

# The Michigan Tradesman.

VOL. 2.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, MAY 20, 1885.

NO. 87.

**DUNHAM'S**  
**Catarrh Lotion!**  
THE BEST IN THE WORLD!  
PRICE 50 CENTS.  
**WESTERN MEDICINE CO.,**  
GRAND RAPIDS, MICH.

**KEMINK, JONES & CO.,**  
Manufacturers of  
Fine Perfumes,  
Colognes, Hair Oils,  
Flavoring Extracts,  
Baking Powders,  
Bluings, Etc., Etc.

ALSO PROPRIETORS OF  
**KEMINK'S**  
**"Red Bark Bitters"**  
—AND—  
**The Oriole Manufacturing Co.**  
78 West Bridge Street,  
GRAND RAPIDS, - MICHIGAN.

**RETAILERS,**  
If you are selling goods to make  
a profit, sell  
**LAVINE**  
**WASHING POWDER.**  
This Washing Powder pays the Retailer a  
larger profit than any in the Market, and is  
put up in handsome and attractive packages  
with picture cards with each case. We guar-  
antee it to be the best Washing Powder  
made and solicit a trial order. See prices in  
price-list.

**Hartford Chemical Co.**  
**HAWKINS & PERRY**  
STATE AGENTS,  
GRAND RAPIDS, - MICHIGAN.

**ALLEN'S ABRIDGED SYSTEM**  
—OF—  
**BOOK-KEEPING!**  
The shortest method ever devised. Saves  
over one-half the labor of posting. Liabilities  
can be ascertained in ten minutes at any time  
during the month. My system of keeping  
Cash Book is alone worth the price to any  
book-keeper. No new books required. Full  
and complete drafts of rulings, etc., with il-  
lustrative entries and instructions in pamphlet  
form mailed upon receipt of \$2. Every be-  
ginner should know this method. Send for re-  
ferences concerning merits of this system be-  
fore purchasing.

**W. H. Allen.**  
With S. A. Welling, 24 Pearl St., Grand Rapids

**Dunham's Combination**  
**TAG AND ENVELOPE!**  
THE  
Best and Cheapest Method  
Known to Shippers.  
Saves the Expense of Postage.  
Send for samples and prices to

**E. A. Stowe & Bro.,**  
Manufacturers' Agents,  
GRAND RAPIDS, - MICH.

**ALBERT COYE & SONS,**  
—MANUFACTURERS OF—  
**AWNINGS, TENTS,**  
HORSE AND WAGON COVERS.  
WHOLESALE DEALERS IN  
Oiled Clothing, Ducks, Stripes, Etc.  
State Agents for the  
Watertown Hammock Support.  
SEND FOR PRICES.  
73 Canal Street, - Grand Rapids, Mich.

**W. N. FULLER & CO**  
DESIGNERS AND  
**Engravers on Wood,**  
Fine Mechanical and Furniture Work, In-  
cluding Buildings, Etc.,  
49 Lyon St., Opposite Arcade,  
GRAND RAPIDS - MICH.

**SEEDS**  
We carry a full line of  
Seeds of every variety,  
both for field and garden.  
Parties in want will do  
well to write or see the  
**GRAND RAPIDS GRAIN AND SEED CO.**  
71 CANAL STREET.

**PETER DORAN,**  
Attorney-at-Law,  
Pierce Block, Grand Rapids, Michigan,  
Practices in State and United States Courts  
Special attention given to  
**MERCANTILE COLLECTIONS.**

**EDMUND B. DIKEMAN,**  
—THE—  
**GREAT WATCH MAKER,**  
—AND—  
**JEWELER,**  
44 CANAL STREET,  
GRAND RAPIDS, - MICHIGAN.

**McALPIN'S**  
**Chocolate Cream**  
**PLUG TOBACCO**  
Is the most Delicious Chew on the  
Market.  
SOLD BY ALL JOBBERS.

**G. ROYS & CO.,**  
No. 4 Pearl Street, Grand Rapids.  
**WHIPS**  
—AND—  
**LASHES**  
NEW GOODS. New  
Prices down to the whale-  
bone. Goods always sale-  
able, and always reliable.  
Buy close and often.  
ORDERS PROMPTLY FILLED

**Potatoes Wanted!**  
Parties having potatoes in car load lots  
can find a quick sale for them  
by writing us.  
71 Canal St.,  
**Geo. N. Davis & Co.**  
GRAND RAPIDS.

**VOIGT MILLING CO.,**  
Proprietors of  
**Crescent**  
**FLOURING MILLS,**  
Manufacturers of the Following Pop-  
ular Brands of Flour:  
"CRESCENT,"  
"WHITE ROSE,"  
"MORNING GLORY,"  
"ROYAL PATENT," and  
"ALL WHEAT," Flour.

## THE TWO REPUBLICS.

Growth of Trade Between Mexico and America.  
The Mexican consul in Chicago, Senor Joaquin A. Vargas, has furnished the following interesting data of commerce between the two republics, which American manufacturers and merchants will find valuable:  
There was exported to Mexico from the United States for the year ending June 30, 1884, merchandise to the amount of \$12,702,292, of which the following articles constituted the bulk:  
Breadstuffs.....\$1,639,240  
Cotton and manufactures of.....1,339,670  
Machinery.....757,553  
Manufactures of iron and steel.....529,003  
Lumber, shingles, etc.....455,137  
Gunpowder and other explosives.....331,222  
Mineral oils.....211,718  
Pork products.....211,102  
Sewing-machines and parts of.....207,018  
Chemicals, drugs, dyes and medicines.....196,259  
Household furniture.....172,803  
Hewed timber.....167,097  
Freight and passenger cars.....160,246  
Malt liquors.....142,360  
Leaf tobacco.....131,956  
Fire arms.....119,253  
Saws and tools.....100,810  
Glass and glassware.....100,228  
Manufactures of wood, etc.....82,388  
Coal.....77,643  
Books, maps, engravings, etc.....75,333  
Candles.....74,883  
Boots and manufactures of.....70,927  
Paper and manufactures of.....65,001  
Sugar.....57,821  
Agricultural implements.....55,559  
Carriages and horse cars, and parts of.....51,119  
Sawed timber.....49,638  
Fancy articles, perfumery, toys, etc.....48,406  
Building hardware, locks, hinges, etc.....44,957  
Instruments for scientific purposes.....44,337  
Wine.....41,701  
Rubber and gutta-percha.....41,669  
Vegetables.....38,006  
Grease and soap stock.....36,449  
Jewelry.....35,139  
Harness and leather.....33,790  
Lamps and chandeliers.....27,665  
Boilers and parts of engines.....26,022  
Stationery.....25,022  
Manufactures of wood.....24,074  
Tallow.....20,790  
Fruits.....19,419  
Paints and colors.....18,419  
Dairy products.....18,419  
Clocks and watches.....18,419  
Manufactures of flax, hemp and jute.....18,419  
Musical instruments.....18,419  
Stationary engines.....18,419  
Printing presses, and parts of.....18,419  
Brass, manufactures of.....18,419

On the other hand the imports from Mexico to the United States during the year ending June 30, 1884, amounted to \$21,824,400.55, of which sum \$12,822,240.50 was in the precious metals and \$9,002,160.05 in other articles, whereas during the preceding year ending June 30, 1883, the imports were but \$16,739,097.70. This shows an increase for the last year of more than 30 per cent., while during the same year England imported from Mexico to the amount of \$19,330,152.15, an increase of but 12 per cent.; Germany \$1,218,276.13, an increase of but 8 per cent.; France \$2,881,998.98, a decrease of over 31 per cent., and Spain \$1,016,756.59, a decrease of nearly 50 per cent.

The total business of Mexico is estimated to be equally divided between cash and credit, and the merchants and business men as a rule manifest more of the conservative spirit than do the Americans, and are consequently less inclined to go into debt or to extend their business on borrowed capital. There exists among them a high sense of honor in regard to pecuniary obligations, and credit is less frequently abused than in more speculative communities. Bankruptcy is very infrequent. Formerly credits of record were rarely given, but under the revised code of 1880 mortgages can be drawn so as to bind property designated therein, and are only valid from date of record. Mortgages have precedence over all other debts or claims against the property involved. Judgments against real property must be recorded and rank with mortgages as debts of the first-class. The national Monte de Piedad makes loans on real estate and the Banco Hipotecario, with a capital of \$5,000,000, was expressly organized for the purpose of facilitating loans on real property. Judgments against personal property are not required to be recorded, and rank as debts of the third class.

Almost everything this country makes will in time find a market in Mexico. In the list of exports machinery takes third place, and that the demand for it will rapidly increase there can be no doubt, as American machinery is preferred to that made by any other country. Flouring mills are few in number, but are slowly increasing. Sugar-mills are slowly displacing the cumbersome wooden mills in use. Last summer the "San Marcos," one of the largest sugar factories on the west coast, imported over \$200,000 worth of machinery from Germany and France through German houses in Colima. Corn-mills and coffee-mills are mostly taken from the United States. Lumber is imported from the American gulf ports, and commands from \$40 a thousand up to two or three times that sum, according to quality and location. For instance, in Guerrero fine boarding is worth from \$70 to \$90 a thousand feet, cypress \$120 to \$125, common shingles \$10, double doors for houses \$15 to \$25. On all points reached by the Mexican Central and Mexican National railroads there will be a steady demand for lumber for new towns, for use in the mines and for bridge building. Pine doors and sash can readily be sold.

whole country are available for the manufacture of paper, and the price of labor in paper mills ranges from 25 cents to \$1 per day, according to the skill of the person employed. The wholesale price for paper for newspaper purposes is from 20 to 25 cents per pound.

The famous Colima coffee is one of the best coffees in the world, and ranks with the Mocha in flavor. Any investment in the culture of it must prove a success. In Jalisco there is an area of from 150 to 200 square miles capable within three years of landing in the United States the largest sugar crops from any single locality in the world, and it can be set down for a fact that at no very distant day there will be larger fortunes made in that country than were ever extracted from the big bonanzas of the West. The men of nerve who first enter the field will reap the golden harvest.

In the matter of the reciprocity treaty Mexico offers a most liberal advantage to the United States. The duties conceded by Mexico amount to nearly \$700,000, as against less than \$200,000 conceded by the United States. The petroleum interest alone, relieved of a duty of 32 cents a gallon, would find a much needed market. Carriages and wagons which now pay an average duty of fully 100 per cent., and are still sold at from 25 to 50 per cent. profit, would, under the reciprocity treaty, be admitted free, and it is needless to say that under such a stimulus the demand would largely and rapidly increase, so as to reach perhaps \$500,000 a year. The United States can beat the world on these goods so far as the Mexican demand for them is concerned.

It should be clearly understood that every enterprise going into Mexico must be amply supplied with capital. There is elsewhere a poor man will find himself crowded. The conditions of the country and people at this time are highly favorable to the successful employment of large means.

**Barry County's Premium Rooster.**  
"I was making a trip through Barry county last week," said a veteran traveling man, "and, driving by a barn on a farm, I saw a lot of big rat skins nailed on the side of it. I stopped and counted 'em. There were 21.

"Hello! I shouted to the farmer, who was at work near the barn. 'What do you do with these rat skins?'"

"Nothin'," said he. "Them's Snorter's scalps."

"Oh! I said. 'Snorter's your dog?'"

"No, he ain't," replied the farmer. "Snorter's my boss rooster."

"You don't mean to say you've got a chicken that kills rats?" I said.

"Them's his skins," said the farmer.

"Well, if there was a rat-killing rooster in the country I wanted to see it, so I asked the farmer if he would show him to me. He said he would, and I jumped out of my wagon and went with him. He took me around to another barnyard and pointed out the rooster among a flock of hens and other roosters. The latter was a big red rooster, standing at least two feet high, and looking as if he might be strong enough to get away with a fox.

"Dunno what his pedigree is," said the farmer. "I bought an old hen three years ago with a brood of three-weeks-old chickens. The Snorter was one of them and there he is. I dunno how many more rats he's killed than them twenty-one on the barn, for it's only a year ago that I found out that he was a ratter. I was walkin' along by the yard here one day, when I heard a great cacklin' amongst the chickens, and the loud squealin' of a rat that there wasn't no doubt was in trouble. I looked an' see that the big rooster was tuggin' away like mad at a rat's tail, which he had ketches as the rat was skippin' into a hole under the barn. After two or three steady jerks, out come Mr. Rat, an' quicker than I kin tell ye, the rooster swung it up over his head and slapped it with all his might agin that big stone by the side o' the barn. He whacked it three times, an' then chucked the rat away. There wan't no more life nor backbone left in it than there is in a wet dish rag. Since then we have found twenty more big rats in the yard. Every time we found one we'd find a fresh spatterin' o' blood on the big stone, and so we know'd that Snorter had done it. So we nailed their skins on the barn as we got 'em, an' they're known all over the county as Snorter's scalps."

"I noticed that there was a big patch of feathers missing from the rooster's back, and that they were pretty well thinned out on his neck and one wing. I asked the farmer what had caused the damage.

"Big chicken hawk," said the farmer. "That was the nicest little tussel I ever see. Last week one of the biggest hawks that ever lived was hangin' round here, sailin' about most o' the time with his eye on my barnyard. One day I stood over in that field there, when all of a sudden, I see sumpin' drappin' down out o' the sky like a big stone square in the direction of the barnyard. In a second I know'd it was that old hawk, and I started on a run for the yard. When I got there the all-firedest hullabaloo was goin' on among the chickens that I ever listened to, and there was the Snorter with his jaws fastened on that

hawk's neck, and jist a liftin' him in the air and swattin' him down on that rock yonder, like my old woman might whack the dust out'n a door mat. That hawk wan't fur from bein' as big as the rooster, and the Snorter found out that he hadn't tackled no durn squeakin' rat. The hawk thrashed his wings about, and clawed with his toes till the rooster's feathers flew around that yard like dead leaves in a gale. But Snorter had the grip o' that iron jaw o' his on the hawk's gullet, and after ten minutes or so the chicken stealer's caloric give out, and then the rooster soon pounded the life out'n him. I'm havin' the hawk's skin stuffed, and that'll be a scalp worth showin'."

"Old Snorter won't have no fightin' goin' on 'round his premises that he don't do hisself. Sometimes some o' the young roosters tries to settle some grudge by a little sparrin' match 'twixt themselves, but if the old boss is around he breaks that fight up. He jist slides over to where the young fellows is whackin' away at one another, and swats one this way, and t'other one that way, and jaws and swears at 'em as good as if he spoke English. The other day he broke up a fight, but he hadn't no sooner walked away when the two young-sters was at it ag'in, tooth and spur. Then Snorter walked over and ketches one of the roosters by the back o' the neck and carried him out o' the yard, flyin' on the fence with him and droopin' him on t'other side. He kep' that rooster outside all day, and the next day everything was as peaceable as a Sunday school picnic.

"He's a queer old cuss about family matters, too. When a hen hatches out her brood, she's got to snort the whole lot of 'em right over into Snorter's charge, and he looks after 'em like a mother. This ratter breaks the hens all up, and so we have to take all the old hens with chickens and put 'em away by themselves. That rooster ain't got his match on the American continent," said the farmer "and the man that can buy him don't live."

**A Sure Road to Fame.**

Father—My son, you are now laying the foundation for your future career. I hope you will study hard and make your mark in the world.

Son—Yes, father, that is my intention. In a few years my name will be known to all civilized nations. My fame will be spread throughout the land, and I will be classed among the great men of the country.

Father—A noble ambition, my son. But what profession have you chosen that will so soon lead to all this greatness?

Son—I shall become a pugilist.

**Too Sensitive.**

"What are you carrying off that banana for?" bawled the proprietor of a fruit stand to a suspicious looking customer, who was getting away with some fruit.

"I am accepting voluntary contributions for the Ladies' Flower and Fruit Mission, but I must decline to accept anything that is not tendered in the proper spirit," and he slammed the banana down on the fruit stand.

**A Useful Trunk.**

Manager: "Well, my dear, you can dispense with that lumbersome trunk after today. I have had a new inside pocket put in my vest, and can carry your costume there."

Acress: "But I cannot give up my trunk; I've got to have that." "What for?" "My press notices."

People who enjoy shopping and getting bargains should go to Berlin and join in the scramble for "something to boot," which dealers in that city gladly give to attract trade. Thus it is said: "Confection houses give Chinese shaws, hats and satchels; grocers bribe cooks with gifts of soap; butchers give extra slices of ham, and dry goods dealers give dress patterns, valuable according as the value of the purchase is much or little. The practice is most general among booksellers, who give toys, dolls, games, pencils, and the like, and recently in one of the Berlin schools the police had actually to be called in, the pupils having got into a violent quarrel over some fire-crackers obtained by one of them as 'boot' in a bookstore purchase.

Here is the entertaining prophecy of a Pittsburg man: "In 50 years, or perhaps in half that time, coal will not be carried from the mines to its place of destination in bulk, but only its actual heat energy will be transported, and that by wire, a process which, he says, can be accomplished by converting the coal into heat; the heat into motion and the motion into electricity; a storage battery in Cincinnati would take it up as it generated at the mines, and from this battery it could be taken and converted back into motion and heat, or changed into light."

"Where's my ice in tea?" asked the traveler. The waiter pointed to a steaming cup: "That's Hyson tea. Can't you C. T.?" One of that style is good, but a couple do better. "What kind of sauce, sir, will you have?" asked Mick. "Don't plate on me; get me the kind of tea you drink." "Is it green you want?" "No; Mick's tea." "If I were to die," said the dude, "I think I should prefer to die of dropsy. Dropsy is such a 'swell' disease, you know."

## The Advantages of Judicious Advertising.

"If you want a good business, advertise and get one. If you have one advertise and keep it," said one of the most successful merchants of his time. This was not addressed to any particular trade, but was intended for the whole commercial world. Retail traders as a rule do less advertising than any other part of the business community. They not only refuse to avail themselves of all modern mediums adapted to increasing their trade, but the majority fail to utilize the many channels which are near at hand and comparatively nominal in cost.

At the present time, when trade is dull, many of our readers may ask, "In which way shall we advertise? Which way will give the best results? Is any particular course especially necessary for our branch of trade?" and a number of other questions that will spring from the idea that their business may be improved by expansion through advertising.

So much depends upon the nature of the business, its surroundings, the constituency catered to and other matters which cannot be reviewed in a short article, that it is impossible to mark out any arbitrary line of procedure. Advertising is an art, and those who desire to obtain every advantage from its use must cultivate it in a similar manner they would if they were trying to solve a serious problem. So many outside influences have to be taken into account in devising means which will effectively attract the attention of buyers, that unless care is taken to gauge their probable course, evil instead of good will be the result.

Advertising is simply bringing your wares into notoriety. It has been done successfully in many ways; oftentimes in the most unlikely manner. Dickens tells of the man who was engaged in the liquor business and was so disappointed in love that he would not touch anything about his place of business, but left it exactly as it was on the day of his disappointment. His place became so notorious for its dirt that people flocked to it in crowds, and "Dirty Dick," as he was called, amassed a large fortune. Who would ever thought of such a plan as a means of advertising their business? But in this case it succeeded.

Generally speaking, the trader who is determined to make his way in the world will not omit to seize every opportunity to acquaint his patrons and others that he has goods to sell at reasonable prices. He will not hide his light under a bushel, but will take good care that the world shall know he is up and doing. A retail dealer has abundant opportunities of advertising without entailing any serious cost. To begin with, there is his window, which may be made attractive, and is, beyond question, the best of "salesmen," if it is only utilized. Announcements made through this medium are always read with interest; but in order to command attention they should be constantly changed. If this system is carried out vigorously, the public will look for the announcements with interest.

Then there is the quality of the goods sold. Probably there is no single thing that advertises a store so thoroughly and permanently as quality. It is an enviable notoriety to be able to command the confidence of the public by a reputation for excellence of goods sold. Yet many who possess it are not sufficiently awake to its value as to use it for its worth. Some may argue that there is no need for it, but they neglect one of the best mediums for increasing their business. Quality in food products is like a good painting. The one makes the name of the artist, while the other builds up the reputation of the merchant. There has been a time in the history of every artist when he could scarcely sell his works. This was before his name was made or his work was appreciated. Why not the merchant, then, make the most of his reputation? There is nothing to prevent him. Yet few do it.

It is almost a waste of space to speak of civility and good service, but they are so essential to success that unless they abound in a fair proportion the best business may be ruined.

If merchants would study all their actions, every incident in the daily routine of their store, combined with all articles sold as to quality and price in the light of an advertisement, what a different tale many would have to tell. Advertising strictly means nothing more than making a store popular, creating a demand for wares sold and building up an unsullied reputation. Advertising, therefore, does not mean simply so much space in a local journal, or so many thousand handbills, circulars, etc., but a general conformity of all things connected with a business with a view to advertise or popularize it. The merchant who acts on these lines will, in every case, render a good account of his stewardship and reap a permanent reward.

Invalids who depend upon cod-liver oil to sustain their vital forces should be careful to get a pure article. Cotton-seed oil is now doing for the cod-liver product what it long since accomplished in the matter of olive oil. A woman of Tuckertown, Fla., is successfully running a saw-mill.

# The Michigan Tradesman.

A JOURNAL DEVOTED TO THE  
Mercantile and Manufacturing Interests of the State.

E. A. STOWE, Editor.

Terms \$1 a year in advance, postage paid.  
Advertising rates made known on application.

WEDNESDAY, MAY 20, 1885.

Merchants and Manufacturers' Exchange.

Organized at Grand Rapids October 8, 1884.

President—Lester J. Rindge.  
Vice-President—Chas. H. Leonard.  
Treasurer—Wm. Sears.  
Executive Committee—President, Vice-President and Treasurer, ex-officio: O. A. Ball, one year; L. E. Hawkins and R. D. Swartout, two years.  
Arbitration Committee—L. M. Clark, Ben W. Putnam, Joseph Houseman.  
Transportation Committee—Samuel Sears, Geo. B. Duntun, Amos S. Musselman.  
Insurance Committee—John G. Shields, Arthur Meigs, Wm. T. Lamoreaux.  
Manufacturing Committee—Wm. Cartwright, E. S. Pierce, C. W. Jennings.  
Annual Meeting—Second Wednesday evening of October.  
Regular Meetings—Second Wednesday evening of each month.

Michigan Dairymen's Association.

Organized at Grand Rapids, February 25, 1885.

President—Milan Wiggins, Bloomingdale.  
Vice-Presidents—W. H. Howe, Capac; F. C. Stone, Saginaw; A. P. Foltz, Davison Station; F. A. Rockefeller, Carson City; Warren Haven, Bloomingdale; Chas. E. Belknap, Grand Rapids; L. F. Cox, Portage; John Best, Vriesland; R. C. Nash, Hilliards; D. M. Adams, Ashland; Jos. Post, Clarksville.  
Secretary and Treasurer—E. A. Stowe, Grand Rapids.  
Next Meeting—Third Tuesday in February, 1885.  
Membership Fee—\$1 per year.  
Official Organ—THE MICHIGAN TRADESMAN.

Post A., M. C. T. A.

Organized at Grand Rapids, June 28, 1884.

OFFICERS.

President—Wm. Logie.  
First Vice-President—Lloyd Max Mills.  
Second Vice-President—Stephen A. Sears.  
Secretary and Treasurer—L. W. Atkins.  
Executive Committee—President and Secretary, ex-officio: Chas. S. Robinson, Jas. N. Bradford and W. G. Hawkins.  
Election Committee—Geo. H. Seymour, Wallace Frank, H. Downs, Wm. B. Edmunds and D. S. Haugh.  
Room Committee—Stephen A. Sears, Wm. Boughton, W. H. Jennings.  
Regular Meetings—Last Saturday evening in each month.  
Next Meeting—Saturday evening, May 30, at "The Tradesman" office.

Grand Rapids Post T. P. A.

Organized at Grand Rapids, April 11, 1885.

President—Geo. F. Owen.  
Vice-President—Geo. W. McKay.  
Secretary—Leo A. Caro.  
Treasurer—James Fox.  
Next Meeting—Saturday evening, May 23, at "The Tradesman" office.

The war between rival oil handlers has resulted in reducing the price of the staple considerably below living rates. As now quoted, the price is only 1/2 cent a gallon above Cleveland quotations, whereas the cost of inspection and transportation in carload lots is 1 1/2 cent. Somebody else's loss is the retailer's gain.

That "hunger of the soul, forever unsatisfied," which George Eliot so graphically portrays in one of her novels, finds a similar, though cruder, illustration in Soliman Snooks' present letter. The prevalent discontent is not confined to any class of men, but seems to be as characteristic of one as of another—the feeling that one's own business requires more hard work than his neighbor's, and that the latter's duties are but play in comparison.

Mr. Wm. H. Allen favors THE TRADESMAN with a copy of his new publication, "An Abridged System of Book-keeping," which the author claims will save more than half the work of posting, as all posting is to individual account, except at the end of the month, when it is necessary to post the footings of other pages. The work is carefully compiled, well printed and bears an attractive appearance. It will doubtless find a large sale.

The humorous sketch entitled "Grand Rapids Bananas," published on another page, is from the pen of Thos. A. Kennett, formerly on the staff of the New York World, and one of the brightest writers in the country. As the Gotham editor of the American Furniture Gazette and the Ironmonger, he has held up his end with wonderful alertness and success, and has done much effective work in preventing trade journalism from sinking to the paste and scissors level.

The American Artist favors THE TRADESMAN with a copy of its "Cost Price List of Tinware," which is of great value to this office, ranking in importance with its Choctaw Bible and Sanscrit dictionary. Looked at from the tinner's point of view, it would seem to be a work of paramount importance and an object of frequent reference. The compilation is the work of a Michigan man, Mr. D. H. Metcalf, of Battle Creek, who has thus done himself and his craft a good service.

The article published last week relative to the proper way to cut up pork, is supplemented this week with a similar article on the subject of mutton, to be followed by articles of like nature on beef and veal. The series is the work of J. W. Lynch, editor of the American Marketman, of Chicago, and who was for many years a retail meat dealer in Philadelphia. Mr. Lynch's experience in the business renders him an undoubted authority on the subject treated, and serves to make the articles peculiarly valuable to the meat trade.

## AMONG THE TRADE.

IN THE CITY.

Wm. J. Long, Jr., succeeds Long & Frelich in the lumber business.

Wm. E. Beeson has retired from the firm of Wood, Beeson & Co. Wood & Lynch succeed.

Chas. Gooderman has engaged in the grocery business at Sun postoffice, Newaygo county. Cody, Ball & Co. furnished the stock.

F. S. Loomis, dry goods and clothing dealer at Vermontville, has added a line of groceries. Cody, Ball & Co. furnished the stock.

The Wentworth & Cannon grocery stock is advertised to be sold at sheriff's sale today by the assignee, Geo. W. Shannon, of Penyan, N. Y.

The following new grocery stocks have lately been furnished by a Grand Rapids jobbing house: Sackett & Regus, Edmore; S. A. Caldwell, Yates; E. Smith, Hersey; G. H. Bennink, Muskegon; Delos Burrows, Bravo; F. Voorhorst & Co., Overisel.

Edwin Densmore returned Saturday from St. Ignace, whither he had been to arrange for the placing of veneer and drying machinery in the St. Ignace Manufacturing Co.'s establishment. The company started up its saw mill on the 14th, and has now a double block Perkins shingle machine in operation. The veneer machinery will be shipped from this city the latter part of the present week, and it is expected that it will be in operation within a month. The first ore was shipped from the docks at St. Ignace on the 14th, and the prospects are excellent for a profitable season's business.

The first new cheese of the season put in its appearance at this market last week. In appearance and quality, it is fully up to the new product of previous years, but the price is considerably below the average, on account of the great amount of old stock on hand. "I wish all the factorymen had agreed not to begin operations until June 1," said a local dealer. "That would have given us an opportunity to work off the old stock. As it is, the old cheese is going to injure the sale of the new, and I look for a dull and not very profitable season." Competent authorities estimate the amount of old cheese now in the hands of the jobbers at this market at 1,000 boxes.

## AROUND THE STATE.

Frank Jourden succeeds Jourden & Huson, at Manton.

Derve Fuller has engaged in the notion business at Ovid.

Dingman & Bowers have engaged in general trade at McBrides.

Parker Bros. succeed J. C. Heenan in the drug business at Dryden.

W. J. Andre has sold his drug stock at Luther to C. R. Johnson.

Bunce & Angers succeeds H. W. Bunce in general trade at Scofield.

Charles Clement, of Colon, shipped 11,000 dozen of eggs last month.

Graff & Whorley succeed Graff & Coney in the meat business at Ionia.

S. K. Northam has engaged in the hardware business at Traverse City.

Dettman & Binder succeed Carl Dettman in the meat business at Jackson.

C. L. Snyder succeeds D. S. Peterson in the hardware business at Horton.

August McManus has engaged in the notion business at Traverse City.

Kelley S. Beals succeeds Beals & Colvin in the grocery business at Adrian.

B. S. Coryell succeeds Coryell & Lemley in the banking business at St. Charles.

Chester Conklin has purchased C. C. Carpenter's grocery stock at Hartford.

J. C. Bostick succeeds J. C. Bostick & Co. in the dry goods business at Manton.

Frank S. Loomis, clothing merchant at Vermontville, has added a line of crockery.

Lester & Hurd succeed Hitchcock & Lester in the dry goods business at Union City.

Dan. Parker has engaged in the confectionery, tobacco and notion business at Sparta.

Hannah L. Merick succeeds W. H. Cleveland in the grocery and produce business at Adrian.

J. L. Walford succeeds Wakeman & Holsingshead in the boot and shoe business at Mendon.

Bush Bros., dealers in pictures, house furnishing goods, etc., at Saginaw City, have assigned.

Herbert A. Fisher has purchased the drug stock and business of A. McBain, Sr., at Lake City.

VanBurger & McCain succeed J. L. Benjamin in the restaurant business at Romeo.

J. D. Embury succeeds Caffery & Embury in the agricultural implement business at East Saginaw.

Harris & Harris, druggists and general dealers at Linden, have sold their drug stock to Burr & Langworthy.

A Bower, grocer and manufacturer of chewing gum at Pokagon, has sold his grocery stock to A. C. Wood.

Ephraim Wilson is the name of the gentleman who has purchased L. F. Stuch's drug stock at Hopkins Center.

W. R. Grant has purchased the interest of L. M. Handy in the drug firm of Carpenter & Handy, at Mancelona, and the firm name will hereafter be Carpenter & Grant.

The copartnership heretofore existing between H. M. Patrick and Kellogg, Sawyer & Co., at Leroy, under the firm name of H. M. Patrick & Co., has been terminated by the withdrawal of

the busted lumber firm, to be succeeded by a joint stock company under the name of the "H. M. Patrick Co." The incorporators are H. M. Patrick, his wife and a sister of the latter, Miss A. L. Barklay, of Lowell. The officers are H. M. Patrick, President and Treasurer, and Miss Barkley, Secretary. The capital stock of the corporation is \$30,000, only \$10,000 of which is paid in. The liabilities of the concern are \$6,000 borrowed money, \$2,750 due to Byles & Phelps, assignees for Kellogg, Sawyer & Co., and about \$6,000 commercial indebtedness, or a total indebtedness of \$14,750. The company expects to issue \$3,000 more capital stock and reduce the stock in the store, so as to pay off some of the liabilities. Whether the management will continue to play second fiddle to the lumber firm remains to be seen.

## MANUFACTURING MATTERS.

The saw mill at Elk Rapids has started up for the season's work.

A pump factory is the latest addition to Owosso's manufacturing list.

Cobbs & Mitchell, of Cadillac, have started up their Round Lake mill.

Cameron & Merrill have rebuilt one of their steam salt blocks at Saginaw.

W. W. Starkey has lately added a forty horse power engine to his tub factory at Ionia.

Geo. Richards has purchased an interest in the cigar manufacturing business of S. Z. Barney, at Plainwell.

Nester & Sullivan have succeeded in getting their board pine into booms at Grand Marais. It will be rafted down the lakes.

Geo. C. Walter and E. L. Booth are the names of the gentlemen who have purchased the Allegan paper mill of Peck & Streeter.

The foundry and machine shop has been started up by Wm. Gilbert, at Litchfield, for casting parts to agricultural implements.

E. P. Shankwiler has purchased D. L. Garling's interest in the Mecosta County Flouring Mills at Big Rapids, and will continue the business alone.

Hastings Bunker Decker & Jones, of Wayland, have leased the red mill in this city of J. S. Goodyear. They took possession the first of the month.

The Michigan Stave and Barrel Company's stave mill at Crystal Lake, burned on the 15th. Loss \$3,000; no insurance. The boiler exploded during the fire.

A project is on foot to build a logging railroad in Presque Isle county, from the center of town 33, north to Rogers City, traversing a section containing about 6,000,000 feet of timber.

The mill owners at Ontonagon have decided not to commence saving before the first of June, and consequently a large number of men have had to look for employment elsewhere.

The Cummer Lumber Co. has graded and is laying the rail on a mile and a half of track branching from its logging road and reaching about 6,000,000 of pine, which will be manufactured at its mill in Cadillac.

James Washington, of East Saginaw, recently visited Grand Marais for the purpose of selecting a site for a large saw and shingle mill that will be erected during the summer by a syndicate of Saginaw capitalists, it is reported. The mill will be run by water-power, and the plant will include three shingle machines. It is claimed that it will be one of the best mills on the upper peninsula.

## STRAY FACTS.

The bank of A. Young & Sons, at Mancelona, is now open for business.

Mancelona wants a good shoemaker, and such an one will do well there.

Frank Martnek, of Traverse City, has opened a jewelry store at East Jordan.

Muir & Adams succeed E. F. Muir & Son in the meat market business at Clinton.

Foot & Taylor succeed Foot & Reylea in the blacksmith business at North Adams.

L. E. Lindsley, the Big Rapids grocer, wishes to ascertain the whereabouts of John Rowland.

A solid bed of salt, 34 feet thick, has been struck at Manistee by Wheeler, Magill & Co., at a depth of 1,987 feet. They will soon begin making 300 barrels of salt per day.

A stock company has been organized to explore the silver find at Tawas City. A perpendicular shaft is to be sunk, and three tons of the ore taken out and sent to Chicago for assaying.

Northwestern Lumberman: Grand Haven is answering the question "What shall we do when the pine is all gone?" by starting a broom factory, and moving for the establishment of a fruit cannery. That will do for a drop in the bucket, but it is a very small drop to make up for the vanishing of the lumber business.

## Furniture Facts.

S. C. Armstrong, furniture dealer at Cass City, has assigned to N. L. McLachlan.

Bunsh Bros., cabinet makers and dealers at Saginaw, have been closed by creditors.

Geo. W. Gay and D. W. Kimball, of the Berkey & Gay Furniture Co., have returned from a fortnight's Eastern trip.

John Turner, the Cadillac furniture dealer, has purchased ground preparatory to the erection of a two-story brick block, 25x100 feet in dimensions.

G. B. Lewis, of the New England Furniture Co., returned last Friday from an extended Eastern trip, and started out Monday for a tour of the West.

Heywood & Francisco, furniture dealers and undertakers at Constantine, have dissolved. Francisco continues in the undertaking business and Heywood & Knapp in the furniture business.

## The Gripsack Brigade.

The veteran Crook is nursing a felon on the middle finger of his right hand this week.

W. P. Townsend, Eaton & Christensen's new traveling man, started out on his initial trip Monday.

S. J. Gottlieb, representing the Kentucky Railroad Tobacco Co., Covington, Ky., is in town for a week or ten days.

Lee Lay, traveling agent for the Michigan Buggy Co., of Kalamazoo, is in town for a day or two in the interest of his house.

Frank E. Chase and family will leave about June 1 for a two months' vacation, which they will spend at their old home on Cape Cod.

John L. Bradford, the well-known traveler, has accepted a position as salesman in the Newaygo Manufacturing Co.'s store at Newaygo.

G. H. Burt, Michigan agent for Kingsford's starch, put in a couple of days at this market last week. He favored THE TRADESMAN office with a call.

Eugene Austin, who held down the sidewalks of Grand Rapids about ten days for the Atlas Engine Works, has returned to his home at Indianapolis.

O. S. Whitmore, formerly engaged in the lumber business at Cadillac, has gone on the road for Ross, Bradley & Co., lumber manufacturers of Bay City.

Joe F. O. Reed and Chas. E. Watson tried their luck at fishing last Saturday and took home big strings of black bass. How large an expenditure the fish involved, is not made public.

G. T. Moore, of the firm of Graves & Moore, manufacturers' agents for hardware specialties and tools, of New York, put in three days at this market last week. He reports booming trade all through the Wolverine State.

Gid. Kellogg, of F. Ranville & Co., has been spending a week among the machinery houses of Chicago. He will visit Dubuque, St. Paul, Minneapolis and other Western cities before returning. He is accompanied by his big feet.

## Purely Personal.

John Alliger, receiving clerk for Cody, Ball & Co., is to be married a week from tomorrow, to a young lady residing near Berlin.

Christian Bertsch is spending several weeks in the shoe manufacturing districts of the East, selecting goods for the fall trade.

R. D. McNaughton, the Coopersville general dealer, was in town Saturday on his way to Middleville, where he spent the Sabbath.

W. T. Lamoreaux has gone to Boston to look up the wool prospects for the season. He will be absent about a fortnight, returning by way of New York.

Chas. H. McConnell, book-keeper for Shields, Bulkeley & Lemon, put in a couple of days at his old home at Tecumseh last week. Besides slinging a handsome quill and keeping a set of books which would excite the envy of Spencer himself, Charley can rattle up more type and turn out more job work than half the printers now in the business. About a dozen years ago the chief engineer of THE TRADESMAN served as "devil" in the office over which Charley presided, and the clean appearance of THE TRADESMAN is due in no small degree to the artistic ideas imbibed from the master during the period of apprenticeship.

## Big Sale of Cotton Goods.

The largest sale of cotton goods ever made in a single day in this country took place at New York last Thursday. It was made by Bliss, Fabyan & Co., and was peremptory. All of the leading dry goods houses of the United States were represented by buyers. There were sold 515 lots, embracing 20,000 cases, or 30,000,000 yards of goods. The auction was very spirited. The lots included Salisbury and Pepperell brown and bleached sheetings, Otis checks and Pepperell jeans, Androscoggin satens, Lacomia sheetings, corset jeans, selesias, fancy, plain, light and heavy chivots and doekins, Marselles, damask, and crochet quilts, towels, saque rings, fancy brown, drab, and blue ducks, Beaver Creek, Columbia, Otis, Greenville, Bradford, and Pacific, Thorndike, and Warren designs, stripes, fancy and feather tickings, Norman, shepherd, and cashmere suitings and brown cotton flannels. The prices obtained averaged 3 1/2 per cent. below the regular sale, 2 1/2 per cent. below the best price. Twenty-five hundred packages of Pepperell sold within 7 1/2 per cent. of the usual selling price. Checks brought 5 per cent. off. Wide bleached goods, corsets and jeans sold for nearly as much as on regular sale. Androscoggin goods went for \$6, a half-dollar less than the store price. Fifteen hundred cases of quilts brought 5 per cent. under. Blanketing was 3 per cent. less than current value. Tickings sold for \$3.75, the current price being \$6.50. Cotton dress goods, being unseasonable, were sold from 10 to 15 per cent. below regular price. Cornelius Bliss estimated the aggregate amount of the sales at \$1,600,000, while the auctioneer said that the proceeds would reach \$2,000,000. Staple goods were up to nearly wholesale prices, but undesirable brands sold low. The average, however, was excellent. L. G. Woodhouse, of Marshall Field & Co., of Chicago, said that the auction was the most successful ever held in cotton goods. The prices, in many cases, he said, were up to the lowest in private sales. Five per cent. was about the average falling off.

Mexico is shipping considerable fruit, especially oranges, to this country.

## THE GRAND RAPIDS ROLLER MILLS

MANUFACTURE A

### NEW IMPROVED PATENT ROLLER FLOUR.

The Favorite Brands are  
"SNOW-FLAKE," AND "LILY WHITE PATENT," AND  
FANCY PATENT "ROLLER CHAMPION."

Prices are low. Extra quality guaranteed. Write for quotations.

## VALLEY CITY MILLING CO.,

EAST END BRIDGE ST. BRIDGE, GRAND RAPIDS, MICH.

### D. W. Archer's Trophy Corn, D. W. Archer's Morning Glory Corn, D. W. Archer's Early Golden Drop Corn

NO. 2. AND 3 CANS.

YOUNG, TENDER AND SWEET,  
NATURAL FLAVOR RETAINED.  
GUARANTEED PURITY.

\$1,000 IN GOLD.  
NOT SWEETENED WITH SUGAR.  
NO CHEMICALS USED.  
NOT BLEACHED WHITE.  
NO WATER IN CANS.

The Trade supplied by Wholesale Grocers Only. Respectfully,

THE ARCHER PACKING CO., Chillicothe, Ills.

## TO THE TRADE.

We wish to call the attention of the trade to the fact that we are manufacturing a line of OVERALLS, SACK COATS, JUMPERS, ETC.

Which we guarantee to be superior in make, fit and quality to be any in the market.

OUR OVERALLS AND SACK COATS

Comprise all the best points it takes to make up good, durable and desirable goods. The main points in our Overalls are the superior cut and high waist, making them perfect hip fitting, so that no suspenders need be used to keep them up in place.

OUR SACK COATS

Are cut full so as not to bind in any part and large enough for any man.

EVERY GARMENT IS WARRANTED NOT TO RIP.

If in any case they should rip or not give perfect satisfaction, give the purchaser another pair and charge to us.

OUR PRICES ARE LESS

than any other factory making first-class goods. All dealers will find it to their interest to send for samples and prices before placing their orders elsewhere.

Michigan Overall Co., Ionia, Mich.

No convict labor used in the manufacture of our goods.

## West Michigan Oil Company,

(SUCCESSORS TO STANDARD OIL CO.)

63 Monroe Street, Grand Rapids, Mich.

Jno. C. Bonnell, Pres. J. H. Bonnell, Sec'y.

## Illuminating and Lubricating

### OILS,

### Naphtha and Gasoline, Greases, Etc.

## WE QUOTE

Capitol Cylinder	.75	Parafine, 250	15 1/2
Model	.60	Summer, West Va	8
Shield	.50	250 to 300	9 1/2
Eldorado Engine	.35	150 C. T.	11 1/2
Backus Fine	.30	Zero	12 1/2
Peerless Machinery	.30	630 Deo. Naptha	8
Challenge	.25	740 " Gasoline	9
Black Diamond	.30	870 Gasoline	16 1/2

## THE COOLEY CAN,

Improved by the Lookwood Patent.

Used in the creamery for butter only, they paid the patrons in July, 1884, 60c and the skimmed milk per 100 lbs. Lowest price of the year.

In the creamery for gathered cream they paid the patrons from 85c to 20c per cream gauge for the year 1884.

In the factory for butter and cheese they paid the patrons \$1.75 per 100 lbs. average, for the season. They show better results in dollars and cents than anything yet invented.

Write for actual working figures furnished by successful creamery men of known reputation, who have used them as above.

JOHN BOYD,

Sole Manufacturer, 189 LAKE ST., CHICAGO.

Profitable Advertising.

Advertising Agent (to merchant)—So you think it pays better to advertise on fences and flagstones than in the newspapers?

Merchant—It has paid me better.

Advertising agent—But you have just failed?

Merchant—I know it, but I settled for thirty cents on the dollar.

Profitable Advertising.

Drugs & Medicines

Michigan State Pharmaceutical Association. OFFICERS. President—Geo. W. Crouter, Charlevoix. First Vice-President—Geo. M. McDonald, Kalamazoo.

Grand Rapids Pharmaceutical Society. ORGANIZED OCTOBER 9, 1884. OFFICERS. President—Frank J. Wurzburg. Vice-President—Wm. L. White.

Three Colors in One Bottle. From the American Druggist. For the bottom layer glycerine may be used, or colorless glucose sirup, or any other colorless liquid of high specific gravity.

Grand Rapids Pharmaceutical Society. At the meeting of the Grand Rapids Pharmaceutical Society, held at THE TRADESMAN office last Thursday evening, the following members were in attendance:

Perfumes of the Orange. From the orange, Citrus aurantium and C. bigaradia, are obtained five distinct and valuable perfumes: 1. The true orange flower essence, obtained by digesting the flowers with lard.

The Drug Market. Business and collections have held up to a fair average, and the prospects are excellent for a good summer's trade.

Taking the Chances. From the New York Times. "I want two g-grains of q-quinine and four o-ounces of w-whisky," shivered a man with malaria to the drug clerk.

Travelers in Dalmatia some years ago noticed large tracts of land covered by a wild flower, near which not a sign of insect life was visible.

Gum Camphor in Demand. "There has been a great increase in the sale of camphor lately," said a leading druggist. "My sales have doubled since the papers noted the fact that the homeopathic physicians recommended camphor as a cholera medicine."

The Medical World reports a case, now under observation, in which the patient's hair, which had become prematurely gray, is slowly returning to its original color under the internal administration of phosphorized cod liver oil.

Dr. Rose, of Ann Arbor, has devised a scheme for making peptonized beef, heretofore costing \$2.50 per pound, for \$1 per pound, and claims he has a silver mine in the process.

Dr. H. S. Baron, Forest Grove. E. S. Borsford, Dorr. J. B. Watson, Coopersville. Parkhurst & Clark, Middleville. Nagler & Belle, Calletonia.

From the orange, Citrus aurantium and C. bigaradia, are obtained five distinct and valuable perfumes: 1. The true orange flower essence, obtained by digesting the flowers with lard.

Business and collections have held up to a fair average, and the prospects are excellent for a good summer's trade.

READ! READ! READ! HAZELTINE, PERKINS & CO. have Sole Control of our Celebrated Pioneer Prepared Paint!

WHOLESALE PRICE CURRENT.

Table listing various goods and their prices. Includes sections for ACIDS, AMMONIA, BALSAMS, BARKS, BERRIES, EXTRACTS, FLOWERS, GUMS, IRON, LIQUORS, MAGNESIA, OILS, POTASSIUM, and ROOTS.

Table listing various goods and their prices. Includes sections for SERPENTARIA, SEEDS, SPONGES, MISCELLANEOUS, and PAINTS.

HAZELTINE, PERKINS & CO., Wholesale Druggists! 42 and 44 Ottawa Street and 89, 91, 93 and 95 Louis Street.

Drugs, Medicines, Chemicals, Paints, Oils, Varnishes, and Druggists' Glassware. MANUFACTURERS OF ELEGANT PHARMACEUTICAL PREPARATIONS, FLUID EXTRACTS AND ELIXIRS.

Druggists' Sundries. Our stock in this department of our business is conceded to be one of the largest, best-assorted and diversified to be found in the Northwest.

Wine and Liquor Department. We give our special and personal attention to the selection of choice goods for the DRUG TRADE ONLY, and trust we merit the high praise accorded us for so satisfactorily supplying the wants of our customers.

Withers Dade & Co's Henderson Co., Ky., SOUR MASH AND OLD FASHIONED HAND MADE, COPPER DISTILLED WHISKYS. We not only offer these goods to be excelled by NO OTHER KNOWN BRAND in the market.

The Grown of a Pessimist. The world is growing better every day. This fact is plain, so hopeful people say. It may be, but the keen observer sees that at present still is largely made of pens.

THE LOUNGER. I saw an item in a newspaper the other day that "England sends to the United States half a million dollars' worth of musical instruments annually."

An acquaintance told me a good story the other day about druggists' prices. He was troubled with sore eyes, and went to a physician for a prescription.

I venture the above story with a good deal of fear and trembling; for I have learned, to my sorrow, that it is no trifling matter to joke with a druggist on the score of prices.

I rode to Muskegon the other day with G. T. Moore, who is one of a New York firm which makes a business of selling hardware specialties from first hands.

Druggists' Favorite Rye. Which continues to have so many favorites among druggists who have sold these goods for a very long time. Buy our GINS, BRANDIES & FINE WINES. We call your attention to the adjoining list of market quotations which we aim to make as complete and perfect as possible.

Mr. Snooks' Competitor Comes to the Front.

CANT HOOK CORNERS, May 15, 1885.

Editor of THE TRADESMAN:

DEAR SIR—I think that it is a shame that you should print old Sol. Snooks' letters, as you do every week, and as I am a subscriber to your paper I think I ought to put in a remonstrance against them. But if you persist in printing them right along, in spite of my feelings to the contrary, I shall insist upon your giving place to letters from me, giving the true version of happenings at the Corners, as Snooks has perverted facts and reported matters in a wrong light just about long enough.

In the first place, he has carried the idea that his stock is bigger than mine, whereas the facts of the matter are that with the exception of tobacco and whisky, my stock is four times as big as his is. I suppose he will also beat me in the millinery line, as I understand from reliable sources that he has seduced the Widow Spriggs into occupying one corner of his ranch with a stock of bonnets and ribbons, and that the Widow has gone to Grand Rapids to buy the goods. This "arrangement," as Snooks calls it, is causing no little talk in the neighborhood, but I think his real intention is to get hold of what little property the Widow has, and jump the country.

You would think from Snooks' picture of the Corners that his store was as big as mine, but it ain't. My store is 21x87, and his is only 18x66. So you see my building is a great deal the biggest. And, besides, my shelves are nearer together and wider than his are, and I carry dozens where he carries single articles. I discount all my bills, too, and he lets his run as long as the houses will allow them to, and then gets an extension. The traveling men say that they sell me more goods in a week than they do him in a month, and they ought to know. I tell you old Snooks is a fraud, and the better you know him the more you will be convinced of this fact.

The poetry Snooks sent you was funny enough to make a horse laugh. But he didn't write it myself. He hired a fellow named Job Strong to do the job, and paid him in groceries. Job says he agreed to give him a gallon of his best molasses for that poem on the "Pious Drummer of St. Joe," but after it was done, Snooks went back on his word and wouldn't give Job anything but black-strap. This made the young fellow boiling mad, and he immediately came over and told me all about the transaction. I was so glad to get such a pointer on the old man that I gave the fellow the molasses myself, and he agreed to keep me posted on all of Snooks' poetical movements in the future.

The next time a photograph wagon comes to town I intend to have my picture took, and then I want you to put it at the top of my letter, same as you do Snooks'. And the next time a surveyer comes along this way, I shall have him make a correct map of the Corners, which you can print in place of the one Snooks sent you.

I didn't intend to give the old man away in this letter, but a clever drummer named Mallory was in the store a little while ago and told me a story that is too good to keep. It is about Snooks' process for making peppermint essence. I wouldn't vouch for the truth of the statement, for it seems too small business, but as Mallory insists that he saw the transaction *verbatim ad libitum* you can take it for what it is worth.

A pleasant chap named Roys, from Grand Rapids, who deals in whips, had a lot of first-class peppermint oil in his long wagon where he carries his samples and Sol. bought some of him. Mallory says Snooks always buys in the meanest, stingiest quantities, and he only took a pound of the oil. Snooks told in Mallory's presence (after Roys had gone out) that that amount would last him five years; and no wonder, for, Mallory says, the way he makes his peppermint essence is to dip the cork in the oil and fill the bottle up with alcohol. Snooks says he always brings out the bottle and sort of quietly sticks it under a customer's nose. The person buying it would naturally get a little whiff from the cork, and buy the bottle without a further investigation of the contents. That's where they get left.

But I have told you enough to convince you that Snooks' is not half the angel he pretends to be, and I will give you further proofs to the same effect next week.

Yours for Truth  
PHILANDER BILSON.

"Nellie, let's you and I play inventor." "How shall we do it, Tommy?" "Why, you be the inventor and go in and get some cookies out of the box, and I'll be capitalist and eat them all." "But what will I get out of it?" "Why, you'll get all the fame; I'll tell mamma it was you who took the cookies."

"Why do you stop at the gate with George every evening?" asked a Sheldon street mamma. "He always presses me so I can't help it," was the truthful answer.

WHOLESALE PRICE CURRENT.

Table with 2 columns: Item name and price. Includes items like Pepperell, Pequot, and Park Mills.

Table with 2 columns: Item name and price. Includes items like Park Mills, Economy, and Park Mills.

Table with 2 columns: Item name and price. Includes items like Alabama brown, Jewell brown, and Kentucky brown.

Table with 2 columns: Item name and price. Includes items like Avondale, Art cambrics, and Androscoquin.

Table with 2 columns: Item name and price. Includes items like Ballou, Boott, and Davol.

Table with 2 columns: Item name and price. Includes items like Davol, Paconia, and Red Cross.

Table with 2 columns: Item name and price. Includes items like Albion, Alton, and American.

Table with 2 columns: Item name and price. Includes items like Appletan, Boston, and Continental.

Table with 2 columns: Item name and price. Includes items like Dwight, Dwight X, and Dwight Star.

Table with 2 columns: Item name and price. Includes items like Amoskeag, Amoskeag Persian, and Bates.

Table with 2 columns: Item name and price. Includes items like Atlantic, Atlantic D, and Atlantic N.

Table with 2 columns: Item name and price. Includes items like Amoskeag, Amoskeag A, and Amoskeag B.

Table with 2 columns: Item name and price. Includes items like Amoskeag C, Amoskeag D, and Amoskeag E.

Table with 2 columns: Item name and price. Includes items like Garner, Hooksett, and Red Cross.

Table with 2 columns: Item name and price. Includes items like Boston, Everett blue, and Everett brown.

Table with 2 columns: Item name and price. Includes items like Manville, Masgnville, and Red Cross.

Table with 2 columns: Item name and price. Includes items like Brooks, Clark's O. N. F., and J. P. Coats.

Table with 2 columns: Item name and price. Includes items like Ohio White Lime, Louisville Cement, and Akron Cement.

Table with 2 columns: Item name and price. Includes items like Car lots, Plastering hair, and Stucco.

Table with 2 columns: Item name and price. Includes items like Anthracite, Cannon, and Ohio Lump.

JENNINGS & SMITH,

PROPRIETORS OF THE

Arctic Manufacturing Co.,

20 Lyon St., Grand Rapids.

ASK YOUR JOBBER FOR

Jennings' Flavoring Extracts,

—AND—

Arctic Baking Powder.

See Our Wholesale Quotations elsewhere in this issue and write for

Special Prices in Car Lots.

We are prepared to make Bottom Prices on anything we handle.

A. B. KNOWLSON,

3 Canal Street, Basement, Grand Rapids, Mich.

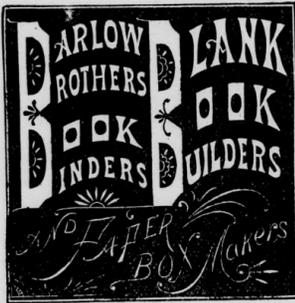
FOX, MUSSELMAN & LOVERIDGE

Wholesale Grocers,

Sole Owners of

ARAB PLUG!

The Best and Most Attractive Goods on the Market. Send for Sample Butt. See Quotations in Price-Current.



If in Need of Anything in our Line, it will pay you to get our Prices.

PATENTEES AND SOLE MANUFACTURERS OF

Barlow's Patent

Manifold Shipping Books.

Send for Samples and Circular.

BARLOW BROTHERS,

Grand Rapids, Michigan.

ARCTIC



BAKING POWDER

This Baking Powder makes the WHITEST, LIGHTEST and most HEALTHFUL Biscuits, Cakes, Bread, etc. TRY IT and be convinced. Prepared only by the

Arctic Manufacturing Co., GRAND RAPIDS, MICH.

DAILY BUSINESS.

The Financial and Commercial Paper of Chicago.

Published every afternoon. The Provision, Grain and Stock Markets, News and Gossip of the Board and of Wall street.

By mail, \$5 a year. Nos. 155 and 157 Dearborn st. Send for Sample Copy.

JUDD & CO.,

JOBBERS of SADDLERY HARDWARE And Full Line Summer Goods. 102 CANAL STREET.

The Old Reliable

NIMROD

PLUG TOBACCO

Is for Sale by all Grand Rapids Jobbers.

SAMPLES FURNISHED ON APPLICATION.

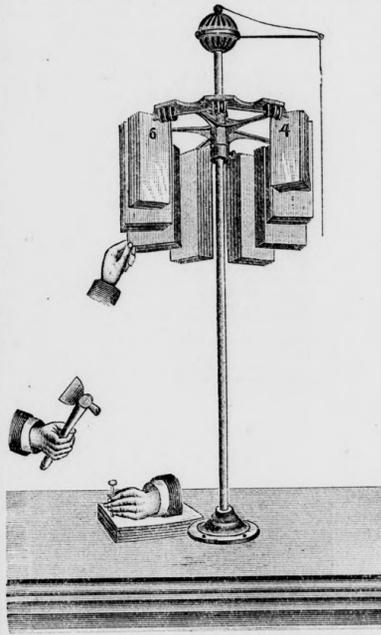
S. W. Venable & Co., Petersburg, Va.

Oysters and Fish F. J. Dettenthaler, 117 MONROE ST.

PERKINS & HESS, DEALERS IN

Hides, Furs, Wool & Tallow,

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



PRICE, BRONZE, \$3.50; NICKEL, \$5.50.

SPRING & COMPANY,

WHOLESALE DEALERS IN

Staple and Fancy

DRY GOODS,

CARPETS,

MATTINGS,

OIL CLOTHS

ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids,

Michigan.

Are You Going to Thieve a Store, Partry or Closet?

If so, send for prices and further information.

Eggleston & Patton's

PATENT

Adjustable Ratchet Bar

AND

Bracket Shelving Irons

Creates a New Era in STORE FURNISHING.

In entirely supercedes the old style wherever introduced.

Satisfaction Guaranteed

All infringe-ments prosecuted.

Innotebe had from your local Hardware Dealer, send your orders direct to

W. PATTON, Sole Manufacturer, MAGON, Mo

USE

D'OLIVEIRA'S

Parisian Sauce

The most fragrant, palatable and popular now existing. It is the healthiest and best Sauce in the world, and without rival.

Sole Agents for Grand Rapids and vicinity.

HAWKINS & PERRY,

Grand Rapids, Mich.

JOHN CAULFIELD

Is our Agent in Grand Rapids for our Famous

GALVANIC SOAP

THE BEST

EASY WASHER

MANUFACTURED.

6 and 8 Monroe Street,

Grand Rapids,

Michigan.

# The Michigan Tradesman.

## MUTTON.

How to Cut it up to the Best Advantage. From the American Marketman.

The illustration published this week requires very little explanation, as mutton is cut up nearly the same all over the country. In this city [Chicago] the demand for shoulders is so limited among housekeepers that our dealers seldom take them out, but cut the lower shoulder, joint and shank on the breast, to be sold for stewing pieces for whatever they will bring—two, three or four cents a pound. One reason for this is the extra demand for chops, and another the unsightly piece the majority of cutters make in taking off the shoulder. A little more care in making it look presentable would increase the demand to double that of the present.

There are two roasts cut by the English butchers which are seldom or never found on our own market,—the saddle, which, unlike our saddle, has the legs off; in other words, the loins are not split apart, the legs and flank being cut off. Again, it is often difficult to get a cheap roast large enough for a big family, as few like the whole fore quarter on account of the trouble in carving. The English butcher gets a large, thick roast from the fore saddle by cutting off the breasts and lower part of the shoulder. This cut is a difficult one to crack for carving with our tools, hence their use of a kind of wide chisel, laying the rack roast on the block back down, and cracking the chine bone from the inside. The neck is chopped off or not, according to the price paid.

The shoulder of mutton, when cut full and

on French chops you have your trimmings for the trouble of preparing. In trimming, every particle of fat should be removed, leaving nothing but the back roll on the rib. 6, the flank, is thrown in the fat. Nobody wants to buy mutton tallow in that shape. 7, the neck, is sold on the rack, or chopped in slices for pot-pie or stewing.

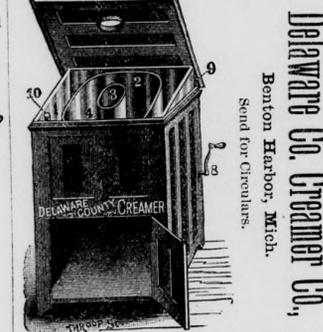
A good many butchers think it amounts to nothing, and anyhow they haven't the time to skin the membrane of the loin and rack when cut up for chops. If you want your customers to enjoy their broiled chop, take time and never let one go out of the store before skinning it, as it has an unpleasant taste, and further, it is too much like asking people to chew parchment. See that the shoulder is skinned by the dresser, as it makes a more compact piece. Light mutton should be set with back sticks, as it thickens up the loin, leaving less flank to waste. Never in summer or winter have the kidney fat set up with skewers; in summer it spoils the tenderloin, and at all times tears it, spoiling the chop through which it is driven. Look out for the thick cords and milky ewes, for they are sure to be rank.

Dealers wishing seeds of any kind are referred to the advertisement of the Grand Rapids Seed Store, in another column of this issue.

## DRYDEN & PALMER'S ROCK CANDY.

Unquestionably the best in the market. As clear as crystal and as transparent as diamond. Try a box.

**John Caulfield,**  
Sole Agent for Grand Rapids.



## SALT.

**ONONDAGA F. F. SALT**  
Sole Manufacturers.  
**AMERICAN DAIRY SALT CO.**

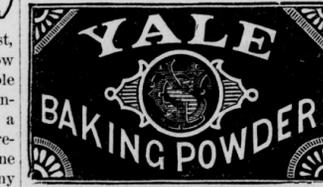
(Limited.) Chemically purified and WARRANTED pure as any in the market. Used by a great majority of the Dairymen of the country. Unexcelled for Butter, Cheese, the Table and all Culinary purposes. Got medal at Centennial "for purity and high degree of excellence." Dairy goods salted with it took first premiums at New Orleans World's Fair, N. Y. International Fair, Milwaukee Exposition, and always wins when there is fair competition. It is American, and CHEAPER and BETTER than any foreign salt. Try it. Address  
**J. W. Barker, Sec'y, Syracuse, N. Y.**

## CREAM TESTER!

With six glasses for testing six cows' milk at same time. Price \$1; large size glasses \$2, either free by mail. Agents wanted. Circulars with full particulars for stamp. **WYMAN L. EDSON, Union Center, Broome Co., N. Y.**

**WILSON'S Cabinet Creamery and Barrel Churn**  
AND ALL DAIRY SUPPLIES.

To first purchaser in new locality, we will give special terms. The woman's friend. It saves three-fourths of the labor in butter-making; easily operated; you raise sweet cream from sweet milk; you have sweet milk to feed which trebles its value. Send for circular. Agents wanted. Address, **FLINT CABINET CREAMERY CO., FLINT, MICH.**



**C. S. YALE & BRO.,**  
—Manufacturers of—  
**FLAVORING EXTRACTS!**  
BAKING POWDERS,  
**BLUINGS, ETC.,**  
40 and 42 South Division, St.  
GRAND RAPIDS, - MICHIGAN.



**SHIPPING BASKETS AND BOXES**  
MANUFACTURED AT THE MICHIGAN BASKET FACTORY OF A. W. WELLS & CO. ST. JOSEPH, MICH. SEND FOR ILLUSTRATED PRICE LIST.

## Are You Going to Shelve a Store, Pantry or Closet?



**Torrance, Merriam & Co.,**  
Manufacturers TROY, N. Y.



**HERCULES!**  
The Great Stump and Rock ANNIHILATOR!  
Strongest and Safest Explosive Known to the Arts.  
Farmers, practice economy and clear your land of stumps and boulders. Main Office, Hercules Powder Company, No. 40 Prospect Street, Cleveland, Ohio.

**L. S. HILL & CO., AGTS.**  
GUNS, AMMUNITION & FISHING TACKLE,  
GRAND RAPIDS, MICH.

## STEAM LAUNDRY

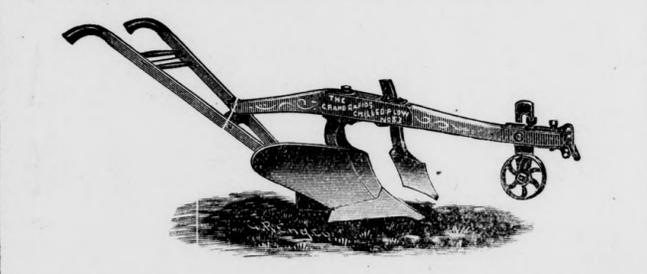
43 and 45 Kent Street.  
**A. K. ALLEN, PROPRIETOR.**  
WE DO ONLY FIRST-CLASS WORK AND USE NO CHEMICALS.  
Orders by Mail and Express promptly attended to.

**DETROIT SOAP CO.'S**  
**QUEEN ANNE SOAP**  
—IS NOT—  
A ("smash up the clothes boiler," "throw away the wash-board," "wash without labor") Soap; is not  
A (grand piano, gold watch, house and lot with every bar, "save the wrappers") Soap; is not  
A (towel, napkin, dish-rag, dry goods store thrown in) Soap; is not  
A (here to-day and gone to-morrow) Soap; is not  
A (sell a quarter of a box, and have the balance left on your hands) Soap;  
—BUT IS—  
The very best article in laundry and general family Soap ever put on the market.  
Big and lasting trade. Good margins to dealers. Grocers, if you have never tried "QUEEN ANNE SOAP," buy a sample box and you will always continue to handle it.

**CODY, BALL & CO.,**  
Grand Rapids.

## GRAND RAPIDS M'F'G CO.,

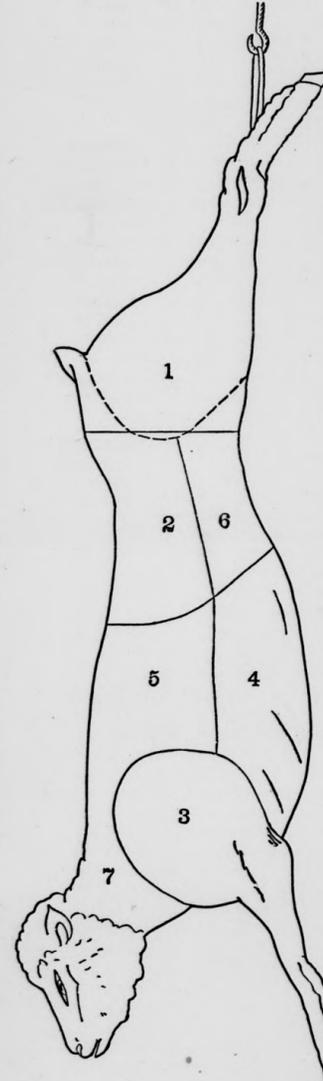
MANUFACTURERS AND JOBBERS OF  
**AGRICULTURAL IMPLEMENTS!**



**Dairy Implements a Specialty.**  
Factory--Corner Front and Earl streets. Office and Sales-rooms--10, 12 and 14 Lyon street, Grand Rapids.

## Sands' Patent Triple Motion WHITE MOUNTAIN ICE CREAM FREEZER!

The only Freezer ever made having three distinct motions, thereby producing finer, smoother Cream than any other Freezer on the market. Acknowledged by every one to be the best in the world. Over 300,000 in use To-day. Outside Irons Galvanized, but all inside the can coated with Pure Black Tin. Tubs water-proof; easily adjusted and operated. We also carry large stock of Packing Tubs, Packing Cans, Ice Crushers, etc. Send for Price List and Trade Discounts. Address  
**Foster, Stevens & Co.,**  
Grand Rapids, Mich. Agents for Western Michigan.



boned for filling, makes a desirable roast, but on account of the time required, and low price paid, few dealers will take the trouble to prepare it this way. It is not to be wondered at, as it is a thankless job at best; a fellow can cut himself more times while preparing a mutton roast than at any other one thing around the stall; and beside this, many are the black looks he gets from the housekeeper if his knife slips, making a hole for the stuffing to run out. Yet, with a stout, wide-pointed trimming knife and a little practice, a man will soon be able to bone a shoulder of mutton in from two to four minutes, which does not amount to much if you keep open till 10 o'clock at night through the week and 12 o'clock on Saturday.

The quartering proper is between the eighth and ninth rib (from neck), although this is varied, all the ribs being left in the fore quarter, especially where many rib or French chops are needed. No. 1 is sawed and cut from inside along the solid line and trimmed up as shown in the dotted line. 2 is the loin, for roast or chops, the two together making the saddle (English). 3 is the shoulder, with leg on, showing how it should be cut to look like anything when turned over on your table. 4 is the breast, part of which extends up and under the shoulder. At best, especially out of fat sheep, it is a good cut to chop up for fat and get rid of. Some cook books say it makes a nice pot-pie; but they say a good many things which are there for no other purpose than to fill the book up. 5 is the rack, a good salable cut, if not too fat, as after the shoulder is out it can be cut into plain and French chops for broiling, also a good roast or stewing piece. If you can get a good run

## TIME TABLES. MICHIGAN CENTRAL



**The Niagara Falls Route.**  
DEPART.  
\*Detroit Express..... 6:00 a m  
\*Day Express..... 12:45 p m  
\*Atlantic Express..... 9:30 p m  
ARRIVE.  
\*Pacific Express..... 6:00 a m  
\*Mail..... 3:30 p m  
\*Grand Rapids Express..... 10:35 p m  
\*Daily except Sunday..... 10:35 p m  
Sleeping cars run on Atlantic and Pacific Express.  
Direct and prompt connection made with Great Western, Grand Trunk and Canada Southern trains in same depot at Detroit, thus avoiding transfers.  
The Detroit Express leaving at 6:00 a. m. has Drawing Room and Parlor car attached at Grand Rapids, leaving at 11:45 a. m., New York 10:30 a. m., and Boston 3:05 p. m. next day.  
A train leaves Detroit at 4 p. m. daily except Sunday with drawing room car attached, arriving at Grand Rapids at 10:25 p. m.  
J. T. SCHULTZ, Gen'l Agent.

**Chicago & West Michigan.**  
Leaves. Arrives.  
\*Mail..... 9:15 a m 4:05 p m  
\*Day Express..... 12:35 p m 11:15 p m  
\*Night Express..... 9:35 a m 6:00 a m  
\*Daily. \*Daily except Sunday.  
Pullman Sleeping Cars on all night trains. Through parlor car in charge of conductor. Attendants without extra charge to Chicago on 12:25 p. m., and through coach on 9:15 a. m. and 9:35 p. m. trains.

**NEWAYGO DIVISION.**  
Leaves. Arrives.  
Express..... 4:15 p m 4:05 p m  
Express..... 8:05 a m 11:15 a m  
All trains arrive and depart from Union Depot.  
The Northern terminus of this Division is at Baldwin, where close connection is made with F. & P. M. trains to and from Ludington and Manistee.  
J. H. CARPENTER, Gen'l Pass. Agent.  
J. B. MULLIKEN, General Manager.

**Lake Shore & Michigan Southern.**  
(KALAMAZOO DIVISION.)  
Arrive. Leave.  
Express..... 7:00 p m 7:35 a m  
Mail..... 9:35 a m 4:00 p m  
All trains daily except Sunday.

The train leaving at 4 p. m. connects at White Pigeon with Atlantic Express on Main Line, which has Palace Drawing Room Sleeping Coaches from Chicago to New York and Boston without change.  
The train leaving at 7:35 a. m. connects at White Pigeon (giving one hour's delay) with special New York Express on Main Line.  
Through tickets and berths in sleeping coaches can be secured at Union Ticket office, 67 Monroe street and depot.  
J. W. MCKENNEY, Gen'l Agent.

**Detroit, Grand Haven & Milwaukee.**  
GOING EAST.  
Arrives. Leaves.  
\*Steamboat Express..... 10:10 a m 10:30 a m  
\*Evening Express..... 3:20 p m 3:35 p m  
\*Atlantic Express..... 9:45 p m 10:45 p m  
\*Mixed, with coach..... 10:30 a m 10:30 a m

GOING WEST.  
\*Morning Express..... 12:40 p m 12:55 p m  
\*Through Mail..... 5:10 p m 5:15 p m  
\*Steamboat Express..... 10:40 p m 7:10 a m  
\*Mixed..... 5:10 a m 5:30 a m  
\*Night Express..... 5:10 a m 5:30 a m  
\*Daily, Sundays excepted. \*Daily.  
Passengers taking the 6:20 a. m. Express make close connections at Owosso for Grand Haven and at Detroit for New York, arriving there at 10:00 a. m. the following morning.  
Parlor Cars on Mail Trains, both East and West.  
Train leaving at 5:15 p. m. will make connection with Milwaukee steamers daily except Sunday.  
The mail has a Parlor Car to Detroit. The Night Express has a through Wagner Car and local Sleeping Car Detroit to Grand Rapids.  
D. POTTER, City Pass. Agent.  
GEO. B. REEVE, Traffic Manager, Chicago.

**Grand Rapids & Indiana.**  
GOING NORTH.  
Arrives. Leaves.  
Cincinnati & Gd Rapids Ex 8:45 p m  
Cincinnati & Mackinac Ex 7:00 a m 10:25 a m  
Pt. Wayne & Mackinac Ex 3:55 p m 5:00 p m  
G'd Rapids & Cadillac Ac. 7:10 a m 7:10 a m

GOING SOUTH.  
7:00 a m  
Mackinac & Cincinnati Ex. 4:05 p m 6:15 p m  
Mackinac & Pt. Wayne Ex. 10:25 a m 11:45 p m  
Cadillac & G'd Rapids Ac. 7:40 p m  
All trains daily except Sunday.  
SLEEPING CAR ARRANGEMENTS.  
North--Train leaving at 5:00 o'clock p. m. has Woodruff Sleeping Cars for Petoskey and Mackinac City. Train leaving at 10:25 a. m. has combined Sleeping and Chair Car for Traverse City.  
South--Train leaving at 4:35 p. m. has Woodruff Sleeping Car for Cincinnati.  
C. L. LOCKWOOD, Gen'l Pass. Agent.

**Detroit, Mackinac & Marquette.**

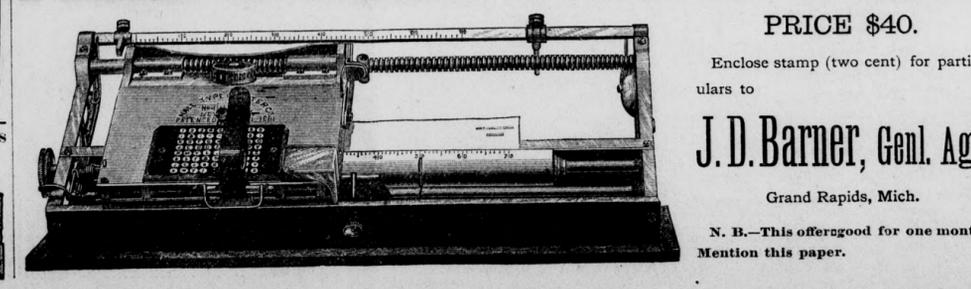
GOING WEST		STATIONS.		GOING EAST	
Ac.	Ex.			Ac.	Ex.
P. M.	4 50 Ar.	Ishpeming	Dep.	1 30	
	4 40	Negaunee	Ar.	4 40 A. M.	
	6 50	Marquette		2 20	7 30
	3 08	cedsboro		4 19	11 05
	12 00	Seney	D	5 45	1 10
	1 10	D	A	5 30	2 40
	11 25	Newbury	A	9 38	2 40
	7 30 A. M.				P. M.
	8 30 Dep.	St. Ignace	Ar.	9 00	6 30
	7 00 Ar.	Mackinaw City	Dep.	9 30	
	P. M.				
	9 00 Dep.	Grand Rapids	Ar.	7 00	
	A. M.				
	9 35	Detroit		3 30	

Connections made at Marquette and Negaunee with the M. H. & O. R. R. for the iron, gold silver and copper districts; at Reed'sboro with a daily stage line for Manistique; at Seney with tri-weekly stage for Grand Marais; at St. Ignace with the M. C. and G. R. & I. Railways for all points east and south; also daily stage line to Sault Ste. Marie.  
F. MILLIGAN, G. F. & P. A.

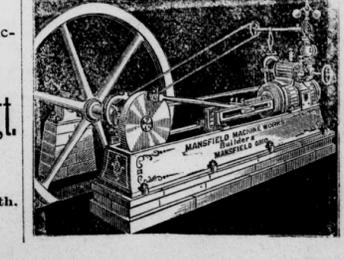
## Grind your own Bone, Meal, Oyster Shells, GRAHAM, Grist Mills, etc.

**PORTABLE AND STATIONARY ENGINES**  
From 2 to 150 Horse-Power, Boilers, Saw Mills, Grist Mills, Wood Working Machinery, Shafting, Pulleys and Boxes. Contracts made for complete outfits.  
**W. C. Denison,**  
88, 90 and 92 South Division Street,  
GRAND RAPIDS, - MICHIGAN.

## FREE--A HALL TYPE-WRITER!



PRICE \$40.  
Enclose stamp (two cent) for particulars to  
**J. D. Barner, Genl. Agt.**  
Grand Rapids, Mich.  
N. B.—This offer good for one month. Mention this paper.





# Hardware.

**The Enterprising Hardware Dealer.**  
From the Industrial World.

The hardware trade of a town is largely what the dealers make it. To a certain extent they create the demand for the goods they sell. Their method of buying presupposes this fact. Otherwise dealers would consult their customers before making selections. True, many articles are bought with a view to anticipate the wants of the purchaser, but there is a large share of the stock which the dealers buy on their own judgment, and with a view of inducing the trade to concur in their choice. Thus, in the matter of stoves, they select such styles, kinds and make, as they deem either the best or the most easily sold, relying upon their ability to make their patrons purchase the same on their recommendation. There are merchants whose power of persuasion is greater than others, and whose voice in controlling the choice of articles by their patrons is very potent. Such dealers are an authority in their several lines. To reach this position it is necessary that one have a thorough knowledge of the business, and full information relative to the comparative merits of various articles coming into competition. The dealer would make a poor show in attempting to sell a new lock at a higher price than for those ordinarily kept in stock who could not explain to the purchaser wherein the new lock was superior to the old. Some feign a knowledge in such matters that they do not possess, but they are likely to come to grief, as such shallow pretences are sooner or later discovered.

The merchant often is called upon to introduce an entirely new thing. Here he certainly is an innovator, and must rely upon his powers of persuasion in bringing it into use. The mistake which many merchants make is in thinking that it is better to follow their trade than lead it. This conservatism might have done in early days, when competition was not rife, but it is no longer safe to follow this course, for fear that some enterprising competitor will step to the front and carry off the business. New things are very taking. They often find purchasers on account of their novelty. It is a good reputation for a store to have it generally said that in it are kept all of the new articles in its line. Customers find this out much more rapidly than many suppose. If a merchant once gains a reputation for enterprise it becomes a part of his capital. He can do much toward cultivating a correct public taste. But he cannot sell silver plated butts or other ornamental hardware unless he keeps them. He cannot induce his customers to have faith in such articles unless he himself has faith in them. It is not always easy to sell new things to the first customer, but after a while, when the trade has been sufficiently cultivated, the trouble ceases and the goods sell themselves.

It is not such a difficult task after all—that of guiding and directing the course of the tastes in one's trade. A few timely words, a fair stock in hand to show, a few sales for reference, and the ice is broken. Why so many dread to introduce new articles is the doubt and uncertainty about their being favorably received at first. Yet not a few merchants have confidence enough in themselves to assert that they can sell anything—which, so far as they are concerned, is probably the truth, for a good salesman who has sufficient hope and assurance can sell almost anything he undertakes to dispose of.

The hardware merchant should take pleasure in being the cause of introducing new and improved articles to his trade. If by his means the homes of his patrons are beautified and made more secure, the toils of the housewife lessened or the comforts of the home increased, the labors of the farm made lighter, and turned into more useful and economical channels, certainly his endeavors have borne good fruit. When a man can be a public benefactor and still make money by so being, it should require little pressure to induce him to become one. To be enabled to educate the public taste is a matter of no small importance. The quiet and unobtrusive work of the merchant is no less beneficial—often far more so than that of a noisy orator. The dealer too often forgets that he is something more than a mere merchant—he is part of the community; he is an important factor in the civilization that surrounds him; he can be useful to his neighbors and those who dwell within the circle of his usefulness. He should remember that there is something higher than the mere matter of money making. In the conduct of his business he should strive not alone to amass riches, but to be serviceable to his friends—to the community about him. Having this in mind he becomes a useful member of society, an aid in the elevation of the taste and comfort of his fellow men. Dealers imbued with such a spirit would seek to introduce the best and most serviceable articles—would strive to cultivate a better taste among their followers—would endeavor to give not only value received for every dollar dropping into their tills, but the best value received which they could give. A trade built up in such a spirit would be profitable alike to seller and purchaser.

One of the largest steel manufacturers in Pittsburg, Pa., expressed the opinion the other day that a year hence not a solitary keg of iron nails will be made that side of the Mississippi River.

A putty of starch and chloride of zinc hardens quick and will last as a stopper of holes in metals for months.

**Directions for Operating Stoves.**  
In a recent stove catalogue are to be found several essential points to be observed to secure the proper working of stoves and ranges. There may be nothing new in the suggestions, but their importance warrants their frequent iteration:

To secure good operation in cook stoves and ranges, see:

- 1st. That the flue stopper is in its place, that the flue strips are in their places, and that the flues are open and clear, so that the smoke can pass through them.
- 2d. That the front grate and linings are in place and fit well, so that the air is forced through the fuel, and not allowed to pass over it, and thus supply the draft without securing good combustion.
- 3d. That the dampers operate, AND THAT YOU KNOW HOW TO SET THEM.

See that no accident has befallen the stove in transit, and disarranged any of its parts—AND THAT YOU UNDERSTAND ITS CONSTRUCTION.

If you have all these parts properly adjusted, open the direct draft damper and see if you can get a good fire in the stove, together with a strong draft. If the stove will not burn well then, the trouble is not in the stove, but above it. THEN LOOK CAREFULLY AND PERSEVERENTLY FOR THE THINGS THAT SHOULD SECURE GOOD DRAFT. See:

- 1st. That the chimney is clear and has a good draft. The common test of burning paper at the pipe hole is insufficient, as a breath will move a paper blaze. The chimney should be perpendicular and not angling. INCLINING A CHIMNEY FROM A PERPENDICULAR IS CERTAIN TO INJURE THE DRAFT. Many chimneys are made too low and draw better when a "smoke stack" is put on them.
- 2d. That the pipe fits closely on the stove and in the chimney. No air should go into the chimney outside of the pipe.
- 3d. That the pipe does not go too far in the chimney.
- 4th. That no ashes from chimney get into the end of the pipe.
- 5th. Avoid having the pipe telescope at the elbow. If you are trying a stove without a hot water reservoir, and have everything in good order as heretofore described, it cannot possibly fail in operation if you close the direct draft damper and throw all the heat around the oven. Time should be given to get the oven hot before trying to bake. If you have a stove with a reservoir, be sure that the damper (if one is in the stove) to force the heat under the reservoir is closed, so that all the heat must go around the oven.
- 6th. Be sure that you know how to set the dampers, so they may not be open when you think they are closed.

We have known many persons who have tried to use such stoves with the damper under reservoir open, when they thought it was closed. On that account the oven would not heat, but worked well when they closed the damper.

- 7th. If the fuel is hard (anthracite) coal, have the size of the coal adapted to the stove—not so large that the air passes through it without giving good combustion, nor so small that it packs down in the fire box and prevents good circulation. The oven is heated by the products of combustion, therefore see that the condition of the fire box gives you good combustion. This will depend on the draft and on the fuel—different kinds of fuel require different treatment—a coal fire cannot be treated like a wood fire.

**Be Prepared for the Tramps.**  
THE TRADESMAN has heretofore referred to the gang of itinerant hardware scrapers who make this city their headquarters and send out wagons in all directions for the purpose of peddling out cheap hardware and vile tinware. The goods are shipped from Grand Rapids as the peddlers need them, and whenever a town is struck the plunder is auctioned off at prices considerably below those for which straight goods can be sold. The men who pursue this business are shysters as well as tramps, and no reliance is to be placed on their statements or promises. Here to-day and there to-morrow, they represent the most objectionable feature of modern trade—one of the worst obstacles the reputable dealer has to contend with.

The object of the present reference to a matter which has received attention heretofore is to warn hardware dealers everywhere to be on the look-out for the scamps and to be prepared to shut them out of the town, by using the proper means to prevent their getting a license. If they attempt to do business without a license, see that they are arrested and punished. Something more than the good of the hardware trade is at stake in this matter, for if the scamps succeed in their present attempts, they will, in all probability, add lines of crockery and glassware, fancy groceries, staple dry goods, and anything else in which it is not easy to distinguish between good and poor goods.

Let the hardware men do their duty in this respect!

**The Modern Vice.**  
"So you've failed in business?"  
"Yes."  
"Made an assignment and gone back to clerking?"  
"Yes."  
"What was the trouble? Too much drinking?"  
"No. Too much rinking."

Butternut wood is largely used for making shoes to wear in breweries and other damp places. Butternut is a beautiful wood for other uses, especially for interior cabinet work. The color mellows with age into a rich yellowish brown.

**MUSKEGON MATTERS.**  
Facts and Fancies Picked up at that Busy Place.

O. Lambert's new building on Pine street has reached the second story.

Geo. Wheeler has purchased the drug stock and business of Stamp & Bergeron.

F. H. Robarge & Co. have removed their flour and feed store from Webster to Western avenue.

Horton & Farr are arranging to close out their stock as fast as possible, with a view to retiring from business.

Moses Deauquent will shortly engage in the grocery business in the new Zimmerman building, on Western avenue.

C. J. Dunheim has engaged in the wholesale and retail cigar business in the store in Vos' block, formerly occupied by F. Jiroch.

F. Jiroch is now running five men and expects to double his force shortly. Cornell DeYoung represents him on the road.

Frank Orentt has purchased the stock and good will of Orentt & Co. from C. R. King, and will continue the business at the present location.

The case of E. A. Stowe vs. Elizabeth Root, involving the matter of partnership in the Wm. D. Carey & Co. matter, is set for trial on May 27.

S. A. Howey, formerly engaged in the hardware business at North Muskegon, has re-engaged in the trade at the corner of Pine street and Webster avenue.

**John Otis on the Business Situation.**  
John Otis, the Mancelona iron man, was in town last Friday on his way home from Fort Wayne and Chicago, whither he went to bid on extensive pig iron contracts. When asked as to the condition of the iron business, he said:

"I don't see any possibility of an improvement before another season. Every large manufacturer with whom I have talked and corresponded seems to be undecided as to future operations, the general opinion being that no important business movements will be undertaken until after the dominant party puts itself on record on the tariff question. I expected that President Cleveland would outline the policy of his administration before this time, but all his executive ability seems to be expended in parading out the offices at his disposal. No hint has been dropped as to what stand he proposes to take on the tariff, or any other great question of public concern. No new idea has been advanced, no suggestion made as to the remedy for the prevailing business depression. As a consequence, the public distrust of free trade and its attendant revolution in prices and values, is heightened to an alarming extent, and large business operations will be postponed until the party declares either for free trade or protection. It is not a matter of great concern to me which system is adopted, but the country wants the matter definitely settled. If it is to be protection, business will be resumed on its former scale of magnitude. If it is to be free trade, it will be necessary to readjust values in every direction—we must get our ore and charcoal cheaper, and freights and wages must be greatly reduced. I think free trade will be an accomplished fact fifty years from now; but for the present, while we are developing the latent resources of our country, it seems to me that the best governmental policy to pursue is to extend every encouragement to our manufacturing and agricultural interests."

Mr. Otis says that the best charcoal iron is now offered in the Chicago market for \$17.50 per ton. He has held his product at \$18, having sold considerable quantities at \$18.50, and is not inclined to make a large amount of the coming season with the probability of the price going still lower.

**Boots and Shoes.**  
Thus far this spring has been favorable to dealers in rubber goods. It is an ill rain that pours no good upon any one.

A tannery has been started in Orange Park, Florida, in which saw palmetto is to be used as tanning material.

White satin slippers adorned by bows, with a buckle of pearl beads or brilliant Rhine-stones in the center, are worn with white costumes, and by brides.

Codfish skins are successfully tanned, and the leather manufactured into gloves, hand satchels, etc.

The tanning trade is better than it has been for years past and all Allegheny tanneries are running in full operation. It is thought that the boom will last for some time.

The knell has been sounded for the high Louis XV heel, as the aristocratic elegantes are now adopting the half French heel, which gives a fine curve to the instep without distorting the foot.

It has been noticed that, man for man, the English are not such heavy shoe wearers as they were. Cheap railway traveling may doubtless be held partly responsible for the change.

**The Hide Market.**  
Hides are dull and slow sale, as large stocks are accumulating on buyers' hands. Tanners seem to be overstocked, and express no disposition to buy. Calf skins are also weaker.

A firm in Glasgow, Scotland, is now manufacturing ribbon wire for electric purposes. It is nearly rectangular in section, and thus can be wound into a smaller space than round wire, while its greater flexibility renders it far more easy to manipulate. It is marked with the same numbers as the corresponding sizes of round wire, and is delivered on wooden bobbins.

**WHOLESALE PRICE CURRENT.**  
Prevailing rates at Chicago are as follows:

**AUGERS AND BITS.**

Ives', old style.....	dis	60
N. H. C. Co.....	dis	60
Douglass.....	dis	60
Pierces'.....	dis	60
Cast.....	dis	60
Cook's.....	dis	60
Jennings', genuine.....	dis	25
Jennings', imitation.....	dis	10

**BALANCES.**

Spring.....	dis	25
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**BARROWS.**

Railroad.....	\$	13 00
Garden.....	net	43 00

**BELLS.**

Hand.....	dis	\$ 60
Cow.....	dis	60
Call.....	dis	60
Gong.....	dis	20
Door, Sargent.....	dis	55

**BOLTS.**

Stove.....	dis	\$ 40
Carriage new list.....	dis	75
Plow.....	dis	30
Sleigh shoe.....	dis	75
Cast Bolt.....	dis	55
Wrought Bolt.....	dis	55
Cast Brass knob.....	dis	55
Cast Square Spring.....	dis	55
Cast Chain.....	dis	60
Wrought Barrel knob.....	dis	55
Wrought Square.....	dis	55
Wrought Sunk Flush.....	dis	30
Wrought Bronze and Plated Knob.....	dis	55
Flush.....	50	10
Ives' Door.....	dis	50

**BRACES.**

Barber.....	dis	\$ 40
Backs.....	dis	50
Spofford.....	dis	50
Am. Ball.....	dis	net

**BUCKETS.**

Well, plain.....	\$	4 00
Well, swivel.....	\$	4 50

**BUTTES, CAST.**

Cast Loose Pin, flange.....	dis	60
Cast Loose Pin, Berlin bronzed.....	dis	60
Cast Loose Joint, genuine bronzed.....	dis	60
Wrought Narrow, bright fast joint.....	dis	50
Wrought Loose Pin.....	dis	60
Wrought Loose Pin, secured.....	dis	60
Wrought Loose Pin, Japanned.....	dis	60
Wrought Loose Pin, Japanned, silver.....	dis	60
Tipped.....	dis	60
Wrought Inside Blind.....	dis	60
Wrought Brass.....	dis	65
Blind, Clark's.....	dis	70
Blind, Shepard's.....	dis	70
Spring for Screen Doors 3x2 1/2, per gross.....	15	00
Spring for Screen Doors 3x3, per gross.....	18	00

**CAPS.**

Ely's 1-10.....	per m	\$ 65
Hick's C. F.....	dis	60
Musket.....	dis	60

**CATRIDDGES.**

Rim Fire, U. M. C. & Winchester new list.....	50
Rim Fire, United States.....	50
Centra Fire.....	34

**CHISELS.**

Socket Firmer.....	dis	75
Socket Framing.....	dis	75
Socket Corner.....	dis	75
Socket Slicks.....	dis	75
Butcher's Tanged Firmer.....	dis	40
Butcher's Socket Firmer.....	dis	20
Cold.....	dis	net

**COMBS.**

Curry, Lawrence's.....	dis	33 1/2
Hotchkiss.....	dis	25

**COPPER.**

Planned, 14 oz cut to size.....	\$	10 30
14x52, 14x56, 14x60.....	36	

**DRILLS.**

Morse's Bit Stock.....	dis	35
Taper and Straight Shank.....	dis	20
Morse's Taper Sock.....	dis	30

**ELBOWS.**

Com. 4 piece, 6 in.....	doz net	\$1 00
Corrugated.....	dis	20
Adjustable.....	dis	1/2 40

**EXPANSIVE BITS.**

Clar's, small, \$18 00, large, \$26 00.....	dis	20
Ives', 1, \$18 00; 2, \$24 00; 3, \$30 00.....	dis	25

**FILES.**

American File Association List.....	dis	60
Diston's.....	dis	60
New American.....	dis	60
Nicholson's.....	dis	60
Heller's.....	dis	30
Heller's Horse Rasps.....	dis	33 1/2

**GAUNDED IRON.**

Nos. 16 to 20, 22 and 24, 25 and 26, 27 28.....	dis	28
List 12.....	13	14
15.....	16	17
18.....	19	20

Discount, Juniata 45% 10, Charcoal 50% 10.

**HAMMERS.**

Stanley Rule and Level Co's.....	dis	50
Maydole & Co's.....	dis	20
Kip's.....	dis	25
Yorkes & Plum's.....	dis	40
Mason's Solid Cast Steel.....	30 c list	40
Blacksmith's Solid Cast Steel, Hand.....	30 c list	40

**HANGERS.**

Barn Door Kidder Mfg. Co's Wood track dis.....	50	
Champion, anti-friction.....	dis	60
Kidder, wood track.....	dis	40

**HINGES.**

Gate, Clark's, 1, 2, 3.....	dis	60
State.....	per doz net,	2 50
Screw Hook and Strap, to 12 in, 4 1/2 4 1/2 and longer.....	net	3 1/2
Screw Hook and Eye, 1/2.....	net	3 1/2
Screw Hook and Eye, 3/4.....	net	3 1/2
Screw Hook and Eye, 1.....	net	3 1/2
Screw Hook and Eye, 1 1/2.....	net	3 1/2
Strap and T.....	dis	60

**HOLLOW WARE.**

Stamped Tin Ware.....	60	10
Japanned Tin Ware.....	20	10
Granite Iron Ware.....	25	

**HOES.**

Grub 1.....	\$11 00,	dis 40
Grub 2.....	11 50,	dis 40
Grub 3.....	12 00,	dis 40

**KNIVES.**

Door, mineral, jap. trimmings.....	\$2 70,	dis 60
Door, porcelain, jap. trimmings.....	3 50,	dis 60
Door, porcelain, plated trimmings.....	list 10 15,	dis 60
Door, porcelain, trimmings list.....	11 55,	dis 70
Drawer and Shutter, porcelain.....	dis	70
Picture, H. L. Judd & Co's.....	d	40
Hemacite.....	dis	50

**LOCKERS.**

Russell & Irwin Mfg. Co's new list.....	dis	60
Malloy, Wheeler & Co's.....	dis	60
Brantford's.....	dis	60
Norwalk's.....	dis	60

**LOCKS.**

Stanley Rule and Level Co's.....	dis	65
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**MILLS.**

Coffee, Parkers Co's.....	dis	40
Coffee, P. S. & W. Mfg. Co's Malleables dis.....	40	10
Coffee, Landers, Ferry & Clark's.....	dis	40
Coffee, Enterprise.....	dis	25

**MATTOCKS.**

Adze Eye.....	\$16 00	dis 40
Hunt Eye.....	\$15 00	dis 40
Hunt's.....	\$15 50	dis 20 & 10

**Common, Bra and Fencing.**

10d to 60d.....	per keg	\$2 35
8d and 9d adv.....	25	
6d and 7d adv.....	50	
4d and 5d adv.....	50	
3d advance.....	1 50	
3d in advance.....	3 00	
Clinch nails, adv.....	1 75	
Finishing 100 8d.....	61	
Size-inches 3 2 1/2 2 1/2 2.....	1 50	
Adv. per keg \$125 150 1 75 2 10		
Steel Nails—Same price as above.		

**MOLASSES GATES.**

Stebbin's Patent.....	dis	70
Stebbin's Genuine.....	dis	70
Enterprise, self-measuring.....	dis	25

**MAULS.**

Sperry & Co's, Post, handled.....	dis	50
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**Zinc or tin, Chase's Patent..... dis | 55 |

**Brass or Copper..... dis | 50 |

**Olmead's..... per gross, | \$12 net |

**PLANES.**

Ohio Tool Co's, fancy.....	dis	15
Scotia.....	dis	25
Sandusky Tool Co's, hand.....	dis	15
Bench, first quality.....	dis	20
Stanley Rule and Level Co's, wood and.....	dis	20

**PANS.**

Fry, Acme.....	dis	50
Common, polished.....	dis	60
Dripping.....	dis	60

**RIVETS.**

Iron and Tinned.....	dis	40
Copper Rivets and Burrs.....	dis	50

**PATENT FLANISHED IRON.**

"A" Wood's patent flinished, Nos. 24 to 27 10 1/2.....	9
"B" Wood's pat. flinished, Nos. 25 to 27.....	9
Broken packs 1/4 1/2 3/4.....	9

**ROOFING PLATES.**

IC, 14x20, choice Charcoal Terne.....	5	75
Nos. 15 to 17.....	7	75
IX, 14x20, choice Charcoal Terne.....	12	00
IC, 20x28, choice Charcoal Terne.....	16	90
IX, 20x28, choice Charcoal Terne.....	16	90

**ROSES.**

Sisal, 1/2 in. and larger.....	7 1/2	
Manilla.....	14 1/2	

**SQUARES.**

Steel and Iron.....	dis	60
Try and Bevels.....	dis	50
Mitre.....	dis	20

**SHEET IRON.**

Nos. 10 to 14.....	Com. Smooth.	Com.
Nos. 15 to 17.....	4 20	2 80
Nos. 18 to 21.....	4 20	2 80
Nos. 22 to 24.....	4 20	2 80
Nos. 25 to 26.....	4 40	3 00
No. 27.....	4 60	3 00
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....		

**TIN PLATES.**

In cases of 600 lbs, 7/8 D.....	6	
In smaller quantities, 7/8 D.....	6 1/2	

**NO. 1, Refined..... 13 | 00 |

**Mark Half-and-half..... 15 | 00 |

**Strictly Half-and-half..... 16 |  |

**Cards for Charcoals, 75 7/8.**

IC, 10x14, Charcoal.....	6	50
IX, 10x14, Charcoal.....	8	50
IC, 12x12, Charcoal.....	6	50
IX, 12x12, Charcoal.....	6	50
IX, 14x20, Charcoal.....	6	50
IC, 14x20, Charcoal.....	8	50
IX, 14x20, Charcoal.....	10	50
IX, 14x20, Charcoal.....	12	50
IX, 14x20, Charcoal.....	14	50
IX, 14x20, Charcoal.....	18	00
IX, 14x20, Charcoal.....	6	50
IX, 14x20, Charcoal.....	8	50
IX, 14x20, Charcoal.....	10	50
IX, 14x20, Charcoal.....	12	50
IX, 14x20, Charcoal.....	14	50
IX, 14x20, Charcoal.....	18	00
IX, 14x20, Charcoal.....	6	50
IX, 14x20, Charcoal.....	8	50
IX, 14x20, Charcoal.....	10	50
IX, 14x20, Charcoal.....	12	50
IX, 14x20, Charcoal.....	14	50
IX, 14x20, Charcoal.....	18	00
IX, 14x20, Charcoal.....	6	50
IX, 14x20, Charcoal.....	8	50
IX, 14x20, Charcoal.....	10	50
IX, 14x20, Charcoal.....	12	50
IX, 14x20, Charcoal.....	14	50
IX, 14x20, Charcoal.....	18	00

**TRAPS.**

Steel, Game.....	dis	35
Onida Community, Newhouse's.....	dis	30
Onida Community, Hawley & Norton's.....	dis	60
Hotchkiss'.....	dis	60
S. P. & W. Mfg. Co's.....	dis	60
Tinse, choker.....	20c	per doz
Mouse, delusion.....	\$1 25	per doz

**WIRE.**

Bright Market.....	dis	60
Anneld Market.....	dis	70
Coppered Market.....	dis	55
Extra Bailing.....	dis	55
Tinned Market.....	dis	60
Tinned Broom.....	dis	40
Tinned Mattress.....	dis	8
Coppered Spring Steel.....	dis	40
Tinned Spring Steel.....	dis	37 1/2
Plain Fence.....	dis	35
Barbed Fence.....	dis	35
Copper.....	new list	net
Brass.....	new list	net

**WIRE GOODS.**

Bright.....	dis	70
Screw Eyes.....	dis	70
Hook's.....	dis	70
Gate Hooks and Eyes.....	dis	70

**WRENCHES.**

Baxter's Adjustable, nickled.....	dis	50
Co's Genuine.....	dis	50
Co's Patent Agricultural, wrought, dis.....	65	
Co's Patent, malleable.....	dis	70

**MISCELLANEOUS.********

**The Michigan Tradesman.**



SOLIMAN SNOOKS.

A Peculiar Frailty of Poor, Human Nature.

CANT HOOK CORNERS, May 17, 1885.  
Mister Editor of Tradesman.

DEAR SIR—I was pondering last night, after a hard Saturday's work in the store, over the strange fact in human nature, that most everyone has a sort of an idea that the bizness follered by other men is a much better snap than the particular bizness they happen to foller themselves.

For instance, the chap that works in a saw mill comes in at night and sets around the store and spits on the stove and thinks to himself: "What a perpetual picnic these fellers have tending store!" Then he says to one of the clerks, as he cuts off a claw of plug tobacco: "Say, Bill, aint yer glad you don't have to work fer a livin'?" Bill smiles in a knowin way and nods his head as he thinks how he has been on the hop ever since 6 a. m., and its now 9 p. m., and how his legs ache as if they wood break off. But does Bill give it away? Oh, no, he is perfectly willing that the mill hand should envy him.

Then the farmer thinks, as he bends over the row of corn, with the hot sun pelting down on his back strong enuff to make a thermometer blow its top off: "What an easy job them mill hands have working thar in the shade. Look at that head sawyer standin' thar cool as a cow-cumber, with nothin' to do but pull them little handles backerd and forerd—why, the masheen does all the work. What a perfect pic-nic."

And so it goes. That farmer little thinks of the real labor devolvin upon that sawyer. The farmer cannot see the strain on his mind, to see that everything goes right—that the saw runs just as it ought, that the log be turned just in time to work into lumber to the best advantage, and a dozen other things. The farmer little thinks that the head sawyer, with his "easy job" is as tired at 6 o'clock as the slab wrestler is.

Then the sawyer cannot understand any better why the merchant should get tired. Why, the idea is perfectly preposterous. Nothing to do but to talk to the ladies as he tears off prints. Gossip with the men as he weighs out fine-cut to 'em. Show dry goods to the pretty girls, and all that. "Pshaw! I would like no better fun than to do that while I am resting." But that merchant thinks, as he lays awake that night, because he is so tired that he can't go to sleep: "What a dog's life this is, I wish I was back on the old farm." And he dreams, when he does get to sleep, of great piles of dress goods that are poked over and pulled to pieces by lady customers, while he must stand by smiling and talking as pleasant as if he did not know from past experience that she will say: "Well, I like that seal brown, and guess I will get some after a while, if it aint gone, but I saw a piece over to Bilson's to-day that I think is full as good as this, and 9 cents less."

And next day the merchant says to his wife: "Say, Sally Ann, I think I had bet ter sell out and go into the newspaper bizness. That is the easiest thing I kno' of—nothin' to do but print off a paper each week and set there on my easy chair and rake in the sheckels for subscriptions and advertising."

But how is it with the editor? He sets in his office looking over his unpaid subscriptions and figuring up the amount of dead beat accouts and thinking a big think: "I wonder if I can ever make enough at this bizness to get out of it and get into some easy thing! Confound the luck, I am almost sorry I quit driving street cars to go into the newspaper bizness."

The lawyer wishes he was a school ma'm—the school ma'm wishes she was a doctor. The doctor wishes, when he is called up out of a warm bed at 1 A. M. to plod out thro' five miles of mud to see old Mrs. Jones, that he was any thing but a doctor.

And to sum it all up—The boy wishes he was a man—the man wishes he was a boy again—the girl she was a woman—the woman she was a man—the poor cuss wishes he was rich—the rich man he was poor, if he could have his old appetite back again. And so it goes, as the Apostle said in his first epistle to the Ephezers:

All the world's a stage  
All mankind are striving,  
Some hang on behind  
Some of us are driving,  
But he who by the plow would thrive  
Must hire a man to hold and drive.  
Well, I must stop now, coss I am tired  
most to death. I have been hard at work  
putting in new fixings and a partition to di

vide off the millinery department from the hardware and crockery.

By the way, I just got a letter that says that a certain lady in Casanova, thought I was casting slurs on her in one of my items taken from the "Ripper." She is mistaken, Sol. does not cast slurs at any one intentionally. And if thar is any human bein' on this green earth that has unbounded respect for the female sect, and in particular for one who stands up for liberty and rights, it is

Yours truly,  
SOLIMAN SNOOKS,  
G. D., J. P. and P. M.

Try the Crescent Mills "All Wheat" flour, made by an entirely new process. Voigt Milling Co., Grand Rapids, Mich.

**C. G. A. VOIGT & CO.**

Proprietors of the

**STAR MILLS,**

Manufacturers of the following popular brands of Flour.

"STAR,"  
"GOLDEN SHEAF,"  
"LADIES' DELIGHT,"  
And "OUR PATENT."

**Seed Corn.**

We have a choice lot of Early Dent, Eight-Rowed Yellow, Red Blazed and White Flint Seed Corn that we offer to the trade at \$1 per bu.

**Seed Potatoes.**

The "WHITE STAR" takes the lead. We have a fine stock that we offer to the trade at \$2 for a 3 bu. bbl.

**GRAND RAPIDS SEED CO.,**  
GRAND RAPIDS, MICH.

**THE ONLY Luminous Bait**

IN THE WORLD.

Patented Feb. 13, 1883. Re-issue Aug. 28, 1883.



FISHING SURE CATCH DAY OR NIGHT.

HARD AND SOFT RUBBER MINNOWS. No. 7, 70c each; No. 8, 80c each; No. 9, 90c each; FLYING HELGRAMITES. No. 0, 80c each; No. 1, 85c each; No. 2, 90c each; No. 3, \$1 each. Samples of above Baits sent post paid on receipt of price, or any three for \$2. MALL GLASS MINNOWS, TRIPLE HOOK FEATHERED, 60c each. SOFT RUBBER FROGS, TRIPLE HOOK FEATHERED, 60c each. SOFT RUBBER GRASSHOPPERS, SINGLE HOOK, 60c each. SOFT RUBBER DOBSON, SINGLE HOOK, 60c each. DEXTER TROLLING SPOON AND MINNOW Combined, Triple Hook Feathered, 60c each. AKRON TROLLING SPOON, Triple Hook Feathered, No. 1, 50c each; No. 2, 55c each; No. 3, 60c each; No. 4, 65c each. Send for descriptive circulars and testimonials. Liberal discount to the Trade.

Enterprise Mfg. Co., Akron, Ohio.

ORDER A SAMPLE BUTT OF McALPIN'S

**Chocolate Cream PLUG.**

A RICH NUTTY CHEW.

**Eaton & Christenson,**  
GRAND RAPIDS.

**THE AMERICAN MARKET MAN,**

Published Every Tuesday by

J. W. LYNCH, Editor and Proprietor.

Devoted to the General Packing, Canning, Market, Provision, Produce and Grocery Trades.

\$2 PER ANNUM.

195 and 197 Washington Street, Chicago, Ill.

**MUSKEGON BUSINESS DIRECTORY.**

**S. S. MORRIS & BRO.,**

PACKERS

—AND—

**Jobbers of Provisions,**

CANNED MEATS AND BUTTERS.

CHOICE SMOKED MEATS A SPECIALTY.

Stores in Opera House Block, Packing and Warehouse Market and Water Streets.

**TO FRUIT CROWERS**

—THE—

**Muskegon Basket Factory**

Having resumed operations for the season is prepared to supply all kinds of

**FRUIT PACKAGES!**

At Bottom Prices. Quality Guaranteed.

WE MAKE A SPECIALTY OF PEACH AND GRAPE BASKETS.

**MUSKEGON SAW AND FILE WORKS**

Manufacturers of

**FILES AND RASPS OF ALL DESCRIPTIONS,**

And Repairers of Saws. Our long experience in both branches of business enables us to do better work than any other firm in the State. All work done promptly and warranted to give satisfaction. Works on First street, near Rodgers Iron Manufacturing Co.'s Shops, Muskegon.

Smith & Hazlett, Proprietors.

**ANDREW WIERENGO**

**WHOLESALE GROCER,**

FULL LINE OF SHOW CASES KEPT IN STOCK.

WIERENGO BLOCK, PINE STREET, MUSKEGON, MICH.

**T. R. HARRIS & CO., COHOCTON, N. Y.**

Manufacturers of the Celebrated

**"Brook Trout" Cigar.**

FOR SALE BY

**Eaton & Christenson,**

SOLE AGENTS FOR MICHIGAN.

**RINDGE, BERTSCH & CO.,**

MANUFACTURERS AND WHOLESALE DEALERS IN

**BOOTS AND SHOES.**

AGENTS FOR THE

**BOSTON RUBBER SHOE CO.**

Our spring samples are now ready for inspection at prices as low as the lowest. We make a Gent's Shoe to retail for \$3 in Congress, Button and Bals that can't be beat.

14 and 16 Pearl Street, Grand Rapids, Mich.

**Choice Butter a Specialty!**

Fresh Fruits and Vegetables.

Oranges, Lemons, Bananas, Apples, Cranberries, Cider, Etc.

Careful Attention Paid to Filling Orders.

**M. C. Russell, 48 Ottawa St., G'd Rapids.**

**WM. SEARS & CO.**

**Cracker Manufacturers,**

Agents for

**AMBOY CHEESE.**

37, 39 & 41 Kent Street, Grand Rapids, Michigan.

**E. FALLAS,**  
Wholesale & Commission--Butter & Eggs a Specialty.

Choice Butter always on hand. All Orders receive Prompt and Careful Attention.

CORRESPONDENCE SOLICITED.

97 and 99 Canal Street, Grand Rapids, Michigan

**H. LEONARD & SONS,**

16 Monroe Street, Grand Rapids, Mich.

THE CELEBRATED

**Mason Fruit Jar.**

YOU ALL KNOW IT.

Cartage Free on Fruit Jars.

Order of us while stock is plenty and prices remain at the bottom.



**Gasoline Stoves--Four Hole Top. "Monitor" Oil Stoves--Absolute Safety.**

SOLD AT MANUFACTURERS PRICES.

These are becoming necessary in every household and by buying of us you will be trying no experiments. Our goods are standard and guaranteed in every respect Write for our Price List.

**REFRIGERATORS. REFRIGERATORS**

GET THE BEST THE LEONARD



Cleanable, with Movable Flues, Carved Panels, Hardwood, warranted First-Class, Elegant and Durable. We challenge the world to produce its Equal, in Merit or in Price.

**ICE BOXES.**

WE ARE THE MANUFACTURERS OF THE Easiest Selling Refrigerator in the Market, because it IS THE BEST.

We gladly furnish catalogue and discount on application. Notice our new GROCER'S ICE BOX.

**The New Table Glassware.**

We have colored lithographs of the new goods in COLORED GLASSWARE which we are very anxious to show you. If not already received, write to us for a set with net prices and see what is revolutionizing the trade for nice table glassware. Above all make a note to visit our store the next time you are in the city, and ask for our wholesale sample room. WE HAVE BARGAINS IN QUICK SELLING GOODS.

**H. LEONARD & SONS,**  
16 MONROE STREET, GRAND RAPIDS, MICH.

**CLARK, JEWELL & CO.,**

WHOLESALE

**Groceries and Provisions,**

83, 85 and 87 PEARL STREET and 114, 116, 118 and 120 OTTAWA STREET,

GRAND RAPIDS, MICHIGAN.

**BLANCHARD BROS. & CO**

—PROPRIETORS—

**MODEL MILLS.**

—MANUFACTURERS OF—

Gilt Edge Patent and White Loaf Brands of Flour.

Good Goods and Low Prices. We invite Correspondence.

Full Roller Process.

Corner Winter and West Bridge Streets, Grand Rapids, Mich.

**HESTER & FOX,**

MANUFACTURERS AGENTS FOR



Send for Catalogue and Prices.

**ATLAS ENGINE WORKS**

INDIANAPOLIS, IND., U. S. A.

MANUFACTURERS OF

STEAM ENGINES & BOILERS.

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