

Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, AUGUST 27, 1890.

NO. 362.

Medium Clover

Mammoth Clover

Timothy

Red Top

Orchard Grass

All kinds seeds and lowest market values at

The Alfred Brown Seed Store,

BROWN BUILDING, N. Div. St.,
GRAND RAPIDS, MICH.

SEEDS!

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

APPLES AND POTATOES.

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Allen Durfee & Co.,

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Miscellaneous Books
School Books,
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20 and 22 Monroe St., Grand Rapids.

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FOUNDERS

General Jobbers and Manufacturers of
Settees, Lawn Vases, Roof Crestings, Carriage
Steps, Hic g Posts and Stair Steps.
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SEEDS!

If in want of Clover or Timothy,
Orchard, Blue Grass, or Red Top,
or, in fact, Any Kind of Seed,
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Grand Rapids Seed Store,

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SHELEY
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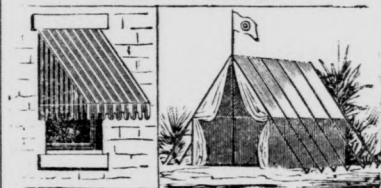
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Neither silver nor gold,
If he has a new story
For the lambs of his fold.

A ROMANCE OF LABOR.

The unwritten romance of real life far exceeds in beauty and instruction anything that simple fancy ever imagined; and I have had only to keep my eyes and ears open, as I went up and down in the world, to fill the storehouse of memory with many a strange drama. The following true incident was brought to my remembrance this morning, while listening to the rebellious words of a young man, who could not see his father's wisdom in desiring him to learn a trade.

"It will make a common man of me, father," he said, querulously; "I shall be as dirty as a blacksmith, and have hands like a coalheaver."

"And if you think, Fred, that wearing fine clothes and having white hands make you a gentleman, let me tell you, sir, you are now a very common man, indeed, to begin with. A good trade might help you to truer notions of gentlemanhood."

Then I looked at the handsome fellow—for he was handsome—and I thought involuntarily of young Steve Gaskill. Steve has made his mark now, but many a year ago I heard just such a talk between him and old Josiah Gaskill relative to the young man learning his father's trade of a woolstapler.

"It's a dirty business, father," said the splendid Steve, in a full evening dress, "and I hate the smell of oil, and the sight of those men in blue linen blouses. I hope I shall do something better for myself than that."

"Very well, lad; whaten is thou fain to be?"

"A lawyer, father."

"They're naught but a lazy, quarrelsome set, but thou sha' not say I ever stood i' thy gate. Be a lawyer, lad, I'll speak to Denham to-morrow about thee."

So young Steve was articulated to Denham & Downes, to study law, and specially "conveyancing." He was an only son, but he had three sisters, and over them and his mother he exercised supreme influence. Whatever Steve did, was right; whatever he said, was beyond dispute. Even old Josiah, with all his sound sense, was, in spite of himself, swayed by this undisputed acknowledgment of Steve's superiority. He would not have advised his son to be a lawyer, but seeing that Steve was not afraid of being one, he was rather proud of the lad's pluck and ambition.

It cost him a good deal. Steve's tastes were expensive, and he fell naturally among a class of men who led him into many extravagances. There was occasional awkward scenes, but Steve, supported by his mother and sisters, always cleared every scrape, and finally satisfied the family pride in being regularly admitted upon the roll of her majesty's attorneys.

In the meantime, his father had been daily failing in health, and soon after this event he died. Most of his savings had been secured for the benefit of the helpless women of the Gaskill family; and Steve now found himself with a profession and a thousand pounds to give him a fair start in it. People said old Gaskill had acted very wisely, and Steve had sense enough to acquiesce in public opinion. He knew, too, that just as long as his mother or sisters had a shilling, they would share it with him.

So he hopefully opened his office in his native town of Leeds, and waited for clients. But Yorkshire men are proverbially cautious; a young, good-natured, fashionably dressed lawyer was not their ideal. Steve could not look crafty and wise under any circumstances, and the first year he did not make enough to pay his rent.

Nevertheless, he did not, in any way, curtail expenses; and when the summer holidays arrived, he went as usual to a fashionable watering-place. It happened that year saw the debut of Miss Elizabeth Braithwaite, a great heiress, and a handsome girl. Steve was attracted by her beauty, and her great wealth was certainly no drawback in his eyes. In a short time, he perceived Miss Braithwaite favored him above all other pretenders to her hand, and he began seriously to consider the advantages of a rich wife.

His profession hitherto had been a failure; his one thousand pounds were nearly spent; his three sisters were all on the point of marriage, a condition which might seriously modify their sisterly instincts; and his mother's whole annual income would not support him a month. Would it not be the best plan to accept the good fortune so evidently within his reach?

Elizabeth was handsome and inclined to favor him, and though she had the reputation of being both authoritative in temper and economical in money matters, he did not doubt but that she would finally acknowledge his power as completely as his own mother and sisters. So he set himself to win Miss Braithwaite, and before Christmas they were married.

True, he had been compelled to give up a great deal more than he liked; but he promised himself plenty of marital compensations. Elizabeth insisted on retaining her own house, and as Steve had really no house to offer her, he must needs go to Braithwaite Hall, as the husband of its proprietress. She insisted upon his removing his office to Braithwaite, a small village, offering none of the advantages for killing time, which a large city like Leeds did; and she had all her money scrupulously settled upon herself for her own use, and under her absolute control.

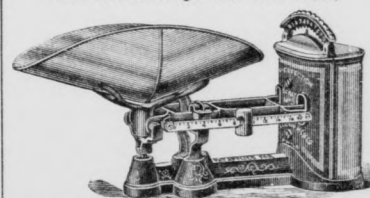
Steve felt very much as if his wife had bought him; but, for a little time, the ecstacy of having married a great heiress, the bridal festivities and foreign travel compensated for the loss of his freedom. But when they returned to Braithwaite, life soon showed him a far more prosaic side. Mrs. Gaskill's economical disposition soon became particularly offensive to Steve. She inquired closely into his business, and did not scruple to make unpleasantly witty remarks about his income. She rapidly developed, too, an authoritative disposition, against which Steve daily more and more rebelled. The young couple were soon very unhappy.

The truth was that a great transition was taking place in Steve's mind, and times of transition are always times of unrest and misery. The better part of his nature was beginning to claim a hearing. He had seen now all that good society could show him; he had tasted of all pleasures money could buy, and he was not happy.

His wife had no *ennui* and no dissatisfaction with herself. There was her large house to oversee, her gardens and conservatories, her servants and charity-

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The Latest Improved and Best.



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schools, her toilet, and a whole colony of pet animals. Her days were too short for all the small interests that filled them; and these interests she would willingly have shared with Steve, but to him they soon became intolerable bores.

Under some circumstances he might have found his work in the ordering and investing of his wife's large estate; but Elizabeth was far too cautious a woman to trust it in untried hands. Her father's agent was her agent; her banker managed all her investments; her park and farms and gardens were all under the care of old and experienced servants, who looked upon Steve merely as "Missis's husband."

In the second year of his marriage he began to have some thoughts which would have astonished his wife, could she have thought it worth while to inquire what occupied his mind in the long, moody hours when he paced the shrubbery, or sat silently looking out of the window. But Steve was now ready for any honest thing that would take him out of the purposeless, dependent life which he had so foolishly chosen for himself.

One day, greatly to his surprise, Elizabeth said to him:

"Steve, I have a letter from a cousin of my mother's, who lives in Glasgow. She is going to Australia, and wants me to buy her house. She says it is a great bargain; and I wrote to Barrett to go and see about it. I have a letter this morning, saying he is too ill to leave his bed. I wonder if you could go and attend to it?"

Anything for a change. Steve showed a very proper business like interest, and said:

"Yes, I would be very glad to go."

"Very well. I should think you knew enough of titles and deeds and conveyancing, and all that kind of thing. I will trust the affair to you, Steve."

So the next morning Steve found himself on the Caledonian Line, with one hundred pounds in his pocket, and a veritable piece of business on hand. The first twenty miles out of Leeds he enjoyed with the abandon of a bird set free; then he began to think again. At Crewe he missed a train, and, wandering about the station, fell into talk with the engineer of the next one, who was cleaning and examining his engine with all the love and pride a mother might give to a favorite child.

The two men fraternized at once, and Steve made the trip over the Caledonian line in the caddy of the engineer, who was a fine fellow, "one of the seven," he said, "all machinists and engineers." The young mechanic was only serving his time, learning every branch of his business practically; he had brothers who made engines, and he hoped to do so some day.

In spite of his soiled face and oily clothes, Steve recognized that refinement that comes with education; and when his new friend called upon him at the Queen's Hotel, he would not have been ashamed of his appearance, even in his most fastidious days.

"Mr. Dalrymple, I am glad to see you," said Steve, holding out both hands to him.

"I thought you would be, sir; it is not often I am mistaken in my likings. I will go with you now to see my father's works, if it suits you."

Never had such a place entered Stephen Gaskill's conception; the immense furnaces, the hundreds of giants working around them, the clang of machinery, the mighty struggle of mind with matter, of intellect over the elements, was a revelation. He envied these Cyclops in their leathern masks and aprons; he longed to lift their mighty hammers. He looked upon the craftsmen with their bare, brawny arms and blackened hands, and felt his heart glow with admiration when he saw the mighty works those hands had fashioned. The tears were in his eyes when Andrew Dalrymple and he parted at the gate of the great walled-in yard.

"Thank you," he said; "you have done me the greatest possible service. I shall remember it."

That night Steve formed a strange but noble resolution. First of all, he devoted himself to his wife's business, and accomplished it in a manner which elicited

Mr. Barrett's warm praise, and made Elizabeth wonder whether she might not spare her agent's fees for the future. Then he had a long, confidential talk with the owner of the Dalrymple Iron and Machine Works, the result of which was the following letter to Mrs. Gaskill:

"MY DEAR WIFE: I shall not be home again for at least two years, for I have begun an apprenticeship to Thomas Dalrymple here, as an ironmaster. I propose to learn the whole business practically. I have lived too long upon your bounty, for I have lost your esteem as well as my own, and I do not say but what I have deserved the loss. Please God, I will redeem my wasted past, and, with His help, make a man of myself. When I am worthy to be your husband you will respect me, and, until then, think as kindly as possible of

"STEPHEN GASKILL."

This letter struck the first noble chord in Elizabeth's heart. From that hour not even her favorite maid durst make her usual little compassionate sneer at "poor master."

Steve, in leathern apron and coarse working clothes, began laboriously happy days, which brought him nights of sweetest sleep; and Elizabeth began a series of letters to her husband which gradually grew more and more imbued with the tenderest interest and respect. In a few weeks she visited him of her own free will, and purposely going to the works, saw her self-banished lord wielding a ponderous hammer upon a bar of white-hot iron. Swarthy, bare-armed, clothed in leather, he had never looked so handsome in Elizabeth's eyes; and her eyes revealed this fact to Steve, for in them was the tender light of a love founded upon a genuine respect.

Steve deserved it. He wrought faithfully out his two years' service, cheered by his wife's letters and visits, and when he came out of the Dalrymple Works, there was no more finished ironmaster than he. He held his head frankly up now, and looked fortune boldly in the face; he could earn his own living anywhere, and, better than all, he had conquered his wife—won her esteem and compelled her to acknowledge a physical strength and a moral purpose greater than her own.

Between Leeds and Braithwaite Hall there have been for many years gigantic iron works. The mills and railways of the West Riding know them well; their work is famous for its excellence, for the master is a practical machinist and oversees every detail. Their profits are enormous, and Stephen Gaskill, their proprietor, is also the well-beloved and thoroughly respected master of Braithwaite Hall and of Braithwaite Hall's mistress.

AMELIA E. BARR.

A New Check Upon Checks.

From the Philadelphia Inquirer.

"There, I've got it down fine at last, and no mistake," and one of Philadelphia's best-known business men laid his pen down with a sigh of relief and hastily blotted his name on a check with a blotter.

"Got what down?" asked a visitor.

"A new wrinkle adopted by merchants and others to prevent their names from being forged to checks. It is this way: After signing my name, I turn the pen up and draw a line through it from right to left, and it looks as if the name had been cancelled. The peculiar little twirl at the end where the long line of the pen commences is where the forger of a man's name gets left. He doesn't tumble to it, so to speak, but the cashiers of the bank where I do business do, and they know instantly whether the signature is genuine or not. You see also, this line drawn through the name makes the check look as if it was no good in case it is lost, and the finder will not present it for collection."

"It is a great idea and is being adopted by many business men of the city. Of course, we have to explain it to the bank people, who, once they know it, have no further trouble with us over it. But the difficulty is the practicing to get it down fine, and it takes some little work to do so," and he gazed proudly at the unsightly line drawn through his name at the bottom of a check for \$7,000.

INTEREST HISTORICALLY CONSIDERED.

Probably no method of money-getting has aroused so much hostility in all times as lending money at interest. There has seemed to be something against nature in making money, which is naturally sterile, reproduce itself. Aristotle held that "it is the function of nature to supply food to all that is born," and so making gain from fruits and animals is *natural* and praiseworthy. But the gain connected with barter is to be blamed, for it is not natural, but a robbing of man from man.

"Most reasonably of all, however, is hated the trade of the usurer, because the gain comes from the money itself, and not from the use for which money was devised, for it came into existence for the help of exchange; but interest (which means 'breeding,' *tokos*,) increases it more and more, whence interest . . . becomes money bred of money; so that, of the means of making gain, this is by far the most unnatural."

This view of interest persisted all through the Middle Ages. Curiously enough, the view of barter or exchange, that if one party gains by it the other must lose, survives even at the present day in the case of international exchanges, though no man thinks of accusing his grocer, say, of robbing him by charging him more than the wholesale price for a barrel of flour.

The aversion of interest manifested in the Old Testament is familiar. A similar aversion is shown in the Koran. The fathers of the Church, on the whole, looked with disfavor upon interest, and the antipathy of the Church in latter times to this method of gain is well-known. In uncivilized nations, in general, the taking of interest is regarded as reprehensible. Here the borrower usually contracts the loan from necessity, and not for the purpose of making gain, and the rate of interest is very high.

With an advance of civilization, the rate of interest usually declines. According to a law of the Visigoths, the maximum rate on loans of money was 12½ per cent.; on other *res fungibiles*, 50 per cent. The Jews and the Lombards in France and England took about 20 per cent. from the twelfth to the fourteenth centuries. About 1430, the Florentines, in order to lower the high rates which prevailed, invited the Jews to their city, and the latter promised not to charge over 20 per cent.

In Russia, it is stated, with how much accuracy I do not know, that the rate was 40 per cent. in the eleventh century. The decline of the rate of interest in England and France may be thus exhibited. In the former, under Henry III., the legal rate was 10 per cent.; under James I., 8 per cent.; about 1651, 6 per cent. In the latter, from the beginning of the sixteenth to the latter part of the seventeenth centuries, the rate declined from 10 per cent. to 5. In ancient Greece the rate was 18 per cent. in Solon's time. Aristotle mentions 12 per cent., which Demosthenes and Æschines call low.

In one respect the taking of interest remains on the same footing as in early and mediæval times. I refer to the business of pawnbroking. Here the borrowing is effected from urgent necessity, and the debtor is frequently not in a position, from ignorance of arithmetic, to estimate the magnitude of the burden he is under-

[Established 1780.]



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HEADQUARTERS FOR

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

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

taking. Under such conditions, the business of loaning is still considered dishonorable by the public, and the result in this case is that, as a rule, only bad men engage in it, as is usual with a business which is necessary and at the same time held to be disreputable. Many laws have recognized this fact, and made provision for it. Thus, formerly Jews were permitted to receive higher interest than Christians. Justinian permitted to "illustrious personages" only 4 per cent., to ordinary private persons, 6 per cent., and to money-changers and the like, 8 per cent. According to the Laws of Menu, the Brahmin may receive only 2, the warrior, 3, lower castes, 4 or 5 per cent. a month. Public regulation of pawnbroking does not succeed any better than the regulation of other business; secrecy is desired by both parties, so that laws are easily invaded.

A symptom of a condition is frequently mistaken for its cause. Thus it was observed that a low rate of interest frequently coincided with a period of prosperity, and the inference was drawn that the former was the cause of the latter. So, after governments had given up trying to prohibit interest, a plan was conceived of making their subjects prosperous, by fixing the rate. When Louis XIV. lowered the rate to 5 per cent., he asserted in the preamble to his decree that it would promote the welfare of land-owners and business men, and prevent idleness. Several early English writers took the same view; thus one says, that every lowering of the rate of interest by law produced a corresponding increase in the national wealth. Whether or not this is true must always remain doubtful, because it has proved absolutely impossible to lower interest by law. The expedients by which usury laws were evaded have been many—acknowledgments of indebtedness to a larger amount than that actually received, acknowledging it in a higher kind of money than that in which the loan was made, taking commodities at an exorbitantly high price by the debtor or selling them to the creditor at a disproportionately low one, fixing terms of payment in such a way that the debtor is always forced to let them slip by—the list is almost inexhaustible. Even if the government were successful in forcing interest below the natural rate, less capital would certainly be loaned, and more would go to foreign parts; less, also, would be saved. Governments are able, however, to make the rate of interest unnaturally high. In Switzerland, at one time, those who took less than the prescribed rate were punished, as well as those who took more. But the most effective way is for the government to fix a low rate and impose heavy penalties for exceeding it; because in this case the debtor, being usually more in need of obtaining the loan than the creditor is of investing his capital, is forced to pay to the latter not only the natural interest but also a compensation for the risk that is run in violating the law.

More confusion has existed on the subject of interest than upon most economical subjects—at any rate, it has existed longer. As late as 1754, a writer of some pretensions accounted for interest as follows: Some people hoard their money, instead of spending it, and thus produce a scarcity; so others, who need to obtain some of this money, are obliged to pay interest in order to induce the

possessors to lend it. Interest has been very frequently confounded with the price of money. The most popular fallacy upon the subject now is that the rate of interest can be lowered by increasing the amount of currency. What men really wish to borrow usually is capital—agencies of production—and money is only a means for the transfer of these. The amount of currency can have no effect upon the abundance of capital, and even an increase in the abundance of capital, does not always lower the rate of interest; this is partly determined by the value of capital in use.

The existence of interest depends, of course, primarily upon the existence of private property. Until the right of property is recognized as extending beyond actual possession there is not likely to be much lending. The aversion to interest has now nearly disappeared; it is recognized that if one man lends another anything, the first has done the second a favor, and some inducement proves necessary to induce men to lend to one another. The price for the use of capital tends to become lower and lower, like the price of commodities. Expectations have been entertained that it will eventually become zero; but this stage will probably be reached only when economic products become free property of the human race. F. A. H.

Newberry—Henderson Bros., dealers in dry goods, clothing, boots and shoes, have sold their stock to Host & Mertes.

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Large Variety.
Prices Low.



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

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We Are Headquarters, as Usual, for
Oranges, Lemons, Bananas, Fruits
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MOSELEY BROS.,

—WHOLESALE—

Fruits, Seeds, Oysters and Produce.

All kinds of Field Seeds a Specialty.

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

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

AMONG THE TRADE.

AROUND THE STATE.

Evart—S. Stephens has opened a bakery.

Grand Haven—Wm. Ballgoyne, grocer, is dead.

Detroit—W. L. Day succeeds Waples Grafton in the drug business.

Manistee—L. P. Smith has opened a jewelry store at 69 Maple street.

Saranac—Mrs. N. T. Hubbell has engaged in the millinery business.

Menominee—O. B. Olson succeeds C. H. Ludwig in the drug business.

Fowlerville—O. H. Corbett has sold his stock of groceries to O. A. Fowler.

Hastings—A. D. Cook has purchased the grocery stock of J. G. Runyan.

Gobleville—F. Post has bought a half interest in J. H. Darling's drug store.

Addison—Mrs. Frank Barnes and Genie Bowen will open a millinery store.

Inlay City—Wm. Fairweather succeeds T. B. Keyworth in the bakery business.

Cadillac—Wm. Hans succeeds Isaac Fairbrothers in the restaurant business.

St. Johns—C. M. Johnson has purchased the grocery stock of W. F. Gardner.

Onkama—John Bond has opened a general store in the Chamberlain building.

Nashville—Henry Roe is putting up a new building, which he will use as a meat market.

Ishpeming—J. F. Johnston & Son are succeeded by Johnston & Butler in the meat business.

Hesperia—D. Weaver and Co. have sold out their general stock and retired from business.

Carney—L. A. Jennings & Co. succeed C. A. Brown & Co. in the general merchandise business.

Cambridge—Onsted & Wemple have rented the Tipton elevator and will buy grain at that place.

Kalamazoo—It is reported that A. P. Connor & Co. contemplate retiring from the clothing business.

Lansing—R. E. Brackett & Son, jewelers, have dissolved. R. E. Brackett, Jr., continues the business.

Belding—A. M. Simmons will put in a stock of wall paper and bazaar goods on one side of A. M. Kenyon's store.

South Boardman—H. P. Whipple has sold his grocery stock to Jas. H. Murray, having purchased a dry goods stock at Belding.

Sparta—E. W. Noble has exchanged his property here for a drug stock in Muskegon, and expects to remove to that place soon.

Cheshire—John Schoolcraft has bought out the grocery stock of his brother Charles, and will continue business at the old stand.

Onkama—Geo. Williams has sold his interest in the Onkama bakery to Mr. Daily, and will take a position in the Empire Lumber Co.'s store.

Mancelona—D. A. Frazer has purchased the Burdick building and will occupy it with his stock of sewing machines and machine supplies.

Battle Creek—Bowen & Smith, dealers in clothing and men's furnishing goods, have dissolved. The business will be continued by Arthur T. Smith.

Muskegon—Albert Bush, who has been a clerk in the grocery store of R. S. Miner the past six years, has purchased the grocery stock of M. A. Vickers.

Adrian—Peckham & Schroeder's merchant tailoring establishment was visited

by burglars the night of the 19th. They carried away \$300 worth of cloths and custom made garments.

Mancelona—L. W. Stewart, who recently purchased the stock of Mary S. Haynes, will handle confectionery, stationery and notions—but no second-hand goods, as stated last week.

Detroit—The firm of Peters Bros., carpet renovators, has dissolved. Louis M. Peters takes charge of A. Posselius & Co.'s carpet department, and John B. Peters continues the old business under the old firm's name.

Belding—Cooper & Putney have sold their dry goods stock to H. P. Whipple, of South Boardman, the consideration being \$5,000 cash. It is thought that Mr. Whipple will remove to this place and make it his future home.

Elk Rapids—After a business partnership of thirty-four years, the copartnership of Dexter & Noble has been terminated by the death of Wirt Dexter. All the property of the firm has been transferred to the Elk Rapids Iron Co., which will continue the business under the same general and departmental management as before.

Big Rapids—W. A. Verity was arranged before U. S. Commissioner Nottingham on the 18th on the charge of violating the internal revenue law by selling tobacco without a license. It appears that when he purchased his brother's stock of groceries, some months since, he neglected to procure a new license, under the impression that it was not necessary to do so. He waived examination and was held upon his own recognizance for trial in the U. S. District Court at Grand Rapids in October next.

MANUFACTURING MATTERS.

Maple Rapids—Jones, Barnard & Co. have moved their saw factory to Durand.

Gaylord—Brodie & Bolton have engaged in the manufacture of butcher's knives.

Albion—The Albion Malleable Iron Works Co. is contemplating removing to Saginaw.

Standish—James Norn has contracted to manufacture 1,500,000 feet of lumber for Andrew Kent.

Hart—Geo. L. Spencer has bought a half interest of P. P. Roberts in the Hart Tile and Stone Works.

Jonesville—John A. Selfridge, a prominent citizen and lumber merchant, died on the 15th, after an illness of two weeks.

Flint—J. J. Pellet has sold his interest in the firm of Pellet Bros. & Co. manufacturers of tables, etc., to Wm. B. Pellett.

Portland—A company has been organized for the manufacture of Terriff's Perfect Washer, with a capital stock of \$10,000.

Gladwin—Cook & Cunningham are erecting a saw and planing mill here and will be in shape to begin operations about Sept. 1.

Saginaw—John G. Owen is arranging to put in 5,000,000 feet of logs at his mill at Owendale. His sawmill has been idle all season.

Meredith—The Wells-Stone Mercantile Co.'s warehouse here burned on the 19th. It was full of grain. The loss is figured at \$10,000, with \$8,000 insurance.

Muskegon—The Muskegon Cracker Co. has plans in preparation for a two-story warehouse, 50x75 feet in dimensions, and a two-story ice house and stable, 42x48 feet in dimensions.

Lowell—The Lowell mills have been sold to King, Quick & King and Charles McCarty, who have incorporated under the style of the King Milling Co., with a capital stock of \$25,000.

Fenton—L. C. Gleason, who has operated a factory here for the manufacture of handles of all kinds, has put his plant into a stock corporation, and will remove it to Little Rock, Ark.

Cadillac—Cobbs & Mitchell have purchased 800,000 feet of pine in Henderson township, this county, of Sawyer & Miller, and the latter will cut and bank it on the Big Clam Lake this winter.

Manistee—Henry Magoon, who was interested in a sawmill at Clare, has sold out his interest to his partner, Alf. Touchette, who will for the future continue the business in his own name.

Marion—F. E. Stanley and Jas. Allen are in the sawmill business, having recently bought the Beatty mill, located five miles east of here, of Chadwick & Corwin. They are now sawing ties.

Saginaw—H. B. Nease, Son & Co. have been negotiating for the Hoyt planing mill, which has been idle the past year. It is owned by the Hoyt estate, the timber of which is all closed out. The price asked is \$40,000, which is more than the Nease people are willing to pay.

East Tawas—Alva Wood has purchased all the timber on lands in 21-4 east, owned by the old Keystone Lumber Co., of Saginaw. Mr. Wood owns a small mill at Prescott, on the Detroit, Bay City & Alpena Railway and will cut the timber and manufacture it at his mill.

Manistee—Geo. Billings, of this city, J. N. Brodie, S. Rice, C. J. Berdan, O. A. Larue and Thomas Simpson, of Bear Lake, are making arrangements to erect a portable sawmill in that township, on the Glover place, two and a half miles east of the village. The capacity of the mill will be about 15,000 feet per day.

Eaton Rapids—Wm. Smith has sold his planing mill property to J. C. Selby. The sale includes the building, boiler and engine, and the balance of the machinery will be moved away. Mr. Selby has already put a fruit evaporator into the mill, and will pursue that business the coming fall, embarking in the manufacture of evaporator machinery during the dull season for fruit drying.

West Bay City—F. W. Wheeler & Co. have contracted to build for Cleveland parties a steamship 310 feet long, 41 feet beam and 23 feet depth of hold, at a cost of \$125,000. At present there are four boats on the stocks at this yard, three of which are steel. Since January 1, twelve boats have been launched from this yard, and at the Davidson yard eight wooden vessels have been launched since navigation opened.

Muskegon—H. P. Snyder, of Detroit, has purchased twenty acres of land east of this city, ten acres of which he will plat as an addition to the city, the remainder to be reserved as a site for a furniture factory. Mr. Snyder purposes to manufacture cheap grades of furniture and will employ about thirty men at first. Negotiations are in progress looking to the running of a side track from the C. & W. M. air line through this property, across to North Muskegon, over John Torrent's land. This will fit in nicely with Mr. Torrent's scheme to dam the Muskegon river and put factories along the face of the dam. The side track will run close to the site of the proposed dam.

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—STOCK OF HARDWARE AND BUILDING in the best town of Northern Michigan. Address No. 96, care Michigan Tradesman. 96

FOR SALE—DRUG STOCK; THE FINEST LOCATION and best paying store on South Division street, Grand Rapids; stock and fixtures inventory about \$1,600. Address No. 95, care Michigan Tradesman. 95

FOR SALE—A FIRST-CLASS DRUG STOCK AND business in Grand Rapids worth \$2,500 must be sold owing to the absence of proprietor on account of sickness; correspondence solicited. Address L. J. Shafer, 77 Madison Ave., Grand Rapids. Mention this paper. 97

FOR SALE—THE BEST DRUG AND GROCERY BUSINESS in live railroad and manufacturing town in Michigan of 1,300 inhabitants, with splendid farming country to back it up, with no large town within 20 miles; the business comprises drugs and medicines, groceries, school books, crockery, wall paper, notions, etc.; also express office and mail to carry to depot in connection; mail and express pay clerk hire; stock complete; business pays \$1,000 per year net; stock will invoice about \$4,000; business mostly cash; in brick block; rental low; best location in town; also own one-third interest in the block, which rents for \$1,500 per year; will sell one or both; reasons for selling, sickness and death, with other business to attend to. Address No. 91, care Michigan Tradesman. 91

FOR SALE—THE MAGNIFICENT ELEVATOR AND warehouse at Carson City, Mich., recently built by the Carson City Elevator Co. at a cost of \$10,000; have become the property of the Carson City Savings Bank now in liquidation, will to close out, be sold for \$5,000; will give time for part. Address J. E. Just, Ionia, Mich. 91

FOR SALE—A RARE OPPORTUNITY FOR A SMALL investment to secure a light manufacturing business paying large profits; correspondence solicited only from parties meaning business. Drawer No. 831, La Crosse, Wis. 89

FOR SALE CHEAP—ONE LARGE DRY AIR REFRIGERATOR, McGee patent; one coffee mill; show cases; scales; tea caddies; oil tank, etc., everything in fixtures to run a grocery store. W. C. Davis, Kalamazoo, Mich. 89

FOR SALE OR RENT—A GOOD TWO-STORY BUILDING, 24x30 feet, with basement 24x40 feet; the second story is rented for lodge hall. For particulars write to J. K. Harrison, Sparta, Mich. 88

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 railroads; 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-Mallory company, Flint, Mich. 82

FOR SALE—STOCK OF FURNITURE AND UNDERTAKING goods in one of the best towns in Michigan; 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—FIRST-CLASS DRUG STOCK; inventory \$2,000; also real estate; a rare 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 Aurelius, 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

SITUATIONS WANTED.

SITUATION WANTED OCT. 1ST—AS TRAVELING salesman, by a man of 30, with 17 years' experience in the retail drug and grocery business; would be willing to work for moderate salary and expenses to start with. Address W. care Michigan Tradesman. 94

SITUATION WANTED—BY REGISTERED PHARMACEUTIST of eight years' experience; first-class references. Address 92, care Michigan Tradesman. 92

SITUATION WANTED—BY TRAVELING SALESMAN of four years' experience in furnishing goods line. Address 87 care Michigan Tradesman. 87

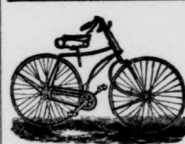
WANTED—SITUATION BY A REGISTERED PHARMACEUTIST, 8 years' experience; good references given. Address No. 83, care Michigan Tradesman. 83

MISCELLANEOUS.

THOROUGHbred IRISH (SETTER) PUPS From registered parents \$5 each. Chas. K. Farmer, Hartman, Mich. 93

ABOLISH THE PASS BOOK AND SUBSTITUTE THE Tradesman Coupon, which is now in use by over 50 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 Buthif Coupon Pass Book Co., Albany, N. Y. 564



Bicycles,
Tricycles,
Velocipedes
AND

General Sporting Goods

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

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

E. G. Studley,

Call and see them

4 Monroe St.,

or send for large,

GRAND RAPIDS

illustrated catalogue.

GRAND RAPIDS GOSSIP.

A. D. Cook has re-engaged in the grocery business at Hastings. The stock was furnished by Musselman & Widdicombe.

Fuller & Anderson have opened a grocery stock at the corner of Fifth and Stocking streets. I. M. Clark & Son furnished the stock.

Joseph Glowczynski, grocer at the corner of East Bridge street and Grand avenue, has added a line of dry goods. P. Steketee & Sons furnished the stock.

Subsequent to the foreclosure of their mortgage on the Snyder & Porter grocery stock, the partners gave I. M. Clark & Son a bill of sale, and the stock has been absorbed in the wholesale store.

W. A. Strong and Ed. Strong have formed a copartnership under the style of W. A. Strong & Son and embarked in the drug business at Reed City. The Hazeltine & Perkins Drug Co. furnished the stock.

W. T. Lamoreaux has leased his store building at 71 Canal street to the Western Beef Co., which will embark in the wholesale and retail meat business here about Oct. 1. Mr. Lamoreaux will thereafter conduct his business in a warehouse, the location of which has not yet been decided upon.

Gripsack Brigade.

Wm. H. and S. F. Downs have returned from Union City, where they attended the funeral of their father.

A. S. McWilliams, late of Detroit, has taken the position of Upper Peninsula traveling representative for the Muskegon Cracker Co.

The veteran Thos. MacLeod, who has sold shoes out of Detroit for the past quarter of a century, put in Sunday at this market.

Clark F. Williams has completed a fortnight's trip through the Saginaw Valley in the interest of L. Perrigo & Co., of Paw Paw.

The Travelers' Club, of Detroit, opened their new club rooms on Monday. It is reported that the Club will keep "open house" during the exposition.

G. S. Escott has been called home from Chicago to assume the office management of the Valley City Milling Co., pending the illness of W. N. Rowe at Charlevoix.

Geo. F. Owen is still too weak to undertake the journey to Mt. Clemens, his attending physician having advised him to defer the trip for a week or ten days.

Will Campbell, formerly on the road for Hawkins, Perry & Co., has engaged to travel for the McNeal & Higgins Co., of Chicago, covering the trade of Southern Michigan.

W. B. Simmonds is now covering the trade of this territory for the Vacuum Oil Co., of Rochester, Wm. H. Swan having been detailed to look after the railroad trade of the house in this State.

"I have been going to Traverse City for thirteen years," remarked John E. Kenning, the other day, "and in that time I have lost less than \$20 in the town. I never saw a place so free from failures or a class of dealers who pay their bills so promptly as the Traverse City trade."

"The shoe trade does not take kindly to the 10 per cent. advance we have been compelled to make on cheap goods," said a Detroit shoe salesman, the other day. "The dealers haggle over the increased

price like fury, but we must get the advance or do business at a loss; and I, for one, am not at all anxious to book orders which the house fills under protest."

The Detroit traveling men spent \$1,200 in entertaining their friends on the occasion of "Drummers' Day" at the Detroit exposition last year, but they will not repeat the programme this season. The directors of the exposition broke faith with the boys in refusing to permit the celebrated New York band to head their procession, after such an arrangement had been agreed to by the directors. As the exposition is a pronounced success, so far as netting enormous profits is concerned, the travelers very properly consider it the duty of the exposition managers to act the part of entertainers.

Purely Personal.

S. M. Lemon went to Petoskey Monday morning.

Chas. M. Norton has returned from his trip to Hartford, Conn.

C. H. Hopkins, the Cedar Springs grocer, was in town last Wednesday.

Jas. Blair, Jr., has taken the position of receiving clerk for Lemon & Peters.

Harry Fox, Manager of the Muskegon Cracker Co., was in town for a few hours last Thursday.

L. Perrigo, of the firm of L. Perrigo & Co., manufacturing chemists at Paw Paw, was in town last Wednesday.

Heman G. Barlow and family have been spending a few days at Ottawa Beach, the guests of Chas. B. Judd and family.

E. E. Judd, retail salesman for Foster, Stevens & Co., is spending a couple of weeks among the resorts of Grand Traverse Bay.

W. C. Smith, clerk for E. R. Wilson, the Monroe street druggist, goes to Chicago Sept. 25 to begin a two years' course at the Chicago College of Dentistry.

Frank H. Graves, stove salesman for Foster, Stevens & Co., is spending a few days in Chicago and will take in the Detroit Exposition before returning home.

A. C. Crawford, cashier of the First National Bank of Traverse City, was the guest of A. D. Baker a couple of days last week. He was accompanied by his family.

M. C. Russell, formerly engaged in the commission business here, but for several years past the head of a carriage repository in Chicago, put in a couple of days at Grand Rapids last week.

Sumner M. Wells, assistant buyer for I. M. Clark & Son, has returned from a ten days' trip through the Upper Peninsula, going as far west as Republic and Champion and returning via Sault Ste. Marie.

Dan. C. Steketee will be married on Sept. 4 to Miss Gertrude Doornink, daughter of D. J. Doornink, the ceremony occurring at the residence of the bride's parents, 96 North College avenue. An evening reception will follow, after which the happy couple will leave for a fortnight's trip through the dells of Wisconsin, Minneapolis being the objective point. Mr. Steketee is a promising young business man and his many friends will be glad to learn that he has been so fortunate as to capture so charming a lady.

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.

Extra Cautious.

"Have you any eggs?" the girl asked, as she entered the grocery.

"Yes," answered the grocer.

"Are they nice?"

"Yes."

"And fresh?"

"Yes, nice and fresh."

"How long ago were they laid?"

"About a few days ago."

"What size are they; are they large?"

"Oh, medium."

"Are they hen's eggs?"

"Certainly."

"And they're not limed eggs?"

"No."

"Because I don't want any poor eggs."

"Oh, they're all right."

"Where did they come from—are they Cape Cod eggs?"

"Yes."

"How much are they a dozen?"

"Twenty-five cents."

"And they're nice and fresh, you say?"

"Yes."

"Give me one."

The Retail Grocer's Life.

From the Commercial Bulletin.

She had consumed one hour of the grocer's time and purchased a quart of blueberries for 10 cents. Finally she espied the stock of watermelons and another seige commenced. She critically examined every one, lifted them, pressed in the rind with her thumb, and at last asked to have the largest one in the pile plugged to test its quality. After this operation had been performed, she said: "That is good; if you've got one as big as that Saturday for fifteen cents, I'll take it."

After the grocer had recovered from the shock, she asked to have the blueberries delivered at once, as she wanted them to use right away. The boy was hurried up to her house, and in half an hour came back with the berries. She had stopped on the road home to gossip with a neighbor and forgot all about her rush and the boy who had been dispatched in all haste to deliver her fruit. Such is life with the grocer.

Good Enough for Mince Meat.

A local produce house advertises sundried apples, "good enough for mince meat." The sequel of the announcement is that the apples are slightly wormy, the inference being that what is lost in fruit is more than made up in meat.

Creamery in Operation Again.

Northport, Aug. 21.—The creamery here, formerly owned by Nelson & Co., has been purchased by a stock company which will conduct the business under the style of the Northport Creamery and Cheese Co. H. E. Gill is President of the corporation and C. B. Kehl, Secretary. Operations were begun on the 20th.

Manistee—R. G. Peters is tearing out eight grainers in his old salt block, so as to make more packing room, and by this means will have room for about 30,000 barrels more salt. He has had to shut

down packing for some time, as his storage sheds at this point are all full, and, as the same condition prevails across the lake, the boats have not been moving salt freely of late. Those who have been shipping out salt in bulk are about the only ones who are doing anything just now, and a good many tons have gone forward recently, one barge having made eighteen trips this season loaded with bulk salt.

VISITING BUYERS.

L. Cook, Bauer	S. E. Phillips, Hastings
Wm. Karsten, Beaver Dam	J. O. Doesburg, Holland
M. B. Finchcomb, Big Rapids	H. J. Fisher, Hamilton
Geo. Hirschburg, Bailey	J. N. Wait, Hudsonville
H. Shafer, Big Rapids	J. C. Benbow, Hartford
Silas Loew, Burnip's Cors	H. L. Gleason, Hartford
C. P. Judson, Big Rapids	Alex. Denton, Howard City
R. G. Beckwith, Bradley	G. F. Cook, Grove
C. Rosenraad, Zeeland	Maston & Hammond, Grandville
A. H. Barber, Saranac	A. Crouse, Grand Junction
M. M. Elder, Spencer Creek	Colburn & Bro., Caledonia
A. P. Sriver, So. Grand Rapids	L. A. Gardiner, Cedar Springs
G. O. Wiley, Summit City	Geo. F. Stark, Cascade
A. Purchase, So. Blendon	Eli Runnels, Corning
Frank Cornell, Sebawa	L. B. Bellaire, Cadillac
N. O. Ward, Stanwood	John Olander, Cadillac
W. S. Adkins, Morgan	S. R. Arthur, Covert
Severance & Rich, Middleville	Sampson & Drury, Cadillac
B. E. Terrill, Muir	C. H. Hopkins, Cedar Springs
A. H. A. Eckerman, Muskegon	Dr. H. C. Peckham, Freeport
Wisler & Co., Mancelona	E. S. Botsford, Dorr
J. S. Barker, Morley	T. T. McLellan, Denison
Walling Bros., Lamont	E. E. Hewitt, Rockford
Geo. A. Sage, Rockford	Williams & Kerry, Reed City
John Gunstra, Lamont	Jas. Lambert, Reed City
H. K. Ames, Lake City	W. G. Tefft, Rockford
D. D. Walton, Lake City	Stoddard Bros., Reed City
S. A. Hovey, Lake City	Hessler Bros., Rockford
H. T. Baldwin, Luther	B. Steketee, Holland
A. Steketee, Holland	

Pattern Making.

Models of Mechanical Patent Office Drawings. 131 Front St., West End of Pearl St. Bridge.

WM. HETTERSCHIED,

Grand Rapids, Mich.

NO TROUBLE TO BUILD

If you start right. The first step should be an examination of Mr. Shoppell's building designs—the only large collection of designs that are artistic, practical and reliable. The estimates are guaranteed. Mr. Shoppell's publications are as follows:

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" " 4,000 " 30 "	2 00
" " 5,000 " 30 "	2 00
" " 6,000 " 28 "	2 00
" " 7,500 " 22 "	2 00
" " 10,000 " 21 "	2 00
" " Stables " 19 "	2 00

*The first Portfolio contains designs that cost as low as \$500, \$600, \$700 and \$800.

Any 3 of the above Portfolios for \$5; any 7 for \$10; the complete set (12) for \$15. Bound volume containing over 300 designs selected from the various portfolios, price \$5, returnable if not satisfactory.

Address R. W. SHOPPELL, Architect, 63 D'way, New York.



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

81 SOUTH DIVISION ST., GRAND RAPIDS.

Correspondence solicited.

Dry Goods.

Printed Canton Flannels.
From the American Wool Reporter.

Something like ten years ago there was put upon the market a double-napped canton flannel, dyed in solid colors, which was eagerly taken by the trade for the purpose of door hangings or portieres. A large demand was created for them; they furnished persons of moderate means a cheap, durable and slightly drapery, and were used for portieres, lambrequins, mantel covers and the various other uses to which draperies are put. They were used to beautify and render attractive the homes of those of limited means. They were colored in all the popular shades of the day, from the dark Turkey red to the olive and old gold. The sale for those goods has steadily increased, and it has furnished employment for a large number of mills.

The demand for the solid colored flannels opened up the avenues of investigation, and led to improving the beauty and desirableness of this fabric. Various attempts were made to add to the attractiveness of these flannels by printing designs upon them, but it was not until about three years ago that these attempts were successful. The strides in printing a piled or napped cloth have been rapid, until the difficulties have been overcome, and the most intricate and elaborate designs of the most varied colorings are as readily and clearly transferred upon it as upon a smooth-faced cloth. The double-napped goods can now be had printed on both sides. There are some five manufacturers in this country, and they are finding an increasing demand for their production.

American Manufacture of Henrietta.
From the Boston Journal of Commerce.

The manufacture of alpacas for umbrellas and silk warp henrietta cloths in this country is of very recent date. Previous to 1878, umbrella alpacas were imported altogether. In that year their manufacture was begun on a limited scale by a Philadelphia concern, and has been continued with satisfactory results in the quality of the goods, in lower prices and greater popularity. If this class of goods was made before this time, the efforts must have been abortive, as no impression was made upon the market then held by Bradford. The first successful manufacture of henrietta commenced about 1882, but it was not until two years later that the goods reached a proper standard so as to compete with foreign goods. It is due to the enterprise of an American manufacturer to first make and popularize henrietta cloths in colors other than black. Before that time the latter color was alone known, as it was supposed to be the only one that could be satisfactorily applied to the fabric. English, French and German manufacturers have followed these pioneer efforts of an American manufacturer. The ability of our domestic manufacturers to make anything in this direction is only limited by the question as to whether it can be done at a remunerative price.

Fall River Cotton Mill Profits.

"The dividends paid by the cotton manufacturing corporations of Fall River during the past quarter," says the Boston Journal, "make a better showing than was anticipated, in the face of adverse conditions existing most of the time. Most of the mills delayed payment until the last moment in order not to pass a dividend, yet even under that scheme only twenty-five mills have declared dividends. That number, however, will be a surprise to many individuals. During the past quarter, the twenty-five corporations paid \$247,650 on a capital of \$13,560,000, or an average of 1.82 per cent. In the first quarter of this year the rate was the highest ever known, thirty-two corporations paying 2.71 per cent., or \$487,560 on a capital of \$27,933,000. In the July dividend list of last year, twenty-nine corporations paid \$421,270, or an average of 2½ per cent. on a capital of \$16,383,000, since which time the dividend-paying capital has been increased \$800,000."

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.	5
" LL.	5½	Full Yard Wide.	6½
Amory.	7½	Honest Width.	6½
Archery Bunting.	4½	Hartford A.	5½
Beaver Dam A.A.	5½	Madras cheese cloth	6½
Blackstone O. 32.	5	Noble R.	5½
Black Rock.	7	Our Level Best.	6½
Boot, A.L.	7½	Oxford R.	6½
Chapman cheese cl.	3½	Pequot.	7½
Comet.	7	Solar.	6½
Dwight Star.	7½	Top of the Heap.	7½

BLEACHED COTTONS.

Amsburg.	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.	6½
Cabot, %.	6½	Just Out.	4½ @ 5
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 %.	8	Pride of the West.	12
Fairmount.	4½	Rosalind.	7½
Full Value.	6½	Sunlight.	4½
Geo. Washington.	8½	Vinyard.	8½

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	" 7.	18
" X.	9	" 8.	19
" No. 25.	9		

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.F.	10½	" 5.	16

DRESS GOODS.

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

CORSET JEANS.

Biddeford.	6	Naumkeags satteen.	7½
Brunswick.	6½	Rockport.	6½

PRINTS.

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

TICKINGS.

Amoskeag A.C.A.	13	A.C.A.	12½
Hamilton N.	7½	Pemberton AAA.	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 @ 9½
" "	16	" "	10½
Cochecho.	10½	" "	

Amoskeag.	12½	DEMONS.	11½
" 9 oz.	14½	Jaffrey.	12½
" brown.	13	Lancaster.	13½
Andover.	11½	" Lawrence, 9 oz.	13½
Everett, blue.	12	" No. 230.	13
" brown.	12	" No. 250.	11½
		" No. 280.	10½

GINGHAMS.

Glenarven.	6½	Lancaster, staple.	6½
Lancashire.	6½	" fancies.	7
Normandie.	7½	" Normandie.	8
Renfrew Dress.	7½	Westbrook.	8
Toil du Nord.	10½ @ 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		

THREADS.

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

KNITTING COTTON.

White. Colored.	No. 14.	White. Colored.	No. 14.
No. 6.	33	No. 14.	37
" 8.	34	" 16.	38
" 10.	35	" 18.	39
" 12.	36	" 20.	40
		" 22.	41

CAMBRICS.

Slater.	43½	Washington.	43½
White Star.	43½	Red Cross.	43½
Kid Glove.	43½	Lockwood.	43½
Newmarket.	43½	Wood's.	43½
Edwards.	43½	Brunswick.	43½

RED FLANNEL.

Fireman.	32½	T.W.	32½
Creedmore.	27½	F.T.	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 @ 9½	" "	" "	12½

CANYASS AND PADDING.

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

DUCKS.

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

WADDINGS.

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

SILKES.

Slater, Iron Cross.	8	Pawtucket.	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 EYES—PER GROSS.

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

PINS.

No 2-20, M.C.	50	No 4-15, F 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	Stamboat.	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		

BEACH'S

New York Coffee Rooms.

61 Pearl Street.

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

Steaks, Chops and All Kinds of Order Cooking a Specialty.

FRANK M. BEACH, Prop.

J.&P.COATS'

BEST
SIX-CORD

Spool Cotton

IN

WHITE, BLACK AND COLORS,
FOR

Hand and Machine Use.

FOR SALE BY

P. STEKETEE & SONS

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of Staple and Fancy

Dry Goods

Manufacturers of

Shirts, Pants, Overalls, Etc.

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

48, 50 and 52 Ottawa St.,

GRAND RAPIDS, - - MICH

P. STEKETEE & SONS,

WHOLESALE

Dry Goods and Notions.

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

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

WADDINGS, BURLAP, TWINE, BATTS and COMFORTS.

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

AVOID THE

Curse of Credit

BY USING

"TRADESMAN"
OR
"SUPERIOR" Coupon Books

Manufactured by

THE TRADESMAN COMPANY,

Grand Rapids.

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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 27, 1890.

Uncle Sam has done a wise act in throwing the *Patron's Guide* out of the mails, as the publication was in nowise entitled to transmission through the mails at pound rates. It was not a newspaper in any sense of the term, being solely a money-making enterprise—disseminating a false and malicious doctrine at the expense of the people.

The editor of the *Lyons Herald*—the pseudo organ of the Patrons of Industry of Ionia county—sadly announces that he must cease to treat the editor of THE TRADESMAN as an equal. As the individual thus deserted was never the equal of Mr. Reynolds in one respect—having never worn stripes in a penitentiary (a privilege once enjoyed by the editor of the *Herald*)—the loss will have to be borne—terrible as it is to contemplate.

Information comes from Brazil to the effect that a syndicate of wealthy coffee merchants have banded together for the purpose of monopolizing the coffee trade of that republic. The enterprise is entitled the "Bagging Coffee Co.," with a capital stock of \$12,500,000, only one-half of which is expected to be paid in. The purpose of the organization is to purchase coffee direct from the planters, and ship it direct to the principal markets of the world, where the syndicate will be represented by agents. The promoters estimate that the enterprise will pay an annual profit of 25 per cent. on a capitalization of \$6,250,000, which dissipates the possibility that the members of the syndicate are philanthropists. As the combination starts out on the assumption that it can ignore the ordinary laws of trade, it is safe to predict that it will meet the same fate as the French copper syndicate.

Back from Birch Point.

The resorters at Birch Point, situated on the north arm of Bear Lake, have returned to the city. Those who formed the initial party this year are D. D. Cody, Willard Barnhart, O. A. Ball, E. Crofton Fox, John H. P. Hughart, N. A. Earle and Gen. I. C. Smith—all who have families having been accompanied by them. Four cottages have been erected the present season and a little later the property will be merged into a stock company, under the style of the Birch Point Resort Association.

Good Words Unsolicited.

A. R. Gilmore, grocer, Schoolcraft: "Your price list is very good indeed."

Jas. Lisa, general dealer, Red Jacket: "Keep on sending your good trade paper. I do not want to be without it."

Geo. H. Spencer, general dealer, Pomona: "Every merchant ought to take your paper, as it has the 'get up and get' qualities about it."

C. A. Barnes, grocer and druggist, Otsego: "Enclosed find \$1 for the paper another year. There is no bill I pay more cheerfully than that for THE TRADESMAN. It is the right paper in the right place."

MILLS VS. PARTRIDGE.

Fallacy of a Statement Made by the Scheming Politician.

GRAND RAPIDS, Aug. 25.—For some unaccountable or unexplained reason, certain so-called leaders and ten-dollar-a-day-organizers of the Patrons of Industry and Farmers' Alliance, have been most vituperative in calling down upon the heads of commercial travelers the most unwarranted and unreasonable abuse. Their stock argument is, "We are an expensive and unnecessary parasite upon the commercial world in general and the poor farmer in particular;" "our princely salaries and enormous expenses are a direct tax upon the tiller of the soil," etc.; and, in the words of a recognized leader, "We propose to buy our goods only of such dealers as buy their supplies direct from wholesale houses, thereby saving the extra expense of buying through drummers, as they had no drummers twenty-five years ago and we can get along without them now."

Twenty-five years ago the writer was in the employ of one of the most enterprising and successful merchants in Western New York. He carried a large stock of general merchandise, owned a large cheese factory and farm. No salesman called on him, but four times each year he was obliged to go to Philadelphia, New York and Boston at an expense of from \$75 to \$125 each trip. This money was spent on the railroads and in the cities named, and was of no possible benefit to his own town. He was absent from his business from six to ten days each trip, very frequently to his or his customers' loss.

Now, compare the above manner of transacting business, with the extravagant (?) and unnecessary method of today. We will take any reputable firm, dealing in general merchandise. They probably purchase their groceries of two different salesmen, who call once each per month; their dry goods and boot and shoes salesmen call every sixty days; their clothing man four times per year, making the total number of visits during the year of forty. We will place the daily salary and expense of each of these salesmen at \$10, which is far above the average. We will say that they only visit five customers per day, which is far below the rule, making an average expense of \$2 to visit each dealer. This amount, multiplied by forty, the number of visits made during the year, makes a total of \$80 as the expense of buying goods through commercial travelers, as against \$300 to \$500 per year by the plan which the so-called "commerce adjusters" propose to return to. Furthermore, the 300,000 commercial travelers of the United States (not 1,800, as recently stated by the would-be P. of I. candidate for Governor,) are distributing annually, as traveling expenses, to hotels, liverys, etc., through the smaller cities and towns of the United States, the handsome sum of over \$750,000,000. This immense sum, instead of being poured directly into the largest cities, is distributed all over the smaller cities and villages, which need it most.

When a merchant goes to the city to purchase goods, he is unable to take sufficient time to properly make his selections or to compare goods needed with those now in stock, as where the salesman brings his sample trunks to the dealer's store; and, no matter how carefully he may go over his stock or make out his want list before leaving home, he is certain to purchase some goods which he already has in stock or which had proven unsalable in the past.

Again, any enterprising dealer will tell you that he can in many instances get closer prices of a salesman than of the house he represents. In making this statement, I do not charge the salesman with a lack of fealty to his house, nor the house with a disposition to take any undue advantage of customers who, in confidence, send their orders direct. The reason is plain. The wide-awake, enterprising commercial traveler makes it a constant study day and night to "catch on" to the "cuts" and "drives" offered by competing houses, and he is in much better position to do so by the assistance of his customers than is the home office.

Furthermore, an intelligent, earnest, successful commercial traveler is one of the best commercial educators possible, as every candid business man will tell you that some of his best and most successful ideas in the management of his business, displaying his goods in windows or on shelf, advertising novelties, or pointers in purchasing goods, have been received from traveling men, and any dealer who says he has no use for traveling men is very certain to have but little or no use for merchandise or customers.

This idea of selling goods through traveling salesmen is an invention of which necessity is the mother, and one which, like all other great inventions or improvements, has stood the ordeal of ridicule and opposition; and old conservative houses, after years of unsuccessful striving to do business with the dealer direct, have been compelled to send forth their representatives, in order to keep up with the advanced ideas of their more enterprising and successful competitors. No greater burlesque on truth was ever perpetrated than the old threadbare motto, which, fortunately, is but seldom seen now, "Save the enormous expense of buying of drummers, and send your mail orders direct to us."

L. M. MILLS.

Quick Work at Muskegon.

About six months ago Julle Bierema purchased the Wierengo hardware stock, at Muskegon, of the Gunn Hardware Co. A few days ago he gave his nephew, Lewis Spyk, a bill of sale of the stock, but as Spyk was never known to have any property in his own right, several creditors immediately attached, on the ground that the bill of sale was void and without consideration. Foster, Stevens & Co., whose traveling representative happened to be in Muskegon at the time, placed an attachment on the stock for \$450 within an hour after the filing of the bill of sale. The Gunn Hardware Co. followed suit with a claim for \$950, and the Ohio Valley Foundry Co. and a Chicago paint house came next with claims aggregating \$1,000. Spyk replevined the stock, but was unable to give bonds and finally concluded to compromise the claims on the basis of 75 per cent.—an offer which was accepted by all the attaching creditors.

P. of I. Gossip.

The Patrons of Industry have boycotted Stanton for sixty days.

The *Patron's Guide*, the official organ of the Patrons of Industry, has been denied the privilege of the mails by the Postoffice Department.

Stanton Clipper: "In a recent interview with John E. Taylor, State Secretary of the P. of I., on the subject of P. of I. contracts, he said he thought the contracts were going into disuse and would soon be a thing of the past. He said the reason was because the P. of I. movement had had the effect of bringing prices generally down so low that it was hardly worth while for the order to go to the trouble of negotiating contracts."

The Muir Condensed Milk Factory.

Muir, Aug. 22.—The factory of the Rogers Condensing Co. is now nearly completed and the officers are sanguine that everything will be in readiness to begin operations by Oct. 1. The building has a frontage of 130 feet—not including boiler and engine house—and comprises basement and one story, the walls being of stone and brick. Two flowing artesian wells supply the necessary water. All the machinery is of the most improved pattern, giving the factory a capacity of handling 50,000 pounds of milk daily. Condensed milk will be the staple product, but both butter and cheese can be turned out, if circumstances render a change to either product necessary.

WHAT THE CIGAR BOX TELLS.

Covered with Comprehensive Information Regarding the Cigar Inside.

Few men know that the history of a cigar can be traced accurately by its box. The box is like the trunk that a man takes around with him through Europe. Every time that it is put into the baggage van of a train it gets a tab showing where it is going. The hotel keepers add their tabs and the steamers paste on theirs. The tabs show what kind of a traveler a man is. If he goes in the steerage his baggage has a paster of one color, while if he is in the cabin his baggage has a paster of another color. A good deal can be told about a man from these pasters; a great deal more can be told from his empty cigar boxes. They are all opened differently if they are bought unopened by the man who smokes them, for no two individual smokers open cigar boxes alike any more than any two smokers hold cigars in exactly the same way between their teeth and puff in exactly the same manner. Some men's cigars burn crooked, others burn even. Some of them open their cigar boxes with a penknife, and break the blade while they do it; others take a hatchet, others carefully cut the stamps and pry the box open by degrees. This shows whether they are impetuous, obstinate, conservative, or emphatic.

To a much greater degree than the empty cigar box shows the character of the man, the brands and stamps on it show the kind of cigars that he smokes. There are any number of sizes and shapes of cigar boxes—the small 25-box, where the cigars are worth 18 to 50 cents apiece; the larger 50-boxes, which may hold domestic cigars not worth one-quarter as much as the smaller boxes; the big box of 100 small cigars, and the mammoth boxes that hold 250. These boxes bear their history on them. They are made of cedar in the first place, sawed and planed to a quarter of an inch in thickness, and tacked together with canvas strips to make the hinges of the lid. That is what the cigar box is in its crude state. Then it goes to the manufacturer, who has his lithographs and brands put on it. The better workmanship and the better lithography usually go with the inferior cigar; the imported lithographs are cruder, not so well drawn or so well tinted as those on domestic cigars, but they have a different and more costly look to them. The tint of the paper also shows whether the cigar is imported or not, for the Havana manufacturers do not pack their cigars in paper of the same tints that the domestic manufacturers do.

These interior wrappings and lithographs tell about the cigar when the box is opened, but more can be told about it from the outside. It requires somewhat close observation to note all the marks on a cigar box. On a box of imported cigars, for instance, there is branded the mark of the manufacturer. That is usually the name of some factory and the place where the factory is. The name of the factory gives an indication about its location. The brand "Campa Gral de Tabaco de Filipinas" shows unmistakably where the cigars that were put in that box were made, unless the brand is a counterfeit. It is seldom that counterfeit brands are found on imported cigars, as the import stamp is a guarantee that the cigar has gone through the custom house. This stamp is put on first. Each of the Havana factories has its stamp, the Garcia, the Clay, the Carolina, or whatever it may be, on the lid of the box. It may be hid afterward by the revenue stamp and the lithographs, but the first thing done is to brand that name on. The Havana cigars frequently have stamped on them also "Habana," with the Spanish abbreviation designating the quality of tobacco or the size. This is put on when the boxes are sorted out to be filled; the stamp of the factory is put on them in the first place. This stamp also is not branded like the factory stamp, but is put on with a stencil. The name of the factory can not be taken off without planing into the lid, but the brand of the quality and color can.

Before the cigars are put in, the box is further branded with the color, "claro," "colorado claro," "colorado," "colorado"

maduro," "maduro," or, as known to Americans, very mild, mild, medium, fairly strong, and strong. These are not enough grades to mark the distinctions in color and strength, but they are generally approximated. Some brands of colorado claro cigars are milder than the claro cigars of other brands, but the mildest ones are always put into the claro boxes. There has been some change in the strictness of marking in recent years caused by the fact that the American trade prefers colorado claro and claro to the maduro and colorado maduro.

When the box has been marked in this way it is filled and the final tacks are put in. The manufacturer usually then pastes some advertisements on it in order that the box may not be opened and other cigars substituted without its being evident to the purchaser. Manufacturers have labels which they paste over the seams, which contain advertisements and notices of various kinds. If the manufacturer has taken prizes at any international exhibition, fac similes of the medals will probably be found on the label. Usually there is a picture of the factory, with the firm name, coat of arms, and other designs. In this shape, the box is ready to be sent here.

It arrives with tens of thousands of other boxes and is examined by an inspector. He pastes over it the import stamp so that the box cannot be opened without destroying the stamp. The import stamp certifies to the number of cigars in the box and that the tax is paid. Besides that, there are blank spaces on the stamp which the inspector fills out with a stencil. When filled up, the stamp shows not only that the cigars went through the custom house, but the steamer in which they came, the port at which they were entered, the date at which they were received and stamped, and the name of the inspector who stamped them. This is an unerring certificate of the length of time the cigar has been in this country. The stamps are finely made, in order to prevent counterfeit; there is more tracery and vignette work than on the ordinary revenue stamp.

When the import stamp has been pasted on the box, the internal revenue stamp is put on before the cigars can be sold. The internal revenue stamp is a cheaper affair on bluish-green paper. It is cancelled at the same time that it is put on, and with a stamp which, if it were plain, might show the date; but this stamping is done much more hastily and does not aid in the history of the cigar.

A cigar box with an internal revenue stamp on it and no import stamp does not once in 50,000 times contain imported cigars, smuggled or otherwise. Some of the fictitious smugglers who go around among down-town offices and peddle cigars which they say are imported, produce them in boxes with only the internal revenue stamp on. Smuggled cigars have no stamps whatever. Any cigars that go through the custom house have the import stamp and the internal revenue stamp both. A cigar which has only an internal revenue stamp has been stamped at some domestic factory. If it was smuggled, it was taken to a factory to be stamped, which would be foolishness and waste of money on the part of the smuggler, and besides, he would run a great deal of risk, as the internal revenue officer who stamped the box could readily tell, if he was an expert in his business, the difference between the boxes used in the Havana trade and the boxes used in the domestic trade. There are details in the way of packing, lithographing and branding which show unmistakably, unless they are very cleverly counterfeited.

A man who is going to buy cigars and wants to be sure of what he is getting, can tell by the box, if it has not been opened. It is more risk to take an opened box, for some unscrupulous dealers will put cheaper cigars into a box which held high-grade cigars and sell them as imported cigars. Still, these dealers often make mistakes, as it is hard for them to get the same size of domestic cigars and the same color. If a man is buying what is said to be an imported cigar, and sees that the cigar is dark while the box is marked claro, he may be sure that there is some imposition somewhere, probably

that the dealer in refilling the box was not careful enough to put in cigars of the same color. But the best way to do is to examine the box first and then to have the dealer open it afterward to see if the cigars are what is wanted. The age of the cigar can be told from the import stamp, the color from the brand on the back of the box, the factory from the factory brand, and the shape from the size of the box. Almost everything about cigars which go through the standard Havana factories can be told without opening the box. A cigar box with the blue label of the Cigarmakers' International Union does not hold imported, but domestic cigars. Domestic cigars can further be told by an examination of the bottom of the box and the stamp and the warning not to use the box again, which has on it the district and the number of the factory. According to law, this warning must be on the box; it is a sure sign of a domestic cigar.

Belding on a Boom.

Belding, Aug. 25.—The corner store in the Belding block, which has stood vacant nearly a year, as Mrs. Hiram Belding refused to lease it to any one but a druggist, has been rented to a Detroit man, who will put in a full line of drugs about Sept. 15.

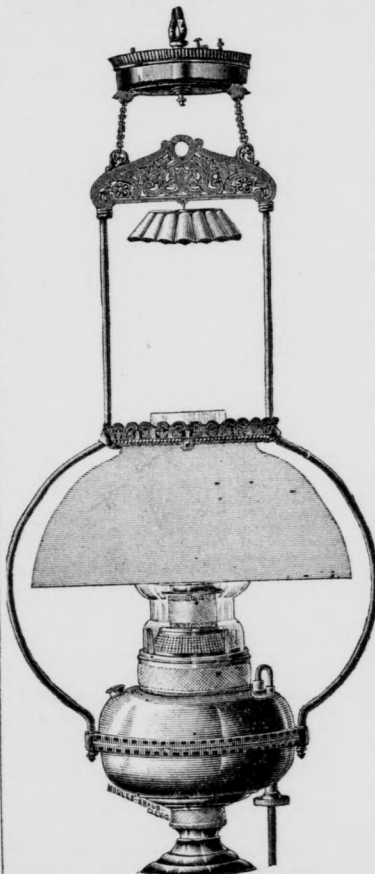
Belding is growing very rapidly and good returns await those who invest in either business or residence property.

C. M. Woodard, of Kalama, was in town last week for the purpose of effecting the preliminary arrangements for embarking in the bazaar business, but was unable to secure a store.

It is now generally believed that Belding will secure the Central Michigan Railroad, as the amount required by the projectors has nearly all been pledged.

East Jordan.—The Bruce stock of dry goods, groceries, etc., was sold at public auction last week to A. Heston. Alva Coulter will probably return here and open the store for business.

INCREASE YOUR SALES BY A WELL-LIGHTED STORE.



NO. 2 INCANDESCENT.
No 2 Incan. Lamp, as shown, brass, \$5.50 Each
" " " without springs at top
and with tin reflector only, complete 3.50 Each
No 10 Mammoth Rochester, same style
complete 3.50 Each
Send for Complete Catalogue.
H. Leonard & Sons, 134-140 Fulton St., Grand Rapids.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.
WE CARRY A STOCK OF LARD TALLOW FOR MELLER

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.

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:

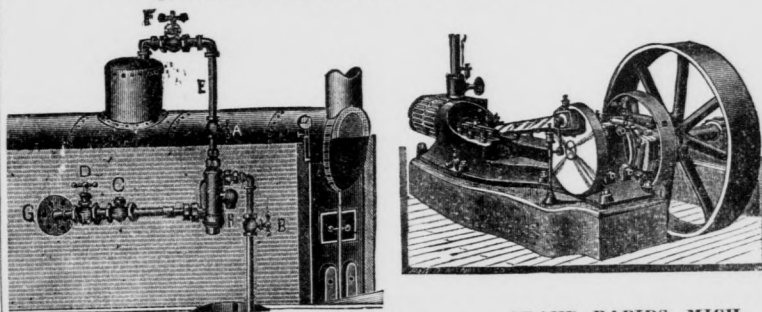
1,000	-	\$1.50
2,000	-	2.50
3,000	-	4.50

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
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Prices.



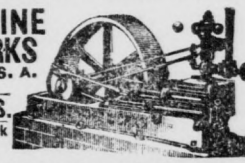
ATLAS ENGINE WORKS

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.

Wholesale Price Current.

Advanced—Quinine (German), Nitrate Silver, Oil Wintergreen, Oil Sassafras, Oil Lemon.

ACIDUM.		TINCTURES.	
Aceticum.....	80 10	Aconitum Napellis R.....	60
Benzoeum German.....	80 10	Aloe.....	50
Boric.....	30 10	Arnica.....	50
Carbolicum.....	30 10	Asafoetida.....	50
Citricum.....	30 10	Atropa Belladonna.....	60
Hydrochlor.....	10 12	Benzoin.....	50
Nitrosum.....	10 12	Cantharides.....	50
Oxalicum.....	11 13	Capsicum.....	50
Phosphoricum dil.....	20 10	Cardamom.....	50
Salicylicum.....	1 40 1 80	Castor.....	50
Sulphuricum.....	1 40 1 60	Catechu.....	50
Tannicum.....	1 40 1 60	Cinchona.....	50
Tartaricum.....	40 42	Columba.....	50
AMMONIA.		CONIUM.	
Aqua, 16 deg.....	5 7	Cubeba.....	50
20 deg.....	7 8	Digitalis.....	50
Carbonas.....	11 13	Ergot.....	50
Chloridum.....	12 14	Gentian.....	50
ANILINE.		GUAIACA.	
Black.....	2 00 2 25	Guaiac.....	50
Brown.....	2 00 2 10	Hammon.....	50
Red.....	45 50	Zingiber.....	50
Yellow.....	2 50 2 30	Hyoscyamus.....	50
BACCAR.		IODINE.	
Cubeba (po. 1 50.....)	1 60 1 75	Iodine.....	75
Juniperus.....	80 10	Colorless.....	75
Xanthoxylum.....	25 30	Ferri Chloridum.....	35
BALSAMUM.		KINO.	
Copaiba.....	60 65	Kino.....	50
Peru.....	61 3	Lobelia.....	50
Terabin, Canada.....	35 40	Myrrh.....	50
Tolutan.....	40 45	Nux Vomica.....	50
CORTEX.		OPIL.	
Abies, Canadian.....	18	Opil.....	50
Cassia.....	11	Camphorated.....	2 00
Cinchona Flava.....	30	Deodor.....	2 00
Euonymus atropurp.....	20	Aurant Cortex.....	50
Myrica Cerifera, po.....	12	Quassia.....	50
Prunus Virgin.....	12	Rhatany.....	50
Quillaja, gr.....	12	Rbel.....	50
Sassafras.....	12	Cassia Acutifol.....	50
Ulmus Po (Ground 12).....	10	Co.....	50
EXTRACTUM.		SERPENTARIA.	
Glycyrrhiza Glabra.....	24 25	Serpentaria.....	50
Haematox, 15 lb. box.....	11 12	Stromonium.....	60
" 18.....	12 14	Tolutan.....	60
" 14.....	14 15	Valerian.....	50
" 14.....	16 17	Veratrum Veride.....	50
FERRUM.		MISCELLANEOUS.	
Carbonate Precip.....	15	Ether, Spts Nit, 3 F.....	25 28
Citrate and Quinia.....	63 50	" 4 F.....	30 32
Citrate Soluble.....	60 80	Alumen.....	2 1/2 3 1/2
Ferrocyanidum Sol.....	60 80	" ground, (po.....	3 1/2 4
Solut Chloride.....	1 1/2 2	Annatto.....	50 60
Sulphate, com'l.....	1 1/2 2	Antimoni, po.....	4 5
" pure.....	7	et Potass T.....	50 60
FLORA.		Antipyrin.....	1 35 40
Arnica.....	14 16	Antifebrin.....	25
Anthemis.....	20 25	Argent Nitras, ounce.....	83
Matricaria.....	25 30	Arsenicum.....	50 7
FOLIA.		Balm Gilead Bud.....	38 40
Barosma.....	12 20	Bismuth S. N.....	2 10 2 20
Cassia Acutifol, Tin.....	25 28	Calcium Chlor, 1s, (1/4s.....	11 12
Salvia officinalis, 1/4s.....	10 12	11; 1/4s, 12.....	10 9
Ura Ursi.....	8 10	Cantharides Russian.....	1 75
GUMMI.		Capsici Fructus, af.....	22
Acacia, 1st picked.....	21 10	" po.....	16
" 2d.....	21 10	" Bpo.....	14
" 3d.....	21 10	Caryophyllus, (po. 30).....	15 18
" sifted sorts.....	75 10	Carmine, No. 40.....	50 55
Aloe, Barb, (po. 30).....	50 60	Cera Alba, S. & F.....	50 55
" Cape, (po. 30).....	12	Cera Flava.....	38 40
" Socotri, (po. 30).....	50	Coccus.....	40
Catechu, 1s, (1/4s, 14 1/4s.....	1	Cassia Fructus.....	20
16).....	1	Centaria.....	10
Ammonia.....	25 30	Cetaceum.....	45
Asafoetida, (po. 30).....	15	Chloroform.....	50 55
Benzoinum.....	50 55	" squibbs.....	50 100
Camphora.....	50 52	Chloral Hyd Crst.....	1 50 1 75
Euphorbium po.....	35 40	Chondrus.....	20 25
Galbanum.....	80 95	Cinchonidine, P. & W.....	15 20
Gamboge, po.....	80 95	" German.....	4 10
Guaiacum, (po. 60).....	50	Corks, list, dis. per.....	60
Kino, (po. 25).....	20	cent.....	60
Mastic.....	80	Creasotum.....	50
Myrrh, (po. 45).....	40	Creta, (bbl. 75).....	2
Opil, (pc. 5 40).....	4 10 2 45	" prep.....	5 5
Shellac.....	25 35	" precip.....	8 10
" bleached.....	27 35	" Rubra.....	8
Tragacanth.....	30 75	Crocus.....	35 38
HERBA—In ounce packages.		Cudbear.....	24
Absinthium.....	25	Cupri Sulph.....	50 9
Eupatorium.....	20	Dextrine.....	10 12
Lobelia.....	25	Ether Sulph.....	60 70
Majorum.....	28	Emery, all numbers.....	2
Mentha Piperita.....	23	" po.....	2
" Vir.....	25	Ergota, (po.) 60.....	50 55
Rue.....	30	Flake White.....	12 15
Tanacetum, V.....	32	Galla.....	23
Thymus, V.....	25	Gambier.....	8 9
MAONESIA.		Gelatin, Cooper.....	90
Calcedin, Pat.....	55 60	" French.....	40 60
Carbonate, Pat.....	30 60	Glassware flint, 70 per cent.....	15
Carbonate, K. & M.....	30 60	by box 60 less.....	15
Carbonate, Jennings.....	35 36	Glue, Brown.....	13 25
OLEUM.		" White.....	13 25
Absinthium.....	5 00 5 50	Glycerina.....	18 25
Amygdalae, Dulc.....	45 75	Grana Paradisi.....	22
Amygdalae, Amarae.....	8 00 25	Humulus.....	25 40
Anisi.....	1 00 2 00	Hydrag Chlor Mite.....	21 00
Aurant Cortex.....	2 50 4 00	" Cor.....	21 00
Bergamit.....	3 25 4 00	" Ox Rubrum.....	21 10
Cajuputi.....	90 100	" Ammoniat.....	21 20
Caryophylli.....	1 25 1 30	" Unguentum.....	47 57
Cedar.....	35 65	Hydragryum.....	82
Chenopodii.....	1 75	Ichthyobolla, Am.....	25 150
Cinnamoni.....	1 40 1 50	Indigo.....	75 100
Citronella.....	45	Iodine, Resubli.....	3 75 3 85
Conium Mac.....	35 65	Iodoform.....	24 70
Copaiba.....	1 20 1 30	Lupulin.....	85 100
		Lycopodium.....	55 60
		Macis.....	80 85
		Liquor Arsen et Hy.....	27
		drag Iod.....	10 12
		Liquor Potass Arsenitis.....	10 12
		Magnesia, Sulph (bbl.....	3
		" 1/4.....	2 3
		Manna, S. F.....	45 50

Morphia, S. P. & W.....	2 85 2 3 10	Seidlitz Mixture.....	25
S. N. Y. Q. &.....	2 85 2 3 10	Sinapis.....	18
C. Co.....	2 85 2 3 10	Snuff, Maccaboy, De.....	30
Moschus Canton.....	40	Voes.....	35
Myristica, No. 1.....	70 75	Snuff, Scotch, De. Voes.....	35
Nux Vomica, (po 20).....	10	Soda Boras, (po. 13).....	12 13
Os. Sepia.....	33 38	Soda et Potass Tart.....	30 33
Pepsin Saac, H. & P. D.....	2 00	Soda Carb.....	1 1/2 2
Co.....	2 00	Soda, Bi-Carb.....	5
Picis Liq, N. C., 1/4 gal.....	2 00	Soda, Ash.....	3 1/2 4
doz.....	2 00	Soda, Sulphas.....	2
Picis Liq, quart.....	2 00	Spts, Ether Co.....	50 55
" plus.....	2 00	" Myrcia Dom.....	2 00
Pil Hydrag, (po. 80).....	50	" Myrcia Imp.....	2 50
Piper Nigra, (po. 25).....	18	" Vinl Rect. bbl.....	2 25
Piper Alba, (po 5).....	25	2 25).....	2 25
Pix Burgun.....	7	Less 5c gal, cash ten days.....	2 25
Plumbi Acet.....	14 15	Strychnia Crystal.....	21 10
Pulvis Ipecac et opil.....	10 12 30	Sulphur, Subl.....	2 1/2 3 1/4
Pyrethrum, boxes H.....	21 25	" Roll.....	3 1/2 3
" P. D. Co., doz.....	30 35	Tamarinds.....	8 10
Pyrethrum, pv.....	30 35	Terebenth Venice.....	80 82
Quassia.....	39 44	Theobromae.....	50 55
Quinia, S. P. & W.....	30 40	Vanilla.....	9 00 16 00
" S. German.....	30 40	Zinc Sulph.....	7 8
Rubia Tincturum.....	12 14		
Saccharum Lactis pv.....	38		
Salacin.....	1 80 2 30		
Sanguis Draconis.....	40 50		
Santonine.....	24 50		
Sapo, W.....	12 14		
" M.....	8 10		
" G.....	15		

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

---DRUGS---

Chemicals and Druggists' Sundries

Dealers in

Patent Medicines, Paints, Oils, Varnishes.

Sole Agents for the Celebrated Pioneer Prepared Paints.

We are Sole Proprietors of

WEATHERLY'S MICHIGAN CATARRH REMEDY

We have in stock and offer a full line of

Whiskies, Brandies,
Gins, Wines, Rums.

We are Sole Agents in Michigan for W. D. & Co.

Henderson County, Hand Made Sour Mash

Whisky and Druggists' Favorite

Rye Whisky.

We sell Liquors for Medicinal Purposes only.

We give our Personal Attention to Mail Orders and Guarantee Satisfaction.

All orders are Shipped and Invoiced the same day we receive them. Send in a trial order.

Hazelkine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

GROCERIES.

Wool Still Depressed--Hides Firm--Tallow Higher.

Wools are still depressed, with nothing visible in the future to advance prices. The trouble is with the goods market, made worse the past week by a stringent money market, which is likely to hold for some time. The banks are scanning their collaterals closely and are inclined to curtail their lines of discount to manufacturers. The importation of foreign wool bids fair to be large. English mills are running night and day on goods for this country, and are simply flooding us, which they will do until our tariff shuts them out, which can't take effect before January, if passed now. The law of supply and demand is ignored by this importation, and goods are likely to be slaughtered later, which cripples our home manufacturers. Many of our woolen mills are shut down. Those buying are for immediate wants only and in small lots. Holders of wool are firm and anxiously look for the turn hoped for, and which they have every reason to believe will come—but "when?"

Hides are firm, with no late advance. As the weather cools, the take-off is larger, and when the supply is more ample, prices are likely to go off. Leather has an upward turn to meet the advance in hides.

Tallow is firm and higher, with the supply ample.

Robertson vs. Davenport.

The base ball nines selected by Happy Hi Robertson and Byron S. Davenport will meet at Alger Park, at 3 o'clock Saturday afternoon, and play for the championship of the city. Davenport's nine, as selected by that gentleman, is as follows:

Harry Gregory, pitcher; Greg. Luce, s. s.; M. K. Walton, 3b.; W. R. Keeler, 2b.; Russell Bertsch, 1b.; B. S. Davenport, catcher; C. J. Flynn, r. f.; John King, l. f.; Clarence Bradley, c. f.; Charlie McLean and Orson Stebbins, substitutes.

Bank Notes.

Noble & Wegner have sold the Huron County Bank, at Sand Beach, to A. E. Case & Co.

The Hackley National Bank of Muskegon succeeds the Muskegon National Bank on the 27th.

Charles P. Toll, Paying Teller at the People's Savings Bank, at Detroit, has resigned after a connection of many years with the institution. His plans for the future are not fully matured.

The Irrepressible Watson.

Chas. E. Watson, Michigan representative for S. A. Maxwell & Co., has established himself at the Hotel Cadillac, at Detroit, and will hold forth at that place until Sept. 14. He has a finer line of goods than ever—which is saying a good deal—and he will take good care of any of his trade who can make it convenient to meet him in Detroit during the next three weeks. Send him word when you are going and the brass band will be at the train.

The Grocery Market.

Sugars are 1-16c lower, in consequence of the improved condition of the beet crop in Europe. Cheese is growing firmer and the price is steadily advancing. Hominy has advanced \$1.15 per barrel within the past week. Jelly is 1/4c higher.

TIGHTENING THE TOOLS.

The New York Biscuit Co. Shows Its Fine Italian Hand.

CHICAGO, Aug. 22. — When THE TRADESMAN stated, as it did a few weeks ago, that the cracker situation was decidedly strained and that a heavy war cloud hung over the horizon, it spoke in the nature of prophesy, as the first gun has already been fired and the spirited skirmish now on will undoubtedly soon be followed by the heavy guns of all the organizations in the field. The New York Biscuit Co.—apparently anxious to show its strength—has decreed that Kennedy's goods shall hereafter be sold to the jobber at 10 per cent. off list, which is the same discount the large retail trade is given. This action on the part of the Cracker Co. has aroused a storm of protests from the jobbing trade, but the company is stubborn and announces that it will not recede from its position. What the outcome will be I am unable to foresee.

In no respect is the character of the Biscuit Co. better disclosed than in the steps it has taken to secure the absolute control of the patents for machinery used in the manufacture of crackers and sweet goods. It is no longer a secret that most of the valuable patents have been gobbled up by the company, which means that no concern outside the Biscuit Co. can secure a machine or any repairs for one already in use. An independent manufacturer spent several days in the World's Fair City last week and used every effort he could command to secure duplicates of machines he is now using for the purpose of increasing the capacity of his plant, but he was frankly informed that the manufacturers of such machinery were under contract with the Biscuit Co. to furnish no machinery to bakeries not owned by the syndicate. This *coup d'etat* takes the trade completely by surprise, as it was not supposed the Biscuit Co. would carry the war into Africa in this direction. What course the crafty managers will yet devise to secure even more absolute control of the situation and prevent independent manufacturers from pursuing their business in a legitimate manner, I am not in a position to state; but my knowledge of the great executive ability of the leading lights in the syndicate leads me to believe that inside of five years the New York Biscuit Co. will occupy the same position, relatively speaking, that the Standard Oil Co. has maintained for the past dozen years.

VINDEK.

Novel Method to Introduce Ceylon Tea.

The effort to introduce Ceylon tea to the American tea drinker has not thus far met with any great measure of success, but the latest mail advices from Colombo give the details of a scheme which is about to be undertaken for the purpose of increasing the consumption of Ceylon tea in this country, that is at least unique. It is a proposal to form a joint stock company, with a capital of \$1,000,000, divided into 50,000 shares of \$20 each, which is to buy out the existing company in Ceylon and carry on the business upon a much larger scale than at present, upon what is termed the "co-operative system." The capital is to be allotted as follows:

Working capital.....	10,000	\$200,000
Purchase of old company.....	12,000	240,000
For promoting the scheme.....	28,000	560,000
	50,000	\$1,000,000

The shares set aside for promoting the company are to be distributed among grocers and tea dealers throughout the country who will consent to act as agents for the sale of the company's product, to the extent of \$100 to \$1,000 each. These shares (fully paid up) are to be deposited with the city agents as security for tea sold, which will be billed at a price to enable the agent to make a handsome profit and at the same time give the company good returns. The dealer, who is thus to be at the same time a shareholder, will therefore have the double incentive of a profit on sales and a dividend on his stock; besides which, it is argued that his ownership of stock will

give him an interest in keeping at work in his territory, even should sales not prove large at first, as he would realize that his investment in the stock would prove valueless unless himself and his fellow agents all continue to work for the common good. The scheme may result in distributing Ceylon tea, but whether at prices that will return a handsome profit is quite another question, for there will be a sharp competition with the teas from China, and the average consumer in this country does not pay a high price for the "cup that cheers."

Eaton Rapids—E. D. Crittenden has sold his news and confectionery stock to Mrs. L. Holcomb.

PRODUCE MARKET.

Apples—Dried, 8@8 1/2c for sun-dried and 11@12c for evaporated. The market is strong. Apples—Duchess and Red Astrucans are coming in freely, commanding \$2.50 per bbl. Beans—Dry stock continues to get firmer, being now held at \$2.25@2.50 for city hand-picked. Beans—New, 50@60c per bu. Butter—Dairy begins to look up, in consequence of the extended dry weather. Fair grades command 14c and fancy 16c per lb. Blackberries—Wild, 6c per qt. Cultivated are about out of market. Cabbages—Home grown, 75c per doz. or \$6 per 100. Carrots—15c per doz. Celery—20@25c per doz. Cooperage—Pork barrels, \$1.25; produce barrels 25c. Cucumbers—10c per doz. Eggs—The market is steady. Dealers pay 14c and hold at 16c. Field Seeds—Clover, mammoth, \$4.75 per bu.; medium, \$4.60. Timothy, \$1.65 per bu. Grapes—Concord, \$7 per 100-lb stand or 75c per 10 lb basket; Ives, \$5.50 per 100 lb stand. Green Corn—8@10c per doz. Maple Sugar—8@10c per lb., according to quality. Maple Syrup—75@85c per gal. Musk Melons—Home grown, \$1.25 per crate. Onions—Green, 15c per doz. Home grown, \$3 per bbl. Pop Corn—4c per lb. Potatoes—Home grown stock is coming in more freely. Dealers pay 55@65c and hold at 70@75c. Peas—California, \$3@3.25 per case. Peaches—California, \$2@2.25 per crate. Plums—California, \$2 per crate. Sweet Potatoes—Baltimore, \$4.50 per bbl; Jerseys, \$5.50 per bbl. Tomatoes—Home grown are coming in freely, being held at 90c@1 per bu. Turnips—50@60c per bu. Watermelons—Indiana stock is coming in very plentifully, being held at 10@30c apiece. Whortleberries—\$2.50 per bu.

PROVISIONS.

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

PORK IN BARRELS.	
Mess, new.....	12 25
Short cut.....	11 50
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.....	7 1/2
50 lb. Tins.....	7 1/2
LARD—Family.	
Tierces.....	6
30 and 50 lb. Tubs.....	6 1/2
3 lb. Pails, 20 in a case.....	7
5 lb. Pails, 12 in a case.....	6 1/2
10 lb. Pails, 6 in a case.....	6 1/2
20 lb. Pails, 4 in a case.....	6 1/2
50 lb. Cans.....	6 1/2
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.....	7 06
Extra Mess, Chicago packing.....	7 00
Boneless, rump butts.....	9 50
SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs.....	10 1/2
" " 16 lbs.....	10 1/2
" " 12 to 14 lbs.....	8
" picnic.....	8
" best boneless.....	8 1/2
Shoulders.....	7 1/2
Breakfast Bacon, boneless.....	8 1/2
Dried beef, ham prices.....	10 1/2
Long Cuts, heavy.....	6
Briskets, medium.....	6
" light.....	6

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.	
Whitefish.....	@ 7 1/2
" smoked.....	@ 8
Trout.....	@ 7 1/2
Halibut.....	@ 15
Ciscoes.....	@ 4
Flounders.....	@ 9
Bluefish.....	@ 10
Mackerel.....	@ 25
Cod.....	@ 10
California salmon.....	@
OYSTERS—Cans.	
Fairhaven Counts.....	@ 35
F. J. D. Selects.....	@ 35
Selects.....	@ 30
F. J. D.....	@ 25
Anchors.....	@ 23

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass.....	4 @ 6
" hindquarters.....	6 @ 8 1/2
" fore.....	@ 8 1/2
" ribs, No. 3.....	7 1/2 @ 8 1/2
" rounds.....	@ 8
" tongues.....	@ 9
Hogs.....	@ 2
Bologna.....	@ 5
Pork loins.....	@ 8
" shoulders.....	@ 6
Sausage, blood or head.....	@ 5
" liver.....	@ 10
" Frankfort.....	@ 7 1/2
Mutton.....	@
Veal.....	@

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.	
Standard, per lb.....	8 1/2 @ 9
" H. H.....	8 1/2 @ 9
" Twist.....	8 1/2 @ 9
Cut Loaf.....	10
Assorted Cream.....	12
Extra H. H.....	11
MIXED CANDY.	
Standard, per lb.....	8 1/2
Leader.....	8 1/2
Royal.....	9
Extra.....	10
English Rock.....	10
Conserve.....	10
Broken.....	9
Cut Loaf.....	10
French Creams.....	12
Valley Creams.....	13
FANCY—In 5 lb. boxes.	
Lemon Drops.....	12
Sour Drops.....	13
Peppermint Drops.....	14
Chocolate Drops.....	14
H. M. Chocolate Drops.....	18
Gum Drops.....	10
Licorice Drops.....	18
A. B. Licorice Drops.....	14
Lozenges, plain.....	14
" printed.....	15
Imperial.....	14
Moties.....	15
Cream Bar.....	13
Molasses Bar.....	13
Caramels.....	16 @ 18
Hand Made Creams.....	18
Plain Creams.....	16
Decorated Creams.....	20
String Rock.....	15
Burnt Almonds.....	22
Wintergreen Berries.....	14
FANCY—In bulk.	
Lozenges, plain, in pails.....	12
" printed, in pails.....	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, 200.....	@ 7 50
" 300.....	@
LEMONS.	
Messina, choice, 300.....	@ 7 50
" 300.....	@ 8 00
" fancy, 300.....	@ 8 00
" 300.....	8 50 @ 9 00
OTHER FOREIGN FRUITS.	
Figs, Smyrna, new, fancy layers.....	14 @ 15
" Fard, 10-lb. box.....	@ 10
" 50-lb. box.....	@ 8
" Persian, 50-lb. box.....	5 1/2 @
NUTS.	
Almonds, Tarragona.....	@ 17
" " ".....	@ 16 1/2
" California.....	@ 15
Brazils.....	@ 15
Walnuts, Grenoble.....	@ 17
" Marbot.....	@ 12 1/2
Pecans, Texas, H. P.....	13 1/2 @ 15
Cocoanuts, full sacks.....	@ 4 25
PEANUTS.	
Fancy, H. P., Bell.....	@ 10
" " Roasted.....	@ 12
Fancy, H. P., Game Cocks.....	@ 10
" " Roasted.....	@ 12
Fancy, H. P., Stags.....	@ 9 1/2
" " Roasted.....	@ 11 1/2
Choice, H. P., Ex Prince.....	@ 9 1/2
" " Roasted.....	@ 11
Fancy, H. P., Steamboats.....	@ 9 1/2
" " 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.

<p>APPLE BUTTER. E. J. Mason & Co.'s goods... 6 AXLE GREASE. Frazier's... 82 40 Aurora... 1 75 Diamond... 1 80</p> <p>BAKING POWDER. Thepure, 10c packages... \$1 20 " 1 lb. " 1 56 " 6 oz. " 2 28 " 1 lb. " 2 76 " 12 oz. " 4 20 " 1 lb. " 5 40 " 5 lb. " 26 00 Less 20 per cent. to retailers. Absolute, 1 lb. cans, 100s... 11 75 " 1 lb. " 50s... 10 00 " 1 lb. " 50s... 18 75 Acme, 1 lb. cans, 3 doz... 75 " 1 lb. " 2 " 1 50 " 1 lb. " 1 " 3 00 " bulk... 20 Our Leader, 1 lb. cans... 45 " 1 lb. " 1 00 Telfer's, 1 lb. cans, doz... 45 " 1 lb. " 85 " 1 lb. " 1 50</p> <p>BATH BRICK. English, 2 doz. in case... 80 Bristol, 2 " 75 American, 2 doz. in case... 70</p> <p>BLUING. Dozen Mexican, 4 oz... 30 " 2 oz... 60 " 16 oz... 90</p> <p>BROOMS. No. 2 Hurl... 1 75 No. 1 " 2 00 No. 2 Carpet... 2 25 No. 1 " 2 50 Parlor Gem... 2 75 Common Whisk... 90 Fancy " 1 20 Mill " 2 75 Warehouse " 2 75</p> <p>CANDLES. Hotel, 40 lb. boxes... 10 Star, 40 " 9 1/4 Paraffine " 11 Wicking " 25</p> <p>CANNED GOODS—Fish. Clams, 1 lb. Little Neck... 1 10 Clam Chowder, 3 lb. stand... 1 15 Cove Oysters, 1 lb. stand... 1 15 " 2 lb. " 2 00 Lobsters, 1 lb. picnic... 1 75 " 2 lb. " 2 65 " 1 lb. Star... 2 35 " 2 lb. Star... 3 65 Mackerel, in Tomato Sauce... 2 00 " 1 lb. stand... 1 20 " 2 lb. " 2 00 " 3 lb. in Mustard... 2 85 " 3 lb. soured... 2 85 Salmon, 1 lb. Columbia... 1 50 " 1 lb. Alaska... 1 25 Sardines, domestic 1/4s... 5 1/4 " 1/4s... 9 " Mustard 1/4s... 10 1/4 " imported 1/4s... 10 1/4 " spiced, 1/4s... 10 Trout, 3 lb. brook... 2 60</p> <p>CANNED GOODS—Fruits. Apples, gallons, stand... 1 10 Blackberries, stand... 1 10 Cherries, red standard 1 10 " pitted... 1 40 Damsons... 1 15 Egg Plums, stand... 1 15 Gooseberries... 1 00 Grapes... 1 15 Green Gages... 1 15 Peaches, yellow, stand... 2 50 " seconds... 2 25 " Pie... 1 75 Pears... 1 75 Pineapples, common... 1 10 " Johnson's... 2 50 Quinces... 1 10 Raspberries, extra... 1 75 " red... 1 40 Strawberries... 1 15 Whortleberries... 1 15</p> <p>CANNED VEGETABLES. Asparagus, Oyster Bay... 80 Beans, Lima, stand... 80 " Green Limas... 21 35 " Strings... 80 " Stringless, Erie... 80 " Lewis' Boston Baked... 1 40 Corn, Archer's Trophy... 1 00 " Morn'g Glory... 1 00 " Early Golden... 1 00 Peas, French... 1 08 " extra marrowfat... 21 25 " soaked... 1 40 " June, stand... 1 40 " sifted... 1 65 " French, extra fine... 1 50 Mushrooms, extra fine... 2 15 Pumpkin, 3 lb. Golden... 21 60 Succotash, standard... 90 Squash... 1 10 Tomatoes, Red Coat... 21 10 " Good Enough... 21 10 " Best Jar... 21 10 " stand br... 21 05</p> <p>CATSUP. Snider's, 1/2 pint... 1 35 " pint... 2 30 " quart... 3 50</p> <p>CHEESE. Fancy Full Cream... 9 @ 9 1/4 Good... 8 1/4 Part Skimmed... 6 1/4 Sap Sago... 20 Edam... 21 00 Swiss, imported... 24 25 " domestic... 15 25</p> <p>CHEWING GUM. Rubber, 100 lumps... 30 " 200 " 40 Spruce, 200 pieces... 40</p> <p>CHOCOLATE. Bulk... 6 Red... 7 1/2</p>	<p>CHOCOLATE—BAKER'S. German Sweet... 23 Premium... 35 Pure... 38 Breakfast Cocoa... 40 Broma... 37</p> <p>COCOA SHELLS. Bulk... 4 @ 4 1/4 Pound packages... 7 COFFEE EXTRACT. Valley City... 80 Felix... 1 10</p> <p>COFFEE—Green. Rio, fair... 21 " good... 21 " prime... 23 " fancy, washed... 24 " golden... 23 Santos... 23 Mexican & Guatemala... 23 Java, Interior... 24 " Mandheling... 23 Peaberry... 22 Mocha, genuine... 20 To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15 per cent. for shrinkage.</p> <p>COFFEES—Package. Bunola... 24 1/4 " in cabinets... 25 1/4 McLaughlin's XXXX... 25 1/4 Lurham... 25 1/4 " in cabinets... 25 1/4 Dijon... 25</p> <p>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</p> <p>CONDENSED MILK. Eagle... 7 50 Anglo-Swiss... 6 00</p> <p>COUPONS. " Superior... 2 50 " 1, per hundred... 3 00 " 2, " 3 00 " 5, " 4 00 " 10, " 5 00 " 20, " 6 00</p> <p>" Tradesman. " 1, per hundred... 2 00 " 2, " 2 50 " 5, " 3 00 " 10, " 4 00 " 20, " 5 00</p> <p>Subject to the following discounts: 200 or over... 5 per cent. 500 " 10 1000 " 20</p> <p>CRACKERS. Kenosha Butter... 7 1/4 Seymour... 5 1/4 Butter... 5 1/4 " family... 5 1/4 " biscuit... 6 1/4 Boston... 7 1/4 City Soda... 7 1/4 Soda... 6 S. Oyster... 5 1/4 City Oyster, XXX... 5 1/4 Shell... 6</p> <p>CREAM TARTAR. Strictly pure... 38 Grocers'... 25</p> <p>DRIED FRUITS—Domestic. Apples, sun-dried... 8 1/4 " evaporated... 14 Apricots... 2 Blackberries... 2 Nectarines... 2 Peaches... 2 Plums... 2 Raspberries... 2</p> <p>DRIED FRUITS—Prunes. Turkey... 6 1/4 Bosnia... 8 California... 2</p> <p>DRIED FRUITS—Peel. Lemon... 18 Orange... 18</p> <p>DRIED FRUITS—Citron. In drum... 21 1/2 In boxes... 20 DRIED FRUITS—Currants. Zante, in barrels... 6 1/4 " in less quantity 6 1/4 DRIED FRUITS—Raisins. Valencias... 9 Ondaras... 11 1/2 Sultanas... 10 London Layers, Calif... 2 75 " for n... 2 75 London Layers, for n... 2 75 Muscatels, California... 2 00</p> <p>GUN POWDER. Kegs... 5 50 Half kegs... 3 00</p> <p>PARINACEOUS GOODS. Farina, 100 lb. kegs... 4 00 Hominy, per bbl... 80 Macaroni, dom 12 lb box... 80 " imported... 10 1/4 Pearl Barley... 21 10 Peas, green... 21 10 " split... 21 10 Sago, German... 21 10 Tapioca, f/k or p/r... 21 10 Wheat, cracked... 21 10 Vermicelli, import... 21 10 " domestic... 21 10</p> <p>FISH—SALT. Cod, whole... 5 @ 6 " boneless... 6 1/4 Halibut... 2 90 Herring, round, 1/2 bbl... 2 75 " gibbed... 2 75 " Holland, bbls... 12 00 " kegs... 20 " Sealed... 20 Mack, sh's, No. 2, 1/2 bbl... 12 00 " 12 lb kit... 1 30 " 10 " 1 20</p>	<p>Trout, 1/4 bbls... 25 25 " 10 lb. kits... 75 White, No. 1, 1/2 bbls... 25 50 " 12 lb. kits... 1 00 " 10 lb. kits... 80 " Family, 1/2 bbls... 3 00 " kits... 65</p> <p>HERBS. Sage... 9 Hops... 14</p> <p>JELLIES. E. J. Mason & Co.'s goods... 6 Chicago goods... 5 1/4 LAMP WICKS. No. 1... 30 No. 1... 40 No. 2... 50</p> <p>LICORICE. Pure... 30 Calabria... 35 Sicily... 18</p> <p>LYE. Condensed, 2 doz... 1 25 No. 9 sulphur... 2 00 Anchor parlor... 1 70 No. 2 home... 1 10 Export parlor... 4 00</p> <p>MOLASSES. Black Strap... 30 Cuba Baking... 34 Porto Rico... 30 New Orleans, good... 24 " choice... 30 " fancy... 42</p> <p>One-half barrels, 3c extra OATMEAL... 6 00 Barrels... 3 25 Half barrels... 3 25</p> <p>ROLLED OATS. Barrels... 6 00 Half bbls... 3 25</p> <p>OIL. Michigan Test... 9 1/4 Water White... 10 1/4</p> <p>PICKLES. Medium... 1/2 bbl... 2 50 Small, bbl... 3 00 " 1/2 bbl... 4 00</p> <p>Clay, No. 216... 1 75 " T. D. full count... 1 25 Cob, No. 3... 1 25</p> <p>PRESERVES. E. J. Mason & Co.'s goods... 8</p> <p>RICE. Carolina head... 7 " No. 1... 6 1/4 " No. 2... 6 " No. 3... 7 Japan, No. 1... 7 " No. 2... 6</p> <p>SNUFF. Scotch, in bladders... 37 Maccaboy, in jars... 35 French Rappee, in jars... 43</p> <p>SOAP. Detroit Soap Co.'s Brands. Superior... 3 30 Queen Anne... 3 85 German Family... 3 00 Mottled German... 3 00 Old German... 2 00 U. S. Big Bargain... 3 75 Frost, Floater... 3 75 Cocoa Castle... 3 00 Cocoa Castle, Fancy... 3 36</p> <p>Allen B. Wrisley's Brands. Happy Family, 75... 2 95 Old Country, 80... 3 30 Una, 100... 3 65 Bouncer, 100... 3 15</p> <p>SAL SODA. Kegs... 1 1/4 Granulated, boxes... 2</p> <p>SAPOLIO. Kitchen, 3 doz. in box... 2 50 Hand " 3 " 2 50</p> <p>SOUPS. Snider's Tomato... 2 40</p> <p>SPICES—Whole. Allspice... 10 Cassia, China in mass... 8 " Batevia in bund... 15 " Saigon in rolls... 35 Cloves, Amboyina... 22 " Zanzibar... 16 Mace Batavia... 80 Nutmegs, fancy... 80 " No. 1... 75 " No. 2... 65 Pepper, Singapore, black... 16 " white... 26 " shot... 20</p> <p>SPICES—Ground—in Bulk. Allspice... 15 Cassia, Batavia... 20 " and Saigon... 20 " Saigon... 42 Cloves, Amboyina... 26 " Zanzibar... 20 Ginger, African... 12 1/4 " Cochlin... 15 " Jamaica... 18 Mace Batavia... 90 Mustard, English... 22 " Trieste and Trie... 27 Nutmegs, No. 2... 80 Pepper, Singapore, black... 18 " white... 30 " Cayenne... 25</p> <p>SUGARS. Cut Loaf... 7 @ 7 1/2 Cubes... 6 1/4 Powdered... 7 Standard Granulated... 6 1/2 " Fine... 6 3/4 Confectioners' A... 6 1/2 White Extra C... 5 1/2 Extra C... 5 1/2 C... 5 1/2 Yellow... 4 1/2 @ 5</p>	<p>SEEDS. Mixed bird... 4 1/4 @ 6 Caraway... 9 Canary... 3 1/4 Hemp... 4 Anise... 8 Rape... 6 Mustard... 7 1/4</p> <p>SALT. Common Fine per bbl... 20 Solar Rock, 56 lb. sacks... 27 28 pocket... 1 75 100 " 2 00 " 2 15 Ashton bu. bags... 75 Higgins " 75 Warsaw " 35 " 1/2 bu... 20 Diamond Crystal, cases... 1 50 " 56-lb... 50 " 28-lb... 50 " 60 pocket... 2 25 " 28 " 2 10 " barrels... 1 75</p> <p>SALERATUS. Church's, Arm & Hammer... 5 1/4 Dwight's Com... 5 1/4 Taylor's... 5 1/4 DeLand's Cap Sheaf... 5 1/4 " pure... 5 1/4 Our Leader... 5</p> <p>SYRUPS. Corn, barrels... 2 32 " one-half barrels... 2 34 Pure Sugar, bbl... 2 32 " half barrel... 2 37</p> <p>SWEET GOODS. Ginger Snaps... 8 Sugar Creams... 8 1/4 Frosted Creams... 8 Graham Crackers... 8 Oatmeal Crackers... 8</p> <p>SHOE POLISH. Jettine, 1 doz. in box... 75</p> <p>TEAS. JAPAN—Regular. Fair... 20 Good... 22 Choice... 24 Choicest... 32</p> <p>SUN CURED. Fair... 20 Good... 22 Choice... 24 Choicest... 32</p> <p>BASKET FIRED. Fair... 20 Choice... 25 Choicest... 32</p> <p>GUNPOWDER. Common to fair... 25 Extra fine to finest... 50 Choicest fancy... 75</p> <p>IMPERIAL. Common to fair... 20 Superior to fine... 40 Young Hyson... 18 Common to fair... 18 Superior to fine... 30</p> <p>ENGLISH BREAKFAST. Fair... 20 Good... 22 Choice... 24 Choicest... 32</p> <p>OOLONG. Common to fair... 20 Superior to fine... 30 Fine to choicest... 55</p>	<p>SODA. Boxes... 5 1/4 Kegs, English... 4 1/4</p> <p>TOBACCO—Fine Cut. D. Scotten & Co.'s Brands. Hawatha... 62 Sweet Cuba... 36 Our Leader... 35</p> <p>TOBACCO—Plug. Jas. G. Butler & Co.'s Brands. Something Good... 39 Double Pedro... 35 Wedding Cake, blk... 35 " Tobacco... 37</p> <p>TOBACCO—Shorts. Our Leader... 15</p> <p>TOBACCO—Smoking. Our Leader... 16 Hector... 17 Plow Boy, 2 oz... 32 " 4 oz... 31 " 15 oz... 32</p> <p>VINEGAR. 40 gr... 8 50 gr... 9</p> <p>PAPER & WOODENWARE. PAPER. Curtiss & Co. quote as follows: Tubs, No. 1... 8 00 " No. 2... 7 00 " No. 3... 6 00 Pails, No. 1, two-hoop... 1 50 " No. 1, three-hoop... 1 75 Clothespins, 5 gr. boxes... 55 Bowls, 11 inch... 1 00 " 13 " 1 25 " 15 " 2 00 " 17 " 2 75 " assorted, 17s and 19s 2 50 Baskets, market... 40 " bushel... 1 50 " with covers 1 90 " willow c'ths, No. 1 5 75 " No. 2 6 25 " splint " No. 3 7 50 " " No. 2 4 25 " " No. 3 5 00</p> <p>WOODENWARE. Tubs, No. 1... 8 00 " No. 2... 7 00 " No. 3... 6 00 Pails, No. 1, two-hoop... 1 50 " No. 1, three-hoop... 1 75 Clothespins, 5 gr. boxes... 55 Bowls, 11 inch... 1 00 " 13 " 1 25 " 15 " 2 00 " 17 " 2 75 " assorted, 17s and 19s 2 50 Baskets, market... 40 " bushel... 1 50 " with covers 1 90 " willow c'ths, No. 1 5 75 " No. 2 6 25 " splint " No. 3 7 50 " " No. 2 4 25 " " No. 3 5 00</p> <p>GRAINS AND FEEDSTUFFS. WHEAT. White... 94 Red... 97 All wheat bought on 60 lb. test. MEAL. Coarse... 1 10 Bolted... 1 25 Granulated... 1 50</p>	<p>FLOUR. Straight, in sacks... 5 10 " barrels... 5 30 Patent " sacks... 6 10 " barrels... 6 30</p> <p>RYE. No. 1... 53 @ 55</p> <p>MILLSTUFFS. Bran... 16 00 Ships... 16 50 Screenings... 16 00 Middlings... 18 00 Mixed Feed... 21 50 Coarse meal... 21 50</p> <p>CORN. Small lots... 58 Car... 55</p> <p>OATS. Small lots... 40 Car... 39</p> <p>BARLEY. No. 1... 1 15 No. 2... 1 10</p> <p>HAY. No. 1... 9 50 No. 2... 9 00</p> <p>HIDES, PELTS AND FURS. Perkins & Hess pay as follows: HIDES. Green... 6 1/4 @ 7 Part Cured... 7 @ 7 1/4 Full " 7 1/4 @ 8 Dry " 6 @ 8 Kips, green... 6 @ 6 1/2 " cured... 7 @ 8 Calfskins, green... 5 @ 7 " cured... 7 @ 9 Deacon skins... 10 @ 30 No. 2 hides 1/4 off.</p> <p>PELTS. Shearlings... 10 @ 25 Estimated wool, per lb 20 @ 25</p> <p>WOOL. Washed... 20 @ 28 Unwashed... 10 @ 20</p> <p>MISCELLANEOUS. Tallow... 3 @ 4 Grease butter... 1 @ 2 Switches... 1 1/2 @ 2 Ginseng... 2 00 @ 3 00</p> <p>LUBRICATING OILS. The Hogle Oil Co. quote as follows: Extra W S Lard Oil... 53 @ 58 " No. 1... 45 @ 50 " No. 2... 35 @ 40 Pure Neatsfoot... 52 @ 60 Harness Oil... 40 @ 50 W Va Summer... 7 1/2 @ 12 15 Cold Test... 9 @ 13 Zero... 10 @ 14 Old Reliable Cylinder... 65 @ 60 600 Mecca... 60 @ 60 Anti-monopoly... 35 @ 40 Corliss Engine Oil... 40 @ 40 Golden Machine Oil... 18 @ 25 Mower and Reaper Oil... 25 @ 30 Castor Machine Oil... 25 @ 30 Boiled Linseed Oil... 63 @ 65 Michigan W V... 46 @ 51 Turpentine... 46 @ 51 Naphtha... 8 @ 12 Gasoline... 9 1/4 @ 14 tor Oil, Pure... 1 25 @ 1 30 " Mineral... 30 @ 35 " Distilled... 1 10 @ 1 25</p>
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REMEMBER THAT BUNOLA COFFEE.

Is better and costs less than most package coffees.

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

FOR SALE BY ALL GRAND RAPIDS JOBBERS

The Earth! We do not want it, but we do want to do the greatest good to the greatest number, and, as our productions "tickle the palate" of the consumer, the seller of them reaps a profit, thereby both are benefited. We are scattering through trade channels tons of manufactured sweetness that please the masses by their purity and superior quality, and to still further introduce our various new specialties we desire to open a personal correspondence with every dealer in confectionery who has an eye open to his own interests. Our goods are winners and our name a guarantee for excellency, and the fact that our factory (which is one of the largest and best equipped in the State) is kept humming early and late goes to show that our efforts to merit confidence, which leads to patronage, is duly appreciated.

Let us hear from you by mail early and often, and when business or pleasure calls you to Grand Rapids, make our place your headquarters. We will do our best to please you.

Yours for trade,
The Putnam Candy Co.

RECIPROCITY TREATIES.

Nations, after having reached a certain stage of civilization, are eager to trade with other nations. Even savages are willing to barter goods with foreigners for trinkets and whisky. Governments, however, being very conservative institutions, and, perhaps, remembering that when their subjects were savages they were very likely to exchange substance for show, have always looked askance upon trade. They have not been able to suppress it completely, but have been obliged to content themselves with obstructing it. A very strong belief prevails that the advantages of a trade entirely accrue to the seller; thus international trade has been regarded as a matter for diplomacy. In commercial treaties the object is, naturally enough, to get more than is given; and the nation which goes furthest in abolishing the impediments to trade which have been imposed, is thought to grant most.

Many provisions that have been made in commercial treaties in ancient and mediæval times, and some in later days, are somewhat curious. The first consideration is to induce the state with which the treaty is made to give legal security to citizens of the other, who reside there for purposes of trade, in case this security is not already enjoyed. The treaty of 1856, between England and Morocco, covenanted that the countrymen of a debtor should not be held responsible for debts which they had no part in contracting; that between England and Mexico, in 1826, guaranteed, among other things, that prices should be freely determined between buyers and sellers; that citizens of each country, resident in the other, should be free from forced conscription for military service; that they should freely exercise their religion; and that their graves should be inviolate. Treaties of this kind were very common in ancient times, and some were made very early. It is thought that the places in the suburbs of Jerusalem, where Astarte and other heathen gods were worshipped unhindered, owed their existence to commercial treaties with Phœnicians, Moabites, and other peoples.

After industrialism had made considerable progress in Europe, matters of commerce entered into treaties which were primarily political. For example, in a treaty between the Venetians and the Latin Empire, in Constantinople, it was agreed that no citizen of a state at war with Venice should be permitted to sojourn in the Byzantine Empire. Likewise, while the Dutch were the foes of Spain, they were favored commercially by France; by a treaty made in 1596, they were put upon an equality with the French. Such treaties were not entirely unknown to the ancients. The King of Bosphorus had the rights of citizenship in Athens, and his property there was free from taxation. By a treaty of the Emperor Justinian with Ethiopia, the latter was to furnish aid against the Persians, while Byzantium was to import its silk from Ethiopia, instead of from Persia.

These economical alliances have been most frequently formed between states in which, by reason of differences in the nature of their soil and of national culture, the industries of the one do not compete much with those of the other. Still, two states can hardly be found which have not some industries in common, and in making treaties, the art of the negotiator has been extensively em-

ployed to over-reach—to obtain more "concessions" than are granted. A treaty of England with Portugal, made in 1703, was regarded as a masterpiece in this line, because, by its workings, Portugal exported to England a considerable quantity of Brazilian gold. A Portuguese writer, in the middle of the century, delivered himself thus: "Through unexampled stupidity, we permit ourselves to be clothed (by foreigners) . . . England robs us every year, by its industry, of the products of our mines." And yet the provisions of the treaty were very simple; Portugal withdrew her prohibition of English woolen goods and restored the former duty of 15 per cent., while England permitted Portuguese wines to pay a duty one-third less than that on French wines.

Commercial treaties have been made of all degrees of liberality. They have even been used with a view to general freedom of trade. In the latter case, the promise is frequently made to treat the products of the other party on an equal footing with those of the most favored nations, as regards import duties. Perhaps the nearest approach to one was a sort of reciprocal granting of the rights of citizenship between Athens and Rhodes. Early in the fourteenth century, Flanders adopted free trade principles somewhat similar to those later followed by Holland. In 1490, Florence promised to permit England to enter into all the treaties it should make with others. In a treaty of the same country with France, at about this time, it was stipulated that Florentine ships should be treated as Gallic, and Florentine merchants as true Gauls. Many treaties of this character were made between many states of Europe in the sixteenth and seventeenth centuries. In the eighteenth century, however, these principles were receded from, but in the nineteenth they have again become common.

It would be perfectly possible for universal freedom of trade to be secured by commercial treaties. Still, this result is not likely to be brought about in that way. The treaties may contribute to the result, however. If it is seen that trade with one country is beneficial, there is a chance that in the course of generations the inference may be drawn that trade with two countries would be still better, and eventually that there is no good reason why a nation should refuse to trade with any other wishing it.

The desirability of freer trade between this country and South America has received consideration lately. It has been held that in removing obstructions which we have placed upon trade with those countries, we should try to induce them to remove their obstructions also. A writer in the Boston *Herald* says:

Naturally, if we repeal our sugar duty, and demand nothing of these South and Central American governments, they will not of themselves come forward and offer us favors for what they can obtain for nothing. They will look upon us as a race of men so absorbed in our own affairs as to be little better than idiots, when we come to take into account matters of international importance.

There can be no objection to the course here advocated; but even if these governments should refuse to abolish their obstructions to trade, that would be no reason why we should retain ours. It is always well to speak to people in language which they can understand, if you speak at all, and if these peoples are not sufficiently enlightened to see the true



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

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

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.

Wall Paper and Window Shades.

House and Store Shades Made to Order.

NELSON BROS. & CO.,

68 MONROE STREET.

reasons for removing the duties they have placed upon our products, it may be well enough to talk to them about "mutual concessions;" but there is no occasion for being deceived ourselves by the words we use. Trade is, by its nature, reciprocal; "tout achat est vente et toute vente est achat." If we buy of these people, they must buy of us, directly or indirectly. If they refuse to take our goods directly in exchange for theirs, it may be necessary for us to make payment in English goods for which we have exchanged others of our own.

As long as South Americans buy the same amount of our goods, it does not make much difference to us whether their governments impose duties upon them or not; but it is not a matter of indifference to us if their duties cause them to buy less of our goods. But even in the latter case we cannot profitably retaliate by placing duties upon their goods. Trade with these countries would be a good thing for us, or it would not; if not, then we should not probably trade much with them anyway; if it would be a good thing, then the fact that they interpose obstructions to trade and diminish its volume does not make it wise for us to interpose further obstructions and restrict it still more.

A. S. M.

Philosophy of the Cigar.

From the New York Sun.

A cigar is more than a brown roll of tobacco. Simply as that it may bring profit to the dealer and enjoyment to the eye through its symmetry and color, but its force is potential. It has to be burned to have the enjoyment it contains let loose. A smoker should always look at a cigar first. Cigar dealers have appealed to this in arranging their boxes open in glass cases. So far as the factory, the size, shape, quality, price, brand, color and grade go, the cigars might as well be kept in closed boxes. They would also keep better that way. A smoker should look over the case; he should look over cigar after cigar until some particular cigar appeals to him. It is the same way with a box. No two cigars are alike. There is a little speck or spot on one, there is a little tear of the cover, a little different twist to the end, a little change in the convolutions of the filler, the binder and the wrapper, as they are exposed to view before the match is applied. Notice these little points in cigars and pick out one that has some little point that you particularly notice. Some men prefer cigars with yellow spots, others prefer a hard looking cigar, others a loose cigar, and so on. The preference is not material, the pleasing of the eye is. When a selection satisfactory to the eye has been made, the start at least to a good smoke is assured. Always look at the cigar before lighting it. Turn it around in your fingers and look at it. It is going to give you pleasure. Then light it, not by sticking it in a flame, nor by poking it in a small globe, but by lighting a piece of paper, stick or match and holding it up. Do not put the cigar in your mouth and poke your face into a flame. That prevents the eyes from seeing what is going on; but take a light and notice the flame as it goes to the cigar. The smoke begins to curl before the eyes, the lips fit around the cigar like a mould. Then an enjoyable smoke has begun.

American Lansdowns.

Silk warp lansdowns have about the same history as henriettas, so far as their manufacture in the United States is concerned, perhaps of later date, or about 1885, when they were first attempted. It is only very recently that the domestic goods have been really appreciated. The methods of manufacturers are about the same as at first, the improvements being almost exclusively in the correction of errors in fabrication and in dyeing.

The P. of I. Dealers.

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

Adams—L. Burns.
Adrian—Powers & Burnham, Anton Wehle
L. T. Lochner, Burligh 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.
Coldwater—J. D. Benjamin.
Conklin—Wilson McWilliams.
Cook's Corners—W. H. Hanks.
Coral—J. S. Newell & Co.
Dansville—Levi Geer.
Deerfield—Henry W. Burghardt.
Dorr—Frank Sommer.
Downing—Rice & Webster.
Eaton Rapids—H. Kostichuk & Bro.
Ewart—Mark Ardis, E. F. Shaw, John C. Devitt.
Fenwick—Thompson Bros., S. H. Rinker.
Flint—John B. Wilson, Geo. Stuart & son, Barney Granite and Marble Works.
Flushing—Sweet Bros. & Clark.
Forester—E. Smith.
Freeport—C. V. Riegler.
Gladwin—John Graham, J. D. Sanford, Jas. Crokery.
Gowan—Rasmus Nielson.
Grand Haven—N. J. Braudry & Co.
Grand Junction—Adam Crouse.
Grand Ledge—Geo. Coryell.
Grand Rapids—Joseph Berles, A. Wilzinski, Brown & Sehler, Houseman, Donnally & Jones, Ed Struensee, Wasson & Lamb, Chas. Pettersch, Morse & Co., Famous Shoe Store, Harvey & Heystek, Mrs. E. J. Reynolds, E. Burkhardt.
Greenville—Jacobson & Netzorg.
Hart—Rhodes & Leonard, W. Weidman, Mrs. E. Covel.
Howard City—O. J. Knapp, Herold Bros., C. E. Pelton.
Hubbardston—M. H. Cahalan.
Hudson—Henry C. Hall.
Ilwaco—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.
Lacey—Wm. Thompson.
Lansing—D. Lebar.
Lake City—Sam. B. Ardis.
Lakeview—H. C. Thompson, Andrew All & Bro.
Langston—F. D. Briggs.
Lansing—R. A. Bailey, Etta (Mrs. Israel) Glicman.
Lapeer—C. Tuttle & Son, W. H. Jennings.
Lowell—Patrick Kelly.
McBride—Sam. B. Ardis.
McBride's—J. McCrae.
Mancelong—J. L. Farinham.
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. (Mrs. H. S.) Knight, Chas. Gauntlett, James Gauntlett, Jr.
Millbrook—Bennetson.
Millington—Chas. H. Valentine.
Minden City—L. Springer & Co.
Monroe Center—Geo. H. Wightman.
Morley—Henry Strope.
Mt. Morris—F. H. Cowles.
Mt. Pleasant—Thos. McNamara.
Nashville—H. M. Lee.
Nottawa—Dudley Cutler.
Oden—A. J. Pence.
Olivet—F. H. Gage.
Onondaga—John Sillik.
Orange—Tew & Son.
Orono—C. A. Warren.
Oviatt—H. C. Pettingill.
Pearle—Geo. H. Smith.
Remus—C. V. Hane.
Richmond—A. W. Reed.
Riverdale—J. B. Adams.
Rockford—B. A. Fish.
Sand Lake—Frank E. Shattuck, Brame & Blanchard.
Sebewa—John Bradley.
Shelbyville—Samuel Wolcott.
Shepherd—H. O. Bigelow.
Sheridan—M. Gray.
Shultz—Fred Otis.
Spencer Creek—M. M. Elder.
Spring Lake—Geo. Schwab, A. Bitz.
Springport—Powers & Johnson, Wellington & Hammond, Elmer Peters.
Stanwood—F. M. Carpenter.
Traverse City—John Wilhelm, S. C. Darrow, D. D. Paine.
Vassar—McHose & Gage.
Wheeler—Louise (Mrs. A.) Johnson, H. C. Breckenridge.
White Cloud—J. C. Townsend, N. W. Wiley.
Whitehall—Geo. Nelson, John Haverkate.
Williamsburg—Mrs. Dr. White.
Woodbury—Henry Van Houten, Chas. Lapo.
Williamston—Thos. Horton.
Woodland—Carpenter & Son.
Yankee Springs—T. Thurston.

Stanwood—Ira W. Mercer has engaged in the meat business.

TIME TABLES.

Grand Rapids & Indiana.

In effect June 22, 1890.

TRAINS GOING NORTH.

Big Rapids & Saginaw.	Leave.	Arrive.
Traverse City & Mackinaw.	6:55 a m	7:25 a m
Traverse City & Mackinaw.	9:15 a m	11:30 a m
Traverse City & Mackinaw.	3:15 p m	4:10 p m
Mackinaw City.	1:30 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	10:35 a m
Cincinnati Express.	5:40 p m	6:00 p m
Sturgis & Chicago.	10:30 p m	11:30 p m
From Big Rapids & Saginaw.	11:30 a m	11:30 p 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 Pelee and Mackinaw City. 11:30 a. m. train parlor chair cars to Mackinaw City. South—6:30 a. m. train has parlor chair car and 6 p. m. train sleeping car for Cincinnati; 11:30 p. m. train, Wagner sleeping car for Chicago via Kalamazoo.		

Muskegon, Grand Rapids & Indiana.

Leave.	Arrive.
7:00 a m	10:10 a m
11:30 a m	3:45 p m
5:40 p m	8:45 p m
Leaving time at Bridge street depot 7 minutes later.	
Through tickets and full information can be had by calling upon A. Almsult, 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 10:55 p m has Wagner sleeping car to Detroit, arriving in Detroit at 7:20 a. m. Steamboat Express makes direct connection a Grand Haven with steamboat for Milwaukee. Tickets and sleeping car berths secured at D. G. H. & M. R.'s offices, 23 Monroe St., and at the depot. JAS. CAMPBELL, City Passenger Agent. JNO. W. LOUP, Traffic Manager, Detroit.

Toledo, Ann Arbor & Northern.

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

A. J. FAISLET, 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.	7:35 a m
Fast Mail for Chicago.	7:40 p m
Express for Muskegon and Hart.	7:45 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.	7:50 p m
Ex. for Grand Haven & Muskegon.	7:50 p m
ARRIVE.	
Night Express from Chicago.	6:30 a m
Night Express from Indianapolis.	6:30 a m
Ex. from Muskegon, Hart & Pentwater.	10:45 a m
Express from Big Rapids, Baldwin and Traverse City.	12:35 p m
Mail from Chicago and Muskegon.	12:35 p m
Express from Grand Haven.	13:50 p m
Fast Express from Chicago.	10:15 p m
Ex. from Muskegon and Pentwater.	5:50 p m
Ex. from Baldwin and Traverse City.	4:50 p m
Express from Traverse City.	11:30 p m
*Daily. *Daily except Sunday. *Daily except Saturday. *Daily except Monday.	

Through chair car for Chicago on 9:00 a. m. train; no extra charge for seats. Trains leaving Grand Rapids at 1:00 p. m. and 11:35 p. m. run through to Chicago solid. Through sleeping cars between Grand Rapids and Chicago on night express trains. Through combination sleeping and chair car between Grand Rapids and Indianapolis on night express trains.

Through sleeper between Chicago and 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.	4:10 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 cars 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, 3, 5, 7, 9, 11 a. m., 1, 3, 5, 7, 9, 11 p. m. Daily trains leave Reed's Lake (Alger Park) at 9:30, 10:30, 11:30 a. m., 1:30, 2:30, 3:30, 4:30, 5:30, 6:30, 7:30, 8:30, 9:30, 10:30 p. m. Sunday trains—2, 3, 4, 5, 6, 7, 8, 9, 10 p. m. For tickets and information.	
WM. 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	6:00 p m
Day Express.	11:55 a m	10:00 a m
*Atlantic & Pacific Express.	11:15 p m	6:00 a m
New York Express.	5:40 p m	1:25 p m
*Daily.		
All other daily except Sunday.		
Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.		
Parlor cars run on Day Express and Grand Rapid Express to and from Detroit.		
FRED M. BRIGGS, Gen'l Agent, 85 Monroe St.		
G. S. HAWKINS, Ticket Agent, Union Depot.		
Geo. W. MUNSON, Union Ticket Office, 67 Monroe St.		
O. W. RUGGLES, G. P. & T. Agent, Chicago.		

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.
Economic, Sanitary, Cleanly and Artistic.
ALDINE FIRE PLACE, GRAND RAPIDS, MICH.

WANTED.
POTATOES, APPLES, DRIED
FRUIT, BEANS
and all kinds of Produce.
If you have any of the above goods to
ship, or anything in the Produce line, let
us hear from you. Liberal cash advances
made when desired.
EARL BROS.,
COMMISSION MERCHANTS
157 South Water St., CHICAGO.
Reference: FIRST NATIONAL BANK, Chicago.
MICHIGAN TRADESMAN, Grand Rapids.

DRINK
LION
COFFEE
A True Combination of MOCHA,
JAVA and RIO.

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

C. R. Electro-Fdy
ELECTROTYPERS
Stereotypers
Photo & Zinc Engraving
ALSO LEADS SWISS BRASS RULE
WOOD & METAL FURNITURE
BOXWOOD
EMERY
GRAND RAPIDS MICH.

Heads vs. Books.

Muir, Aug. 21, 1890.—If the following shall be found worthy of space in your paper, publish it. Otherwise, drop it in the cavernous depths of your waste basket and forget that it ever was.

I would respond to the "Replies" found in your issue of August 13, and will first consider No. 9, from my standpoint, regarding a cash dealer keeping a "full set of books."

The writer of the article in question seems to have adopted a new system of "single entry" that would make a sorry showing were the occasion to arise for his business to be settled up by, say an administrator or sheriff, for his "single entry" is all in his head, where, in the case supposed, the one settling the business would have no knowledge of the exact standing of affairs, in which it would be an easy matter to defraud the estate out of a debt that had been once paid.

I am trying to run on cash principles, yet I find a full set of books very handy for the purpose of keeping the following series of accounts in something like business style:

An account for each house I deal with, showing everything at a glance.

Cash sales and cash account.

Stock account.

Bank account.

A few regular credit customers who would take offense at finding their account running in my head. Few men doing a general country business but have a few such accounts.

Then I handle considerable produce, which necessitates keeping a very strict double account—that is, against the commission house, and also, as a check, a produce account.

Then I like to keep a freight account, to which I charge the total pounds sent by freight and credit what I bring into the store.

Then I keep an express account.

One is also needed for each person in my employ, while that for general and private expenses registers facts which even a cash man ought never to trust his memory with.

Then who would think of keeping account of profit and loss in his head? Insurance, bills receivable and payable furnish need for another page each, while an account of "time wasted and saved" brings up a very satisfactory account, especially when hung conspicuously up for all employees, as well as myself to watch, as it is balanced weekly.

From these account headings you see were I to throw aside my books my head would be a poor support to fall back on and I am sure I would mix some of the aforementioned accounts, were they to be carried in my head. I hardly think the man exists who can carry these all without the aid of a full set of books, unless he strains some point.

In regard to a cost mark I hold that every salesman should know the exact cost of every article he sells, so as to be able to form a reasonable opinion of his worth to his employer. I find that in case necessity arises to banter (which, by the way, I hold should not be indulged in at all), the presence of the cost mark shows a face evidence that you know whether you can afford to make the price less or not, which, if done, even to the slightest degree, changes the selling mark. If one trusts to a cost mark, his mind has less in it to hinder its steadier application to business, which, in these times of push, needs the undivided mind strength of a large majority of us retail merchants in this section, while if the goods are carefully marked on arrival in the store, the matter rests in business form, whether one sleeps or works. I practice marking a date on each article which corresponds with the date of putting into stock. Thus, for this day, the figure forming one line in the mark would be 82190. Ninety out of a hundred look at this as a part of the cost mark, while some of the other ten think it is used as a blind.

With due respect for each man's opinion, I am, yours truly, L. A. ELY.

Card Clothing Combination.

Practically, every card clothing factory in the United States has entered into a

combination—a gigantic corporation, under the name of the American Card Clothing Co., with a capital of \$1,500,000, and headquarters at Worcester, Mass. It is claimed that this move was made necessary because of the enormous expense of securing business, and also to shut out, so far as possible, all foreign competition. The members of the syndicate claim that prices will not be raised, but rather lowered to the trade.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun	40
No. 1 "	45
No. 2 "	60
Tubular	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.	
No. 0 Sun	1 75
No. 1 "	1 88
No. 2 "	2 70
First quality.	
No. 0 Sun, crimp top	2 25
No. 1 "	2 40
No. 2 "	3 40
XXX Flint.	
No. 0 Sun, crimp top	2 60
No. 1 "	2 89
No. 2 "	3 89
Pearl top.	
No. 1 Sun, wrapped and labeled	3 70
No. 2 "	4 70
No. 2 Hinge, " " "	4 70
La Bastic.	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 "	1 50
No. 1 crimp, per doz.	1 35
No. 2 "	1 60
STONEWARE.—AKRON.	
Butter Crocks, per gal.	06 1/4
Jugs, 1/2 gal., per doz.	75
" 1 " "	90
" 2 " "	1 80
Milk Pans, 1/2 gal., per doz. (glazed 66c)	65
" 1 " "	78
FRUIT JARS.	
Mason's, Boyd's or Rowley's caps.	\$ 7 50
Pints	8 00
Quarts	8 00
Half-gallons	11 00
Above quotations are f. o. b.	

Trunk Factory.



Trunks and Traveling Bags, POCKET BOOKS, ETC.

All Styles of Trunks Made to Order.
Theatrical Trunks a Specialty.
Repairing Neatly Done.

Groskopf Bros.,

89 and 91 CANAL STREET,
GRAND RAPIDS, MICH.



(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.

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.

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.

As it nears the time for school to start, we would call the attention of the trade to our line of school shoes. We make our own factory line, dandies for wear. Also Mundell's lines in grain with heels, and in goat and dongola in heel and spring heel, turn and M. S., at popular prices.

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

12, 14 and 16 PEARL ST.,
Grand Rapids, Mich.

