
Nux Vomica, (po 20)	@ 10	Voes	@ 35	PAINTS.	bbl. lb.	
Os. Sepia	30 32	Snuff, Scotch, De. Voes	@ 35	Red Venetian	13 1/2	2 3/4
Pepsin Saac, H. & P. D.	@ 20	Soda Boras, (po. 13)	12 13	Ochre, yellow Mars	13 1/2	2 3/4
Co.	@ 20	Soda et Potass Tart.	30 33	" Ber	13 1/2	2 3/4
Pieis Liq. N. C., 1/2 gal	@ 20	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2	2 1/2 3/4
doz	@ 20	Soda, Bi Carb.	@ 5	" strictly pure	2 1/2	2 1/2 3/4
Pieis Liq., quarts	@ 20	Soda, Ash	3 1/2 4	Vermilion Prime Amer-	13 1/2	16
" pints	@ 20	Sps. Ether Co	50 55	ican	13 1/2	16
Pil Hydrag, (po. 80)	@ 50	" Myrcia Dom.	@ 20	Vermilion, English	80 82	
Piper Nigra, (po. 22)	@ 18	" Myrcia Imp.	@ 20	Green, Peninsular	70 75	
Piper Alba, (po. 25)	@ 35	" Vini Rect. bbl	@ 20	Lead, red	67 1/2	
Pix Burgun	@ 7	2 23	@ 23	Whiting, white Span.	67 1/2	
Plumbi Acet	14 15	Less 5c gal., cash ten days.	@ 10	Whiting, Gilders	67 1/2	
Pulvis Ipecac et opil	10 12 30	Strychnia Crystal	2 1/2 3 1/4	White, Paris American	1 00	1 30
Pyrethrum, boxes H	@ 1 25	Sulphur, Subl.	2 1/2 3 1/4	Whiting, Paris Eng.	1 40	
" P. D. Co., doz	30 35	" Roll	2 1/2 3 1/4	cliff	1 40	
Pyrethrum, pv.	30 35	Tamarinds	80 10	Pioneer Prepared Paint	30 1 4	
Quassia	80 10	Terebenth Venice	28 30	White, Paris American	1 00	1 30
Quinia, S. P. & W	39 44	Theobromae	50 55	Swiss Villa Prepared	1 00	1 30
" S. German	27 33	Vanilla	9 00 16 00	Paints	1 00	1 30
Rubia Tincturum	12 14	Zinc Sulph.	70 8	VARNISHES.		
Saccharum Lactis pv.	@ 35			No. 1 Turp Coach	1 10 1 20	
Salacin	1 80 2 00			Extra Turp.	1 60 1 70	
Sanguis Draconis	40 50			Coach Body	2 75 3 00	
Santonine	@ 4 50			No. 1 Turp Furn	1 00 1 10	
Sapo, W.	12 14			Extra Turp Damar	1 55 1 60	
" M.	80 10			Japan Dryer, No. 1	70 75	
" G.	@ 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 Still Flat.--Hides Firm.--Tallow without Change.

The wool market is flat, so far as fleece wool is concerned. Western buyers who boomed prices, banking on political reasons, can now sit down and figure on their losses, which they surely have bought. Wool is lower in the country, as it must be to sell on present market, or anything apparent in the future. Light weight goods have been selling but not at prices to pay any advance on the wool, which is lower than the week previous.

Hides are firm and in good demand, but the advance is checked. Tanners are fairly well supplied and will not buy ahead at a price that makes them a loss to tan.

Tallow is in a little better demand, but prices are no higher, with little doing.

The Grocery Market.

Sugar is still lower, the decline taking everyone by surprise. Even the oldest heads are completely at sea and have no theory to advance as to the course the market will be liable to take. Canned goods continue to grow firmer. Cheese continues to advance.

Oranges are scarce and high. Lemons are in fair supply, but the hot weather creates a heavy demand and the market keeps firm and high. Bananas, in the absence of other fruits, get the call and the demand is very active at full prices.

Back to the Old Prices.

Fred Kissinger, General Manager of the Riverdale Distilling Co., manufacturers of "Fermentum," Geo. Mc Laughlin, Traveling Manager for Fleischmann & Co., and W. C. Glines, Detroit agent for the same house, had a conference here last week in regard to the cut in prices, as a result of which an agreement was reached on Friday to go back to the former prices on Monday. The war between the compressed yeast men was decidedly spirited as long as it lasted.

Snowed Under with Orders.

The Putnam Candy Co. received more orders for future shipment the last three weeks of July than for any two months in the previous history of the house. The company has 1,000 barrels of barrel goods on its back order book, to say nothing of other goods.

Worthily Bestowed.

The Woolson Spice Co. very generously furnished printed closing cards for the annual picnic of the Grand Rapids grocers and Fleischmann & Co. have provided handsome badges for the members, officers and prize winners.

Instead of selling a single P. of I. store at Sherwood, as stated last week, it appears that Wm. M. Hoyt & Co., of Chicago, are catering to about fifty such dealers, over forty cases in point having been brought to the attention of THE TRADESMAN during the past week. Considering how grandiloquently that house asserted in its *Grocers' Criticism* that it sold legitimate trade only, spurning the orders of dealers who bound themselves to sell at a specified profit, the duplicity of such a way of doing business is readily apparent.

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.

Programme for the Annual Grocers' Picnic.

The following is the official programme of the grocers' picnic, which will be held at Reed's Lake Thursday afternoon:

- 2:00 p. m.—Ball game. Grocery Clerks vs. Butchers. Prize, \$10.
3:00—Foot running race; prize, \$5.
3:15—Sack race; prize, \$5.
3:45—Wheelbarrow race; prize, \$5.
4:15—Greased pole climbing (free for all); prize, \$5.
4:45—Catching greased pig (free for all); prize, \$5.
5:10—Exhibition drill by the Knights of Pythias.
5:30—Exhibition drill by Custer Guard.
6:00—Supper at Sweetland's.

During the above programme, at intermediate times, the following exhibitions will be given on the grounds by the Grand Rapids Street Railway Co.:

- Slack-wire walking and trick performing—Prof. Deu Bour.
Tight rope walking—Prof. Le Grande.
Balloon ascension and parachute descension—Prof. McEwen.

During the afternoon, beginning at 2 p. m., the Wurzburg band will render the following popular selections:

1. Overture, Orpheus.....Offenbach
2. Waltz, Wine, Women and Song.....Strauss
3. Yankee Patrol.....Missud
4. Brudder Gardner Picnic.....Rollinson
5. Grand Selection, Pinafore.....Sullivan
6. Hunting Scene, (grand descriptive piece).....Michales
7. Ten Minutes with the Minstrels.....Brown
8. Mill in Forest.....Ellenberg
9. Shamrock, Rose and Thistle.....Paltz
10. Rouanze Day Dream.....Rollinson

Grand ball in the evening at 8 o'clock, when the following programme will be kindly furnished by Prof. Wurzburg, beginning at 7:30 o'clock:

1. Overture, Semiamidi.....Rossun
2. Waltz, Blue Danube.....Strauss
3. Spanish Fort Polka.....Knoll
4. Trombone Solo.....Mr. Frank Holton
5. Selection, Faust.....Gounod
6. Trip to Coney Island.....Moses
7. Polka de Concert, Pitter Patter.....Brooks
8. Grand Selection, Pirates Penzance.....Sullivan
9. Piccolo Solo, Turtle Dove Danare.....Rollinson
10. Grand Paraphrase, "Nearer My God to Thee".....Prof. Frank Wurzburg

The following are the officers for the occasion:

President—M. C. Goossen.
Committee on Finance—M. C. Goossen, chairman; David P. VanEvery, treasurer; A. J. Elliott; Wm. Killean; John Schmidt; Cliff C. Herrick; C. E. Smith; Julius Cordes.

On Sports—Wm. Killean; Cliff C. Herrick; C. E. Smith; A. J. Elliott; Julius Cordes.

On Ball Game—James Hughes, captain; Cliff C. Herrick, umpire.

Manager of Games—Cliff C. Herrick.

Judges of Games—A. S. Musselman; W. L. Freeman; Ed. Telfer.

On Badges—Geo. H. McWilliams; Oliver C. Schultz; A. E. White.

On Programme—M. C. Goossen; Cliff C. Herrick; A. J. Elliott.

Auditors—M. C. Goossen; Julius Cordes; C. E. Smith.

All local dealers—grocers, butchers, dry goods dealers, etc.—will close their doors at 12 o'clock, so that business will be practically suspended on Thursday afternoon, every house of any consequence, wholesale as well as retail, having signed the agreement to close. Outside dealers who can make it convenient to attend the picnic will be heartily welcomed.

Do Not Buy Too Freely.

From the American Grocer.

Overbuying is a common fault with retailers. Stock should always be bright and fresh. With transportation facilities frequent and prompt, there is no longer a necessity, except in exceptional instances, of carrying a heavy stock. There is no economy in the extra discount if it overloads and make an interest account against the goods greater than the inducement offered to purchase. Besides that consideration, is another of greater importance, the quality and appearance of the goods. Shelf goods find quicker sale if the labels have a bright, new appearance, if there is no dust on the tops of the tins or about the necks of the bottles.

Learn to withstand the cajoling, smooth words of flattery of the cheery, good-natured drummer. Use him well and treat him fairly, but fight against purchasing where the only inducement is an extra discount or some other trifling advantage. Customers soon find out the dealer whose store wears a fresh look, and where they see or think they see, something new at every visit.

Often times in introducing new goods it pays to buy a liberal quantity, particularly if a special price is made. In such case push the goods at about cost for a limited period, thus advertising the article and store at trifling expense, but with grand results. Do not continue the special price beyond the specified time. This is a splendid way of meeting demand.

PRODUCE MARKET.

Apples—Dried, 7@8c for sun-dried and 11@12c for evaporated. The market is strong.
Apples—Green, early harvest stock is held at \$3 per bbl.
Beans—Dry stock continues to get firmer, being now held at \$2.20 to \$2.10 for city hand-picked.
Beets—New, 30c per doz.
Butter—Dairy begins to find moderate sale at 14c.

Blackberries—Wild, 6c per qt; Lawton, \$1.40 for 16 qt. case.
Cabbages—Home grown stock, \$3.50 per two bbl crate.
Cooperage—Pork barrels, \$1.25; produce barrels 25c.

Cucumbers—10c per doz.
Eggs—The market is steady. Dealers pay 14c and hold at 16c.
Field Seeds—Clover, mammoth, \$3.75 per bu.; medium, \$3.60. Timothy, \$1.75 per bu.

Green Beans—Wax or string, 75c per bu. About out of market.
Green Corn—12c per doz.

Maple Sugar—8@10c per lb., according to quality.
Maple Syrup—75@85c per gal.

Musk Melons—\$1.50 per crate.
Onions—Green, 15c per doz. Southern are a little higher, being now held at \$3.25 to \$3.10 per bbl.

Pop Corn—4c per lb.
Potatoes—Home grown stock is coming in very freely, present quotations being \$1.75 to \$2 per bbl.

Pears—California, \$3 per case.
Peaches—California, \$2 per crate.
Plums—California, \$2 per crate.
Raspberries—About out of market.
Radishes—Out of market.

Tomatoes—\$1.50 for four basket case, or \$1 for 1/2 bu. box.

Watermelons—Fine stock is now coming in from Indiana and Missouri, being held at 2@25c apiece.

Whortleberries—\$3 per bu.

PROVISIONS.

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

PORK IN BARRELS.
Mess, new, 11 25
Short cut, 11 50
Extra clear pig, short cut, 12 00
Extra clear, heavy, 12 00
Clear, fat back, 12 00
Boston clear, short cut, 12 50
Clear back, short cut, 12 50
Standard clear, short cut, best, 12 50

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.
Tubs, 7
50 lb. Tins, 7 1/2

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

Extra Mess, warranted 200 lbs., 7 00
Extra Mess, Chicago packing, 7 00
Boneless, rump butts, 9 50

SMOKED MEATS—Canvassed or Plain.
Hams, average 20 lbs., 10 1/2
" 12 to 14 lbs., 10 1/2
" picnic, 8
" best boneless, 8
Shoulders, 7
Breakfast Bacon, boneless, 8 1/2
Dried beef, ham prices, 9 1/2
Long Cleans, heavy, 6
Briskets, medium, 6
" light, 6

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.

Whitefish, 7 1/2
" smoked, 8
Trout, 7 1/2
Halibut, 15
Ciscos, 4
Flounders, 9
Bluefish, 10
Mackerel, 25
Cod, 10
California salmon, 20

OYSTERS—CANS.

Fairhaven Counts, 35

FRESH MEATS.

Swift and Company quote as follows:

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

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.

Standard, per lb., 8 1/2 @ 9
" H. H., 8 1/2 @ 9
" Twist, 8 1/2 @ 9
Cut Loaf, 10
Assorted Cream, 12
Extra H. H., 11

MIXED CANDY.

Standard, per lb., 8 1/2
Leader, 8 1/2 @ 9
Royal, 9
Extra, 10
English Rock, 10
Converses, 10
Broken, 9
Cut Loaf, 12
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
Imperials, 15
Mottos, 13
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
Imperials, in pails, 12

ORANGES.

Rodi, choice, 200, 7 50
" 300, 7 50

LEMONS.

Messina, choice, 300, 8 00
" fancy, 300, 7 50
" 300, 9 00

OTHER FOREIGN FRUITS.

Figs, Smyrna, new, fancy layers, 14
" choice, 7 lb., 2
" 1/2 frails, 50 lb., 2
" 1/2 frails, 10 lb. box, 2
" 50 lb., 8
" Persian, 50 lb. box, 5 1/2 @ 5

NUTS.

Almonds, Tarragona, 16 1/2
" Ivaca, 15 1/2
" California, 2
Brazil, 14 1/2
Walnuts, Grenoble, 16 1/2
" California, 2
Pecans, Texas, H. P., 12 1/2 @ 15
Cocoanuts, 4 00 @ 4 50

PEANUTS.

Fancy, H. P., Suns, 210
" Roasted, 212
Fancy, H. P., Game Cocks, 210
" Roasted, 211 1/2
Fancy, H. P., Stags, 211 1/2
" Roasted, 211 1/2
Choice, H. P., Stars, 214
" Roasted, 211
Fancy, H. P., Steamboats, 214
" Roasted, 211

*You can make more money
by using Perfection Scales—
Why don't you?*

For Sale by Leading Wholesale Grocers

Wholesale Price Current.

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

<p>APPLE BUTTER. E. J. Mason & Co.'s goods... 6 Frazer's... 22 40 Aurora... 1 75 Diamond... 1 80</p> <p>AXLE GREASE. Thepure, 10c packages... 1 20 " 1 lb. " 1 56 " 6 oz. " 2 28 " 12 oz. " 2 76 " 1 lb. " 4 30 " 5 lb. " 5 40 " 5 lb. " 26 00 Less 20 per cent. to retailers. Absolute, 1/4 lb. cans, 100s... 11 75 " 1/4 lb. " 50s... 10 00 " 1 lb. " 50s... 18 75 Acme, 1/4 lb. cans, 3 doz... 1 50 " 1 lb. " 2 " 1 50 " bulk... 20 Our Leader, 1/4 lb. cans... 45 " 1 lb. " 1 60 Telfer's, 1/4 lb. cans, doz... 45 " 1 lb. " 1 85 " 1 lb. " 1 50</p> <p>BATH BRICK. English, 2 doz. in case... 70 Bristol, 2 " 75 American, 2 doz. in case... 70 Dozen Mexican, 4 oz. " 30 " 8 oz. " 60 " 16 oz. " 90</p> <p>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... 90 Fancy " 1 20 Mill " 3 25 Warehouse " 2 75</p> <p>CANDLES. Hotel, 40 lb. boxes... 10 Star, 40 " 9 40 Paraffine... 11 30 Wickling... 25</p> <p>CANNED GOODS—Fish. Clams, 1 lb. Little Neck... 1 10 Clam Chowder, 3 lb. stand... 2 10 Cove Oysters, 1 lb. stand... 1 10 " 2 lb. " 2 00 Lobsters, 1 lb. picnic... 1 75 " 2 lb. " 2 25 " 2 lb. star... 2 25 " 2 lb. star... 3 65 Mackerel, 1 in Tomato Sauce... 2 00 " 1 lb. stand... 1 20 " 2 lb. " 2 00 " 3 lb. in Mustard... 2 85 " 3 lb. souse... 2 85 Salmon, 1 lb. Columbia 1 50 " 1 lb. Alaska 1 50 Sardines, domestic 1/4s... 3 " Mustard 1/4s... 10 " Imported 1/4s... 10 " spiced, 1/4s... 10 Trout, 3 lb. brook... 2 60</p> <p>CANNED GOODS—Fruits. Apples, gallons, stand... 3 50 Blackberries, stand... 1 10 Cherries, red standard 1 10 " pitted... 1 10 Damsons... 1 15 Egg Plums, stand... 1 15 Gooseberries... 1 00 Grapes... 1 15 Green Gages... 1 15 Peaches, yellow, stand... 2 25 " seconds... 2 00 " Pie... 1 00 Pears... 1 25 Pineapples, common 1 10 " Johnson's 2 50 Quinces... 1 10 Raspberries, extra... 1 75 " red... 1 40 Strawberries... 1 15 Whortleberries... 75</p> <p>CANNED VEGETABLES. Asparagus, Oyster Bay... 80 Beans, Lima, stand... 35 " Green Lima... 35 " Strings... 80 " Stringless, Erie... 80 " Lewis' Boston Baked... 1 40 Corn, Archer's Trophy... 90 " Morn'g Glory... 90 " Early Golden... 90 Peas, French... 1 25 " extra marrowfat... 1 25 " soaked... 1 25 " June, stand... 1 40 " sifted... 1 50 " French, extra fine... 1 50 Mushrooms, extra fine... 2 15 Pumpkin, 3 lb. Golden... 2 15 Succotash, standard... 1 00 Squash... 1 10 Tomatoes, Red Coat... 1 00 " Good Enough... 1 00 " Ben Har... 1 00 " stand br... 1 00</p> <p>CATSUP. Snider's, 1/2 pint... 1 35 " pint... 2 30 " quart... 3 50</p> <p>CHEESE. Fancy Full Cream... 8 1/2 Good... 7 1/2 Part Skimmed... 6 Sap Sago... 19 Edam... 21 Swiss, imported... 24 " domestic... 25 Rubber, 100 lumps... 30 " 200 " 40 Spruce, 200 pieces... 40</p> <p>CHICORY. Bulk... 6 Red... 7 1/2</p>	<p>CHOCOLATE—BAKER'S. German Sweet... 32 Premium... 35 Pure... 38 Breakfast Cocoa... 40 Broma... 37</p> <p>COCOA SHELLS. Bulk... 4 @ 1/4 Pound packages... 7 Valley City... 10 Felix... 8</p> <p>COFFEE—Green. Rio, fair... 21 " good... 21 " prime... 23 " fancy, washed... 23 " golden... 23 Santos... 22 Mexican & Guatemala... 23 Java, Interior... 24 " Mandheling... 27 Peaberry... 22 Mocha, genuine... 26 To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15c. per cent. for shrinkage.</p> <p>COFFEES—Package. Bunola... 24 1/2 " in cabinets... 25 1/2 McLaughlin's XXXX... 25 1/2 Lion... 25 1/2 " in cabinets... 26 Durham... 25</p> <p>CLOTHES LINES. Cotton, 40 ft. per doz... 1 35 " 60 ft. " 1 50 " 80 ft. " 1 75 " 70 ft. " 2 00 " 80 ft. " 2 25 Jute 60 ft. " 90 " 72 ft. " 1 10</p> <p>CONDENSED MILK. Eagle... 7 50 Anglo-Swiss... 6 00 @ 7 60</p> <p>COUPONS. "Superior"... 10 1/2 \$1. per hundred... 2 50 \$2. " " 3 00 \$5. " " 4 00 \$10. " " 5 00 \$20. " " 6 00</p> <p>"Tradesman." \$1. per hundred... 2 50 \$2. " " 3 00 \$5. " " 4 00 \$10. " " 5 00 \$20. " " 6 00</p> <p>Subject to the following discounts: 200 or over... 5 per cent. 500 " " 10 " " 1000 " " 20 " "</p> <p>CRACKERS. Kenosha Butter... 7 1/2 Seymour... 5 1/2 Butter... 5 1/2 " family... 5 1/2 " biscuit... 6 1/2 Boston... 7 1/2 City Soda... 7 1/2 Soda... 6 S. Oyster... 5 1/2 City Oyster, XXX... 5 1/2 Shell... 6</p> <p>CREAM TARTAR. Strictly pure... 38 Grocers'... 25</p> <p>DRIED FRUITS—Domestic. Apples, sun-dried... 6 1/2 " evaporated... 11 Apricots... 2 Blackberries... 2 Nectarines... 2 Peaches... 2 Plums... 2 Raspberries... 2</p> <p>DRIED FRUITS—Prunes. Turkey... 6 1/2 @ 6 1/2 Bosnia... 7 1/2 @ 7 1/2 California... 10 @ 11</p> <p>DRIED FRUITS—Peel. Lemon... 18 Orange... 18</p> <p>DRIED FRUITS—Citron. In drum... 18 In boxes... 20</p> <p>DRIED FRUITS—Currants. Zante, in barrels... 6 1/2 " in less quantity 6 1/2 @ 6 1/2</p> <p>DRIED FRUITS—Raisins. Valencias... 9 Ondaras... 11 1/2 Sultanas... 10 London Layers, Cal... 2 75 @ 3 00 fornia... 2 75 @ 3 00 London Layers, for'n... 2 Muscatels, California... 2 00 @ 2 35</p> <p>GUN POWDER. Kegs... 5 25 Half kegs... 2 88</p> <p>FARINACEOUS GOODS. Farina, 100 lb. kegs... 04 Hominy, per bbl... 3 00 Macaroni, dom 12 lb box... 60 " imported... 10 1/2 Pearl Barley... 2 1/2 Peas, green... 2 10 " split... 3 Sago, German... 6 Tapioca, fl'k or pr'l... 6 1/2 Wheat, cracked... 5 Vermicelli, import... 10 1/2 " domestic... 60</p> <p>FISH—SALT. Cod, whole... 5 @ 6 " boneless... 6 1/2 @ 8 Halibut... 2 Herring, round, 1/2 bbl... 2 90 " gibbed... 2 75 " Holland, bbls... 12 00 " kegs... 20 " Scaled... 20 Mack. sh's, No. 2, 1/2 bbl... 12 00 " " 12 lb kit... 1 30 " " 10 " 1 20</p>	<p>Trout, 1/4 bbls... 5 25 " 10 lb. kits... 75 White, No. 1, 1/2 bbls... 5 50 " " 12 lb. kits... 1 00 " " 10 lb. kits... 80 " Family, 1/4 bbls... 3 00 " kits... 65</p> <p>HERBS. Sage... 9 Hops... 14</p> <p>JELLIES. E. J. Mason & Co.'s goods... 6 Chicago goods... 5</p> <p>LAMP WICKS. No. 1... 30 No. 2... 40 No. 3... 50</p> <p>LICORICE. Pure... 30 Calabria... 25 Sicily... 18</p> <p>LYE. Condensed, 2 doz... 1 25</p> <p>MATCHES. No. 9 sulphur... 2 00 Anchor parlor... 1 70 No. 2 home... 1 10 Export parlor... 4 00</p> <p>MOLASSES. Black Strap... 30 Cuba Baking... 30 Porto Rico... 30 New Orleans, good... 24 " choice... 30 " fancy... 42</p> <p>One-half barrels, 3c extra. Muscatine, Barrels... 4 50 " Half barrels... 2 50 " Cases... 2 15 @ 2 25</p> <p>ROLLED OATS. Muscatine, Barrels... 4 50 " Half bbls... 3 50 " Cases... 2 15 @ 2 25</p> <p>OIL. Michigan Test... 9 1/2 Water White... 10 1/2</p> <p>PICKLES. Medium... 11 00 " 1/4 bbl... 6 00 Small, bbl... 11 00 " 1/2 bbl... 6 00</p> <p>PIES. Clay, No. 216... 1 75 " T. D. full count... 75 " Cob, No. 1... 1 25</p> <p>PRESERVES. E. J. Mason & Co.'s goods... 8</p> <p>RICE. Carolina head... 7 " No. 1... 6 1/2 " No. 2... 6 Japan, No. 1... 7 " No. 2... 6</p> <p>SNUFF. Scotch, in bladders... 37 Maccaboy, in jars... 35 French Rappee, in jars... 43</p> <p>SOAP. Detroit Soap Co.'s Brands. Superior... 3 30 Queen Anne... 3 85 German Family... 3 00 Mottled German... 2 70 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. Wisley's Brands. Happy Family... 2 95 Old Country... 3 30 Una, 100... 3 65 Bouncer, 100... 3 15</p> <p>SAL SODA. Kegs... 1 1/2 Granulated, boxes... 2</p> <p>SAPOLIO. Kitchen, 3 doz. in box... 2 50 Hand 3 " 2 50</p> <p>SOUPS. Snider's Tomato... 2 40</p> <p>SPICES—Whole. Allspice... 10 Cassia, China in mats... 8 " Batavia in bund... 15 " Saigon in rolls... 35 Cloves, Amboyina... 26 " Zanzibar... 26 Mace Batavia... 80 Nutmegs, fancy... 80 " No. 1... 75 " No. 2... 65 Pepper, Singapore, black... 16 " white... 26 " shot... 20</p> <p>SPICES—Ground—In Bulk. Allspice... 15 Cassia, Batavia... 20 " and Saigon... 42 " Saigon... 42 Cloves, Amboyina... 26 " Zanzibar... 20 Ginger, African... 12 1/2 " Cochin... 15 " Jamaica... 18 Mace Batavia... 90 Mustard, English... 25 " and Trie... 27 Nutmegs, No. 2... 80 Pepper, Singapore, black... 18 " white... 30 " Cayenne... 25</p> <p>SUGARS. Cut Loaf... 7 Cubes... 6 1/2 Powdered... 6 1/2 Standard Granulated... 6 1/2 Confectioners' A... 6 1/2 White Extra C... 5 1/2 Extra C... 5 1/2 Yellow... 4 1/2</p>	<p>SEEDS. Mixed bird... 4 1/2 @ 6 Caraway... 9 Canary... 3 1/2 Hemp... 3 1/2 Anise... 6 Rape... 6 Mustard... 7 1/2</p> <p>SALT. Common Fine per bbl... 90 @ 95 Solar Rock, 56 lb. sacks... 27 28 pocket... 1 90 60 " 2 00 100 " 2 25 Ashton bu. bags... 75 Higgins " 75 Warsaw " 75 Diamond Crystal, cases... 1 50 " 28-lb sacks... 25 " 56-lb " 50 " 60 pocket 2 25 " 28 " 2 10 " barrels 1 75</p> <p>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</p> <p>SYRUPS. Corn, barrels... 27 " one-half barrels... 23 Pure Sugar, bbl... 20 @ 35 " half barrel... 28 @ 37</p> <p>SWEET GOODS. Ginger Snaps... 8 Sugar Creams... 8 1/2 Frosted Creams... 8 Graham Crackers... 8 Oatmeal Crackers... 8</p> <p>SHOE POLISH. Jettine, 1 doz. in box... 75</p> <p>TEAS. JAPAN—Regular. Fair... 14 @ 16 Good... 16 @ 22 Choice... 24 @ 29 Choicest... 32 @ 38</p> <p>SUN CURED. Fair... 14 @ 15 Good... 16 @ 20 Choice... 24 @ 28 Choicest... 30 @ 33</p> <p>BASKET FIRED. Fair... 20 Good... 25 Choice... 30 Choicest... 35 Extra choice, wire leaf... 40</p> <p>GUNPOWDER. Common to fair... 25 @ 35 Extra fine to finest... 50 @ 65 Choicest fancy... 75 @ 85</p> <p>IMPERIAL. Common to fair... 20 @ 35 Superior to fine... 40 @ 50</p> <p>YOUNG HYSON. Common to fair... 18 @ 26 Superior to fine... 30 @ 40</p> <p>ENGLISH BREAKFAST. Fair... 25 @ 30 Choice... 30 @ 35 Best... 55 @ 65 Tea Dust... 8 @ 10</p> <p>OOLONG. Common to fair... 25 @ 30 Superior to fine... 30 @ 35 Fine to choicest... 55 @ 65</p>	<p>SODA. Boxes... 5 1/2 Kegs, English... 4 1/2</p> <p>TOBACCO—Fine Cut. D. Scotten & Co.'s Brands. Hiawatha... 63 Sweet Cuba... 36 Our Leader... 35</p> <p>TOBACCO—Plug. Jas. G. Butler & Co.'s Brands. Something Good... 38 Double Pedro... 35 Peach Pie... 36 Wedding Cake, blk... 35 " Tobacco... 37</p> <p>TOBACCO—Shorts. Our Leader... 15</p> <p>TOBACCO—Smoking. Our Leader... 16 Hector... 17 Plow Boy, 2 oz... 32 " 4 oz... 31 " 16 oz... 32</p> <p>VINEGAR. 40 gr... 6 1/2 50 gr... 7 1/2</p> <p>PAPER & WOODENWARE. PAPER. Curtiss & Co. quote as follows: " Light Weight... 150 " " " 180 " " " 200 " " " 220 " " " 240 " " " 260 " " " 280 " " " 300 " " " 320 " " " 340 " " " 360 " " " 380 " " " 400 " " " 420 " " " 440 " " " 460 " " " 480 " " " 500 " " " 520 " " " 540 " " " 560 " " " 580 " " " 600 " " " 620 " " " 640 " " " 660 " " " 680 " " " 700 " " " 720 " " " 740 " " " 760 " " " 780 " " " 800 " " " 820 " " " 840 " " " 860 " " " 880 " " " 900 " " " 920 " " " 940 " " " 960 " " " 980 " " " 1000 " " " 1020 " " " 1040 " " " 1060 " " " 1080 " " " 1100 " " " 1120 " " " 1140 " " " 1160 " " " 1180 " " " 1200 " " " 1220 " " " 1240 " " " 1260 " " " 1280 " " " 1300 " " " 1320 " " " 1340 " " " 1360 " " " 1380 " " " 1400 " " " 1420 " " " 1440 " " " 1460 " " " 1480 " " " 1500 " " " 1520 " " " 1540 " " " 1560 " " " 1580 " " " 1600 " " " 1620 " " " 1640 " " " 1660 " " " 1680 " " " 1700 " " " 1720 " " " 1740 " " " 1760 " " " 1780 " " " 1800 " " " 1820 " " " 1840 " " " 1860 " " " 1880 " " " 1900 " " " 1920 " " " 1940 " " " 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9240 " " " 9260 " " " 9280 " " " 9300 " " " 9320 " " " 9340 " " " 9360 " " " 9380 " " " 9400 " " " 9420 " " " 9440 " " " 9460 " " " 9480 " " " 9500 " " " 9520 " " " 9540 " " " 9560 " " " 9580 " " " 9600 " " " 9620 " " " 9640 " " " 9660 " " " 9680 " " " 9700 " " " 9720 " " " 9740 " " " 9760 " " " 9780 " " " 9800 " " " 9820 " " " 9840 " " " 9860 " " " 9880 " " " 9900 " " " 9920 " " " 9940 " " " 9960 " " " 9980 " " " 10000</p>	<p>FLOUR. Straight, in sacks... 4 60 " " barrels... 4 80 Patent " sacks... 5 60 " " barrels... 5 80</p> <p>RYE. No. 1... 43</p> <p>MILLSTUFFS. Bran... 14 00 Ships... 14 00 Screenings... 12 00 Middlings... 16 00 Mixed Feed... 20 00 Coarse meal... 20 00</p> <p>CORN. Small lots... 52 Car... 51</p> <p>OATS. Small lots... 40 Car... 38</p> <p>BARLEY. No. 1... 1 15 No. 2... 1 10</p> <p>HAY. No. 1... 10 00 No. 2... 9 00</p> <p>HIDES, PELTS and FURS. Perkins & Hess pay as follows: HIDES. Green... 5 @ 6 Part Cured... 6 1/2 @ 7 Full " 7 @ 7 1/2 Dry... 6 @ 8 Kips, green... 6 @ 6 " cured... 7 @ 7 1/2 Calfskins, green... 5 @ 7 " cured... 6 @ 8 Deacon skins... 10 @ 25 No. 2 hides 1/2 off.</p> <p>PELTS. Shearlings... 10 @ 25 Estimated wool, per lb 20 @ 25</p> <p>WOOL. Washed... 20 @ 28 Unwashed... 10 @ 20</p> <p>MISCELLANEOUS. Tallow... 3 @ 4 Grease butter... 1 @ 2 Switches... 1 1/2 @ 2 Ginseng... 2 00 @ 2 75</p> <p>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 Neatfoot... 52 @ 60 Hearns Oil... 40 @ 50 W Va Summer... 7 1/2 @ 12 " Medium Winter... 8 @ 12 15 Cold Test... 9 @ 13 Zero... 10 @ 14 Old Reliable Cylinder... 65 @ 65 600 Mecca... 50 @ 50 Anti-monopoly... 35 @ 40 Corliss Engine Oil... 18 @ 25 Golden Machine Oil... 18 @ 25 Mower and Reaper Oil... 25 @ 30 Castor Machine Oil... 25 @ 30 Boiled Linseed Oil... 63 @ 65 Michigan W W... 10 @ 10 Turpentine... 46 @ 51 Naphtha... 8 @ 12 Gasoline... 9 1/2 @ 14 Castor Oil, Pure... 1 20 @ 1 30 " Mineral... 30 @ 35 " Distilled... 1 10 @ 1 25</p>
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Manufacture of Compressed Yeast.

In a thesis presented to the School of Pharmacy of the University of Wisconsin, Alfred J. M. Lasche describes how compressed yeast is made in various parts of the United States. In regard to the preparation of the mash, it is stated that 3,130 pounds of ground corn are mixed with 4,500 gallons of water. This mixture is heated to 190 degrees Fahr. (to swell the starch, and thereby facilitate its inversion) and subsequently cooled to 154 degrees Fahr., then 1,920 pounds of ground rye and 550 pounds of ground malt are added, the malt being specially employed for the amount of diastase it contains, and is indispensable in the converting process. This mixture is then allowed to stand one hour, and is finally cooled to 80 degrees Fahr. The proportions of the different grains are, of course, largely a matter of opinion, and the various yeast manufacturers have different working formulas.

When the mash has cooled to 80 degrees Fahr., it is drawn off into another tub, and one gallon of concentrated sulphuric acid is added, in order to dissolve all remaining starch, dextrin and glutinous matter, and to convert them into grape sugar. Finally, a quantity of compressed yeast is added to start the fermentation. This yeast settles to the bottom of the tub, but as soon as fermentation has started (usually in half an hour), and carbonic acid is being generated, the current of the latter gradually carries the yeast to the top of the liquid. It remains there, covered by a layer of the chaffy parts of the grain, until the yeast has accumulated in a sufficiently large quantity, and the current of carbonic acid has become strong enough, when it eventually breaks this film of chaffy particles, and collects on top of it in the form of foam. This goes on until all the nutritive matter has been assimilated. The foam, containing all the yeast, rises about two feet above the top of the liquid, dependent on the size of the tub, and when no more effervescence is noticeable, fermentation is complete.

Immediately after fermentation has ceased, the foam is drawn off by means of troughs, and run, together with a fresh supply of water, into a revolving, six-sided and declining cylinder, lined with a sufficiently fine strainer. During this step of the process nearly all the chaffy remnants of the grain are separated, and the liquid, containing the yeast plant in suspension, is allowed to flow into a basin, whence, by means of a trough, it finally flows into a large tub.

The product in this tub is prevented from further fermentation by the addition of a sufficient quantity of ice. The yeast is now allowed to settle, the supernatant liquid drawn off and the residue repeatedly washed to free it from all mechanical impurities.

When sufficiently cleansed, it is run into a press by means of a steam pump. The press is constructed of a column of iron frames, both sides of each frame being covered with a very fine straining cloth, and all the parts fitting tightly into each other. The yeast having been pumped into such a press, the water is separated from it by means of the strainer, and carried off through a waste pipe.

The yeast, now compressed, is taken out in the form of large cakes, and in this condition it is brought into commerce.

The Trouble with the Japanese Stores.

The worst thing about Japanese stores, in the opinion of a woman, is the cheapness of many of the articles which may be bought there. "In the first place," she says, "there are so many inexpensive things that one finds herself beyond her depth before she knows it. She buys and buys on all sides and becomes so warmed up over her bargains that she thinks that she can afford to get something a little more expensive. Now, when you get into the costly part of a Japanese store there is no place where you can spend more money. That's the mischief of it. You are led into wild purchases that you never dreamed of. When I come out of such a store I feel that a trap has been laid for me, and that I have blindly walked into it."

A SCIENTIFIC TEST.



THEPURE ahead of all.

The *New England Grocer* recently decided to test the statement of the Royal Baking Powder Co., that their powder would "retain its full leavening power until used," while "other brands lose their strength quickly after the can is once opened."

The publisher of the *Grocer* employed Dr. Bennett F. Davenport, a prominent analytical chemist of Boston and analyst for the State of Massachusetts, to make an examination of the three leading cream of tartar baking powders—Royal, Cleveland's and THEPURE.

The result is as follows:

OFFICE OF DR. BENNETT F. DAVENPORT, ANALYTICAL CHEMIST, }
161 TREMONT STREET, BOSTON, MASS., June 12, 1890. }

This is to certify that at the request of the *New England Grocer* I purchased in open market, May 22, 1890, fresh, original, unopened cans of the Royal, Cleveland's and Thepure Baking Powder, and have carefully tested them as to the claims of the Royal that theirs "will retain its full leavening power until used," while some other brands "lose their strength quickly after the can is once opened."

When first opened THEPURE was found to be the strongest, yielding 8.33 per cent. more leavening gas than the Royal, and 3.62 per cent. more than Cleveland's. The open cans were then under one bell glass exposed to light and air in my office window, and at intervals of one, two and three weeks retested, and found to still rank in the same order. At the last test, however, THEPURE was 13.39 per cent. stronger than the Royal, and 2.92 per cent. stronger than Cleveland's.

Respectfully submitted, BENNETT F. DAVENPORT.

I have made a careful examination of THEPURE Baking Powder and found it to be composed only of a very pure grape cream tartar and soda bicarbonate, compounded in the right proportions to yield the greatest volume of gas, mixed with sufficient fine wheat flour to prevent caking. It yields 14.1 per cent. by weight of leavening gas, and an ounce of it, if tested at the temperature of the interior of a baking loaf (212 deg. F.), would yield 170.61 cubic inches of gas.

Respectfully submitted, BENNETT F. DAVENPORT.

The amount of leavening gas (the most important indication of the efficiency of Baking Powder as an aerating agent) as shown by the Government test of Royal, which they make so much fuss about, is 12.74, while Cleveland's is 12.58, and Dr. Price's 11.13 only, as against THEPURE 14.1 above. Comment is unnecessary.

Respectfully, etc.,

THEPURE Baking Powder Company,
ALBANY, N. Y.

Manufacturers of the purest and best baking powder in the world and the only baking powder company that tries to pursue a "live and let live" policy and insure both wholesale and retail distributors a fair compensation for their services.

[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.

HIRTH & KRAUSE,

HEADQUARTERS FOR

Russett Shoe Polish, Buttons, Laces,

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

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.

FIT FOR
A Gentleman's
Table:

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

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.
Armadah—C. J. Cudworth.
Assyria—J. W. Abbey.
Bainfield—Andrew Brezee.
Bay City—Frank Rosman & Co.
Belding—Lightstone Bros., Weter & Wise.
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.
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.
Chippewa Lake—G. A. Goodsell & Co.
Clio—John W. Hurd.
Coldwater—J. D. Benjamin.
Conklin—Wilson McWilliams.
Cook's Corners—W. H. Hanks.
Coral—J. S. Newell & Co.
Dansville—Levi Geer.
Deerfield—Henry W. Burghardt.
Dorr—Frank Sommer.
Dowling—Rice & Webster.
Eaton Rapids—H. Kositchek & 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. W. Riegler.
Gladwin—John Graham, J. D. Sanford, Jas.
Croskey.
Gowan—Rasmus Neilson.
Grand Haven—N. J. Braudry & Co.
Grand Junction—Adam Crouse.
Grand Ledge—Geo. Coryell.
Grand Rapids—Joseph Berles, A. Wilzinski,
Brown & Sehler, Houseman, Donnally & Jones,
Ed Struensee, Wasson & Lamb, Chas. Fettersch,
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.
Howard City—O. J. Knapp, Herold Bros., C. E.
Pelton.
Hubbardston—M. H. Chahalan.
Hudson—Henry C. Hall.
Inlay City—Cohn Bros., Wyckoff & Co., C. J.
Buck, E. E. Palmer.
Ionia—H. Silver.
Jackson—Hall & Rowan.
Jenisonville—L. & L. Jenison (mill only).
Jones—R. C. Sloan.
Kalamo—L. R. Cessna.
Kent City—M. L. Whitney.
Kewadin—J. Anderson.
Kingsley—E. Wincomb.
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—J. McCrae.
Mancelona—J. L. Farnham.
Manton—Mrs. E. Liddle.
Maple City—A. & O. Brow.
Marshall—W. E. Bosley, S. V. R. Lepper & Son.
Mason—Marcus Gregory.
Mecosta—J. Netzorg.
Mecosta—Robert D. Parks.
Milan—C. C. (Mrs. H. S.) Knight, Chas. Gaunt-
lett, James Gauntlett, Jr.
Millbrook—Bendelson.
Millington—Chas. H. Valentine.
Minden City—J. Springer & Co.
Monroe Center—Geo. H. Wightman.
Morley—Henry Stroepe.
Mt. Morris—F. H. Cowles.
Mt. Pleasant—Thos. McNamara.
Nashville—H. M. Lee.
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—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 Otis.
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. Palne.
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.
ank Springs—T. Thurston.

Cheaper Merchandise Postage.

From the California Grocer.

Some, if not a majority, of the farm-
ers' organizations of the country favor a
parcels post system, or a cheapening of
the rates on merchandise. Already many
petitions have been sent to Congress by
grangers, asking for a reduction of the
rates on seeds, bulbs and other merchan-
dise to less than half the present cost—
16 cents per pound. Every move which
brings competing markets into closer
communication with the consumer means
so much more loss to retail dealers in
small communities, and a parcels post
system would work like a charm in be-
half of the great stores of Eastern cities
whose price lists, circulars and cata-
logues are distributed by the million
among farmers and residents of the
smaller towns of the country. If it
comes to a direct fight for business be-
tween a retail dealer who is dependent
upon home support, and these great ag-
gregations of stock and capital at com-
mercial centers, it is plainly obvious that
the former must suffer; and to the direct
gain of the outside house, would be the
introduction of cheap postage on merchan-
dise. It is not in the line of pro-
moting the interests of the retail trade
of the country, this agitation for its es-
tablishment, and the poorest argument
that has yet been offered by the friends
of the system is the citing of its success-
ful operation in England and on the Con-
tinent. In the former country, the retail
grocery and general store business is
largely in the hands of co-operative in-
stitutions; those who are engaged in busi-
ness as private individuals are not by
any means as prosperous as their Ameri-
can brethren.

Something More than Wealth.

Wealth and all that it implies cannot
be an efficient substitute for those higher
tendencies which expand the mind while
subduing the passions, which teach the
inferiority of pursuits and desires
beyond the narrow space of physical
existence, which lead to the doctrine of
human brotherhood a meaning and a
force it cannot derive from mere philo-
sophy, and which afford a compensation
for the trials of circumstance and con-
dition, in giving to those who follow them
a contentment independent of fortune
and a hope beyond the reach of human
vicissitude.

Cutting on Patents.

The drug war that has been on so long
in Huntsville, Ala., has been brought to
a close. The druggists grew tired of
losing money, and all agreed to restore
old prices, and all differences have been
amicably settled. For nearly nine months
the war was fierce and hot, and hundreds
of dollars were lost that might have been
made; nearly everything was sold at
cost, but now the druggists have signed
a paper to restore prices, and it is be-
lieved all will keep to the agreement, as
they have had enough of cut rates.

Crockery & Glassware

LAMP BURNERS.		
No. 0 Sun	40	
No. 1 "	45	
No. 2 "	60	
Tubular	75	
LAMP CHIMNEYS.—Per box		
6 doz. In box		
No. 0 Sun	1 75	
No. 1 "	1 88	
No. 2 "	2 70	
First quality.		
No. 0 Sun, crimp top	2 25	
No. 1 "	2 40	
No. 2 "	3 40	
XXX Flint.		
No. 0 Sun, crimp top	2 60	
No. 1 "	2 80	
No. 2 "	3 80	
Pearl top.		
No. 1 Sun, wrapped and labeled	3 70	
No. 2 "	4 70	
No. 2 Hinge, " " "	4 70	
La Bastie.		
No. 1 Sun, plain bulb, per doz.	1 25	
No. 2 "	1 50	
No. 1 crimp, per doz.	1 35	
No. 2 "	1 60	
STONEWARE.—AKRON.		
Butter Crocks, per gal.	06 1/4	
Jugs, 1/2 gal., per doz.	75	
" 1 " "	90	
" 2 " "	1 80	
Milk Pans, 1/2 gal., per doz. (glazed 66c)	65	
" 1 " "	78	
FRUIT JARS.		
Mason's, Boyd's or Rowley's caps.		
Pints.	\$ 7 50	
Quarts.	8 00	
Half-gallons.	11 00	
Above quotations are f. o. b.		

TIME TABLES.

Grand Rapids & Indiana.

In effect June 22, 1890.

TRAINS GOING NORTH.

Leave.	Arrive.
Big Rapids & Saginaw.....	6:55 a.m.
Traverse City & Mackinaw.....	7:25 a.m.
Traverse City & Mackinaw.....	9:15 a.m.
Traverse City & Saginaw.....	11:30 p.m.
Mackinaw City.....	10:30 p.m.
Train leaving at 10:30 p.m., runs daily, Sunday in- cluded. Other trains daily except Sunday.	
GOING SOUTH.	
Cincinnati Express.....	6:00 a.m.
Fort Wayne & Chicago.....	10:15 a.m.
Cincinnati Express.....	5:40 p.m.
Sturgis & Chicago.....	11:30 p.m.
From Big Rapids & Saginaw.....	11:50 a.m.
Train leaving for Cincinnati at 6 p.m., runs daily, Sundays included. Other trains daily except Sunday.	
Sleeping and Parlor Car Service: North—7:25 a.m. and 10:30 p.m. trains have Wagner sleeping and parlor cars to Petoskey and Mackinaw City. 11:30 a.m. train parlor chair cars to Mackinaw City. South—6:30 a.m. train has parlor chair car and 6 p.m. train sleeping car for Cincinnati; 11:30 p.m. train, Wagner sleeping car for Chicago via Kalamazoo.	

Muskegon, Grand Rapids & Indiana.

Leave.	Arrive.
7:00 a.m.	10:10 a.m.
11:20 a.m.	3:45 p.m.
5:40 p.m.	8:45 p.m.
Leaving time at Bridge street depot 7 minutes later.	
Through tickets and full information can be had by calling upon A. Almqvist, 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.....	12:25 p.m.	1:30 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.

Leaves.	Arrives.
*Detroit Express.....	6:45 a.m.
*Through Mail.....	10:10 a.m.
*Evening Express.....	8:35 p.m.
*Night Express.....	9:50 p.m.
*Daily, Sundays excepted. *Daily.	
Detroit Express leaving 6:50 a.m. has Wagner parlor and buffet car attached, and Evening Express leaving 3:45 p.m. has parlor car attached. These trains make direct connection in Detroit for all points East.	
Express leaving at 10:55 p.m. has Wagner sleeping car to Detroit, arriving in Detroit at 7:30 a.m.	
Steamboat Express makes direct connection a Grand Haven with steamboat for Milwaukee. tickets and sleeping car berths secured at D. G. H. & M. Ry. offices, 28 Monroe St., and at the depot. Jas. CAMPBELL, City Passenger Agent. Jno. W. Loup, Traffic Manager, Detroit.	

Toledo, Ann Arbor & Northern.

For Toledo and all points South and East, take
the Toledo, Ann Arbor & North Michigan Rail-
way 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, Cin-
cinnati, Pittsburg, Creston, Orville and all promi-
nent points on connecting lines.

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

CHICAGO & WEST MICHIGAN.

DEPART.	Arrives.
Mail and Express for Big Rapids, Lud- ington, Manistee & Traverse City.....	*7:30 a.m.
Express for Chicago and Muskegon.....	*9:00 a.m.
Fast Mail for Chicago.....	*11:00 a.m.
Express for Muskegon and Hart.....	*5:45 p.m.
Night Express for Chicago.....	*11:30 p.m.
Night Express for Indianapolis.....	*11:35 p.m.
Mail for Big Rapids, Manistee and Traverse City.....	*5:05 p.m.
Ex. for Grand Haven & Muskegon.....	*8:40 p.m.

ARRIVE.

DEPART.	Arrives.
Night Express from Chicago.....	*6:30 a.m.
Night Express from Indianapolis.....	*6:30 a.m.
Ex. from Muskegon, Hart & Pentwater.....	*10:45 a.m.
Express from Big Rapids, Baldwin and Traverse City.....	*12:35 p.m.
Mail from Chicago and Muskegon.....	*3:55 p.m.
Express from Grand Haven.....	*5:50 p.m.
Fast Express from Chicago.....	*10:15 p.m.
Ex. from Muskegon and Pentwater.....	*5:50 p.m.
Ex. from Baldwin and Traverse City.....	*4:50 p.m.
Express from Traverse City.....	*11:30 p.m.
*Daily. *Daily except Sunday. *Daily except Saturday.	

Through chair car for Chicago on 9:00 a.m.
train; no extra charge for seats. Trains leaving
Grand Rapids at 1:00 p.m. and 11:35 p.m. run
through to Chicago solid. Through sleeping
cars between Grand Rapids and Chicago on
night express trains. Through combination
sleeping and chair car between Grand Rapids
and Indianapolis on night express trains.
Through sleeper between Chicago and Traver-
se City; leaves Chicago 4:10 p.m., except Sun-
day; Grand Rapids, 11:30 p.m.; arrives in Traver-
se City at 6 a.m. Leaves Traverse City at 6:15
p.m., except Saturday; arrives in Grand Rapids
at 11:30 p.m.; Chicago 7:05 a.m.
Rail and water route between Grand Rapids
and Chicago via St. Joseph and Graham & Mor-
ton's new palace steamers, City of Chicago and
Puritan.

Leave Grand Rapids 1:00 p.m. arrive in Chi-
cago 8:30 p.m. Leave Chicago 9:00 p.m. arrive
Grand Rapids 6:30 a.m. The 5:05 p.m. train has
through parlor car from Detroit to Manistee.

DETROIT, LANSING & NORTHERN.

DEPART.	Arrives.
Express for Saginaw and Bay City.....	*6:55 a.m.
Mail for Lansing, Detroit and.....	*7:25 a.m.
Express for Lansing, Detroit and East.....	*11:00 p.m.
Mail for Alma, St. Louis and Saginaw.....	*4:10 p.m.
Fast Ex. for Detroit, New York, Boston.....	*6:25 p.m.

ARRIVE.

DEPART.	Arrives.
Mail from Lansing and Bay City.....	*11:50 a.m.
Mail from Lansing, Detroit and East.....	*12:05 a.m.
Fast Express from Lansing and East.....	*5:45 p.m.
Express from Lansing and Detroit.....	*9:50 p.m.
Ex. from Saginaw, St. Louis and Alma.....	*10:50 p.m.
*Daily. *Daily except Sunday.	
The shortest line to Detroit and the East. Elegant parlor cars between Detroit and Grand Rapids.	
GRAND RAPIDS AND REED'S LAKE TIME TABLE.	
Daily trains leave at 1:30, 2:30, 3:30, 4:30, 5:30, 6:30, 7:30, 8:30, 9:30, 10:30, 11:30 a.m. and 1:30, 2:30, 3:30, 4:30, 5:30, 6:30, 7:30, 8:30, 9:30, 10:30 p.m. Sunday trains—2:30, 3:30, 4:30, 5:30, 6:30 p.m. For tickets and information.	
W. M. A. GAVETT, Acting Gen. Pass. Agt.	

MICHIGAN CENTRAL

"The Niagara Falls Route."

DEPART.	ARRIVE.
Detroit Express.....	7:20 a.m.
Mixed.....	6:30 a.m.
Day Express.....	5:00 p.m.
*Atlantic & Pacific Express.....	11:55 a.m.
New York Express.....	6:00 a.m.
*Daily.	5:40 p.m.
All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit. Parlor cars run on Day Express and Grand Rapid Express to and from Detroit. FRED M. BRIGGS, Gen'l Agent, 55 Monroe St. G. S. HAWKINS, Ticket Agent, Union Depot. Geo. W. MUNSON, Union Ticket Office, 67 Monroe St. O. W. RWGLES, G. P. & T. Agent, Chicago.	

CUTS for BOOM EDITIONS
—OR—
PAMPHLETS.

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

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.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker
AND Jeweler,

44 CANAL ST.,

Grand Rapids - Mich.

BEFORE BUYING GRATES
Get Circular and Testimonials. Sent 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-Fdy.
ELECTROTYPERS
Stereotypers
Photo & Zinc Engraving
ALSO LEADS SAWS, BRASS RULE
WOOD & METAL FURNITURE
BOX WOOD
MAPLE. ELECT GRAND RAPIDS MICH.

Fun with a Drummer.

From the Toledo Blade.

"I had a funny experience recently," said a traveling man for a large city firm. "It was in a little town in Indiana, and quite a number of traveling men were at the hotel. There was one who didn't assimilate with the 'gang,' and who had made himself rather obnoxious to one or two, so we proceeded to have some fun with him. Two of us asked him to drink, and another had placed in a little saucer on the bar some chlorate of potash tablets. After my friend had taken his liquor he picked up one of the tablets and put it in his mouth. This objectionable fellow picked up two and began chewing them up. My friend waited a minute, and then turning to the proprietor of the hotel, who was acting as bar-tender, said:

"By Jove! that's nasty. What is it?"

"You didn't take one of those things, did you?" asked the proprietor, who was in the joke.

"Why, yes," was the reply. "What of it?"

"My heaven! that's rat poison."

"Well, my friend immediately threw his tablet away, and turning to the man on whom the joke was to be played, said: 'Did you eat those you took?'"

"Yes, I did," he replied, faintly, for he had heard the previous conversation. "Then you're poisoned!" we both ejaculated at once.

"Then came our fun. We gave that fellow ipecac—there was a drummer for a drug house in the party—wine of antimony, squills, milk, strong coffee and several other things, and kept him walking up and down in front of the hotel until two o'clock in the morning. Then we told him that the effect of the poison had probably worn off, and we let him go to bed. He was very badly scared, however, and he got out of town by the first train in the morning.

Suggestions to Business Men.

In your dealings with the world, avoid anything like juggling dexterity. The proper use of dexterity is to prevent your being circumvented by the cunning of others. It should not be aggressive. Because somebody tries to swindle you, you should not try to swindle anybody else.

Concessions and compromises form a large and very important part of our dealings with others. Concessions must be looked upon as distinct defeats and you must expect no gratitude for them.

Delay is, in some instances, to be adopted advisedly. It sometimes brings a person to reason when nothing else could—when his mind is so occupied with one idea that he completely over-estimates its relative importance.

A good man of business is very watchful, over both himself and others, to prevent things being carried against his sense of right. After a matter has been much discussed, whether to the purpose or not, there comes a time when all parties are anxious that it should be settled; and then there is some danger of the handiest way of getting rid of the matter being taken for the best.

Repentance Column.

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

Aurelius—John D. Swart.
Belding—L. S. Roell.
Bellaire—Schoolcraft & Nash.
Big Rapids—Verity & Co.
Blanchard—L. D. Wait.
Bridgeton—Geo. H. Rainouard.
Carlton Center—J. N. Covert.
Casnovia—John E. Parcell.
Cedar Springs—L. A. Gardiner.
Chapin—J. I. Vanderhoof.
Charlotte—C. P. Lock.
Chester—B. C. Smith.
Clam River—Andrew Anderson.
Clio—Nixon & Hubbell.
Cloverdale—Geo. Mosher.
Coopersville—W. D. Reynolds & Co.
Dimondale—Elias Underhill.
Dushville—G. O. Adams.
Eaton Rapids—E. F. Knapp, G. W. Webster.
Fork Center—D. Palmer & Co.
Fremont—J. B. Ketchum, W. Harmon, Boone & Pearson.
Grand Ledge—A. J. Halsted & Son, F. O. Lord.
Grand Rapids—F. W. Wurzburg, Van Driele & Kotvis, John Cordes, Huntley Russell.
Harvard—Ward Bros.
Hastings—J. G. Runyan.
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.
Manton—A. Curtis.
Maple Rapids—L. S. Aldrich.
Marshall—John Fletcher, John Butler, Charles Fletcher.
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.
North Dorr—John Hornrich.
Olivet—F. H. Gage.
Otisco—G. V. Snyder & Co.
Pottersville—F. D. Lamb & Co.
Ravenna—R. D. Wheeler.
Reed City—J. M. Cadzow.
Richmond—Knight & Cudworth.
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.

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.



SEND FOR PRICE LIST.

Holdfasts.

An appliance to prevent Ladies' and Misses' Rubbers from slipping off from the shoe. The neatest and best device ever invented for the purpose. Do not fail to try the men's Lycoming, Pa., Stocking Rubber. It is the King of all Stocking Rubbers made. Both only manufactured by the Lycoming Rubber Co. For sale by G. H. REEDER, Grand Rapids.

RINDGE, BERTSCH & CO.,

TO THE TRADE:

Ask our salesman to show you our factory line of Women's Shoes, at the reduced price, in Milwaukee Oil Grain and Satin Calf—the best shoe on earth for wear—to sell for \$2. We also make the same lines in Misses' and Children's, at prices in proportion. And see our new lines of Boys' and Youths' shoes; they are corkers for the money.

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.

El. Puritano Cigar.

**The Finest 10 Cent Cigar
ON EARTH**

MANUFACTURED BY

**DILWORTH BROTHERS,
PITTSBURGH.**

TRADE SUPPLIED BY

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



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

AND JOBBER IN FOREIGN AND DOMESTIC FRUITS.

412 SOUTH DIVISION ST.

TELEPHONE 92-3R.

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

FERMENTUM,

THE ONLY RELIABLE COMPRESSED YEAST.

L. WINTERNITZ, Agent, 106 Kent St., Grand Rapids.

FERMENTUM is the only compressed yeast which has maintained its strength during the hot weather. Grocers and bakers having trouble with inferior yeasts, can be assured of good results with FERMENTUM.

I HAVE EXCEPTIONAL FACILITIES FOR HANDLING THE TRADE OUTSIDE THE CITY, a Special Wagon Delivering Orders to the Early Morning Trains. Send for samples and you will be convinced of the superiority of "FERMENTUM" over all other brands of yeast.