

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

\$1 Per Year.

VOL. 10.

GRAND RAPIDS, MAY 24, 1893.

NO. 505

Grain Bags.

Burlap in 6½ and 8 oz.

Wadding.

All Grades in Sacks

From 1 to 20 lbs.

Twines.

Feathers.

Peerless Warps in All Colors.

Prints, Dress Goods, Outing Flannels, Chevrons, Gingham, Satines, and a new, complete line of

TOILE DU NORDS and A. F. C. WASH GINGHAMS.

P. STEKETEE & SONS

SEEDS!

Everything in Seeds is kept by us—Clover, Timothy, Hungarian, Millet, Red Top, Blue Grass, Seed Corn, Rye, Barley, Peas, Beans, Etc.

If you have Beans to sell, send us samples, stating quantity, and we will try to trade with you.

We will sell Egg Cases and Egg Case Fillers. No. 1 Egg Case, complete (in lots of 10), 35c each. No. 1 Fillers, 10 sets in a No. 1 Case, \$1.25. No. 2 Fillers, 15 sets in a No. 1 Case, \$1.50.

W. T. LAMOREAUX CO., 128, 130 and 132 W. Bridge St., Grand Rapids, Mich.

SEEDS

PLANTS, TOOLS, ETC.

For 1893

NEW CROP SEEDS

Every article of value known. You will make money and customers if you buy our seeds. Send for wholesale price list.

CLOVER and GRASS SEEDS, ONION SETS and SEED POTATOES. All the standard varieties in vegetable seeds

ALFRED J. BROWN, Seedsman,

24 and 26 NORTH DIVISION ST., GRAND RAPIDS, MICH.

FLAGS, FIREWORKS, FIRECRACKERS,

All the best makes at lowest prices. Send for catalogue and price list.

COMPLETE LINE OF 4TH OF JULY GOODS.

A. E. BROOKS & CO.,
46 Ottawa St., Grand Rapids, Mich.

Lemons

—AND—

Oranges.

Buy them of

THE PUTNAM CANDY CO.

MOSELEY BROS.,

JOBBER OF

- SEEDS -

Clover, Timothy, Millet, Hungarian, Field Peas, Etc.

Green Vegetables, Oranges, Lemons, Bananas, and Fruits of all kinds

EGG CASE FILLERS, Ten sets No. 1, with Case, \$1.25.

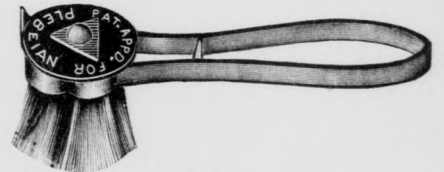
26, 28, 30 and 32 Ottawa St., Grand Rapids, Mich.



Grand Rapids Brush Co.,

Manufacturers of

BRUSHES



GRAND RAPIDS, MICH.

Our goods are sold by all Michigan Jobbing Houses.



Have you Use for a High Grade Laundry Soap?

Made Expressly for

Washing, Cleansing and Purifying

It is **SILVER SOAP,**

MANUFACTURED BY

THE THOMPSON & CHUTE SOAP CO., Toledo, Ohio.

CHAS. A. COYE,

Manufacturer of

AWNINGS AND TENTS

HORSE AND WAGON COVERS

Jobbers of Oiled Clothing and Cotton Ducks.

Send for Price List.

11 Pearl St., Grand Rapids, Mich.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

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

FERMENTUM

The Only Reliable

COMPRESSED YEAST

*Far superior to any other.
Endorsed wherever used.*

MANUFACTURED BY
RIVERDALE DISTILLERY, CHICAGO, ILL.

Main Office, 270 Kinzie St., Chicago, Ill

AGENCIES.

Grand Rapids, Mich., 106 Kent St.
Toledo, Ohio, 707 Jefferson St.
Cleveland, Ohio, 368 Prospect St.
Indianapolis, Ind., 492 Park Ave.
Fort Wayne, Ind., 195 Hanna St.
Milwaukee, Wis., 317 Prairie St.
St. Paul, Minn., 445 St. Peter St.
St. Louis, Mo., 722 S. Fourth St.
Kansas City, Mo., 24th and Terrace Sts.
St. Joseph, Mo., 413 Edmund St.
Rochester, N. Y., 409 E. Main St.

New York, 20 Jane St.
Boston, Mass., 19 Broadway.
Albany, N. Y., 98 Green St.
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Davenport, Ia., 513 West 3d St.
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Special attention given to all country orders.

NOTICE—When writing to agencies for samples be sure and address "FERMENTUM COMPRESSED YEAST."

STANDARD OIL CO.,

GRAND RAPIDS, MICHIGAN.

DEALERS IN

Illuminating and Lubricating

-OILS-

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave.

BULK WORKS AT

GRAND RAPIDS,
BIG RAPIDS,
ALLEGAN.

MUSKEGON,
GRAND HAVEN,
HOWARD CITY,

MANISTEE,
PETOSKEY,

CADILLAC,
LUDINGTON.

HIGHEST PRICE PAID FOR

EMPTY CARBON & GASOLINE BARRELS.

LEMON & WHEELER COMPANY,

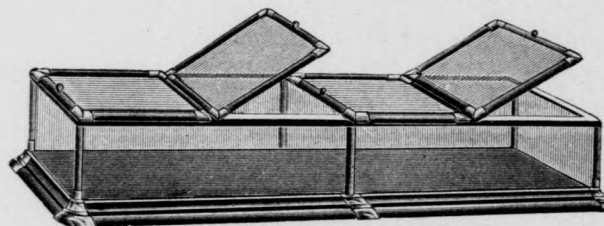
IMPORTERS AND

Wholesale Grocers

Grand Rapids.

HEYMAN COMPANY,

Manufacturers of Show Cases of Every Description.



FIRST-CLASS WORK ONLY.

63 and 65 Canal St., Grand Rapids, Mich.

WRITE FOR PRICES.



AGENTS

FOR

BICYCLES

Can make money by buying some of the wheels we are offering at

Special Prices to clean up our stock—Many 1893 Model High and Medium Grade Wheels will be sold at less than Cost.

Agents wanted for the most complete line of Wheels in the State.

Repairing and changing wheels a specialty.

PERKINS & RICHMOND, 101 Ottawa Street.

VOORHEES

Pants and Overall Co.,
Lansing, Mich.

Having removed the machinery, business and good will of the Ionia Pants and Overall Co. to Lansing, where we have one of the finest factories in the country, giving us four times the capacity of our former factory at Ionia, we are in a position to get out our goods on time and fill all orders promptly. A continuance of the patronage of the trade is solicited.

E. D. VOORHEES, Manager.

still, and to keep still under such circumstances was a pretty hard thing to do. I don't pretend to say that I'm more courageous than lots of other women, but I don't believe you can find many who would brave it out in that kind of danger better than I did.

By and by he seemed satisfied that I was asleep, and turned away from the bedroom door, leaving it wide open. I saw him go over to the old blue chest, and I knew then what he was after.

I breathed easier when his back was turned. I didn't dare to stir, though, but just lay there with my eyes open and watched him. I saw him take a big bunch of keys out of his pocket and try several before he found one that fitted the lock of the chest. Pretty soon he found one that would open it. He turned the cover back against the wall, and went to rummaging about in the till for the money that was covered up with some old cloth and papers. It wasn't long before he found it, and after making sure it was what he was after, he put it in his pocket and shut up the chest.

You can't imagine how I felt when I knew that poor Ben Green was likely to lose his money. He had worked so hard for it, and depended so much on it to help him get a home, that losing it would be like death to him. I wouldn't have felt so bad if it had been our own, I'm sure.

When he had closed the chest he took up his lantern and came back to the bedroom door and looked at me again, to make sure, I suppose, that I was asleep. I shut my eyes again and deceived him as I had before. Then he went into the hall, but instead of going toward the front door, he went the other way, and I heard him open the door into the cellar-way. Like a flash it came to me that I could trap him if I was quick enough. I never stopped to think about what might happen—all I thought about was saving poor Ben's money. I got out of bed, slipped into the hall, and was close behind him, as he stood looking down into the darkness. In less time than it takes to tell it I sprang against him with every bit of the strength there was in me, and he went tumbling headlong down the stairs. Then I swung the door shut, slipped the bolt into its place, and he was my prisoner. I knew he couldn't get out of the cellar unless he came through the door, for it was walled up with stone, and I felt pretty sure of that door, for if you'll look at, you'll see that it's thick and heavy.

Dear me! How the man did rave and swear. It made my blood run cold to hear him. But I didn't stop to listen long. I slipped on my dress, took the baby and wrapped her up in a shawl, and started for the nearest neighbor's for help. I got a boy to go to the factory for John, and the neighbor and I went back to the house. The man was trying to beat the door down with something he had found in the cellar, when we got there. The neighbor had a pistol, and he was all ready to fire at the man the minute he made a hole through the door. But before he succeeded in doing that, John came, with two or three others, and they captured him without much trouble, for they told him they'd shoot him like a dog if he didn't give up peaceably, and they would have done it, and he knew it. So, you see, I saved Ben's money, after all, and the first thing John did next morning was to take it to the bank—

wouldn't have kept it in the house another night for anything. And that very day John gave up his night job, and I haven't been alone a night since.

I didn't know how frightened I really was until it was all over. But after they had the man, and I knew the money was safe, I seemed to give out, some way, all at once, and I had to go to bed; and it was two or three days before I began to feel like myself. I tell you what it is, I don't want another such adventure. One's enough for me.

EBEN E. REXFORD.

Business is a Study.

From the Retail Grocers' Journal.

Those tradesmen who imagine that the patronage which others have gained came of itself, unsolicited and without effort on their part, are far from the correct solution. There are yet localities where men accumulate a competency without devoting any study to their business, but such chances are few and no competition is there to be found. Such places, however, do not remain undiscovered for any length of time, because the very arrogance and seemingly independent manner of the local dealer will cause one or more of his patrons to commence a search for some person who will come to their rescue and open an "opposition" store, as the already established tradesman will call it. He will even set the length of time that the opponent will remain in business, so confident is he that there is room only for himself in that particular locality.

What is his astonishment, however, when he finds his trade gradually disappearing; and, what is worse, witnesses the opposition becoming the recognized center of trade. It is a mystery to him why he is no longer patronized; he is an old resident and tries to do what is right. But just here is where the rub comes in. What he thinks is right and what is right are two different things altogether. While he had the field to himself his dictate was law in so far as his business was concerned. It was either to purchase from him or go without. The purchaser had no choice, and therefore the merchant became all the more imperious in his dealings with his patrons.

The true business man recognizes the fact that one of the principal precepts of a successful business career is to avoid as much as possible complaints from his customers, and if unavoidably it ever occurs that cause for dissatisfaction has been given, his first duty is to effect a satisfactory arrangement, even though it entails a temporary loss. The handling of good goods at reasonable prices as well as prompt attention to customers are also contributing sources to the success of the storekeeper. All these points readily occur to the thoughtful and vigilant merchant. By making his business a study he finds it a pleasant task to deal with his customers.

A merchant is but the purchasing agent for his neighbors, and they look to him to perform his duty properly. When he fails to do so his goods remain on his hands, and he becomes a back number in the mercantile world. In transacting business, it should always be remembered that the merchant is there to please the purchaser. This is true no matter how high you look into mercantile transactions. When the merchant can please himself is after his store is closed up and for the time being he becomes the purchaser of others who occupy the same position he did prior to closing up his place of business. The time for haphazard success has passed and the man who wants to succeed must make his business a study.

No Cause for Alarm.

"What's the matter with you? You look gloomy enough to give one the blues. Are you in trouble?"

"Not yet, but I expect to be. I have a note coming due next week."

"Next week! Why are you worrying over that? Cheer up. You may be dead by next week."

CLARK CIGAR CO.,

FRED B. CLARK, Manager,

Successor to the Cigar Department of the I. M. CLARK GROCERY CO.

Under the auspices of the Grocery Company this department attained the reputation of being the largest handlers of cigars in Michigan. We expect to maintain that reputation, and shall endeavor to enhance it.

OUR STOCK

Comprises goods ranging

From \$12 to \$200 Per Thousand

Embodying leading and standard brands in all classes of goods.

OUR LOW RATIO OF EXPENSE

Enables us to sell our goods closer to cash than any other house in the field.

OUR SALESMEN

WILL SOON

CALL -:- ON -:- THE -:- TRADE

With a full line of our goods. If you need anything in the cigar line in the meantime, we should be pleased to communicate with you.

CLARK CIGAR CO.

NEW JAPAN TEA SEASON 1893.

THE CELEBRATED . .



. . JAPAN TEA

Always First in the Field.

Mr. W. J. Gould, who is now in Japan attending our Tea packing, cables us that he has shipped us per S. S. "City of Rio de Janeiro" May 6th, a shipment of our Celebrated  brand new season's Japan Tea. This shipment is due in Detroit June 1st, and we should be pleased to receive a trial order from this shipment.

W. J. GOULD & Co., IMPORTERS,
DETROIT, MICHIGAN.

AMONG THE TRADE.

AROUND THE STATE.

Homer—Sloan Bros. succeed Wm. Dorsey in the meat business.

Morenci—Wilson & Lee succeed E. W. Lee in the grocery business.

Crystal Falls—J. C. Webb succeeds the R. B. Webb Hardware Co.

St. Ignace—J. B. Clark succeeds Clark & Murray in the meat business.

Jonesville—W. E. Lang & Son succeed W. E. Lang in the grocery business.

Northville—R. A. Purdy has purchased the grocery stock of B. A. Wheeler.

Detroit—A. G. Holland succeeds White & Holland in the wall paper business.

Kalamazoo—Miller & Wight succeed Cornelius Miller in the meat business.

Sault Ste. Marie—Royce & Bacon succeed W. S. Royce in the drug business.

Scotts—John Q. Adams is succeeded by Taylor & Myers in the meat business.

Ishpeming—P. W. Stuhr has retired from the jewelry firm of Gust. Anderson & Co.

Blissfield—The Phillips Hardware Co. has sold its grocery stock to B. W. Barrow.

Red Jacket—Jos. Gaberson succeeds Gaberson & Hilden in the grocery business.

Shelby—D. V. Jackway succeeds Mrs. Jennie McConnell in the fancy goods business.

Escanaba—Stack & Cleary succeed John K. Stack in the wholesale liquor business.

East Jordan—Palmiter & Perry succeed Poustie & Palmiter in the harness business.

Shelby—Loomis & Babcock succeed Loomis & Gunn in the handling of farm produce.

Marquette—J. A. Vannier, of the jewelry and news firm of Vannier & Bigelow, is dead.

Lake Odessa—B. Cohn has removed his clothing business from Grand Rapids to this place.

Manton—Frank Weaver has purchased a store building and will shortly put in a grocery stock.

Ishpeming—Lage & Moll, druggists, have dissolved, G. L. Lage continuing the business.

Negaunee—Lage & Moll, druggists, have dissolved, C. F. Moll continuing the business.

Otsego—Rose & Barton, dealers in groceries and provisions have dissolved, Mathew Barton continuing the business.

Ludington—The Pierce Manufacturing Co. has begun the manufacture of brooms and will also handle woodenware, brushes and axle grease in a jobbing way.

Shelby—Clark Loomis and Clarence Hopkins have formed a copartnership under the style of Loomis, Hopkins & Co. and will shortly embark in the furniture business.

Manton—Ernest Hartley packed up his grocery stock with the intention of removing to Kingsley. He subsequently changed his mind and concluded to unpack his goods and re-engage in business here.

Traverse City—J. Courville, who recently removed his grocery stock from Interlochen to this place, has sold a half interest in the business to T. Courville. The new firm will be known as Courville Bros.

Hart—W. E. Thorpe has sold his dry goods and boot and shoe stock to A. R. Williams, who will remove the stock to

North Muskegon and consolidate it with his stock of groceries and men's furnishing goods.

Big Rapids—M. P. Gale and Chas. D. Crandall have formed a copartnership under the style of M. P. Gale & Co., and will open a general store at Bundy in connection with the saw and shingle mills of the Gale Lumber Co. The Detroit, Lansing & Northern Railway is now running a broad gauge track from Remus to Bundy, a distance of nine miles, which it expects to have in operation by June 1.

Kalamazoo—A stock company composed of Mrs. Sarah A. Conger, Aaron L. Conger, F. E. Lemert and Mrs. Della Lemert have purchased the interests of the firm of Conger & Baumann and will continue the crockery, glassware and notion business in the same location. Mr. Lemert, who has been connected with the Spring and Axle Co. as bookkeeper, has been a resident of Kalamazoo for the past seven years. The firm has purchased the stock subject to the chattel mortgages.

MANUFACTURING MATTERS.

Mancelona—The Conant Plow Co. has been organized, with a capital stock of \$5,000, to embark in the manufacture of a plow with oscillating coulter and point, the invention of L. B. Conant. C. S. Rodenbaugh has been elected President of the corporation and J. R. Jenkins will act as Secretary and Treasurer.

Detroit—The All Right Manufacturing Co. has given notice of a sale of its property and a discontinuance of its business. Out of the company has sprung a new corporation under the title of the All Right Dress Stay Co., which has a capital stock of \$20,000, fully paid in, the shares being held as follows: Enoch C. Bowling, 1,500; Stephen J. Bowling, 250; Craig S. Bowling, 250.

Manistee—One of our local dealers, who buys largely at some of the mills here, allowed about 1,000,000 feet of the cut of one of the mills to get away from him, as he asserted he could not pay the price asked; but when he saw that there was a prospect of losing the balance of the cut for the season, he was glad enough to swing into line and pay the \$3 raise that outsiders were giving.

Butman—C. S. Hyman & Co., who put in a sawmill here last season to cut their tract of timber tributary to this place, will be compelled to suspend operations by reason of a notice from the A. W. Wright Lumber Co. that it intends to take up its track, on which the Hyman people depend on getting their stock out. They have several million feet of hardwood and hemlock logs on the road and a large quantity of logs in the mill yard and timber not yet cut.

Manistee—The situation in the lumber business is a rather peculiar one. The yard men have made up their minds that piece stuff is altogether too high, and will not buy at present figures, while the mill men are convinced that it is at just about the right notch and aim to hold it thereabout. Common inch is in extra good demand and for that reason the supply of piece stuff can be materially shortened without lessening the cut. The demand for bill timber of all kinds is very good, and that, of course, utilizes a great deal of the stuff that would otherwise have to go into piece stuff.

Muskegon—The celebrated Petrie-Torrent case is to have another inning in the courts in the trial of the branch case of

D. M. Stever vs. John Torrent and A. H. Petrie. Mr. Stever, who is Mr. Torrent's son-in-law, claims a contract by which he was to have all the profits derived from working what is known as the Kalkaska tract, operated now under what is known as the Smith Lumber Company's contract, over and above \$200,000, the price he claims the tract was sold to him for. If Mr. Stever wins the suit it cuts down decidedly the amount that Mr. Petrie would receive under his legal victory over Mr. Torrent in connection with the Hannah, Lay & Co. transaction. The trial of the Stever case has been fixed by Judge Dikerman for July 10.

Attempted Suicide of a Mecosta Merchant.

MECOSTA, May 20—Porter Eighmy tried to commit suicide on Monday morning by taking a dose of Paris green. The quantity was too large to do effective work and by prompt action on the part of Dr. Snyder and a few citizens his life was spared, at least up to the present. His case is still critical, he being very weak and scarcely able to talk. The doctor thinks he will come out all right if inflammation does not set in. Mr. Eighmy was a prominent business man here. He kept a general store and from appearances was doing a good business. He was also the agent for the American Express Co. at this place. It has been noticed by some that he has acted very despondent for some time and has been neglecting his business of late, and on Saturday last he made a sale of his stock of goods to Arthur Bendetson, of Millbrook, at a very great sacrifice. On Sunday he was noticed to be very restless and uneasy. He would not talk to anyone when spoken to, and on Monday morning committed the rash act.

It takes a man of some sense to know that he doesn't know everything.

Skunk Breeding as a Business.

There is a man who lives near St. Clairsville, Ohio, who makes a regular business of breeding polecats and makes some money out of it. This year he will raise more than 100. The animals are fed on bread, milk, mush and meat; they are very tame and docile, and enjoy being petted by their owner. It is said that they emit no disagreeable odor. The breeder raises them for their fur, which brings \$1.25 a skin, and for an oil, which he renders from the carcasses, and which brings a high price. He has sold a great many of the animals for household pets. They are intelligent and easily trained, and make good ratters and mousers. The animal is larger and more beautiful than a cat, its hair being long and silky, and its curling tail gives it a jaunty and rich appearance.

From Out of Town.

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen in trade:

J. C. Rings, Hesperia.
J. J. Williams, Fields.
J. H. Baker & Co., Cannonsburg.
W. J. Gould & Co., Detroit.
Robt. F. Armstrong, Reed City.
A. L. Power, Kent City.
J. M. Cadzow, Reed City.
H. C. Peckham, Freeport.
T. A. Jamison, South Boardman.
Scott & Jamison, Kalkaska.
Courville Bros., Traverse City.
E. E. Hewitt, Rockford.
M. M. Robson, Berlin.
A. D. Martin, Interlochen.
T. H. Atkins, West Calisile.

Salt Lower Than Ever Before.

SAGINAW, May 18—After several meetings of the directors of the Michigan Salt Company, the price of salt has been reduced by that organization 10 cents a barrel, fixing the price of fine salt at 45 cents per barrel of 280 pounds with a 20 cent package thrown in, 55 cents for packers and \$2.50 per ton for fine bulk. One of the causes for this is the light meat packing operations during the win-

ter, caused by the shortage in hogs and the backward weather, together with the comparatively large stocks of salt in the hands of the Salt Company and manufacturers. The quotations given above are the lowest on salt ever recorded in the history of the manufacture of salt in Michigan.

Novel Sign.

The French merchant at Northport has the following novel sign over his door:

FINE DRY GOOD AND GROCERS AND PROVEISHIONS AND SHOES AND CROCKER.

Druggist Wanted.

BUTTERNUT, May 22—This town is in need of a first-class drug store. The general merchants here who carry small lines of staple drugs would gladly turn over all that trade to a regular druggist and assist him in other ways. No slouch or light-weight need apply.

CROSS & ISHAM.

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 advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE—HERE IS YOUR OPPORTUNITY—One of the best paying mercantile businesses in Michigan for amount of capital required. Store buildings with stock. Ask the Grand Rapids traveling men about my business, then write me for particulars. Reason for selling, an invalid wife makes a change necessary. Address H. W. King, East Jordan, Mich. 729

FOR SALE—Drug and grocery stock. Address H. W. Partlow, Eagle, Mich. 727

FOR SALE OR RENT—STORE BUILDING at Sparta. Tip-top place for hardware. Address No. 726, care Michigan Tradesman. 726

FOR SALE—CLEAN STOCK OF GROCERIES. Doing a good business in the booming city of Owosso. Will invoice \$2,200. Will sell for \$1,600. Address 221 N. Washington St., Owosso, Mich. 724

FOR SALE—A GOOD PAYING RETAIL lumber, coal, lime and agricultural implement business; situation good; reasons for selling on application. Address box 108, Richland, Mich. 723

FOR SALE—ONLY HARDWARE STOCK IN town of 6,000 inhabitants in Central Michigan. Four factories in place. Good schools and churches. Sales, 1892, \$7,000. Best of reasons for selling. A rare chance for person with small capital. Address No. 721, care Michigan Tradesman. 721

FOR SALE—\$5,000 STOCK OF BOOTS AND shoes in good town of 1,500. Only stock in town. All new goods. I wish to sell, not trade. Object, ill health. Don't answer unless you mean business. Address No. 712 care Michigan Tradesman. 712

FOR SALE—TWO-STORY FRAME STORE building and dwelling at Levering, a thriving Northern Michigan town. Property well rented. Will sell cheap or exchange for city property. A. M. LeBaron, 65 Monroe St., Grand Rapids. 702

FOR SALE—STOCK OF GROCERIES FOR cash; also store building and lot, including two dwelling houses, on time. Address No. 691, care Michigan Tradesman. 691

FOR SALE—CLEAN GROCERY STOCK and fixtures. Will sell together or separately, as desired. Cheap for cash. Chas. E. Williams, 63 Carrier street, Grand Rapids. 693

TO EXCHANGE—FOR STOCK OF CLOTHING or boots and shoes, two good hard timber farms of eighty acres each. Thirty-five and seventy acres improved. Title clear. Address Thos. Skelton, Big Rapids. 680

ELEGANT OFFER—IT'S NO TROUBLE TO find drug stocks for sale, but you generally "find a nigger in the fence." I have an elegant drug business for sale; stock about \$4,000; bright, clean and oldest established trade. Prominent location; brick building; stone walk; rent moderate; city 30,000; reasons for selling made known. Suit yourself about terms. Address quick, John K. Meyers, Muskegon, Mich. 670

MISCELLANEOUS.

SENT FREE—My 44-page catalogue of Window Dressing Supplies will tell you how to trim your show windows. Harry Harman, Room 1204, Woman's Temple, Chicago. 728

WANTED—I WANT A BOOT AND SHOE stock in exchange for a sawmill, camp outfit, 400 acres of land and 1,500,000 hardwood and hemlock timber. James McDonald, Benton Harbor, Mich. 725

FOR SALE—WISHING TO DEVOTE ALL MY time to the manufacture of medicines, extracts, etc., will sell my retail drug stock at a bargain. Stock worth between \$5,000 and \$3,000. Address Thos. Kemink 83 West Leonard St. 777

SPOT CASH FOR WOOD—SEND FULL PARTICULARS as to price and kind of wood. Address M. E. Lapham, 481 East Bridge St., Grand Rapids, Mich. 704

FOR SALE—CLEAN STOCK OF DRY GOODS, boots and shoes and groceries, located in best town in Michigan. Rent low. Stock will invoice about \$2,500; will take part cash, balance well secured. W. E. Thorp, Hart, Mich. 706

GRAND RAPIDS GOSSIP.

Fuess & Weeden, dealers in musical instruments, is succeeded by Mrs. M. D. Weeden.

P. Salm succeeds DeHoop & Salm in the meat business at the corner of East street and Fifth avenue.

D. Blanchard has opened a grocery store at Ula. The Ball-Barnhart-Putman Co. furnished the stock.

Courville Bros. have opened a grocery store at Traverse City. The Musselman Grocer Co. furnished the stock.

John Shelton has opened a grocery store at Petoskey. The Olney & Judson Grocer Co. furnished the stock.

Morris Levy has removed his notion and furnishing goods stock from 8 South Ionia street to 29 Crescent avenue.

C. Quint is erecting a two-story frame store building at 460 Grandville avenue, which he expects to occupy with his grocery stock about June 1.

Gerrit DeBoer & Son will open a grocery store at the corner of Central and Fifth avenues about June 1. The Lemon & Wheeler Company will furnish the stock.

T. A. Jamison, the South Boardman druggist, has formed a copartnership with H. Scott under the style of Scott & Jamison and the new firm will open a drug store at Kalkaska in about a week. The Hazeltine & Perkins Drug Co. has the order for the stock.

Fred B. Clark has purchased the cigar stock of the I. M. Clark Grocery Co. and will continue the business at the same location under the style of the Clark Cigar Co. He retains his interest in, and official position with, the Grocery Co., and will continue to give the grocery business the benefit of his advice and experience.

Gripsack Brigade.

Geo. F. Owen is in Detroit this week, getting out his line of fall and winter goods.

W. E. Hardy, traveling representative for A. A. Putnam, the Chicago shoe jobber, spent Sunday in Grand Rapids, the guest of Frank E. Chase.

L. M. Mills was 40 years old last Saturday and improved the opportunity to celebrate the event by going trout fishing at Luther. He managed to secure forty-six fish in diverse ways, namely—hook, net, contributions by friends, and—last but by no means least—cash. The friends who assisted in devouring the collection unite in pronouncing the quality of the fish superb, albeit the means of procuring the collection may have been a trifle questionable.

The majority of traveling men sleep head foremost on a well-ballasted road and feet foremost on a road where the cars sometimes run on the track and sometimes on the ties. It is much pleasanter to sleep head first, as it were, because it prevents that swelled-head feeling which results from too much blood being forced in the direction of where a charitable humanity assumes the brain to be. But in case of an accident it is very much pleasanter to sleep the other way. Nature did not provide the human neck with as many joints as that of the giraffe or ostrich, and when the train suddenly comes to a standstill and the

whole force of the collision comes on the top of the skull, the feeling is decidedly unpleasant, if not worse. On the other hand, the knees have a kindly tendency to "give" on the occasion of the collision, and hence if a man is sleeping feet first he has less occasion to use bad language when a train stops a little more suddenly than usual.

Two Drummers Go Wrong.

An amusing mistake occurred last week, growing out of the exchange of railway tickets by two traveling men. Carroll C. Carter, of Omaha, and R. S. Barnett, of Buffalo, arrived at the Great Northern, Chicago, on their way to their respective homes. They were old friends and in the evening went out together to buy their railway tickets and sleeper berths. The ticket agent handed each an envelope containing their purchases, but—as was afterwards discovered—handed the Omaha tickets to the Buffalo traveling man, and *vice versa*. On taking their trains, the travelers handed their tickets to the colored man at the gate:

"There's youah train, sah! And there's youah's, sah," said the porter.

Each man was soon asleep in his berth, dreaming of the home he was soon to enjoy.

The next morning Carroll was awakened by the startling cry of "Detroit!" from the porter.

"What's that?" screamed Carroll, as he stuck his head out between the curtains. "Ain't I in Nebraska?"

"No, sah; dis am de Buffalo sleeper." And at about the same time Barnett was having a similar experience on a train bound for Omaha.

The Grocery Market.

Sugar—The market is the same as a week ago. The demand is sluggish, as there is a lack of confidence on the part of buyers. Stock is accumulating on the hands of the refiners.

Coffees—Brazilian advices are firm. The manufacturers have advanced package brands $\frac{1}{2}$ c.

Bananas—The supply is reasonably good and prices are steady and firm.

Lemons—Higher and advancing. A spell of warm weather would force prices higher very rapidly, as the stock is rotting badly this season.

Oranges—It is unsafe to handle anything but California stock, as Messinas—although better in quality—are rotting very rapidly.

Purely Personal.

Dr. H. E. Peckham, proprietor of the Peckham Medicine Co., at Freeport, was in town one day last week.

Residents on Wealthy avenue assert that Henry B. Fairchild is endeavoring to learn to ride a bicycle, in consequence of which flower beds, ash barrels and garden hose are in a condition of complete dilapidation. All the dogs and cats in the neighborhood have taken to the woods until the agony is over.

Blacksmith Wanted.

WEST CARLSLE, May 20—This place is an exceptionally good location for a blacksmith, and I should be pleased to correspond with any good workman who is looking for a new location.

T. H. ATKINS.

Gillmore & Co. have merged their banking business into an incorporated institution and will be succeeded by the Blissfield State Bank on June 1.

Making Too Much Bother for a Five Cent Purchase.

"I have nothing but a \$50 bill," said a lady who had bought a spool of cotton at a little notion store on a side street. "Can you change it?"

The proprietor took the bill, examined it critically, fumbled in his money drawer awhile, and, calling his boy from the back of the store, said: "Here, Ben, take this \$50 bill and get it changed; and be quick about it, for the lady is waiting."

And the lady did wait, until she became nervous and uneasy at his prolonged absence. Finally she ventured to say, timidly: "That boy's all right, isn't he? Seems to me he's gone a good while."

"So it seems to me," replied the proprietor, looking up from the newspaper he was reading. "Guess he's all right, though. He's a new boy, you see; only had him a few days, and you can't tell how a boy will turn out until you've tried him."

"But he came well recommended, didn't he?" asked the lady, growing faint at the thought that he might abscond with her money.

"Oh, yes; he was well enough recommended. His father and mother both came and gave him the best kind of recommendations, though I forgot just where they said they lived."

"Have you ever—ever trusted him before to get a \$50 bill changed?" she asked hesitatingly.

"Not this boy," he replied, "but I had a boy last summer—looked a good deal like this one, come to think, same age, same size, same squint—that I sent to get a \$50 bill changed, and do you know, madam, I never saw that boy again, nor the money either."

The lady who had been standing by the counter felt very weak all of a sudden, and sank into a chair. The proprietor, absorbed in this bitter reminiscence, did not notice her agitation, and continued:

"But I heard of him though, up in Canada, where some of our aldermen may stumble on him, perhaps," smiling at his little joke.

"Living in luxury on his stolen gains, I suppose," said the lady bitterly.

"No; he had spent his money, and was worn to a shadow by remorse."

"Haden't you better send somebody to look for the boy who took my money?" suggested the lady, now thoroughly alarmed.

"Not a bit of use, madam," said the notion dealer, tranquilly. "If he's skipped, he's clean out of reach by this time. I had six policemen hunting the other boy within ten minutes after he left the store, for somehow I had misgivings about him, but they couldn't find hide nor hair of the young rascal. 'Twould be just the same in this case. The only thing that can overtake a boy like that is remorse, and I wouldn't want to bet much on remorse unless I could get big odds."

Fortunately, at this moment, the boy returned with the desired change, and remorse was knocked out of a job.

After the lady went out, the proprietor smiled, and remarked that next time she would probably have something smaller than a \$50 bill when she made a five-cent purchase.

A Matter of Choice.

In a certain small New England town, where everything is conducted in the most primitive style, the man who unites the callings of grocer, provision dealer, ice man and plumber in one person has a somewhat unique method of keeping accounts. He disdains a ledger, which he characterizes as "a muddlin', onnecessitous contrivance," and keeps all his accounts with his customers in his various lines of business on a pine board. This board is planed off once in six months, and a fresh account is started.

Bills are never supposed to run over, and as everybody in town knows when "planing day" comes around, and the people are all honest and well-to-do, this remarkable system seldom results in complications.

One day, however, a citizen who had been away for a few weeks walked into

the little country store and offered to settle his account.

"I reckon 'twas about a dollar, but I ain't plumb sure," remarked the man, fingering a bill.

The storekeeper took out his pine board and consulted its surface carefully through his spectacles.

"I cal'late you don't owe me anythin'," he said at last, putting the board back under the counter.

"Why, yes, I do," persisted the man. "I bought a whole mess o' sugar an' m'lasses, an' a pair o' rubbers fer m' wife, too, if I rec'llect rightly."

"Oh, three months back," said the storekeeper, thoughtfully. "Well, naow, I can't say as t' that, fer you see I've planed her off sence then an' started aout agin, an' your reckonin' was shaved off'n the board along with the rest. You ain't obliged to pay me nothin', 's fer's I ken see; but you ken make it a leetle somethin' if you're so minded, or you ken pay what you rec'llect, or let the hull thing go—jest as you feel."

There was a little hesitation on the part of the former customer; but to his credit, be it said, he at last handed over the dollar, said he wanted no change, and departed with a proud consciousness of virtue.

Shingle Mill For Sale!

To exchange for stock of merchandise or cash—

One complete shingle mill.

One 12x30 engine, complete, and in good condition.

One smokestack with brechen.

Two 2-flue boilers, 14 feet by 38 inches, with dome, and all steam and water connections, whistle, steam gauge, inspirator, steam pump, fire front, etc.

One main shaft with five pulleys and coupling.

One counter shaft with five pulleys.

One counter shaft with three pulleys and coupling.

One Borer arbor table and standards.

One Perkins drag sun irons.

One bullworks with patent chain.

One Perkins shingle machine, good as new.

One Perkins jointer.

One double knot saw rig.

Five tighteners with all boxing for mill.

Three packing frames.

One gummer.

One elevator rig, with patent chain buckets and fire pan.

A belt for every machine in the mill.

One bellows, one anvil, one vise, one set com mon dies with small tongs, etc.

This mill is worth \$2,500, if needed.

Here is a chance for mill men.

For particulars write—

C. E. MORSE, Seney, Mich.

"The Proof of the Pudding is Asking for More."

SMOKERS ONCE SMOKERS ALWAYS OF THE CELEBRATED

Ben - Hur,

The great 10c Cigar, and

Record Breaker,

The Great 5c Cigar.

Made on Honor. Sold on Merit
First-Class Dealers Everywhere.

GEO. MOEBS & CO.

MANUFACTURERS,

DETROIT.

Millionaires and Medical Men.

The physicians who, some time ago, cut out of Millionaire Mackay's back a bullet which an assassin had lodged there, and restored him to life and health and the enjoyment of his multiplied millions of wealth, appear to have completely effaced the effect of their valuable services by charging their healed patient a good steep bill. Mr. Mackay cannot see why it costs any more to doctor a millionaire than a mechanic, and he is indignant that any discrimination should have been made against him.

Now, it may be entirely true that there is no difference in dissecting the muscles of a rich man and of a poor man. It is certain that Mr. Mackay's life is of no more value to the human race than if he had been the most obscure and poverty-stricken wretch in all this broad land. Mr. Mackay has distinguished himself by amassing a great fortune for his own benefit. It does not appear that he is in any sense a public benefactor. He is, therefore, no more than a single individual so far as any claim he can make on the public is concerned, and, in this sense, his life is the life of one man, no more and no less, and it is worth no more to save it than if he were any other person and not, by virtue of his riches, a personage.

Such is the public's side of the question, but it is not Mr. Mackay's side; nor is it the doctors'. The California millionaire is not willing to be lodged, fed and clothed like a common person. He does not wish to be esteemed as an ordinary mechanic, nor would he be willing to be doctored as such. He must have the most luxurious accommodations and the highest-priced physicians, and he must pay for them in proportion. But the medical men's side of the question has yet to be considered, and it is one peculiar and unique.

Nobody gives as much charity, in proportion, as does the average physician. When he is sent for he goes to relieve human suffering. Does he demand his fee in advance? Does he ascertain before he quits his friends and his family, or leaves his comfortable bed, whether or not his bill will be paid? If there is a medical man who does this, he is a most rare exception. On the contrary, he goes without a question and renders his professional service to the best of his science and skill. A very large number of his patients cannot pay. Others cannot pay full rates. The doctor charges all this to charity; but when a patient is rich and prosperous, he is the one who must pay. He must help to bear the vast burden of charity that is carried uncompensatingly by the medical men of this great country, and he ought to be willing to do it. The great controllers of the wealth of this richest of all lands ought not to complain if the physician rates their lives and their health at their own valuation. A man is apt to rate his importance according to his wealth. The people of the community in which he lives commonly give him prominence in a like degree. Then he ought not to complain if his physician should adopt a similar valuation. FRANK STOWELL.

"No honest dealer," said the grocer, picking some dark gray objects out of the scoop and pouring the rest of the contents carefully into his swiftly revolving coffee mill, "will put stones into his coffee. It's a fraud on the customer. And, besides," he continued, dropping a handful of burnt peanuts into the hopper, "it injures the mill."

Dry Goods Price Current.

UNBLEACHED COTTONS.		
Adriatic	7	" Arrow Brand 5
Argyle	6	" World Wide. 6
Atlanta A A	6	" LL 4 1/2
Atlantic A	6 1/2	Full Yard Wide. 6 1/2
" H	6 1/2	Georgia A. 6 1/2
" P	5 1/2	Honest Width. 6 1/2
" D	6	Hartford A. 5
" LL	5	Indian Head. 7
Amory	6 1/2	King A. 6 1/2
Archery Bunting	4	King E C. 5
Beaver Dam A A	5 1/2	Lawrence L L. 5
Blackstone O, 32	5	Madras cheese cloth 6 1/2
Black Crow	6	Newmarket G. 5 1/2
Black Rock	6 1/2	" B. 5
Boot, AL	7	" N. 6 1/2
Capital A	5 1/2	" DD. 5 1/2
Cavanat V	5 1/2	" X. 6 1/2
Chapman cheese cl.	3 1/2	Nolbe R. 5
Clifton C R	5 1/2	Our Level Best. 6 1/2
Comet.	6 1/2	Oxford R. 6
Dwight Star	6 1/2	Pequot. 7
Clifton CCC	6 1/2	Solar. 6
		Top of the Heap. 7
BLEACHED COTTONS.		
A B C	8 1/2	Geo. Washington. 8
Amazon	8	Glen Mills. 7
Amsburg	7	Gold Medal. 7 1/2
Art Cambric.	10	Green Ticket. 8 1/2
Blackstone A A.	7 1/2	Great Falls. 6 1/2
Beats All	4 1/2	Hope. 7 1/2
Boston	12	Just Out. 4 1/2 @ 5
Cabot.	7 1/2	King Phillip. 7 1/2
Cabot, %	6 1/2	" OP. 7 1/2
Charter Oak	5 1/2	Lonsdale Cambric. 10
Conway W	7 1/2	Lonsdale. 8 1/2
Cleveland	6 1/2	Middlesex. 8 1/2 @ 5
Dwight Anchor	8 1/2	No Name. 7 1/2
" shorts	8	Oak View. 6
Edwards	6	Our Own. 5 1/2
Empire	7	Pride of the West. 12
Farwell.	7 1/2	Rosalind. 7 1/2
Fruit of the Loom.	8 1/2	Sunlight. 4 1/2
Fitchville	7	Utica Mills. 8 1/2
First Prize	7	" Nonpareil. 10
Fruit of the Loom %	7 1/2	Vinyard. 8 1/2
Fairmount	4 1/2	White Horse. 6
Full Value	6 1/2	" Rock. 8 1/2
HALF BLEACHED COTTONS.		
Cabot.	7 1/2	Dwight Anchor. 8 1/2
Farwell.	8	
CANTON FLANNEL.		
Unbleached.		Bleached.
Housewife A	5 1/2	Housewife Q. 6 1/2
" B	5 1/2	" R. 7
" C	6	" S. 7 1/2
" D	6 1/2	" T. 8
" E	7	" U. 9 1/2
" F	7 1/2	" V. 10
" G	7 1/2	" W. 10 1/2
" H	7 1/2	" X. 11 1/2
" I	8 1/2	" Y. 12 1/2
" J	8 1/2	" Z. 13 1/2
" K	9 1/2	
" L	10	
" M	10 1/2	
" N	11	
" O	12	
" P	14 1/2	
CARPET WARP.		
Peerless, white.	18	Integrity colored. 20
" colored.	20	White Star. 18
Integrity	18 1/2	" colored. 20
DRESS GOODS.		
Hamilton	8	Nameless. 30
"	9	" 25
"	10 1/2	" 27 1/2
G G Cashmere.	30	" 30
Nameless	16	" 32 1/2
"	18	" 35
CORSETS.		
Coraline.	\$3.50	Wonderful. 84.50
Schilling's.	9.00	Brighton. 4.75
Davis Walsts.	9.00	Bortree's. 9.00
Grand Rapids.	4.50	Abdominal. 15.00
CORSET JEANS.		
Armory	6 1/2	Naumkeag sateen. 7 1/2
Androsoggin.	7 1/2	Rockport. 6 1/2
Biddeford	6	Conestoga. 7 1/2
Brunswick	6 1/2	Walworth. 6 1/2
PRINTS.		
Allen turkey reds.	6	Berwick fancies. 5 1/2
" robes	6	Clyde Robes.
" pink & purple	6	Charter Oak fancies. 4 1/2
" buffs	6	DelMarine cashm's. 6
" pink checks	6	" mourning's. 6
" staples	6	Eddystone fancy. 6
" shirtings	6	" chocolat. 6
American fancy	5 1/2	" rober. 6
American indigo	6 1/2	" sateens. 6
American shirtings.	4 1/2	Hamilton fancy. 6
Argentine Grays.	6	" staple. 6
Anchor Shirtings.	4	Manchester fancy. 6
Arnold	6 1/2	" new era. 6
Arnold Merino	6 1/2	Merrimack D fancy. 6
" long cloth B.	10 1/2	Merrim'ck shirtings. 4 1/2
" C	8 1/2	" Repprun. 8 1/2
" century cloth	7	Pacific fancy. 6
" gold seal.	10 1/2	" robes. 6 1/2
" green seal TR	10 1/2	Portsmouth robes. 6 1/2
" yellow seal.	10 1/2	Simpson mourning. 6
" serge	11 1/2	" greys. 6
" Turkey red.	10 1/2	" solid black. 6
Ballou solid black.		Washington indigo. 6 1/2
" colors.		" Turkey robes. 7 1/2
Bengal blue, green, red and orange.	6	" media robes. 6 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. 10
" Foulards	5 1/2	key red. 6 1/2
" red %	7	Martha Washington. 6 1/2
" %	9 1/2	Turkey red %. 7 1/2
" 44	10	Martha Washington. 6 1/2
" 3-4XXXX	12	Turkey red. 9 1/2
Cocheco fancy	12	Riverpoint robes. 5 1/2
" madders	6	Windsor fancy. 6 1/2
" XX twills.	6 1/2	" gold ticks. 6 1/2
" solids.	5 1/2	Indigo blue. 10 1/2
		Harmony. 5
TICKINGS.		
Amoskeag A C A.	12 1/2	A C A. 13
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
First Prize.	18	Warren. 13 1/2
Lenox Mills	18	" oga. 16
COTTON DRILL.		
Atlanta, D	6 1/2	Stark A. 7 1/2
Boot	6 1/2	No Name. 7 1/2
Clifton, K	7	Top of Heap. 7 1/2

DEMINS.	
Amoskeag	12 1/2
" 9 oz.	13 1/2
" brown	13 1/2
Andover	11 1/2
Beaver Creek A A	10
" BB	9
" CC	8
Boston Mfg Co. br.	7
" blue 8 1/2	8 1/2
" d & twist 10 1/2	10 1/2
Columbian XXX br.	10
" XXX bl.	10
GINGHAMS.	
Amoskeag	6 1/2
" Persian dress 8	8
" Canton	8
" APC	10 1/2
" Teazle	10 1/2
" Angola	10 1/2
" Persian	8
Arlington staple	6 1/2
Arasapha fancy	4 1/2
Bates Warwick dres	7 1/2
" staples	6 1/2
Centennial	10 1/2
Criterion	10 1/2
Cumberland staple	5 1/2
Cumberland	5
Essex	4 1/2
Elfin	7 1/2
Everett classics	8 1/2
Exposition	7 1/2
Glenarie	6 1/2
Glenarven	6 1/2
Glenwood	7 1/2
Hampton	6 1/2
Johnson	10
" indigo blue 9 1/2	9 1/2
" zephyrs	16
GRAIN BAGS.	
Amoskeag	16 1/2
Stark	19 1/2
American	15 1/2
THREADS.	
Clark's Mile End	45
Coals' J. & P.	45
Holyoke	22 1/2
Barbour's	81
Marshall's	81
KNITTING COTTON.	
No. 6	33
" 8	35
" 10	35
" 12	36
No. 14	37
" 16	38
" 18	39
" 20	40
CAMBRICS.	
Slater	4 1/2
White Star	4 1/2
Kid Glove	4 1/2
Newmarket	4 1/2
Edwards	4 1/2
Lockwood	4 1/2
Wood's	4 1/2
Brunswick	4 1/2
RED FLANNEL.	
Fireman	32 1/2
Creedmore	27 1/2
Talbot XXX	30
Nameless	27 1/2
MIXED FLANNEL.	
Red & Blue, plaid	40
Union R	22 1/2
Windsor	18 1/2
6 oz Western	20
Union B	22 1/2
DOMET FLANNEL.	
Nameless	8 @ 9 1/2
"	8 1/2 @ 10
"	12
CANNAS AND PADDING.	
Slater	9 1/2
Brown	9 1/2
Black	9 1/2
Slate	10 1/2
Brown	10 1/2
Black	10 1/2
9 1/2	10 1/2
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11 1/2	11 1/2
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156 1/2	156 1/2
157 1/2	157

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Protective Brotherhood Hall on Monday evening, May 15, J. F. Ferris presided in the absence of President Elliott.

Eight applications for membership were received, and the applicants elected to membership as follows: Cornelius Stryker, 250 Grandville avenue; Geo. Goosman, 391 Grandville avenue; Gust. Koopman & Co., 433 Grandville avenue; M. J. Telder, 161 Hilton street; Wm. Kievit, 425 Grandville avenue; B. Zevakink, 255 Grandville avenue; Floyd J. Everhart, corner Eleventh and Turner streets; Wm. Van Hemmen, corner West Leonard and McReynolds streets. Three additional applications were also received and accepted, conditional on the Association's securing the application of another grocer in the same vicinity.

The Committee on Licenses reported the result of a hearing with the License Committee of the Common Council, which was accepted and adopted.

The special Committees on Oil and Flour reported progress, and were given further time for investigation and report.

E. J. Herrick called attention to the good results of the special meeting held the week before on Grandville avenue, and suggested that other missionary meetings be held in other portions of the city.

C. J. Seven moved that the next special meeting be held at West Leonard street. The motion was adopted, and Mr. Seven was instructed to secure a hall and select the date for the meeting, reporting same to the Secretary, who will issue cards of notification to the members.

Secretary Herrick stated that, in his opinion, it would be advisable to hold an open meeting in the near future, and to regale all who attend with light refreshments. He, therefore, moved that a social session be held on the evening of June 5. Julius J. Wagner moved as an amendment that the social session be held on the evening of June 19, which was adopted, and the chairman appointed as a committee on arrangements, E. J. Herrick, Peter Schult, A. Brink, E. J. Carrel and B. S. Harris.

D. Viergiver moved that all grocers in the city be invited to attend the social session, whether members of the Association or not, which was adopted.

A member called attention to short weight in flour. He said he recently bought a ton of flour of one of the city millers, and that each 25 pound sack was from one to two pounds short. He notified the mill, which took the flour away and brought him full weight sacks instead. He purchased another ton from the same mill the other day and the same percentage of shortage was discovered, with the same result.

W. S. Kenyon called attention to a matter which he thought merited the attention of the Association, and E. A. Stowe, Henry Vinkemulder and E. J. Herrick were appointed a committee to investigate and report thereon.

There being no further business, the meeting adjourned, proceeding to the Common Council chamber in a body to watch the action of the Council in the license matter.

SPECIAL MEETING.

In consequence of the death of John Cordes, Sr., a special meeting of the Association was called to meet in the rotunda of the Morton House Wednesday afternoon, May 17, to make arrangements for the funeral. President Elliott appointed A. Rasch, J. Geo. Lehman and Julius J. Wagner a Committee on Resolutions, who subsequently reported the following draft, which was unanimously adopted:

WHEREAS, Death has removed from our midst our friend and fellow merchant, John Cordes, whose honesty, generosity and many many traits endeared him to all who knew him; therefore, be it

Resolved, That we, the members of the Grand Rapids Retail Grocers' Association, being deeply sensible of the great loss sustained by his decease, do unanimously pay this tribute to his memory.

Resolved, That he was a man of untiring energy and indomitable perseverance, who overcame every obstacle by ceaseless industry worthy of admiration.

Resolved, That his honor and business integrity were unsullied and unshaken, and that his word was ever as good as his bond.

Resolved, That he will always be remembered as a courteous gentleman and staunch friend; that he was generous whenever appealed to in the cause of charity, and very many will have reason to regret the loss of his generous assistance and sound advice.

Resolved, That we tender to his family our sincere sympathy in this their hour of bereavement.

Resolved, That we attend the funeral in a body.

On motion of Mr. Rasch, it was decided to purchase a floral offering in the name of the Association, bearing the initials of the organization, and E. A. Stowe, D. Viergiver and H. Vinkemulder were appointed a committee to arrange for same.

It was decided to meet at the store of A. Rasch a half hour before the funeral and march in a body to the house, and from there to the church.

The End of the Wicked Drummer.

From the Clothier and Furnisher.

When on the road you travel,
As in the train you sit,
Some fellow will unravel
Your history bit by bit
And while you are admiring
A nerve that is sublime,
This question will be firing
At you: "Say, what's your line?"

In some quiet corner, smoking.
You sit in your hotel;
You're in no mood for joking;
You're resting for a spell;
When this fiend will come stalking
Near by where you recline.
And then insist on talking
And asking, "What's your line?"

He is so blamed persistent,
You cannot make him run;
You try a manner distant,
He only thinks it's fun,
He's fresh beyond reclaiming,
And, though you make no sign,
He draws a chair, exclaiming:
"Excuse me, what's your line?"

Oh! let us hope some day this fiend
(God save the mark! say we)
May find a line, the other end
Of which is up a tree.
Then, as we see him swinging
To some tall, graceful pine,
Our ears will cease their ringing
With, "Say, what is your line?"

Drawing the Line.

"I suppose, doctor," said Cumso to Doctor Paresis, "that a large proportion of the ills of your patients are imaginary?"

"Yes, sir, quite a large proportion."

"And your treatment of such cases, I suppose, is by imaginary pills?"

"Well, I suppose you might call it that."

"Then, of course, for treating imaginary ills with imaginary pills, you send in imaginary bills?"

"Oh, my dear sir, nothing of the kind. There's nothing imaginary about the bills. I have to draw the line somewhere."

When You Get Tired

Buying rubbish, send for our catalogue of window Screens, Screen Doors, Etc. Goods well below from best materials. Prices seldom higher.

A. J. PHILLIPS & CO.,
Fenton, Mich.

How to Keep a Store.

By Samuel H. Terry. A book of 400 pages written from the experience and observation of an old merchant. It treats of Selection of Business, Location, Buying, Selling, Credit, Advertising, Account Keeping, Partnerships, Etc. Of great interest to every one in trade. \$1.50.

THE TRADESMAN CO., Ag'ts.
Grand Rapids, Mich.

HATCH CHICKENS BY STEAM
With the Improved Excelsior Incubator.
Simple, Perfect, Self-Regulating. Thousands in successful operation. Guaranteed to hatch a large percentage of fertile eggs at less cost than any other Hatcher. Lowest priced first-class Hatcher made.
Circulars free. Send 6c. for illus. Catalogue.
GEO. H. STAHL, Quincy, Ill.

Hardware Price Current.

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

AUGERS AND BITS.		
Snell's	60	
Cook's	40	
Jennings' genuine	25	
Jennings' imitation	50	40
AXES.		
First Quality, S. B. Bronz	7 60	
" " D. B. Bronz	22 00	
" " S. B. Steel	8 60	
" " D. B. Steel	13 50	
BARROWS.		
Railroad	14 00	
Garden	30 00	
BOLTS.		
Stove	50	40
Carriage new list	75	40
Plow	40	40
Sleigh shoe	70	
BUCKETS.		
Well, plain	3 50	
Well, swivel	4 00	
BUTTS, CAST.		
Cast Loose Pin, figured	70	
Wrought Narrow, bright fast joint	60	40

Wrought Loose Pin	60	40
Wrought Table	60	40
Wrought Inside Blind	60	40
Wrought Brass	75	
Blind, Clark's	70	40
Blind, Parker's	70	40
Blind, Shepard's	70	

Blocks.		
Ordinary Tackle, list April 1892	60	40

Cradles.		
Grain	dis.	50

Crow Bars.		
Cast Steel	per lb	5

Caps.		
Ely's 1-10	per m	65

Hick's C. F.		60
G. D.		35
Musket		60

Cartridges.		
Rim Fire	dis.	50

Central Fire	dis.	25
Chisels.		

Socket Firmer	70	40
Socket Framing	70	40

Socket Corner	70	40
Socket Slicks	70	40
Butchers' Tanged Firmer	40	

Combs.		
Curry, Lawrence's	40	

Hotchkiss	25	
Chalk.		

White Crayons, per gross	120	12 1/2
Copper.		

Planished, 14 oz cut to size	per pound	28
" 14x62, 14x56, 14x60		28

Cold Rolled, 14x56 and 14x60		28
Cold Rolled, 14x48		28
Bottoms		25

Drills.		
Morse's Bit Stocks	50	

Taper and straight Shank	50	
Morse's Taper Shank	50	
Dripping Pans.		

Small sizes, ser pound	07	
Large sizes, per pound	6 1/4	
Elbows.		

Com. 4 piece, 6 in.	dos. net	75
Corrugated	dis.	40
Adjustable	dis.	40

Expansive Bits.		
Clark's, small, \$18; large, \$26.	30	

Files, 1, \$18; 2, \$24; 3, \$30	25	
Files—New List.		

Diaston's	dis.	60
New American	60	40

Nicholson's	60	40
Heller's	50	
Heller's Horse Raps	50	

Galvanized Iron.		
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28	

Disc. 12 13 14 15 16 17		
Disc. 60		
Gauges.		

Stanley Rule and Level Co.'s	50	
Knobs—New List.	dis.	

Door, mineral, jap. trimmings	55	
Door, porcelain, jap. trimmings	55	
Door, porcelain, plated trimmings	55	

Door, porcelain, trimmings	55	
Drawer and Shutter, porcelain	70	
Locks—door.	dis.	

Russell & Irwin Mfg. Co.'s new list	55	
Mallory, Wheeler & Co.'s	55	
Brantford's	55	

Norwalk's	55	
Mattocks.		
Adze Eye	\$16.00, dis. 60	

Hunt Eye	\$15.00, dis. 60	
Hunt's	\$18.50, dis. 20	40
Maules.		

Sperry & Co.'s, Post, handled	50	
Mills.		

Coffee, Parkers Co.'s	40	
" P. S. & W. Mfg. Co.'s Malleable	40	

" Landers, Ferry & Clark's	40	
" Enterprise	30	
Molasses Gates.	dis.	

Stebbin's Pattern	60	40
Stebbin's Genuine	60	40
Enterprise, self-measuring	25	

Nails.		
Advance over base, on both Steel and Wire.	1 50	

Wire nails, base	1 75	30
Base		

60	10	
50	25	

30	25	
20	35	

16	45	
12	45	

10	60	
8	75	

7 & 8	90	
4	90	

3	1 20	
2	1 60	

Fine 3	1 60	
Case 10	65	

" 8	75	
" 6	75	

Finish 10	75	
" 8	90	

" 6	1 10	
Clinch 10	80	

" 8	80	
" 6	90	

Barrell %	1 75	
PLANES.		

Ohio Tool Co.'s, fancy	dis.	40
Sciota Bench	2 50	

Sandusky Tool Co.'s, fancy	dis.	40
Bench, first quality	2 40	

Stanley Rule and Level Co.'s wood	50	40
PANS.		

Fry, Acme	dis.	60
Common, polished	dis.	70

RIVETS.		
Iron and Tinned	40	

Copper Rivets and Burs	50	10
PATENT PLANISHED IRON.		

"A" Wood's patent planished, Nos. 24 to 27	10 20	
"B" Wood's pat. planished, Nos. 25 to 27	9 20	

Broken packs % per pound extra		
HAMMERS.		

Maydole & Co.'s	dis.	25
Kip's	dis.	25

Yerkes & Plumb's	dis.	40
Mason's Solid Cast Steel	dis.	110

Blacksmith's Solid Cast Steel Hand	dis.	40
RINGERS.		

Gate, Clark's, 1, 2, 3	dis.	60
State	per doz. net	2 50

Screw Hook and Strap, 10 12 14 14 and longer	3 1/4	
Screw Hook and Eye, %	net	10

" " " %	net	8 1/4
" " " %	net	7 1/4

Strap and T.	dis.	50
RANGERS.		

Barn Door Kidder Mfg. Co., Wood track	dis.	30
Champion, anti-friction	dis.	40

Kidder, wood track	dis.	40
HOLLOW WARE.		

Pots	dis.	60
Kettles	dis.	60

Spiders	dis.	60
Gray enameled	dis.	40

HOUSE FURNISHING GOODS.		
Stamped Tin Ware	new list	70

Japaned Tin Ware	dis.	35
Granite Iron Ware	new list	35

WIRE GOODS.		
Blight	dis.	70
Screw Eyes	dis.	70

Hook's	dis.	70
Gate Hooks and Eyes	dis.	70
LEVELS.		

Stanley Rule and Level Co.'s	dis.	70
HOSES.		

Sisal, 1/4 inch and larger	9	
Manilla	13	
SQUARES.		

Steel and Iron	dis.	75
Try and Bevels	dis.	60
Mitre	dis.	30

SHEET IRON.		
Nos. 10 to 14	dis.	85
Nos. 15 to 17	dis.	85

Nos. 18 to 21	dis.	85
Nos. 22 to 24	dis.	85
Nos. 25 to 26	dis.	85

No. 27	dis.	85
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra		
SAND PAPER.		

List acct. 19, '86	dis.	50
SASH CORD.		

Silver Lake, White A.	dis.	50
" Drab A.	dis.	

Michigan Tradesman

A WEEKLY JOURNAL DEVOTED TO THE
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E. A. STOWE, Editor.

WEDNESDAY, MAY 24, 1893.

IMPENDING REFORMS IN JOURNALISM.

Recently the New York World, in commemoration of the tenth year of its progress under Mr. Pulitzer, its present proprietor, issued a Sunday edition of 100 pages to each copy. The World is an eight-column paper, and for 5 cents it furnished to its patrons 800 columns of reading matter, including advertisements and cuts. If folded in the most obvious form it would make a book of 1,200 pages of the ordinary octavo size. It is difficult to wonder too much at the enterprise that would undertake and complete the production of such an issue of a daily paper and praise sufficiently the liberality that furnishes such a vast amount of reading matter for the small sum of 5 cents. It is certain that such a feat in daily journalism was never before performed. Possibly it never will be again.

In view of the recent extraordinary disposition to increase the size of newspapers, it may be well to inquire if this is not a serious overdoing of journalism. With the vast voluminous issues of from 40 to 100 pages each, the Sunday papers are rapidly becoming a burden and an embarrassment to the reader. The average citizen does not have the time to spend in reading through these mammoth medleys that pass on Sundays as newspapers. Such occupation would consume an entire day. A portion of the season of rest may be properly spent in good reading, but it can as easily be gotten from magazines and books. Of course, the first requisite of a newspaper is to give all the news, local, domestic and foreign. Having armed himself with this indispensable information, the citizen is ready to spend the day of rest in religious exercises or in such diversions as may be proper, edifying and appropriate; but every intelligent person in this wonderful age of the world wishes to know and needs to know the news.

When the daily newspaper seeks to be also a repository of fiction, and a magazine of matters wholly unconnected with the daily annals of human society, it leaves its proper sphere and wanders into the domain of bookmaking and periodical publications. Even if the

vast folios be not lacking in the requisites of newspapers, the matter most in request is smothered and entangled in such a mass of other letterpress that the labor of sorting out what is wanted is greater than the expected results would warrant.

THE TRADESMAN believes that the tendency to excessive voluminousness in newspapers has reached its climax, and that the next reform will be in the direction of such abridgment of size and letterpress as will be consistent with the presentation, in the completest form and the clearest and most comprehensive manner, of every current transaction of interest in every part of this terrestrial globe, giving to each event such attention as its comparative importance and influence upon human affairs may demand. In this age, when all the peoples of our globe are brought into such immediate communication, and when the spheres of human sympathy and interest are so rapidly enlarging, the daily press will have such demands upon it for the publishing of news that its pages must be engrossed by the record of the world's events, and desultory discursions into the region of fiction and fantasy will be out of order, as the journalist on the daily press will have no time and the paper no place for them.

THE MONETARY CONFERENCE.

The international monetary conference, which held its first meeting at Brussels during the past winter, will not reassemble this month, as had been expected. The Government at Washington has decided to postpone the reassembling of the conference to November. This action, it is understood, was decided upon as a result of suggestions from some of the leading European powers, the general verdict being that May would be an inconvenient season for calling the conference together. Besides it has also been plainly intimated that some definite proposition on the silver question should originate with the United States.

It is reported from Washington that the President was all the more willing to postpone the reassembling of the conference until November so as to allow Congress, at its extra session, beginning in September, to take some action on the silver problem, or at least to develop the sentiments of the members with respect to silver legislation.

Should Congress take the bull by the horns and attempt to definitely decide the silver problem without regard to the possibility of an international agreement, it is probable enough that the conference would never be called together, for the obvious reason that any proposition emanating from the United States Government which Congress had previously rejected could scarcely be seriously entertained.

Although, judging from the utterances of the present British Government, there is small desire in that country for the reassembling of the Brussels conference, there have been no frequent requests from other European powers that the conference should resume its labors. There is evidently a growing sentiment in Europe that some solution of the silver problem must eventually be reached, hence there is a desire to examine the problem in all its phases with a view of preparing the way for a wider recognition of silver later on.

THE GOLD PROBLEM.

One of the causes of the late heavy shipments of gold was the demand for the yellow metal from Austria, a large amount being needed to enable the Austrian Government to reconstruct its currency system. In order to obtain the necessary gold, a contract was entered into with the Rothschilds to furnish the needed amount of coin in exchange for bonds.

The efforts of the foreign bankers to fill the contract with the Austrian Government caused a liberal demand for the yellow metal, and as the United States placed the fewest difficulties in the way of exporting gold, the bulk of the supply needed was drawn from this country. The Austrian demand, therefore, cut an important figure in the gold movement, although it would not be correct to say that it was the principal cause of the outflow of the yellow metal.

It is now announced from Europe that the demand from Austria has been fully supplied, and that, consequently, no further drain from that quarter is to be apprehended. This will, of course, afford some relief, and to that extent there is room for rejoicing that a cause which has taken many millions of our gold has been removed permanently. There yet remains, however, the menace of the adverse trade balance held against us by Europe. Our excess of imports over exports this season has not yet been entirely paid for, nor has the outflow of our products shown an improvement sufficient to afford a reasonable hope that the outflow of gold will soon be checked.

THE MONEY MARKET.

Unless the newspapers are magnifying the matter, there seems to be a steady hardening of money at all the leading financial centers. This, of course, is the natural result of the recent disturbances in securities in New York, the gold exports and the natural conservatism created by the shrinkage in the value of so many corporation shares traded in in all parts of the country.

Although Grand Rapids has been less affected by these causes than any other portion of the country, there have not been wanting even here some signs of gradually hardening money rates. This is, of course, not due to shrinkage in local securities, for no such shrinkage has occurred, nor to bad trade, but is merely a sympathetic stiffening of the money market in accord with the firmer rates prevailing in the great financial centers.

While, therefore, money rates may rule a trifle higher than usual at this time of the season, and speculative ventures be forced to do without the usual liberal money supply, there is not the slightest cause to apprehend any real trouble or to fear that legitimate business interests will not readily be accommodated with all the financial assistance required.

In view of the multiplicity of complaints recorded in the newspapers against the World's Fair management, it is decidedly refreshing to read a voluntary defense of the management's methods from the pen of a Michigan merchant. Mr. Thurston wields a facile pen and his contribution on the opposite page of this week's paper will be perused with interest by thousands of Michigan people who have not yet visited the White City.

The Hardware Market.

General Trade—There seems to be no special change to note in the volume of business, as it does not vary much from last week. In certain lines the demand seems to be good, but it is not quite up to what might be expected for this time of the year.

Wire Nails—We regret to say that the manufacturers found it impossible to hold prices up to a point which would afford them a profit and prices quoted for mill shipment are off a little, \$1.50 base from mill and \$1.75@1.80 from stock being about the regular quotation.

Cut Nails—Demand is light and prices same as quoted last week.

Barbed Wire—The demand still keeps up and the mills are not yet giving prompt shipment. The price, however, has not been firmly held and the market seems to have settled back to where it was in January. Painted, \$2.35@2.30, and galvanized 40c extra are being freely named from stock.

Bar Iron—As the time approaches for the warm weather shut down, prices seem to be much firmer with most of the mills, \$1.90@1.85 rates being the present quotations.

Sheet Iron—Anticipating labor troubles during the summer months, manufacturers are refusing to quote prices for shipment later than June.

Wire Cloth—The scarcity still exists and the mills give very little encouragement in being able to fill orders promptly. One dollar and seventy-five cents to \$2 per 100 square foot is easily obtained, if anybody has the wire in stock.

Screen Doors—In sympathy with wire cloth, an advance has been made on all sizes of screen doors. We quote $\frac{3}{8}$ -thick \$8 per dozen and $1\frac{1}{2}$ \$10.

Lawn Mowers—As this is the time for cutting grass, the demand for lawn mowers has been very brisk. We quote the "Bay State" at 65@70 per cent. discount from list and the "Valley City" 70 and 10@75 per cent.

Ice Cream Freezers—Warm weather has stimulated the demand for freezers, and we quote the "White Mountain" at 50 and 10@60 per cent. and the "Arctic" at 60 and 10@60, 10 and 5 per cent. discount.

Corn Planters—Everybody wants them now, if at all. We quote the "Babcock" at \$8 per dozen, and the "Triumph" at \$7.50.

Social Session of the Travelling Men.

The first social session of Post E, which will be held at Elks' hall Saturday evening, promises to be largely attended and generally enjoyed. Unique invitations have been mailed to members of the Post and every member is expected to bring a non-member with him. Among the special features of the evening will be the following:

Quartette—W. J. McInnes, M. McInnes, H. Schull, W. Stewart.

Soloist—J. A. Morrison.

Recitation—Miss Cora Phillips.

Piano—Fred and Dick Warner, Jr.

Last, but not least—"Doug, with his fiddle."

Albert N. Avery, who recently established himself at this market as manufacturers' agent for carpets, draperies, matings, oil cloths, etc., is meeting with flattering success. He proposes to visit the outside trade regularly as soon as his lines are complete, and in the meantime he will visit any dealer who needs anything in his line. His office and salesroom is at 19 South Ionia street.

Experience of a Michigan Merchant at the World's Fair.

Written for THE TRADESMAN.

It is doubtless a matter of interest to many Michigan merchants to know approximately the cost of a visit to the World's Fair.

It is not the intention of the writer to give points to that class of men who board at \$10 a day hotels, so should any such chance to read thus far in this article, let him pass it by. This is written only for those who, having no money to throw away, wish to see the Exposition, live respectably but modestly, and leave at last with the consoling thought that they have had value received for what has been paid out.

The expense of this trip lies in a great measure within the control of the person making the journey. Few Chicagoans are philanthropists in a business way; but at the same time there is not as much extortion practiced as the New York papers are trying to make us believe.

Chicago is a great city. Rents are very high, the wages of servants, waiters, and, in fact, any class of employes are apt to be much more than is paid for the same class of work in the country or the smaller towns. The price of food is often higher than for the same class of goods in the country, and, as a consequence, those who temporarily require the services of the hotels, restaurants and boarding houses must expect to pay rather more for the same accommodations than they would be asked at home.

The idea seems to have gained currency that there is a thug lurking behind every street corner in the Windy City, and that it is as much as a man's life is worth to walk around town without a cordon of police to protect him. This impression is really without foundation. The fellows who frequent the saloons, the dives, the gambling dens or other resorts of questionable repute in any town whatsoever, are usually of the class which runs up against the bunco steers, the confidence men and the sandbaggers. Strangers in Chicago should attend strictly to their own affairs, avoid unfrequented streets, and obtain whatever information they require as to locations and the respectability of any given place from the blue-coated city police. Much as has been said against this class of public servants, I have nothing for them but words of praise. I have never yet asked one of these men for information that has not been cheerfully granted. Put your faith in the Chicago police, and you are not apt to be "let down" to any great extent.

The management of the Exposition has granted a number of franchises to restaurant folks who have establishments on the grounds, and these caterers to the public appetite have taken advantage of their "dead cinch" to charge rather high prices for their goods. The charges for meals have been regulated to a certain extent of late by the commissioners, so I understand; but even now they are not inclined to lose money on what they give you to eat. At the Vienna restaurant, so I am told, you are charged 10 cents for an empty plate, and proportionate prices for whatever you are hardy enough to have placed thereupon.

The mother of a friend of the writer got a sandwich, a cup of coffee and a piece of pie at one of the lunch counters on the grounds the opening day of the

Fair, and was charged 45 cents for her meal; while another person, who shall be nameless in this article, paid 90 cents for four "beers" and a ham sandwich.

If you are a man of moderate means and wish to see the Fair without being robbed, it would be a good idea for you to spend your first half day or more, if necessary, in looking up a congenial boarding place. If nothing of this kind can conveniently be found, it will be quite easy to get a room and take your meals wherever it is most convenient. Should you arrange for board it will be well to include but one or two meals a day—breakfast if only one, or breakfast and supper if two. Your dinner you can get at one of the many restaurants in Chicago, and it will cost you as much or as little as you wish. You can get a light lunch, consisting of tea or coffee and rolls with butter, for from 10 to 20 cents, according to the character of the restaurant; but right here let me say that it does not follow that the cheapest is always the worst. If that does not suit your idea of something to eat and you are still economically disposed, you can get a good-sized dish of pork and beans for 10 cents more. Steak will cost you all the way from 10 cents to \$1; but I am no friend of 10 cent steak. For 30 or 40 cents you can get a good piece and it is usually very nicely cooked. In short, you can get any earthly thing you can think of, and while the effect of a good dinner is universally acknowledged to be rather pleasant and soothing to the system, a 10 cent meal is not necessarily fatal. I tried the experiment of an 8 cent breakfast about a year ago, and am willing to admit that, while I did not feel like following up that course of living, I considered that I had my money's worth at the time.

If you would avoid the high prices current at the World's Fair restaurants, and do not wish to eat your dinner down town, a good way is to buy a lunch and take it to the grounds with you. There are plenty of places where you can sit down to eat it, and if you have time, or happen to be near enough, go to the Michigan building, where there are seats in abundance, two fireplaces with cheerful wood fires in chilly weather, a register of the arrivals of Michigan people and their friends, and a check room where your packages can be left. Michigan has "done herself proud" in the conception of this asylum for her weary children, and she will feel duly honored if you accept the kindly-tendered invitation to share her hospitality.

Unless you are the favored few who have the signature of Mr. Higginbotham at the lower end of a pass, it will cost you 50 cents every time you enter the grounds. This admits you to all the curiosities in the Exposition. There are many attractions in what is known as the Midway Plaisance, the nature of which is not the purpose of this article to disclose, and some of these will offer inducements of which you will perhaps wish to avail yourself. None of these "side shows" can be visited for less than a quarter of a dollar, and many of them cost twice that. You may visit them or not, just as you choose. Some of the attractions referred to are nothing more nor less than duplicates of what may be seen in the Exposition proper, and the visitor can use his discretion as to whether or not it will pay.

Recurring to the item of lodgings,

HERCULES POWDER



HERCULES,
THE GREAT STUMP AND ROCK
ANNIHILATOR.

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DESCRIPTIVE
PAMPHLET.



Stamp before a blast. | Fragments after a blast.

STRONGEST and SAFEST EXPLOSIVE

Known to the Arts.

POWDER, FUSE, CAPS,
Electric Mining Goods,

AND ALL TOOLS FOR STUMP BLASTING.

FOR SALE BY THE

HERCULES POWDER COMPANY,
40 Prospect Street, Cleveland, Ohio.
J. W. WILLARD, Manager.

Agents for

Western Michigan.

Write for Prices.

FOSTER & STEVENS & CO.

PYRAMID PILE CURE.

A new remedy which has created a sensation among physicians by its wonderful effects in speedily curing every form of piles. It is the only remedy known (except a surgical operation) which can be relied on to give instant relief and a lasting cure in Itching, Protruding, Bleeding or Blind Piles.

Briefly stated, it has the following advantages over a surgical operation or any other pile cure: It is absolutely painless; it contains no mineral poisons nor injurious substance; it gives immediate relief from the first application; it can be carried in the pocket and used while traveling or anywhere without the slightest inconvenience or interference with business; and, last, but not least, it is cheap, costing but a trifle.

The following letters speak for themselves and need no comment except to say we have hundreds of similar ones and could fill this paper with them if necessary:

GENTLEMEN—Your Pyramid Pile Cure is without an equal; it cured me in 30 days or a much shorter time. I waited 15 days or more to be sure I was cured before writing you, and can now say I have not the slightest trace of piles and am much surprised at the rapid and thorough effect of the remedy. Truly yours, J. W. Rollins, Marmaduke Military Academy, Sweet Springs, Mo.

From J. W. Waddell, Zulla, Va.—I am a cured man. I only used one package of the Pyramid Pile Cure and I can state to the whole world that it has cured me, and I had them so bad I could hardly walk; and I would have them now if my wife had not insisted on my trying it, and I kept it some time before she could get me to use it, but I now thank God such a remedy was made, and you can use this letter in any way it will do the most good.

Mrs. Mary C. Tyler, of Heppner, Ore., writes—One package of Pyramid Pile Cure entirely cured me of piles from which I had suffered for years, and I have never had the slightest return of them since.

Mr. E. O'Brien, Rock Bluffs, Neb., says—The package of Pyramid Pile Cure entirely removed every trace of itching piles. I cannot thank you enough for it.

Ask your druggist for the Pyramid Pile Cure, and a single trial will convince you that the reputation of this remedy was built up on its merits as a permanent cure and not by newspaper puffery.

It is the surest, safest and cheapest Pile Cure sold.

It has come to be an established fact that this is the best Pile Remedy on the market, and every live druggist has it in stock.

Badges

For

SOCIETIES,
CLUBS,
CONVENTIONS,
DELEGATES,
COMMITTEES.

The Largest Assortment of Ribbons
and Trimmings in the State.

THE TRADESMAN CO.

there are placards on thousands of houses and hotels in the city offering rooms at 25, 50, 75 cents and \$1 a day. As a matter of fact, it is not always best to take a room in the business part of Chicago, even at ordinary times, where the charges are less than \$1 per day. In the long run, you had better take rooms at an establishment of reputed respectability, even if you have to pay more than you think the accommodations are worth. The best way to get cheap apartments is to go on the West or North Sides of the city. These portions of Chicago are less affected by the World's Fair crowds than the South Side, and, in consequence, the boarding houses have not as yet seen the necessity of raising their prices. A fifteen minutes' or half hour's ride out on one of the North Side cable cars will take you into a respectable part of the city, where diligent inquiry cannot fail to find you a satisfactory location. As to the prices you will have to pay in this quarter much elasticity should be expected; but a room and two meals per day can probably be obtained in a good ordinary boarding house or with a private family for from \$5 to \$8 per week—\$5 would be very cheap for a good place. However, I know one where this rate is obtainable, and the house is "all right."

The street car fares will be a matter for consideration if you are trying to cut your corners. From the North Side the cable will land you within easy walking distance of one of the depots for a 5 cent fare. Then you have the choice of several lines whereby to reach the Fair grounds. You may take the Illinois Central suburban train for Jackson Park at the Lake street depot, the fare out will be 22 cents and it takes about twenty minutes to make the trip. If you take it from the Twelfth street depot the fare is 10 cents each way. There are special World's Fair trains which run from the Van Buren street depot, go through in thirteen minutes without a stop, and the fare is 10 cents. The elevated railroad also runs out there, and you must take it at Congress street, which is usually a good distance to walk, but the fare is only a nickel. For the matter of that, you can go on the Cottage Grove avenue cable for the same fare; but this is rather a slow mode of travel. There is a steamboat landing at the foot of Van Buren street and steamers run out every few minutes. This is a pleasant trip; but I did not go that way, and cannot say what the fare is.

Most of us have received large quantities of letters and circulars from Chicago landlords who wished us to engage rooms and pay for them in advance. Unless you have some good reason for doing this and know exactly what you are about, it is apt to prove an unsatisfactory speculation.

The writer had some correspondence with the hotel that has furnished him shelter in times past, and the manager wrote that it would be necessary to engage a room in advance and at the same time to make a remittance of \$10 as a guarantee of good faith. As this hotel had considerably raised its rates, the proposition was not accepted. However, from curiosity, when in the city, I went there and asked about a room. It was obtainable, and, strange as it may seem, at the old price—the price of other years!

The stranger in the city should always

ask the price of the thing he thinks of buying. Then, if too high, he need not invest. The practice of getting the article first and the cost afterward is unbusinesslike, and apt to lead a man of small means into unpleasant complications.

You can figure something like this:

Board and room (for one week) say.....	\$ 8 00
Dinners.....	3 00
Car fares.....	4 50
Admission to Fair.....	3 50
	\$19 00

Your incidentals will be whatever you care to make them. You will notice that this estimate is made on a more liberal basis than I have allowed in the preface, but you will probably spend more money than you are actually obliged to. Most folk do.

It is unnecessary to add that you will have to pay transportation to Chicago. You can walk back.

GEO. L. THURSTON.

IN DEFENSE OF THE GUARDS.

CENTRAL LAKE, May 18—Since writing and mailing the foregoing, I have read an article from a correspondent of the Detroit *Evening News*, as copied by a Grand Rapids morning paper, in which the correspondent takes opportunity to characterize the Columbian guards as a lot of toughs, sandbaggers and foot pads. The letter goes on to say that it is only in rare instances that visitors can obtain information from these officials as to the position of buildings or exhibits, and that they take every opportunity to insult and intimidate strangers. The article also states that the people who run the wheel chairs on the grounds are mere machines, without knowledge of the exhibits, and good for nothing but pushing the chairs.

My experience with the Columbian guards extends over the period of a week. While it is manifestly impossible to hire several thousand men for any purpose whatever without getting a few incompetent hands, I wish to say that I made frequent use of the guards, asked them numerous questions on many subjects pertaining to the Exposition, and in no instance did I receive an uncivil reply. If my memory is not at fault, I did not ask more than two questions that were not readily answered, and I always found the information thus obtained perfectly accurate.

My observations lead me to believe that the red tape at the World's Fair is not particularly troublesome to visitors. Many of the exhibits are labelled "Hands Off," and you are expected to observe the injunction. Some of the smaller buildings were not finished when I was there, and to these admission was sometimes refused. The guards who watched the entrances were, without exception, courteous, as far as I had opportunity to notice, and never said or did anything in my presence that should give offense to any fair minded person.

It is quite possible that some of the chair pushers do not perfectly understand their business; but it is certainly a rare occurrence to see their customers "pushed into a lagoon, or under the feet of a team of horses," as this correspondent brazenly asserts.

I sincerely trust that no reader of THE TRADESMAN will allow such rubbish as the above mentioned letter to deter him from visiting the greatest Exposition that the world has ever seen.

GEO. L. THURSTON.

Too Particular.

"This dollar doesn't sound right," said the smart clerk, ringing the coin on his counter.

"Humph!" said his customer, "what do you want for a dollar, anyway? An operatic solo with orchestral accompaniment?"

It may be that the rich man in torment had a great many nice things said about him on his tombstone.

Use Tradesman Coupon Books.

The True Training School of Nature. Written for THE TRADESMAN.

There is an internal principle operating in the life of every man which governs, not only his petty thoughts and minor activities, but the manner in which he performs the regular and more important duties of life as well. This principle is not inherent. It is a second nature—something that is acquired—and we call it habit. Our lesser activities—the little acts between the scenes on the stage of life, so to speak—are prompted and regulated by this acquired, internal principle. Our manner of conducting the details of business—and upon this depends, to a very great extent, success or failure—is attributable to this second nature principle. Indeed, our very deportment, our social conduct, the influence for good or evil which the reflection of our lives casts upon others—aye, even the way we walk, look and speak—are the legitimate results of this law of our being. We often speak of a man as follows: "Jones means to do all right and, if it were not for his bad habits, he would be a pretty good sort of a fellow." Sometimes we hear something like this: "Now, there's old Slopson, one of the best hearted old fellows that ever lived. Why, he's got a heart inside of his honest old jacket bigger than all out doors. Everybody likes him; but, my! what a pigsty of a grocery he does keep! He is so careless and slovenly in his business habits that it offsets all of his good qualities." Who has not heard the familiar saying, times without number: "I declare I don't know what prompted me to do it; I am not in the habit of doing such a thing, and I can't account for it." Second nature? Why, I was once placed on a committee whose duty it was to canvass the business men of the town in furtherance of an early closing movement. The only obstruction we met with was a grocer. Obstinate? No, quite the reverse. It was his second nature which governed his action. He had always been in the habit of sitting in his store until bedtime, and, although heartily in sympathy with the movement and cheerfully agreeing to turn the key in his door and refrain from selling after the prescribed hour, he would not (and who would?) agree to put out his lights and sit in the darkness. This was not a case of obstinacy—it was a case of habit or second nature, while obstinacy is first nature, or something bred in the bone.

This internal principle, which leads us on to victory and success by propelling our footsteps into ways of virtue, frugality and thriftiness, or which drags us down to defeat and failure by the allurements of an evil divinity from which we cannot free ourselves, is acquired through the operation of a law of nature. Every principle which enters into the government of our lives is either acquired or inherited, and one is just as much a result of the operation of natural law as the other. A close observation of the laws of life would incline us to believe that the first nature, or inherited principle—although primary in the development of the individual—is really secondary in importance to the second nature, or acquired principle, in nature's great process of training and preparing us for the duties of life. The boy walks, talks, moves and acts like his father, not so much because he has inherited these peculiarities, as that he has acquired them by close companionship



Easily and cheaply made at home. Improves the appetite, and aids digestion. An unrivalled temperance drink. Healthful, foaming, luscious. One bottle of extract makes 5 gallons. Get it sure.

This is not only "just as good" as others, but far better. One trial will support this claim.

SOLD EVERYWHERE

Williams & Carleton, Hartford, Ct.

Quick Sellers.

WHAT?

THE NEW FALL LINE

Manufactured by

SNEDICOR & HATHAWAY,

DETROIT, MICH.

All the Novelties in Lasts and Patterns.

Dealers wishing to see the line address F. A. Cadwell, 682 Jefferson ave., Grand Rapids, Mich.



KALAMAZOO PANT & OVERALL CO.

221 E. Main St., Kalamazoo, Mich.

Chicago Office: 305 Central Union Block. Milwaukee Office: Room 502 Matthew Building.

Our fall line of Pants from \$9 to \$12 per dozen are now ready. An immense line of Kersey Pants, every pair warranted not to rip. Bound swatches of entire line sent on approval to the trade.



I KEEP COOL inside, outside, and all the way through, by drinking HIRES' Root Beer. This great Temperance drink is as healthful, as it is pleasant. Try it.

with his father, through the law of imitation, during the period of transformation, when the tender human shoot is in a condition of plasticity.

We enter this true training school of nature when the tin rattle first attracts our infantile attention, and we remain there, without recess or vacation, until we arrive at maturity. It was during this training period that we who are men were molded and fashioned, just as our children are now being molded and fashioned. It was during this period of transformation that we grew, developed and crystallized into what we are. It was not at a business college that we received our real business training. The business college forms a very small part, indeed, in nature's great training school. Two boys may have equal college advantages when they enter the business world as matured men, and they may each engage in the same branch of business under similar conditions, but, while one succeeds, the other makes a failure of it. Why is this? They have been similarly educated—as the term is popularly understood; they are equally ambitious to succeed; they have in common a natural inclination for the same kind of business; they follow their inclinations, and are equally conditioned as to all material chances for success; yet one goes up and the other goes down. To say that one inherited qualities which the other did not, will not solve the question, for we quite frequently observe that the failure is an offshoot of a long line of brilliant successes, and that the success is the heir apparent to nothing visible but shiftlessness and thriftlessness.

The "divinity which shapes our ends" is the acquired second nature which is instilled into us by our environments during the plastic period while passing from the cradle to maturity. If you, gentle reader, had been taken from your environments shortly after making your *debut* into this wicked world and placed in an oriental cradle, you would, to-day, be wearing a turban with as much grace, and you would curse a Christian dog with as much vigor as any other Turk, although you were the son (unknown by you, however) of a Christian dog yourself. When we think of the power of this divinity in shaping our ends, regardless of our rough hewing; that it is acquired in the pliability of youth; that success or failure in life depends on the kind of divinity acquired, and that parents are largely responsible therefor—I say, when we think of these things, it is enough to make us stagger under the weight of our responsibility. Nature is a just master. She places the means within our reach, and, if we make proper use of them, she will make the results satisfactory. She prepares the soil, furnishes the seed and decrees the harvest according to our manner of sowing. If we entirely neglect the sowing, the harvest will consist of weeds and briars, and if we sow the wrong kind of seed the result may be still worse.

Is Slopson to blame because everything is topsy-turvy in his grocery? Why does he allow Kirk's soap and De-Land's saleratus to bunk together, regardless of the proprieties, and why does he permit his canned goods to keep such low company as Frazer's axle grease? Why are his molasses measures stuck to the floor, and why is the paddle which belongs to the ringed, streaked and speckled butter crock stuck into the

A Photographic Trip Around the World.

Superb Photographs of Famous Scenes, Wonders of Architecture, Historic Buildings, Beautiful Scenery and Curious Sights in all parts of the world, with descriptive text. A magnificent book, printed on enameled paper, a wonder of the printer's art. Size, 8 x 10½. Try it as a premium for cash trade, costs only \$15.00 a dozen, with 500 cards and a punch free. Retail at \$5.00. Sample sent on approval.

NATIONAL BOOK & PICTURE CO.,
CHICAGO.



DODGE
Independence Wood Split Pulley

THE LIGHTEST!
THE STRONGEST!
THE BEST!

HESTER MACHINERY CO.,
45 So. DIVISION ST., GRAND RAPIDS.

F. H. WHITE,

Manufacturers' agent and jobber of

PAPER AND WOODENWARE,

125 Court St., Grand Rapids, Mich.

BUY THE PENINSULAR
Pants, Shirts, and Overalls

Once and You are our Customer
for life.

Stanton & Morey,
DETROIT, MICH.

GEO. F. OWEN, Salesman for Western Michigan,
Residence, 59 N. Union St., Grand Rapids.

Avoid the
Curse of Credit

BY USING

COUPON 
BOOKS.

THREE GRADES:

Tradesman,
Superior,
Universal.

Manufactured only by
TRADESMAN COMPANY,
Grand Rapids, Michigan.

See quotations in Grocery Price Current.

FREE CRAYON PORTRAITS.

No premium ever offered draws trade equal to this plan. It makes every sale cash and increases your business. It commands the trade and delights your patrons. It costs you nothing to adopt this plan. Write for full information.



Are you handling portraits as premiums? Please allow me to send you sample portrait and frame and be convinced I Have the Best.

A. WALTER, 358 Dearborn St., Chicago, Ill.

All the Coffee for the World's Fair

Is roasted by Chase & Sanborn.

OUR COFFEES

Are roasted by Chase & Sanborn. You will never have the best until you handle

JEWELL'S OLD GOVERNMENT JAVA.

JEWELL'S ARABIAN MOCHA.

Jewell's Old Government Java and Mocha.

* **WELLS' JAVA AND MOCHA.**

WEAVER'S BLEND.

SANTORA

IDEAL GOLDEN RIO.

I. M. Clark
Grocery
Co.

BANANAS!

Large Bunches.
Clean, Plump Fruit.

THE PUTNAM CANDY CO.

genuine, bald-headed, and even-complexioned cow butter? And why—but, pshaw, it's his acquired second nature and he can't help it, any more than he can't wear a new suit of clothes two days without smearing them all over with grease, molasses, tobacco juice, tar, or anything else he can find to rub up against. Slopson received his business training during the plastic period of his existence as we all did. In his case an indulgent mother and a careless father shirked their share of the responsibility in this important part of his training, and nature could not withhold the penalty—unless she suspended her laws, and that is impossible. Slopson's customers say that he might be as neat and tidy as anybody, if he wished to, but they forget that it is his nature to be as he is, and that it is simply impossible for a man to change his nature by simply wishing that it might be changed. When Slopson was like "clay in the potter's hands," when his habits for life was being molded and fashioned by his environments, according to nature's laws, then was the time Slopson should have been trained for a neat and tidy grocer.

Want of space prevents me from pursuing the subject further. Volumes might be written on nature's great and only true training school, without exhausting the subject. Show me a merchant who is untidy and slovenly in his habits, and I will point you to a boy who never put anything in its place, for the simple reason that there was no place in which to put it. His school books were deposited upon the nearest chair; the brush and comb were searched for when needed and, after being used, were

thrown aside, without the least thought of any further use; when he retired, he flung his muddy boots on the carpet in the middle of the room for others to stumble over, threw his stable coat on the dining table and crawled into bed, forgetting to remove his collar, necktie and socks. This boy was being trained in nature's great training school for the duties of life. When he matured he entered the mercantile business. Do you expect him to be neat, tidy, prompt and methodical? Impossible. Show me a business man who neglects his business, spending his leisure hours and spare moments in neighboring billiard and pool rooms, and leaving his business to attend every horse race and match game of any kind, and I will cite you to a boy who played truant in his school days; a boy who was permitted to idle away a large portion of his time, playing marbles in the back alleys, and commingling with vicious companions on the street corners and public commons. The ruins of this false training congealed, gradually, into a second nature, and the man's "ends" are all "shaped" by his divinity, "rough hew" them as he may.

Let us see to it that the little men and women who are assigned to our protecting care shall have the full benefit of the means which nature has provided for developing them into useful citizens and successful business managers—namely, constant and useful employment; clean and virtuous companionship; cleanliness of person and surroundings; systematic and artistic arrangement, and prudent economy. Let us do this, and by the time they are called upon to take our places in fighting the battles of life, nature will have crystallized them into instruments of usefulness.

E. A. OWEN.

Hotels From the Standpoint of the Traveling Man.

A traveling man thus sets forth his ideas on the subject of the so-called first-class hotel: I am one who is doomed to pass many days in hotels. I am in a hotel now. There is a great deal of marble flooring and glazed tiling about this hotel. In the dining room there is a wainscoting of oak, and the walls and ceiling are decorated with soft-tinted landscapes and pictures of startled deer, and quail and fishes. In my chamber there is a soft carpet of a vivid red pattern on a ground of white; and the wall paper is a delicate sky-blue; the china-ware is brightly blue, with gilt tracery; and there is a complete "set" of pitchers, big and little, and mugs and soap dishes, as though it had just been taken out of a crockery store show-window. The cherry furniture shines with a polish that makes you afraid lest you get varnish on your trousers. For supper to-night there were seven kinds of meat under the heading "Fried," besides the fish and pig's feet. There were nine different things headed "Broiled," four kinds of meat, and beans, headed "Cold," "Relishes," five kinds, including olive oil. "Eggs," eight styles; "Bread," all the kinds you can think of. Tea, coffee, buttermilk. The bill-of-fare, I should say, was printed by an amateur printer, and the cards bore the finger marks and grease spots and coffee stains of a month of feasts. The waiters were bright colored men, who delighted to race with one another down the length of the dining-room, carrying heavily loaded trays. This had something to do with the way the dishes were served; fried tripe, garnished with raspberries;

poached eggs, coffee sauce; buttered toast smothered in mashed potato; tea, half-and-half (half in the cup and half in the saucer)—but it made the waiters cheerful, and cheerful company is sauce for any dish. There wasn't any towel in my room. I rang for one three times. I told the second boy that the first boy had not attended to my order; but that was satisfactorily explained—the first boy didn't know nothing. This is a good hotel to stop at, for the bar is well stocked and under proper management. But when you have stopped you want to go right on; it is not a good hotel to stay at. People who "kick" at this hotel (I do not do it) are considered chronic kickers by the management, and are treated with silent contempt. Last week I was at a little hotel in a country town—what is called a one-horse hotel. They didn't have a printed bill-of-fare even. There was just one waiter, and that one only a girl in a white dress; and all she did was to bring a clean white plate (the plates are all colored at this hotel), and a clean, white bowl, full of yellow hasty pudding, and a clean, white quart pitcher, full of creamy milk, and a plate of white biscuit and a cup of tea; and she set the cold chicken and the cold ham within reach, and then she just stood by the open window in the breeze and looked cool and contented, and—it was a pretty slim bill-of-fare, perhaps, but I'll be switched if I wasn't contented. I visit other hotels. Some, like the one I am in now, are "first-class." Others, like the mush-and-milk place, are not classed at all. In seven out of ten "first-class" houses there is a screw loose somewhere. In four out of five hotels not classed you wonder why things don't run more smoothly where everything is covered with grease. The other one out of five is a little oasis. It is a good place to stay at over Sunday, too; because everybody else "Sundays" at the first-class hotels.

DEALERS WILL FIND TANGLEFOOT THE MOST PROFITABLE
AND SATISFACTORY FLY PAPER.
SELL WHAT WILL PLEASE YOUR TRADE BEST.



The price for Tanglefoot in the United States east of the Rocky Mountains:

1 Box.....	\$0 45
1 Case (10 boxes).....	3 75
5 Cases at one purchase.....	per case, 3 65
10 Cases at one purchase.....	" 3 55

TANGLEFOOT

SEALED

Sticky Fly Paper.

NEW STYLE.
IN NEW PACKING.

NEW PRICE.
WITH NEW HOLDERS.



Each double sheet of Tanglefoot is separately sealed with our Wax Border, which, while it permits the easy and ready separation of the sheets, absolutely prevents the sticky composition from running out over the edges. This Border preserves each sheet independently and indefinitely until used and prevents all loss and annoyance to the dealer.

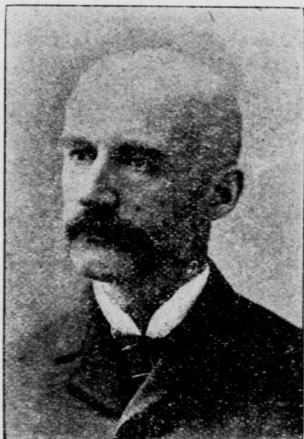
Each box of Tanglefoot will contain 25 double sheets of Tanglefoot and two Tanglefoot Holders—15 loose double sheets and two packages each consisting of a Holder containing five double sheets.

Push the new package with your family trade, they will all buy it if it is brought to their notice. It will increase your sales of Tanglefoot by encouraging a more liberal use among your trade. Your customers will appreciate the new package and will soon ask for it.

JOSEPH L. HUDSON.

Succinct Statement of His Wonderful Business Career.

J. L. Hudson was born 46 years ago in Newcastle-on-Tyne, England, his father being a tea, coffee and spice merchant. At the age of 10 years, he accompanied his mother, with five other children, to Hamilton, Ont., whither his father had preceded them. After a four years' course at the Central School there, he



was employed as a telegraph messenger boy for the Great Western Railroad, since absorbed into the Grand Trunk system. Subsequently, he became a grocery clerk at \$5 a month.

In June, 1860, the family removed to Grand Rapids. The elder Hudson was employed by the D. & M. Railroad at Milwaukee, and he returned once a week to his family. They lived for one year here, and during half of that time young Hudson attended school, while the other half he worked on a fruit farm not far from the city. In 1861, the family moved to Pontiac, where Joseph, as he was called, acquired his first experience in the dry goods business, in the store of C. R. Mabley, the founder of the Mabley mercantile house of Detroit. His salary for the first month was \$4, but in the second month it was increased to \$8. He remained there for five years, his salary having in the meantime increased to \$300 a year, with board in Mr. Mabley's house.

In the interval Mabley and the elder Hudson had started a clothing store at Ionia, in partnership. Joseph was now in his twentieth year, and had developed remarkable business ability. Then Mabley's interest was purchased by the Hudsons, and father and son continued business. Though possessing little capital, they realized \$4,000 the first year. The business went on prospering and they next entered the stove trade, purchased a flouring mill and bought pine lands. In 1873 the elder Hudson died, and the business, after all debts were paid, amounted to \$40,000, half of which was owned by the son. The latter continued the business in the firm name. But during the panic of '73, when so many leading business men failed, Mr. Hudson was among those who succumbed on account of inability of customers to pay him. After a hard struggle he came out at the right end, having paid 100 cents on the dollar, with interest.

One day in 1877, while in Detroit, Mr. Hudson called to see his old employer, Mr. Mabley, who had moved from Pontiac to that city. Mr. Mabley was about to visit Europe, and he asked Mr. Hudson to manage his business in his absence. When Mr. Mabley returned he was so well satisfied with the condition of the business that it was decided that he and his assistant should enter into partnership. This continued until 1881, when the firm was dissolved, Mr. Hudson leaving with \$60,000 as his share of the profits. In April of the same year he opened a clothing store in the Detroit Opera House block, and his business had so increased in five years that he was obliged to move into more commodious premises. This was made to a six-story establishment at 141-145 Woodward avenue; but about a year and a half ago he took possession of his eight-story build-

ing, at the corner of Gratiot avenue and Farmer street, which is admittedly one of the finest clothing establishments in the world. Mr. Hudson's career has been a remarkable one, but pluck, perseverance and true worth are at the bottom of it.

PRODUCE MARKET.

Apples—Nearly out of market. Russets being the only variety on hand at present. This variety commands \$2.75 per bbl.

Asparagus—50c per doz.

Beans—Handlers pay \$1.75 for country-picked and hold at \$2. City hand-picked are quoted at 10@25c above these figures.

Butter—The paying price for choice dairy has dropped to 16c, since which time dealers have held the market at 18c. Factory creamery has declined to 22@23c.

Cabbage—Cairo stock commands \$1.75 per crate, while Louisiana is in fair demand at \$3.25.

Carrots—25c per doz.

Cider—13@15c per gallon.

Cucumbers—75c per doz.

Eggs—About 1/4c lower than a week ago. Dealers now pay 13c and hold at 14c.

Green Beans—\$1.75 per bu. Wax \$2.75 per bu.

Green Onions—10c per doz. bunches.

Green Peas—\$1.50 per bu.

Honey—White clover commands 15c per lb. dark buckwheat brings 12 1/2c.

Lettuce—10@11c per lb., according to quality. Maple Sugar—Out of market.

New Potatoes—Louisiana stock is in small demand at \$3 per 1 1/2 bu. bag.

Onions—Old are out of market. Cuba stock is in ample supply at \$2.15 per bu. crate, and Bermuda stock is in fair demand at \$2.40 per bu. crate.

Pieplant—1c per lb.

Pineapples—\$1.50@2 per doz., according to size and quality.

Potatoes—The price continues to advance, dealers now paying 70c and holding at 80c. Un- less new potatoes come in more freely than they now give promise of doing the price will go to \$1 before the end of another fortnight.

Radishes—25c per doz. bunches.

Spinach—30c per bu.

Squash—4c per lb.

Strawberries—The market is not well supplied, and the price is high. All the stock is now coming from Illinois, and the enormous consumptive demand of Chicago prevents this market getting full supplies. The price today is \$5.75 per 24 qt. crate, which is nearly prohibitive.

Tomatoes—\$4 per 6 basket crate.

Turnips—Mississippi stock, 25c per dozen bunches.

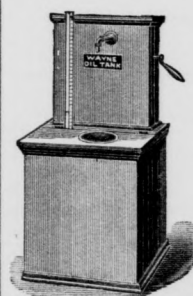
MICHIGAN
Fire & Marine Insurance Co.

Organized 1881.

DETROIT, MICHIGAN

THE WAYNE
SELF-MEASURING
Oil Tank

Measuring one quart and half gallon at a single stroke.



First Floor Tank and Pump.

NET PRICE LIST.

First floor Tanks and Pumps.

1 bbl.....	\$13 00
2 bbl.....	15 00
3 bbl.....	18 00
4 bbl.....	22 00
5 bbl.....	27 00

Cellar Tanks & Pumps.

1 bbl.....	\$14 00
2 bbl.....	17 00
3 bbl.....	21 00
4 bbl.....	25 00
5 bbl.....	30 00
Pump without Tank.....	9 00

Manufactured only by the

WAYNE OIL TANK CO.,

Fort Wayne, Ind.

THE ACME HAND POTATO PLANTER.

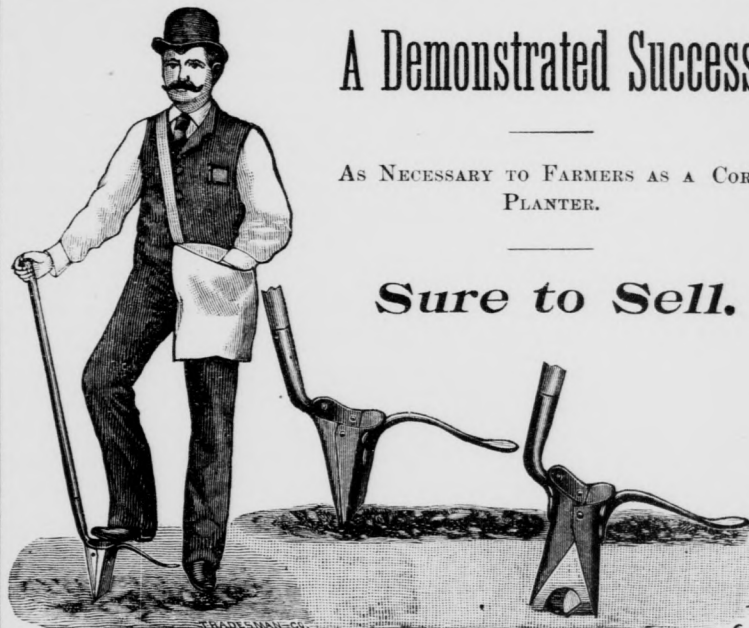
Simple, Durable, Practical.

Used by Hundreds of Farmers.

A Demonstrated Success.

AS NECESSARY TO FARMERS AS A CORN PLANTER.

Sure to Sell.



(PAT. MAY, 1888.)

Works Perfectly in Clay, Gravel or Sandy Soil, Sod or New Ground. Plants at any and Uniform Depth in Moist Soil.

FOR SALE BY

FLETCHER, JENKS & CO.,
DETROIT, MICH.FOSTER, STEVENS & CO.,
GRAND RAPIDS, MICH.

Price, \$24 per Dozen.

Liberal Discount to Dealers.

"ALL WORK AND NO PLAY"—

you know the rest.

A Week's Recreation

Will do you good, brighten you up, put new life in you and give you new ideas.

Make your arrangements to join our

COLUMBIAN EXCURSION TO THE WORLD'S FAIR,

Leaving

GRAND RAPIDS

JUNE 19th.

With

500 GOLD MEDAL CIGARS

At \$35.00 per 1,000, we present you with a round trip ticket good for 7 days.

Pack your Valise and Come with us, We'll Give you a Good Time.

Ball
Barnhart
Putman Co.

Drugs & Medicines.

State Board of Pharmacy.

One Year—James Vernor, Detroit.
Two Years—Ottmar Eberbach, Ann Arbor.
Three Years—George Gundrum, Ionia.
Four Years—C. A. Bugbee, Cheboygan.
Five Years—S. E. Parkill, Owosso.
President—Ottmar Eberbach, Ann Arbor.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. Gundrum, Ionia.

Michigan State Pharmaceutical Ass'n.

President—Stanley E. Parkill, Owosso.
Vice-Presidents—J. H. L. Dodd, Buchanan; F. W. R. Perry, Detroit; W. H. Hicks, Morley.
Treasurer—Wm. H. Dupont, Detroit.
Secretary—C. W. Parsons, Detroit.
Executive Committee—H. G. Coleman, Kalamazoo; Jacob Jenson, Muskegon; F. J. Wurzburg and John E. Peck, Grand Rapids; Arthur Bassett, Detroit.
Local Secretary—James Vernor.

Next place of meeting—Some resort on St. Clair River; time to be designated by Executive Committee.

Grand Rapids Pharmaceutical Society.

President, John D. Muir; Sec'y, Frank H. Escott.

HOW TO CHARGE A GENERATOR.

In charging a generator, it is advisable to thoroughly understand the chemical changes that are taking place, but it is even more necessary to know the insignificant details as to the best method of working off a charge, for without this the best chemist will obtain poorer results than an ignorant workman familiar with the processes. There are three great dangers to be avoided in charging a generator. The first is the danger of getting too high a pressure; the second, the collapse of the generator or fountain linings; and third, the caking of the marble dust or spent material either in the agitator or on the walls of the generator.

As to the first trouble, as the rise of pressure in the generator can only take place when the sulphuric acid and the marble dust are mixed, it follows that everything depends on letting the one down to the other with sufficient slowness. When marble dust is used, there is less danger from this source than when either whiting or bicarbonate of soda is employed. Both of these are acted upon more quickly by the acid, and with the bicarbonate of soda the production is particularly rapid, since this compound liberates about twice as much gas as the same weight of marble dust.

Even with marble dust, the rapidity with which the gas is evolved depends in great measure upon the degree of fineness to which the marble is ground; and it has been found that, all things considered, a somewhat coarser grade is to be preferred to a fine one.

In all forms of the generators on the market the acid and carbonate are placed in two chambers, one above the other, and the upper ingredient is then gradually let down into the lower one. It is right here that the principal trouble arises. In the first place, there is great danger of a leak; and this is especially the case when it is the acid which is placed in the upper chamber. Sulphuric acid is such a corrosive fluid that lead is the only cheap metal that will stand its action, and hence the joint between the acid chamber and the generator body is made by means of a lead-colored plug fitting into a lead-lined recess. By pulling out this plug the sulphuric acid is allowed to flow down upon the marble, while by closing it again the flow of acid is stopped. It must be confessed that this acid plunger is a most crude contrivance, but, although many attempts have been made to devise something better, it still holds its own, and bids fair to do so for many years to come. It will be readily understood that the soft lead in course of time becomes considerably battered and that the acid will then leak through into the generator body. The consequence will be, if the leak is of appreciable size, that the pressure in the generator will rise faster than is desired, and this will produce trouble in two distinct ways.

In the first place, it will increase the strain on the generator, and, if it rises too high, may produce an explosion unless the generator be in good condition and provided with reliable safety attachments; but even if so provided the entire charge will be wasted, and the floor will be littered up with the refuse materials shot out from the generator. This is what will happen in extreme cases; but when the pressure is not great enough to pass the safety limit it nevertheless causes another very annoying

trouble, technically known as "priming." This priming consists of a kind of boiling-up of the materials in the generator through the too sudden generation of carbonic acid gas, and in this boiling-up a portion of the acid and marble dust is carried over into the gas washers, choking up the pipes and contaminating the water in the fountains. I have heard it gravely contended by persons in the soda-water business that, unless some sulphuric acid spray found its way over into the water, the beverage would be deficient in pungency, but I must confess that personally I prefer my drinks plain. Fortunately a serious leak in the acid chamber does not often occur, and when it does it manifests itself so rapidly that the druggist can be on his guard against it while running off the charge, and can then have it attended to before next charging time.

Where the principal trouble arises is in the carelessness of the operator. Wishing to abridge as much as he possibly can the work of charging, he lets down a great deal of acid at a time, and in his eagerness is apt to allow too much to pass, forgetting that the pressure which the gauge shows at the moment will rapidly rise as the acid and marble combine, even after he has closed the valve again. Hence the importance of letting down the acid by very small amounts at a time cannot be too strongly insisted upon.

With what are known as carbonate-feeding generators, in which the marble dust is placed in an upper chamber and allowed to fall into the acid, leakage is not so liable to occur, but there is in this case another closely allied danger to be apprehended. It is that, as the handle of the agitator at the same time serves to close the partition between the marble dust and the acid, if the handle should by any accident become twisted the partition will not completely close, and too much marble will fall into the body of the generator, causing a sudden rise of pressure. The only way to avoid this danger is to look carefully at the diaphragm before putting in the charge of marble. By fastening a lighted candle to any convenient wire, and lowering it through the upper bung, the interior of the generator can be easily examined, and the operator can make sure that the diaphragm is completely closed before he attempts to put his materials into the generator.

As regards the second danger of which I have spoken, namely, the collapsing of the linings of the generator and of the fountains, this is perhaps the most important of all, and it is the one to which the bottler should pay the greatest heed, for the reason that it is somewhat difficult to realize just where the trouble arises, as the effects are seldom apparent to the operator in any way until the damage is irretrievably done. This collapsing is impossible so long as the pressure inside remains as great or greater than the pressure outside.

We now come to the third point, that is to say, the danger of the materials caking in the generator. To the uninitiated it would seem as though a substance like ground marble could not give any trouble by caking, either before or after it has been deprived of its gas, but as a matter of fact this caking occurs continually. It is the exception rather than the rule, for a generator when opened to be perfectly free from caked materials, and in most of the cases the marble is caked so hard that it can only be removed by the use of a mallet and chisel. It may be asked what objections there can be to the marble caking in the generator; but this question almost answers itself. In the first place, it becomes very difficult to discharge the spent materials; second there is danger of the agitator being injured by striking against these caked materials; and, third, the capacity of the generator is considerably reduced, necessitating more than frequent changes and increasing the danger of boiling over already spoken of.

Now, it is a common mistake to imagine that this caking occurs only with the spent materials in the generator. Ordinary marble dust that has not been acted upon at all by acid will cake readily and form a hard mass; and there is, curiously

enough, more trouble to be apprehended from this source than from the spent materials. Consequently, simple as seems the operation of putting the marble dust into the generator, it requires to be done just so, in order to prevent the marble from caking upon the agitator or upon the generator lining.

The first principle to be borne in mind is that the water must be put in before the marble dust, for if the marble were put in first and the water were afterwards poured upon it the marble would cake fast to the lining. The second point to remember is that the marble should be let into the generator a little at a time, and the agitator should be slowly turned while it is falling in, so as to mix it well in with the water and distribute it throughout the body of the generator. This, moreover, prevents the marble dust from settling, or from forming into lumps—a contingency that, while not so vexatious as the caking proper, is still disagreeable in more ways than one.

It is safe to say that the majority of bottlers pay no heed whatever to these simple precautions; instead of seeing that the agitators-blades are vertical before commencing to let down the marble dust, and then taking pains to keep the blades revolving during the fall of the carbonate, the majority leave the agitator in whatever position it finds itself, usually with the blades horizontal, and then pour in the entire charge of marble dust at once. They are afterwards surprised to find that their agitator, without any apparent cause, becomes encrusted with a coating of marble that gradually forms a veritable snow ball. Moreover, a thick layer of marble adheres to the lining—a layer which all their efforts fail to remove—and they are obliged as a last resort, to take their generator apart and treat it to a dose of hammer, chisel and elbow grease for two or three hours, at the end of which time either the generator will be clean, the operator tired out, or the lining so badly damaged it can never be used again. The latter case is the most frequent.

The fact that marble dust will cake more rapidly than the spent materials in the generator requires attention for another reason, namely, that if too great an excess of marble is used in making the charge the trouble from this source will be considerably increased; hence it is well to conform as much as possible to the right proportions. With a poor marble dust, of course the quantity can be increased somewhat. Whether or not the charge of marble can be increased, will readily be seen by examining the spent materials. If the residue gives a strong acid reaction, this will indicate that the sulphuric acid has not all been neutralized, and hence a large quantity of marble can be safely used at each charge.

One last point remains to be considered in regard to increasing the charge of marble dust in horizontal generators, namely, that the gas should be generated as soon as possible after the marble has been put in. The reason for this is that the gas generated seems to penetrate the mass like yeast, and so prevents the particles from caking together so easily. It is for this reason that a generator left under pressure will sometimes remain for a considerable time without caking, whereas if the marble dust and water alone were left in the generator the operator would find matters in a pretty state upon his return. Although, as we have seen, the marble is more liable to cake than the spent materials, yet the troubles from the latter source are not to be underestimated. The danger of caking from the soluble sulphate of magnesium formed can be almost entirely obviated by using a sufficient quantity of water in making the charge.

Having now considered the pathology of "caking," perhaps it may be well to say a few words in regard to the cure of the disease. If taken in its earlier stages, the remedy is not very difficult. Whether the marble or spent materials are caked to the generator lining, to the agitator, or have caked together in lumps, the remedy is to pour a couple of pints of acid and the same amount of water into the generator body and stir the agitator

around briskly. Sometimes, if the marble has not caked hard, it can be removed by playing upon it with a hose. If these mild measures fail, however, the bottler will be obliged, as before stated, to take the generator apart and scrape it clean, using a mallet and chisel for this purpose if nothing else will answer. Great care must be taken, however, not to injure the soft lead lining. On the whole, I would say that it is not a difficult matter to charge a generator properly. It is, in fact, almost as easy as discovering America. All that is required is to know how to do it, and then to do it that way.

THOMAS WARWICK.

Canada's big cheese—claimed to be the largest cheese ever made—attracts considerable attention at the World's Fair. It is stated that 207,200 pounds of milk were used in its manufacture, representing the entire product of 10,000 cows for one day. Its present weight is about 22,000 pounds and it measures about twenty-eight feet in circumference by six feet in height. In connection with other dairy products it was transported to Chicago by special train from Perth, Ontario, stopping at every station to give people an opportunity to see it, and creating only less enthusiasm in its journey than did the mammoth Krupp gun. Several hundred ordinary sized and small cheese—some but little larger than an ordinary thread spool—contributed by over 100 different factories and representing different provinces, make up the sum total of Canada's cheese contribution.

The drummer from Chicago was rattling off the merits of his goods in a way which at last caused the good old merchant to look at him doubtfully. "Oh, I'm telling you the straight truth," said the drummer, catching on to the mild insinuation in the old gentleman's face. "It would hurt me to tell a lie." "Yes," responded the old merchant quietly, "I know it would. There was a Chicago man in to see me yesterday, and he said the same thing, but I noticed that he went right on suffering as long as he stayed here."

The Drug Market.

Opium is weak and lower.
Morphia is unchanged.
Quinine is steady.
Insect powder has advanced, on account of small stocks of flowers abroad.
Canary seed has declined.
Sulphur and brimstone are lower.
Gum shellacs are higher.
Alcohol has declined 2 cents.

Empress Josephine Face Bleach

Is the only reliable cure for freckles and pimples.

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.,
Jobbers for Western Michigan.

Have You ASTHMA, CATARRH

Hay Fever, Headache, Neuralgia,

CUSHMAN'S Menthol Inhaler

Will Cure You First in-
stops sneezing, snuffing,
coughing and headache.
This relief is worth the
price of Inhaler. Continued
use will complete the cure.

Prevents Sick-Sea
The cool, exhilarating sensation following its use is
a luxury to travelers by rail or boat.
The Best Remedy for COLDS and SORE
THROAT. It is a
dainty pocket piece. It cannot get out of or-
der; does not require renewing; there is no
liquid to drop or spill; lasts a year, and costs 50c
at druggists. Registered mail 60c, from

H. D. CUSHMAN, Manufacturer,
Three Rivers, Mich.

Guaranteed satisfactory.

Wholesale Price Current.

Advanced—Green Shellac.		Declined—Canary seed. Gum opium. Sulphur.		
Brimstone. Alcohol.		Tinctures.		
ACIDUM.				
Aceticum	86 10	Cubebae	2 30 60	
Benzolium German	65 70	Erichthios.	2 50 22 75	
Boricum	27 36	Erigeron	2 25 22 50	
Carbolicum	27 36	Gaultheria	2 00 22 10	
Citricum	50 52	Geranium, ounce	2 75	
Hydrochlor	36 5	Gossypii, Sem. gal	70 75	
Nitrosum	10 12	Hedeoma	2 10 22 30	
Oxalicum	10 12	Juniperi	50 22 00	
Phosphoricum dil.	1 30 21 70	Lavandula	30 22 00	
Salicylicum	1 30 21 70	Limonis	2 40 22 60	
Sulphuricum	1 1/2 5	Mentha Piper	2 75 23 50	
Tannicum	1 40 21 60	Mentha Verid.	2 20 22 30	
Tartaricum	30 23	Morruhuac, gal.	1 00 21 10	
AMMONIA.		Myrica, ounce	2 50	
Aqua, 16 deg.	3 1/2 5	Olive	90 22 75	
20 deg.	5 1/2 7	Pisces Liquidus, (gal. 35)	10 12	
Carbonas	12 14	Ricini	1 23 21 28	
Chloridium	12 14	Rosmarini	75 21 00	
ANILINE.		Rosae, ounce	6 50 28 50	
Black	2 00 22 25	Succini	40 23 00	
Brown	80 21 00	Sabina	90 21 00	
Red	45 50	Santal	3 50 27 00	
Yellow	2 50 23 00	Sassafras	50 25 55	
BACCAR.		Sinapis, ess. ounce.	2 00	
Cubebae (po 45)	40 2 45	Sinapis, opt.	2 00	
Juniperus	86 10	Theobromas	15 20	
Xanthoxylum	25 30	POTASSIUM.		
BALSAMUM.		Bi Carb.	15 18	
Copaiba	45 50	Bichromate	13 14	
Peru	21 15	Bromide	36 40	
Terabin, Canada	60 65	Carb.	13 15	
Tolutan	35 50	Chlorate (po 33 25)	24 26	
CORTEX.		Cyanide	50 23 00	
Abies, Canadian	18	Iodide	2 00 21 50	
Cassiae	11	Potassa, Bitart. pure.	27 30	
Cinchona Flava	18	Potassa, Bitart. com.	27 30	
Enonymus atropurp.	30	Potass Nitras, opt.	8 10	
Myrica Cerifera, po.	20	Potass Nitras	7 9	
Prunus Virgini.	12	Prussiate	28 30	
Quillaja, grd.	10	Sulphate po.	15 18	
Sassafras	12	RADIX.		
Ulmus Po (Ground 15)	15	Aconitum	20 25	
EXTRACTUM.		Althae.	22 25	
Glycyrrhiza Glabra	24 25	Anchusa	12 15	
" po.	33 35	Arum, po.	2 25	
Haematox, 15 lb. box	11 12	Calamus	20 40	
" 1s.	13 14	Gentiana (po. 12)	8 10	
" 1/2s.	14 15	Glychrrhiza, (pv. 15)	16 18	
" 1/4s.	16 17	Hydrastis Canadian,	2 30	
FERRU.		(po. 35)	2 30	
Carbonate Precip.	2 15	Hellebore, Ala, po.	15 20	
Citrate and Quinia	2 30	Inula, po.	15 20	
Citrate Soluble	2 80	Ipecac, po.	2 20 22 30	
Ferrocyanidum Sol.	2 15	Iris plox (po. 35 238)	35 40	
Solut Chloride	2 50	Jalapa, pr.	40 45	
Sulphate, com'l.	2 7	Maranta, 1/2s.	2 35	
" pure.	2 7	Podophyllum, po.	15 18	
FLORA.		Rhei.	75 21 00	
Arnica	18 20	" cut.	75 21 35	
Anthemis	36 35	Spigelia	35 38	
Matricaria	40 50	Sanguinaria, (po 25)	2 20	
FOJIA.		Serpentaria	30 32	
Barosma	18 20	Senega	65 70	
Cassia Acutifol, Tin-	25 28	Similax, Officialis, H	2 40	
nively	35 50	" M	2 25	
Salvia officinalis, 1/2s	15 25	Scilla, (po. 35)	10 12	
and 1/4s.	20 25	Symplocarpus, Fosti-	2 35	
Ura Ursi	8 10	dus, po.	2 35	
GUMMI.		Valeriana, Eng. (po. 30)	2 25	
Acacia, 1st picked	2 75	" German.	2 25	
" 2d	2 45	Ingiber a.	18 20	
" 3d	2 30	Zingiber j.	18 20	
" sifted sort.	2 25	SEMIN.		
" po.	60 80	Anisum, (po. 20)	2 15	
Aloe, Barb. (po. 60)	50 60	Apium (graveoleons)	15 18	
" Cape. (po. 60)	2 12	Bird, 1s	4 6	
Socotri. (po. 60)	2 50	Carul. (po. 18)	8 12	
Catechu, 1s, 1/2s, 1/4s,	2 10	Cardamon	1 00 21 25	
16)	2 10	Coriandrum	10 12	
Ammoniac	55 60	Cannabis Sativa	34 24	
Assafetida, (po. 35)	30 35	Cydontium	75 21 00	
Benzoinum	50 55	Chenopodium	10 12	
Camphora	55 58	Dipteris Odorata	2 25 22 10	
Euphorbium po.	35 10	Foeniculum	2 15	
Galbanum	22 50	Foenugreek, po	6 8	
Gamboge, po.	70 75	Lini	4 2 4 1/2	
Gualacum, (po 35)	2 30	Lini, grd. (bbl. 3 1/2)	4 2 4 1/2	
Kino, (po 1 10)	2 15	Lobelia	35 40	
Mastic	2 80	Pharlaris Canarian	44 2 5	
Myrrh, (po. 45)	2 40	Rapa	6 7	
Opil (po 4 50)	3 15 22 25	Sinapis Albu.	11 21 3	
Shellac	33 35	" Nigra	11 21 3	
" bleached	33 35	SPERITUS.		
Tragacanth	40 21 00	Fruentum, W. D. Co.	2 00 22 50	
HERBA—In ounce packages.		" D. F. R.	1 75 22 00	
Absinthium	25	Juniperis Co. O. T.	1 55 22 00	
Eupatorium	20	Saccharum N. E.	1 75 22 00	
Lobelia	25	Spt. Vini Galii	1 75 22 00	
Majorana	25	Vini Oporto	1 25 22 00	
Mentha Piperita	25	Vini Alba	1 25 22 00	
" Vir	25	SPONGES.		
Rue	30	Florida sheeps' wool	2 50 22 75	
Tanacetum, V	25	Nassau sheeps' wool	2 00	
Thymus, V	25	Velvet extra sheeps'	1 10	
MAGNESIA.		wool carriage	85	
Calcined, Pat	5 2 60	Extra yellow sheeps'	85	
Carbonate, Pat	20 22	wool carriage	65	
Carbonate, K. & M.	20 22	Hard for slate use	75	
Carbonate, Jennings	35 36	Yellow Reef, for slate	1 40	
OLEUM.		use		
Absinthium	3 50 24 00	SYRUPS.		
Amygdalae, Dulc.	45 75	Accacia	50	
Amygdalae, Amarae	8 00 23 25	Zingiber	50	
Anisi	1 70 21 80	Ipecac	60	
Aurant Cortex	2 30 22 40	Ferri Iod.	50	
Bergamit	3 25 23 50	Aurant Cortex.	50	
Calypati	60 65	Rhei Arom.	50	
Caryophylli	85 90	Similax Officialis.	50	
Cedar	35 65	" Co.	50	
Chenopodii	2 60	Senega	50	
Cinnamon	90 21 00	Scilla	50	
Citronella	45	" Co.	50	
Conium Mac	35 65	Tolutan	50	
Copaiba	80 90	Prunus virg.	50	
		Hydrargyrum		2
		Ichthyobolia, Am.		1 25 21
		Indigo		75 21
		Iodine, Resubi.		3 80 23
		Iodoform		24 70
		Lupulin		2 25
		Lycopodium		60 65
		Macis		70 75
		Liquor Arsen et Hy-		2 27
		drarg Iod.		2 27
		Liquor Potass Arsenitis		10 12
		Magnesia, Sulph (bbl		1 13)
		Mannia, S. F.		2 4 63

Morphia, 2 P. & W.	2 30 2 45	Seidlitz Mixture	2 30	Lindseed, boiled	54	57
" S. N. Y. Q. &	2 10 2 35	Sinapis	2 18	Neat's Foot, winter	80	85
C. Co.	2 10 2 35	" opt.	2 30	strained	80	85
Moschus Canton	2 40	Snuff, Maccaboy, De	2 35	Spirits Turpentine	36	40
Myristica, No 1	65 70	Voos	2 35	PAINTS.		bbl. lb.
Nux Vomica, (po 20)	2 10	Snuff, Scotch, De. Voos	2 35	Red Venetian	1 1/2	2 1/2
Os. Sepia	20 22	Soda Boras, (po. 11)	10 11	Ochre, yellow Mars	1 1/2	2 1/2
Pepsin Saac, H. & P. D.	20 22	Soda et Potass Tart.	27 30	" Ber	1 1/2	2 1/2
" Co.	2 00	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2	2 1/2
Pisces Liq. N. C., 1/2 gal	2 00	Soda, Bi-Carb.	2 5	" strictly pure	2 1/2	2 1/2
Pisces Liq., quarts	2 00	Soda, Ash	3 1/2 4	Vermilion Prime Amer-	13 16	
" pints	2 85	Soda, Sulphas	50 55	ican	13 16	
Pil Hydrarg. (po. 80)	2 50	Spts, Ether Co.	2 25	Vermilion, English	65 70	
Piper Nigra, (po. 32)	2 1	" Myrcia Dom.	2 25	Green, Peninsular	70 75	
Piper Alba, (po 35)	2 3	" Myrcia Imp.	2 30	Lead, red	6 1/2 7	
Pix Burgun	2 7	" Vini Rect. bbl.	2 19 2 29	" white	6 1/2 7	
Plumbi Acet	14 15	Less 5c gal., cash ten days.	1 40 21 45	Whiting, white Span	2 70	
Pulvis Ipecac et opti.	1 10 21 20	Strychnia Crystal	2 1/2 3	Whiting, Gilders	2 96	
Pyrethrum, boxes H	2 15	Sulphur, Subl.	2 1/2 3	White, Paris American	1 0	
" F. D. Co., doz.	2 15	" Roll	2 2 1/2	Whiting, Paris Eng.	1 40	
Pyrethrum, pv.	15 25	Tamarind	8 10	Pioneer Prepared Paints	20 21 4	
Quassia	8 10	Terebenth Venice	28 30	Swiss Villa Prepared	1 00 21 20	
Quina, S. P. & W.	25 34	Theobromas	45 48	VARNISHES.		
" S. German	21 30	Vanilla	9 00 21 00	No. 1 Turp Coach	1 10 21 20	
Rubia Tinctura	13 14	Zinc Sulph.	7 8	Extra Turp.	160 21 70	
Saccharum Lactis pv.	30 22	OILS.		Coach Body	2 75 23 00	
Salacin	1 75 21 80	Whale, winter	Bbl. Gal	No. 1 Turp Furn.	1 00 21 10	
Sanguis Draconis	40 2 50	Lard, extra	1 10 1 15	Eutra Turk Damar	1 55 21 60	
Sapo, W.	12 14	Lard, No. 1	65 70	Japan Dryer, No. 1	70 75	
" M.	10 12	Linseed, pure raw	51 54			
" G.	2 15					

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES,
GINS, WINES, RUMS.

We sell Liquors for medicinal purposes only.

We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day we receive them. Send a trial order.

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

The prices quoted in this list are for the trade only, in such quantities as are usually purchased by retail dealers. They are prepared just before going to press and are an accurate index of the local market. It is impossible to give quotations suitable for all conditions of purchase, and those below are given as representing average prices for average conditions of purchase. Cash buyers or those of strong credit usually buy closer than those who have poor credit. Subscribers are earnestly requested to point out any errors or omissions, as it is our aim to make this feature of the greatest possible use to dealers.

AXLE GREASE. Aurora, doz gross 55 6 00 Castor Oil, 75 9 00 Diamond, 50 5 50 Frazer's, 8 9 00 Mica, 75 8 00 Paragon, 55 6 00		BAKING POWDER. Acme. 1 lb. cans, 3 doz. 45 1 lb. " 2 " 85 Bulk " 1 " 1 00 Arctic. 1 lb. cans, 3 doz. 60 1 lb. " 2 " 1 20 Bulk " 1 " 2 00 Fosfon. 5 oz. cans, 4 doz. in case. 80 Red Star, 1 lb. cans. 40 Telfer's, 1 lb. cans, doz. 45 Our Leader, 1 lb. cans. 45 Dr. Price's, per doz. Dime cans, 90 4-oz. " 1 33 8-oz. " 2 47 12-oz. " 3 75 16-oz. " 4 75 2 1/2-lb. " 11 40 4-lb. " 18 25 5-lb. " 21 60 10-lb. " 41 80		BLUING. Gross Arctic, 4 oz. ovals. 3 60 " 8 oz. " 7 00 " pints, round. 9 00 " No. 2, sifting box. 2 75 " No. 3, " 4 00 " No. 5, " 8 00 1 oz ball. 4 50 Mexican Liquid, 4 oz. 3 60 " 8 oz. 6 80		BROOMS. No. 1 Hurl. 1 75 No. 1 " 2 00 No. 2 Carpet. 2 25 No. 1 " 2 50 Parlor Gem. 2 75 Common Whisk. 1 50 Fancy " 1 15 Warehouse. 3 25 BRUSHES. Stove, No. 1. 1 25 " 10. 1 50 " 15. 1 75 Rice Root Scrub, 2 row. 85 Rice Root Scrub, 3 row. 1 25 Palmetto, goose. 1 50		BUTTER PLATES. Oval—250 in crate. No. 1. 60 No. 2. 70 No. 3. 80 No. 5. 1 00 CANDLES. Hotel, 40 lb. boxes. 10 Star, 40 " 9 Paraffine, 11 Wickling. 24 CANNED GOODS. Fish. Little Neck, 1 lb. 1 30 " 2 lb. 1 90 Standard, 3 lb. 2 25 Standard, 1 lb. 1 00 " 2 lb. 1 55 Star, 1 lb. 2 50 " 2 lb. 3 50 Picnic, 1 lb. 2 00 " 2 lb. 2 90 Standard, 1 lb. 1 25 " 2 lb. 2 10 Mustard, 2 lb. 2 25 Tomato Sauce, 2 lb. 2 25 Soured, 2 lb. 2 25 Salmon. Columbia River, fat. 1 90 Alaska, Red. 1 75 pink. 1 45 Kinney's, flats. 1 95 Sardines. American 1/2 s. @ 5 " 3/4 s. @ 7 Imported 1/2 s. 10@11 " 3/4 s. 15@16 Mustard 1/2 s. @ 8 Boneless. 21 Trout. Brook, 3 lb. 2 50		FRUITS. Apples. 3 lb. standard. 1 05 York State, gallons. 3 00 Hamburg, 1 05 Apricots. Live oak. 1 75 Santa Cruz. 1 75 Lusk's. 1 75 Overland. 1 75 Blackberries. B. & W. 95 Cherries. Red. 1 10@1 20 Pitted Hamburg. 1 75 White. 1 50 Erie. 1 30 Damsons, Egg Plums and Green Gages. Erie. 1 10 California. 1 70 Common. 1 25 Peaches. Pie. 1 25 Maxwell. 1 40 Shepherd's. 1 65 California. 2 20 Monitor. 1 65 Oxford. 1 65 Pears. Domestic. 1 20 Riverside. 2 10 Pineapples. Common. 1 00@1 30 Johnson's sliced. 2 50 " grated. 2 75 Booth's sliced. @ 2 50 " grated. @ 2 75 Quinces. Common. 1 10 Raspberries. Red. 1 30 Black Hamburg. 1 50 Erie, black. 1 30 Strawberries. Lawrence. 1 25 Hamburg. 1 25 Erie. 1 25 Terrapin. 1 10 Whortleberries. Blueberries. 1 00 Meats. Corned beef, Libby's. 2 10 Roast beef, Armour's. 2 10 Potted ham, 1/2 lb. 1 30 " 1 lb. 1 30 " tongue, 1/2 lb. 1 35 " chicken, 1/2 lb. 95 Vegetables. Hamburg stringless. 1 25 French style. 2 25 Lima. 1 25 Lima, green. 1 40 Lewis Boston Baked. 1 25 Bay State Baked. 1 35 World's Fair Baked. 1 35 Picnic Baked. 1 00 Corn. Hamburg. 1 40 Livingston Eden. 1 30 Purity. 1 50 Honey Dew. 1 50 Morning Glory. 75 Soaked. 75 Hamburg marrofat. 1 35 " early June. 1 50 " Champion Eng. 1 50 " petit pois. 1 75 " fancy sifted. 1 90 Soaked. 75 Harris standard. 75 VanCamp's marrofat. 1 10 Archer's Early Blossom. 1 35 French. 2 15 Mushrooms. French. 17@22 Pumpkin. 95 Squash. 1 25 Hubbard. 1 25 Succotash. 1 40 Hamburg. 1 40 Soaked. 85 Honey Dew. 1 50 Erie. 1 35 Tomatoes. Hancock. 1 25 Excelsior. 1 25 Eclipse. 1 25 Hamburg. 1 25 Gallon. 3 75 CHOCOLATE. Baker's. 23 Premium. 37 Breakfast Cocos. 43 CHEESE. Amboy. @ 12 1/4 Acme. @ 12 Lenawee. @ 12 Riverside. @ 12 1/4		Gold Medal. @ 12 Skim. 9 @ 11 Eden. 1 00 Laiden. 23 Limburger. @ 10 Pineapple. @ 25 Roquefort. @ 35 Sap Sago. @ 22 Schweitzer, imported. @ 24 domestic. @ 14 CATSUP. Blue Label Brand. 2 75 Half pint, 25 bottles. 4 50 Quart 1 doz bottles. 3 50 Triumph Brand. Half pint, per doz. 1 35 Pint, 25 bottles. 4 50 Quart, per doz. 3 75 CLOTHES PINS. 5 gross boxes. 40@45 COCO SHELLS. 35 lb. bags. @ 3 Less quantity. @ 3 1/4 Pound packages. 6 1/2@7 COFFEE. Rio. Fair. 17 Good. 18 Prime. 20 Golden. 20 Peaberry. 22 Santos. Fair. 18 Good. 20 Prime. 21 Peaberry. 22 Mexican and Guatemala. Fair. 21 Good. 22 Fancy. 24 Maracibo. Prime. 23 Milled. 24 Java. Interior. 25 Private Growth. 27 Mandehling. 28 Mocha. Imitation. 25 Arabian. 28 Roasted. To ascertain cost of roasted coffee, add 1/4 c. per lb. for roasting and 15 per cent. for shrinkage. Package. McLaughlin's XXXX. 22 80 Bunola. 30 Lion, 60 or 100 lb. case. 50 Extract. Valley City 1/4 gross. 75 Felix. 1 15 Hummel's, foll. gross. 1 50 tin. 2 50 CHICORY. Bulk. 5 Red. 7 CLOTHES LINES. Cotton, 40 ft. per doz. 1 25 " 50 ft. " 1 40 " 60 ft. " 1 60 " 70 ft. " 1 75 " 80 ft. " 1 90 Jute. 60 ft. " 1 00 72 ft. " 1 00 CONDENSED MILK. 4 doz. in case. Eagle. 7 40 Crown. 6 25 Genuine Swiss. 7 70 American Swiss. 6 70 COUPON BOOKS. TRADESMAN. 1. 2 00 2. 2 50 3. 3 00 4. 3 50 5. 4 00 6. 4 50 7. 5 00 8. 5 50 9. 6 00 "Superior." 1. 2 50 2. 3 00 3. 3 50 4. 4 00 5. 4 50 6. 5 00 7. 5 50 8. 6 00 Foreign. Currants. 4 Patras, in barrels. 4 " in 1/2 bbl. 4 1/4 " in less quantity. 4 1/2 Raisins. Citron, Leghorn, 25 lb. boxes. 25 Lemon. 25 Orange. 25 Raisins. Ondura, 25 lb. boxes. @ 8 Sultana, 20 " 8 1/4@9 Valencia, 30 " @ 7 Prunes. California, 100-120. 10 1/4 " 90x100 25 lb. bxs. 11 1/4 " 80x90 " 12 1/4 " 70x80 " 13 1/4 " 60x70 " 14 Turkey. 8 Silver. 14@15 Sultana. 9 1/4 French, 60-70. 13 " 70-80. 12 " 80-90. 11 " 90-100. 10 ENVELOPES. XX rag, white. \$1 75 No. 1, 6 1/2. 1 60 No. 2, 6 1/2. 1 60		\$1, per hundred. \$3 00 \$2, " 3 50 \$3, " 4 00 \$4, " 4 50 \$5, " 5 00 \$6, " 5 50 \$7, " 6 00 \$8, " 6 50 \$9, " 7 00 \$10, " 7 50 \$11, " 8 00 \$12, " 8 50 \$13, " 9 00 \$14, " 9 50 \$15, " 10 00 \$16, " 10 50 \$17, " 11 00 \$18, " 11 50 \$19, " 12 00 \$20, " 12 50 \$21, " 13 00 \$22, " 13 50 \$23, " 14 00 \$24, " 14 50 \$25, " 15 00 \$26, " 15 50 \$27, " 16 00 \$28, " 16 50 \$29, " 17 00 \$30, " 17 50 \$31, " 18 00 \$32, " 18 50 \$33, " 19 00 \$34, " 19 50 \$35, " 20 00 \$36, " 20 50 \$37, " 21 00 \$38, " 21 50 \$39, " 22 00 \$40, " 22 50 \$41, " 23 00 \$42, " 23 50 \$43, " 24 00 \$44, " 24 50 \$45, " 25 00 \$46, " 25 50 \$47, " 26 00 \$48, " 26 50 \$49, " 27 00 \$50, " 27 50 \$51, " 28 00 \$52, " 28 50 \$53, " 29 00 \$54, " 29 50 \$55, " 30 00 \$56, " 30 50 \$57, " 31 00 \$58, " 31 50 \$59, " 32 00 \$60, " 32 50 \$61, " 33 00 \$62, " 33 50 \$63, " 34 00 \$64, " 34 50 \$65, " 35 00 \$66, " 35 50 \$67, " 36 00 \$68, " 36 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Root Beer Extract.	
Williams, 1 doz.	1 75
" 3 doz.	5 00
Hires, 1 doz.	1 75
" 3 doz.	5 00

SPICES.

Whole Sifted.	
Allspice	10
Cassia, China in mats	7
" Batavia in bund.	15
" Saigon in rolls	32
Cloves, Amboyne	22
" Zanzibar	12
Mace Batavia	80
Nutmegs, fancy	75
" No. 1	70
" No. 2	60
Pepper, Singapore, black	30
" white	20
" shot	16
Pure Ground in Bulk.	
Allspice	15
Cassia, Batavia	18
" and Saigon	25
Cloves, Amboyne	22
" Zanzibar	18
Ginger, African	20
" Cochlin	20
" Jamaica	22
Mace Batavia	70
Mustard, Eng. and Trieste	22
" Trieste	25
Nutmegs, No. 2	75
Pepper, Singapore, black	16
" white	24
" Cayenne	30
Sage	20

"Absolute" in Packages.

Allspice	84 1 55
Cinnamon	84 1 55
Cloves	84 1 55
Ginger, Jamaica	84 1 55
" African	84 1 55
Mustard	84 1 55
Pepper	84 1 55
Sage	84

SAL SODA.

Kegs	1 1/4
Granulated	1 1/4

SEEDS.

Anise	12 1/2
Canary, Smyrna	10
Caraway	10
Cardamon, Malabar	90
Hemp, Russian	4 1/2
Mixed Bird	5 1/2
Mustard, white	10
Poppy	9
Rape	6
Cattle bone	30

STARCH.

Corn	
20-lb boxes	6
40-lb "	5 1/2
Gloss	
1-lb packages	5 1/2
3-lb "	5 1/2
6-lb "	6
40 and 50 lb. boxes	4 1/2
Barrels	5 1/2

SNUFF.

Scotch, in bladders	37
Maccabey, in jars	35
French Kapee, in jars	43

SODA.

Boxes	5 1/2
Kegs, English	4 1/2

SALT.

100 3-lb. sacks	2 25
50 5-lb. "	2 00
25 10-lb. sacks	1 85
20 14-lb. "	2 25
24 3-lb. cases	1 50
56 lb. dairy in linen bags	32
28 lb. " drill	16 18
Warsaw	
56 lb. dairy in drill bags	32
28 lb. " Ashton	18
Higgins	
56 lb. dairy in linen sacks	75
Solar Rock	
56 lb. sacks	27
Common Fine	
Saginaw	85
Manistee	85

SALERATUS.

Packed 60 lbs. in box	5 1/2
Church's	5 1/2
DeLand's	5 1/2
Dwight's	5 1/2
Taylor's	5

SOAP.

Laundry.	
Allen B. Wrisley's Brands.	
Old Country, 80 1-lb.	3 41
Good Cheer, 60 1-lb.	3 90
White Borax, 100 1/2-lb.	3 95
Proctor & Gamble	
Concord	3 45
Ivory	6 75
" 6 oz.	4 00
Lenox	3 90
Mottled German	3 60
Town Talk	3 25
Dingman Brands	
Single box	3 95
5 box lots, delivered	3 85
10 box lots, delivered	3 75

Jas. S. Kirk & Co.'s Brands.	
American Family, wrp d.	84 00
" plain	2 94

N. K. Fairbanks & Co.'s Brands.	
Santa Claus	4 75
Brown, 60 bars	2 85
" 80 bars	3 50
Lautz Bros. & Co.'s Brands.	
Acme	4 00
Cotton Oil	6 00
Marsilles	3 95
Mafer	4 35

Scouring.

Sapallo, kitchen, 3 doz.	2 50
" hand, 3 doz.	2 50

SUGAR.

The following prices represent the actual selling prices in Grand Rapids, based on the actual cost in New York, with 36 cents per 100 pounds added for freight. The same quotations will not apply to any lowland where the freight rate from New York is not 36 cents, but the local quotations will, perhaps, afford a better criterion of the market than to quote New York prices exclusively.	
Cut Leaf	17
Powdered	6 05
Granulated	5 51
Extra Fine Granulated	6 32
Cubes	6 33
XXXX Powdered	6 33
Confec. Standard A.	5 48
No. 1 Columbia A.	5 42
No. 5 Empire A.	5 20
No. 6	5 23
No. 7	5 05
No. 8	4 98
No. 9	4 92
No. 10	4 80
No. 11	4 80
No. 12	4 73
No. 13	4 72
No. 14	4 30

SYRUPS.

Corn.	
Barrels	21
Half bbls.	23
Pure Cane.	
Fair	19
Good	25
Choice	30

SWEET GOODS.

Ginger Snaps	8
Sugar Creams	8
Frosted Creams	9
Graham Crackers	8 1/4
Oatmeal Crackers	8 1/4

VINEGAR.

40 gr.	7 28
50 gr.	8 29
\$1 for barrel.	

WET MUSTARD.

Bulk, per gal	30
Beer mug, 2 doz in case	1 75

YEAST.

Magic	1 00
Warner's	1 00
Yeast Foam	1 00
Diamond	75
Royal	90

TEAS.

JAPAN-Regular.	
Fair	217
Good	220
Choice	24
Choicest	32
Dust	10
SUN CURD.	
Fair	217
Good	220
Choice	24
Choicest	32
Dust	10

BASKET FIRD.

Fair	18
Choice	25
Choicest	32
Extra choice wire leaf	40
GUNPOWDER.	
Common to fair	25
Extra fine to finest	50
Choicest fancy	75
OO LONG.	
Common to fair	23
Imperial	23
Superior to fine	30
YOUNG HYSON.	
Common to fair	18
Superior to fine	30
ENGLISH BREAKFAST.	
Fair	18
Choice	24
Best	40

TOBACCO.

Fine Cut.	
Pails unless otherwise noted	30
Bazoo	27
Can Can	27
Nellie Bly	27
Uncle Ben	21
Hawatha	60
Sweet Cuba	34
McGinty	27
" 1/2 bbls.	27
Dandy Jim	29
Torpedo	24
" in drums	23
Yum Yum	23
1892	23
" drums	22
Plug.	
Sorg's Brands.	
Spearhead	41
Joker	29
Nobby Twist	41
Scott's Brands.	
Kylo	26
Hawatha	38
Valley City	34
Finzer's Brands.	
Old Honesty	40
Jolly Tar	32

Smoking.

Catlin's Brands.	
Kiln dried	17
Golden Shower	19
Huntress	26
Meerschm	29
American Eagle Co.'s Brands.	
Myrtle Navy	30
Stork	30
German	30
Frog	33
Jaya, 1/2 gal.	32

Banner Tobacco Co.'s Brands.

Banner	16
Banner Cavendish	38
Gold Cut	28

Scott's Brands.

Warpath	15
Honey Dew	30
Gold Block	36
F. F. Adams Tobacco Co.'s Brands.	
Peerless	26
Old Tom	18
Standard	22
Globe Tobacco Co.'s Brands.	
Handmade	41
Leidersdorf's Brands.	
Rob Roy	26
Uncle Sam	28
Red Clover	32
Spaulding & Merrick	
Tom and Jerry	25
Traveler Cavendish	38
Buck Horn	30
Plow Boy	30
Corn Cake	16

OILS.

The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids:	
Eocene	8 1/4
Water White, old test	7 1/2
W. W. Headlight, 150°	7
Water White Mich.	6 1/2
Naptha	6 1/2
Stove Gasoline	7 1/2
Cylinder	27
Engine	13
Black, 15 cold test	8 1/4

HIDES PELTS and FURS.

Perkins & Hess pay as follows:

HIDES.	
Green	2 1/2
Part Cured	2 1/4
Full	2 1/2
Dry	5
Kips, green	3
" cured	5
Calfskins, green	4
" cured	7
Deaconskins	10
No. 2 hides 1/2 off.	
PELTS.	
Shearlings	10
Lambs	25
WOOL.	
Washed	10
Unwashed	10
MISCELLANEOUS.	
Tallow	3
Grease butter	1
Switches	14
Ginseng	2

Outside prices for No. 1 only.

Badger	50 1/2
Bear	15 00
Beaver	3 00
Cat, wild	40 1/2
Cat, house	10 1/2
Fisher	4 00
Fox, red	1 00
Fox, cross	3 00
Fox, grey	3 00
Lynx	2 00
Martin, dark	1 00
" pale & yellow	50 1/2
Mink, dark	40 1/2
Muskat	0 1/2
Opussum	1 50
Otter, dark	5 00
Raccoon	1 00
Skunk	1 00
Wolf	1 00
Beaver castors, lb.	2 00
DEERSKINS-per pound.	
Thin and green	10
Long gray, dry	20
Gray, dry	25
Red and Blue, dry	35

GRAINS and FEEDSTUFFS.

WHEAT.	
No. 1 White (58 lb. test)	68
No. 2 Red (60 lb. test)	68
MEAL.	
Boiled	1 40
Granulated	1 65
FLOUR.	
Straight, in sacks	3 60
" barrels	3 85
Patent " sacks	4 60
" barrels	4 80
Graham " sacks	1 70
Rye	1 90
MILLSTUFFS.	
Car lots	Less quantity
Bran	\$15 00
Screenings	14 00
Middlings	17 00
Mixed Feed	20 00
Coarse meal	19 50
CORN.	
Car lots	50
Less than car lots	52
OATS.	
Car lots	38
Less than car lots	40
HAY.	
No. 1 Timothy, car lots	13 00
No. 1 " ton lots	14 00

FRESH MEATS.

Beef, carcass	6 1/2
" hind quarters	7
" fore	5 1/2
" loins, No. 3	10 1/2
" ribs	8
" rounds	6 1/2
Bologna	6
Pork loins	11 1/2

shoulders.

Sausage, blood or head	7 1/2
" liver	7
" Frankfort	9
Mutton	8
Veal	7

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:

FRESH FISH.	
Whitefish	2 1/2
Trout	8
Halibut	2 1/2
Clasces or Herring	2 1/2
Bluefish	2 1/2
Fresh lobster, per lb.	20
Cod	10
No. 1 Pickerel	2 1/2
Pike	2 1/2
Sea Island, assorted	13
No. 5 Hemp	15
No. 6	15
OYSTERS-Cans.	
Fairhaven Counts	240
F. J. D. Selects	233
Selects	228
SHELL GOODS.	
Oysters, per 100	1 50
Clams	1 00

PROVISIONS.

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

PORK IN BARRELS.	
Mess.	21 50
Short cut	21 50
Extra clear pig, short cut	23 00
Extra clear, heavy	22 50
Clear, fat back	22 50
Boston clear, short cut	22 50
Clear back, short cut	22 50
Standard clear, short cut, best	23 00
SAUSAGE-Fresh and Smoked.	
Pork Sausage	9
Tongue Sausage	9
Frankfort Sausage	8 1/4
Bologna, straight	6
Bologna, thick	6
Head Cheese	7
LARD.	
Kettle Rendered	12
Granger	11 1/2
Family	9
Compound	8 1/4
50 lb. Tins, 1/2 c advance.	
20 lb. pails, 1/2 c	
10 lb. " 1/2 c	
5 lb. " 1/2 c	
3 lb. " 1 c	

BEEF IN BARRELS.

Extra Mess, warranted 300 lbs.	8 50
Extra Mess, Chicago packing.	8 50
Boneless, rump butts.	15 00

SMOKED MEATS-Canned or Plain.

Pork Sausage.....	
Ham Sausage.....	
Tongue Sausage.....	
Frankfort Sausage	
Blood Sausage.....	
Bologna, straight.....	
Bologna, this.....	

DRY GOODS THIEVES.

Business Firms Have Found it Good Policy to Send Them to Prison.

From the New York Sun.

Within the past year the proprietors of the big dry goods stores of New York and Brooklyn have changed their attitude toward dishonest employees and sneak thieves. Up to within a comparatively recent date it was the settled policy of the dry goods men not to prosecute thieves, whether from within or without. If a clerk or other employee was caught pilfering, the employer would endeavor to recover any articles that might have been stolen, and would discharge the offender. The main reason for not causing the arrest of a thieving employee seems to have been the fear that the notoriety which would result might have a bad effect upon the public, or possibly upon the other employees. The latter might think that the firm was over harsh, or not justified in its charges, and the resentment kindled in this way might have a demoralizing effect upon them. The sudden and unexplained discharge, it was thought, would tell the story, and at the same time be a warning to any other weak minds.

The policy toward the sneak thieves and pickpockets who haunt the big stores was based solely upon the fear that if the prosecution followed their detection the notoriety would injure the business. The knowledge that sneak thieves infested the store of Jones, Smith & Co., for instance, would be likely to frighten the public away from it. As a result of this theory, the stores never prosecuted thieves if they could avoid doing so. When detected the thieves were escorted to a "searching room," compelled to disgorge their ill-gotten gain, and were then incontinently thrown out of the store by some side or rear entrance where the force and haste of their exit would not attract public attention.

That the policy described has recently been abandoned to a considerable extent has been proved by the frequent appearance in the police courts of store detectives with prisoners charged with pocket picking or larceny from the counters. Formerly the store detectives were as secretive as Inspector McLaughlin's pets, and any inquiries as to the meaning of their sudden assaults upon the individuals at the bargain counters were met with evasions or refusals to talk. Now, however, they are usually as ready to give information as any policeman who likes to see his name mentioned in the newspaper. One of them was asked by a Sun reporter recently to explain the cause of the change.

"The reason is very simple," he replied. "Formerly our orders were to keep our mouths shut, because the bosses thought it would keep customers away if they knew they might be rubbing shoulders with crooks any minute. But it was on go, for you reporters got onto the facts, anyhow, and showed them up. I think *The Sun* was the first paper to tell all about the operations of the store thieves, and it explained them so fully that everybody who read the articles could understand the whole thing. The bosses were kind of angry about the facts being made public like that, at first, but after a while they saw that the people kept coming just the same, so they concluded that they had been mistaken about their being frightened away. They began to realize, too, that no one store would suffer more than another, seeing that the thieves don't confine their attentions to any one, but kindly favor all. Then the bosses came to the conclusion that if publicity didn't work any injury, it might be wise to take advantage of that fact by putting as many of the thieves as possible where they wouldn't do any more injury, and at the same time show the public that all possible means to suppress the crooks were being taken.

"You must understand that under the old conditions considerable loss was entailed upon the stores. The thieves were rendered bold by the knowledge that they would not be prosecuted, and therefore took chances that they avoid now. Realizing that the worst that could happen to them if detected would be the loss of their booty, and perhaps a

few kicks, they stole right and left with the coolest nerve you ever saw. Thieves don't care much about scoldings, or even a few knocks, and, as their lives are full of hazard, anyhow, they will take chances that seem very risky to anybody else. Every store in New York lost thousands of dollars annually in things stolen from their counters, and the *Dry Goods Chronicle* recently computed the annual losses of the big stores of the country through the crooks at over a million dollars. Now, however, the losses are not so great, because the thieves, realizing that they can no longer expect immunity from arrest and punishment, don't steal as boldly and promiscuously as they did. They still work at their profession, as they call it, but they devote less attention to the counters, where the clerks are constantly on the lookout, and steer for the careless customers more. The latter suffer by reason of the change, perhaps, and yet, I don't know as they do, because they always were the easiest workers and the ones the crooks liked best to work. Besides, they usually give up cash, while only merchandise can be recovered from the counters. Then, too, the ranks of the crooks are being thinned considerably by our prosecutions of all who are caught, so that there are less to get away with the 'farmers.' We find it easier to keep track of them, too, because there are less of them. There was a time when they were so thick that while we were trying to get rid of a few a whole crowd of them would be busy in another part of the store. It was one of their tricks to get into a store where there was only one detective, and have one of the gang engage his attention while the rest worked with immunity in a different part of the store."

"Do all the stores prosecute the crooks now?" asked the reporter.

"Practically all the big ones do. Some give a thief who is new to the detective a second chance. That is, they let him go with a warning that if he is caught in the store again they will prosecute him without let up. There is one firm that has an original system. It has a printed form of affidavit, which every crook is asked to sign when first caught. If he signs he is let go; otherwise he is immediately prosecuted. In this affidavit he admits that he is a professional thief and has been caught red-handed, and agrees to keep out of the store thereafter. He also waives all defense if he should break this agreement. If he is caught in the store after that, even if he is not detected in any crooked work, he is at once arrested on the original charge, and his own affidavit produced to prove his guilt. This plan is said to work well, although my experience leads me to doubt it. A thief will steal, no matter what the result, and nothing but confinement will keep him from it."

"I should think," suggested the reporter, "that while the detective is prosecuting one crook in the court the rest could work merry havoc in the store."

"That would be true if the store were left unprotected, but it isn't. All the big stores and some of the lesser ones employ from two to four detectives and more than one is very rarely absent at one time. Then, besides, all the clerks, floorwalkers, and other employees are detectives in their way, and many of the crooks are caught through their watchfulness. The new system is more expensive than the old, only in the sense that the stores have had to double their detective forces so as to allow for the absence of those who are prosecuting the crooks, but the saving otherwise more than compensates, and I am sure the firms are well pleased at the change."

A Useful Spouse.

In a drug store.

Stranger—Can you let me have a little spirit of contradiction?

Druggist—Yes, sir (turning to his assistant). Please ask my wife to come downstairs a moment.

The devil's way of trying to whiten his wan face is to try to blacken everybody else.

RINDGE, KALMBACH & CO.,

Manufacturers and Wholesale

Dealers in

Boots, Shoes and Rubbers.

12, 14 and 16 Pearl Street.

Our Styles, Qualities and Prices are Right. Give us a trial.

We carry the best Tennis Shoes made.

Agents for the Boston Rubber Shoe Co.



WILLIAM CONNOR.

MICHAEL KOLB & SON,

Wholesale Clothing Manufacturers,

ROCHESTER, N. Y.

The oldest firm in the city of Rochester.

ESTABLISHED 36 YEARS.

Mail orders promptly attended to, or write our Michigan representative, William Connor, Box 346, Marshall, Mich., who will show you our line, and if we don't happen to have what you want we will thank you for the opportunity you gave us in sending for him.

We always guarantee excellent fits and well made garments.

HAVE YOU SEEN OUR CAT?

CAT-A-LOGUE, WE MEAN

SEND FOR ONE.

TRADESMAN COMPANY,

GRAND RAPIDS.

Important to Commercial Travelers and Merchants.

The American Casualty Insurance and Security Co., of Baltimore City, Maryland, sells the most liberal accident policy issued in the United States, furnishing more absolute protection than any other. Its policy is a short, plain business contract, free from all objectionable clauses and conditions. In 1898 it paid losses to policy holders and their beneficiaries amounting to \$1,103,964, and had \$2,607,675 in assets Jan. 1, 1899. The premium to merchants not handling goods and commercial travelers is \$4 for each \$1,000 in insurance with \$5 per week indemnity during disability, not exceeding 52 weeks, and pays one-half instead of one-third for loss of one hand or one foot, as paid by most other companies. Telephone No. 1,003, for best policy issued, or address W. R. FREEMAN, Agent, 373 Crescent avenue, Grand Rapids, Mich.

REEDER BROS. SHOE CO.,

JOBBERS OF

Boots and Shoes,

Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St., Grand Rapids.

Avoid the
Curse of Credit

BY USING

COUPON BOOKS.

THREE GRADES:

Tradesman,
Superior,
Universal.

Manufactured only by

TRADESMAN COMPANY,
Grand Rapids, Michigan.

See quotations in Grocery Price Current.

GETTING EVEN.

How a Cigar Salesman Paid Off a Mean Merchant.

"I got even with a mean chap down at Cincinnati the other day, and have been hugging myself with joy ever since," remarked a cigar salesman the other day. "The name of the fellow is not Meyer, but I will call him Meyer for short. He is a wholesale cigar dealer and does considerable business; but he is the meanest man to sell to I ever came across. He handles cigars of the same character that I sell, but I never was able to make a customer of him. If he had come out fairly and squarely at any time, and had said he didn't want to buy of me, why I would have found no fault. Every man has a right to buy where he pleases, and his reasons for refusing to buy of one man or another are nobody's concern but his own. The meanness of this man, though, consisted in his accepting favors from me and wasting my time, when he always knew in advance that he would not buy anything of me.

"I make several trips to Cincinnati every year, and for the past five years I have always made it a rule to call upon this man, being misled by his apparent cordiality and willingness to talk about my cigars into the belief that he would sooner or later become a purchaser. He always received me with manifestations of great pleasure, asked insinuatingly whether I had brought along any new stories, for he was a wicked old cuss, and smoked my cigars with great gusto. Every time when I began to talk business to him, however, it was:

"I'm awfully sorry, Mr. Klein, but I really can't see my way clear to using your goods just now. Business has been very bad, and I am overstocked as it is. But I'll let you know as soon as I can find a chance to try your line, and you may depend on it you'll get there yet."

"Well, I put up with that for two years. I wrote to him and got some very pretty replies, but never did I get an order. After that I put him down for a liar, and wasn't quite as free about inviting him out to dinner and loading him up with my best cigars; but still I pretended to be friendly and to believe his stories, because his trade is really worth having, and I thought he might possibly change his mind. Business is business, you know, and we can't always say what we think. I guess you've all been there. There is a limit to endurance, though, and when a man tries to play me for a fool the old Adam will get up and get the better of my principles of policy.

"So it happened on my last trip to Cincinnati. I called on Meyer and was greeted in the usual effusive fashion. 'How are you, Mr. Klein?' I'm awfully glad to see you. What's the latest from the metropolis?" and all the rest of the lingo was as pat as usual. He coolly picked a cigar out of my vest pocket, hinted that it was about lunch time, and was as gay and fresh as though he had been buying fifty cases a year from me. But when I asked him what chance there was of my booking an order from him, he had an apology all ready for his inability to patronize my goods just then. I felt rather sore, and I told him with considerable heat that I thought he was treating me rather shabbily.

"My dear Klein," he said, in a very consoling kind of voice, "it does look kind of tough, but I assure you I can't help it. If you had come two weeks ago I would gladly have given you an order, but just as my stock ran out I got a chance to buy up a big lot of bankrupt goods at a great bargain, and now I've got enough to last me six months at least. The next time you come I'll be right in shape."

"I was convinced that he was lying, but I smothered my anger, and after a little talk I went away. About an hour later I ran across a competitor of mine with whom I am on very good terms. He told me he had been in town some days.

"Whom have you seen here?" I asked him. He mentioned a number of names, and among them was that of this man. 'Did you do anything with him?' I asked.

"Yes," he said. "I sold him a round order this morning, and I expect to sell

him some more this afternoon. By the way, old man, you are wasting your time on him. He's just playing you. I heard him say he wouldn't buy your goods at any price, but he enjoys holding you on."

"Well, gentlemen, my temper doesn't often get on a tear, but it did just rear right up to the top notch then. I was so angry I couldn't talk, and it took several drinks and a big cigar to make me composed enough to think straight. I made up my mind then that I'd call in and see Mr. Meyer and let him know what I thought of him before I left Cincinnati.

"The opportunity came the next day. I was in the neighborhood of his shop and I went in. He was talking to a typical Ohio jay in his private office—the sort of fellow that runs a combination grog shop and grocery in a coal-mining town. Evidently there was some difference between them, for as I came in I heard the jay say:

"'You're a-chargin' me too much. That brand ain't wuth no such price.'"

"Oh, Mr. Klein," the dealer called to me; 'step in here. You've come just in time. Mr. Jones here and I have a little dispute about the value of an article, and I think you can settle it. Mr. Jones, shake hands with Mr. Klein. Mr. Klein is an expert in cigars from New York, and he handles more in a week than you and I do in a year. Now, you'll admit, Mr. Jones, that he knows nothing of our argument, and doesn't know what price I've named. It'll be fair to both of us to leave it to him to name the value, won't it?"

"Yes," said the jay, "I dunno but it would. I'm willin' ter leave it ter him."

"All right," said Meyer, "so am I. Mr. Klein, will you tell us what is the lowest selling price of that brand of cigars?"

"I tumbled at once. I knew the brand well, as it was the leading brand of a competing house. The manufacturer got \$50 for the goods and the jobber seldom sold them for less than \$60. Quick as a flash the idea struck me that here was a chance to get square.

"Well," said I, "I know the brand well. To be frank with you, gentlemen, that brand is ordinarily sold at \$20 per thousand or \$17.50 in five thousand lots."

"Well, it was worth all I had spent on Meyer to see the way he fell to pieces. He had been following me with a knowing smile and confident air up to the very end, and the climax was too much for him. He almost fell out of his chair, and I could see that he had suddenly become as weak as a kitten. As for Jones, he wanted to jump on Meyer's neck.

"There! didn't I say your price was too almighty high?" he demanded. "I knew ye wasn't playin' a fair game. I've got a durned good mind not to buy a cent's wuth of ye. If I was sure ye done it a-purpose I'd have ye boycotted, so I would."

"Meyer was panic stricken, but I didn't wait to learn how he got out of his scrape. I shook hands with Jones, and just before leaving I turned to Meyer, looked him square in the eyes, and said:

"Mr. Meyer, I'm going to leave town to-morrow. If I can be of service to you in fixing any more prices just let me know. I'll always be ready to show my appreciation of your kindness during the past five years."

"He was too flabbergasted to say a word, and I went out and ate the heartiest and most enjoyable meal I'd had in a month."

He Sampled It.

Wife—Well, dear, where's the coffee? He—What coffee?

Wife—Why, that which I told you to bring home from the grocery.

He—Umph! I forgot all about the coffee.

Wife—Why, no, dear, you didn't. I smell it on your breath. You surely must have been sampling it.

He—Well, yes; I did sample it some; but—but I wouldn't take it. There's nothing I so detest as mean coffee.

Use Tradesman or Superior Coupons.

WM. H. THOMPSON & CO.,

Commission Merchants,

166 South Water St.,
CHICAGO.

(Refer to Bank of Commerce, Chicago.)

We can use a few cars of good, sound potatoes. Parties having stock to offer please write us, naming variety and condition of stock offered, also price, and when they can load and ship.

TELFER SPICE COMPANY,

MANUFACTURERS OF

Spices and Baking Powder, and Jobbers of
Teas, Coffees and Grocers' Sundries.

1 and 3 Pearl Street,

GRAND RAPIDS

Sugar is Advancing!

—THAT MEANS—

HIGHER PRICES FOR CONFECTIONERY.

Order in Round Lots Now.

PUTNAM CANDY CO.

Your Bank Account Solicited.

Kent County Savings Bank,
GRAND RAPIDS, MICH.JNO. A. COVODE, Pres.
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J. A. S. VERDIER, Cashier.
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Deposits Exceed One Million Dollars.

Established 1868.

H. M. REYNOLDS & SON,
WHOLESALE DEALERS INBuilding Papers,
Carpet Linings,
Asbestos Sheathing
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Resin, Coal Tar,
Roofing and Paving Pitch,
Tarred Felt, Mineral Wool
Elastic Roofing Cement,
Car, Bridge and Roof Paints,
and Oils.

Practical Roofers

In Felt, Composition and Gravel,

Cor. LOUIS and CAMPAU Sts.,

Grand Rapids, Mich.

The
Lansing
Woodenware
Co.

Are now ready for business with a full line of Woodenware and would ask for a small share of trade, and will endeavor, by fair dealing, to merit more.

Lansing Woodenware Co.,

Lansing, Mich.

Wayne County Savings Bank, Detroit, Mich.
\$500,000 TO INVEST IN BONDS
Issued by cities, counties, towns and school districts of Michigan. Officers of these municipalities about to issue bonds will find it to their advantage to apply to this bank. Blank bonds and blanks for proceedings supplied without charge. All communications and enquiries will have prompt attention. This bank pays 4 per cent. on deposits, compounded semi-annually.
S. D. ELWOOD, Treasurer.

GINSENG ROOT.

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

MUST BE A GENTLEMAN.

The Most Essential Qualification of the Successful Traveler.

E. A. Owen in Shoe and Leather Gazette.

To be a successful drummer one must be a superior being. He must be able to voice the sentiments of Paul and exclaim with that illustrious apostle: "Though I be free from all men, yet have I made myself servant unto all, that I might gain the more. Unto the Jews I became as a Jew, that I might gain the Jews; and to them that are without law, that I might gain them that are without law. To the weak became I as weak, that I might gain the weak: I am made all things to all men, that I might by all means save (gain) some." But the successful drummer must go beyond this: he must do that which he would and leave undone that which he would not. This implies knowledge on the drummer's part and a will power to apply it in doing or not doing at the opportune moment, and in the proper manner.

The successful drummer is a gentleman at all times, and in all places. He is not only a gentleman by profession, but he is one by nature. No man, I care not how well dressed he may be or how prepossessing in personal appearance, will ever win the laurels of success as a drummer by merely apeing genteel manners, or playing the role of a gentleman for policy's sake. I have been pained as well as amused many times with such exhibitions of masquerading. The genuine article never leaves a bad impression behind him. If he finds me busily engaged when he calls on me, he does not forget that my time may be as valuable to me as his time is to him, and that I, being approached by him, possess rights which he, as a gentleman, is bound to respect. I may not like the line he represents, or I may have no place for an order at the time, but in either case the gentleman drummer will not fail to leave the impression behind him that he is such. He may fail to get an order, but he succeeds in winning my respect and admiration—a something which only the successful drummer places any value upon. The next time he calls I am pleased to meet him and I cordially shake hands with him. There is such an air of naturalness about him, and he is so unassuming, candid and artless, that a feeling akin to friendship is engendered at once. Henceforth he is a regular visitor and is always cordially received. For local reasons best known to myself, I may not like his line and may never give him an order, but he never shows any pique or speaks of me to the boys as a self-conceited old "skin-flint" because I do not buy his goods. He is a gentleman and, as such, he has forced me up to his own level, and he knows, and every one of his less-favored-by-nature rivals ought to know that, as long as he commands my respect, there is a chance, sooner or later, of securing an order from me. Indeed, I recall to mind at this moment a case parallel to the above. A certain drummer traveled for a certain Detroit jobbing house. The first time he called upon me he won my everlasting good will by his gentlemanly deportment. His line was not suited to my trade, and for two years he never failed to call upon me when visiting my town, although I had never given him an order for a dollar's worth of goods. During that time I often wished that the line was satisfactory, for the pleasure it might afford me in giving him an order. Finally, I gave him a small order in opposition to my better judgment—something which I very seldom did. This man is a successful drummer. He represents a large manufacturing concern to-day and travels over an extensive western territory.

In a manufacturing and jobbing house in a Michigan town may be found a young man who has had a brilliant career as a successful drummer. He was adopted into the business, so to speak, when he was a poor, homeless orphan boy. After he grew to man's estate, his benefactors saw evidences of those sterling, manly qualities which go to make up the successful drummer, and they put him on the road. I was in his territory and during all the years he was on the road, I

did business with him, buying many thousands of dollars' worth of goods from the house he represented. His annual sales have run as high as \$140,000 and his percentage of losses was remarkably low. Billy, as we familiarly called him, was always a welcome visitor at the store. He always came in with a ruddy glow and a pleasant smile on his frank, open, manly face, and the firm grip of his hand was the outward expression of a warm heart and a sunny, genial nature that wore no mask. It mattered not how busy we might be, Billy never side-tracked us; in fact, he would often turn in and attend to the wants of a waiting customer and show the clerks (or myself, for that matter) how to fit a shoe and make a sale. He never bored us, but he had a faculty of ascertaining just what we were out of and just the very things we needed—and he never insisted on putting in anything which we did not need. He seemed to know just what we wanted and never omitted anything, even down to a few missing sizes of innersoles. He never dictated or assumed to know more of our business than we did ourselves, and yet he seemed to have it pretty much all his own way. His sterling honesty and gentlemanly manners made this possible. He was bound to please and make everything satisfactory—which is the whole secret, in a nutshell, of his grand success as a drummer. Billy is the junior partner to-day in the business he so faithfully and so successfully represented while on the road, and my excuse for giving him so much space is a desire to give a practical illustration from actual experience, of some of the leading qualities which every successful drummer possesses.

As stated before, the successful drummer is a gentleman at all times and in all places; at all times, even when his would-be customer will not graciously condescend to step down to the hotel and look him over, after he has spent a full hour in opening out. Of course, it is understood that the grand display was made especially for the customer's delectation; still, when the customer is not sufficiently cultured to appreciate such an artistic exhibition, the successful drummer will bestow the usual parting blessing and a promise to return in sixty days. Sometimes the customer is found out of all harmony with everything in general and drummers in particular, and then is when the successful drummer shows his true metal. With the spirit of a martyr he preserves his serenity and governs himself accordingly. When he goes away, the crestfallen customer goes out the back door and kicks himself for making an egregious ass of himself. The chances are he will give that drummer an order the next time he comes around. If the drummer, at such a time, happens to belong to the unsuccessful variety, he will make an asinine show of himself likewise, and then all chances of future successes at that point are lost forever.

A gentleman "in all places" means that the successful drummer will never fail to recognize his customer wherever he meets him. He will never dodge his country customer in the corridors of the city hotel, or in the throng of pleasure seekers at a fashionable summer resort. Superciliousness on the part of a drummer is most contemptible. A drummer who cannot wring the last drop of this despicable ingredient out of his anatomy can never become a success. I know what it is to have a dudish fop enter my store for the first time, and, after getting a pointer from a clerk, approach the office where I am busily engaged, thrust his card into my face, and extend his hand for a shake in a why-how-de-do-old-man-by-Jove-I'm-glad-to-see-you sort of way, while a forced smile spreads itself all over his masked face. If one of these fellows were to meet me on a fashionable street in the city, he would say to his companion: "By Jove, Cholly, there comes that old duffer from Mud Hollow; let's turn off and avoid him." These fellows seldom hold their positions long enough to get around the second time.

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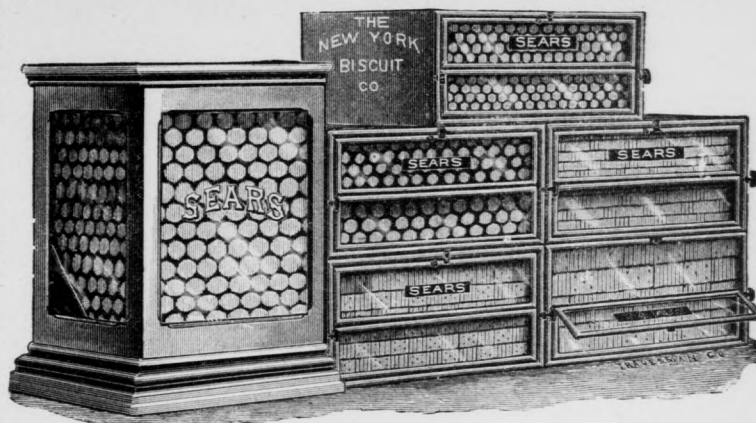
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