

Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 3, 1890.

NO. 363.

REMPIS & GALLMEYER, FOUNDERS

General Jobbers and Manufacturers of
Settees, Lawn Vases, Roof Crestings, Carriage
Steps, " " Posts and Stair Steps.
54-56 N. Front St. Grand Rapids, Mich.

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

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Will arrive Sept. 3. Let your orders
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" E. F.....	24
" Standards.....	22
DAISY BRAND —Selects.....	28
" Standards.....	20
" Favorites.....	17

Choice Full Cream Cheese, 8½c.

" Dairy Butter, 16c.

Fresh Laid Eggs.

Choice 360 Lemons, \$7.

Pure Cider Vinegar, Full Strength, 10c.

Our Mince Meat, Best in Use, 6½c lb.

2-lb. Cans (usual weight), \$1.50 per doz.

1-lb. " " " " \$3.50 "

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If in want of Clover or Timothy,
Orchard, Blue Grass, or Red Top,
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written from the experience and observation of
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A Grocer's Failing.

From the American Grocer.

I.
His goods are of the latest, and their quality the
straightest, and his trade is quite as booming
as any merchant in the land;

Very few can touch his prices on flour, teas or
spices, and his sugar it is guiltless of a single
grain of sand.

II.
He is spry enough and clever, and he makes a
strong endeavor to anticipate his patrons
with agility and dash;

But his nature is too trusting, and he's on the
point of busting; for he always gets the
credit and too seldom gets the cash.

"Only a Little Chap."

"I know," said a G. R. & I. conductor,
as he finished counting up and lighted a
cigar, "that most people call us a hard
hearted lot, but we've got to be, or at
least must appear to be. A railroad
company has little to do with sentiment
and a great deal to do with business. I
can't afford to let people ride at my ex-
pense, so what am I to do?"

No remedy being suggested, he smoked
away in silence for two or three minutes,
and then continued:

"I didn't use to have so much heart
about it, always excusing myself on the
plea of duty; but one night about three
years ago something happened which has
kept my heart pretty soft ever since. It
was on the run out of Ft. Wayne, and
when I came to take up the fares I came
across a woman and child. She was pale-
faced and poorly clad, and she had a
world of trouble in her face. I saw that
in a general way, but it was not my busi-
ness to pity her. The child with her, a
boy of seven or eight, was lying back on
the seat, with her old shawl for a pillow.
She offered me one full-fare ticket to a
point about forty miles below, but I de-
manded one for the boy.

"Please, sir," she said, "we are very
poor, and he's only a little chap, and I'm
taking him home to die."

"That was no excuse, and I plainly
told her that she must pay for him or
he'd have to get off. I thought she was
trying to beat his way, but in that I was
mistaken. It was a dark and rainy night
and she'd never have got ready to leave
the train at the next stop if she'd had
money to pay for the boy. I felt a bit
ashamed when I saw her making ready,
and it hurt me to see her lean over him
and both cry together, but one of our
men had been discharged only the week
before for overlooking a one-legged sol-
dier who only wanted a lift for ten
miles."

"And no one offered to pay the boy's
fare?"

"For a wonder, no. There was a full
crowd in the car, but all seemed to look
upon the pair with suspicion. I hated
to put them off, and I was hoping the
woman would make one more appeal and
give me a show to back water, when the
train ran into —, and she made ready
to get off. The least I could do was to
help her with the boy. I picked him up
and started to follow her out, but I had
scarcely taken notice of his white face
and tear-wet cheeks when he uttered a
shriek of fear, straightened out in my
arms, and next instant I knew I held a

corpse. Yes sir, the life went out of him
in that cry, and the mother turned on me
with a look I can never forget, and cried:
"He's dead! He's dead! And you have
killed him!"

"I don't like to think of it," whispered
the conductor, after a long silence. "I
had my month's wages in my pocket, and
I gave her every dollar of it, and the
passengers raised as much more, and
when I left her with her dead at the next
station, I had done everything I possibly
could, but that didn't clear me. I had
been too harsh and cold. She had told
me the truth and I had doubted her. She
had asked for mercy and I had ordered
her out into the night and the storm with
a dying boy in her care. She has never
forgiven me and never will, and try hard
as I may I can never forgive myself."

The Sex Are Queer.

There were four passengers of us who
got off at a country junction to wait two
hours for the train on the other line—
two men and two women. None of us
had ever seen each other before. The
station was little better than a barn, with
no house nearer than a quarter of a mile.
The women gave each other a look and
entered the waiting room, where they
sat down as far apart as possible.

"Well, old boy," remarked the strange
man to me, "have a smoke?"

"You bet."
And in five minutes we were well
acquainted, and playing eucher under
the shadow of a box car. He didn't take
me for a thief and I never suspected him
of murder, and the two hours went by in
a hurry.

Not so in the depot, however. For the
first half hour the two women glared at
each other. Neither would speak first.
Each was afraid of the other. One looked
out into a turnip field and the other into
a swamp. Now and then one or the other
mustered up courage to approach the
door and look out, but always to return
to her seat again. Only one had a watch.
She consulted it every five minutes, but
the other dared not ask her what time it
was. As an offset, however, a wooden
pail, half full of warm water, stood near
her, and though the other lady was dying
for a drink she dared not go over to the
pail. One had a novel and the other had
a bundle of shells and curiosities, and
they could have chatted and visited and
read and had a good time. But they
dared not. They had not been intro-
duced. What an awful, awful thing if
they had spoken and acted civilized, and
then one had found out that the other
was only a hired girl!

Glass Cloth.

From the Dry Goods Chronicle.

Glass cloth is a linen cloth usually
woven with a slight open pattern of
colored threads, and was used originally
as a toweling for drying fine porcelain,
glass, etc. It is now employed as a back-
ground for fine embroidery, and also
represents a woven fabric made of threads
of glass, which is very pliable when ex-
tremely thin. The fibers are bunched
without twisting, and the stuff is woven
of these bunches or groups.

A VICTIM TO CIRCUMSTANCE.

"They've got a boarder down to Widow Hale's," my Uncle John said, emerging from the depths of a roller towel in the kitchen; "a likely-looking man, nearing thirty, I reckon. He hails from Bosting, Sary; p'rhaps you know him."

"What is his name?" was my natural inquiry.

"Richard Wolfe. I spelled it out on his trunk. He's a doctor chap, I heard 'em say over to Hale's. I declare, Sary, I do wish you would perk up a little. You look as peaked to-night as you did when you first came."

"I am tired," I said, truthfully enough. "I have been helping Maggie pickle cherries."

"Sho, now!" said my uncle, "you let the cherries alone. You was sent here to get strong after the dre'ful fever you had, and not to stew over a kitchen fire in June. 'Tain't fair, nuther, seein' your pa's payin' a big board for you, though he needn't."

"I know that," I said, letting my tired head rest on my uncle's broad breast, while he stroked my hair with his hard hand. "I know you love me and like me to be here; but papa thinks he has not the same claim on you since mother died."

"Yes, yes. Well, we won't talk about it. Is supper most ready?"

"We are only waiting for you."

"We?"

"Daisy Hale came over to spend the afternoon. She told me they were going to have a boarder, but did not remember his name. I think it was a fit of shyness that made her come over."

For I knew that Daisy was shy, very retiring in disposition, and totally unacquainted with the forms and customs of society. She was very pretty, with brown hair and eyes, and a fair, clear complexion. Two years before, when I had spent a summer at Rye Station, Daisy and I looked so much alike that people were sure we were related; but that was over. Since that I had been prostrated by a malignant fever, contracted in North Carolina, where I went with papa on a business trip. For weeks I lay at death's door, recovering to find my face disfigured by a deep red color over the entire surface, my lovely brown curls all gone, and a crop of stiff, dry hair in place of them, my eyes inflamed and sore, and every vestige of prettiness gone.

My first act on recovery was to write to my betrothed lover, releasing him from our engagement; my next, to fly to Rye Hall, and hide my ugliness at Uncle John's.

Uncle John was my mother's brother, and my own name was Sarah Smith; but after my father had been four years dead, and I was still but a child six years old, my mother married Judge Weyer, and I was better known in my home as Sadie Weyer, than by my true name. I was eighteen when my mother died, and my own father's property, a moderate fortune became mine. But my step-father loved me as fondly as he loved his own three children, and I never thought of him as other than "papa," or loved him less than I had loved my mother.

I did not fear that any old friend would recognize pretty Sadie Weyer in homely Sarah Smith, but my heart was a little troubled when I knew Richard Wolfe was boarding within a stone's throw of Uncle John's, and that, unless I returned to Boston, I could scarcely avoid meeting him.

I had never received any reply to the note I wrote releasing him, but I knew that he worshipped beauty, and had heard too much sweet flattery from his lips to be willing to see them curl in disgust at my altered appearance. One wretch was better than slow torture, so I severed the tie that bound us, and fled to Uncle John's, only to find, three weeks later, that my old lover was to be an inmate of the next farm, liable to meet me any hour of the day.

I have been told many times that I have "more pluck than patience," and I fretted to have the first meeting over, bear the reproach of false faith if made, or rest secure if there was no recognition.

It came at twilight, one perfect summer evening. I was in the orchard pacing up and down between rows of peach

trees, laden with rosy-tinted blossoms, when, having turned from the end of the path nearest the house, as I was slowly walking back to the other end, I heard Daisy's voice calling:

"Sarah! Please wait a minute!"

I obeyed, turning slowly to face her, for surely, I heard a voice dear and familiar say:

"What a beautiful orchard!"

My face was fully exposed, for I had discarded my hat when the sun went down, but when Daisy introduced Miss Sarah Smith to Dr. Wolfe, both bowed courteously, and no one would ever have suspected these two had ever vowed eternal love and constancy to each other. Richard spoke to me with quiet, gentlemanly ease, commenting upon the beauty of the evening, the grand sweep of landscape from the elevation where we were standing, but there was no ray of recognition in his eyes, no touch of feeling in his voice. And I answered in monosyllables, and told Daisy I had a cold, when she noticed how hoarse my voice had become. We lingered in the orchard until the moon rose, and I dropped out of the conversation as often as possible, although it cut me to the heart to see how well Richard and Daisy seemed to understand each other.

As I watched them strolling homeward, Daisy's brown curls wreathed with peach blossoms, her beauty softened by the moonlight, and in her eyes a shy happiness I had never before seen, I dropped upon a rustic seat under one of the trees and buried all the undefined, vague hope I must unconsciously have cherished. I had said, over and over, that my note of dismissal was the end of my life's romance, but in that hour of bitterness I knew myself self-deceived. I knew that under my stern self-renunciation there had been an undercurrent of hope that, if Richard ever met me, he would hold me fast, even with my scarred face and emaciated form to mock the beauty of my youth and health. And he had not recognized me.

Lying in the shadow of the great trees, with the moonlight glinting between the waving branches, I buried my love, my hope, my youth itself, and over the grave I breathed a fervent prayer for Richard's happiness. I was sure that it was not alone the moonlight that had made his face so deadly pale, and that the plea of overwork upon which his summer vacation was founded had also heart-ache and disappointment to aid in the broken health that made change of air a necessity.

It was very late when I softly opened the kitchen door, fastened its bolts, and went to my own room. Not a light was burning in the house. Uncle always retired early, and our one servant rose and rested with the hens, being rarely visible after sunset, but vigorously at work by day-dawn.

I slept but little, and in the morning found I had a slight return of the fever, headache and sore throat. It was not a serious illness that followed, but sufficient for an excuse to keep in my room, and I hailed it as a friend, since it took away the danger of meeting Richard.

Every day Daisy came to see me, and every day I noticed that the shy happiness in her soft brown eyes was more and more apparent. I drew her on to talk of Richard, and I told her I had known friends of his in Boston, who spoke most warmly in praise of him, of his great professional skill, his manly worth and his high standing, socially and morally.

She was not very frank with me, nursing her sweet secret with shy reticence, as maidens will, and yet letting me know enough of his intentions to her to lead me to hope he was learning to love her sweet, womanly nature, her winsome beauty and her tender, loving heart.

Oh, how old I felt, lying upon my broad lounge by the window, planning and hoping for these young lives, as if I had outlived all youth and love years ago.

One morning, when August was a week old, Daisy came to tell me Dr. Wolfe was going to leave Rye Station, to return to Boston. She sat beside me blushing and smiling, her fingers softly turning a new ring upon the first finger of her left hand.

I would not force her confidence, but presently she said:

"Dr. Wolfe told me a secret last evening, Sarah, but I want to repeat it to you. I know it will be safe in your keeping, for I have told you my secrets all my life."

"It will be safe with me," I said, keeping my voice steady by a great effort.

"He was engaged to be married to a lady in Boston."

"What was her name?"

"He only told me her Christian name, 'Sadie.' He told me she looked like me, but I am sure she was prettier, for he talked of her beauty as if he loved it. She was accomplished, too, and sang beautifully. He must have loved her very dearly, for he spoke tenderly of her even in blaming her."

"Why did he blame her?"

"Because, having won his love, having promised to be his wife, she suddenly wrote to him from the South, where she was traveling, and broke her engagement, giving no reason for her false faith."

"No reason?"

"She simply stated that circumstances had arisen which made their marriage impossible; bade him farewell, returned his ring, and said all was ended between them."

"But there may have been circumstances she could not control."

"Oh?" said Daisy, more harshly than I would have thought she could speak, "she probably met a suitor she preferred."

"Does Dr. Wolfe say so?"

"No, he evidently thinks, with you, that she was the victim of some strange combination of circumstances."

"Give her the benefit of the doubt," I said wearily; "especially since it seems he has found comfort."

"Oh, Sarah!" she cried, pitifully, "do you think it is wrong for him to love me? He was so sad when he first came to us, that I could not help trying to cheer him, and now, when he tells me he loves me, he is frank about this old love, and I know it will be long before I claim her place in his heart."

"I hope not," I answered. "I hope you will soon so fill it, that all memory of that first love will fade like a dream. For you are worthy of a man's whole heart, Daisy, and I know you will be a true, loving wife to Richard Wolfe."

She was sobbing quietly, as I spoke, and I was dreadfully exhausted, so there was a long silence, until I asked:

"Is that the ring Sadie sent back, Daisy?"

"No, he would not give me that. He says he has locked it away, where he will never see it again, with her picture and a little cross made of her hair."

"That was wise," I said. "And when will the wedding be?"

"In October. He will come for me, and we will return to Boston together. Oh, Sarah, is it wicked to be so happy?"

"No, Daisy, no. If you are happy, look upon your happiness as Heaven sent. And," I said solemnly, for my heart was full, "may God bless you and your husband with His best blessing."

She stole away presently, and I lay long unconscious of all around me. The next day I wrote to papa to come for me, as I was sure I needed my old doctor's care, and, to Uncle John's loudly expressed grief, I returned to Boston.

But in my trunk I carried patterns of all Daisy's garments, and my first shopping, as health returned to me, was to procure a *trousseau*, such as Rye Station had never seen, and send it to Richard's bride.

Not until the young couple were settled in their Boston home, did I see Daisy again, and it was months later before Richard saw my scarred face in broad daylight, and knew from my faltering lips the "circumstances" that had dictated my note. He was too happy, then, to refuse to forgive me, and Daisy never knew who was her husband's first love.

I am an old maid, and by no means a handsome one, but I have a life of happy usefulness, and I think Daisy's children divide their love pretty equally between their papa, mamma and "Aunt Sadie."

ANNE O. MEADE.

The Preservation of Lard.

Some experiments have lately been undertaken by Mr. James L. Demoville, Ph. D., in order to ascertain the relative advantages of certain preservatives. He finds, says the London *Grocer*, that the alum process for preserving lard is all that can be desired. In this process, the lard is melted and a little finely powdered alum carefully and gradually stirred in. While still hot, the lard is strained and is then allowed to cool. As soon as it has regained its usual consistency, it is turned out upon an inclined slab of slate or other suitable material; here it is well worked with a muller, while a stream of water is allowed to trickle over it. It is then ready for packing.

The Rat Escaped.

The Wells-Stone fire at Meredith had a queer origin. A large dog owned by the concern was in the cellar with a young man, a lamp and a rat. The dog saw the rat but the young man did not, and when the dog made a spring for the rodent and overturned the lamp, setting fire to the floor, the young man was too much surprised to put out the blaze. The dog escaped, likewise the rodent, and \$10,000 worth of property escaped at the same time.

FIT FOR
A Gentleman's
Table:

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THURBER, WHYLAND & CO.,
OR
ALEXIS GODILLOT, JR.

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These preparations have stood the test of public approval for *more than one hundred years*, and are the acknowledged standard of purity and excellence.

SWEET POTATOES.

How the Virginians Raise the Delicious Crop.

The sweet potato crop requires some little attention the year round, but the work is never heavy and is brisk only during the planting and harvest seasons, says a writer in the Sun. The planter begins to prepare for next year's crop in midsummer by cutting eight inch sprouts from the growing vines. These he buries in pretty poor soil somewhere handy to the house and leaves them there, keeping the weeds away from them, however, until they have produced a crop of fingerlings, or little potatoes the size of a man's finger. These he gathers and stores away in a shed or barn by burying them in "pine shat," the long, wiry leaves raked up in the pine woods. There the little potatoes lie until March. Then the planter rakes them out and puts them in a bed.

The soil is dug out of a hillside (the hills are very low in this country) that slopes to the south, until a wide trench a foot deep is made. Into this he shovels barnyard manure, and packs it down until it is eight inches deep. Then he covers the manure with two inches of black mould, brought from the woods. If the weather is cold, he may wet the bed with boiling water. On the mould he lays the fingerlings so that they are about half an inch apart all over the bed, and then covers them over with two inches more of black mould. Then, around the trench he builds a shallow box with a window glass cover, just as hot beds are arranged around in the north. Though the wind may be cold, the sun is warm, and the temperature in the bed rises. The little potatoes sprout right speedily, and the farmer must needs hump himself to prepare his fields by the time the plants are ready.

Behind the boss, who walks off the patch, come the hands to plant. First there is a man or woman or a big boy with a little scoop-shaped trowel. This hand straddles the ridge, jabbing the trowel into the soft earth between the footmarks, draws it back toward himself three or four inches, forming a little trench. Right alongside is a boy or girl with a basket full of shoots from the little potatoes in the hotbeds. The youngster hands a shoot to the man, who pushes it into the trench he has made and goes on to repeat the operation midway between the next two footmarks. Behind this pair comes a hand with a bucket of water and a cup. Each plant and little trench is moistened with a cup of water. Last of all comes one, who, straddling the ridge, stoops down and with his hands draws the earth up over the plant, but does not pat it down.

Farmers say that one gang of hands can plant a five acre patch in a day.

In July the harvest begins, and it is a golden harvest, worth gathering. A short crop is fifty barrels to the acre, and a good 100 barrels, while exceptional land and exceptional seasons produce such crops as may not be told of without exciting incredulity. A northern farmer would pay for his farm out of every crop and live well.

At Onancock, alone, 1,000,000 barrels were sold last season, while the shipments from even the least-favored villages were numbered by the thousand. Every day two trains of freight cars roll up over the Cape Charles route. They stop at every station, and grow with the stops, until at last the locomotives can handle no more.

The Free Buyer.

From the American Grocer.

He is a treasure, provided his means warrant his buying everything that he fancies. He belongs to a class that need no coaxing, being possessed of a desire for everything that tickles the palate, pleases the eye, has style or beauty. Will Freeheart was one of that sort; a professional fellow, with modest income and big aspirations. He paid more rent than he could afford; his family grew faster than he deemed desirable and so he built a house a trifle larger and much more expensive than any other in the neighborhood. He did not know how to say no, if anything shown him suited his taste. Therefore, it was natural that all

hands in the store kept ever before him the temptation to add to his account. In fact they always found him a ready victim whenever they found it desirable to unload a line of expensive goods. There was in stock a decorated dinner set, somewhat damaged, the spout of the tea pot being chipped. Freeheart had just moved into his new house and was in the market for crockery. The dinner set was put before him, the defect shown, but for that \$10 would be thrown off. The bait took and so a very undesirable piece of property was transferred and charged to his account. He loved good things and so bought freely of expensive bottled goods and delicacies of all sorts. His account grew very fast and while he managed to pay something every month the balance kept increasing. It wouldn't do to dun him as he was a high-tempered fellow and so the risk was assumed.

As a buyer he was an immense success, for there were ten in family, and a great deal of company was entertained. But that account grew burdensome, and finally, when reminded of the large balance over due, he suggested a settlement, Micawber like, with a note. This was accepted and we felt easier, but evidently Freeheart took it for a new lease of life, and kept on buying more than he needed, so that when the note became due there was \$210 on open account. The note went to protest, and a new one was given for the entire amount. His big house was a burden, and was sold at foreclosure sale. When the second note came due that too was protested, and then came a fight for our money. Making up our mind that threats were useless, and legal processes futile, we asked him to pay for what he got, and then commenced a seige to collect the amount of the note. We never tired of going after him; never lost our temper, coaxed, cajoled, and by degrees succeeded in collecting the entire amount, although it took over one year.

We never could decide whether that sort of trade was profitable, but we encountered folk of his sort all the time.

Then we had another sort of fine buyer—a Mr. Goitbig—who made money fast and spent it freely. His wife was proud of her dozen boys and girls, and he delighted in entertaining his friends. His account would crawl up to \$100 per month. Neither he nor his wife ever questioned price; always demanded the best goods, and paid his bill with promptness. The only thing that ever raised trouble was the delivery of a poor ham or a bad lot of butter, or goods in any way inferior. Of course, everybody in the store tried to please Goitbig, and we kept his account for years, and we are sure to this day that such free buyers are profitable customers. Don't you think so?

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Large Variety. Prices Low.

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C. N. RAPP & CO.,

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Candy

Correspondence solicited and prices quoted with pleasure. Write us.

WM. SEARS & CO.,

Cracker Manufacturers,

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

We Are Headquarters, as Usual, for Oranges, Lemons, Bananas, Fruits and Produce Generally.

GRAND RAPIDS FRUIT AND PRODUCE CO.,

C. B. METZGER, Proprietor.

3 NO. IONIA ST., GRAND RAPIDS.

AMONG THE TRADE.

AROUND THE STATE.

Big Rapids—Chas. H. Milner has sold his drug stock to T. J. Milner.

Evert—W. W. Lamb has re-opened his bazaar store in the Trip building.

Hart—Roberts & Spencer succeed P. P. Roberts in the drain tile business.

Portland—H. G. Stevens is succeeded by D. C. Shuert in the harness business.

Owosso—Chas. Peacock has removed his drug stock from Corunna to this city.

Lansing—Chas. Mier has purchased the confectionery stock of J. C. Huffman.

Traverse City—W. L. Brown succeeds Leland & Brown in the bakery business.

Negaunee—John Sweeney has sold his stock of groceries to Peterson, Erickson & Co.

White Cloud—John Harwood succeeds John Harwood & Co. in the grocery business.

Monroe—E. F. Mills & Co. succeed Henry Eisenman in the dry goods business.

Burlington—Geo. W. Love has purchased an interest in Milt Ogden's meat market.

Jackson—Sam Levy has purchased the stock of variety goods of V. (Mrs. E. C.) Beecher.

Bailey—A. W. Fenton, dealer in drugs and groceries, will shortly add a line of hardware.

Charlotte—A. C. Walters has purchased the agricultural implement business of T. J. Green.

Bellevue—H. Hodgman will open the Cronk store with a stock of boots and shoes and clothing.

Iron Mountain—Rusky Bros., general dealers, have dissolved. S. Rusky will continue the business.

Manistee—Willson Bros. have opened a line of school books and stationery at 386 and 388 First street.

Battle Creek—John Walz, the butcher, has disappeared, leaving debts which will aggregate about \$2,000.

Muskegon—A. P. Conner & Co. have opened a branch clothing and boot and shoe store at Ashland, Wis.

Kalamazoo—Thoma Bros., jewelers, have dissolved. W. E. Thoma retiring. John Thoma continues the business.

Muskegon—Charles Elliott has opened a boot and shoe repair shop and later will put in a full stock of boots and shoes.

Holland—Wykhuizen & Rinck succeed Walter C. Walsh in the furniture and carpet business. The transfer took place Sept. 1.

Cedar Springs—Frank L. Fuller and W. H. Wheeler have formed a copartnership and engaged in the butter, egg and poultry business.

Belding—C. W. Ives has sold his drug stock to A. F. Malocher, of Detroit, who will continue the business in the corner store in the Belding block.

Greenville—Elliott D. Bradley has retired from the firm of William Bradley's Sons, general dealers. W. N. Bradley will continue the business.

Cedar Springs—The Provin hardware stock is being closed out as fast as possible. What is left at the end of a couple of weeks will be shipped to Grand Rapids.

Paw Paw—Arthur Prentice and Ed Goodale, of Kalamazoo, have formed a copartnership under the firm name of Prentice & Goodale, and bought the undertaking business of J. W. Ball. The

firm has also purchased the furniture stock of S. H. Jones.

Detroit—A company has been formed to succeed to the business of Geo. E. McCulley, dealer in turf goods. Wm. Y. Hamlin is President, and Thos. N. Fordyce Secretary and Treasurer. The new company will do business under the name of Wm. N. Carlisle & Co., Mr. Carlisle being Vice-President.

MANUFACTURING MATTERS.

Interlochen—Benedict & Co. are putting in a shingle mill.

Evert—S. E. Martin has leased the Ruby saw and shingle mill.

Crofton—Mr. Roberts is engaged in putting in a shingle mill at Short's Mill.

Copemish—The Nixdorff Krein Manufacturing Co. are about ready to start up their home factory.

Gresham—M. Stall has purchased the interest of Geo. A. Williams in the sawmill firm of Merriam & Co.

Charlotte—C. C. Field, of Hastings, has been engaged to run C. H. McClure's flouring mills the coming year.

Nessen—J. O. Nessen is doubling the capacity of his sawmill by the addition of better boilers and a larger engine.

Tawas—The Winona Salt & Lumber Co. has temporarily shut down its sawmill on account of the docks being full.

Jackson—Keeley & Fromholtz, proprietors of the Jackson City Boiler Works, are succeeded by Keeley & Crowley.

Irving—F. A. Taylor has sold his interest in the flouring mill of A. D. Hughes & Co. to H. C. Strong. The firm name remains the same.

Bay City—Bay City business men are interested in the construction of a railroad to Sebawaing, where extensive coal mines are being developed.

Au Sable—D. A. McDonald has contracted to put in 10,000,000 feet of logs on the Au Sable for Pack, Woods & Co., and is starting camp this week.

Manton—Williams Bros. are making extensive repairs on their boiler in their last block factory. They have received a contract of 125,000 shoe lasts.

Mt. Pleasant—The Mt. Pleasant basket factory is estimating on the manufacture of 3,500,000 baskets the coming season, for Petoskey and other Indians to sell to easy-mark resorters.

Bay City—The shingle mill of Miller & Lewis has started up and will be hustled during the remainder of the season. S. A. Hall's shingle mill is plodding along, cutting 30,000 feet daily.

Bay City—Frank Pierson, head man of the Sage & Co. concern, says they have stock enough to keep their big mill another year. Mr. Sage owns a vast tract of hardwood and other timber in the Upper Peninsula.

Onkama—H. W. James, who has run a sawmill here for a number of years, has taken it down and removed it to Farnham in the Upper Peninsula, where he has secured some timber and can get all the sawing he wants to do.

Tawas—The business men here expect a proposition will shortly be submitted by the J. E. Potts Lumber Co., regarding the transfer of the extensive lumber and salt manufacturing business of that company from Oscoda to this place.

Big Rapids—The Rodney Lumber Co. has been incorporated, with a capital stock of \$15,000. The company owns fifteen million feet of hemlock and hardwood timber in the township of Morton,

and is now erecting a sawmill at Round Lake.

Alpena—The Ansell Spool Co. was organized on the 23rd, with State Treasurer George L. Maltz as President. The new company will at once erect a factory for the manufacture of spools, fish-net floats and like contrivances, using the Ansell patent.

Tawas—John Arn, who is operating a shingle mill near this place, is averaging 75,000 daily with two machines. He is manufacturing 1,500,000 for Sibley & Bearer, and has also contracted to cut 3,000,000 for Robert Merrick, of East Tawas.

Bay City—The mill of W. B. Rouse is cutting 80,000 feet daily, and has manufactured over 5,000,000 feet since May 15. J. R. Hall, the jumbo shingle manufacturer on this river, is producing 240,000 daily. The E. Y. Williams & Co. mill is cutting 150,000 feet daily.

Lansing—The Marple-French-McGrath Co. has taken possession of the Shaw block on a five years' lease. The block is 66x85 feet in dimensions and three stories high. The company now uses fourteen fires, the present plant having a capacity of forty-five fires.

Bay City—John G. Owen has purchased four miles of steel rail and will shortly begin extending his railroad at Owendale. When completed, he will have ten miles of road, and he proposes to lumber next winter on an extensive scale and make up for the time lost last winter by reason of lack of snow.

Bay City—For many years Rust Bros. & Co. have put in and manufactured at their mill here and at Saginaw, 35,000,000 feet of logs annually. The mill here was destroyed by fire several months ago, but they will put in 35,000,000 feet of logs the coming fall and winter, on the Rifle river and the Harrison branch.

Saginaw—H. B. Nease, Son & Co. have leased a planing mill recently erected here by W. H. Van Norman, and will operate it at once. The insurance on their property recently burned has been adjusted and paid in full. They are well pleased with the treatment they received at the hands of the insurance men.

Traverse City—The Traverse City Potato Planter Manufacturing Co. has been incorporated, with J. W. Milliken as President, Alfred W. Black as Vice-President, W. L. Hammond as Secretary and J. T. Beadle as Treasurer. The company will proceed to manufacture and put upon the market a potato planter, the invention of Mr. Black, who is also the patentee.

Bay City—A logging railroad, about three miles long, is being constructed on the Au Gres, connecting with the Loon Lake branch, and extending into the timber being lumbered by L. D. Sanborn. Rust, Eaton & Co. have also built a spur track several miles in length, connecting timber owned by them with the A. W. Wright Lumber Co.'s road in Clare and Gladwin counties.

Saginaw—James Tolbert, of this city, who is interested in a flouring mill and sawmill at Vassar, has exchanged his interest in the latter for the interest of C. F. Phillips in the flouring mill. Mr. Phillips becomes the sole owner of the sawmill property and will put the plant in running order at once. It is expected that he will saw a number of million feet of logs belonging to Mr. Tolbert, on the Cass and tributaries. He proposes also putting in machinery for the manufacture of box shooks.

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 CHEAP—A NO. 1 LOCATION FOR A coal, wood and lumber yard, with all the necessary equipment. Address O. W. Pettit, General Real Estate Dealer, 25 Canal St., Grand Rapids, Mich. 98

FOR SALE—STOCK GENERAL MERCHANDISE Best location in town; stock reduced for purpose of selling; no real estate wanted. Address P. O. Box 130, Caledonia, Mich. 99

FOR SALE—STOCK OF HARDWARE AND BUILDING in the best town of Northern Michigan. Address No. 36, care Michigan Tradesman. 96

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 1,200 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 block 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; having become the property of the Carson City Savings Bank now in liquidation, will be sold out for \$5,000; will give time for part. Address J. E. Juv, Ionia, Mich. 86

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. 90

FOR SALE OR RENT—A GOOD TWO-STORY BUILDING, 24x80 feet, with basement 24x60 feet; the second story is rented for lodge hall. For particulars write to J. R. Harrison, Sparta, Mich. 88

FOR SALE—GROCERY STOCK AND FIXTURES, either by inventory or by bulk; good trade for cash customer. No. 35, 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-Mallery company, Flint, Mich. 81

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

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

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

FOR SALE—STOCK OF GROCERIES AND FIXTURES, splendid location; good reasons for selling. For particulars, address No. 58, care Tradesman. 68

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; willing to work for moderate salary and expenses to start with. Address W. care Michigan Tradesman 94

SITUATION WANTED—BY REGISTERED PHARMACIST of eight year's 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

HELP WANTED.

WANTED—THREE SALESMEN TO SELL SALERATUS and baking powder for Del. & Co. one for Wisconsin, one for Minnesota and one for the Dakotas; must be able to furnish good references as to character and ability. Address A. F. Peake, Jackson, Mich. 300

MISCELLANEOUS.

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

SAMPLES OF TWO KINDS OF COUPONS FOR RETAILERS will be sent free to any dealer who will write for them to the Sulfiff 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,

4 Monroe St.,

GRAND RAPIDS

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

GRAND RAPIDS GOSSIP.

W. R. Owen has engaged in the grocery business at Belding. The Ball-Barnhart-Putman Co. furnished the stock.

S. P. Bunnell has opened a grocery store at 75 Pearl street. The Ball-Barnhart-Putman Co. furnished the stock.

E. E. Wood, dealer in dry goods and boots and shoes on West Bridge street, is packing his stock, preparatory to removing to another location.

H. S. Hanes has opened a dry goods and grocery store at Nessen City. Spring & Company furnished the dry goods and I. M. Clark & Son the groceries.

The Crescent Tea Co. has opened a tea and fancy grocery store at the corner of Grandville and Fifth avenues. The stock was furnished by the Ball-Barnhart-Putman Co.

Guy A. Johnston is negotiating for the purchase of the triangular piece of land on Shawmut avenue, at the junction of the G. R. & I. and L. S. & M. S. Railroads. In case he is able to obtain it, he will shortly erect thereon a grain elevator, with a capacity of 100,000 bushels.

Musselman & Widdicomb recently obtained a judgment for about \$250 against Henry J. Bressen, the Kalamazoo grocer. Bressen thereupon "sold" the stock to his brother, John, whereupon Musselman & Widdicomb levied on the stock. The alleged purchaser replevined the goods and the matter will be settled in the courts.

W. T. Lamoreaux has leased a tract of land of the C. & W. M. Railway, between the line of that road and Winter street, fronting on West Bridge street, and will erect thereon a warehouse, 50x100 feet in dimensions, with an elevator having a capacity of 15,000 bushels. He expects to be able to occupy the new structure by the middle of October.

Gripsack Brigade.

A. D. Baker asserts that his son is fond of potato, especially the Grand Traverse variety.

W. F. Blake and family have returned from Maine and Fred has resumed his visits to the trade.

"By Gee Crip" Jennings has returned from Buffalo, N. Y., where he spent a fortnight with his sister.

Chas. L. Lawton is now covering the trade of Southern Michigan and Northern Indiana for the New York Biscuit Co.

Wm. Connor, the Americanized Johnny Bull clothing salesman, was in town several days last week and beamed on his friends as usual.

Windy Hawkins is putting in his time at Detroit during the exposition, pinning advertising mementoes on the ladies—a job very much to his liking.

John W. Califf writes THE TRADESMAN as follows: "There has been a misunderstanding between the proprietors of the 'Churchill,' Alpena, and the K. of G. in regard to the matter of members' wives accompanying them on one trip during the year, which is now satisfactorily arranged and the 'Churchill' goes 'on the list.'"

The traveling men are telling a good story on Steve Sears, which is too rich to go untold. I appears that on the occasion of Steve's recent visit to Traverse City, one of the light-weight table waiters at the Park Place brought him a

small cup of coffee with his dessert. Handing the coffee over to one of his children, he remarked: "That is just my boy's size. Bring me a regular cup."

Algernon E. White, city salesman for Lemon & Peters, has taken the position of traveling representative in the Missouri Valley for Rolla Thomas, the New York spice house. He left Sunday night for New York City, where he will spend a couple of weeks posting up and getting out his samples. In all probability he will remove his family to St. Louis or Kansas City.

Byron S. Davenport writes THE TRADESMAN as follows: "We did not have that ball game Saturday. Hi. was out of town and Van Leuven got a nine together and played us two innings and a part of a third. At the commencement of the second inning the score stood 7 to 2 in my favor and, as they would not finish the game or five innings of it, the umpire's decision was 9 to 0 in my favor. This ends the much-talked-of traveling men's base ball game."

A St. Louis drummer says he has found by experience that a small diamond worn in the necktie—not in the shirt front—served as a badge of respectability where ever he went. If he went into a restaurant and found that he had forgotten his pocket-book, he was never asked to leave his watch until he could pay his bill, and he was never asked to pay in advance by a hotel clerk if he went to the hotel without baggage. In short, wherever he went, that little \$60 diamond proclaimed that there was a man who was not pressed for money and who could be trusted.

Purely Personal.

E. S. Houghtaling, the Hart grocer, was in town Monday.

Chas. W. Jennings is spending a month with his sister, at Buffalo, N. Y.

E. A. Parkinson, the Traverse City druggist, was in town a couple of days last week.

H. L. Welling, the Mancelona clothier and dry goods dealer, was in town a couple of days last week.

Chas. F. McCrath, formerly local manager for Swift & Company, has resumed the string butchering business.

L. Cook, the Bauer general dealer, has returned from a fortnight's rustication in the vicinity of Luther, Deer Lake and Paris.

O. B. Pickett, of the firm of M. V. Gundrum & Co., general dealers at Leroy, is in town for the purpose of buying a stock of furniture.

Kryn and Leonard Dykema left Monday for Gladstone and will visit Minneapolis before returning. They expect to be absent about two weeks.

B. B. Luton succeeds Jas. W. Seymour as billing clerk for the New York Biscuit Co. Mr. Seymour has taken the position of book-keeper for Hiram Collins.

Chas. E. Bird, the Saugatuck druggist, was in town Friday on his way to Charlotte, N. Y., whence he will return on his vessel, which has been running between Rochester and the Thousand Islands during the summer season.

Chas. E. Olney and family have returned from Thompsonville, Conn., where they spent the summer. Mr. Olney announces that he will not spend the winter at Santa Barbara—probably because he has no desire to meet the exasperated denizens in front of whose premises he has secured the privilege of constructing a narrow gauge railway to the sea.

E. E. Small, traveling correspondent for the *Boot and Shoe Recorder*, of Boston, put in several days at this market last week. Aside from looking after the subscription list of that excellent publication, he writes a comprehensive review of the shoe trade of each city visited, embellished with such illustrations as he is able to procure of buildings occupied by manufacturers and dealers and portraits of leading representatives of the trade. Mr. Small called at the Board of Trade for data in the preparation of his history of this city, but asserts that he was given the cold shoulder.

Bank Notes.

The stockholders of the defunct Carson City Savings Bank received their first dividend on Saturday.

Mancelona is still without a bank entitled to be called a bank and the business men begin to despair of anyone coming to their assistance. The man who opens a reputable banking institution at that place will put ducats in his pocket.

P. of I. Gossip.

The Big Rapids *Current* is authority for the statement that the President of McCabe Association, P. of I., No. 1,509, does not know how to milk a cow. Probably his wife does the milking and follows the plow, while he expatiates on the wrongs of the down-trodden farmer

Repentance Column.

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

- Altona—Eli Lyons.
- Anrelius—John D. Swart.
- Belding—L. S. Roell.
- Bellaire—Schoolcraft & Nash.
- Big Rapids—Verity & Co.
- Blanchard—L. D. Watt.
- Bridgeton—Geo. H. Rainouard.
- Carlton Center—J. N. Covert.
- Casnovia—John E. Parcell.
- Cedar Springs—L. A. Gardiner.
- Chapin—J. I. Vanderhoof.
- Charlotte—C. P. Lock.
- Chester—B. C. Smith.
- Clam River—Andrew Anderson.
- Clio—Nixon & Hubbell.
- Cloverdale—Geo. Mosher.
- Coopersville—W. D. Reynolds & Co.
- Dimondale—Elias Underhill.
- Dorr—Frank Sommer.
- Dushville—G. O. Adams.
- Eaton Rapids—E. F. Knapp, G. W. Webster, H. Kostchek & Bro.
- Fork Center—D. Palmer & Co.
- Fremont—J. B. Ketchum, W. Harmon, Boone & Pearson.
- Grand Ledge—A. J. Halsted & Son, F. O. Lord, Geo. Coryell.
- Grand Rapids—F. W. Wurzburg, Van Driele & Kotvis, John Cordes, Huntley Russell.
- Harvard—Ward Bros.
- Hastings—J. G. Runyan.
- Hersey—John Finkbeiner.
- Hesperia—B. Cohen.
- Howard City—Henry Henkel.
- Ionia—E. S. Welch, Wm. Wing.
- Irving—J. T. Pierson.
- Kent City—R. McKinnon.
- Lake Odessa—Christian Haller & Co., E. F. Colwell & Son, Fred Miller, McCartney Bros., Fred. Miller.
- Lansing—Etta (Mrs. Israel) Glieman.
- Lowell—Charles McCarty.
- McBride's—J. McCrae.
- Manton—A. Curtis.
- Maple Rapids—L. S. Aldrich.
- Marshall—John Fletcher, John Butler, Charles Fletcher.
- Millbrook—T. O. (or J. W.) Pattison.
- Millington—Forester & Clough.
- Minden City—W. A. Soules, F. O. Hetfield & Son.
- Mt. Morris—H. E. Lamb, J. Vermett & Son.
- Nashville—Powers & Stringham.
- Newaygo—W. Harmon.
- New Era—Peter Rankin.
- North Dorr—John Homrich.
- O'Donnell—J. E. Edwards.
- Olivet—F. H. Gage.
- Otisco—G. V. Snyder & Co.
- Pottersville—F. D. Lamb & Co.
- Ravenna—R. D. Wheeler.
- Reed City—J. M. Cadzow.
- Richmond—Knight & Cudworth.
- Rockford—H. Colby & Co.
- St. Louis—Mary A. Brice.
- Sand Lake—C. O. Cain.
- Sebewa—P. F. Knapp.
- Shepherd—H. O. Bigelow.
- Sparta—Woodin & Van Wickle, Dole & Haynes.
- Springport—Cortright & Griffin.
- Stanton—Fairbanks & Co., Sterling & Co.
- Sumner—J. B. Tucker.
- Wayland—Pickett Bros.
- Williamston—Michael Bowerman.

A SKILLFUL PENMAN.

He Copies Uncle Sam's Currency and Passes It Easily.

From the Washington Star.

The most remarkable counterfeiter at present living has been keeping the United States secret service in such a condition of exasperation for a long time past that no trouble or expense would be considered excessive for the accomplishment of his capture. And this although he produces on an average not more than two bogus notes in a year.

The remarkable thing about these imitations is that they are executed entirely with a pen. Once in six months, almost as regularly as clock work, one of them turns up at the treasury here, to the disgust of the government detectives, whose utmost efforts cannot discover so much as a clue to follow.

The strangest point about this matter is that the work of producing the bills in this fashion, merely considered as a question of labor, remunerative or otherwise, cannot possibly pay. They are always either fifties or twenties, and to make one must require pretty constant toil for quite half a year. The last one, which was received only a few days ago, was a double X.

Funnily enough they come each time from a different city, and the supposition is that the forger leaves town for another locality immediately upon passing one. He gets rid of the note he has just completed, which may remain in circulation for some time before reaching a bank, and departs long before the police agents have a chance to arrive upon the scene.

The most plausible theory seems to be that he is a monomaniac of means, who gratifies a morbid taste in this astonishing way. His imitation bills are so perfectly done that no one short of a professional expert would hesitate to take them for good money.

From the vignettes to the signatures the work is performed with accuracy that bears scrutiny with a powerful magnifying glass. In all likelihood, the reason why the notes are not made of larger denominations is that they would be proportionately more difficult to pass.

One can imagine that this eccentric counterfeiter indulges in the employment simply for the gratification of his vanity. It is not improbable that he himself has been shown the frame at the treasury building in which two specimens of his handiwork are shown by polite attendants to visitors, as the most extraordinary samples of forgeries in the government collection.

Anyway, he goes on turning out the bills at intervals of six months, thus occasioning periodical spasms of exasperation in the Secret Service Bureau.

Stub Ends of Thought.

It is better to be right than be caught. The man who guesses gets his shins skinned in the dark.

Some people will never go to heaven, because they think heaven ought to come to them.

The devil's tail is a continued story. It is easier to pick a thorn up by its rose than it is to pick a rose up by its thorn.

It requires pious gall to play all day with the devil and at night ask God to save you.

A rolling stone gathers strength. A red-headed woman who loves the truth will swear on the witness stand that her hair is auburn.

Clover blossoms are the bonbons of the bees.

Tobacco is too juicy to be as polite as chewing gum.

Only a great musician can make good music with one string to his fiddle.

Welcome is better than pie for dinner. When a woman begins to get as sweet as sugar, look out for sand.

A weak slip of a girl can shake the heart out of a powerful man W. J. L.

Patent Renewed.

She—Don't you think you had better have a shine? Your shoes are very dingy.

He—Why, they don't need it—they are patent leather.

She—The patent must have expired; you had better get it renewed.

Dry Goods.

The Fall Trade in Gingham.
From the Dry Goods Economist.
For autumn wear this fabric has been sold more largely than in any corresponding season, and the demand is steady for fuller supplies. Looking backward it is found that this large trade is chiefly due to the cleaning up of the market in the spring of 1889. At that time the accumulated stocks of five years were sold out at auction or at less than auction prices. The stocks thus marketed by agents included much dark work that was held by purchasers for autumn sales. The knowledge that new goods would have to compete with such offerings at low prices admonished agents to restrict the output to early orders. Each agent independently curtailed the production of dark work and the result was better than if it had been reached by an agreement. The low prices current in the spring and summer of 1889 popularized the gingham and imparted an increased demand for autumn or dark gingham, and thus, helped by the lesser production, the gingham trade of last spring was the largest and most successful in several years.

Just here it is well to state that the low prices for fine goods in the spring of 1889 compelled many small makers of low grade gingham to change their output, as the low prices for standard fabrics rendered their goods unsalable at a profit. Although the country was bare of dark gingham, the demand for the autumn of 1890 was for moderate quantities. Every jobber, however, had to make purchases, and such necessities took a large quantity. A decided change in styles was another feature in agents' favor.

The Southern markets have bought more gingham for the season at hand than in any three seasons before. This extended demand caused some increase in the production, but that was placed so readily that the rank and file of the trade were benefited but slightly, if at all. The production for the season has been marketed very close, and it is fair to presume that jobbers and retailers will do equally well. The sale of the largest production of dark gingham must surely displace some other fabrics, but what specialty will suffer most is yet to be ascertained.

The Silk in a Silk Dress.
Two pounds of silk as it comes from the cocoons will yield about one and a quarter pounds of cleansed pure silk, which is required for a silk dress. To produce this requires the entire silk obtained from 7,000 or 8,000 worms, allowing for deaths by disease, etc. These young worms—newly hatched—weighed scarcely one-quarter of an ounce. They live about thirty to thirty-five days and consume about 300 to 400 pounds of leaves and increase in weight about 9,000 times.

They require feeding regularly several times a day with mulberry leaves, and to be attended with unremitting care and extreme cleanliness, or disease may develop and destroy them all. When they reach maturity they begin to crawl about uneasily. Then brushes of broom or other material are placed conveniently near, into which they ascend and spin their cocoons among the branches, winding two threads at a time around the cocoon attached together by the gum in the silk. The threads are so fine that from 1,800 to 2,000 can be laid side by side in the space of one inch—so strong that one thread will lift a half ounce—so light that fifteen pounds would girdle the world.

These worms will produce a gross weight of twenty to twenty-five pounds—which is reduced to two pounds of reeled, raw silk.

A few days later the cocoons are gathered and assorted according to size and quality then subjected to great heat, sufficiently to kill all the worms in order to prevent the moths from piercing the cocoons—to escape—which would spoil them for reeling by cutting the threads.

Next a number of cocoons are put in hot water to soften the gum, when the threads of four or five are joined together and wound round a reel into hanks or skeins of raw silk. One person can only attend to two lots, and can only reel from eight to twelve ounces per day.

Prices Current.

UNBLEACHED COTTONS.	
Atlantic A..... 7	Clifton C C C..... 6 1/2
" H..... 6 1/2	" Arrow Brand..... 5 1/2
" P..... 6 1/2	" World Wide..... 5
" D..... 6 1/2	" LL..... 5
" LL..... 5 1/2	Full Yard Wide..... 6 1/2
Amory..... 7 1/2	Honest Width..... 6 1/2
Archery Bunting..... 4 1/2	Hartford A..... 5 1/2
Beaver Dam A A..... 5 1/2	Madras cheese cloth..... 6 1/2
Blackstone O, 32..... 5	Noibe R..... 5 1/2
Black Rock..... 7	Our Level Best..... 6 1/2
Boat, AL..... 7 1/2	Oxford R..... 6 1/2
Chapman cheese cl..... 3 1/2	Pequot..... 7 1/2
Comet..... 7	Solar..... 6 1/2
Dwight Star..... 7 1/2	Top of the Heap..... 7 1/2
BLEACHED COTTONS.	
Amsburg..... 7	Glen Mills..... 7
Blackstone A A..... 8	Gold Medal..... 7 1/2
Beats All..... 4 1/2	Green Ticket..... 7 1/2
Cleveland..... 7	Great Falls..... 6 1/2
Cabot..... 7 1/2	Hope..... 4 1/2
Cabot, 1/2..... 6 1/2	Just Out..... 4 1/2 @ 5
Dwight Anchor..... 9	King Phillip..... 7 1/2
" shorts..... 8 1/2	" OP..... 7 1/2
Edwards..... 6	Lonsdale Cambric..... 10 1/2
Empire..... 7	Lonsdale..... @ 8 1/2
Farwell..... 7 1/2	Middlesex..... @ 5
Fruit of the Loom..... 8 1/2	No Name..... 7 1/2
Fitchville..... 7 1/2	Oak View..... 6
First Prize..... 6 1/2	Our Own..... 5 1/2
Fruit of the Loom 1/2..... 8	Pride of the West..... 12
Fairmount..... 6 1/2	Rosalind..... 7 1/2
Full Value..... 4 1/2	Sunlight..... 4 1/2
Geo. Washington..... 8 1/2	Vinyard..... 8 1/2
HALF BLEACHED COTTONS.	
Cabot..... 7 1/2	Dwight Anchor..... 8 1/2
Farwell..... 7 1/2	
UNBLEACHED CANTON FLANNEL.	
Tremont N..... 5 1/2	Middlesex No. 1..... 10
Hamilton N..... 6 1/2	" 2..... 11
" L..... 7	" 3..... 12
Middlesex A T..... 8	" 7..... 18
" X..... 9	" 8..... 19
" No. 25..... 9	
BLEACHED CANTON FLANNEL.	
Hamilton N..... 7 1/2	Middlesex A..... 11
Middlesex P T..... 8	" 2..... 12
" A T..... 9	" A O..... 13 1/2
" X A..... 9	" 4..... 17 1/2
" X F..... 10 1/2	" 5..... 16
DRESS GOODS.	
Hamilton..... 8	Nameless..... 20
" 9..... 9	" 25..... 25
" 10..... 10	" 27 1/2..... 27 1/2
G G Cashmere..... 21	" 32..... 32
Nameless..... 16	" 35..... 35
" 18..... 18	
CORSET JEANS.	
Biddeford..... 6	Naumkeag satteen..... 7 1/2
Brunswick..... 6 1/2	Rockport..... 6 1/2
PRINTS.	
Allen, staple..... 5 1/2	Merrimack shirtings..... 4 1/2
" fancy..... 5 1/2	" Repp furn..... 4 1/2
" robes..... 5 1/2	" Pacific fancy..... 6
American fancy..... 6	" robes..... 6 1/2
American indigo..... 6 1/2	Portsmouth robes..... 6
American shirtings..... 6 1/2	Simpson mourning..... 6 1/2
Arnold..... 6 1/2	" greys..... 6 1/2
" long cloth B..... 10 1/2	" solid black..... 6 1/2
" century cloth..... 8	Washington indigo..... 6
" gold seal..... 10 1/2	" Turkey robes..... 7 1/2
" Turkey red..... 10 1/2	" India robes..... 7 1/2
Berlin solids..... 5 1/2	" plain T'ky X..... 8 1/2
" oil blue..... 6 1/2	" " X..... 10
" green..... 6 1/2	" Ottoman Tur..... 6
Cochecho fancy..... 6	Martha Washington..... 7 1/2
" madders..... 6	Turkey red..... 7 1/2
Eddystone fancy..... 6	Martha Washington..... 9 1/2
Hamilton fancy..... 6 1/2	Turkey robes..... 5
" staple..... 5 1/2	Riverpoint robes..... 6 1/2
Manchester fancy..... 6	Windsor fancy..... 6 1/2
" new era..... 6 1/2	" gold ticket..... 10 1/2
Merrimack D fancy..... 6 1/2	Indigo blue..... 10 1/2
TICKINGS.	
Amoskeag A C A..... 13	A C A..... 12 1/2
Hamilton N..... 7 1/2	Pemberton AAA..... 16
" D..... 8 1/2	York..... 10 1/2
" Awning..... 11	Swift River..... 7 1/2
Farmer..... 8	Pearl River..... 12 1/2
First Prize..... 11 1/2	Warren..... 14
COTTON DRILL.	
Atlanta, D..... 6 1/2	Stark..... 8
Boat..... 6 1/2	"..... 7
Clifton, K..... 7	"..... 10
SATINES.	
Simpson..... 20	Imperial..... 10 1/2
" 18..... 18	Black..... 9 @ 9 1/2
Cochecho..... 10 1/2	"..... 10 1/2

DEMINS.	
Amoskeag..... 12 1/2	Jaffrey..... 11 1/2
" 9 oz..... 14 1/2	Lancaster..... 12 1/2
Andover..... 11 1/2	Lawrence, 9 oz..... 13 1/2
Everett, blue..... 12	" No. 280..... 11 1/2
" brown..... 12	" No. 280..... 10 1/2
GINGHAMS.	
Glenarven..... 6 1/2	Lancaster, staple..... 6 1/2
Lancashire..... 6 1/2	" fancies..... 7
Normandie..... 7 1/2	" Normandie..... 8
Renfrew Dress..... 7 1/2	Westbrook..... 8
Toil du Nord..... 10 @ 10 1/2	"..... 10
Amoskeag..... 6 1/2	York..... 6 1/2
" AFC..... 10 1/2	Hampton..... 6 1/2
Persian..... 8 1/2	Windermeer..... 5
Bates..... 6 1/2	Cumberland..... 5
Warwick..... 8 1/2	Essex..... 4 1/2
CARPET WARP.	
Peerless, white..... 18 1/2	Peerless colored..... 21
GRAIN BAGS.	
Amoskeag..... 17	Valley City..... 16 1/2
Harmony..... 17	Georgia..... 16 1/2
Stark..... 20 1/2	Pacific..... 14 1/2
American..... 17 1/2	
THREADS.	
Clark's Mile End..... 45	Barbour's..... 88
Coats', J. & P..... 45	Marshall's..... 88
Holyoke..... 22 1/2	
KNITTING COTTON.	
No. 6..... 33	White, Colored..... 38
" 8..... 34	No. 14..... 37
" 10..... 35	" 16..... 38
" 12..... 36	" 18..... 39
" 14..... 37	" 20..... 40
" 16..... 38	" 24..... 45
CAMBRICS.	
Slater..... 4 1/2	Washington..... 4 1/2
White Star..... 4 1/2	Red Cross..... 4 1/2
Kid Glove..... 4 1/2	Lockwood..... 4 1/2
Newmarket..... 4 1/2	Wood's..... 4 1/2
Edwards..... 4 1/2	Brunswick..... 4 1/2
RED FLANNEL.	
Fireman..... 32 1/2	T W..... 22 1/2
Creedmore..... 27 1/2	F T..... 32 1/2
Talbot XXX..... 30	J R F, XXX..... 35
Nameless..... 27 1/2	Buckeye..... 32 1/2
MIXED FLANNEL.	
Red & Blue, plaid..... 40	Grey S R W..... 17 1/2
Union R..... 32 1/2	Western W..... 18 1/2
Windsor..... 18 1/2	D R P..... 18 1/2
6 oz Western..... 21	Flushing XXX..... 23 1/2
Union B..... 22 1/2	Maritoba..... 23 1/2
DOMET FLANNEL.	
Nameless..... 8 @ 9 1/2	"..... 9 @ 10 1/2
" 8 1/2 @ 10	"..... 12 1/2
CANVASS AND PADDING.	
Slate, Brown, Black, Slate, Brown, Black.	
9 1/2..... 9 1/2	9 1/2..... 13
10 1/2..... 10 1/2	10 1/2..... 15
11 1/2..... 11 1/2	11 1/2..... 17
12 1/2..... 12 1/2	12 1/2..... 20
DUCKS.	
Severin, 8 oz..... 9 1/2	West Point, 8 oz..... 10 1/2
Mayland, 8 oz..... 10 1/2	" 10 oz..... 12 1/2
Greenwood, 7 1/2 oz..... 9 1/2	Raven, 10 oz..... 13 1/2
Greenwood, 8 oz..... 11 1/2	Stark..... 15
WADDINGS.	
White, doz..... 25	Per bale, 40 doz..... 70 00
Colored, doz..... 30	
SILESAS.	
Slater, Iron Cross..... 8	Pawtucket..... 10 1/2
" Red Cross..... 9	Dundie..... 9
" Best..... 10 1/2	Bedford..... 10 1/2
" Best AA..... 12 1/2	Valley City..... 10 1/2
CORSETS.	
Coraline..... \$9 50	Wonderful..... \$4 75
Schilling's..... 9 00	Brighton..... 4 75
SEWING SILK.	
Corticelli, doz..... 75	Corticelli knitting, twist, doz..... 37 1/2
50 yd, doz..... 37 1/2	
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 3 1/2..... 40
" 3—18, S C..... 45	
COTTON TAPE.	
No 2 White & Bl'k..... 12	No 8 White & Bl'k..... 20
" 4..... 15	" 10..... 23
" 6..... 18	" 12..... 26
SAFETY PINS.	
No 2..... 25	No 3..... 36
NEEDLES—PER M.	
A. James..... 1 50	Steamboat..... 40
Crowley's..... 1 35	Gold Eyed..... 1 50
Marshall's..... 1 00	
TABLE OIL CLOTH.	
5—4..... 2 25	6—4..... 3 25
" 2..... 2 10	5—4..... 1 95
" 3..... 2 10	6—4..... 2 95

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Five Cents Each for all dishes served from bill of fare.
Steaks, Chops and All Kinds of Order Cooking a Specialty.
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SIX-CORD
Spool Cotton
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WHITE, BLACK AND COLORS,
FOR
Hand and Machine Use
FOR SALE BY
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Importers and Jobbers of Staple and Fancy
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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.
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HARDWARE.

No Success Without "Push." From the Office.

Success is a big word, and one that may be variously defined. It means one thing to one man and another thing to another. In one walk of life its interpretation is entirely different from that in some other, and what is success from one point of view is almost failure from another. But there is this in common to all kinds of success, it comes as the result of effort. Whatever falls at one's feet, whatever is received by inheritance, whatever is natural endowment, or comes by bequest is not success, however much of good there may be about it. Success is that which is striven for—that which comes as a victory to the warrior, or that which is as laurel on the poet's brow. To achieve success, therefore, effort must be put forth. Very generally, it must be persistent, aggressive, persevering effort—that kind of effort that is so happily summed up in the little word "push." To be a prosperous merchant or manufacturer requires "push." To be an acceptable clerk or book-keeper requires "push," and to be really useful in any walk of life, from the most exalted to the most commonplace, requires "push." "Push" is a word also with as many different shades of meaning as there are persons to whom it may be applied. It is wonderfully elastic, but in all its definitions there is this idea about it: To drive forward. Strength and energy of whatever kind the individual may possess are to be used as he is able to use them and as circumstances permit, to drive something forward. Very generally, this something is the work or duty in hand, or the business venture upon which he is engaged, or the social project he has in view. To be unsuccessful in this world—for failure may come however hard we may strive—commands pity, but to be without "push" is to be contemptible. When we want to say something extremely severe about a young man, when we want to condemn him unconditionally, when we want to convey the idea that he will never achieve success or be of any particular usefulness in the world anywhere, we say "he has no 'push' about him." Without "push" one floats with the tide, driven hither and thither by the wind and currents. He may get into port, but the chances are that if he does accidentally drift that way he will not be able to anchor so as to remain there. With "push" one is like a steamship with full complement of machinery under the guidance of a captain; the port is reached in spite of wind and tide, the anchor is cast and success is achieved and held.

Why You Should.

The Canadian Grocer gives the following as a few of the reasons why the retailer should read the paper published in his interest:

1. It elevates his conception of the work in which he is engaged.
2. It brings him into mental contact with others engaged in the same work where personal contact is impossible.
3. It contains words of sympathy and encouragement for him in grappling with difficulties as they appear from day to day.
4. It inspires him with renewed pluck and energy, by showing how others are overcoming obstacles.
5. It often pays for itself by the information contained in a single paragraph.

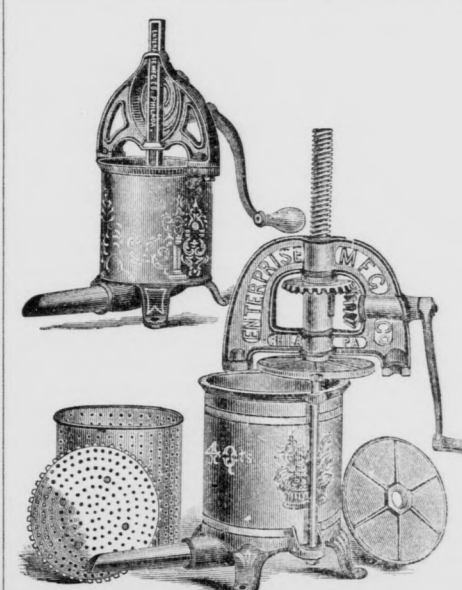
The Hardware Market.

The nail and iron market is strong and there are prospects of further advances. The glass market is unchanged. The stove board association seems to be a solid affair, as it is able to maintain the prices established some time ago. The stove manufacturers have advanced their prices about 5 per cent. Tin is advancing, owing to the prospective passage of the tariff bill. Pig lead, lead pipe and shot are higher. The manufacturers of agricultural tools have advanced their prices 7½ per cent.

Prices Current.

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

AUGURS AND BITS.		LEVELS.	
Snell's.....	dis. 60	Stanley Rule and Level Co.'s.....	dis. 70
Cook's.....	40	Knobs—New List.....	dis. 55
Jennings, genuine.....	25	Door, mineral, jap. trimmings.....	55
Jennings, imitation.....	50&10	Door, porcelain, jap. trimmings.....	55
AXES.		Door, porcelain, plated trimmings.....	55
First Quality, S. B. Bronze.....	\$ 8 50	Door, porcelain, trimmings.....	55
" D. B. Bronze.....	12 50	Drawer and Shutter, porcelain.....	70
" S. B. S. Steel.....	9 50	LOCKS—DOOR.	
" D. B. Steel.....	14 00	Russell & Irwin Mfg. Co.'s new list.....	55
BARROWS.		Mallory, Wheeler & Co.'s.....	55
Railroad.....	\$ 14 00	Branford's.....	55
Garden.....	net 30 00	Norwalk's.....	55
BOLTS.		MATTOCKS.	
Stove.....	50&10	Adze Eye.....	\$16.00, dis. 60
Carriage new list.....	70	Hunt Eye.....	\$15.00, dis. 60
Plow.....	40&10	Hunt's.....	\$18.50, dis. 20&10.
Sleigh shoe.....	70	MAULS.	
BUCKETS.		Sperry & Co.'s, Post, handled.....	50
Well, plain.....	\$ 3 50	MILLS.	
Well, swivel.....	4 00	Coffee, Parkers Co.'s.....	40
BUTTS, CAST.		" P. S. & W. Mfg. Co.'s Malleables.....	40
Cast Loose Pin, figured.....	70&10	" Landers, Ferry & Cl. k's.....	40
Wrought Narrow, bright 5ast joint.....	60&10	Enterprise.....	35
Wrought Loose Pin.....	60&10	MOLASSES GATES.	
Wrought Table.....	60&10	Stebbin's Pattern.....	60&10
Wrought Inside Blind.....	60&10	Stebbin's Genuine.....	60&10
Wrought Brass.....	60&10	Enterprise, self-measuring.....	25
Blind, Clark's.....	70&10	NAILS.	
Blind, Parker's.....	70&10	Steel nails, base.....	2 10
Blind, Shepard's.....	70	Wire nails, base.....	2 65
BLOCKS.		Advance over base:	Steel.
Ordinary Tackle, list April 17, '85.....	40	7 & 6.....	40
CRADLES.		4.....	60
Grain.....	dis. 50&62	3.....	1 00
CROW BARS.		2.....	1 50
Cast Steel.....	per lb 5	Fine 3.....	1 50
CAPS.		Case 10.....	60
Ely's 1-10.....	per m 65	" 8.....	75
Hick's C. F.....	65	" 6.....	90
G. D.....	35	Finish 10.....	85
Musket.....	60	" 8.....	1 25
CARTRIDGES.		" 6.....	1 15
Rim Fire.....	50	Clinch 19.....	85
Central Fire.....	25	" 8.....	1 00
CHISELS.		" 6.....	1 15
Socket Firmer.....	70&10	Barrell ½.....	1 75
Socket Framing.....	70&10	PLANES.	
Socket Corner.....	70&10	Ohio Tool Co.'s, fancy.....	2 40
Socket Slicks.....	70&10	Sciota Bench.....	2 60
Butchers' Tanged Firmer.....	40	Sandusky Tool Co.'s, fancy.....	2 40
COMBS.		Bench, first quality.....	2 60
Curry, Lawrence's.....	40	Stanley Rule and Level Co.'s, wood.....	2 10
Hotchkiss.....	25	PANS.	
CHALK.		Fry, Acme.....	dis. 60—10
White Crayons, per gross.....	132 1/2, dis. 10	Common, polished.....	dis. 70
COPPER.		RIVETS.	
Planished, 14 oz cut to size.....	per pound 31	Iron and Tinned.....	40
" 14x52, 14x56, 14x60.....	29	Copper Rivets and Buts.....	50
Cold Rolled, 14x56 and 14x60.....	28	PATENT PLANISHED IRON.	
Cold Rolled, 14x48.....	28	"A" Wood's patent planished, Nos. 24 to 27.....	10 20
Bottoms.....	30	"B" Wood's pat. planished, Nos. 25 to 27.....	9 20
DRILLS.		Broken packs ¼¢ per pound extra.	
Morse's Bit Stocks.....	50	ROPE.	
Taper and straight Shank.....	50	Sisal, ½ inch and larger.....	12½
Morse's Taper Shank.....	50	Manilla.....	16
DRIPPING PANS.		SQUARES.	
Small sizes, per pound.....	07	Steel and Iron.....	75
Large sizes, per pound.....	6¼	Try and Bevels.....	60
ELBOWS.		Mitre.....	20
Com. 4 piece, 6 in.....	doz. net 75	SHEET IRON.	
Corrugated.....	dis. 20&10&10	Nos. 10 to 14.....	Com. Smooth. Com. \$4 30 \$3 10
Adjustable.....	dis. 40&10	Nos. 15 to 17.....	4 20 3 20
EXPANSIVE BITS.		Nos. 18 to 21.....	4 20 3 20
Clark's, small, \$18; large, \$26.....	20	Nos. 22 to 24.....	4 20 3 20
Ives', 1, \$18; 2, \$24; 3, \$30.....	35	Nos. 25 to 26.....	4 40 3 40
FILES—New List.		No. 27.....	4 60 3 50
Disston's.....	60&10	All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
New American.....	60&10	SAND PAPER.	
Nicholson's.....	60&10	List acct. 19, '86.....	dis. 40&10
Heller's.....	50	GALVANIZED IRON.	
Heller's Horse Rasps.....	50	Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
GAUGES.		List 12.....	14
Stanley Rule and Level Co.'s.....	50	Discount, 60.....	15 18
HAMMERS.		HANGERS.	
Meydole & Co.'s.....	dis. 25	Barn Door Kidder Mfg. Co., Wood track.....	50&10
Kip's.....	dis. 25	Champion, anti-friction.....	60&10
Yerkes & Plumb's.....	dis. 40&10	Kidder, wood track.....	40
Mason's Solid Cast Steel.....	30c list 60	HOLLOW WARE.	
Blacksmith's Solid Cast Steel, Hand.....	30c 40&10	Pots.....	60
HINGES.		Kettles.....	50
Gate, Clark's, 1, 2, 3.....	dis. 60&10	Spiders.....	60
State.....	per doz. net, 2 50	Gray enameled.....	40&10
Screw Hook and Strap, to 12 in. 4¼ 14 and longer.....	3¼	HOUSE FURNISHING GOODS.	
Screw Hook and Eye, ¼.....	net 10	Stamped Tin Ware.....	new list 70&10
" " ¾.....	net 8¼	Japanned Tin Ware.....	25
" " 1.....	net 7¼	Granite Iron Ware.....	new list 33¼&10
Strap and T.....	net 7¼	WIRE GOODS.	
HANGERS.		Bright.....	70&10&10
Barn Door Kidder Mfg. Co., Wood track.....	50&10	Screw Eyes.....	70&10&10
Champion, anti-friction.....	60&10	Hook's.....	70&10&10
Kidder, wood track.....	40	Gate Hooks and Eyes.....	70&10&10
HOLLOW WARE.		SASH CORD.	
Pots.....	60	Silver Lake, White A.....	list 50
Kettles.....	50	" Drab A.....	" 55
Spiders.....	60	" White B.....	" 50
Gray enameled.....	40&10	" Drab B.....	" 55
HOUSE FURNISHING GOODS.		" White C.....	" 35
Stamped Tin Ware.....	new list 70&10	Discount, 10.	
Japanned Tin Ware.....	25	SASH WEIGHTS.	
Granite Iron Ware.....	new list 33¼&10	Solid Eyes.....	per ton \$25
WIRE GOODS.		SAWS.	
Bright.....	70&10&10	" Hand.....	dis. 20
Screw Eyes.....	70&10&10	" Silver Steel Dia. X Cuts, per foot.....	70
Hook's.....	70&10&10	" Special Steel Dia. X Cuts, per foot.....	50
Gate Hooks and Eyes.....	70&10&10	" Special Steel Dia. X Cuts, per foot.....	30
SASH CORD.		" Champion and Electric Tooth X Cuts, per foot.....	30
Silver Lake, White A.....	list 50	TRAPS.	
" Drab A.....	" 55	Steel, Game.....	dis. 30&10
" White B.....	" 50	Oneida Community, Newhouse's.....	35
" Drab B.....	" 55	Oneida Community, Hawley & Norton's.....	70
" White C.....	" 35	Mouse, choker.....	18c per doz.
Discount, 10.		Mouse, delusion.....	\$1.50 per doz.
SASH WEIGHTS.		WIRE.	
Solid Eyes.....	per ton \$25	Bright Market.....	dis. 65
SAWS.		Annealed Market.....	70—10
" Hand.....	dis. 20	Coppered Market.....	60
" Silver Steel Dia. X Cuts, per foot.....	70	Tinned Market.....	62½
" Special Steel Dia. X Cuts, per foot.....	50	Coppered Spring Steel.....	62
" Special Steel Dia. X Cuts, per foot.....	30	Barbed Fence, galvanized.....	3 60
" Champion and Electric Tooth X Cuts, per foot.....	30	" painted.....	3 00
TRAPS.		HORSE NAILS.	
Steel, Game.....	dis. 30&10	Au Sable.....	dis. 25&10 25&10&5
Oneida Community, Newhouse's.....	35	Putnam.....	dis. 10
Oneida Community, Hawley & Norton's.....	70	Northwestern.....	dis. 10&10
Mouse, choker.....	18c per doz.	WRENCHES.	
Mouse, delusion.....	\$1.50 per doz.	Baxter's Adjustable, nickeled.....	30
WIRE.		Coe's Genuine.....	50
Bright Market.....	dis. 65	Coe's Patent Agricultural, wrought.....	75
Annealed Market.....	70—10	Coe's Patent, malleable.....	75&10
Coppered Market.....	60	MISCELLANEOUS.	
Tinned Market.....	62½	Bird Cages.....	50
Coppered Spring Steel.....	62	Pumps, Custom.....	75
Barbed Fence, galvanized.....	3 60	Screws, New List.....	50
" painted.....	3 00	Casters, Bed and Plate.....	50&10&10
HORSE NAILS.		Dampers, American.....	40
Au Sable.....	dis. 25&10 25&10&5	Forks, hoes, rakes and all steel goods.....	65
Putnam.....	dis. 10	METALS.	
Northwestern.....	dis. 10&10	PIG TIN.	
WRENCHES.		Pig Large.....	26c
Baxter's Adjustable, nickeled.....	30	Pig Bars.....	28c
Coe's Genuine.....	50	ZINC.	
Coe's Patent Agricultural, wrought.....	75	Duty: Sheet, 2½¢ per pound.....	
Coe's Patent, malleable.....	75&10	600 pound casks.....	7¼
MISCELLANEOUS.		Per pound.....	7½
Bird Cages.....	50	SOLDER.	
Pumps, Custom.....	75	¼@¼.....	16
Screws, New List.....	50	Extra Wiping.....	13¼
Casters, Bed and Plate.....	50&10&10	The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Dampers, American.....	40	ANTIMONY.	
Forks, hoes, rakes and all steel goods.....	65	Cookson.....	per pound 16
METALS.		Hallett's.....	" 13
PIG TIN.		TIN—MELYN GRADE.	
Pig Large.....	26c	10x14 IC, Charcoal.....	\$ 6 00
Pig Bars.....	28c	14x20 IC, ".....	6 90
ZINC.		10x14 IX, ".....	8 35
Duty: Sheet, 2½¢ per pound.....		14x20 IX, ".....	8 35
600 pound casks.....	7¼	Each additional X on this grade, \$1.75.	
Per pound.....	7½	TIN—ALLAWAY GRADE.	
SOLDER.		10x14 IC, Charcoal.....	\$ 6 00
¼@¼.....	16	14x20 IC, ".....	6 90
Extra Wiping.....	13¼	10x14 IX, ".....	7 50
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		14x20 IX, ".....	7 50
ANTIMONY.		Each additional X on this grade \$1.50.	
Cookson.....	per pound 16	14x20 IC, " ROOFING PLATES.....	6 00
Hallett's.....	" 13	14x20 IX, " Worcester.....	7 50
TIN—MELYN GRADE.		20x28 IC, ".....	12 50
10x14 IC, Charcoal.....	\$ 6 00	14x20 IC, " Allaway Grade.....	5 25
14x20 IC, ".....	6 90	14x20 IX, ".....	6 75
10x14 IX, ".....	8 35	20x28 IC, ".....	11 00
14x20 IX, ".....	8 35	20x28 IX, ".....	14 00
Each additional X on this grade \$1.50.		BOILER SIZE TIN PLATE.	
14x20 IC, " ROOFING PLATES.....	6 00	14x28 IX.....	\$18
14x20 IX, " Worcester.....	7 50	14x31 IX.....	14 50
20x28 IC, ".....	12 50	14x56 IX, for No. 8 Boilers.....	per pound 9¼
14x20 IC, " Allaway Grade.....	5 25	14x60 IX, " 9.....	
14x20 IX, ".....	6 75		
20x28 IC, ".....	11 00		
20x28 IX, ".....	14 00		



Fruit Presses!

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

Write for Discount.

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

The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

Tradesman Company, Proprietor.

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

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, SEPTEMBER 3, 1890.

RECIPROCITY IN SUGAR.

The free gift of our sugar market to the sugar producing countries is probably not to be made. Besides the resolutions looking to "reciprocity," prepared by Mr. Hale and Mr. Pierce, Mr. Edmunds added another, different in terms, and Mr. Plumb has proposed a fourth. Mr. Edmunds' proposition is the simplest. It would retain the duties on raw sugar, but would authorize the President to establish the new schedule in favor of those countries which admit our agricultural products free of duty. To this we should add only the proviso, that the sugar sent us shall come in their ships or our own. We think Mr. Blaine proposed to make the new arrangement cover too much, when he wished to have our machinery of certain kinds, and other manufacturers, put on the free lists of other American countries. We do not need that, for we are quite able to compete with European producers in these articles as soon as we have proper shipping facilities. But we do need measures to put an end to the Spanish policy which compels Cuba and Porto Rico to purchase European breadstuffs and similar supplies, to the disadvantage of our farmers, who consume the Cuban planters' produce.

It has been said that we have no redress in case Spain refused to make the concession; but this is a mistake. That nation will not forget that Jamaica is just as well fitted for sugar-production as Cuba is. The abolition of negro slavery in the British colonies and the repeal of the English sugar duties had the effect of prostrating the sugar industry in that island. It could not stand competition with sugar raised under the lash. It has been a gross inconsistency on our part that long after we had abolished slavery, and long before Spain did so in Cuba—if, indeed, she can be said to have done it yet—we showed no favor to the sugar raised by free labor, and, in fact, constituted ourselves the chief patrons of Spanish-American slavery by our remissness. Jamaica only needs the stimulus of such legislation as Mr. Edmunds proposes, to enable her to recover her lost ground and become a prosperous as well as a free community. Spain may deny her the benefit of the opportunity, but it will be only by the removal of all the restrictions on Cuban commerce she has laid, not for Cuba's benefit, but her own.

Europe is having another very serious alarm about the spread of the cholera. It never has been completely extinct since the French troops brought it home to Toulon from Cochin China; but this summer it appears to show more virulence and power to spread than at any time since its first coming. Spain is the country where infection most prevails,

and for weeks past travelers who cross the Pyrenees into France have been subjected to very strict quarantine. An isolated case has been found as far north as London, and has caused general alarm.

The Pine Plains of Northern Michigan. "The work of the Agricultural College, in establishing experimental farms on the sand plains in Lake, Grand Traverse and Crawford counties, has not been productive of large results, and I think it is well that it is so," remarked D. C. Leach, the Walton cranberry grower, the other day. "If the experiments had been encouraging, the reports sent out would have stimulated people to settle on the pine barrens, as the lands are called, and the results would have been disastrous, as the settlers would not have the requisite capital or the necessary amount of experience to make the cultivation of such poor land a success. I am confident that the time is coming when the plains will be inhabited by a thrifty people, but it will be when the lands in the more favored portions of the country are all settled on."

Merged into a Corporation.

The flouring mill, water power privilege and farms belonging to the Henry Kritzer estate, at Nawaygo, have been merged into a corporation under the style of the Kritzer Milling Co. The corporation has a capital stock of \$50,000, all paid in. Chas. C. Kritzer is President and General Manager of the company and Wm. H. Kritzer Secretary and Treasurer. J. F. Standish will represent the company on the road, the same as in the past.

General Manager Kritzer has had charge of the business for several years and has demonstrated his ability to conduct it successfully.

Still They Come.

It is stated that all the preliminaries for forming a table glassware combine have been closed at Pittsburg, and that a powerful syndicate is interested in the deal. It is claimed that thirty-one out of fifty-four factories in the country have signed the compact. All the leading factories of Pittsburg, with extensive plants in Ohio and West Virginia, are said to be in it.

Good Words Unsolicited.

Chas. Rietz & Bros. Lumber and Salt Co., lumber, salt and general dealers, Manistee: "We find the paper very interesting and useful."

Bay City—The Saginaw Lumber & Salt Co. recently purchased 5,000,000 feet of logs of S. O. Fisher, cut on the Tobacco. The purchasers will carry these logs over for the supply of their mill next season. They have about 2,000,000 feet yet to cut on the Tobacco, which will be put in this season, and will probably purchase a few million feet more during the fall and winter. Next season they will bring a number of million feet of logs here from Georgian Bay. They have 15,000,000 feet yet to cut on Fitzwilliam Island in Georgian Bay, and are interested with the Emery Lumber Co. in 150,000,000 feet, which Thos. Pickard has taken the contract to lumber on the Wahnapietaw river. The mill of this concern is located at Crow Island, three miles below this city, where they also have a yard for the car trade. They handle about 7,000,000 feet in the car trade, and the rest of the mill cut goes by water.

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 So. Ionia St., Grand Rapids.

HIRTH & KRAUSE,

HEADQUARTERS FOR

Russett Shoe Polish,
Buttons,
Laces,

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

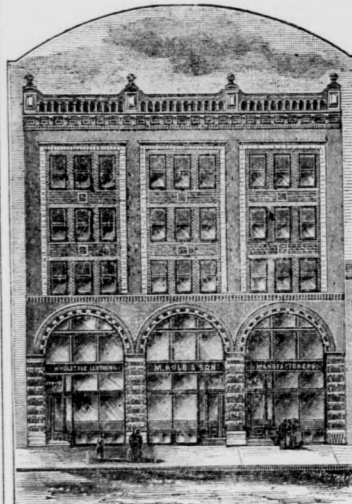
ESTABLISHED NEARLY 30 YEARS.

Michael Kolb & Son.,

THE ONLY EXCLUSIVE GENTILE

Wholesale Clothing Manufacturers,

ROCHESTER, N. Y.



The name of Michael Kolb is so familiar in the clothing manufacturing business, he being a practical mechanic from his boyhood, and so great in his judgment of the stability of goods that other manufacturers ask at the mills or their representatives for what Mr. Kolb has bought, and his styles and make up are being constantly imitated. Their goods are always reliable and sold to retailers at one and the most equitable prices and terms. It will pay merchants who have not seen their line to write their representative, WILLIAM CONNOR, Marshall, Mich., to call upon them, and if they decide to buy, they will soon find that they will save money and business increase. All garments guaranteed as represented.

WILLIAM CONNOR,

For eight years our Michigan representative, attends periodically at Sweet's Hotel, in Grand Rapids, where many merchants meet him, and whose expenses are paid. Mr. Connor will be at Sweet's Hotel on Wednesday and Thursday, Sept. 10 and 11. Room 82.

F. J. DETTENTHALER,

JOBBER OF

Oysters

—AND—

Salt Fish



Mail Orders Receive Prompt Attention.

See Quotations in Another Column.

CONSIGNMENTS OF ALL KINDS OF WILD GAME SOLICITED.

PRO AND CON.

Views of Dealers Who Have Been Under Contract With the Patrons.

THE TRADESMAN recently sent out the following enquiry to those dealers in the State who are selling the Patrons of Industry under contract:

GRAND RAPIDS, Aug. 26, 1890.

We are revising our list of dealers who are selling the Patrons of Industry under contract and should be pleased to have you inform us whether you are still under contract with the Patrons, and, if not, the date the contract expired.

Thanking you in advance for the favor of a reply, we are

Yours truly,
THE TRADESMAN COMPANY.

Among the responses received to the enquiry are the following:

Eli Lyons, Altona—My contract with the P. of I. expired May 20.

Jacob McCrea, McBrides—My contract expired two or three months ago.

E. Glieman, Lansing—My contract expired last May and I did not care to renew it.

Frank Sommer, Dorr—I have not been under contract with the Patrons for three months.

H. Kositchek & Bros., Eaton Rapids—Our contract with the Patrons expired April 26.

M. C. Barney, Flint—I am under contract with the Patrons and am having a nice trade in tombstones from them.

W. H. Hanks, Otisco—We are still selling to the P. of I. on a verbal contract, which continues as long as satisfactory to all parties.

Herold Bros., Howard City—We are still doing business at the old stand under contract, which will soon expire, but hope to renew it.

H. O. Bigelow, Shepherd—We are not selling to the Patrons of Industry on a contract and have not since April 22, the date the contract expired.

J. D. Benjamin, Coldwater—In reply to your favor, will say that I am still under contract with the Patrons, and will remain so, for some time to come.

C. J. Buck, Imlay City—I had to give up my contract about July 1 on account of the Patrons not fulfilling their part. They have no Patron furniture house here at present.

O. J. Knapp, Howard City—Your favor of the 26th, soliciting information concerning Patron dealers, received. In reply, would say that my relations with the Patrons are of a very agreeable nature and that I am still doing business with them at the old stand, six days in the week.

J. S. Newell & Co., Coral—We are no longer under contract with the P. of I., but do not wish to be placed in your Repentance Column, as we have nothing to repent of. Our contract expired Aug. 23 and it has been a very satisfactory deal in every respect, having increased our trade 25 per cent.

Burrell Tripp, Cedar Springs—In reply to your card, will say that, strictly speaking, I presume it is no business of yours whatsoever; but if you had taken as much pains to look the matter up as you did my financial standing, when you publicly attacked my credit the first or second issue of February, you would not now have to be informed that my contract with the P. of I. expired over six months ago, and there has been none other made.

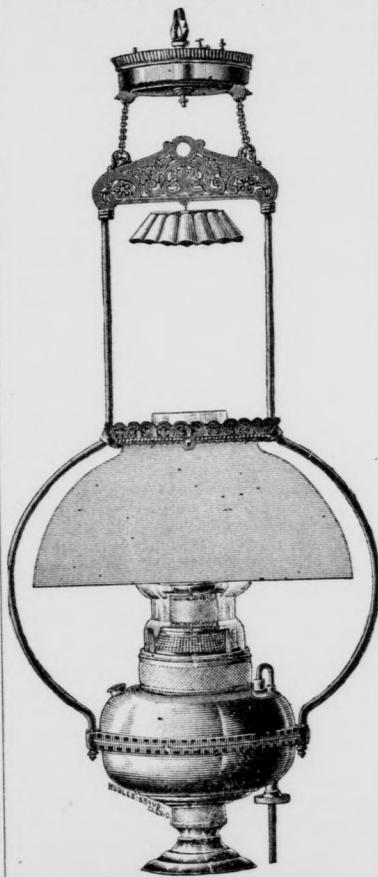
Saginaw—Brown & Ryan have made Mitchell & McClure an offer for the mill of the latter, four miles below this city, on the west side. Mitchell & McClure will exhaust their timber here this season. The mill is well adapted to the business of Brown & Ryan, as there are over 700 acres of land connected with the mill property. The deal is not concluded, but it is quite probable that it will be a go.

The Barley Crop.

In a circular to the trade, the Asmuth Malt & Grain Co., of Milwaukee, presents a summary of the condition and prospects of the barley crop. Briefly stated, they say that the barley crop of 1890 shows not only a largely reduced acreage, but the yield per acre as well will fall short of that of 1889. The heaviest loss of acreage occurred in California, owing to heavy inundations last winter; on high ground, however, the yield there is excellent. Canada's extraordinary loss of acreage, variously reported as from 25 to 50 per cent., in part ascribable to wet lowlands, is mainly the direct result of the fear that congress would so increase the import duty on foreign barley as to exclude the Canadian cereal from the United States. Except in California, Utah and Montana, and more especially in Oregon and Washington (which exhibit "most magnificent results in every respect"), the weight of the berry will be considerably less than last year, owing to the excessive heat which settled over the chief barley-producing region at an inopportune time, ripening the grain before the heads were well filled. The color of the berry will be much brighter than last year, and as this is accompanied by general excellence of the grain, the brewing and distilling industries of the United States may hope to be as well supplied as in 1889. It is expected that the year 1890 will be one of higher prices, say at least from 15 to 20 per cent. above those of last year.

Eaton Rapids—A. D. Gallery, manager of the James Gallery's Sons' foundry and planing mill, has bought the stock of pine and hemlock lumber belonging to Wm. Smith, and located at the river saw mill. The stock amounts to about 250,000 feet of lumber and is probably the largest single purchase ever brought to this city. This stock is now being removed to the Gallery lumber yard.

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

HESTER & FOX,
Manufacturers' Agents for
SAW AND CRIST MILL MACHINERY,



Planers, Matchers, Moulders and all kinds of Wood-Working Machinery, Saws, Belting and Oils.
And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for Sample Pulley and become convinced of their superiority.
Write for Prices. 44, 46 and 48 So. Division St., GRAND RAPIDS, MICH.

PERKINS & HESS
DEALERS IN

Hides, Furs, Wool & Tallow,

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

Muskegon Cracker Co

CRACKERS, BISCUITS AND SWEET-GOODS.
LARGEST VARIETY IN THE STATE
SPECIAL ATTENTION PAID TO MAIL ORDERS.

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

No Connection with Any Cracker Trust.

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:

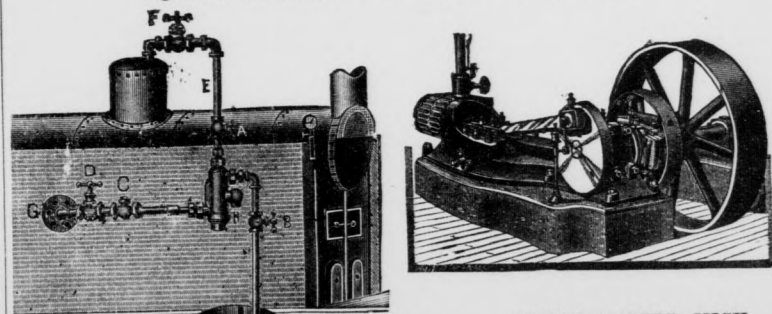
1,000	-	\$1.50
2,000	-	2.50
3,000	-	4.50

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.

Drugs & Medicines.

State Board of Pharmacy.
 One Year—Geo. McDonald, Kalamazoo.
 Two Years—Stanley E. Parkill, Owosso.
 Three Years—Jacob Jesson, Muskegon.
 Four Years—James Vernor, Detroit.
 Five Years—Ottmar Eberbach, Ann Arbor.
 President—Jacob Jesson, Muskegon.
 Secretary—Jas. Vernor, Detroit.
 Treasurer—Geo. McDonald, Kalamazoo.
 Next meeting at Lansing, Nov. 5 and 6.

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

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

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

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

Muskegon Drug Clerks' Association.
 President, P. Van Deimse; Secretary, John A. Tinhoft.

To Prevent Decay of Fabrics.

From the Manufacturers' Gazette.

A method has been brought forward by a Belgian chemist for rendering fabrics, of the textile class, no matter how delicate they may be in texture or color, proof against the ravages of decay for an indefinite period. It is known that the wonderful state of preservation exhibited by the head bands of Egyptian mummies is due to their having been impregnated with a kind of resin, and, acting upon that fact, the inventor in this case made certain experiments with the substances extracted from birch bark, to which the peculiar aroma of Russia leather is due. It was ascertained by these investigations that the green tar which is left over after the oil used in tanning has been extracted from the white bark of the birch tree yields neither acid nor alkaloid, and that in solution with alcohol it forms a liquid of remarkable fluidity, with the power of resisting when once becoming dry, even the action of alcohol itself. This substance, it is claimed, possesses the property of uniting with the most delicate and brilliant colors, and rendering them apparently imperishable.

Will Be at Saginaw Convention Week.

Chas. E. Watson, State agent for S. A. Maxwell & Co., of Chicago, will be at the Everett House, Saginaw (E. S.) during the annual meeting of the Michigan State Pharmaceutical Association, Sept. 16, 17 and 18. He will have the full line of goods he is now exhibiting at Detroit, comprising twenty-four sample cases, and will be pleased to show his customers—present or prospective—all the novelties in the book, stationery and sundry line. Druggists attending the convention should not fail to call on the jolly salesman and inspect his lay-out.

There is no doubt but that the great tendency of the present times is to specialize in all the avenues of life. This is noticeable in both professional and commercial pursuits. We find immense establishments devoted to the production of a single article while professional men of great ability devote all their time and energy to one branch of some science. This means that to succeed these specialists must be met and considered as competitors. This is as true of pharmacy and the drug business as it is of the manufacture of wagons or the practice of law. It should be an incentive for young men to apply themselves to pharmacy as a profession and endeavor to master all the problems connected with it. A person may grow up in the drug business, as the expression goes, but the business will not grow with him. It is, in reality, an encouragement for the earnest, hard-working pharmacists of the country, for it shows that the efforts they make will be of avail and give them an advantage over the less active. Life as a pharmacist is by no means a game of chance, but each year places it more firmly on the foundation of success for those who earn it.

Secretary Brown's Announcement of the Convention.

Secretary Brown has issued the following announcement to the members of the Michigan State Pharmaceutical Association:

The eighth annual meeting of the Michigan State Pharmaceutical Association will be held in the assembly room of the Hoyt library, South Jefferson street, Saginaw, beginning at 2 o'clock p. m. on Tuesday, Sept. 16.

You are most cordially invited to be present. If you are not a member of the Association and have the least interest in Pharmacy, you are urgently requested to join the Association. The pharmacists of the Saginaw Valley are putting forth every effort to make this the most interesting and successful meeting the Association has ever held. Let us encourage them by a large attendance. We ought to have 300 new members this year. Will you not try to secure at least one? We expect there will be a fine exhibit in the Aldine building, South Cass street. Generous entertainment has been provided. Tuesday evening there will be an entertainment at the Academy of Music; Wednesday evening a banquet at Teutonia hall. There will be informal receptions at the East Side Club and the West Side Club, and visits to various points of interest. At convenient hours there will be excursions over the F. & P. M. belt line, and the electric car lines, and carriage rides about the city. Thursday afternoon and evening the Association will be entertained by the pharmacists of Bay City and West Bay City and the Crystal Water Co. Bring the ladies.

We have been granted a rate of one and one-third fare for the round trip on the certificate plan. Send to me for a certificate and have it filled out by the ticket agent when you purchase your ticket going. You cannot get the reduced rate to return without this certificate.

Special rates have been secured at the various hotels, as follows: Bancroft, \$2.50; Everett, Aldine and Marshall, \$1.50. Rooms may be secured in advance by applying to the local Secretary, D. E. Prall, Saginaw.

H. J. BROWN, Sec'y.
 Ann Arbor, Aug. 25, 1890.

The Programme.

TUESDAY—2 P. M.

Call to order.
 Prayer—Rev. Geo. N. Warren, D. D.
 Address of Welcome—Hon. Geo. W. Weadock, Mayor of Saginaw.
 Response.
 President's address.
 Report of Secretary of State Board of Pharmacy.
 Reports of standing committees and delegates.

Miscellaneous business.
 Reading of papers and discussion.

WEDNESDAY—9 A. M.

Report of Committee on Trade Interests, with address by H. G. Coleman, of Kalamazoo.

Discussion led by A. W. Peck, of Grand Rapids.

WEDNESDAY—2 P. M.

Reports of officers.
 Election of officers.
 Election of delegates.

THURSDAY—9 A. M.

Opening of question box.
 Unfinished business.
 Reading of papers.
 President-elect takes the chair.
 Announcement of committees.
 Adjournment.

Luminous Paint for Keyholes.

From the Chicago Tribune.

Said a Madison street druggist: "I am selling a good deal of luminous paint lately. What for? To put around keyholes. Such a thing used to be unheard of? Yes. Why is so much of it sold now? I'll tell you. The electric light of the street is the cause of it. In the good old days—more correctly speaking, in the good old nights—men who went home late of nights had no difficulty in finding the keyholes, for the reason that there was a gaslight in the middle of the

block, and it showed the hole. Now, this electric light of the street is on the corner, and if your keyhole is in the middle of the block, you have to fumble to find it. Somebody, I don't know who, painted his with luminous paint, and the result traveled like a piece of gossip. From that time the demand for luminous paint has been on the increase. When a man comes in here and asks in a sort of sneaking way for 10 cents' worth of luminous paint, I know he is a late stayer down town and that he is going to paint his keyhole."

The Drug Market.

Gum opium is dull and lower. Morphine is unchanged. Quinine is very firm and is tending higher. Quicksilver is firmer and all mercurials tend higher. Jalap root has advanced. Golden seal root is higher. Nitrate of silver tends higher. Chlorate of potash has advanced. Prussiate potash has advanced. Soluble blue is higher.

Annual Report of the State Board.

The State Board of Pharmacy, in its annual report to Gov. Luce, shows that 165 druggists and 122 assistants have been passed during the year and in the same time 138 druggists have been dropped from the roll. The receipts for the year were \$3,659 and the disbursements \$3,724. The board still has \$1,312 in the treasury.

A Disturbing Factor in Business.

From the Chicago Inter Ocean.

The mania for buying up private dividend paying properties and re-organizing them on a stock company basis, with an increased capitalization, is undoubtedly the most disturbing factor in the business world. The promoter of any one of these enterprises argues this way: "We have purchased this property for \$1,000,000. It has earned for a series of years 20 per cent. upon that valuation. Why should it not earn 10 per cent. hereafter upon a capitalization of \$2,000,000?" This is quite plausible and serves to gain much support, it is feared, that is not merited. Men who are accustomed to measure success by something more than mere results, at once begin to ask troublesome questions. "What actual property has been acquired by this purchase? What is its condition compared with five years ago? Are the old managers to remain at the helm? If so, how much property are they to be allowed in controlling the new company's affairs? Will the profits to be realized by them, under the new regime, be calculated to arouse their former energy and unceasing devotion to their work? If new men are placed in command can any specified returns be positively assured?"

The proverbial timidity of capital has already begun to assert itself abroad and it will make its appearance here a little later on. Over-capitalization is the chief evil of re-organization and it is now the most threatening danger of the times. When investors are dazzled by the possibility of enormous profits, they become speculators of the most reckless type. Their downfall, too, means widespread distress that is only indirectly felt when purely speculative deals fall through.

To run a retail drug business does not require a very large store room or a strong force of clerks, and the capital invested does not run high. Still, the druggist must have a vast memory and manage to carry with him more information than the latest encyclopedia. It is no wonder that some important points are crowded out, under such circumstances, but we do not see how any pharmacist can afford to transact business without a knowledge of the pharmacy law of the state, territory or city where he compounds prescriptions. The law may be poor and faulty, but this does not lessen his obligation to read it and see that every clerk in the store realizes the legal conditions governing his daily occupation. Some one has stated that every business man should be a lawyer and we believe he should be, as far as a knowledge of his commercial relations is directly affected.

Do You Observe the Law?

If not, send \$1 to

THE TRADESMAN COMPANY,
 For their combined

LIQUOR & POISON RECORD.

"THE WEAR IS THE TRUE TEST OF VALUE."

We still have in stock the well-known brand

Pioneer Prepared Paint.

MIXED READY FOR USE.

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

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

SOLE AGENTS

POLISHINA THE FURNITURE FINISH.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

Geo. C. PIERCE, Vice President.

H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

Make a Specialty of Collections. Accounts of Country Merchants Collected.

GINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists,
 GRAND RAPIDS.

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

Embossed Cards,

Picture Advertising Cards,

Advertising Folders.

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

The Tradesman Company,
 GRAND RAPIDS.

SUSPENDED!

By His "Better Half,"



For allowing the dealer to impose on him by selling him Shoe Dressing other than

JETTINE.

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

Wholesale Price Current.

Advanced—Po. Jalap, Golden Seal Root, Chlorate Potash, Prussiate Potash. Declined—Opium.

Table listing various goods and their prices, including sections for ACIDUM, ANILINE, BACCAR, BALSAMUM, CORTEX, EXTRACTUM, FERRUM, FLORA, FOLIA, GUMMI, HERBA, MAGNESIA, and OLEUM.

Table listing various goods and their prices, including sections for TINCTURES, MISCELLANEOUS, and OILS.

HAZELTINE & PERKINS DRUG CO.

--- DRUGS ---

Chemicals and Druggists' Sundries

Patent Medicines, Paints, Oils, Varnishes. Sole Agents for the Celebrated Pioneer Prepared Paints.

WEATHERLY'S MICHIGAN CATARRH REMEDY

Whiskies, Brandies, Gins, Wines, Rums.

Whisky and Druggists' Favorite Rye Whisky.

We sell Liquors for Medicinal Purposes only. We give our Personal Attention to Mail Orders and Guarantee Satisfaction.

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

GROCERIES.

"Only One Per Cent."

From the American Grocer.

Bad debts are inevitable wherever business is conducted upon the credit system. That system may, in time, be overthrown in the retail trade, but the chances are that it will exist long after the present readers of trade journals are dead. There are many points in its favor, but the one which finds expression at the head of this article must not be so considered. Yet there are thousands of retailers who are contented with their system of credits because losses from bad debts "are only one per cent." We are frequently asked if this is too large, and unhesitatingly reply—Yes! It is fully one-eighth of the net profit of a well-conducted retail business and is a burdensome tax upon the earnings. Many are contented so long as the year's showing indicates no greater loss, congratulating themselves that only \$1 out of every \$100 credited is lost. If retailers would figure the per cent. of loss on the net earnings rather than on the volume of credits, they would find that their loss "of only one per cent." has increased to 10 to 15 per cent. of the reward of their year's labor.

Take, for instance, a business of \$30,000 per annum, with gross profits equivalent to 16 per cent. on the cost of the goods. This would result in a net profit of about \$2,000, provided store expenses were not over 8 per cent. A loss of "only one per cent." means 15 per cent. of the net profit. Is not this, then, a serious matter?

In our conversations with grocers, we hear frequent complaints about the amount tied up in credits. All mention a class who, to give one grocer's expression, "pay \$5 on account and trade \$10." There is a fear which almost amounts to commercial cowardice, that if such an account is checked or stopped, it involves a loss of the entire credit. Rather than take that risk, Tom, Dick and Harry are permitted to trade and pay on account, doing it in a manner that keeps the balance steadily growing larger. It is the exception when such an account is desirable. Sooner or later the most of such customers manage to leave the retailer in the lurch. As a general rule, no such credit should be extended, unless to a party of known responsibility and holding title to real estate.

Know your customers thoroughly before extending an account, and far better find out all about them before granting credit. Render bills promptly and make it the rule that all accounts shall be settled at least once every month, and in case of delay close the account. Better lose a few customers through being over careful than to pass to profit and loss a considerable sum. A credit business should be kept as close as possible to the line of sharp cash. Cater to the good payers and weed out the slow and risky patrons. Do not hesitate through fear of giving offense. Money is a tool and if tied up in accounts lessens the efficiency of the merchant, robs him of opportunities for bargains and desirable purchases, lessens his power of expansion, robs him of confidence in himself, sets him to shunning and making excuses with his creditors. That is a great deal of mischief for "only one per cent." to accomplish and excuse enough for our opinion that such an annual leak is too great for the permanency of a well regulated retail store.

A Female Customs Broker.

Cincinnati Correspondence Pittsburgh Dispatch.

A modest appearing young lady came into the office of Appraiser of the Customs Burdsal yesterday afternoon, said something to that official in a low voice, received an answer, smiled her reply, and went quietly away. Beyond an attractive face and pretty ways, her coming would call for no comment, especially by any one bent on business. She is Miss H. R. Groser, Cincinnati's female Custom House broker, probably the only lady in the world engaged in that business. She is a great success, and has the largest business in that line in the city, and is another example of what women can do if given an equal chance with men. The business is a most diffi-

cult one, and is about the last one that a young lady would think of engaging in. Miss Groser is decidedly young and pretty, and celebrated her twenty-first birthday in July. It is an extraordinary business in its numerous details in which she is engaged. She must know the different ratings and figures, the duties on every manner of goods from every country under the sun. The bills are made out in the coin of the country from which they come, and she must reduce that to United States currency. She must be posted on the tariff laws and regulations.

Miss Groser has the patronage and confidence of the largest importing firms in Cincinnati. Their goods are consigned direct to her. She figures up the duties, pays it and delivers the goods. She can handle a drayman to perfection, despite her demureness. Miss Groser's father was formerly a Custom House broker. He died and her sister took up the business, but after two years gave it up. Miss Groser was too young then, but several years later determined to earn her own living, and soon received the patronage of her father's old customers. Her sharp business methods soon brought additional customers, and to-day she is the leading Customs House broker in the city.

Wool Quiet—Hides Lower—Tallow Firm.

Wools remains quiet, with the market in favor of buyer. If cloths could be readily changed into money, manufacturers would take more freely. A stringent money market makes the market lower and uncertain. Sales of wool are small and confined to those who have orders to make up. The whole supply visible would disappear in lots taken for samples, if manufacturers are given a little time. No change for higher prices need be looked for until some disposition is made of the tariff bill.

Hides are lower, 1/2 @ 3/4 c per pound. Tanners held off and would not buy at the extreme price which let them accumulate. While the supply is ample for all wants, there is no surplus, but what would disappear if leather would respond. No advance need be looked for at present.

Tallow is firm, with a slight advance on a choice quality. At the extreme price only late rendering and prime stock is taken. The demand for oleomargarine is light and the price is low, tending to make tallow more plenty.

To Retail Grocers.

We have a limited quantity of large cucumbers, which will continue coming during the season and which we offer at 60c per bushel. Cash with the order. Walker & Son, Box 456, Grand Rapids.

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

VISITING BUYERS.

- | | |
|----------------------------|---------------------------|
| E Young, Ravenna | James Riley, Dorr |
| J C Scott, Lowell | B Gilbert & Co., Moline |
| O B Granger, Plainwell | D W Shattuck, Wayland |
| G H Walbrink, Allendale | H J Fisher, Hamilton |
| A H Northway, Fremont | W D Strunk, Byron Center |
| G Ten Hoop, Forest Grove | C S Comstock, Pierson |
| W H Pipp, Kalkaska | H McJerning, Jamestown |
| H L Woding, Mancelona | S H Baker, Sparta |
| Barry & Co., Rodney | M A Side, Kent City |
| E E Rice, Croton | J M Cook, Grand Haven |
| C W Ives, Belding, | J McKeivley, Maple Grove |
| Bird & Peelp, Saugatuck | P Mulder, Graefschap |
| E A Parkinson, Traverse Cy | J McConnell, Jennings |
| J T Perham, Kent City | S McNitt, Byron Center |
| J L Ash, West Troy | A M Church, Englishville |
| W H Hicks, Morley | J Kinney, Kinney |
| Severance & Rich, | J VanDen Bosch, Zeeland |
| Middleville | W McWilliams, Conklin |
| L Cook, Bauer | W R Lawton, Berlin |
| C A Brotz, Moorland | F F Watson, Ada |
| J J Bynne, Grattan | Eil Runnels, Corning |
| J R Harrison, Sparta | E E Hewitt, Rockford |
| S Cooper, Jamestown | John Gunstra, Lamont |
| H Van Noord, Jamestown | Isaac Quick, Allendale |
| Wm Karsten, Beaver Dam | A Purchase, So Blendon |
| Wm VerMeulen, Beaver Dam | J L Purchase, Bauer |
| N Harris, Big Springs | Geo P Stark, Cascade |
| L N Fisher, Dorr | Caspar Schutt, Lake View |
| Rhodes & Leonard, Hart | T D Hobbs, Kalkaska |
| G VanLopik & Son, Gd Haven | I A Woodard & wife, Lake |
| | W J Clark, Harbor Springs |
| | E S Haughtaling, Hart |
| | M V Gundrum & Co, Leroy |

An English Tobacco Syndicate.

An English syndicate is now pushing a scheme by which they expect to obtain control of the tobacco warehouses of Louisville and Cincinnati. The Western Tobacco Warehouse Trust, as the new syndicate is to be known, will have control of the market for Western tobacco. It is expected that the warehousemen of Clarksville, Tenn., will join this syndicate. The warehousemen solicit the consignment of the tobacco crop from the planters directly, and then sell by auction. In this way the planters are almost wholly at the mercy of the warehousemen.

PRODUCE MARKET.

Apples—Dried, 8@8 1/2 c for sun-dried and 11@12 c for evaporated. The market is strong. Apples—Fall fruit commands 50@75c per bu. Dealers hold at \$2.25@2.50 per bbl. Beans—Dry stock continues to get firmer, being now held at \$2.25@2.50 for city hand-picked. Beets—New, 50@60c per bu. Butter—Dairy is in good demand at 14@16c per lb. Blackberries—Wild, 6c per qt. Cultivated are about out of market. Cabbages—Home grown, 75c per doz. or 85c 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, \$1.45 per bu. Grapes—Concord and Ives are in good supply, commanding 4c per lb. 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, 75c per crate. Onions—Green, 15c per doz. Home grown, \$1.25 per bu. Pop Corn—4c per lb. Potatoes—Home grown stock is in good demand, dealers paying 65@70c for choice stock. Pears—Bartlett stock, \$2.50 per bu.; California, \$3 per box. Peaches—California \$3 per box. Plums—Green Gages and Damsons, \$2.50 per bu.; California, \$2 per box. Sweet Potatoes—Baltimores, \$4 per bbl; Jersey, \$5 per bbl. Tomatoes—Home grown are coming in freely, being held at \$1 per bu. Turnips—50@60c per bu. Watermelons—Indiana stock is coming in very plentifully, being held at 10@15c apiece. Whortleberries—About out of market.

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	12 00
Extra clear, heavy	12 00
Clear, fat back	12 00
Boston clear, short cut	12 50
Clear back, short cut	12 50
Standard clear, short cut, best	12 50

SAUSAGE—Fresh and Smoked.

Pork Sausage	7
Ham Sausage	9
Tongue Sausage	9
Frankfort Sausage	8
Blood Sausage	5
Bologna, straight	5
Bologna, thick	5
Head Cheese	5

LARD—Kettle Rendered.

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 00
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 Cleafs, 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	@ 25
California salmon	@ 22

OYSTERS—Cans.

Fairhaven Counts	@ 35
F. J. D. Selects	@ 30
Selects	@ 25
F. J. D.	@ 25
Anchors	@ 23

FRESH MEATS.

Swift and Company quote as follows:

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

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.

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

MIXED CANDY.

Standard, per lb.	8 1/2
Leader	8 1/2
Royal	9
Extra	10
English Rock	10
Conserves	10
Broken	9
Cut Loaf	10
French Creams	12
Valley Creams	13

FANCY—In 5 lb. boxes.

Lemon Drops	12
Sour Drops	13
Peppermint Drops	14
Chocolate Drops	14
H. M. Chocolate Drops	18
Cum Drops	10
Licorice Drops	18
A. B. Licorice Drops	14
Lozenges, plain	14
" printed	15
Imperials	14
Mottos	15
Cream Bar	13
Molasses Bar	13
Caramels	10@18
Hand Made Creams	18
Plain Creams	16
Decorated Creams	30
String Rock	15
Burnt Almonds	22
Wintergreen Berries	14

FANCY—In bulk.

Lozenges, plain, in pails	12
" printed, in pails	13
Chocolate Drops, in pails	12
Gum Drops, in pails	6
Moss Drops, in pails	10
Sour Drops, in pails	12
Imperials, in pails	12

ORANGES.

Rodi, choice, 300	@ 7 50
" 300	@

LEMONS.

Messina, choice, 360	@ 7 50
" 300	@
" fancy, 360	@ 8 00
" 300	@

OTHER FOREIGN FRUITS.

Figs, Smyrna, new, fancy layers	@ 16
" Fard, 10-lb. box	@ 10
" 50-lb. "	@ 8
" Persian, 50-lb. box	@ 7

NUTS.

Almonds, Tarragona	@ 17 1/2
" Ivaca	@ 17
" California	@
Brazils	@ 15 1/2
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 1/2
" Roasted	@ 12 1/2
Fancy, H. P., Game Cocks	@
" Roasted	@
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

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

For Sale by Leading Wholesale Grocers.

Wholesale Price Current.

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

Table of wholesale prices for various goods including apples, butter, flour, and other commodities. Columns list item names and prices per unit.

Table of wholesale prices for various goods including seeds, soda, meals, and other commodities. Columns list item names and prices per unit.

Advertisement for P. B. OYSTERS and P. B. REMEMBER THAT BUNOLA COFFEE. Includes text about product quality and contact information for Putnam Candy Co.

THE END OF PEGGY PIGGOT'S COURTSHIP.

We lived in a lonely Western place when Ebenezer courted me. Wild animals were plenty—wolves and bears and deer and panthers. We did all our own work, spinning, knitting, weaving, tailoring, everything but shoemaking. I was a very "capable" girl. There was little that I couldn't do, and though I was fond of Eben, I was very independent. Women were scarce and were valued accordingly, and I had just as good a time as I cared to have. Plenty of work to do; baking, brewing, dyeing. Father's clothes, all our dresses, dinners for troops of farm hands in summer time. Plenty of fun, too; bees and parties and singing schools and straw rides. More beaux than I could count. I didn't want to give it all up and marry and settle down. I told Eben I'd have him some time, and thought he ought to be contented, though I'd kept him off and on for five years. I was five-and-twenty, big and strong, with black eyes and kinky black hair, and cheeks like peaches. A beauty, they called me. All I had to do, if I wanted to settle, was to say "Yes" to any one of twenty. I was the sort of wife they wanted there, and I knew it.

So it seemed to me Ebenezer had no business to be impatient. I'd said I'd have him some time; that should have been enough. He courted hard, for he was in earnest. He was always bothering, and I don't call myself an angel. It put me out of temper.

One Sunday night he had come over early and he'd been staring at me all the evening. I was spinning. No need of it, particularly, but it kept him from talking. I sat in the sitting room, though we might have had the parlor, pretending that work pressed. It was as dark as Egypt out of doors; neither stars nor moon, and the snow a foot deep; but the big wood fire blazed on the hearth, and we had lots of lamps and candles. About nine o'clock the children went up-stairs. About ten, mother took a lamp and went off, and father smoked out his pipe and followed. We were alone, Eben and I; and that minute, what did he do but come over to where I sat, kneel down beside me, with his arm about my waist, and say:

"Peggy Piggot, what do you think I'm made of? I've been courting you five years to-night. When will you marry me?"

I pushed him away.
"Dear me," said I, "when I'm ready to be a married woman, good and ready, too, and that time hasn't come yet. Everybody says that courting days are twice as pleasant as married life, and I believe what everybody says must be true. There! I won't be kissed. Get up."

He got up and sat down in ma's rocking chair.

"You don't make my courting days over pleasant," he said, "and I want to settle down. We're neither of us very young; I'm thirty and you are twenty-five. Do stop spinning."

"Oh, yes; I'm an old maid," said I. "You'd better go and find some girl in her teens, don't mind me, I have plenty of chances when I choose to take them."

"Peggy, you know how dearly I love you," he said. "I never look at another girl, but I don't like to be made a laughing stock of, to be jilted after all, perhaps, for you are a flirt, as you know well, Peggy."

Now I was fond of Ebenezer. At heart I did not believe his equal was to be found west of the Rocky Mountains, but I was not to be forced into making myself cheap. My idea was that a man values more what is hardest to get. I went on spinning as if life depended on it.

"It's according to the way you behave," I said, "whether I jilt you or not, remember that."

"I behave well enough, I'm sure too well," said Eben. "I care for no one else. I come five miles to see you every night, horse or no horse. I work hard, I've built a pretty home for you; I'm ready to furnish it, and I put by all I can. I do all I can."

"You really do too much," said I. "Don't be so very economical for my sake. You know I have a home already,

and, as for your exertions in coming to see me, I really hope you won't come so often or stay so late, for it's really quite a bother."

It was hateful of me, but Eben had brought it on himself, by being so ready to coax me into good nature again when I was cross. He had never resented anything before. This time I'd gone too far. He just got up, took his lantern from the corner and lit it at the fire; put his hat on his head and went to the door. Then, without so much as a good-bye, he shut it after him. I laughed. I expected that he'd come back to beg pardon in a minute, but I heard his steps crunching away through the snow until the sound died out; he was not coming back; I had done it, this time. I ran to the window and saw far away the light from his lantern fading into a little speck of red, and all my pride and vanity and sauciness seemed to die within me. What if Eben never should come back! It looked like it. A thing was seldom done lightly with him. And if he had gone, I could marry if I liked. I had my choice—Doctor Crane and Lawyer Lynn, the handsome music teacher and organist at Tallahoe, and either of the three clerks at the store.

"Rich old men with forty cows to milk," and "poor young men with pockets lined with silk;" but you see I didn't love one of them, and I did love Ebenezer. I tried to think why, for there was no denying that he was lean and lank and had red hair. I couldn't give myself any answer. Somehow he was my choice. He wasn't rich, and he wasn't handsome, but the thought that he would never come back again nearly broke my heart. First, I cried, and then I wanted to beat myself for doing as I'd done. I gave the wheel a push that overset it and sat down before the fire, in mother's rocking chair, with my elbows on my knees, and my chin in my hands.

The pan of boiled chestnuts was resting on the hearth. I'd meant to offer them and some apples and cake before he went off.

I'd really intended to have a good time, but the old boy was in me, tempting me, and I'd spun, without a word hardly, all that evening. Queer spells like that come to folks, you know, sometimes. And he hadn't been cross; he'd played with the children and told them conundrums, and agreed with father about politics, and listened to mother's descriptions of the style she used to live in when she was a girl. He'd given me a lot of candy and he'd whispered all sorts of sweet things in my ear, and there I'd gone and packed him off without a good word or a mouthful to eat, with a nasty speech for him to think over.

"Oh, Eben," I said, "what did I do it for!"

It was cold, winter weather, but I grew hot with my thoughts. I shoved up the window to cool my face, for I'd never felt so in my life, except once, when I had a fever. The marks of Eben's feet going away from me were plainly to be seen, where the light from the room fell out on the packed snow. Beyond, all was darkness; the road dark; the sky dark; the bare tree branches blacker lines on its darkness. The wind was rising; I heard it moan, but I heard another sound, also, that made my blood run cold. A low, long, dreadful sound that I knew only too well. The howling of a pack of wolves.

The weather had been cold and everything frozen of late. The wolves were fierce with hunger. The wind brought their voices down toward me. I knew which way the wind blew. Eben had gone that way. He hadn't a pistol; he hadn't even a stick; and the wolves had killed more than one man, on hungry winter nights, on Hawkleigh Acres.

Had I been kind, had he sat with me later, the beasts would have passed on; but he had just gone out to meet them. Blundering on, angry and thinking only of me, he would meet them, and then—I gave a shriek as I thought what would happen. Then I made up my mind to save him if I could, and I ran to the hearth. A good, long brand I had only put on a while before was blazing at one end like a torch, and father's pistols were on the wall and always loaded.

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.



Putnam Candy Co.

HEAD-QUARTERS 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.

I buckled the belt around my waist, stuck them both into it, seized my torch and only stopped to shut the window and pull to the door, for the wolves might come that way. Then away I went, led on by the black holes on the white snow where Eben's feet had been set, on toward Hawleigh Acres.

The howling of the wolves grew louder, nearer I heard a man's voice, now I saw a little gleam of red light, and now I was in the midst of it. A great crowd of the lean, famished beasts pressing down upon one man, who faced them and still kept them a little at bay by the swinging lantern with which he flashed the light in their eyes as he walked backward. It was Eben.

I was at his side in a moment. I flourished the blazing log over my head, and showered the sparks toward the beasts. For a moment they were held in check by it. Eben turned.

"Great Powers! You here, Peggy?" he cried. But I answered with a shriek of: "Be on your guard! Take one of these pistols! Fight your way back; it's not far!"

He snatched the pistol. There was no time for words. We dared not turn our backs. Facing the horrible creatures—how many I shall never know—we fought our way backward through the deep snow, firing among them and flinging the fiery sparks into their red eyes. One or two dropped, but the rest kept on, angrier and more determined than before, until we stumbled and nearly fell over the edge of the old porch at home, burst the door open and dashed the burning brand in the face of the beast who strove to follow us, slammed it to, and were safe.

We heard the fiends howling outside, but the bolts were strong, and soon they rushed away to the chicken coops and the sheep fold, where they found easier prey than we had been.

Nobody had been awakened. The fire burned on the hearth, the lamp was alight, there lay my spinning wheel on its side. Had it really happened, and was it all over?

I was not a girl who often cried, but the thought of what might have been the end of it set me sobbing. I looked at Eben, pale and panting, with a great scratch on his hand that a wolf had given him with its teeth, and I forgot all my airs, and fairly threw my arms about his neck.

"Oh! Eben, darling," I cried; "what should I have done without you?"

"You do care for me, then?" he said; and he sat down in the rocking chair, and took me on his knee, as if I'd been a little child.

We sat there until the gray dawn broke, and then he went away; and I never teased him again, and a happier couple never lived, I think, than he and I. At least, I never knew one.

AMANDA REED WILLETT.

Buying on Time.

The following conversation between a salesman for an Eastern house and a dealer with an uncertain credit was recently heard in a sample room in a hotel rotunda:

"I take de gudes on ninety days."

"Well—er—yes, but I can't give ninety days."

"No? Vell, I buy less unt take dem on sixty days' time."

"Ahem. Yes, but I fear I can't sell them on sixty days' time."

"Not on sixty days? Gude graashious! Vell, I take not so mooch, unt I puy on thirty days' time."

"Well really—er—now, but I must refuse to sell on thirty days' time."

"Why?"

"Your store might burn up in thirty days."

"Ah, vell, I am inshured fooly."

"True; but you might die."

"Yes, but mine Gott in himmel a man doan't die on thirty days' time."

Danger Signals.

Engineer—That drug store has got to be moved back from the railroad track.
Director—What's the matter with it?
Engineer—I forgot about its being there last night, and when I saw that red light in the window I thought it was a danger signal, and I stayed here for one blessed hour before I remembered.

The Condition of Trade.

From the New York Shipping List.

The volume of general trade continues to expand in response to the increasing demand for merchandise in nearly all sections of the country, the most significant indication of which is the increase in bank clearances, which last week were about 20 per cent. in excess of the corresponding period last year. This fact, therefore, in connection with locking up of money by Treasury absorption, by the carrying of large supplies of imported merchandise, by the carrying of silver bullion awaiting higher prices and speculative operations in grain, accounts for the closeness of money that was so conspicuous a feature last week in this city and that prevails to a greater or less extent in all the principal interior cities. Just at the time when money is most wanted to meet the requirements of increasing trade and the marketing of crops, the supply suddenly shrinks, and hence the present condition of affairs. The efforts of the Secretary of the Treasury to afford relief have partially relieved the strain, but it will take time for these measures to produce actual results and therefore the tension is likely to be kept up for some time and there is very little prospect of cheap money during the early autumn months, for the interior demand for funds must naturally increase as trade and crop movements become more active. The apprehension of further disturbance in the money market has a restricting influence upon speculation, and likewise has a tendency to curtail business operations in all departments of commercial activity, but the uncertainty surrounding the threatened labor troubles imparts a feeling of more confidence, so that notwithstanding the drawback of close money and unsatisfactory crop outlook in many important sections, the commercial pulse quickens and the market generally reflects a more animated appearance. The grain market continues active, but feverish, and fluctuations are influenced almost wholly by the daily supply of weather bulletins that are supplied for speculative purposes, but reliable authorities report no important change in the estimated yield of winter and spring wheat. The most cheering reports continue to be received from the South in respect to the crop outlook there, the promise of a large cotton crop growing better, while the yield of rice, sugar and corn will be unusually heavy. As a consequence Southern buyers are stocking up liberally and the Southern cities show the most marked improvement. Reports from the West indicate that in St. Louis business is of fair volume although somewhat affected by injury to crops, while in Kansas City trade is healthy, particularly in live stock and packing. Milwaukee reports that crops will average fairly and Minneapolis mills have a large output of flour at advancing prices. The receipts of grain, seeds, dressed beef and cheese at Chicago are somewhat below last year's, in butter the decrease is 40 per cent., in hides 33 and in cattle considerable. But there is a heavy increase in hogs, a gain of 100 per cent. in lard and some increase in cured meats and wool, and sales of dry goods and other merchandise exceed last year's. In this city there has been a good demand for dry goods, but the large offerings of foreign woolsens have caused an easier feeling, while cotton fabrics are steady. The sharp advance that has taken place in the value of leather and hides threatens to result in a reaction, the iron market is quiet and steady and staple groceries are in moderate request, with coffee and sugar showing an easier tendency. Anthracite coal is dull and metals have undergone no important change.

Non-Committal on the Wash Question.
Mrs. Dusky—Am dem de black stockings you told me about buyin'?
Miss Saffron—Yes, dem is de ones, Cicely, an' dey only cos' seventy-five cents.
Am dey silk?
Not 'zactly, but dey's jes' as good?
An' will dey wash?
Dat I don't know; I'se only had 'em six weeks.

TIME TABLES.

Grand Rapids & Indiana.

In effect June 22, 1900.

TRAINS GOING NORTH.	
Leave.	Arrive.
Big Rapids & Saginaw.....	6:55 a m
Traverse City & Mackinaw.....	7:25 a m
Traverse City & Mackinaw.....	9:15 a m
Traverse City & Saginaw.....	9:15 p m
Mackinaw City.....	8:50 p m
Train leaving at 10:30 p m, runs daily, Sunday included. Other trains daily except Sunday.	

GOING SOUTH.	
Leave.	Arrive.
Cincinnati Express.....	6:00 a m
Fort Wayne & Chicago.....	10:15 a m
Cincinnati Express.....	5:40 p m
Sturgis & Chicago.....	10:50 p m
From Big Rapids & Saginaw.....	11:50 a m
Train leaving for Cincinnati at 6 p. m. runs daily, Sundays included. Other trains daily except Sunday.	

Muskegon, Grand Rapids & Indiana.
Leave
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. Almqvist, ticket agent at depot, or Geo. W. Munson, Union Ticket Agent, 67 Monroe St., Grand Rapids, Mich.
C. L. LOCKWOOD, Gen'l Pass. Agent.

Detroit, Grand Haven & Milwaukee.

GOING WEST.	
Arrives.	Leaves.
*Morning Express.....	12:50 p m
Through Mail.....	4:10 p m
*Grand Rapids Express.....	10:35 p m
*Night Express.....	6:40 a m
*Mixed.....	7:30 a m

GOING EAST.
*Detroit Express..... 6:45 a m
*Through Mail..... 10:10 a m
*Evening Express..... 3:35 p m
*Night Express..... 9:50 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 at 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 at Grand Haven with steamboat for Milwaukee.
Secured and sleeping car berths secured at D., G. H. & M. R.'y offices, 23 Monroe St., and at the depot. JAS. CAMPBELL, City Passenger Agent.
JNO. W. LOUD, Traffic Manager, Detroit.

Toledo, Ann Arbor & Northern.

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

CHICAGO & WEST MICHIGAN.

DEPART.	
Mail and Express for Big Rapids, Ludington, Manistee & Traverse City.....	*7:30 a m
Express for Chicago and Muskegon.....	*9:00 a m
Fast Mail for Chicago.....	*1:00 p m
Express for Muskegon and Hart.....	*5:45 p m
Night Express for Chicago.....	*11:35 p m
Night Express for Indianapolis.....	*11:35 p m
Mail for Big Rapids, Manistee and Traverse City.....	*5:05 p m
Ex. for Grand Haven & Muskegon.....	*8:40 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..... *12:25 p m
Mail from Chicago and Muskegon..... *3:55 p m
Express from Grand Haven..... *5:50 p m
Fast Express from Chicago..... *10:15 p m
Ex. from Muskegon and Pentwater..... *5:50 p m
Ex. from Baldwin and Traverse City..... *4:50 p m
Express from Traverse City..... *11:30 p m
*Daily. *Daily except Sunday. *Daily except Saturday. *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.....	*1:00 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..... *5:15 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 route to and from 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—1:30, 2:30, 3:30, 4:30, 5, 5:30 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, 6:30, 7:30, 8:30, 9:30, 10:30 p m. Sunday trains—2, 3, 4, 5, 5:30, 6 p m. For tickets and information.
WM. A. GAVETT, Acting Gen. Pass. Agt.

MICHIGAN CENTRAL

"The Niagara Falls Route."

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

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

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 TYPE
ELECTROTYPERS
Stereotypers
Photo & Zinc Engraving
ALSO LEADS SUCCS, BRASS RULE
WOOD & METAL FURNITURE
BOXWOOD AND MAPLE. ERICEST GRAND RAPIDS MICH.

THE MICHIGAN TRADESMAN.

The P. of I. Dealers.

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

Ada—L. Burns.
 Adrian—Powers & Burnham, Anton Wehle
 L. T. Lochner, Burleigh Bros.
 Allegan—Chas. Spear
 Allendale—Henry Dolman.
 Almira—J. J. Gray.
 Almont—Colerick & Martin.
 Armada—C. J. Cudworth.
 Assyria—J. W. Abney.
 Banfield—Andrew Brezee.
 Bay City—Frank Rosman & Co.
 Belvidere—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 Bencus, 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.
 Dansville—Levi Geer.
 Deerfield—Henry W. Burghardt.
 Dowling—Rice & Webster.
 Ewart—Mark Ardis, E. F. Shaw, John C. Devitt.
 Fenwick—Thompson Bros., S. H. Rinker.
 Flint—John B. Wilson, Geo. Stuart & son, Bar-
 ney Granite and Marble Works.
 Flushing—Sweet Bros. & Clark.
 Forester—E. Smith.
 Freeport—C. V. Riegler.
 Gladwin—John Graham, J. D. Sanford, Jas.
 Crockery.
 Gowan—Rasmus Neilson.
 Grand Haven—Brandy & Co.
 Grand Junction—Adam Crouse.
 Grand Rapids—Joseph Berles, A. Wilzinski,
 Brown & Seiler, Houseman, Donnally & Jones,
 Ed Struensee, Wasson & Lamb, Chas. Pettersch,
 Morse & Co., Famous Shoe Store, Harvey & Hey-
 steck, Mrs. J. Reynolds, E. Burkhardt.
 Greenville—Jacobson & Netzorg.
 Hart—Rhodes & Leonard, W. Weidman, Mrs.
 E. Covell.
 Howard City—O. J. Knapp, Herold Bros., C. E.
 Pelton.
 Hubbardston—M. H. Cahalan.
 Hudson—Henry C. Hall.
 Imlay City—Cohn Bros., Wyckoff & Co., C. J.
 Buck, E. E. Palmer.
 Ionia—H. Silver.
 Jackson—Hall & Rowan.
 Jenisonville—L. & L. Jenison (mill only).
 Jones—R. C. Sloan.
 Kalama—L. R. Cessna.
 Kent City—M. L. Whitney.
 Kewadin—A. Anderson.
 Lacey—Wm. Thompson.
 Laingsburg—D. Lebar.
 Lake City—Sam. B. Ardis.
 Lakeview—H. C. Thompson, Andrew All &
 Bro.
 Langston—F. D. Briggs.
 Lansing—R. A. Bailey.
 Lapeer—C. Tuttle & Son, W. H. Jennings.
 Lowell—Patrick Kelly.
 Ludington—Wm. Huysett.
 McBain—Sam. B. Ardis.
 Mancelona—J. L. Farham.
 Manton—Mrs. E. Liddle.
 Maple City—A. & J. Brown.
 Marshall—W. E. Bosley, S. V. R. Lepper & Son.
 Mason—Marcus Gregory.
 Mecosta—J. Netzorg.
 Mecosta—Robert D. Parks.
 Milan—C. C. (Mrs. H. S.) Knight, Chas. Gaunt-
 lett, James Gauntlett, Jr.
 Millbrook—Bendelson.
 Millington—Chas. H. Valentine.
 Minden City—L. Springer & Co.
 Monroe Center—Geo. H. Wightman.
 Morley—Henry Strope.
 Mt. Morris—F. H. Cowles.
 Mt. Pleasant—Thos. McNamara.
 Nashville—H. M. Lee.
 Nottawa—Dudley Cutler.
 Ogden—A. J. Pence.
 Olivet—F. H. Gage.
 Onondaga—John Sillik.
 Orange—Tew & Son.
 Orono—C. A. Warren.
 Oviatt—H. C. Pettingill.
 Pearl—Geo. H. Smith.
 Remus—C. V. Hane.
 Richmond—A. W. Reed.
 Riverdale—J. B. Adams.
 Rockford—B. A. Fish.
 Sand Lake—Frank E. Shattuck, T. J. Blanch-
 ard.
 Sebawa—John Bradley.
 Shelbyville—Samuel Wolcott.
 Sheridan—M. Gray.
 Shultz—Fred Otis.
 Spencer Creek—M. M. Elder.
 Spring Lake—Geo. Schwab, A. Bitz.
 Springport—Powers & Johnson, Wellington &
 Hammond, Elmer Peters.
 Stanwood—F. M. Carpenter.
 Traverse City—John Wilhelm, S. C. Darrow,
 D. D. Palne.
 Vassar—McHose & Gage.
 Wheeler—Louise (Mrs. A.) Johnson, H. C.
 Breckenridge.
 White Cloud—J. C. Townsend, N. W. Wiley.
 Whitehall—Geo. Nelson, John Haverkate.
 Williamsburg—Mrs. Dr. White.
 Woodbury—Henry Van Houten, Chas. Lapo.
 Williamston—Thos. Horton.
 Woodland—Carpenter & Son.
 Yankee Springs—T. Thurston.

Net Cash.

When the term "net cash" is used in contract of sale it is understood that no discount is to be allowed upon the bill! But the term has been used so much in connection with some qualifying word, as "prompt," "ten," "thirty," or even

"sixty" days, that when used without such qualifying word it is not understood to imply anything as to the time of payment, but is taken to mean simply that no discount will be allowed. "Net cash, prompt," or "net cash on shipment," mean immediate payment, but where "net cash" is used without any qualifying word, the time of payment, according to this custom, is left to be determined by a further agreement or by the custom of 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 99
No. 2 "	3 89
Pearl top.	
No. 1 Sun, wrapped and labeled	3 70
No. 2 "	4 70
No. 2 Hinge, " " "	4 70
La Bastie.	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 "	1 50
No. 1 crimp, per doz.	1 35
No. 2 "	1 60
STONEWARE—AKRON.	
Butter Crocks, per gal.	06 1/2
Jugs, 1/2 gal., per doz.	75
" " " "	90
" " " "	1 80
Milk Pans, 1/2 gal., per doz. (glazed 66c)	65
" " " " (90c)	78
FRUIT JARS.	
Mason's, Boyd's or Rowley's caps.	
Pints	\$ 7 50
Quarts	8 00
Half-gallons	11 00
Above quotations are f. o. b.	

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.



Galvanized Iron Cornice,

Plumbing & Heating Work.

Dealers in
 Pumps, Pipes, Etc., Mantels
 and Grates.
 Weatherly & Pulte,
 GRAND RAPIDS, MICH.



SEND FOR PRICE LIST.

Holdfasts

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



Rindge, Bertsch & Co.

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.

El. Puritano Cigar.



The Finest 10 Cent Cigar ON EARTH

MANUFACTURED BY
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 Bay City.
 T. E. BREVOORT, - Detroit.

WM. R. KEELER,
 JOBBER OF

Confectionery and Fruits, Nuts and Cigars,

412 SOUTH DIVISION ST. TELEPHONE 92-3R.

My stock includes everything generally kept in my line, which I sell at rock bottom prices. Send me your mail orders. I will guarantee satisfaction.

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.