

Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, AUGUST 13, 1890.

NO. 360.

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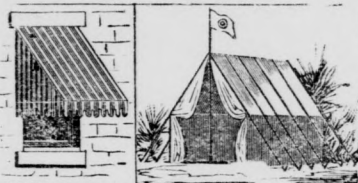
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ness, Location, Buying, Selling, Credit, Adver-
tising, Account Keeping, Partnerships, etc. Of
great interest to every one in trade. \$1.50.

THE TRADESMAN COMPANY,
Grand Rapids.

LIFE OF A CITY CLERK.

"I'm only a city clerk;
Salary, five hundred a year,
The worst of my labors I shirk,
And the airs I put on—oh dear!"

"I take my dinner at Blank street,
Where there's no one thirsting for 'fray,
And when on the street my tailor I meet,
My hair, why, it almost turns gray."

"I put on the airs of a banker,
Except at my boarding house;
For doing it there I don't hanker,
For I'm not as much there as a mouse."

"The reason, I owe my landlady
For board of five weeks or more.
Her name, they call her Sadie,
And she'll soon fire me out of the door."

"For two years I had been a farm hand.
On a farm it is dreadfully slow,
And now I belong to a brass band,
I'm a dude from the word 'go.'"

"My name was August Smith
When first to the city I came.
Now it's Gustus De Smythe,
But truly, what's in a name?"

"And when all my creditors troublesome get,
And send notices—'Please for to pay,'
I'll 'get up and get' on the quiet, you bet,
And quietly go far away."

MIKEY PHILLIPS.

Owosso, August, 1890.

Count the Cost.

It is a curious fact that the pharmacist
is frequently called upon to answer the
question: "Would you advise me to have
my son learn the drug business?" It is
much to be regretted that parents should
have so little knowledge of a son's dis-
position, or tendency, as to feel the ne-
cessity of seeking advice from the phar-
macist whose opinion in the matter must
be in a great measure governed by the
general appearance and make-up of the
boy.

In the eyes of the pharmacist, as a
rule, a bright, intelligent face, together
with neatness of person, is sufficient to
recommend him at once as a promising
follower of Esculapius, and he is entered
upon a life of drudgery, the disadvan-
tages of which he realizes too late.

Taken at an age before an aptitude for
any particular vocation has developed
itself, he is sacrificed by prevailing ideas,
which are as erroneous as they are com-
mon, to a business for which he may pos-
sess as little fitness as he has liking for it;
once in, however, there he is destined to
remain. Should he in the course of
time express an aversion for it, this is
willfully attributed to indolence, and he
is either compelled to remain, or is in-
duced to do so, by an assurance of the
brilliant future that awaits him, and the
fabulous profits that will be his when he
becomes a proprietor. Stimulated by
these and other similar delusions, he
goes on from apprentice to clerk, and it
is in this capacity, condemned to work
from fourteen to sixteen hours a day,
that the injustice under which he must
labor is made more fully apparent to
him. He is debarred from social pleas-
ures, and becomes in consequence mor-
bid and irritable; this constant applica-
tion to business, however, is considered
by his friends as an advantage rather
than a detriment, as he is thereby pre-
vented from spending his evenings at
questionable places of amusement, and
is enabled to save the money that would
be spent had he more time at his dis-
posal. The few leisure moments that
fall to his lot during the day must not be
wasted in the perusal of some pleasing
literature, but are the golden oppor-
tunities that must be utilized in prepar-
ing himself for examination before the
Board of Pharmacy. He is, however,
permitted one evening a week in which
to discharge his social obligations, at-
tend to his religious duties, visit his
friends, and otherwise enjoy himself;
and so it goes from one year's end to
another, until he succeeds in starting
business for himself, only to find that he
is more than ever a slave; as before he

served but one master, now he serves
many—he is a slave to the public.

Is this an exaggerated view of the av-
erage pharmacist's life? I think not.
How many men, who have spent their
years in the drug business, have not
wished many times they had been placed
at something else when they were too
young to decide for themselves? How
often has his soul cried out against a fate
that compels the sacrifice of his own in-
terests to shield some blundering phy-
sician from public condemnation? How
often in his heart has he rebelled against
the injustice of an exacting public, that
shows him neither consideration or
mercy, only to realize that he must stifle
these natural impulses, the utterance of
which would be his ruin, until, broken
down in health and cowed in spirit, he
thinks God that he is permitted to live?

In view of this, let the pharmacist
hesitate in giving advice which fre-
quently results in such disastrous con-
sequences.

GEO. L. FUNNELL.

He Wasn't Extravagant.

From the St. Paul Pioneer Press.

Cautious people are sometimes too
cautious. The story of a man who con-
sidered seriously for a week whether it
would be wise for him to pay \$500 for a
lot, and, after deciding in the affirmative,
learned from the real estate man in a
more careful conversation that it was
\$500 per front foot, is a case in point.

A few days ago a stranger while pas-
sing a haberdasher's store was attracted
by a display of shirts, which were further
distinguished by a placard on which was
printed the legend: "These are 75
cents." It happened that in the same
case were a few silk umbrellas, which
command about \$6 each on a pleasant
day, with a slight tendency to rise if
clouds gather. The pedestrian gazed
long and earnestly into the window; then
he wandered away, only to return soon
and gaze again. This was repeated sev-
eral times. Finally he entered the store
and asked to look at the umbrellas. One
was brought out and he opened and ex-
amined it with the utmost care. It
seemed to suit him exactly and he turned
to the proprietor and remarked: "I'll
give you an even sixty cents for it." The
proprietor evidently didn't think he un-
derstood aright, for he leaned forward
and said: "What?" The stranger again
informed him, "I'll give you an even
sixty cents for the umbrella." The pro-
prietor was dazed. The he began to re-
cover.

"How much do you think it costs?"
he inquired.

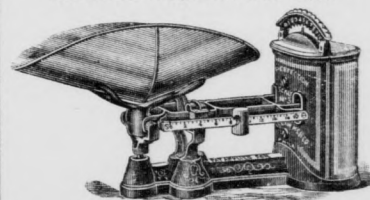
"Seventy-five cents."

"And you have been debating all this
time whether you would give that
amount for a silk umbrella?"

The stranger said he had.

The proprietor led him gently but
firmly to the door. "My friend," he said
tenderly, "you are too far from home and
you'd better scoot before some hungry
car-horse gets a chance to nibble at you
and makes a funeral of you before the
mistake is discovered."

Perfection Scale.
The Latest Improved and Best.



Does Not Require Down Weight.

Will Soon Save Its Cost on any Counter.
For sale by leading wholesale grocers.

A TRAGEDY OF ERRORS.

It was after Mrs. Jeffries, still a young and pretty woman, was dressed for dinner, and sitting at the window with her embroidery, that she saw a messenger-boy crawl up the street, stop to throw a stone at another boy, and finally ring her door-bell.

A moment after this, Bella, the "upstairs girl," brought her a note. It was from her friend Edwina Jones, familiarly Ned, who had come from afar to pay her a visit, and, being timorous, had decided to wait at the depot until she came to meet her. There was no time to lose. Mrs. Jeffries gave a few directions to her cook, and hurried away.

Half an hour after she had gone, Mr. Jeffries returned home and let himself in with his latch-key, wondering that his wife did not come to meet him.

Mr. Jeffries had been a very jealous man before he married. He confessed it. He would not permit any one to pay the least attention to his Emma Jane. Even cousins of the first degree made him suffer pangs of grief unknown, when they called on Sunday afternoons, and an uncle, who was unusually young for that relationship, while as yet unknown, had driven him to the most serious thoughts of suicide; for Emma Jane had kissed him in the front hall.

"Do you really think, Jefferson Jeffries, that I can endure such conduct?" his Emma Jane had remarked. "Is it possible that any one can put up with being followed around like that, and stared at like that? Do you think I will?" and then she had given him back his ring, and he had ground it under foot.

However, he bought her another in a month or so, and they made it up and married; and Mr. Jeffries, warned by the past, had behaved himself very well, indeed, and he had never yet been jealous of his wife, when one afternoon in August he came home early to dinner, and found her "gone out."

"Bella, did she say where she was going?" asked Mr. Jeffries.

"No, sir," said Bella. "She gave out the things for dessert, and went out in a hurry like, in her best things, just after she got a note loike, brought by a boy dressed like a tallygraph."

"Ah!" said Mr. Jeffries. "I trust her mother is not ill. It really seems as though something must have happened."

He went upstairs when he had said this, and looked about him for the message, which, doubtless, she had left lying somewhere. He could see none. He opened the drawer in which Emma Jane kept her trifles of lace and ribbon and quilled muslin, and still saw nothing. But glancing into the waste-paper basket, he discovered a twisted paper, and, as it was the last of the little heap, picked it out and unfolded it.

Spreading out the wrinkles, he put his glasses on his nose, and read. And as he read, his cheek grew pale, for these were the words:

"DEAREST EMMA JANE—Meet me on the New York side of Twenty-third street ferry. I long to see you, after our long parting. Yours very, very fondly, NED."

"Ned!" ejaculated Mr. Jeffries; "Ned!" He ground his teeth and clenched his fists. He could have howled with rage, but for the proprieties which we generally observe in our greatest agonies. This was the end of it all, then; Emma Jane had gone to meet her old beau. Old or new, who could tell? A lover, anyhow. He tried to be calm; but he could not believe himself mistaken. He knew her brother and cousins and uncles well. They were Peter, Paul, William, Elias, Samuel and James. Even her father, who would not have signed his first name, was Adoniram. There was no way out of it.

"No end but one," thought Mr. Jeffries, as he sought for the pistol generally kept on hand for possible burglars. "I must follow them, find them, shoot him first, her next, and myself last. No one shall know why; but the traitress will know as she dies!"

He put the pistol in his pocket, crowded his hat over his eyes, and rushed out of the door. A Twenty-third street car was passing; he jumped into it and retired into a corner, folding his arms.

"Fare!" cried the driver. Mr. Jeffries mechanically deposited something in the box, and sank into his seat and a black study again. A volley of shocking reproaches from the driver aroused him. He found the passengers glaring at him.

"I've had this trick played on me before," cried the driver through the door. "You're a nice one, ain't you, at your age, to put a coat-button into the box!"

Mr. Jeffries received the remark without an answer, and repaired his error by putting a quarter into the same aperture into which he had dropped the button.

"My belief is you are crazy," remarked the driver.

"Ach, yes!" responded an old Hebrew lady, shaking her head.

Mr. Jeffries only groaned. What was silver to him? He rode on, the object of much comment.

Shortly after, a friend entered the car. He was a man of jovial disposition, and, as he said, fond of his joke. After nodding and smiling in vain, he be-thought himself to poke Mr. Jeffries in the ribs with the immense knob on the handle of his umbrella. Taking the passengers into his confidence by a knowing wink, he stole forward and perpetrated his joke.

The "punch" was a hard one; the result an explosion. If any one had tried to fire the pistol in that manner he would have failed. Accidentally, Mr. Joblings had done it.

Mr. Jeffries gave a groan, started up, and fell forward on his face, blood trickling over his stocking. The car was stopped, and policemen carried Mr. Jeffries into a drug store. The penitent Joblings was in custody, having voluntarily delivered himself over to justice. The wound was not, perhaps, a dangerous one, but Jeffries remained unconscious. Joblings accompanied him to his home in a cab, and having told the tale in a court of justice, was permitted to go free on his own bail. And just as Jefferson Jeffries opened his eyes, his Emma Jane arrived at her door in a cab, with a trunk fastened on behind marked "E. J.," and a young lady within in a plum-colored cloth traveling suit.

"My dear, dear Jeffy hurt?" cried the poor wife, as Bella told the tale. "Oh, let me go to him!"

Away she rushed up the stairs to the bed-room above and bent over her husband's pillow.

"Jeffy, dear!" she sobbed; but, to her consternation, Jefferson opened his eyes, looked at her, and said:

"Leave me, woman!"

"It isn't a woman. It is your own Emmy," sighed Mrs. Jeffries.

"Take her away!" said Jefferson.

"Is he delirious, doctor?" asked poor Emma Jane, trembling.

"No, madam!" replied that gentleman, gravely.

"Then, what does this mean?" asked the poor woman.

"Madam," replied the doctor, the most solemn of his profession, which is saying much. "Madam, I have no desire to pry into your domestic difficulties."

"My domestic difficulties? I never had any. Oh, dear, dear Jeffy, speak to your Emmy," sobbed Mrs. Jeffries.

But her Jefferson only replied by saying, in deep chest notes:

"Crocodile! Take her away. The sight of her is madness. Will no one rid me of her presence?"

"Oh, Mr. Joblings, tell me what he means."

"Beg pardon, madam, I must request you to retire," answered Mr. Joblings, all his nature apparently turned to gall.

"You, alone, know the meaning of those awful words."

Poor Emma Jane! She rushed downstairs when the door of her own room had actually been closed upon her, and told her incoherent story to her friend.

"I've seen him jealous before," she said, "but not like this. What can it mean?"

"What did you do? Whom is he jealous of?" asked the other woman.

"Oh, Ned, I don't know," sobbed Emma Jane.

And Edwina Jones concluded, very naturally, that Emma had been flirting terribly with several individuals.

Thus, wronged by all, even her girl-

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LAMP BURNERS.	
No. 0 Sun.	40
No. 1 " "	45
No. 2 " "	60
Tabular	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 Bastic.	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 " " "	1 50
No. 1 crimp, per doz.	1 35
No. 2 " " "	1 60
STONEWARE—AKRON.	
Butter Crocks, per gal.	06 1/4
Jugs, 1/2 gal., per doz.	75
" " " "	80
" " " "	1 80
Milk Pans, 1/2 gal., per doz. (glazed 060)	65
" " " "	78
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Mason's, Boyd's or Rowley's caps.	
Pints	7 50
Quarts	8 00
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hood's friend, Mrs. Jeffries abandoned herself to despair.

A bullet in the calf seldom kills; and as it was extracted promptly, the wound healed and Jefferson Jeffries began to recover; but he still refused to see his wife. And on the first day of his convalescence, summoned his lawyer, and sent him to Emma Jane empowered to effect a separation.

"This letter is my reason," he said, with a dreadful groan, thrusting the crumpled note into his hand. "I was on my way to shoot the fellow when Joblings managed to shoot me. She shall keep the house if she likes, but I never wish to see her again."

With this message, the lawyer sought the unhappy lady, and, in the presence of Edwina Jones, interviewed her.

"One comfort, at least, I shall get from this," said Mrs. Jeffries, with dignity. "I shall know my crime."

"Mr. Jeffries opines that this will explain," said the lawyer, presenting her with the crumpled letter, which, with its signature, suggested very dreadful things, indeed.

Emma Jane took it in her hand, looked at it, and then handed it to her friend.

"My letter!" cried Edwina, dumb-founded.

The puzzled lawyer lifted his eyebrows. "I am called 'Ned,' at home," said Miss Jones. "Surely, Mr. Jeffries knew that. Oh, Emma Jane, how I have wronged you in my heart!"

Explanations followed. The lawyer, choking down his laughter, returned to Mr. Jeffries' apartment, and gave them to that gentleman with dramatic effect. Never had he more trouble in preserving the grave dignity proper to his position, than when Jefferson Jeffries, clasping his hands together, ejaculated:

"Edwina Jones! Of course, I knew. But I forgot her very existence. How I have wronged my wife! Wretch that I am, can she ever forgive me?"

"Never!" Emma Jane decided. "You have disgraced me before your friends, before strangers, cast suspicion on me, and insulted me by word and deed. I demand a separation."

Then she went home to her parents, and Jefferson Jeffries was left alone to reflect on his ridiculous conduct. He was obliged to explain to the doctors, to Joblings, to everybody, and he suffered agonies of shame. He longed for his Emma, whom he loved more than ever, and he writhed under the reproaches of her mother and father and the menaces of her big brothers. When he was able, he used to go alone at midnight and stare up at his wife's window, and, by day, haunt her steps, unseen, when she went out walking. At last he followed her to church, one Sunday. She was alone in her pew. He entered and sat down beside her. When the hymn was given out, he offered her his hymn-book. Over it their heads met.

"Oh, Jefferson, how could you?" she whispered; but that evening she went back home again. She felt that Mr. Jeffries had had his lesson, and would profit by it for the rest of his existence.

Ned says they are the happiest couple she knows. MARY KYLE DALLAS.

On the Bridge of Debts.

From the Youth's Companion.

The "credit system," as it is ordinarily known nowadays, appears to belong to an advanced state of society, and to be impracticable under simple conditions of life, but it is in use, nevertheless, in some very primitive communities. In the valley of Possey, in the Austrian Tyrol, where the Alpine inhabitants lead a simple life, practically all business and work is conducted on credit, subject to an annual settlement. On a certain day in winter the inhabitants of the valley meet at the bridge of St. Leonard's, a place which is convenient to all, and the day is devoted to balancing accounts.

The first business in order at these meetings is the payment of debts. Every one pays what he owes: some depend upon what they collect to meet debts owed to others, but the inhabitants of Possey are thrifty and honest, and there is usually money enough to go around.

The bridge of St. Leonard's, in other

words, is the clearing-house of the valley of Possey.

After the debts are paid, contracts are entered into for the next year. Labor engages itself, and the farmers' crops are often bargained for in advance.

If any debtor fails to appear at the bridge and meet his dues on this "squaring-up" day, he is practically cut off from further dealings with the other inhabitants of the valley. No more credit is allowed him, and he is generally fain to re-establish himself in the good-will of his fellows by paying his debts as soon as he possibly can. To be able to hold up one's head on the bridge is the test of solvency and honor.

There is a tradition in the Tyrol that once, a long time ago, after a year of scarcity and disaster, the inhabitants of the valley of Possey met at St. Leonard's bridge. Each one owed some one else, and each one was owed by some one else. Consequently, each depended upon being paid by his neighbor who owed him in order to be able to pay his neighbor whom he owed.

But as no one appeared to have any money, no one's debt could be paid. The people stood about in despair, until presently a well-to-do miller, who was known to have money, arrived.

"Good!" said Hans Melchior, the tailor. "Here is Wilhelm Gutfennig. He will start the ball rolling. 'Whom do you owe, Wilhelm?'"

"No one!"

"So? Well, will you lend me forty gold thalers until noon?"

The miller thought the matter over a moment.

"Yes," he said, "I believe you are honest, Hans Melchior. I will lend you the money."

He advanced forty thalers to Hans, who used it to pay his debt to Pieter, the weaver, and Pieter, the weaver, passed it on to discharge his obligation to another citizen, and so it went from hand to hand, discharging the very moderate debts of the Possey inhabitants until it came to the last man, who happened to owe Hans Melchior just forty thalers. He paid it, of course, and with it Melchior at once settled his debt to Gutfennig, the miller.

Now, since the miller had paid himself out of the grists as he went along, and was owed by nobody, his forty gold thalers had paid all the debts in Possey, and though every one else had come to the bridge in the morning moneyless, every one went home in the afternoon solvent and happy.

Interesting and Useful Books.

Several years ago the writer, traveling abroad, visited a monastery, and among other curiosities shown him was a series of bound volumes, the sides of which were made of polished boards from the forests of the country, showing the grain of the woods.

At first sight the volumes presented the aspect of bundles of wood. But after a more careful examination it was found that they contained a detailed account of the trees that they represent. On the back the bark has been detached in order to describe the title of the book by its scientific and its common names.

One of the pages is formed by a broken piece of the wood of the tree, showing its fibers and natural fractures; the other shows the wood when it has been polished and varnished. At one of the ends the fibers are seen as they remain after the passage of the saw, and at the other, the wood finely polished. Upon opening the book, the fruit, the grain, the leafage and other productions of the tree, the moss which generally grows on the trunk, and the insects which live on its different parts are seen. Added to this is a well printed description of the habits of the tree, the places where it grows, and its method of growth.

When the average man or woman comes to be fitted with the first pair of glasses, some curious discoveries are made. Seven out of ten have stronger sight in one eye than the other. In two cases out of five, one eye is out of line. Nearly one-half of the people are color-blind to some extent, and only one pair of eyes out of every fifteen is all right in all respects.

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

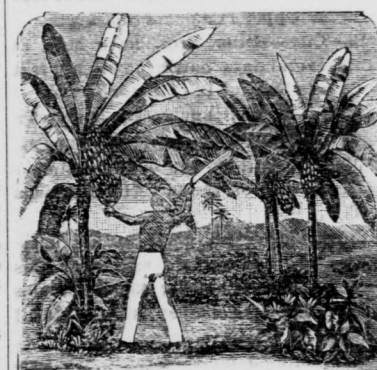
C. N. RAPP & CO.,

WHOLESALE DEALERS IN

Foreign and Domestic Fruits.

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

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



HEADQUARTERS FOR

BANANAS.

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

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

A. J. BROWN,

Wholesale dealer in Foreign, Tropical and Domestic

Fruits and Seeds.

Direct Receivers of

California Oranges

—AND—

Messina Lemons.

AMONG THE TRADE.

AROUND THE STATE.

Dimondale—F. E. Abrams has opened a drug and grocery store.

Cadmus—Edgar Furman succeeds J. R. Potts in the meat business.

Traverse City—Cook Bros. succeed James Craig in the harness business.

Thompsonville—Jos. Provost will open a cigar and confectionery establishment.

Muskegon—G. W. Griffin succeeds G. W. Griffin & Co. in the grocery business.

Mancelona—L. W. Stewart has purchased the stock of notions of John Haynes.

Negaunee—Joseph Marcotte has sold his confectionery business to Hocking & Dunstan.

Traverse City—W. J. and A. B. Cook have purchased the harness business of J. R. Craig.

Big Rapids—Putnam & Verity, bakers, have dissolved, Mr. Putnam continuing the business.

Bear Lake—Wm. Hogmire & Son have re-engaged in the restaurant business at the old stand.

Harriette—Gee & Harrison are putting up a new building which will be used as a meat market.

Fife Lake—W. W. Brower purchased the grocery stock of Wagner & Ward at chattel mortgage sale.

St. Ignace—Edson, Moore & Co., have foreclosed their mortgage on the general stock of F. G. Truscott.

Kalamazoo—G. W. Williams & Co., dealers in groceries and fruit, are succeeded by Williams & Boden.

Britton—Will Babcock, formerly of Tecumseh, has purchased the drug and grocery stock of J. B. Collar.

Whitehall—Anderson & Sonden, grocers, have dissolved. Chas. E. Anderson will continue the business.

Sturgis—Pope & Co. succeed Mrs. P. Keim in the grocery business. The latter contemplates locating in the West.

Petoskey—Hankey & Rigg, millers and grain dealers, have dissolved. The business will be continued by C. F. Hankey.

Mancelon—Bailey & Beach have sold their stock of men's furnishing goods, and will now confine themselves exclusively to boots and shoes.

Lake Odessa—C. F. Jameson has purchased the interest of F. E. Houghtalin in the grocery firm of Houghtalin & Jameson, and will continue the business.

Watervliet—A. M. Hulsen has retired from the firm of A. N. Woodruff & Co., dealers in agricultural implements. The business will be continued by A. N. Woodruff.

St. Louis—C. D. Stevens & Son—not A. Stevens & Son, as stated last week—is the style of the firm succeeding G. W. Wayman in the hardware and farm implement business.

Howard City—J. C. Collins has retired from the general firm of J. C. Collins & Bro. The business will be continued by J. A. and Will Collins under the style of J. A. Collins & Bro.

Marion—Jas. Desmond and Tom Alexander succeed Desmond Bros. in the dry goods and grocery business. F. C. Desmond will hereafter turn his attention to the charcoal business.

Lawrence—Wm. Cornwell has closed out his grocery stock and, in conjunction with Arthur Conklin, will manage the general business of Hiram Cornwell, who has removed to Kalamazoo for the purpose of educating his family.

Allegan—The Spiral Spring Cart Co. recently uttered mortgages to home creditors to the amount of \$7,000, when Kelly, Maus & Co., of Chicago, closed the factory on an attachment.

Nashville—S. L. Hicks has removed his stock of farm implements from Iron-ton to this place, where he purchased a half interest in the wagon and carriage factory of B. F. Reynolds.

Maple Rapids—O. E. White has sold his drug stock to L. Chambers, who formerly conducted a drug and hardware store at Eureka. Mr. White has gone West on a prospecting tour.

Cheboygan—E. Flora writes THE TRADESMAN, anent the Barnes failure, that the shoes were not taken out of the cartons and piled in heaps on the floor and counters, as stated last week.

Detroit—Mark Ardis was a merchant at Ewart, and on January 20, 1887, he leased his store to David Redman, a relative. A traveling man from Edson, Moore & Co.'s called there. Ardis told him that the lease was for one year, but that he was to retain his control. Redman drawing nothing from the proceeds except to pay for stock. Redman then bought stock of the traveling man to the value of \$4,176. April 26, the lease was cancelled and Redman turned the stock over to Ardis. Both refused to pay for the stock. Edson, Moore & Co. then filed a bill in chancery against Ardis and Redman, asking that Ardis be declared a trustee for Redman in order that they could recover from Ardis. Judge Reilly dismissed the bill on the 4th, holding that they must look to Redman for their pay.

MANUFACTURING MATTERS.

Watson—Facit & Babcock will put up a cider mill here.

Ionia—The Ionia Furniture Co. will start its factory about September 1.

Trufant—Wm. Barbite will rebuild his shingle mill which was burned recently.

Bellaire—Arthur and Chas. York have purchased the sawmill of Milton Stover.

Allegan—Baldwin Bros. succeed Fairfield & Gibson in the manufacture of cigars.

Peach Belt—The Fidelity Knitting Works is now running its factory with steam power.

Eaton Rapids—Deaniger & Irish have taken possession of the Island City roller flouring mills.

Muskegon—The Collin & Parker Lumber Co. has been organized with a capital stock of \$20,000, all paid up.

Tawas—The Winona Lumber Co.'s sawmill will receive 4,000,000 feet of logs from the Upper Peninsula this week.

Bay City—Miller Bros. have been at work several days, cutting 5,000,000 feet of Canada logs for R. G. Peters & Co.

Tawas—C. D. Bennett, who operates a shingle mill here, has several camps established, getting out shingle timber along the line of the Bay City & Alpena road.

Piper—Jacob Phillips & Co. are operating a saw and shingle mill near this place. They are cutting 45,000 shingles and 20,000 feet of lumber daily. It is all handled by rail.

Marquette—John C. Brown has purchased a large body of pine timber near Michigamme and will immediately start his camps and put in a large part of it this coming winter.

Manton—Frank Rose has resumed the manufacture of brick and cant hook

handles, the business men of the town having raised \$500 as partial compensation for his recent loss by fire.

Manistee—There is considerable hardwood being shipped from here to the lower lakes. The schooner *Samana* went out from here last week with a full cargo of maple for Tonawanda.

Detroit—Conrad Clippert, Edward Stange, Louis Schmidt, Gustav Feters, Geo. J. Sexauer and Wm. Zimmerman have incorporated as the Exposition Brewing Co. with \$30,000 capital, of which \$3,000 is paid up.

Saginaw—C. K. Eddy & Son have sold all their dry lumber and have their docks well filled with new stock. They do not sell green stock, however. They have not started their gang this season, but are averaging 85,000 feet daily with two band saws which give excellent satisfaction.

Muskegon—L. B. Howard has severed his connection with the real estate firm of Misner & Howard and taken a position with the Kelly Bros. Manufacturing Co. as book-keeper, succeeding Charles Cunningham, who takes the position of book-keeper for the Sargent Manufacturing Co.

Saginaw—H. B. Nease, Son & Co. are negotiating for the purchase of the Hoyt planing mill, which has been idle the past year, and, if the deal is consummated, they will resume business in a few days. The Hoyt mill is in good condition, and one of the most convenient and extensive plants on the river.

Manistee—Our dredge has begun operations and will take out all the bars which have been bothering the vessel men during the summer. This is a private venture of the mill men at this point, who have become tired of waiting for Uncle Sam, who has been promising us for so long a time, but whose promises do not appear to materialize.

Manistee—Brown & Ryan have contracted with James Patterson, E. F. Gould, Sample & Co., and Eaton, Potter & Co., to cut their logs—about 14,000,000 feet—and all four mills are at work. Brown & Ryan will probably erect a \$25,000 mill on the site of the one burned, and have it ready to begin sawing early in the winter.

Saginaw—Hollister Bros. & Co. have begun putting in 3,500,000 feet of pine, four miles east of Bagley, on the Mackinaw division of the Michigan Central. The timber suitable for spars and decking has been sold to Wheeler & Co., ship builders, at Bay City. The rest will be cut into lumber and shipped to Hollister Bros.' yard at Tonawanda.

Manistee—Water shipments from this port during July aggregated 20,000,000 feet of lumber, 3,000,000 lath, 35,000,000 shingles, 2,500 cords of bark and 147,000 barrels of salt. The bark industry is getting to be of much importance at this point, and as it is mostly all labor, and takes a good deal of handling, the laboring men get a good share out of it in the way of wages.

Copemish—Babcock's hoop factory is doing good work, although there is trouble in getting logs to the factory as fast as wanted. In all new lines of business there is something new to be learned, and the hoop makers have discovered that it is necessary to cut the logs at least a foot longer than it was when they went into the water, as lying in the sun and air makes the ends brash, and consequently a good many hoops are spoiled.

Detroit—Geo. T. Smith, of the Geo. T. Smith Middlings Purifier Co., petitioned the Circuit Court on the 8th that an order be made directing the receivers, Rufus H. Emerson and Zenus C. Eldred, to turn over to him certain books and papers which he avers are private property. Judge Brevoort gave an order for the defendants to show cause why the petition should not be granted.

Manistee—The Manistee & Grand Rapids Railway, having got through with its condemnation suits, has now right of way enough to keep it going for awhile, and has a strong force at work on construction. The steel which has been delayed for some time has come to hand, and the tracks are laid into the mill yards at the upper end of the lake. A number of flat cars are on the ground here, and the first locomotive, named the Louis Sands, arrived last week, and apparently bears the same relation to ordinary locomotives (if size is any criterion) as Mr. Sands does to most mortals.

Manistee—Shingles are holding their own pretty well, and although there is not the vigor in the trade that one could wish, still all that we can make is going off at fair figures, and there is no accumulation on the docks such as is complained of at other places. Cedar shingles do not seem to be in as good demand as are pine, and while all that we have made so far have gone off, in most cases the prices have had to be shaded a little to make them move. Should the present weakness continue, there will not be much done in the cedar line from here, as at present figures the manufacturers claim that they can hardly come out whole, let alone any margin of profit.

INDIANA ITEMS.

Emma—Geo. Gohn has sold his general stock to Abram L. Kauffman.

Ft. Wayne—Fred Fehling succeeds Freeze & Fehling in the grocery business.

Terre Haute—The Keys Buggy Co. has sold out to the Terre Haute Carriage and Buggy Co.

Farmersburg—Geo. Heap succeeds Parish & Baldrige in the drug and hardware business.

South Bend—Singler & Probst succeed Singler Bros. & Probst in the wholesale meat and provision business.

Elkhart—G. A. Doremus, formerly engaged in the grocery business here, is now engaged in trade at Missouri Valley, Iowa.

Shipsheawanna—Junod & Truesdell have engaged in general trade. Mr. Junod was formerly engaged in trade at Van Buren.

The Michigan Bankers' Association will convene at Saginaw on Sept. 10, holding the second day's session in Bay City. On the evening of the 11th, Hon. S. O. Fisher will give the visitors a reception at his residence.

VISITING BUYERS.

John Gunstra, Lamont	John Graves, Wayland
J. H. Williams, Leroy	L. M. Wolf, Hudsonville
Sison & Lilly Lumber Co.,	L. Perrigo & Co., Fawcett
Lilly	Smallegan & Pickard
Neal McMillan, Rockford	Forest Grove
E. E. Hewitt, Rockford	G. Ten Hoor, Forest Grove
Geo. A. Sage, Rockford	M. L. Steele, Ionia
Eli Runnels, Corning	I. A. Woodard, Ashland
D. O. Watson, Coopersville	S. Cooper, Jamestown
J. B. Watson, Coopersville	L. & L. Jensen, Jenisonville
P. W. Travis, Otego	Geo. Hirschburg, Bailey
Mrs. E. Scott, Dunningville	W. S. Root, Talmadge
E. S. Botsford, Dor	C. F. Sears, Rockford
ST Colson, Alaska	Mrs. A. H. Barber, Saranac
O. W. Messenger, Spring Lk	Walling Bros., Lamont
C. W. Armstrong	H. Thompson, Canada Cors
Bowen's Mills	A. Purchase, So. Blenden
L. Cook, Bauer	Jno. Farrowe, So. Blenden
A. J. White, Bass River	H. Van Noord, Jamestown
R. G. Beckwith, Bradley	Hornin & Hart, Woodville
F. W. Joslin, Big Rapids	H. J. Schaberg, Kalamazoo
Jas. Lynch, Blanchard	R. Richards, Allegan
Watrous & Bassford, W. Troy	

GRAND RAPIDS GOSSIP.

Geo. Hickox has purchased the confectionery and ice cream business at 133 South Division street.

It is estimated that Grand Rapids dealers handled twenty-five carloads of watermelons last week.

The Gunn Hardware Co. has secured a \$2,700 mortgage on the hardware stock of L. W. Gannon, at Ravenna.

Adam Newell will add a line of drugs to his general stock at Burnip's Corners. The Hazeltine & Perkins Drug Co. is putting up the stock.

A. P. Sriver is fitting up a store building at South Grand Rapids and will shortly remove his drug stock from Burnip's Corners to that place.

The Michigan Can Manufacturing Co has removed its office and factory from 75 South Division street to 19 Waterloo street, where the facilities for an increased output are obtainable.

Christian Bertsch has purchased the tract of land at the corner of Park and Ransom streets and will cover the same with a series of flats. The purchase has a frontage of 135 feet on Ransom street and 127 feet on Park street. The plans of the buildings have not yet been adopted, but the architectural effect will be in thorough keeping with the locality.

Purely Personal.

□ R. Richards, the Allegan general dealer, was in town Monday.

F. W. Joslin, the Big Rapids clothier, was in town Sunday.

J. H. Williams, the Leroy grocer, is in town for a few weeks, undergoing medical treatment.

C. M. Norton left Sunday night for a fortnight's visit with his parents at Springfield, Mass.

W. H. Hicks, the Morley druggist, has gone to the G. A. R. encampment at Boston. He is accompanied by his wife.

L. E. Hawkins is visiting his father at Providence, R. I., where, as a barefooted boy, he peddled apples and pop-corn on the streets.

Dave Holmes, buyer for the West Michigan Lumber Co., at Woodville, came to town Sunday with the Ottawa Beach excursionists.

Heman G. Barlow leaves Wednesday for a fortnight's recreation at Traverse Point. Mrs. Barlow has been at the resort for several days.

R. Mott, of the firm of Mott & Ackerman, Lansing, has been appointed manager of the Massachusetts Benefit Life Insurance Co. of Boston.

Henry J. Vinkemulder, of the firm of H. J. Vinkemulder & Bro., has returned from a fortnight's trip through the principal towns of Northern Michigan.

G. J. Van Duren, of the boot and shoe firm of Van Duren Bros., at Holland, was in town last Friday. Mr. Van Duren is Secretary of an Improvement Committee, recently organized among the business men of the place, and is sanguine that the prospects of Holland becoming a city of importance are excellent.

Good Record as a Receiver.

The Dixon Crucible Works of Jersey City has been taken from the hands of the receiver and restored to the stockholders. Under the receivership of Edward F. C. Young, President of the First National Bank of Jersey City, the heavy mortgage against the works was wiped out and a profitable business established,

the profits last year being \$126,000. So satisfactory was Mr. Young's management that the court made his compensation \$10,000 per year, instead of \$7,500, as first fixed, for the nine years of his service. The company is to be re-organized, probably with Mr. Young as its President. The company failed in 1881 with liabilities of over \$1,000,000, its misfortunes due to reckless endorsements by Orestes Cleveland, then President, and whose mismanagement of affairs under direction of the receiver led to his withdrawal. He is the present Mayor of Jersey City, one of the worst governed in the United States.

Questionable Methods.

The Colchester Rubber Co. evidently labors under the impression that the boot and shoe dealers of Michigan do not know enough to buy their rubber goods, as it has lately consigned goods to several hundred merchants in this State, at the same time notifying the consignee that an advertisement has been inserted in his local paper, asking purchasers to enquire for the goods at his store.

THE TRADESMAN notes that factories which make good goods do not have to take such a course to find a market for their product. The inference is obvious.

Profit in Peanuts.

From the St. Louis Post-Dispatch.

The price usually paid by the consumer or peanut eater is ten to fifteen cents a pound for the best grade. As the farmer receives but three to five cents per pound, there seems to be a wide margin of profit for somebody, but as a matter of fact the dirt which the farmer is careful to leave on the nuts often makes up 20 or 30 per cent. of the whole weight. After allowing for this loss of weight in the cleaning process, and the expenses involved in getting the nuts ready for the market, the profit is perhaps not so enormous, though it is still high enough to stimulate the dealers to considerable activity.

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 AND FIXTURES, either by inventory or by bulk; good trade for cash customer. No. 85, care Michigan Tradesman. 85

FOR SALE—25 PER CENT. BELOW COST, ONLY hardware stock in Baldwin, lively town on line of two railways; ill health compels sale; store building cheap. Joseph H. Cobb, Baldwin, Mich. 84

FOR SALE—MACHINE SHOP PART OF OUR BUSINESS; a rare chance. The Castree-Mallery company, Flint, Mich. 82

FOR SALE—STOCK OF FURNITURE AND UNDERTAKING goods in one of the best towns in Michigan; stock will invoice about \$3,000; terms cash; reason for selling, are engaged in the Manufacturing business. Address No. 81, care Michigan Tradesman. 81

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. Pott, St. Johns, Mich. 77

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

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

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

WANTED—A NO. 1 EXPERIENCED RETAIL SHOE clerk; must be a hustler and bring reference for salesmanship and honesty; man 25 to 30 years of age preferred. Address J. F. Muttley, Kalamazoo, Mich. 80

SITUATIONS WANTED.

WANTED—DRUG CLERK WANTS A PERMANENT position; three years experience; registered assistant; best references furnished. Address P. O. Box 423, Ovid, Mich. 79

WANTED—SITUATION BY A REGISTERED PHARMACEUTIST, 8 years' experience; good references given. Address No. 83, care Michigan Tradesman. 83

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.

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

P. of I. Gossip.

A Hart correspondent writes: "Our P. of I. store is supplied by W. M. Hoyt & Co., of Chicago, too. Prices are not right or something else is the matter, as the Patrons desire another place to trade than R. & L."

Detroit News: "The Shiawassee Patrons met at Owosso yesterday, locked themselves into a room and then fought. They couldn't decide what they wanted to do politically. In the midst of the muddle they adjourned."

Detroit Journal: "The Patrons of Shiawassee county are already quarreling over the spoils of office before they have any chance to get them, and at yesterday's convention in Owosso had a general all around jawing match, and then adjourned without nominating anybody. The meeting was secret, but it has leaked out that the Patrons will support the members of their own order regardless who nominates them."

Detroit News: "'Hon.' Azariah S. Partridge says it's costing the Patrons too much to die, and that he is figuring with a coffin factory to furnish caskets on the 10 per cent. profit plan, and hopes soon to announce an official state undertaker. There may also be an official state grave digger, official state mourners, official state hearse, official state

preacher and official state epitaph writer and monument builder. People about to die will save money by waiting a few days."

Microbes in Cheese.

Mr. Adametz has just made some microscopic researches upon the microscopic organisms that inhabit cheese. From an examination of Emmenthal, a soft variety of Gruyere cheese, he has obtained the following results, reported in *La Nature*: In each gramme of the cheese, when fresh, from 90,000 to 140,000 microbes are found. This number increases with time. Thus a cheese seventy-one days old contains 800,000 bacteria per gramme. The population of a soft cheese twenty-five days old and much denser than the preceding is 1,200,000, and that of a cheese forty-five days old is 2,000,000 microbes per gramme. But the population of a cheese is not everywhere distributed the same in it. The center is but moderately inhabited with respect to the exterior portion. The population of a soft cheese, near the periphery, is from 3,600,000 to 5,600,000 microbes. According to the mean of these two figures, there are as many living organisms in 360 grammes of such a cheese as there are people upon the earth.

Good Words Unsolicited.

Gordon Beall, druggist, East Jordan: "Am pleased with the paper."

Andrus & Son, grocers, Cedar Springs: "It is a good paper and is well worth the price of subscription."

Wall Paper and Window Shades.

House and Store Shades Made to Order.

NELSON BROS. & CO.,

68 MONROE STREET.

1865.
WHOLESALE
FRUIT
NUTS, ETC.
1890.

Putnam Candy Co.
HEADQUARTERS FOR
ORANGES,
LEMONS,
BANANAS,
Figs, Dates, Nuts, etc.

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

FLOUR SACKS, GROCERY BAGS, TWINE AND WOODEN WARE.

Houseman Block,

Grand Rapids, Mich.



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

Correspondence solicited.

81 SOUTH DIVISION ST., GRAND RAPIDS.

Dry Goods.

Reorganizing the Coats' Thread Company.

Subscriptions to the stock of the reorganized J. & P. Coats Co. will be opened simultaneously in various places in England, Scotland, Canada and the United States on Aug. 12. In New York the Bank of the Manhattan Company has been authorized to receive subscriptions for about two-thirds of the share capital of about \$28,000,000. Of the strictly share capital, there are two classes at \$10 each, of which 200,000 shares are preferred to the extent of 6 per cent. dividends, and 175,000 shares are common stock. The debenture stock, which is secured by mortgage at 4½ per cent. makes the total capitalization \$5,750,000 or \$27,983,333. The company has been formed to work the well-known Coats thread works, at Paisley, Scotland, and at Pawtucket, R. I. The business was founded in 1830, and the American branch in 1842. Six years ago it was converted into a private company, which it is now proposed to change into a corporation under the limited liabilities law of England. The vendors have taken all the shares in the new company that the English law permits.

One of the Meanest.

Salem, Ill., correspondence St. Louis Republic.

One of the most remarkable cases of close-fisted stinginess ever known in this section has just been brought to light. It is unnecessary to name the parties, but the story, as vouched for by several citizens of this place, is as follows:

A farmer residing near here, worth from \$5,000 to \$10,000, not long since had a brother in the neighborhood who was very sick. The attending physician requested that the sick man be given small quantities of lemonade. The wealthy brother was dispatched to town to get some lemons. He came to a leading grocery store here and purchased three for ten cents. That night the sick brother died, and only one of the lemons had been used.

The day after the funeral the wealthy brother brought the two remaining lemons back to the merchant and said as his brother had died before using all of them, he had no further use for them, and he demanded six cents for the two returned. The merchant refused to take the lemons back and the miserly old fellow went away mad.

Hints to Retailers.

From the Window Dresser.

How often have you heard it stated by your customers that they had seen in the show windows of some of the large cities a certain line of goods marked in plain figures a good deal less than you could buy the same goods for? Of course, you are well aware that it was on one of their special sale days that such bargains were offered. But has it occurred to you that you might make your show window just as attractive for the people of your community as these large retail dealers in the large cities do? It is not necessary for you to mark a line of goods less than they cost, and place them in the window as a great bargain, but you can, each week, make a nice window display and place a certain line of goods in your window and, by means of neat price cards, give the people to understand that you are up and doing, and not afraid to let your competitors across the street see your prices. By paying a little attention to trimming your window you will, in a short time, notice that your trade is picking up, and your window displays will be the means of a great deal of free advertising for you.

An Advantageous Position.

Advertiser—I wish this advertisement placed in some part of the paper where people will be sure to see it.

Editor—Yes, sir—yes, sir. I can put it right alongside of an editorial if you wish.

Advertiser—Hem! Please put it alongside of the base ball news.

Kingsley—Burn Stinson and Ira Linton have formed a copartnership and put in a P. of I. store.

Prices Current.

UNBLEACHED COTTONS.

Atlantic A.	7	Clifton C.C.C.	6½
" H.	6½	" Arrow Brand	5½
" P.	6	" World Wide	7
" D.	6	" LL	8
" LL	5½	" Full Yard Wide	6½
Amory	7½	" Honest Width	6½
Archery Bunting	4½	" Hartford A.	6½
Beaver Dam A.A.	5½	" Madras cheese cloth	6½
Blackstone O. 32	5	" Noibe R.	5½
Black Rock	7	" Our Level Best	6½
Boot, AL	7½	" Oxford R.	6½
Chapman cheese cl.	3½	" Pegnot	7½
Comet	7	" Solar	6½
Dwight Star	7½	" Top of the Heap	7½

BLEACHED COTTONS.

Amesburg	7	Glen Mills	7
Blackstone A.A.	8	" Gold Medal	7½
Beats All	4½	" Green Ticket	8½
Cleveland	7	" Great Falls	6½
Cabot	7½	" Hope	7½
Cabot, N.	6½	" Just Out	4½
Dwight Anchor	9	" King Phillip	7½
" shorts	8½	" OP	7½
Edwards	6	" Lonsdale Cambric	10½
Empire	7	" Lonsdale	@ 8½
Farwell	7½	" Middlesex	@ 5
" Fruit of the Loom	8½	" No Name	7½
Fitchville	7½	" Oak View	6
First Prize	6½	" Our Own	5½
" Fruit of the Loom N.	8	" Pride of the West	12
Fairmount	4½	" Rosalind	7½
Full Value	6½	" Sunlight	7½
Geo. Washington	8½	" Vinyard	4½

HALF BLEACHED COTTONS.

Cabot	7½	Dwight Anchor	8½
Farwell	7½		

UNBLEACHED CANTON FLANNEL.

Tremont N.	5½	Middlesex No. 1	10
Hamilton N.	6½	" "	2 11
" L	7	" "	3 12
Middlesex AT	8	" "	8 19
" X	9	" "	8 19
" No. 25	9	" "	8 19

BLEACHED CANTON FLANNEL.

Hamilton N.	7½	Middlesex A.A.	11
Middlesex P.T.	8	" "	2 12
" A.T.	9	" A.O.	13½
" X.A.	9	" "	4 17½
" X.P.	10½	" "	5 16

DRESS GOODS.

Hamilton	8	Nameless	20
" "	9	" "	25
" "	10½	" "	27½
G.G. Cashmere	21	" "	30
Nameless	16	" "	32½
" "	18	" "	35

CORSET JEANS.

Biddeford	6	Nameless	7½
Brunswick	6	Rockport	6½

PRINTS.

Allen, staple	5½	Merrim'ck shirtings	4½
" fancy	5½	" Repp furn	8½
" robes	5	" Pacific fancy	6
American fancy	6	" robes	6½
American indigo	6½	" Portsmouth robes	6
American shirtings	6½	" Simpson mourning	6½
Arnold	6	" solid black	6½
" long cloth	6½	" grey	6½
" " C	10½	" Washington indigo	6
" century cloth	7	" Turkey robes	7½
" gold seal	10½	" India robes	7½
" Turkey red	10½	" plain T'ky X	8½
Berlin solids	5½	" " X 10	8
" oil blue	6½	" Ottoman Tur	6
" green	6½	" key red	6
Cochecho fancy	6	" Martha Washington	7½
madders	6	" Turkey red	7½
Eddystone fancy	6	" Martha Washington	9½
Hamilton fancy	6½	" Turkey red	9½
" staple	5½	" Riverpoint robes	5
Manchester fancy	6	" Windsor fancy	6½
" new era	6½	" gold ticket	6½
Merrimack D fancy	6½	" indigo blue	10½

TICKINGS.

Amoskeag A.C.A.	13	A.C.A.	12½
Hamilton N.	7½	Pemberton A.A.A.	16
" D.	8½	" York	10½
" Awning	11	" Swift River	7½
Farmer	8	" Pearl River	12½
First Prize	11½	" Warren	14

COTTON DRILL.

Atlanta, D.	6½	Stark	8
Boot	6½	" "	7
Clifton, K.	7	" "	10

SATINES.

Simpson	20	Imperial	10½
" "	18	" Black	@ 9½
" "	16	" "	10½
Cochecho	10½	" "	10½

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.

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

Amoskeag	12½	Jaffrey	11½
" 9 oz	14½	Lancaster	12½
" brown 13	13	Lawrence 9 oz	13½
Andover	11½	" No. 250	11½
Everett, blue	12	" No. 280	10½
" brown 12	12	" "	10½

GINGHAMS.

Glenarven	6½	Lancaster, staple	6½
Lancashire	6½	" fancies	7
Normandie	7½	" Normandie	8
Renfrew Dress	7½	Westbrook	8
Toil du Nord	10½	" "	10
Amoskeag	6½	York	6½
" AFC	10½	Hampton	6½
Persian	8½	Windermeer	5
Bates	6½	Cumberland	5
Warwick	8½	Essex	4½

CARPET WARP.

Peerless, white	18½	Peerless colored	21
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GRAIN BAGS.

Amoskeag	17½	Valley City	17
Harmony	17	Georgia	17
Stark	21	Pacific	14½
American	17½	" "	14½

THREADS.

Clark's Mile End	45	Barbour's	88
Coats, J. & P.	45	Marshall's	88
Holyoke	22½	" "	22½

KNITTING COTTON.

White.	Colored.	White.	Colored.
No. 6	33	No. 14	37
" 8	34	" 16	38
" 10	35	" 18	39
" 12	36	" 20	40

CAMBRICS.

Slater	4½	Washington	4½
White Star	4½	Red Cross	4½
Kid glove	4½	Lockwood	4½
Newmarket	4½	Wood's	4½
Edwards	4½	Brunswick	4½

RED FLANNEL.

Fireman	32½	T.W.	22½
Creedmore	27½	FT.	32½
Talbot XXX	30	J.R.F. XXX	35
Nameless	27½	Buckeye	32½

MIXED FLANNEL.

Red & Blue, plaid	40	Grey S R W	17½
Union R.	22½	Western W	18½
Windsor	18½	D R P	18½
6 oz Western	21	Flushing XXX	23½
Union B.	22½	Manitoba	23½

DOMEST FLANNEL.

Nameless	8 @ 9½	" "	9 @ 10½
" "	8½ @ 10	" "	12½

CANVASS AND PADDING.

Slater	Brown.	Black.	Slater.	Brown.	Black.
9½	9½	9½	13	13	13
10½	10½	10½	15	15	15
11½	11½	11½	17	17	17
12½	12½	12½	20	20	20

DUCKS.

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

WADDINGS.

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

SILKESIAS.

Slater, Iron Cross	8	Pawtucket	10½
" Red Cross	9	Dundie	9
" Best	10½	Bedford	10½
" Best AA	12½	Valley City	10½

CORSETS.

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

SEWING SILK.

Corticelli, doz.	75	Corticelli knitting,	
twist, doz.	37½	per ½ oz ball	30
50 yd. doz.	37½	" "	" "

HOOKS AND RYES—PER GROSS.

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

PINS.

No 2—20, M.C.	50	No 4—15, F. 3½	40
" 3—18, S.C.	45	" "	" "

COTTON TAPE.

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

SAFETY PINS.

No 2	28	No 3	36
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NEEDLES—PER M.

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

TABLE OIL CLOTH.

5—4	2 25	6—4	3 25	5—4	1 95	6—4	2 95
" 2	10	" 3	10	" 2	10	" 3	10

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

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

HARDWARE.**Arranging Hardware Artistically.**

From the American Merchant.

It is rarely that one sees the aesthetic element entering into the arrangement of a hardware store, the only prompting to which the retailer listens in the bulk of cases is that of utility. And yet one of the most important facts in the successful working of the machinery of a retail business is artistic arrangement of the store. It is a subject which properly demands a large proportion of the retailer's attention, but one which is frequently disregarded, if not entirely ignored. A retailer may have his establishment equipped with every novel appointment under the sun; he may carry a stock of the choicest and complete character; his salesmen may be of perfection in the matter of ability, yet, in one particular, the retailer may fail; his establishment may be badly and inartistically arranged. It is not attractive to a purchaser to be confronted by a bewildering miscellany of articles, all glaringly labeled, with a view to induce him to purchase against his will. The store should not present the unsystematic condition of an old curiosity shop, where no one knows the place of an article but the owner, and he but imperfectly. The appearance of each article should be carefully comprehended, and the best locality in the store selected, so as to show the article to advantage. Some classes of goods produce a discord in the mind of a purchaser when placed approximate to others. A lawn-mower or a carpet-sweeper, in all the garish gayety of green and red paint, placed against a case containing pearl-handled dessert cutlery causes a shock, and an unpleasant one at that. Everything should be regarded in its relation to others, just as the chords on a harpsichord harmonize or are discordant, so is it with goods.

In the large cities of this country and Europe there is a competition which acts as a tonic or accelerant to the retailer to study the fitness of things. This competition has, in that respect, a salutary value; hence the desire for attractiveness observable in those places. Yet, for one artistically and properly arranged establishment there exist ten that are not so.

Let every part of your place intended for inspection be properly capable of such inspection. Look well to your lighting. Avoid those dark corners where the customer loses what good impression he may have formed of your store. Consider well the arrangement of the light. What will enhance the value of a britannia metal coffee pot will take 50 per cent. off the coffee grinder.

Let your store be a place where the customer can flit, in proper and orderly succession, from the first thing you show him, through all you have to show him, to the last thing at the door. Please him with a variety; do not satiate him with profusion. In this vein it should be remembered that one attractive article alone is often more attractive than twenty of such articles together.

A Lady's Invention.

A lady of West Chester, Pa., has invented and patented a potato masher and heater which will be found very suitable for hotels, restaurants or large families. Steel wire rods are secured to a shaft running through the jacketed pot, which is revolved by a small crank on the outside. On the cover are dependent wires from the inside, acting in conjunction with the wires on crankshaft. The device may be securely clamped to stove or table.

An Impossible Episode.

First Truckman (after the crash)—Excuse me, sir; it was my clumsiness that caused this most unfortunate accident.

Second Truckman—Pardon me for contradicting you, but it was more my fault than yours, and I hope you will accept my hearty apology.

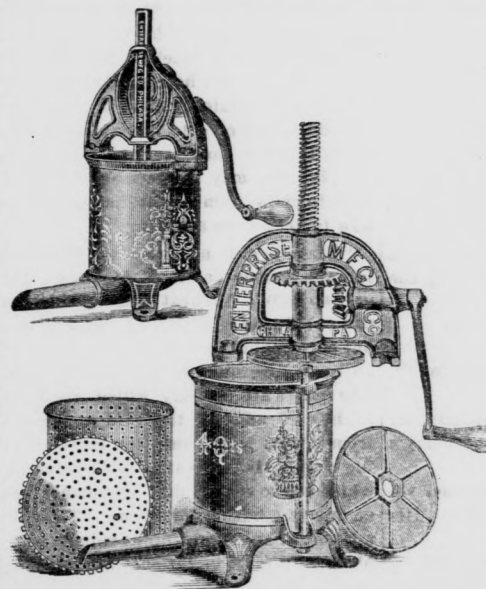
Prices Current.

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

AUGURS AND BITS.		dis.
Snell's.....	60	
Cook's.....	40	
Jennings', genuine.....	25	
Jennings', imitation.....	50&10	
AXES.		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 fast joint.....	60&10	
Wrought Loose Pin.....	60&10	
Wrought Table.....	60&10	
Wrought Inside Blind.....	60&10	
Wrought Brass.....	75	
Blind, Clark's.....	70&10	
Blind, Parker's.....	70&10	
Blind, Shepard's.....	70	
BLOCKS.		dis.
Ordinary Tackle, list April 17, '85.....	40	
CRADLES.		dis.
Grain.....	dis. 50&10	
CROW BARS.		dis.
Cast Steel.....	per lb 5	
CAPS.		dis.
Ely's 1-10.....	per m 85	
Hick's C. F.....	50	
G. D.....	35	
Musket.....	60	
CARTRIDGES.		dis.
Rim Fire.....	50	
Central Fire.....	dis. 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&125	
COPPER.		dis.
Planished, 14 oz cut to size.....	per pound 31	
" 14x52, 14x56, 14x60.....	20	
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 pound.....	07	
Large sizes, per pound.....	6 1/4	
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.....	18	
List.....	12 13 14 15 18	
Discount, 60.....	dis. 50	
GAUGES.		dis.
Stanley Rule and Level Co.'s.....	50	
HAMMERS.		dis.
Maydole & Co.'s.....	dis. 25	
Kip's.....	dis. 25	
Yerkes & Plumb's.....	dis. 40&10	
Mason's Solid Cast Steel.....	30c list 60	
Blacksmith's Solid Cast Steel, Hand.....	30c 40&10	
HINGES.		dis.
Gate, Clark's, 1, 2, 3.....	dis. 60&10	
State.....	per doz. net, 2 50	
Screw Hook and Strap, to 12 in. 4 1/4 and longer.....	3 1/4	
Screw Hook and Eye, 1/2.....	net 10	
" " " 3/4.....	net 8 1/4	
" " " 1.....	net 7 1/4	
" " " 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	
KNOBS—New List.		dis.
Door, mineral, jap. trimmings.....	55	
Door, porcelain, jap. trimmings.....	55	
Door, porcelain, plated trimmings.....	55	
Door, porcelain, trimmings.....	55	
Drawer and Shutter, porcelain.....	70	
LOCKS—DOOR.		dis.
Russell & Irwin Mfg. Co.'s new list.....	55	
Mallory, Wheeler & Co.'s.....	55	
Brantford's.....	55	
Norwalk's.....	55	
MATTOCKS.		dis.
Adze Eye.....	\$16.00, dis. 60	
Hunt Eye.....	\$15.00, dis. 60	
Hunt's.....	\$18.50, dis. 30&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 10	
Wire.....	Base 10	
60.....	40	
50.....	40	
40.....	05	
30.....	10	
20.....	15	
16.....	15	
12.....	15	
10.....	20	
8.....	25	
7 & 6.....	45	
3.....	1 00	
2.....	1 50	
1.....	1 50	
Case 10.....	60	
" 8.....	75	
" 6.....	90	
Finish 10.....	85	
" 8.....	1 00	
" 6.....	1 15	
Clinch 10.....	85	
" 8.....	1 00	
" 6.....	1 15	
Barrell 1/2.....	1 75	
PLANES.		dis.
Ohio Tool Co.'s, fancy.....	2 40	
Sciota Bench.....	2 60	
Sandusky Tool Co.'s, fancy.....	2 40	
Bench, first quality.....	2 60	
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 30	
"B" Wood's pat. planished, Nos. 25 to 27.....	9 30	
Broken packs 1/2c per pound extra.		
ROPES.		dis.
Sisal, 1/2 inch and larger.....	12 1/2	
Manilla.....	16	
SQUARES.		dis.
Steel and Iron.....	75	
Try and Bevels.....	60	
Mitre.....	30	
SHEET IRON.		dis.
Nos. 10 to 14.....	Com. Smooth. \$1 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.		dis.
Silver Lake, White A.....	list 50	
" Drab A.....	" 55	
" White B.....	" 50	
" Drab B.....	" 55	
" White C.....	" 35	
Discount, 10.....		
SASH WEIGHTS.		per ton \$25
Solid Eyes.....		
SAWS.		dis.
" Hand.....	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	
TRAIPS.		dis.
Steel, Game.....	60&10	
Onelda Community, Newhouse's.....	35	
Onelda Community, Hawley & Norton's.....	70	
Mouse, choker.....	18c per doz.	
Mouse, delusion.....	\$1.50 per doz.	
WIRE.		dis.
Bright Market.....	70-10	
Annealed Market.....	60	
Coppered Market.....	60	
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&10&10	
Putnam.....	dis. 05	
Northwestern.....	dis. 10&10	
WRENCHES.		dis.
Baxter's Adjustable, nickled.....	30	
Coe's Genuine.....	50	
Coe's Patent Agricultural, wrought.....	75	
Coe's Patent, malleable.....	75&10	
MISCELLANEOUS.		dis.
Bird Cages.....	50	
Pumps, Cistern.....	75	
Screws, New List.....	50	
Casters, Bed and Plate.....	50&10&10	
Dampers, American.....	40	
Forks, hoes, rakes and all steel goods.....	65	
METALS.		dis.
Pig Tin.....	26c	
Pig Bars.....	28c	
ZINC.		dis.
Duty: Sheet, 2 1/2c per pound.....		
600 pound casks.....	7 1/2	
Per pound.....	7 1/2	
SOLDER.		dis.
1/2@3/4.....	16	
Extra Wiping.....	13 1/4	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		
ANTIMONY.		per pound 16
Cookson.....	" 13	
Hallett's.....	" 13	
TIN—MELYN GRADE.		\$ 6 60
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.		\$ 6 00
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, " ".....	6 75	
20x28 IC, " ".....	11 00	
20x28 IX, " ".....	14 00	
BOILER SIZE TIN PLATE.		dis.
14x28 IX.....	\$18	
14x21 IX.....	14 50	
14x26 IX, for No. 8 Boilers.....		
14x20 IX, " " " ".....	per pound 9 1/4	



Fruit Presses!

- 2 Quart Japanned List—\$3.
- 4 Quart Japanned List—\$5.
- 8 Quart Japanned List—\$6.

Write for Discount.

Foster, Stevens & Co.,
10 and 12 Monroe St., 33, 35, 37, 39 and 41 Louis St.,
GRAND RAPIDS, MICH.

The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

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

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 13, 1890.

A year ago THE TRADESMAN asserted that the grocers' picnic had come to stay. This year the same remark can be emphasized still stronger, as the crowd of last year was augmented fully 50 per cent. "Grocers' Day" has evidently become part of the business life of Grand Rapids, the same as Christmas and the Fourth of July.

Words of the Wisdom by The Tradesman's Philosopher.

Don't be honest because it is good policy. Be honest for honesty's own sake.

A promissory note is like fruit; it should be taken care of at maturity.

Upon the foundations laid in youth will rise the structure of the future life.

N. G. attached to a person's name has a double meaning: no grit, no gain.

Lubricate the wheels of life with the oil of courtesy rather than the sand of impoliteness.

Earn money honestly and spend it judiciously, and you are a long way on the road to prosperity.

A mortgage is an excellent thing to kindle a fire with. If you have one outstanding, call it in as soon as possible and try the experiment.

A counterfeit bill is one without the value behind it for its redemption. A counterfeit man is one who is not provided with the safeguard of a good moral character.

A golden rule of life is always do just a little better than you agree to. Work over-hours instead of under. Pay your note before maturity rather than after. Give over-measure rather than under.

Preparation without action is like a boy standing under a tree holding his hat to catch an apple that is about to drop. Preparation with action is like a boy with a satchel on his shoulder climbing the tree to get the choicest fruit.

Gripesack Brigade.

F. J. Cox will call on city trade for W. R. Keeler for the next year.

W. A. McWilliams, city salesman for W. R. Keeler, has been taking a ten day's vacation.

Wm. Jones is spending his summer vacation with friends in Chicago. His family is with him.

Edwin S. Rosenbaum has taken a position as traveling salesman for the Kalamazoo Overall Co.

Jas. A. Massie now recalls the time when he was a bachelor. His wife and babies are spending the summer with friends at Ingersoll, Ont.

J. G. Klinger has gone on the road for the Grand Rapids Fruit and Produce Co. Jas. D. Wadsworth is rejoicing over the advent of a new daughter at his house.

M. Kerns, the immaculate cigar salesman from Pittsburg, is expected to put in an appearance this week.

Dave Haugh is on the warpath again, having spent a two weeks' vacation among friends in Barry, Calhoun and Kalamazoo counties. His family returned with him.

M. Whiteman, of the general firm of Cummings & Whiteman, at Lawrence, has gone on the road for the American Overall Co. His territory comprises the trade of Southern Michigan and Northern Indiana.

The funeral of the late L. L. Loomis was held at the family residence on Ottawa street early Tuesday morning, the interment having been made at Battle Creek the same afternoon. The deceased left no insurance.

The traveling men are saying a good many harsh things about Moore's Hotel, at Shelby. They claim that the accommodations are growing poorer every month and are by no means commensurate with the price charged.

Dave Smith promised to attend the grocers' picnic last Thursday and deliver an address on "What I know about steamboats." As he failed to put in an appearance, and has not yet made any explanation of his absence, it is fair to presume that he was investigating another branch of marine locomotion—schooners.

Byron S. Davenport has gotten up a base ball nine and challenged H. S. Robertson's nine to play a match game at Alger Park next Saturday afternoon. Happy Hi. has accepted the challenge and invites his war-scarred veterans to meet at Sweet's Hotel at 2 o'clock. Admission to the game will be free and all are invited.

"Traveling men have to take a back seat for summer tourists now," observed A. S. Doak, Saturday. "The fast trains will stop at any cross-roads to let off a man with a fish-pole, but a traveling man who could sell a ton of freight to the cross-roads merchant must go on to a regular station and walk back. It is about the same with the hotels. Regular travelers who keep the hotels going the year round at the rate of \$2 a day are compelled to sleep on cots and eat at second table, in order that tourists who get a weekly rate may be accommodated. I have to chew gum about half the time now to keep from swearing."

"Trade is only moderate in Northern Indiana," remarked D. E. McVean a day or two ago. "Wheat was a good crop and oats turned out to be a fair average, but corn cannot be over 50 per cent. of an average crop, owing to the drought. The leaves are already killed clear up to the ears and all the rain we can get from this on will come too late to help the crop. It is the same with potatoes, which are so scarce that merchants are paying \$1 a bushel for them. There is no fruit of any kind, apples being a complete failure. The farmers are shoving off the grass hogs as fast as possible, realizing that they will not have enough corn to fatten more than half the usual number. Taken as a whole, the prospects for a lively fall trade in that section are far from flattering."

IGNORANT SALESMEN.

President Horton's Diagnosis of the Cheese Situation.

There is constant ill-will between the cheese manufacturers of the Northern and Central portions of the State and the cheese jobbers of Lenawee county, owing to the questionable methods pursued by the latter in endeavoring to undersell the former in their own territory. So flagrant have these abuses become of late that THE TRADESMAN has felt impelled to condemn the gorilla policy of the Adrian jobbers, in hopes that such criticism would bring about a reformation and enable all the cheese producers to reap the reward honestly due them.

To some of THE TRADESMAN's statements exceptions have been taken by Geo. B. Horton, President of the Michigan Dairymen's Association and the owner of five cheese factories in Lenawee county, who writes as follows, under date of Aug. 5:

I wish to correct what seems to be a misunderstanding in your statements regarding the prices of cheese. In the spring, when prices fall off, we follow the outside markets wholly and must do so if we sell any cheese. Our trade goes over Ohio and Indiana and part of Illinois, as well as Michigan. You will see that we are thrown in direct competition with other cheese centers and are forced to follow their prices. We do not make the price, as some suppose. We are not so near the head as that. We quote to meet what we are compelled to compete with, and the price is made the same all over the territory. If your people received their information from the same source as we do, then they would be with us all the time, and not be dragging behind two or three weeks. If they wait to hear from us, it will always appear to them that we make the price. New York City, Little Falls, Utica, Wellington, Chicago and other great cheese centers make the price, and if every factory salesman would arrange to get weekly or semi-weekly reports from those points he would not have any reason to complain of us. The factories up there cannot hold prices up in the spring when at all the points I have named the price is down low. They must follow the tide, and if they wait to hear from Lenawee it gives the appearance of our making prices. At the present time the northern and interior factories, which do not keep informed, are a complete block in the way of better prices. To illustrate: About ten days ago I, as a representative of several factories and anxious to get all I could for my patrons, thought prices ought to be, from outside indications, fully one cent higher. I wrote to and afterward went to see the Adrian jobbers and they said, "No; we can buy all the cheese we want of northern factories for 6@6½ cents and we will hold prices where they are so long as we can do that."

Now, can you not see that it would be for the interest of the patrons if those salesmen had been informed, so that they could and would ask more for their stock? Then prices would have gone up and their patrons would receive more money for their milk. The patrons' interest is what you and I should work for, and our interest should cover the whole State, as we represent a State institution and not a local one. I believe if you will join me in the effort to have all local factory salesmen take steps to be well informed from headquarters (the points I have named), it will stop all this cause of complaint and the patrons of factories in our State will receive thousands of dollars more for the labor. One point must be understood and that is, we cannot hold up prices in the spring above the leading markets and at a time when we make a cheese that will not keep, but must be sold to save it, and that we can force prices up in the fall and late summer when our cheese will keep longer and we are not obliged to sell so close.

It is not the fault of the Adrian jobber that those interior salesmen do not ask

more for their cheese now. The fault is with the uninformed salesman. They could probably get ½ to 1 cent per pound more for their cheese all through the fall if they asked it, and they were informed well enough to know what they were doing. You are not a dealer or salesman and you are just the man to punch up the factory salesmen and urge them to get information from all outside points. Have a New York commission man send his semi-weekly price current; subscribe for the Utica Herald, the Wellington, Ohio, Enterprise and Chicago daily reports, including Cheboygan, Wis. and Gosvenor, Ont. Five dollars will pay the bill for a year.

The uninformed factory salesman is too common and he prevents prices from advancing when they should, as I have shown you, and groans loudly when he thinks some other local State point is forcing him down. He does not realize but that spring prices could be held all summer and when he is down at the bottom he seems to think there is no remedy and that he must sell a few more at the old price.

Yours truly,

GEO. B. HORTON.

THE TRADESMAN is inclined to the opinion that Mr. Horton is more than half right. The Lenawee county dealers keep posted and their victims do not. An ignorant man is never a match for a man who understands himself and his business and improves every opportunity to keep himself posted regarding the condition of his business.

After Hardwood Now.

David Ward, the timber king of Michigan, is purchasing hardwood timber land now with as much avidity as he formerly exercised in the purchase of pine. Inside of a dozen years it will be found that Ward owns whole townships of cedar, hemlock and hardwood land.

S E
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 Clover, Timothy, Red Top, Etc., Etc.
D Etc.
In fact, everything in our line at lowest market values.

Brown's Seed Store, S

GRAND RAPIDS, MICH.



Bicycles,
Tricycles,
Velocipedes

AND

General Sporting Goods

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

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

E. G. Studley,

4 Monroe St.,

GRAND RAPIDS

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

Shining Shoes by Electricity.

From the Chicago News.

Chicago has a most entertaining citizen in a man located in a basement on Clark street, near Randolph, who has started a scheme never before practiced in Chicago, or for that matter anywhere else—shining shoes by electricity.

So entirely novel is the idea that it requires a policeman to keep the crowd of spectators from blocking up the sidewalk. When the customer is seated in the chair the fun begins. The bootblack grasps what looks like a rubber hose with a brush attached to one end, touches it to the foot, and the shoe is shined.

"I have the only plant in the country," said the proprietor, "but, like every other new thing, it will be used everywhere inside of a year. The patent was obtained about three weeks ago, and this shop has not been in existence that long."

"Are you meeting with much success?"

"I should think so. I have barely got settled, and yet already I am shining the shoes of seven hundred or eight hundred people every day. That looks like business, don't it? It's knocking the old-fashioned way of shining shoes right in the head, and I prophesy that inside of a year you will find a number of these shops in every part of the city. The modus operandi is very simple; but let me explain:

"I have six chairs here, and in front of each one you notice there is a box where the person wishing his shoes shined puts his foot. In that box is a one-eighth horse-power electric motor. Connected with it is a spiral wire that is contained in the hose you see. At the end is the brush, and when the customer sits down all I have to do is to press this button on the floor with my foot, and the electricity is turned on. The brush is put in motion and skims over the foot at the rate of 220 revolutions a minute. Consequently, we get up a friction that cannot be equalled by hand. Then, too, shoes can be shined much quicker than in the ordinary way. With this method I can give a patent leather shine in a minute and a quarter. That feature alone will be a drawing card with the Chicago business man. There is one class of customers who will look upon us as their best friends—the people with corns or sore feet. By getting their shoes shined by electricity there is no pounding of the feet by careless bootblacks, but a pleasant rub all round, and the work is done.

"The bootblacks are awfully jealous of the new scheme, and declare that they are ruined."

A World of Wrenches.

The sale of wrenches in this country is one of large proportions, and the rivalry among manufacturers to put the best article in the market is severe, the Patent Office weekly recording several efforts in this direction. There are several grades with corresponding variations in prices. Cheaper wrenches are made of forged or malleable iron, while the superior class is made of steel forgings, the sliding jaw being of malleable iron. The trade is, however, calling for the better grade of wrenches. Very good combination wrenches are now on the market, one of which is an engineer's wrench, in which the pawl carries a revolving wheel which is used to cut round iron as well as pipe. This wheel can be removed, and leaves the tool in such shape that it can be used as a pipe wrench. All the parts are interchangeable, and it is very durable. The pawl has a wide bearing, so it does not crush the pipe, while at the same time it has a strong grip. Another combination tool can be used as a screw, pipe or pocket wrench, a hammer, nail-claw, screw-driver, or bit-handle. As such a tool is very handy for the farm, the house or workshop, its sale is very large.

Silverware Marked Up.

From the New York Sun, Aug. 5.

The wholesale silversmiths in this city have advanced the price of silver spoons, forks and solid silverware 15 cents an ounce. This is the result of the recent rise in the price of silver bullion since the Silver bill was passed. Circulars

have been sent out to the retail dealers in silverware all over the country, advising them of this advance. The circular says that hereafter sterling silverware will be sold to the trade for \$1.40 per ounce. Prices for other goods in which silver is used will be advanced in proportion. This increase in price will make a material difference in the cost of silver dinner sets, but in articles of silver jewelry will be hardly noticeable. A silversmith said yesterday:

"We have been selling silver forks and spoons for less than their actual cost for two months past. There never has been much profit on these goods, and this increase of 15 cents an ounce is not in proportion to the advance in the price of silver bullion. There may be another advance if silver continues to go up."

Tiffany & Co. do not sell any goods at wholesale, and have not as yet advanced their prices. One of the members of that firm said yesterday that they were going to mark up their silverware, although their advance in prices will be independent of that made by the wholesale dealers.

There are about twenty wholesale silversmiths in the city, but of these the largest firms interested in the movement are Dominick & Haff, the Whiting Manufacturing Co., and the Gorham Manufacturing Co.

An Aged Pair of Shoes.

"I was in the store of Wellington Lawton, at Berlin, a few days ago," said Manley Jones, last Saturday, "when an old gentleman came in who immediately attracted my attention. Entering into conversation with him, I found that his name was John Wallace, that he was 88 years of age and, strangest of all, that he wore a pair of shoes which he purchased in Detroit in 1848—forty-two years ago. He has worn the shoes only at occasional intervals in the meantime and they are still in a good state of preservation. At the time he purchased the shoes he was in the employ of a man named Newbold, who then conducted a hardware store. His superior in the establishment was Mr. Ducharme, who became very wealthy from the pursuit of the hardware business and retired a few years ago. The old gentleman was as bright as a dollar and I could have enjoyed a half day's talk with him had time permitted."

Worn-Out Shoes Have their Uses.

From the Manufacturers' Gazette.

Worn-out shoes have their uses. The Italian scavenger who rakes up your ash barrel and sends the dust flying over your doorstep knows this well, and his black eyes glisten at the sight of old leather. If the shoes are not worn to shreds, he sells them to a second-hand dealer and they are patched up and resoled; but if they are past mending, he takes them home to his cellar and rips them all apart, or his wife and children do. The pieces he sells to a manufacturer. From the larger pieces after being soaked till soft, the uppers of children's shoes are cut. The soles are cut into small pieces to make up the layers of the heels of other shoes, the iron pegs that are not bent can be used over again, and the little scraps that are left after all this are subjected to a treatment that makes them all one pliable mass, from which a kind of artistic leather is rolled out. This is used for covering chairs, books, trunks, boxes, etc. Many fancy patterns are stamped on it, and the trade in this kind of "embossed" leather in the United States is a well-established one.

Leased a Hotel at Boyne City.

BOYNE FALLS, Aug. 8.—W. A. Davoll, dealer in general merchandise, has rented the Commercial House, at Boyne City, but he will continue his mercantile business at the Falls just the same. Al. invites the patronage of the commercial trade. He will entertain the Knights of the Grip and their wives at least once a year without charge.

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:

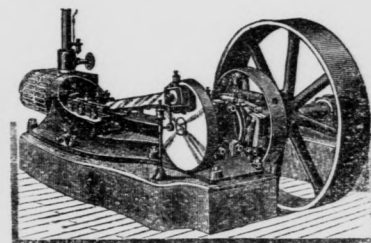
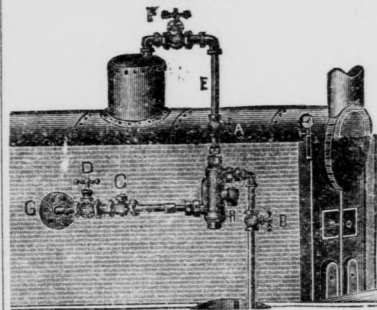
1,000	-	\$1.50
2,000	-	2.50
5,000	-	4.50

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

THE TRADESMAN COMPANY,
GRAND RAPIDS.

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.

HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY.

Send for Catalogue and Prices.

ATLAS ENGINE WORKS

INDIANAPOLIS, IND., U. S. A.

MANUFACTURERS OF
STEAM ENGINES & BOILERS.

Carry Engines and Boilers in Stock for immediate delivery.

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

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

Write for Prices.

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

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.

WE CARRY A STOCK OF CREAM TALLOW FOR MILL USE.

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.

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 Vernor, Detroit.
 Five Years—Ottmar Eberbach, Ann Arbor.
 President—Jacob Jesson, Muskegon.
 Secretary—Jas. Vernor, Detroit.
 Treasurer—Geo. McDonald, Kalamazoo.
 Meetings during 1890—Marquette, Aug. 13 and 14; Lansing, Nov. 5 and 6.

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

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

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

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

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

The Druggist's Night-Bell.

From the Pharmaceutical Record.

The druggist must answer the night-bell promptly, and in this connection there is nothing so valuable as a speaking tube. With it he can inquire who rings the bell, and what is wanted. He can recognize the voice of his customer, and besides ascertain if the call is urgent, without leaving his bedroom or exposing himself to cold by hoisting the window and looking out. By the speaking tube he can avoid the everlasting ting-a-ling by the impatient customer till he reaches the store door. Some druggists get up for prescriptions only; others for these and important medicines, such as laudanum, paregoric, morphine, etc.; but I think the matter best decided on its merits for each individual case. I once accommodated a man in the middle of the night with a gallon of coal oil, which was a very great necessity, his wife having been taken suddenly sick, and there was not enough oil in the house to burn till morning. This man, a stranger in the neighborhood, afterward became a very good customer. While it hardly pays to lose one's rest for the paltry sum of thirty-five or forty cents, yet the prescription filled in the night may require to be refilled many times. I call to mind one that has been refilled at intervals for the past seven years, and has proven to be the most profitable one on the books. A man can never know what he loses by not attending to the night-bell.

Paid off in His Own Coin.

From the Boston Saturday Evening Gazette.

A remarkable case of "diamond cut diamond" occurred in Boston recently, not far from the Providence Railroad station. A druggist had fitted up a neat corner store and had established at once a fine trade. One day another druggist entered his store and said:

"I want to buy you out. How much will you take?"

"I do not want to sell," was the reply.

"I expected that answer," said the encroaching person, "and I am prepared for it. Now, if you don't sell out to me, I will open a drug store in opposition on the opposite corner. How much will you take?"

The druggist, offended at this species of browbeating, said he would sleep on it and report the next morning. At the appointed hour the aspirant was in the store and a large price was named. The bargain was bound. The druggist who had been thus ousted from a corner which he had fitted up with a view to years of peace and profit, sought the owners of the opposite corner which had been held out to him as a threat, secured from them a long lease, worked night and day, and now has a drug store in which any community might take satisfaction and repose confidence. What is more, he is doing a better business than he did in the former locality.

We should rule ourselves with a firm hand. Being our own master means often that we are at liberty to be the slaves of our own follies, caprices and passions. Generally speaking, a man cannot have a worse or more tyrannical master than himself.

How to Detect Adulterated Turpentine from the Genuine Article.

Just now there is a good deal of cheap manipulated turpentine on the market. This turpentine is worth considerably less per gallon than the pure article, and is sure to ruin all jobs of painting, because it will not dry. Kerosene will not dry, no more will this, for it is adulterated by the producers in the South, who mix with the crude material in the stills a large percentage of petroleum, distilling the two together. The following is a purely mechanical test and can be successfully tried by anyone:

Drop on a clear glass surface one drop of pure spirits of turpentine. Near it put a drop of the suspected article, and, with the light properly reflected from the surface, watch the effect as it evaporates. If pure, the drop will dry off almost like water and no color will be reflected. If the drop contains as much as 5 per cent. of oil or benzine, the surface with the light properly thrown on it, will exhibit an iridescent purple similar to that thrown off from the surface of water on which oil has been dropped.

The March of Capitalism.

From the Detroit News.

Big birds prey on little birds, and big fish eat little fish. The strong overcome the weak, and the large absorb the little. The cunning kill the simple, for cunning represents strength, while simplicity is weakness. That is the way matters go in the physical world.

It is no different in the industrial world. In almost every occupation in the United States, in fact in all civilized lands, the number of corporations, firms and individuals engaged in any single occupation is shown to be rapidly decreasing in proportion to the number to be served. Business is growing, but the number of employers of labor engaged therein is diminishing. Trade is concentrating into fewer hands. The captains of industry are steadily controlling larger and more far-reaching enterprises. They are becoming more capable of handling immense masses of materials and men. The waste of the raw product, and of manual labor, and even of brain work, is being reduced to a minimum. The finished goods are passing through fewer and fewer concerns before they are handed to the consumer. The proportion of middlemen to buyers for consumption steadily decreases. All the industries of the country—all the industries of the world will soon be in a comparatively few hands.

That is what is going on in Detroit. That is what is going on in Michigan. That is what is going on in the United States. That is what is going on in the whole world.

The small dealers everywhere are being crushed out of existence. Look at Detroit. The number of businesses have not kept pace with population. There are to-day seen on our main avenues huge concerns run by the same corporation—the same corporation dealing in articles that a few years ago would have occupied the attention of a dozen firms. Look at the great stove works. One establishment in this city to-day is equal to thirty average stove manufactories of a few years ago. And, as in stoves and clothing and the numberless articles sold in fairs and bazaars, so it is in almost every other department of industry. The small manufactories cannot compete with the large ones. They cannot be run so economically; their wares cannot be sold so cheaply; and so they cannot successfully compete for trade. They die; the larger stores and manufacturers get the trade, and the ranks of the wage-receiving class are enlarged, while the ranks of the employing class diminish.

Chicago just now furnishes another example of this concentration, in the absorption by one corporation of a number of her stock yards. There were big slaughter houses there, but they were not large enough for the ideas of some who wish to engage in the industry of killing and cooking and pickling the animals that furnish us food. So, in order to be able to make large profits while furnishing cheaper meat—in order to save the waste that now consumes a portion of the profits by reason of having

several sets of officials where one is sufficient—these seemingly overgrown butcher shops are to be doubled up. One industrial machine will take the place of several.

This is the march of capitalism. And it is the march of death to the small enterprise backed by small capital, run by men of small experience. The day of small industries is swiftly passing away. It is only those who, with the power to command great ability, have the capital to overcome the natural and artificial obstacles to success that can hope to live and prosper. The great middle class are feeling this, even more than the wage-receiving class, and it is because they feel this that so large a number are following the *ignis fatuus* created by Bellamy in his "Looking Backward"—this socialistic state where the great corporations are to be swallowed up by a greater, the state itself, and where individualism is to be suppressed and governmentalism crowned king.

What is to be done? What will stop the march of capitalism?

It was a Surprise.

A guest at one of the Petoskey resort hotels who was charged 10 cents for a glass of lemonade made a prompt and vigorous kick, saying:

"This is nothing short of highway robbery, and I won't submit to it."
 "My friend," said one of the clerks, who had been called on to adjust the matter, "what do you suppose our object is in keeping this hotel?"

"To accommodate the public, of course."

"Exactly, but that's not all. We intend to make money at the same time."

"You do?"

"Of course we do. We must have a profit, even on our beer."

"Then I'll pay my bill and go! I like to see everybody get along, but when the clothing store in my town sells a suit of clothes for half off I'm not going away from home to pay somebody full figures and a little more on top of them."

Where to Carry Cigars.

A young man who purchased a dozen very good cigars was thrusting them into his vest pockets, when the cigar dealer advised him to put them in his outer coat pocket, and this was the reason the dealer gave:

"If you put those cigars in your vest pocket, you'll come back here and tell me they were not good. A cigar has a wonderful capacity for absorption, and if you carry a good cigar in your vest pocket any length of time during this hot weather it will taste as rank as a stogie when you light it. Cigars should be carried in a pocket where they may be kept dry and free from any opportunity to absorb the odor of perspiration."

Better than a String.

"I want something," said a farmer as he entered a drug store, the other day.

"Well, what is it?"

"I didn't tie a string around my finger, but I guess I can get around it all the same. What's the name of the lake below us?"

"Lake Erie."

"Exactly. What's the name of the bay which the boats run to?"

"Put-in-Bay."

"Correct. Now, then, who put in there?"

"Perry."

"Straight as a string. I want ten cents' worth of perogyoric. My old woman said I'd be sure to forget it, but here's the proof that I didn't."

The Drug Market.

Opium is a trifle lower. Morphia is unchanged. Quinine is steady. Alcohol has advanced. The price is now as follows: barrels, \$2.25; half-barrels, \$2.30; ten gallons, \$2.33; five gallons, \$2.35—less five cents per gallon for cash in ten days. Castor oil has advanced.

CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists, GRAND RAPIDS.

THE MOST RELIABLE FOOD
RIDGE'S FOOD
 For Infants and Invalids.
 Used everywhere, with unqualified success. Not a medicine, but a steam-cooked food, suited to the weakest stomach. Take no other. Sold by druggists. In cans, 3c. and upward. Woolrich & 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.

SOLE AGENTS
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.

Wholesale Price Current.

Advanced—Alcohol, Castor Oil, Cattle Bone.

ACIDUM.		TINCTURES.	
Aceticum.....	82 10	Aconitum Napellis R.....	60
Benzoinum German.....	80 10	Aloes.....	50
Boric.....	32 40	Arnica.....	50
Carbolicum.....	32 40	Asafoetida.....	50
Citricum.....	32 40	Atropa Belladonna.....	50
Hydrochlor.....	10 12	Benzoin.....	50
Nitricum.....	10 12	" Co.....	50
Oxalicum.....	11 13	Sanguinaria.....	50
Phosphoricum dil.....	1 40 10	Barosma.....	50
Salicylicum.....	1 40 10	Cantharides.....	75
Sulphuricum.....	1 40 10	Capiscum.....	50
Tannicum.....	1 40 10	Cardamon.....	75
Tartaricum.....	40 42	" Co.....	75
AMMONIA.		Castor.....	1 00
Aqua, 16 deg.....	52 7	Catechu.....	50
" 20 deg.....	7 8	Cinchona.....	50
Carbonas.....	11 13	" Co.....	50
Chloridum.....	12 14	Columba.....	50
ANILINE.		Conium.....	50
Black.....	2 00 25	Cubeba.....	50
Brown.....	2 00 25	Digitalis.....	50
Red.....	2 50 30	Ergot.....	50
Yellow.....	2 50 30	Gentian.....	50
BACCÆ.		" Co.....	50
Cubæe (po. 150).....	1 60 1 75	Gualica.....	50
Juniperus.....	82 10	Zingiber.....	50
Xanthoxylum.....	25 30	Hycosyamus.....	50
BALSAMUM.		Iodine.....	75
Copaiba.....	60 65	" Colorless.....	75
Peru.....	60 65	Ferri Chloridum.....	35
Terabin, Canada.....	35 40	Kino.....	50
Tolutan.....	40 45	Lobelia.....	50
CORTEK.		Myrrh.....	50
Abies, Canadian.....	18	Nux Vomica.....	50
Cassia.....	11	Opil.....	85
Cinchona Flava.....	18	" Camphorated.....	50
Euonymus atropurp.....	30	" Deodor.....	2 00
Myrica Cerifera, po.....	20	Aurant Cortex.....	50
Prunus Virgin.....	12	Quassia.....	50
Quillaja, grd.....	12	Rhatany.....	50
Sassafras.....	10	Rhei.....	50
Ulmus Po (Ground 12).....	10	Cassia Acutifol.....	50
EXTRACTUM.		" Co.....	50
Glycyrrhiza Glabra.....	24 25	Serpentaria.....	50
" po.....	32 35	Stromonium.....	60
Haematox, 15 lb. box.....	11 12	Tolutan.....	60
" 18.....	13 14	Valerian.....	50
" 1/4.....	14 15	Veratrum Verde.....	50
" 1/2.....	16 17	MISCELLANEOUS.	
FERRUM.		Ether, Spts Nit, 3 F.....	26 28
Carbonate Precip.....	2 15	" 4 F.....	30 32
Citrate and Quinia.....	2 50	Alumen.....	2 1/2 3 1/2
Citrate Soluble.....	2 80	" ground, (po. 7).....	3 2 4
Ferrocyanidum Sol.....	2 50	Annatto.....	52 60
Solut Chloride.....	2 15	Antimony.....	42 5
Sulphate, com'l.....	1 14 2	" et Potass T.....	52 60
" pure.....	2 7	Antipyrin.....	1 35 1 40
FLORA.		Antifebrin.....	2 25
Arnica.....	14 16	Argent Nitras, ounce.....	75
Anthemidis.....	20 25	Arsenicum.....	52 7
Matricaria.....	25 30	Balm Gilead Bud.....	38 40
FOLIA.		Bismuth S. N.....	2 10 2 20
Barosma.....	13 20	Calcium Chlor, 1s, (1/2).....	2 9
Cassia Acutifol, Tin.....	25 28	" 1/2, 12).....	2 9
nivelly.....	25 30	Cantharides Russian.....	2 1 75
Alx.....	35 50	" po.....	2 1 75
Salvia officinalis, 1/2.....	10 12	Capici Fructus, af.....	2 22
and 1/4.....	10 12	" po.....	2 16
Ura Ursi.....	82 10	" B po.....	2 14
GUMMI.		Caryophyllus, (po. 20).....	15 18
Acacia, 1st picked.....	21 00	Carmin, No. 40.....	2 3 75
" 2d.....	21 00	Cera Alba, S. & F.....	50 55
" 3d.....	21 00	Cera Flava.....	38 40
" sifted sorts.....	21 00	Coccus.....	2 40
" po.....	75 100	Cassia Fructus.....	2 20
Aloe, Barb, (po. 60).....	50 60	Centaria.....	2 10
" Cape, (po. 20).....	50 60	Cetaceum.....	2 45
" Socotri, (po. 60).....	50 60	Chloroform.....	50 55
Catechu, 1s, 1/2, 1/4.....	2 1	" squibbs.....	2 1 00
16).....	2 1	Chloral Hyd Crst.....	1 50 1 75
Ammoniac.....	25 30	Chondrus.....	20 25
Assafoetida, (po. 30).....	30 35	Cinchonidine, P. & W.....	15 20
Benzoinum.....	50 52	" German.....	42 10
Camphora.....	50 52	Corks, list, dis. per.....	2 60
Euphorbium po.....	35 10	cent.....	2 50
Galbanum.....	23 00	Creosotum.....	2 50
Gamboge, po.....	80 95	Creta, (bbl. 75).....	2 2
Gualacum, (po. 60).....	50 55	" prep.....	52 5
Kino, (po. 25).....	2 20	" precip.....	82 10
Mastic.....	2 80	" Rubra.....	2 8
Myrrh, (po. 45).....	2 40	Crocus.....	35 38
Opil, (po. 5 40).....	4 1 25	Cudbear.....	2 24
Shellac.....	25 35	Cupri Sulph.....	82 9
Tragacanth.....	30 75	Dextrine.....	10 12
HERBA—In ounce packages.		Ether Sulph.....	68 70
Absinthium.....	25	Emery, all numbers.....	2 2
Eupatorium.....	20	" po.....	2 2
Lobelia.....	25	Ergota, (po. 60).....	50 55
Majorum.....	25	Flake White.....	12 15
Mentha Piperita.....	25	Galla.....	2 23
" Vir.....	25	Gambier.....	5 2 9
Rue.....	30	Gelatin, Cooper.....	40 60
Tanacetum, V.....	22	" French.....	40 60
Thymus, V.....	25	Glassware flint, 70 per cent.....	2 15
MAGNESIA.		by box 60 less.....	2 15
Calcined, Pat.....	55 60	Glue, Brown.....	92 15
Carbonate, Pat.....	20 22	" White.....	132 25
Carbonate, K. & M.....	20 25	Glycerina.....	19 1/2 25
Carbonate, Jennings.....	35 38	Grana Paradisi.....	2 25
OLEUM.		Humulus.....	20 25
Absinthium.....	5 00 5 50	Hydrag Chlor Mite.....	2 10
Amygdalæ, Dule.....	45 75	" Cor.....	2 88
Amygdalæ, Amaræ.....	8 00 8 25	" Ox Rubrum.....	2 10
Anist.....	1 90 2 00	" Ammoniat.....	2 10
Aurant Cortex.....	2 25	Unguentum.....	47 57
Bergamli.....	3 25 4 00	Hydragyrum.....	2 85
Cajiputi.....	90 100	Icthyobolla, Am.....	1 25 1 50
Caryophylli.....	1 25 1 30	Indigo.....	75 100
Cedar.....	35 65	Iodine, Resubl.....	3 75 3 85
Chenopodii.....	21 75	Iodoform.....	24 70
Cinnamonli.....	1 40 1 50	Lupulin.....	85 100
Citronella.....	35 65	Lycopodium.....	55 60
Conium Mac.....	35 65	Macis.....	80 85
Copaiba.....	1 20 1 30	Liquor Arsen et Hy.....	2 27
POTASSIUM.		drag lod.....	10 12
Bi Carb.....	15 18	Liquor Potass Arsenitis.....	10 12
Bichromate.....	13 14	Magnesia, Sulph (bbl.....	2 3
Bromide.....	37 40	Manna, S. F.....	45 50
Carb.....	13 15	HAZELTINE & PERKINS DRUG CO.	
Chlorate, (po. 18).....	16 18	---DRUGS---	
Cyanide.....	50 55	Chemicals and Druggists' Sundries.	
Iodide.....	2 30 3 33	Dealers in	
Potassa, Bitart, pure.....	3 15	Patent Medicines, Paints, Oils, Varnishes.	
Potassa, Bitart, com.....	3 15	Sole Agents for the Celebrated Pioneer Prepared Paints.	
Potass Nitras, opt.....	82 10	We are Sole Proprietors of	
Potass Nitras.....	72 9	WEATHERLY'S MICHIGAN CATARRH REMEDY	
Prussiate.....	28 30	We have in stock and offer a full line of	
Sulphate po.....	15 18	Whiskies, Brandies,	
RADIX.		Gins, Wines, Rums.	
Aconitum.....	20 25	We are Sole Agents in Michigan for W. D. & Co.,	
Althæa.....	25 30	Henderson County, Hand Made Sour Mash	
Anchusa.....	15 20	Whisky and Druggists' Favorite	
Arum, po.....	2 25	Rye Whisky.	
Calamus.....	20 25	We sell Liquors for Medicinal Purposes only.	
Gentiana, (po. 15).....	10 12	We give our Personal Attention to Mail Orders and Guar	
Glycyrrhiza, (pv. 15).....	16 18	antee Satisfaction.	
Hydrastis Canaden,.....	2 35	All orders are Shipped and Invoiced the same day we re	
" (po. 40).....	2 35	ceive them. Send in a trial order.	
Jalapæ, pr.....	40 45	Hazeltine & Perkins Drug Co.,	
Maranta, 1/2.....	2 35	GRAND RAPIDS, MICH.	
Podophyllum, po.....	15 18		
Rhei.....	75 100		
" cut.....	21 75		
" pv.....	75 100		
Spigelia.....	48 53		
Sanguinaria, (po. 25).....	2 20		
Serpentaria.....	40 45		
Senega.....	45 50		
Similax, Officialis, H.....	40 45		
" M.....	40 45		
Scilla, (po. 35).....	10 12		
Symplocarpus, Fosti.....	2 35		
du, po.....	2 35		
Valeriana, Eng. (po. 30).....	15 20		
" German.....	15 20		
Zingiber a.....	10 15		
Zingiber j.....	22 25		
SEMIN.			
Anisum, (po. 20).....	2 15		
Apium (graveleons).....	15 18		
Bird, is.....	40 6		
Carui, (po. 18).....	82 12		
Cardamon.....	1 00 1 25		
Corlandrum.....	10 12		
Cannabis Sativa.....	3 1/2 4		
Cydonium.....	75 100		
Chenopodium.....	10 12		
Dipterix Odorate.....	2 00 2 25		
Foeniculum.....	2 15		
Poenugreek, po.....	60 8		
Lini.....	4 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.....	82 9		
Sinapis, Alba.....	82 9		
" Nigra.....	11 12		
SPIRITUS.			
Frumentum, W. D. Co.....	2 00 2 50		
" D. F. R.....	1 75 2 00		
Juniperis Co. O. T.....	1 10 1 50		
Juniperis N. E.....	1 75 2 00		
Saacharum N. E.....	1 75 2 00		
Spt. Vini Galli.....	1 75 2 00		
Vini Oporto.....	1 25 2 00		
Vini Alba.....	1 25 2 00		
SPONGES.			
Florida sheeps' wool.....	2 25 2 50		
Nassau sheeps' wool.....	2 00		
Velvet extra sheeps'.....	2 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.			
Accacia.....	50		
Zingiber.....	50		
Ipecac.....	50		
Ferri lod.....	50		
Aurant Cortex.....	50		
Rhei Arom.....	50		
Similax Officialis.....	50		
" Co.....	50		
Senega.....	50		
Scilla.....	50		
Tolutan.....	50		
Prunus virg.....	50		

GROCERIES.

Wool Without Change--Hides in Small Demand--Tallow Unchanged.

Wools have sold more freely, especially Western, but prices are no higher; in fact, are lower and more in favor of manufacturers. There are no speculators in the market, taking for the future. Abroad, wools have declined fully 10 per cent. Our markets are dull and low, with fleece firmly held, as present prices are a loss to the holder.

Hides are not selling so freely at the advance. They are too high in price for the tanner to get his money back and the leather market will not respond to aid him. Therefore, they curtail the working in, knowing the accumulation will drop the price, and especially so as some tanners who were over-anxious have become loaded. Heavy hides are plenty and have not advanced. The kill West is some 10,000 per day over one year ago, principally in branded or No. 2 cattle.

Tallow is well picked up, but prices are no better. Only the best sorts of oleomargarine are saleable at any price and this increases the tallow output.

Sugar Consumption of the United States and Great Britain.

From the New York Shipping List.

The average consumption of sugar in this country in 53 pounds *per capita* and in the United Kingdom 73 pounds *per capita*. The consumption in Great Britain is increased by a considerable quantity of low grade sugar fed to live stock and a considerable quantity used in the manufacture of jams, jellies, fruit preserves, etc. The consumption of molasses, foreign and domestic, sorghum syrup, corn syrup and glucose is practically unknown in Great Britain, while in this country the yearly consumption of these liquid sweets is roughly estimated at not less than 90,000,000 gal. a fact that goes a long way towards making the actual consumption in this country much greater than is apparent, and if the quantity of these liquid sweets could be reduced to a sugar equivalent they would undoubtedly bring the *per capita* consumption nearly up to that of Great Britain.

Increasing Business.

On account of his fast increasing business, W. R. Keeler has concluded to put another salesman on the city trade, thereby giving him more time on his outside trade, which he will cover himself, adding a great deal of new territory to what he already has.

The Profit on Some Sauerkraut.

L. Winternitz fairly outdid himself on the occasion of the grocers' picnic. Not content with contributing 5,000 programmes, he also furnished 1,000 handsome ribbon badges. The grocers very generally vote Winternitz a brick.

The Grocery Market.

Sugar is a little firmer and granulated and confectioner's are a trifle higher. Oatmeal has been advanced. Canned and dried fruits are firmer, if anything, than a week ago.

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

Persia pays about \$700,000 for tea, most of which comes from China, being transported on camels at great expense, besides being subject to a tax levied by the countries through which the caravan passes.

The Sale Was Off.

From the Kansas City Times.

Mr. Hillard, a tea salesman from Boston, told a pretty good story at the Coates House the other night. "There was an old chap from away back in Vermont," he said, "who came up to town the other day to make some purchases, chief among which was a big bill of goods from my house. He bought about \$300 worth of oolongs, young hysons, English breakfasts, etc. While the goods were being put up I undertook to show him through the house, and in the course of our wanderings he came to a speaking tube. This was a marvel to Mr. Vermonter, and I had to explain to him how it was we could speak from the sixth floor, on which we were at that time to a man on the first floor. To illustrate my words I called up our shipping clerk and asked him:

"Have you put those goods up for Mr. Vermonter?" and with this I slipped from the tube and put it to the ear of my customer. The result was not what I anticipated.

"Much obliged, sir; you can cancel my order," said he to me.

"What's the matter," says I.

"Oh, nuthin'," says he and off he started for the elevator.

"What did you say just now?" I asked the shipping clerk in haste.

"I said I am waiting for an answer on Bradstreet's on him; I understand he is a slippery old cuss and needs watching."

The Grocers' Picnic.

The annual picnic of the Grand Rapids grocers, which was held at Reed's Lake last Thursday, eclipsed anything of the kind ever undertaken in this State, the crowd attending being fully 15,000 strong. Everything passed off pleasantly, nothing occurring to mar the pleasure of anyone. The ball game resulted in the victory of the nine pitted against the grocers. The foot race, sack race, wheelbarrow race and greased pole and greased pig contests were all spirited and added greatly to the enjoyment of the occasion. The same is true of the exhibition drills given by Custer Guard and the Knights of Pythias. The supper served by Caterer Swetland, the toasts which followed, the dancing, boating and bathing were all enjoyable and rounded out a day of unalloyed pleasure. Much credit is due the officers and committees for preparing the programme and carrying it out so successfully.

Card of Thanks.

To the traveling salesmen and others who so generously extended their sympathy and assistance during the recent illness and death of my husband Loyal L. Loomis, I wish herewith to offer my heartfelt thanks.

Mrs. L. L. LOOMIS.

Open for a Bonus.

The Warren Featherbone Co., of Three Oaks, is ready to receive offers of a cash bonus for locating elsewhere.

Co-operative distribution seems to be prospering in some parts of New England. The Sovereign Co-operative Grocery Association of Worcester, Mass., has declared a dividend on its last six months' business of 6 per cent. on members' trade and 3 per cent. on that of non-members. A branch store is to be opened soon at South Worcester. At Plymouth, Mass., the Plymouth Rock Co-operative Grocery Co. has declared dividends of 4 per cent. to stockholders, and 6 per cent. on purchases, on the business of the past six months, both now payable.

Association Notes.

Allegan Gazette: A special meeting of the Business Men's Association was held Tuesday evening to consider the feasibility of organizing a canning factory here. J. B. Dumont laid the facts before the meeting. He thought fully

\$25,000 would be required to start the factory, with additional departments for pickling, cider making, evaporating and cold storage. But a beginning could be made with \$10,000. The cold storage feature was particularly applauded. Mr. Dumont thought a frame building to hold 10,000 barrels could be erected and ice supplied for \$3,000. After some discussion it was resolved to leave the whole matter as it was until a larger meeting could be called. Mr. Dumont to sound the people on the subject in the meantime. M. T. Ryan informed the meeting that Mrs. Fisk would give the land formerly used by the defunct oil well association, together with the well itself, to any factory that would locate here and employ at least twenty-five men. E. T. Van Ostrand, J. B. Dumont and I. F. Clapp were appointed a committee to complain to the village board regarding the unhealthy condition of the pond and river during low water.

PRODUCE MARKET.

Apples—Dried, 7½¢ for sun-dried and 11¢ for evaporated. The market is strong. Apples—Green, early harvest stock is held at \$1 per bu. Beans—Dry stock continues to get firmer, being now held at \$2.25 to \$2.15 for city hand-picked. Beets—New, 50¢ to 60¢ per bu. Butter—Dairy begins to find moderate sale at 14¢. Blackberries—Wild, 6¢ per qt; Lawton, \$1.40 for 16 qt. case. Cabbages—Home grown stock, \$3 per two bbl crate. Carrots—15¢ per doz. Cooperage—Pork barrels, \$1.25; produce barrels 25¢. Cucumbers—10¢ per doz. Eggs—The market is steady. Dealers pay 14¢ and hold at 16¢. Field Seeds—Clover, mammoth, \$3.75 per bu.; medium, \$3.60. Timothy, \$1.75 per bu. Green Beans—Wax or string, 75¢ per bu. About out of market. Green Corn—10¢ per doz. Maple Sugar—8¢ to 10¢ per lb., according to quality. Maple Syrup—75¢ to 85¢ per gal. Musk Melons—Home grown, \$1.25 per crate. Onions—Green, 15¢ per doz. Southern are a little higher, being now held at \$3.25 to \$3.10 per bbl. Pop Corn—4¢ per lb. Potatoes—Home grown stock is coming in very slowly, present quotations being \$2.25 to \$2.50 per bbl. Pears—California, \$3 per case. Peaches—California, \$2 per crate. Plums—California, \$2 per crate. Tomatoes—Home grown command \$2.50 per bu., but will be considerably cheaper before the end of the week. Turnips—50¢ to 60¢ per bu. Watermelons—Indiana stock is coming in very plentifully, being held at 18¢ to 20¢ 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 00
Extra clear pig, short cut.	
Extra clear, heavy	
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.

Tierces.	7
Tubs.	7½
50 lb. Tins.	7½

LARD—Family.

Tierces.	6
30 and 50 lb. Tubs.	6¼
3 lb. Pails, 20 in a case.	7
5 lb. Pails, 12 in a case.	6¾
10 lb. Pails, 6 in a case.	6¾
20 lb. Pails, 4 in a case.	6¾
50 lb. Cans.	6¼

BEEF IN BARRELS.

Extra Mess, warranted 300 lbs.	7 00
Extra Mess, Chicago packing.	7 00
Boneless, rump butts.	9 50

SMOKED MEATS—Canvassed or Plain.

Hams, average 20 lbs.	10½
" " 16 lbs.	10¼
" " 12 to 14 lbs.	10
" picnic	8
" best boneless.	8
Shoulders.	8
Breakfast Bacon, boneless.	8½
Dried beef, ham prices.	10
Long Cleats, heavy.	6
Briskets, medium.	6
" light.	6

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.

Whitefish.	7½
" smoked.	8
Trout.	7½
Halibut.	15
Ciscoes.	4
Flounders.	9
Bluefish.	10
Mackerel.	25
Cod.	10
California salmon.	30

OYSTERS—Cans.

Fairhaven Counts.	25
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FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass.	4½
" hind quarters.	6
" fore.	3
" loins, No. 3.	9
" ribs.	7½
" rounds.	6
" tongues.	10
Hogs.	2
Bologna.	5
Pork loins.	8
" shoulders.	6
Sausage, blood or head.	5
" liver.	5
" Frankfort.	7½
Mutton.	2
Veal.	2

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.

Standard, per lb.	8½
" H. H.	9
" Twist.	9
Cut Loaf.	10
Assorted Cream.	12
Extra H. H.	11

MIXED CANDY.

Standard, per lb.	8½
Leader.	8½
Royal.	9
Extra.	10
English Rock.	10
Conserves.	10
Broken.	9
Cut Loaf.	10
French Creams.	12
Valley Creams.	13

FANCY—in 5 lb. boxes.

Lemon Drops.	13
Sour Drops.	13
Peppermint Drops.	14
Chocolate Drops.	14
H. M. Chocolate Drops.	18
Gum Drops.	10
Licorice Drops.	18
A. B. Licorice Drops.	14
Lozenges, plain.	14
" printed.	15
Imperial.	14
Motives.	15
Cream Bar.	15
Molasses Bar.	13
Caramels.	16 to 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.	12
Chocolate Drops, in pails.	12
Gum Drops, in pails.	6
Moss Drops, in pails.	10
Sour Drops, in pails.	12
Imperial, in pails.	12

ORANGES.

Rodi, choice, 300.	7 50
" 300.	7

LEMONS.

Messina, choice, 360.	7 50
" 300.	8 00
" fancy, 360.	8 00
" 300.	8 50 to 9 00

OTHER FOREIGN FRUITS.

Figs, Smyrna, new, fancy layers.	14
" choice, 7 lb.	2
Dates, frills, 50 lb.	2
" ¼ frills, 50 lb.	2
" Fard, 10-lb. box.	10
" 50-lb. "	8
" Persian, 50-lb. box.	5½

NUTS.

Almonds, Tarragona.	16½
" Ivaca.	16
" California.	15
Brazils.	25
Walnuts, Grenoble.	16½
" California.	20
Pecans, Texas, H. P.	13
Cocoanuts.	4 00 to 4 50

PEANUTS.

Fancy, H. P., Suns.	10
" Roasted.	12
Fancy, H. P., Game Cocks.	10
" Roasted.	11½
Fancy, H. P., Stags.	9½
" Roasted.	11½
Choice, H. P., Stars.	9½
" Roasted.	11
Fancy, H. P., Steamboats.	9½
" Roasted.	11

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.

Wholesale Price Current.

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

APPLE BUTTER. E. J. Mason & Co.'s goods.. 6 AXLE GREASE. Fraser's.....\$2 40 Aurora.....1 75 Diamond.....1 80 BAKING POWDER. Thepure, 10c packages.....\$1 20 " 1 lb. ".....1 56 " 6 oz. ".....2 28 " 1/2 lb. ".....2 76 " 12 oz. ".....4 20 " 1 lb. ".....5 40 " 5 lb. ".....26 00 Less 20 per cent. to retailers. Absolute, 1/2 lb. cans, 100s.....11 75 " 1 lb. ".....50s.....10 00 " 1 lb. ".....50s.....18 75 Acme, 1/2 lb. cans, 3 doz.....75 " 1 lb. ".....1 50 " 1 lb. ".....2 30 " bulk.....30 Our Leader, 1/2 lb. cans.....45 " 1 lb. ".....90 " 1 lb. ".....1 00 Telfer's, 1/2 lb. cans, doz.....85 " 1 lb. ".....1 50 BATH BRICK. English, 2 doz. in case.....80 Bristol, 2 ".....75 American, 2 doz. in case.....70 BLUING. Dozen Mexican, 4 oz.....30 " 8 oz.....60 " 16 oz.....90 BROOMS. No. 2 Hurl.....1 75 No. 1 ".....2 00 No. 2 Carpet.....2 25 No. 1 ".....2 50 Parlor Gem.....2 75 Common Whisk.....90 Fancy.....1 20 Mill.....3 25 Warehouse.....2 75 CANDLES Hotel, 40 lb. boxes.....10 Star, 40 ".....9 1/2 Paraffine.....11 Wicking.....25 CANNED GOODS—Fish. Clams, 1 lb. Little Neck.....1 10 Clam Chowder, 3 lb. stand.....1 10 Cove Oysters, 1 lb. stand.....1 10 " 2 lb. ".....2 00 Lobsters, 1 lb. picnic.....1 75 " 2 lb. ".....2 65 " 1 lb. Star.....2 25 " 2 lb. Star.....3 65 Mackerel, in Tomato Sauce.....2 00 " 1 lb. stand.....2 00 " 2 lb. ".....2 00 " 3 lb. in Mustard.....2 85 " 3 lb. soured.....2 85 Salmon, 1 lb. Columbia 1 50@1 90 " 1 lb. Alaska 1 25@1 60 Sardines, domestic 1/2s.....5 1/2 " Mustard 1/2s.....@ 9 " Imported 1/2s.....10 1/2@16 " spiced, 1/2s.....2 60 Trout, 3 lb. brook.....2 60 CANNED GOODS—Fruits. Apples, gallons, stand.....3 50 Blackberries, stand.....1 10 Cherries, red standard 1 10@1 30 " pitted.....1 40 Damsons.....1 15 Egg Plums, stand.....1 15@1 35 Gooseberries.....1 00 Grapes.....1 10 Green Gages.....1 15@1 35 Peaches, yellow, stand.....2 25 " seconds.....2 00 " Pie.....1 60 Pears.....1 25 Pineapples, common, 1 10@1 50 " Johnson's 2 50@2 75 Quinces.....1 10 Raspberries, extra.....1 75 " red.....1 40 Strawberries.....1 15@1 35 Whortleberries.....75 CANNED VEGETABLES. Asparagus, Oyster Bay.....80 Beans, Lima, stand.....21 35 " Green Limas.....21 35 " Strings.....@ 80 " Stringless, Erie.....80 " Lewis' Boston Baked.....1 40 Corn, Archer's Trophy.....90 " Morn'g Glory.....90 Peas, French.....1 65 " extra marrowfat.....@ 25 " soaked.....80 " June, stand.....1 40 " sifted.....1 65@1 85 " French, extra fine.....1 50 Mushrooms, extra fine.....2 15 Pumpkin, 3 lb. Golden.....21 50 Succotash, standard.....90@1 40 Squash.....1 10 Tomatoes, Good Enough.....21 00 " Ben Har.....21 00 " stand br.....21 00 CATSUP. Snider's, 1/2 pint.....1 35 " pint.....2 30 " quart.....3 50 CREAM. Fancy Full Cream.....8 1/2@ 9 Good.....7 1/2@ 8 Part Skimmed.....@ 6 Sap Sago.....19 20 Edam.....21 00 Swiss, imported.....24@ 25 " domestic.....15@ 16 CHEWING GUM. Rubber, 100 lumps.....30 " 200.....40 Spruce, 200 pieces.....40 CHICORY. Bulk.....6 Red.....7 1/2		CHOCOLATE—BAKER'S. German Sweet.....23 Premium.....35 Pure.....38 Breakfast Cocoa.....40 Broma.....37 COCOA SHELLS. Bulk.....4 @ 1/2 Pound packages.....@ 7 COFFEE EXTRACT. Valley City.....80 Felix.....1 10 COFFEE—Green. Rio, fair.....@ 21 " good.....@ 22 " prime.....@ 23 " fancy, washed.....@ 24 " golden.....@ 24 Santos.....@ 23 Mexican & Guatemala.....@ 24 Java, Interior.....@ 24 " Mandehling.....@ 24 Peaberry.....@ 24 Mocha, genuine.....@ 24 To ascertain cost of roasted coffee, add 1/2c. per lb. for shrink- ing and 15 per cent. for shrink- age. 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 CLOTHES LINES. Cotton, 40 ft. per doz. 1 35 " 50 ft. ".....1 50 " 60 ft. ".....1 75 " 70 ft. ".....2 00 " 80 ft. ".....2 25 Jute 60 ft. ".....90 " 72 ft. ".....1 10 Eagle.....7 50 Anglo-Swiss.....6 00@ 7 60 COUPONS. " Superior.....2 50 " ".....3 00 " ".....4 00 " ".....5 00 " ".....6 00 " ".....7 00 " ".....8 00 " ".....9 00 " ".....10 00 " ".....11 00 " ".....12 00 " ".....13 00 " ".....14 00 " ".....15 00 " ".....16 00 " ".....17 00 " ".....18 00 " ".....19 00 " ".....20 00 " ".....21 00 " ".....22 00 " ".....23 00 " ".....24 00 " ".....25 00 " ".....26 00 " ".....27 00 " ".....28 00 " ".....29 00 " ".....30 00 " ".....31 00 " ".....32 00 " ".....33 00 " ".....34 00 " ".....35 00 " ".....36 00 " ".....37 00 " ".....38 00 " ".....39 00 " ".....40 00 " ".....41 00 " ".....42 00 " ".....43 00 " ".....44 00 " ".....45 00 " ".....46 00 " ".....47 00 " ".....48 00 " ".....49 00 " ".....50 00 " ".....51 00 " ".....52 00 " ".....53 00 " ".....54 00 " ".....55 00 " ".....56 00 " ".....57 00 " ".....58 00 " ".....59 00 " ".....60 00 " ".....61 00 " ".....62 00 " ".....63 00 " ".....64 00 " ".....65 00 " ".....66 00 " ".....67 00 " ".....68 00 " ".....69 00 " ".....70 00 " ".....71 00 " ".....72 00 " 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The Farmers' Foolish Move.

From the Commercial Bulletin.

The farmer is often his worst enemy. He is doubtless imposed upon in very many instances by being compelled to pay more than a reasonable price for the goods he buys, but he should investigate closely before he decides that he is always made the victim of manufacturers and merchants.

He imagines that the manufacturers are all getting rich at his expense, and he, therefore, has about decided to try a hand at the manufacturing business. It is safe to predict complete failure if attempted. The farmer is not a business man in the full sense of the word, and would be at a great disadvantage on that ground alone, admitting that he could make farm implements as cheaply as they are now made. But the admission would not hold good.

Some excellent suggestions are made on this matter by the *Metal Worker*. Factories for the production of binding twine are projected at various points throughout the West, it says, and an inroad is also to be made on the plow trade. The farmers of Illinois, acting in conjunction with the Knights of Labor, have worked up a scheme for the establishment of a plow factory at some point in the State, to be started with a capital of \$500,000, and to be run entirely in the interests of farmers. The announcement has been made by the projectors of the works that they intend to have a plow factory large enough to supply the farmers of Illinois with all the plows they can use, and that they will save from 40 to 50 per cent. of the price which they are now obliged to pay. The farmers doubtless have in view the huge plow factories which they have seen grow up in their midst, and believe that enormous profits must be realized from the manufacture of plows, or else such establishments could not be maintained. They also probably believe that it is a very easy matter to conduct a plow factory, and that if they can only erect a plant it will run itself. The manufacturing business always seems such a simple matter to outsiders, who envy the owners their possession of the apparent bonanza.

This feeling among farmers that they have been compelled to pay exorbitant prices for supplies has almost taken the form of a craze, which will have to run its course and be cured by natural causes. All staple articles such as farmers use are now sold by manufacturers at very close prices, and are distributed by merchants whose margins are not narrowed by the great competition they meet with on every side. If they reduce prices still lower, in consequence of the clamor of the farmers, it would appear at once that the latter were justified in their demands, and they would probably insist on still further reductions. As long as a manufacturer or merchant would continue in business it would be apparent that he was making some sort of a profit, and this the farmers do not seem willing to allow. To yield to them means bankruptcy. It means a better policy not to yield and to risk the chances of bankruptcy through the competition which they threaten to establish. The only lines in which very large profits are made to-day are in the manufacture and sale of specialties controlled by patents or of such a nature that their production is restricted. The farmers do not propose to compete in these lines, but in staple goods, such as they are constantly using, and the manufacture of which is open to all.

The absurdity of their position in this matter is probably more clearly manifested with regard to the plow trade than anything else. Plow manufacturers have latterly enjoyed a moderate degree of prosperity and are able to make a fair profit on their operations; but for several weary years they endured a season of adversity as severe as that which has latterly afflicted the Western farmers. Some large concerns were unable to endure the strain, but were forced into bankruptcy. If experienced manufacturers were not able at that time to make both ends meet, how could a farmers' factory have sustained itself without assessing its stockholders to cover losses and meet liabilities? A farmers' factory

would be run by a salaried manager with no further interest in it than the retention of his position and the regular receipt of his income.

The *Bulletin* desires to add to this comment that if the farmers of the Northwest will take better care of their machinery, and spend a little money to secure a cover for it from storms, they will have saved more money than they can through the agency of manufacturing in a series of years.

Trade Signs.

The various signs which are exposed along the business streets of our cities came into use long before the streets themselves were named or the houses were distinguished by numbers. At a time when people generally were unable to read, these rude but striking appeals to the eye had their use. In the rivalry of business enterprise, they easily became more or less of an obstruction to travel. That the shop-keepers of London might retain the privilege of displaying their well-known symbols of trade, Charles I. gave, by letters patent, express permission to the citizens "to expose and hang in and over the streets, and ways, and alleys of the said city and suburbs of the same, signs and posts of signs, affixed to their houses and shops, arts and occupations, without impediment, molestation or interruption of his heirs or successors."

As education spread, and as architectural effects began to be prized, the old method, and, so far as we know, the original one, of indicating the "arts and occupations" went out of fashion. The traditional mortar and pestle, the gilded boot, the magnified horseshoe, the painted effigy of the Indian chief and the triple-pronged tooth did not harmonize with fluted columns and foliated capitals. There was ground for hope that all such barbaric symbols would disappear.

But the increasing pressure of competition in business has driven men back again upon the custom of illiterate ages. In show windows and at shop doors the Indian with his tomahawk or with a bundle of cigars startles the passer-by into the idea of trade, the bear with the pole suggests to the lady who approaches the comfort of furs, and so on through all the needs of life and the desires of the heart.

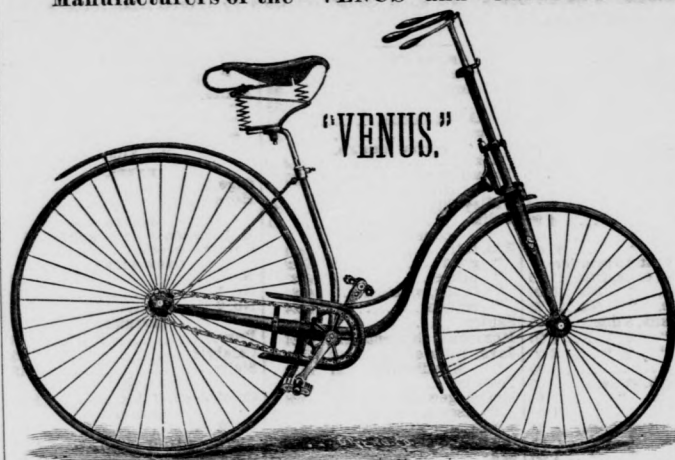
It is a curious circumstance that the law of copyright has been made to apply to some of these designs for frightening a timid public into a proper sentiment toward trade, just as this law applies to trade-marks. Twenty-five years ago, a case of this kind was tried in the Canadian Court of Chancery.

It seems that an artist of local celebrity in one of the cities of the Dominion had been employed by a trader of the town to carve in wood the figure of a lion, and to paint it the tawny color of that animal. The work of art was placed by the entrance to a dry goods shop. A rival trader saw at once how well calculated this was to arrest the train of shoppers. He, therefore, applied to the artist for a lion to lie in wait at his own door. A copy of the animal already executed in the interest of the trade was forthcoming.

And now the matter got into the courts. An order was asked for to enjoin the junior lion from enticing purchasers to his owner's shop. Photographs of the pair were taken and were offered in evidence. The court was convinced, upon close examination, that "one, from the sorrowful expression of its countenance, seemed more resigned to its position than the other." If either animal was to be removed, humanity prompted that the less resigned be relieved, and a decree was issued accordingly.

Met His Match.

A fellow, thinking to appear smart, entered a notion store the other day, and said to one of the salesladies: "Ever have any call for husbands here?" "Oh, yes, occasionally. Are you looking for a market?" "Yes," said Smarty. "All right. Step right up on the ten-cent counter."

GRAND RAPIDS CYCLE COMPANY
Manufacturers of the "VENUS" and "CLIPPER" Safeties.

An Elegant Wheel at a Moderate Price.
SEND FOR CATALOGUE.

LEMON & PETERS,

IMPORTING AND

Wholesale Grocers.

SOLE AGENTS FOR

McGinty's Fine Cut Tobacco,**Lautz Bros. & Co.'s Soaps,****Niagara Starch,****Acme Cheese--Herkimer Co., N. Y.****Castor Oil Axle Grease.****GRAND RAPIDS.****Have Some Style About You!**

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

Please write us for estimates.

The Tradesman Company,

GRAND RAPIDS, MICH

The P. of I. Dealers.

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

Ada—L. Burns.
Adrian—Powers & Burnham, Anton Wehle,
L. T. Lochner, Burleigh Bros.
Allegan—Chas. Spear.
Allendale—Henry Dolman.
Almira—J. J. Gray.
Almont—Colerick & Martin.
Altona—Eli Lyons.
Armada—C. J. Cudworth.
Assyria—J. W. Abbey.
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—Willson McWilliams.
Cook's Corner—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, Barney
Granite and Marble Works.
Flushing—Sweet Bros. & Clark.
Forester—E. Smith.
Freeport—C. V. Riegler.
Gladwin—John Graham, J. D. Sanford, Jas.
Croskey.
Gowan—Rasmus Neilson.
Grand Haven—N. J. Braudry & Co.
Grand Junction—Adam Crouse.
Grand Ledge—Geo. Coryell.
Grand Rapids—Joseph Berles, A. Wilzinski,
Brown & Sehler, Houseman, Donnelly & Jones,
Ed Stuenkel, Wasson & Lamb, Chas. Petersch,
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. Cahalan.
Hudson—Henry C. Hall.
Imlay City—Cohn Bros., Wyckoff & Co., C. J.
Buck, E. E. Palmer.
Ionia—H. Silver.
Jackson—Hall & Rowan.
Jenisonville—L. & L. Jenison (mill only).
Jones—R. C. Sloan.
Kalamo—L. R. Cessna.
Kent City—M. L. Whitney.
Kewadin—A. Anderson.
Kingsley—J. E. Winchcomb.
Lacey—Wm. Thompson.
Laingsburg—D. Lebar.
Lake City—Sam. B. Ardis.
Lake Odessa—Christian Haller & Co., E. F.
Colwell & Son, Fred Miller.
Lakeview—H. C. Thompson, Andrew All &
Bro.
Langston—F. D. Briggs.
Lansing—R. A. Bailey, Etta (Mrs. Israel) Glic-
man.
Lapeer—C. Tuttle & Son, W. H. Jennings.
Lowell—Patrick Kelly.
McBain—Sam. B. Ardis.
McBride—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—L. Springer & Co.
Monroe Center—Geo. H. Wightman.
Morley—Henry Stroppe.
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. Pettigill.
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, Braman &
Blanchard.
Sebawa—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. Faine.
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.

One Way to Astonish the Natives.

A drummer for a large wholesale house in New York has a trick which he says saves him a great deal of money. He has to go around with retailers in small country towns a great deal. He finds that an amount of display and extravagance is necessary in order to convince them of the standing and generous dealing of his house. This used to cost him a great deal of money in traveling expenses. He was expected to bear a great part of the expenses of entertaining the men to whom he sold goods; he had to buy them drinks and cigars and take them around. In the course of this he drank a good deal himself. He noticed that it was not so much the amount of money that he spent, but the show he made with it which impressed them, and that it was more important to seem careless and generous than really to spend a great deal of money.

One night he was with some retail clothiers and their friends, drinking. He had several small bills in his pocket. He had been drinking a good deal himself, and in a reckless way pulled out a bill and lit a cigar with it. Without thinking, he put out the light and stuck the burned remnant in his waistcoat pocket. He noticed how it impressed the man with whom he was. The bill did not amount to any more than the price of a round of drinks or cigars, but it made the eyes of his customers open to think that a man should use money in such a reckless way. The next day, when he sobered up, he found the burned bill in his pocket; only one end of it had been burned. He thought that he had made a fool out of himself by throwing away good money. The idea occurred to him, however, that possibly he could take the bill around to the Sub-Treasury and get a new bill for it. So the next time he was in town he took the burned bill to the Sub-Treasury, where it was readily exchanged for a new one. The bill had not been destroyed; it was plain what its denomination, number and issue were, and he had no trouble in having it replaced.

The idea became strong in his mind that he might do the ostentatious and reckless act without having to pay for it. So the next time he was out with several of his customers he bought a few rounds of drinks, and then began, in a reckless and careless way, to burn up one and two dollar bills. He took pains to put the bills back in his pocket, and not to burn up enough of any one bill to destroy its redeemable qualities. He also told his customers extravagant stories about the percentages his house was paying him, how cheap it was selling, and what liberal concessions he was making to get rid of the stock which his house had on hand. He found the trick worked excellently. He has been carrying it on ever since to a greater or less extent.

Increase in the Number of Postoffices.

The number of new postoffices established during the last fiscal year was the largest in any year in the history of the country. At the close of the year the total was 62,400, as against 58,999 at its beginning. Pennsylvania got more of the new offices than any other State. After Pennsylvania, the South comes in for a good share of the increase, Texas, Virginia, Kentucky, Alabama and Georgia following in order. If the increase of postoffices is an index of general prosperity and sound growth in the right direction—as it undoubtedly is—the South is making gratifying advancement.

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.

TIME TABLES.

Grand Rapids & Indiana.

In effect June 22, 1890.

TRAINS GOING NORTH.

Big Rapids & Saginaw.	Arrive.	Leave.
Traverse City & Mackinaw.	6:50 a.m.	6:55 a.m.
Traverse City & Mackinaw.	9:15 a.m.	7:25 a.m.
Traverse City & Saginaw.	2:15 p.m.	4:10 p.m.
Mackinaw City.	3:50 p.m.	10:30 p.m.
Train leaving at 10:30 p.m., runs daily, Sunday included. Other trains daily except Sunday.		
GOING SOUTH.		
Cincinnati Express.	6:00 a.m.	6:30 a.m.
Fort Wayne & Chicago.	10:15 a.m.	10:25 a.m.
Cincinnati Express.	5:40 p.m.	6:00 p.m.
Sturgis & Chicago.	10:50 p.m.	11:30 p.m.
From Big Rapids & Saginaw.	11:50 a.m.	
Train leaving for Cincinnati at 6 p.m., runs daily, Sundays included. Other trains daily except Sunday.		
Sleeping and Parlor Car Service: North—7:25 a.m. and 10:30 p.m. trains have Wagner sleeping and parlor cars to Potoskey and Mackinaw City. 11:30 a.m. train parlor chair car 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 times at Bridge street depot 7 minutes later.
Through tickets and full information can be had by calling upon A. Almquist, ticket agent at depot, or Geo. W. Munson, Union Ticket Agent, 67 Monroe St., Grand Rapids, Mich.
C. L. LOCKWOOD, Gen'l Pass. Agent.

Detroit, Grand Haven & Milwaukee.

GOING WEST.

Morning Express.	Arrives.	Leaves.
Through Mail.	12:50 p.m.	1:00 p.m.
Grand Rapids Express.	4:10 p.m.	6:15 p.m.
Night Express.	10:25 p.m.	10:30 p.m.
Mixed.	6:40 a.m.	8:45 a.m.
GOING EAST.		
Detroit Express.	6:45 a.m.	6:50 a.m.
Through Mail.	10:10 a.m.	10:20 a.m.
Evening Express.	3:35 p.m.	3:45 p.m.
Night Express.	9:50 p.m.	10:55 p.m.
*Daily. Sundays excepted.		
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 10:25 p.m. has Wagner sleeping car to Detroit, arriving in Detroit at 7:20 a.m.		
Steamboat Express makes direct connection at Grand Haven with steamboat for Milwaukee.		
Ticket and sleeping car berths secured at D., G. H. & M. R'y offices, 23 Monroe St., and at the depot.		
JAS. CAMPBELL, City Passenger Agent.		
Jno. W. Loud, Traffic Manager, Detroit.		

Toledo, Ann Arbor & Northern.

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

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

CHICAGO & WEST MICHIGAN.

DEPART.

Mail and Express for Big Rapids, Ludington, Manistee & Traverse City.	7:30 a.m.
Express for Chicago and Muskegon.	9:00 a.m.
Fast Mail for Chicago.	11:00 p.m.
Express for Muskegon and Hart.	5:45 p.m.
Night Express for Chicago.	11:35 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.	10:40 p.m.
ARRIVE.	
Night Express from Chicago.	6:30 a.m.
Night Express from Indianapolis.	10:30 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.	13:55 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.	11:50 p.m.
Express from Traverse City.	11:30 p.m.
*Daily. *Daily except Sunday. *Daily except Saturday. *Daily except Monday.	

Through chair car for Chicago on 9:00 a.m. train; no extra charge for seats. Trains leaving Grand Rapids at 1:30 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 Traverse City; leaves Chicago 4:40 p.m., except Sunday; Grand Rapids, 11:30 p.m.; arrives in Traverse 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 & Morton's new palace steamers, City of Chicago and Puritan.

Leave Grand Rapids 1:00 p.m., arrive in Chicago 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.

Express for Saginaw and Bay City.	6:55 a.m.
Mail for Lansing, Detroit and East.	7:25 a.m.
Express for Lansing, Detroit and East.	11:00 p.m.
Mail for Alma, St. Louis and Saginaw.	14:10 p.m.
Fast Ex. for Detroit, New York, Boston.	6:25 p.m.
ARRIVE.	
Mail from Saginaw and Bay City.	11:50 a.m.
Mail from Lansing, Detroit and East.	12:05 a.m.
Fast Express from Lansing and East.	5:05 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 car between Detroit and Grand Rapids.	
GRAND RAPIDS AND REED'S LAKE TIME TABLE.	
Daily trains leave Union depot at 9, 10, 11 a.m., 1, 2, 3, 4, 5, 6, 7, 8, 9, 10 p.m. Sundays only—1:30, 3:30, 5:30, 7:30, 9:30, 11:30 a.m., 1:30, 3:30, 5:30, 7:30, 9:30, 11:30 p.m. Sunday trains—2, 3, 4, 5, 6, 7, 8, 9, 10 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.	10:00 p.m.
Mixed.	6:30 a.m.	5:00 p.m.
Day Express.	11:55 a.m.	10:00 a.m.
*Atlantic & Pacific Express.	11:15 p.m.	6:00 a.m.
New York Express.	5:40 p.m.	1:25 p.m.
*Daily.		
All other daily except Sunday.		
Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.		
Parlor cars run on Day Express and Grand Rapid Express to and from Detroit.		
FRED M. BRUGGS, Gen'l Agent, 85 Monroe St.		
G. S. HAWKINS, Ticket Agent, Union Depot.		
GEO. W. MUNSON, Union Ticket Office, 67 Monroe St.		
O. W. RUGGLES, G. P. & T. Agent, Chicago.		

CUTS for BOOM EDITIONS

—OR—
PAMPHLETS

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

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.

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

DRINK
LION
COFFEE

A True Combination of MOCHA,
JAVA and RIO.

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

C. R. Electro-Fox
ELECTROTYPERS
STEREOTYPES
Photo & Zinc Engraving
ALSO LEADS SUGS, BRASS RULE
WOOD & METAL FURNITURE
BOX WOOD
MAPLE, EQUEST GRAND RAPIDS MICH.

Ready Replies to Pertinent Questions.

Hawkins, Aug. 9, 1890—I take pleasure in making the following replies to the questions propounded in THE TRADESMAN of July 30, under the head of "Merchants, Wake Up":

1. Do I give credit? Yes sir, to a certain extent.

2. What is your extent? To men who are cash.

3. What do you mean by saying men who are cash? I mean men who can pay me any day if I tell them that I must have the cash.

4. What do you answer those who ask for credit whom you consider not good? I answer them that I am obliged to have the money for all goods sold, in order for me to replace them.

5. What does your customer do after being refused? He simply gets along without the goods.

6. Do you lose his trade by so doing? I most certainly do, if he hasn't the money to pay for them.

7. Does he come back to you for goods when he has money? In most cases he does, for how could he blame me for trying to keep what I might lose by otherwise doing.

8. Don't you think you use partiality? No sir, I do not. I give in return just what they pay for. I give credit to no one except those I positively know can and will pay me the cash any day, if I require them to get it at such a period. If all of our merchants looked out for buying their own shoes first, there wouldn't be quite so many merchants go barefoot.

9. Do you keep a full set of books? In a cash business, I answer, books are not needed.

10. Do you pay cash for your goods, or do you buy on time? As near as possible I pay the cash. I would advise all buyers to pay cash down, or not buy.

11. Do you advertise in the papers? No, sir, I do not.

12. Why is it you do not advertise in the papers? Because I consider the newspaper proprietors to be the gainers and the merchant the loser.

13. Explain to me why the merchant is the loser. Simply because he pays out his money and receives no return. If a merchant should pay out \$1,000 to print a whole newspaper, the people, most likely, would read it, simply because there is nothing else there for them to read; but does the reading of their advertisement by the people pay back the merchant his \$1,000? I answer no. If you have something that you cannot sell, and wish to give it away, perhaps you might induce the people to come and see you through advertising.

14. Do you buy your goods through salesmen? No, sir; I send my orders direct to the house I buy from.

15. Don't you think the jobber sets his own price in such a way of buying? This depends upon yourself and the kind of firm you deal with.

16. Do you put a cost mark on goods and, if so, what is your reason for so doing? No, sir; I do not have any cost mark around me. I consider if a man hasn't mind enough to remember what his goods cost him without having them covered with cost marks, that it would not be much of a trick to fool him half blind.

17. Do you display your goods? Yes, sir; I think it a paying policy to display goods.

18. Do you believe in, or do you, banter? It depends upon the disposition of your customer. I find it to be the case with a good many people, to try to buy things for nothing, if the merchant offers it to the consumer at half price. For such consumers, I leave it to my brother merchant to decide for himself in regard to bantering.

Hoping to hear from my brother merchants on subjects pertinent to trade, I am
Yours Truly,
DELMORE HAWKINS.

Worse Than a Wreck.

Inquisitive Citizen—What's the matter with the man? Been run over by a railroad train?

Ambulance Surgeon—Worse than that. He was caught among the women in a bargain rush at Seller's.

The Business Woman.

From the New York Press.

The typical business woman of to-day is an object of admiration to men and of wonder to members of her own sex. Men would not marry her, but they enjoy hobnobbing with her and drawing out her ideas, which are generally novel. If they are not always thought practical it is because other women, who have not been real business women, have created a lack of confidence in the minds of men.

The typical business woman likes men, and talks to them like brothers. When she is talking, if he happens to be seated, she turns sideways on the chair, crosses her legs, and places one arm akimbo on the back; when standing, she crooks her elbows, and with a quick little movement of her thumbs she places them in the imaginary arm-holes of her imaginary waistcoat. She is almost always good-hearted, has ready sympathies, and, if she acquires money, puts her hand in her pocket to help the needy with more than manly alacrity.

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.
Bellair—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. F. 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 Homrich.
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 & Cadworth.
Rockford—H. Colby & Co.
St. Louis—Mary A. Brice.
Sand Lake—C. O. Cain.
Sebewa—F. E. Knapp.
Sparta—Woodin & Van Winkle, Dole & Haynes.
Sringport—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.

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.



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.

GRAND RAPIDS, MICH.

El. Puritano Cigar.

The Finest 10 Cent Cigar ON EARTH

MANUFACTURED BY

DILWORTH BROTHERS,
PITTSBURGH.

TRADE SUPPLIED BY

I. M. CLARK & SON,
Grand Rapids.
BRADDOCK, BATEMAN & CO.,
Bay City.
T. E. BREVOORT, - Detroit



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.