

The Michigan Tradesman.

VOL. 3.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, APRIL 7, 1886.

NO. 133.

LUDWIG WINTERITZ,

STATE AGENT FOR

Fermentum,

THE ONLY RELIABLE

Compressed Yeast.

Made by Riverside Dist. Co.

106 Kent Street, Grand Rapids, Michigan,

TELEPHONE 566.

Grocers, bakers and others can secure the agency for their town on this Yeast by applying to above address.

PLUG TOBACCO.

TURKEY .39

Big 5 Cents, .35
Dainty {A fine revolver with each butt.} .42

All above brands for sale only by

BULKLEY, LEMON & HOOPS

WHOLESALE GROCERS,

GRAND RAPIDS, MICH.

Sweet 16

Laundry Soap

MANUFACTURED BY

OBERNE, HOSICK & CO.
CHICAGO, ILL.

PINCREE & SMITH

Wholesale Manufacturers

Boots, Shoes and Slippers

DETROIT, MICH.

Office and Factory—11, 13, 15 and 17
Woodbridge street West. Dealers cordially
invited to call on us when in town.

Michigan Agents Woonsocket Rubber Company.

Office and Factory—11, 13, 15 and 17

Woodbridge street West. Dealers cordially

invited to call on us when in town.

Our Special

Plug Tobaccos.

1 butt. 3 butts.
SPRING CHICKEN .38 .36
MOXIE .35 .33
ECLIPSE .30 .30

Above brands for sale only by

OLNEY, SHIELDS & Co.

GRAND RAPIDS, MICH.

The Tower of Strength.

Golden Seal Bitters, a perfect renovator of the system, carrying away all poisonous deposits, enriching, refreshing and invigorating both mind and body. Easy of administration, prompt in action, certain in results. Safe and reliable in all forms of liver, stomach, kidney and blood diseases. It is not a vile, fancy drink, but is entirely vegetable. This medicine has a magic effect in liver complaints and every form of disease where the stomach fails to do its work. It is a tonic. It will cure dyspepsia. It is an alternative and the best remedy known to our Materia Medica for diseases of the blood. It will cure kidney diseases, nervousness, headache, sleeplessness and enfeebled condition of the system. The formula of Golden Seal Bitters is a prescription of a most successful German physician, and thousands can testify to their curative powers. Sold by the Hazeltine & Perkins Drug Co., Grand Rapids, Mich.

DETROIT

FREE

PRESS

CIGAR.

10c Cigar for 5c.
Brown Bros.

MANUFACTURERS,

DETROIT, MICH.

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WHIPS AND LASHES

AT WHOLESALE ONLY.

GOODS WARRANTED AS REPRESENTED.

G. ROYS & CO.

2 Pearl St., Grand Rapids, Mich.

GUSTAVE A. WOLF,

Attorney.

Over Fourth National Bank. Telephone 407.

COLLECTIONS

Promptly attended to throughout the State.

References: Hart & Amberg, Eaton & Christenson, Enterprise Cigar Co.



TO THE TRADE.

We desire to call the attention of the Trade to our unusually complete stock of

SCHOOL BOOKS,

School Supplies

And a General Line of Miscellaneous

Books, Stationery, Paper, Etc.

We have greatly increased our facilities for doing a General Jobbing Business, and shall hereafter be able to fill all orders promptly.

We issue separate lists of Slates, School and Township Books, Blanks, Etc., which will be mailed on application.

Quotations on any article in our stock cheerfully furnished. We have the Agency of the

REMINGTON TYPE WRITER

For Western Michigan.

Eaton & Lyon

20 and 22 Monroe St., Grand Rapids, Mich.

SEEDS

We carry a full line of

Seeds of every variety,

both for field and garden.

Parties in want should

write to or see the

GRAND RAPIDS GRAIN AND SEED CO.

71 CANAL STREET.

ALBERT COYE & SON,

MANUFACTURERS OF

AWNINGS, TENTS

HORSE AND WAGON COVERS.

WHOLESALE DEALERS IN

Oiled Clothing, Ducks, Stripes, Etc.

73 Canal Street, - Grand Rapids, Mich.

PIONEER

PREPARED

PAINTS.

Order your stock now. Having just received a large stock of the above celebrated

brand MIXED PAINTS, we are prepared to fill all orders. We give the following

Guarantee:

When our Pioneer Prepared Paint is put on any building, and if within three years it should crack or peel off, and thus fail to give the full satisfaction guaranteed, we agree to repaint the building at our expense, with the best White Lead or such other paint as the owner may select.

Hazelton & Perkins Drug Co.

GRAND RAPIDS, MICH.

ARTHUR R. ROOD,

ATTORNEY,

COMMERCIAL LAW AND LOANS,

43 PEARL ST., GRAND RAPIDS, MICH.

Refers by permission to Foster, Stevens & Co., Peck Bros., Nat'l City Bank, Morgan & Avery, E. A. Stowe. Telephone call 373.

EDMUND B. DIKEMAN,

THE—

GREAT WATCH MAKER,

—AND—

JEWELER.

44 CANAL STREET,

GRAND RAPIDS, MICH.

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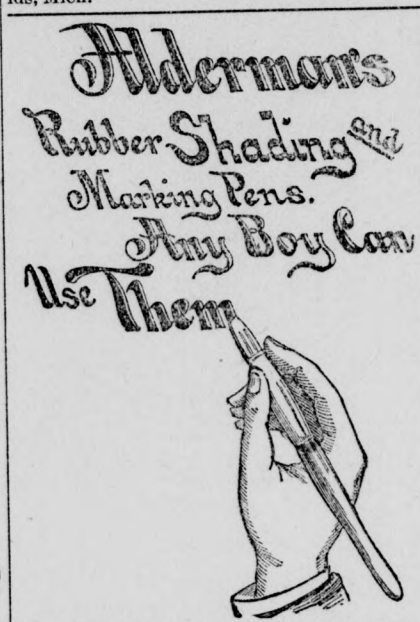
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Broken Down Invalids.
Probably never in the history of Cough Medicines has any article met success equal to that which has been showered upon Dr. Pete's 35-cent Cough Cure. Thousands of hopeless cases of Coughs, Colds and Consumption have yielded to this truly miraculous discovery. For this reason, we feel warranted in risking our reputation and money on its merits. Sold by the Hazeltine & Perkins Drug Co., Grand Rapids, Mich.



Merchants Need It for Marking Signs, Placards, Boots and Shoes, Crockery, Etc.
Can be used with any ink or fluid. One each of the two different sizes of Pens for 50c.; three for 60c.; together with Charts showing the construction of different styles of letters, directions, etc., sent post-paid on receipt of postal notes or two-cent stamps.
On receipt of \$1, I will send with the marking set a package of powder that will make two quarts of marking fluid. Wm. Trenkle, Portville, Catt. Co., N.Y.

NEW BRANDS

CIGARS!

SUNSHINE, STANDARD, ROYAL BIRD, KEY VEST, LOVE LETTER, BUNNY, I SHOULD BLUSH, DICTATOR.

ABOVE ARE ALL

Coldwater Goods,

OF WHICH WE HAVE THE

EXCLUSIVE SALE.

Eaton & Christenson,

GRAND RAPIDS, MICH.

A. H. FOWLE,

House Decorator and Dealer in

FINE WALL PAPERS,

Room Mouldings,

Window Shades,

Artist Materials

PICTURES,

PICTURE FRAMES,

And a full line of

Paints, Oil & Glass.

Enamel Letters, Numbers and Door Plates, and all kinds of Embossed, Cut and Ornamental Glass.

Special attention given to House Decorating and Furnishing, and to the designing and furnishing of stained glass.

37 Ionia Street, South of Monroe.

Granello,

MERCHANT

TAILOR,

LEDYARD BLOCK,

107 Ottawa St.

Suits for Manufacturers,

Suits for Jobbers,

Suits for Retailers,

Suits for Traveling Men,

Suits for Clerks,

AND

Overcoats for Everybody.

FOREIGN AND DOMESTIC WOOL-ENS AND WORSTEDS, THE BEST MANUFACTURED. FINE AND SERVICEABLE TRIMMINGS.

SUPERIOR WORK AND THE PROPER STYLE FOR THE WEARER.

ALL AT PRICES THAT WILL INDUCE YOU TO LEAVE YOUR ORDER.

THE UNION LABEL.

Some of the Trials and Tribulations of a Cigar Manufacturer.

From the U. S. Tobacco Journal.

I met my friend Cohn, the cigar manufacturer, the other day, and asked why he looked so downcast. He replied that he was looking for a grave. I sought to draw him out regarding the trouble which brought on such a depressed condition of mind, whereupon he unbosomed himself as follows:

"I used to run a cigar factory—think I ran it twenty years—the Knights of Labor run it now. About a month ago I made a contract with Brown, the Nashville jobber, for a quarter of a million of cigars. He casually remarked that he would like to have them with the white label. Well, I knew very little about a white or a yellow label, and if he had said he wanted one in navy blue or paris green I would have promised him the same also. Why not? Later on I found out that the white label could only be obtained from what they call the Knights of Labor, and so, believing anyway that workmen were entitled to have a club or so, the same as bosses, you know—playing poker now and then, you know—I made my shop a Knight of Labor shop. The next day some men came to me in my office and said that they were a committee from the Knights of Labor. I said: 'I am glad to see you.' Well, they said they were just as glad, and even more glad, to see me, because I showed myself a friend to the workman. They then said they were a committee, and had investigated the prices I was paying to the cigarmakers, and found that I ought to pay for the cigars I had been paying seven dollars a thousand for, nine dollars instead. Well, I told them I was glad to see them, of course, but I had taken a contract for a quarter of a million of cigars, calculating on wages at seven dollars a thousand; but now that they wanted nine dollars I would be losing money. Well, they said they were glad to see me, but if I wanted the white label, I would have to pay the nine dollars or do without the label. To make a long story short, I gave them nine dollars, and went into my private office, and looked in the glass and said to myself: 'What a damned fool I was!'"

Herr Cohn paused for a few minutes in silence, during which he loosened his necktie, permitting a volley of sighs to escape with increased rapidity and force.

"Well, the next day after I got to work under the nine-dollar international treaty with the Knights, another committee came to see me. 'What do you want?' I asked. 'We want,' they said, 'we want you to discharge Bimmel, a cigarmaker working up stairs. He belongs to a certain union, and the Knights of Labor don't work in any shop where members of that union are employed.' What do you think I did? I told Bimmel to bimmel himself out of the shop. Poor Bimmel! He had worked for me some twenty years. Then the committee said that there were other men around up stairs who were not Knights, and, in order to investigate, all work should be stopped for two days. What do you think I did? I stopped work for two days. Then when all went along smoothly again, another committee came to see me. They said that I was using a kind of wrapper that was entirely against the by-laws of the Knights of Labor, and if I did not pay an extra dollar per thousand, all hands would quit work. What do you think I did? I paid the extra dollar and took a Russian bath to sweat out of me a suicidal thought. Then all was quiet for a few days. Another committee appeared. This time it was a committee from the packers; they were all Knights of Labor. They requested me not to take any more boxes from my regular box-maker. Why? Because that box-maker bought his cedar wood from an importer whose uncle employed non-union people somewhere down in Mexico or elsewhere, and if I did not give up the box-maker or make the box-maker make the importer denounce his uncle by getting his cedar from somebody else, they were bound to leave the shop, and if they did, the white label could not be had from the Knights of Labor. What do you think I did? I took another box-maker; but as I did not do so right away, but used up about a day to hunt up another box-maker, the packers demanded 25 cents a thousand extra pay in future. What do you think I did? I paid the extra 25 cents and had a tooth pulled. Not that the tooth was bad or hurt me; no; but I had to inflict some sort of punishment on myself for having been such a damned fool for ever going into that white label business. A few days after that I was sitting in my office when down came two stripper girls; Lizzie and Maggie they are called.

"Good morning, Herr Cohn."

"Good morning Lizzie and Maggie," I said; and I said it quite nicely, too. I felt, you know, that something was coming. Well, said Lizzie:

"Mister Cohn," said she, "Mister Cohn, we are Knights of Labor—we got into that condition last night at a meeting, and, Mister Cohn, we have been made a committee to inform you that if your stripper foreman don't stop hollering 'work up, girls,' we

would have to quit, and you can then get your white labels anywhere else but from the Knights of Labor; and then we want you to give us chairs a great deal softer than we had them before, and if you don't pay us a dollar more a week we must stop, and the white label will never get into your shop."

What do you think I did? I sent up a lot of rocking chairs, my stripper foreman wears a muzzle, and the girls get a dollar a week more. But that isn't all. Down comes Mike, a little shaver of 14. He strips, too. He says:

"Mister Cohn, Oi am a committee of the stripper boys; we all belong to them Knights of Labor. Yer told me to schtripp Havana fillers, and de schtuff yer gave me is seed. Anny feller kin see dat. It's no use, Mr. Cohn, for yer to be decaivin' us Knights. Ef yer want me to keep on schtrippin' de schtuff ye must be payin' me a dollar extra a week; if yer don't, dem white labels wouldn't be flyin' around this here shebang in a hurry."

What do you think I did? I paid him an extra dollar and promised to give him a partnership in the business before the month was out. Well, in the mean time I had been packing up cigars, ready to ship to Brown in Nashville. I sent to the Knights of Labor for the white labels. I sent a dozen times. Every time they had another excuse. They were not ready with the investigation; they wanted me to sign this and that; they wanted me to do this and that, and I did this and that, till at last they promised to give them to me this morning. I had the whole 250,000 cigars ready. The pasters were waiting for the labels to come; the cartmen were waiting to load them on their carts. Then the committee came, and instead of giving me the labels they told me that they understood these cigars were to go to Brown, in Nashville. But Brown had just discharged a Knight of Labor, had been boycotted by the Knights of Labor, and hence I could not get the labels for the goods to be shipped to Brown!

As he closed his narrative, the poor man fell to the floor. Restoratives were applied, but to no effect. The coroner's jury heard my evidence and promptly brought in a verdict to the effect that the "deceased came to his death by a too liberal dose of the Union Label." We buried the victim in a sunny spot in the cemetery and reared a monument over his remains bearing the inscription, "Killed by the Union Label."

Points for Retailers.

"What is ease?" asks a philosopher. Ease is a thousand-dollar salary and a hundred-dollar job.

Some lies are made out of whole cloth. The cloth is made out of wool that is pulled over people's eyes.

Worry is a slow poison. It never did anyone aught but harm, even when taken in homeopathic doses.

Pay your clerks living salaries; do not seek to work the life out of them because they are dependent on you for their daily bread.

Keep your goods displayed attractively; your windows should contain the latest goods and novelties.

Differ as much as you please in politics and religion, but when it comes to matters pertaining to your interests and the prosperity of your town unite and pull together.

At the commencement of the year make up your mind just how extensively you will advertise, and use that amount judiciously, for there is as much in advertising as in buying goods.

To air theological or political opinions in presence of customers is to run the risk of losing their good will and trade and gaining nothing. Business and theology, or politics, never mix well. Each occupy separate spheres.

It puts a good deal of backbone into a man, if he feels that every merchant along the street, in every case where he can consistently do so, will refuse credit to good men. It puts the competition on a better basis and leads to better results.

The final end of business is accumulation, which is the best proof of one's adaption to his calling. It represents industry, economy, sound judgment, character, social and will-power. All these must work harmoniously to attain the end in view—accumulation.

Good houses always appreciate good men, and good men do not change positions unless for exceptional reasons. Long service on the road for the same house is the best proof of adaptability and the most practical recommendation. Such need never complain of salary; they can command it.

Away down deep in every human heart is something that makes one long at times to trample the cares of earth under foot and pillow the head on the clouds, but an opportunity to make a dollar with apparent ease will bring the average man back to earth with a suddenness that nothing else in life can eclipse.

Leslie is trying to organize a creamery association and has the promise of 1,000 cows as a starter. Most of the stock is already taken.

Morality of the Traveling Fraternity.

Correspondence New York Tribune.

"I hope you will excuse my criticising your remarks as to commercial travelers in your editorial article on '

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, APRIL 7, 1886.

Merchants and Manufacturers' Exchange.

Organized at Grand Rapids October 8, 1884.

President—Lester J. Rindge.
Vice-President—Chas. H. Leonard.
Treasurer—Geo. B. Dunton.
Annual Meeting—Second Wednesday evening of October.
Regular Meetings—Second Wednesday evening of each month.

Traverse City Business Men's Association.

President, Frank Hamilton; Secretary, C. T. Lockwood; Treasurer, J. T. Beadle.

Business Men's Protective Union of Cheboygan.

President, A. M. Wescott; Vice-President, H. Chambers; Secretary, A. J. Paddock.

Luther Protective Association.

President, W. B. Pool; Vice-President, R. M. Smith; Secretary, Jas. M. Verity; Treasurer, Geo. Osborne.

Ionia Business Men's Protective Association.

President, Wm. E. Kelsey; Vice-President, H. M. Lewis; Secretary, Fred Cutler, Jr.

Ovid Business Men's Association.

President, C. H. Hunter; Secretary, Lester Cooley.

Subscribers and others, when writing to advertisers, will confer a favor on the publisher by mentioning that they saw the advertisement in the columns of this paper.

THE GREAT STRIKE.

The strike of the Knights of Labor on the railroads of the Southwest has ended more happily than it began. There is a general disposition of the public to sympathize with the demands of labor upon the great corporations for better remuneration and more favorable conditions of work. In the face of the proof that some corporations are never more inconsiderate than in their dealings with their men, there is a break down of the old prejudice against united action on the part of the men. We hear far fewer homilies from the newspapers on the great truths that combination cannot affect the rate of wages, and that combined action by the workmen is an invasion of the rights of capital or of society! In a word, the social sanity is increasing in this matter.

It is, therefore, the more unfortunate that just at this turn of affairs a strike like this has occurred. While THE TRADESMAN does not question the moral right of the workmen to refuse to work for employers who discharge men for belonging to the union, it most emphatically denies the moral right of the trade unionists to refuse to work with those who are not in the union. And when the workmen on every line of railroad running into St. Louis cease to work because one unionist is dismissed for another reason than his membership in the union, this seems as wanton and tyrannical an exercise of power as any that a corporation is capable of.

The national organization whose members struck in this case had given no assent to the strike. From first to last the national executive of the Knights of Labor characterized the strike as hasty and unreasonable. As we have known for years past, Mr. Powderly, the Master Workman of the order, regards strikes with disfavor. He threw himself into the organization and extension of the order with the hope of creating an organ of labor opinion, which should supersede the old trades unions, and make strikes with their concomitant disturbances impossible and needless. He has the strongest faith in the power first of arbitration and then of peaceful pressure to secure all that the workman has a right to ask. And his labors in this case to bring the strike to an end have been successful, because his attitude brought to his support the public opinion of the country.

Why did he fail to prevent the strike, or to prevent its continuance for so many weeks? The explanation seems to be found in defects in the structure of the organization. It has been built up in haste. It has accepted great bodies of people into its membership, without securing any proper attention to the orders of the central authority. By multitudes it has been accepted simply as a national trades' union of all the trades instead of one, and as possessing no other weapon than trades unions possessed. Its future history is not doubtful. Either it will consolidate its authority so as to make the orders of the central authority obeyed or it will go to pieces.

Of the two chief difficulties encountered by the order the first is that it cannot bind its membership by any oath or pledge of absolute obedience. The instant it does that it closes its ranks to all conscientious Catholics, and without them it can accomplish nothing. The Catholic church casts out of its communion all who bind themselves by oath or pledge to surrender their consciences into the hands of the heads of a voluntary association. With that bond of unity the order must dispense. The second is the want of homogeneity in the working classes themselves. America is a big place, and the laboring people like every other have local character. These railroad men of the Southwest evidently are of a temper very different from those of the North and West. The same differences under the laborers of the Pacific from the Atlantic coast. To bind men of such different ideals and interests into a great national labor league is a

task apparently beyond human power. Nevertheless, Mr. Powderly has conducted to a settlement this very awkward and embarrassing controversy, and as the result encourages the hope that future differences may prove equally adjustable it tends of course, to a greater degree of unity among the working people, who thus become accustomed to expect a peaceful and orderly solution.

AMONG THE TRADE.

IN THE CITY.

The Grand Rapids Packing and Provision Co. is out with a new one-horse rig for city work.

Benj. F. Emery, dealer in fish and canned goods at 37 Canal street, will add a line of groceries.

F. F. Allen general dealer at Hartford, has added a line of groceries. Amos S. Musselman & Co. furnished the stock.

Hull Freeman and Wm. Jones have formed a copartnership at Mancelona under the firm name of Freeman & Jones and engaged in general trade at the furnace. Bulkley, Lemons & Hoops furnished the grocery stock.

"In a business experience of thirty years, I have never seen tallow as low as it is at present," said Wm. T. Hess, the other day. "I attribute the low price to the fact that cotton seed oil has entirely superseded it for many uses."

N. Strahan has leased the new three-story building recently erected by J. W. Converse on South Front street, opposite Pearl street bridge, and will put in a line of machinery suited to the manufacture of fine parlor furniture. Hester & Fox furnished the motive power in the shape of a 25 horse-power Atlas engine.

The Valley City Manufacturing Co., having effected a settlement with all its creditors on the basis of 35 per cent., has secured an agreement from each stockholder to pay in 5 per cent. on the amount of stock held by him, which, it is thought, will give the management sufficient working capital to carry on the business successfully.

L. V. Moulton is at work on a new engine which he expects will meet with a cordial reception at the hands of machinists. It will use kerosene as fuel, will be built on both horizontal and rotary plans, and be so constructed as to utilize heat and exhaust, as well as steam. Mr. Moulton is now at work on patterns for the engine, and a complete machine will probably be put in operation within the next three months.

The Hazeltine & Perkins Drug Co. has attached the Hunter drug stock, at Lakeview, for a claim owing the concern at the time of the J. E. Hunter failure, on South Division street, several months ago. J. E. claims that the stock is owned jointly by him and a brother, W. C. Hunter, while a third brother has attached the stock for rent and begun a damage suit against J. E. Hunter, claiming that the latter has injured the former's reputation by making the name Hunter odious in Lakeview.

AROUND THE STATE.

J. N. Galbraith, general dealer at Amadore, has sold out.

John Ball, general dealer at Fremont, is removing to Kalamazoo.

H. Kretsch succeeds A. Himmellock in the dry goods business at Caro.

C. C. Duff succeeds Duff & Banister in the grocery business at Owosso.

M. M. Hodge is erecting an addition to his grocery store at Middleville.

Daniel Irish succeeds Devine & Irish in the hardware business at Dexter.

Falls & Truax, grocers at Spring Lake, have dissolved, each continuing.

Eugene Shook succeeds Law & Shook in the grocery business at Mt. Clemens.

W. H. Wood & Co. succeed Miller, Wood & Co. in the crockery business at Detroit.

Jacob De Spelder succeeds De Spelder & Balkema in general trade at Grand Haven.

Johnson & Foote, general dealers at Stockbridge, have dissolved, each continuing.

M. M. Hodge succeeds Maggie Wood in the grocery and bakery business at Middleville.

A. Ryerson & Co. succeed John W. Seymour & Son in the hardware business at Ionia.

Wm. Rebeck succeeds Rebeck & Hack in the grocery and saloon business at East Saginaw.

Shipman & Kinne succeeds Shipman Bros. in the gents' furnishing goods business at Jackson.

D. M. Cooley succeeds W. H. Randall in the grocery and confectionery business at Paw Paw.

David Williams will move his boot and shoe and harness business from Woodland to Bonanza.

J. Colestock has closed out his harness business at Woodland, and will move to Eaton Rapids.

T. J. Jennings has sold his bakery, at Cadillac, to A. Rathman, formerly of Cadillac, but for the past year a resident of Owosso.

McLeod & Sawyer, hardware and agricultural implement dealer at Schoolcraft, have sold their stock of agricultural implements to Pursell Bros.

MANUFACTURING MATTERS.

The Iosco Lumber Co., at East Tawas, is about selling out.

Hester & Fox have put in a full line of emery wheels.

There will be six different mills run at Pinconning the coming season.

C. B. Chatfield succeeds Gates & Chatfield in the grist mill business at Bay City.

W. Fox and Son will build a saw and planing mill at Middleville at a cost of about \$7,000.

Springstead & Co. succeed P. B. Narmore in the planing mill and lumber business at Lansing.

P. J. Richter, of Bay City, has invented a buggy spring, and a company with \$20,000 capital stock has been organized to push the invention.

The Grand Haven Lumber Co., of Grand Haven, has started its three mills, running 10 hours a day, and paying the same wages paid last year for 11 hours.

A. J. Harrington & Sons, of St. Louis, will move the machinery of their planing mill to Montague. They are to receive as an inducement a cash bonus and a \$6,000 mill property at one-third its value.

O. S. Richmond, who has been manufacturing pumps for years near Richmond, has patented a spring-tooth leveling and pulverizing harrow, and has received offers from Port Huron and St. Clair capitalists looking toward its manufacture on an extensive scale.

STRAY FACTS.

A. H. Brown, meat dealer at Jackson, has assigned.

J. B. Hire succeeds Hire & Webb in the meat business at Ovid.

Minden City is to have a salt block, a creamery and a new brick hotel.

Ayers & Stewart, meat dealers at Coral, have dissolved, Stewart retiring.

Henry Lapworth succeeds Meyer & Guider in the furniture and undertaking business at Saginaw.

Rumor has it that the Calumet & Hecla Mining Co. will establish three stores in the vicinity of their works and will sell goods to employees at actual cost.

A Disgusted Drummer.

From the Brooklyn Union.

A tall young man in jumper and overalls stood in the engine room of one of the largest factories of this city the other morning. He was the assistant engineer, and his chief was out. A brisk little drummer in full dude vestments opened the door and approached. "Are you the engineer?" "Yes." "You smoke?" "Yes." "Have a cigar?" "Certainly." "Use a great deal of oil, I suppose?" "Yes." "Every drink?" "Yes." "Got a few minutes to spare?" "Certainly." "Come across the street with me?" "All right, Johnny, mind that crank and look after the engine." They went across the road and when they returned the young man in the jumper and overalls had the contents of a small bottle of wine under his belt, and his pocket was full of choice cigars. "I would like to introduce my oil here." "Yes." "Here are some samples." "Yes." "How do you like them?" "Well, the chief engineer has come in; there he is. You had better talk with him." A look of wild surprise, rage and scorn played on that drummer's face one instant—then he turned sadly away and approached the person indicated. The wily assistant winked at his chief, grinned like a fiend and exposed the cigars to view. "Don't want any oil; got in four barrels yesterday. Well satisfied with the brand I'm using. Good day." But the drummer answered not. He was gone.

The Grocery Market.

Business is good, but collections are not as free as could be wished, owing to the condition of the roads, which tends to reduce mercantile transactions to the minimum. Confectioners A is off a sixpence, but with this exception the sugar market has sustained no change during the week. The steadiness of the general market is something remarkable.

The cracker manufacturers announce a decline of 1/2 cent on crackers, but make no change on sweet goods.

Oranges are a little higher. Lemons are firm at last week's prices. Bananas remain in short supply. Nuts are steady at former prices.

Miscellaneous Dairy Notes.

Potter & Harris will start up their Maple River creamery, at Ovid, on April 12.

The meeting at South Lyon in the interests of a creamery was a dismal failure, but few attending.

Morenci Observer: Peleg Lee's cheese factory will begin the season's manufacturing next week at the rate of \$1.25 per hundred. All patrons are now obliged to sign a contract agreeing neither to water nor skim their milk. Any violation of this contract will be punishable by a fine of \$25 or more, and in extreme cases to expulsion from the factory association.

Purely Personal.

M. W. Fisher has taken the position of billing clerk for Spring & Company.

Samuel M. Lemon claims that he can cure asthma or hay fever, even in their most severe form, and substantiates his claims by the testimonials of several persons who have obtained complete relief by the use of his remedies.

The Gripsack Brigade.

Frank E. Chase is achieving considerable notoriety through his success in treating tape worms. His treatment is rational and never fails to accomplish the complete expulsion of the animal.

Hides, Pelts and Furs.

Hides are flat. Pelts are quiet. Furs are firm. Wool is lower. Tallow is much lower and dull.

Make your own baking powder. See advertisement in another column.

Lenawee County Dairy Notes.

The larger factories are getting from 2,000 to 3,000 pounds of milk daily.

B. E. Peebles started March 15 and has already made several consignments.

Rufus Baker, who started his "Home" factory about March 1, is selling new cheese. Orders are coming in to the factorymen at a lively rate. Dealers say all the old cheese was closed out some time ago.

Pratt & Green, of South Fairfield, are putting up a new cheese factory, which will be in running order in a few days.

MOULTON & REMPIE,

Manufacturers of
SETTEES, ROOF CRESTING



LAWN VASES.

And Jobbers in Gray Iron Castings.

WHITE FOR PRICK-LIST.

54 and 56 North Front Street, Grand Rapids, Mich.



L. S. Hill & Co.

Fishing Tackle

A Specialty at

Wholesale and Retail.

Dealers are invited to send for our new Illustrated Catalogue for the trade only.

Don't purchase your Spring Stock of Tackle until you have received our prices, as we have many new and desirable goods, with prices guaranteed as low as the lowest, on Rods, Reels, Lines and Leaders, Snelled Hooks and Hooks of every variety, all sizes of French Trout Baskets with capacity 6 to 25 lbs., new Cane Poles, Artificial Baits, etc., and a general line of Sporting Goods.

L. S. HILL & CO.
21 PEARL STREET, GRAND RAPIDS, MICH.

GRAND RAPIDS GRAIN AND SEED CO.

SEED MERCHANTS,

Office and Warehouse: 71 CANAL ST.

GRAND RAPIDS, April 6, 1886.

DEAR SIR:—Below we hand you jobbing prices for to-day:

Clover, Prime.....	60 lb bu	6 50
" No. 2.....	" "	6 25
" Mammoth Prime.....	" "	7 00
" White.....	20 lb bu	9 00
" Alsike.....	" "	9 00
" Alfalfa or Lucerne.....	20 lb bu	9 00
Timothy, Prime.....	45 lb bu	2 10
" Fair to Good.....	" "	2 00
Red Top.....	14 lb bu	1 00
Blue Grass.....	" "	2 50
Orchard Grass.....	" "	2 50
Hungarian.....	48 lb bu	30
Millet, common.....	" "	90
" German.....	" "	1 00
Buckwheat.....	" "	1 00
Peas, White Field.....	60 lb bu	1 25
Rye, Winter.....	55 lb bu	75
" Spring.....	" "	1 00
Wheat, Spring.....	60 lb bu	1 25
Barley.....	40 lb bu	1 75
Oats, choice white.....	32 lb bu	50
Corn, Early 8 Rowed Yankee.....	55 lb bu	1 75
Improved Leaming Dent.....	" "	1 50
Union Sets, Red or Yellow.....	" "	4 00
" White.....	" "	5 00
Onion Tops, Evergreen.....	" "	1 00

Prices on Rape, Canary and all other seeds on application.

The above prices are free on board cars in lots of five or more bags at a time. Cartage on smaller quantities.

We carry the largest line of Garden Seeds in Bulk of any house in the State west of Detroit, and would be pleased at any time to quote you prices.

All Field Seeds are spot-Cash on receipt of goods.

W. T. LAMOREAUX, Agt.

ARCTIC



IMPROVED BAKING POWDER

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

Arctic Manufacturing Co.,
GRAND RAPIDS, MICH.

FOR SALE.

A Good Opening for a Small Amount of Capital.

Parties doing a good general merchandise business, desiring to remove from the State, offer their entire stock of general merchandise for sale at a low price. Have the only store in the town of any kind and post office, the entire trade of two mills and camps and part trade of three more. Expenses very light. Have done an average business of \$2,000 per month retail for the past two years. Have no poor accounts to sell, nothing but bright, new, staple goods. Will guarantee a bright, active, economical man can pay for the stock in one year. Purchasing party can also handle shingles in connection, if desired. It is really the best business chance for a young man who is not afraid to rough it a little that has been offered. Terms strictly cash or good security on part if desired. Address W. C. W., Box 389, Big Rapids, Mich.



FRED. D. YALE. DANIEL LYNCH.

FRED. D. YALE & CO.

SUCCESSORS TO

CHAS. S. YALE & BRO.,

WHOLESALE MANUFACTURERS OF

Baking Powders, Extracts, Blinings,

AND JOBBERS OF

GROCERS' SUNDRIES.

All orders addressed to the new firm will receive prompt attention.

40 and 42 South Division St.,

GRAND RAPIDS, MICH.



EATON & CHRISTENSON,

Agents for a full line of

S. W. Venable & Co.'s

PETERSBURG, VA.,

PLUC TOBACCOS,

NIMROD,

E. C.,

BLUE RETER,

SPREAD EAGLE,

BIG FIVE CENTER.



For easy ironing use "Electric Lustre" Starch. It is all prepared for immediate use in One Pound Packages, which go as far as two pounds of any other starch.

Ask your Grocer for it.

The Electric Lustre Starch Co.

204 Franklin St., New York.

JOHN CAULFIELD

Wholesale Agent,

GRAND RAPIDS, MICH.

POTATOES.

We make the handling of POTATOES, APPLES and BEANS in car lots a special feature of our business. If you have any of these goods to ship, or anything in the produce line, let us hear from you, and will keep you posted on market price and prospects. Liberal cash advances made on car lots when desired.

Agents for Walker's Patent Butter Worker.

EARL BROS., Commission Merchants.

157 S. Water St., Chicago, Ill.

Reference: FIRST NATIONAL BANK.

JOHN CAULFIELD,

WHOLESALE

GROCER,

Grand Rapids, Mich.

B. LEIDERSDORF & CO.,

MILWAUKEE, WIS.,

MANUFACTURERS OF THE CELEBRATED

UNCLE SAM, ROB ROY, MINERS AND PUD-

DLERS, RAILROAD BOY AND HURRAH

SMOKING; COMMANDER AND

HAIR LIFTER CHEWING

TOBACCOS.

Headquarters for above named brands at

JOHN CAULFIELD, WHOLESALE GROCER

AMOS S. MUSSELMAN & CO.

Successors to Fox, Musselman & Loveridge,

Wholesale Grocers.

AGENTS FOR

MUSSELMAN'S CORKER PLUG AND RUM CIGARS.

The best and most attractive goods on the market.

SEND FOR SAMPLE BUTT. SEE QUOTATIONS IN PRICE-LIST.

WALL PAPER & WINDOW SHADES

At Manufacturers' Prices.

SAMPLES TO THE TRADE ONLY.

House and Store Shades Made to Order.

68 MONROE STREET, GRAND RAPIDS.

Nelson Bros. & Co.

Drugs & Medicines

STATE BOARD OF PHARMACY.

Two Years—F. H. J. VanEmster, Bay City.
Three Years—Jacob Jenson, Muskegon.
Four Years—James Vernon, Detroit.
Five Years—Otmar Eberbach, Ann Arbor.
Six Years—Geo. McDonald, Kalamazoo.
President—Otmar Eberbach.
Secretary—Jacob Jenson.
Treasurer—James Vernon.

Michigan State Pharmaceutical Association.

OFFICERS.
President—H. J. Brown, Ann Arbor.
First Vice-President—Frank J. Wurzburg, Grand Rapids.
Second Vice-President—A. B. Stevens, Detroit.
Third Vice-President—Frank Inglis, Detroit.
Secretary—S. E. Parkell, Owosso.
Treasurer—Wm. Dupont, Detroit.
Executive Committee—Jacob Jenson, Geo. Gundrum, Frank Wells, F. W. R. Perry and John E. Peck.
Local Secretary—Will L. White, Grand Rapids.
Next place of meeting—At Grand Rapids, Tuesday, October 12, 1886.

Grand Rapids Pharmaceutical Society.

ORGANIZED OCTOBER 9, 1884.

OFFICERS.
President—Frank J. Wurzburg.
Vice-President—Wm. L. White.
Secretary—Frank H. Escott.
Treasurer—Henry B. Fairchild.
Board of Censors—President, Vice-President and Secretary.

Board of Trustees—The President, Wm. H. Van Leeuwen, Isaac Watts, Wm. E. White, Wm. L. White.

Committee on Pharmacy—M. B. Kimm, H. E. Locher and Wm. E. White.

Committee on Trade Matters—John E. Peck, H. B. Fairchild and Wm. H. Van Leeuwen.

Committee on Legislation—Jas. D. Lacey, Isaac Watts and A. C. Bauer.

Regular Meetings—First Thursday evening in each month.
Annual Meeting—First Thursday evening in November.
Next Meeting—Thursday evening, May 6, at "The Tradesman" office.

Detroit Pharmaceutical Society.

Organized October, 1883.

OFFICERS.
President—Wm. Dupont.
First Vice-President—Frank Inglis.
Second Vice-President—J. W. Caldwell.
Secretary and Treasurer—F. W. R. Perry.
Assistant Secretary and Treasurer—A. B. Salt.

Annual Meeting—First Wednesday in June.
Regular Meetings—First Wednesday in each month.

Jackson County Pharmaceutical Association.

OFFICERS.
President—R. F. Lathrop.
Vice-President—C. D. Colwell.
Secretary—J. A. King.
Treasurer—Chas. E. Humphrey.

Board of Censors—Z. W. Waldron, C. E. Foot and C. H. Haskin.
Annual Meeting—First Thursday in November.
Regular Meetings—First Thursday of each month.

Saginaw County Pharmaceutical Society.

TEMPORARY OFFICERS.
Chairman—Henry Melchers.
Secretary—D. E. Prall.

Muskegon Drug Clerks' Association.

OFFICERS.
President—John K. Meyers.
Secretary and Treasurer—O. A. Lloyd.
Regular Meetings—Second and fourth Wednesday of each month.
Next Meeting—Wednesday evening, April 14.

The Spotter—No. 2.

Hello, pard, around once again, eh? Trade picking up? Tain't? Well, shucks, it will soon, anyhow. Say, I got a good one on that same nibs, what checked himself up on his mother's ride with him. Well, sir, just before he resigned, he had a row with a fellow up to Walton Junction. Fellow didn't pay him enough money, so just before the train pulled out, old Gruff he shakes his fist at the man that was standing quiet on the depot platform. Well, the fellow come running at Gruff, put his hand behind him, and pulled out an old clay dudder, pointed it at the old man, and the old man he just hollered and run toward the train engine, yelling at every jump, "For God's sake, Bill, [Bill Smith was the engineer] pull out," and old Gruff swung onto the baggage car, and went in and told the baggage man as how a woodsman was going to shoot him.

About the best thing I ever saw was what Sam B—, the man what hooked the local tickets, once done. Some darn fool traveling man, that thought everybody was like him, sat down alongside of a lady and insulted her. When Sam passed through the car, she told him and Sam he told the pup, in pretty plain language, to get out of the car. Well, the fellow went into the smoker, and he looked blacker'n a cloud, he was so mad. Sam is a little man, but just chuck full o' grit, and when this fellow what had insulted the lady got off the train at P—, and called Sam a low name, why Sam he just climbed onto him, and did give him Jesse.

Seein' a little article in the paper this morning about them fellers that robbed the train in Indiana the other day, puts me in mind of Westfall's death. Oh, yes, I was there. I saw it all. I always did and always will think that it was a put up job to kill Westfall. The whole snap looked just like it. You see, after they stopped the train and told us to hold up our hands, why he did just what the rest done, held up his hands. He was sittin' along of me and was just a tellin' me about the new boy baby they had to his house, and little did he or I think that in ten minutes that baby would be without a father. Such is life in rail-roading or in traveling. You can't tell what minute a rail may break or something give way and psitt! a broken limb, or maybe a funeral at your house with you as the corpse. Well, after them fellers left our car, Westfall he said to me, "I am going into the next car to see they don't insult any ladies." Well, sir, he had no more than got up from his seat, than someone fired a shot in our direction and Westfall fell dead. Oh, it was just awful! No, they never found out who killed him. Never will, I reckon. Good-day, sir, see you again some time, I hope.

Maxims for Merchants.

The best merchant is he whose business talent is of the highest order and improved to the highest pitch.

Of all quarrels the most senseless, the most bootless, the most worrying, is a quarrel with your circumstances.

Every man has three characters—that which he exhibits, that which he has and that which he thinks he has.

Some merchants are prolific in schemes, but miserably poor in execution. Like some trees, they spend themselves in blossom and never bear fruit.

A. T. Stewart was deliberately, consistently and methodically keen. He would buy as scarcely any other man could buy; he would sell as scarcely any other man could sell.

Many merchants object too much, consult too long, advertise too little, and seldom drive business home to the full period, but content themselves with a mediocrity of success.

Half of the heavy hearts and broken spirits and sleepless eyes among the merchants of New York might be spared, were they only willing to conform their appearances to their substance.

In business there are many who cannot rise, many who cannot help descending, many who of necessity fall, many who earn their bread many who only waste it when once in their own hands.

Some men seem to take failure quite comfortably; they stop and go on again, without changing their style of living or lowering their heads. That is a feat that no honest business man can admire.

The true merchant is not the man who best understands his business and contrives to bargain others out of their profits, but he who best understands his business and never takes advantage of any man's ignorance or of any man's necessity.

Great merit or great failings will make you respected or despised, but trifles, little attentions, mere nothings, either done or neglected, will make you either liked or disliked in the general run of the world.

"Leading articles" in commerce, like leading articles in journalism, are meant to make a character for the whole. But it is questionable whether a merchant is justified in taking such modes of attracting the attention of the public unless he has actual advantages to offer.

VISITING BUYERS.

The following retail dealers have visited the market during the past week and placed orders with the various houses:

Will Ashton, Ashton Bros., Traverse City.
R. K. Heston, Casnovia.
T. J. Sheridan, Wright's Siding.
C. G. Jones, West Olive.
John Koopman, Falmouth.
Joshua Colby, Grand Haven.
T. Stadt, Spring Lake.
Wm. DePree, Zeeland.
J. E. White, Pentwater.
N. M. Irving, Grandville.
C. H. Deming, Dutton.
I. J. Quick & Co., Allendale.
A. Patterson, Dorr.
A. Wagner, Eastmanville.
N. C. Kingsburg, Sparta.
H. Brinkman, Overisel.
Duff & McMurray, Ada.
Kamps & Westveld, Zeeland.
G. Bots, Grand Haven.
E. B. Wright, Woodville.
A. Cuddefoot, Casnovia.
Wesley Hanna, Casnovia.
Wm. Irving, Grandville.
A. Patterson, Dorr.
C. A. Youngquist, Big Rapids.
O. Sanders, Rockford.
H. B. Heston, N. C. Paris.
Henry DeKline, Jamestown.
Mr. Wheeler, Wheeler Bros., Shelby.
J. F. Clark, Big Rapids.
Henry Strohe, Morley.
Frank Sommers, Dorr.
A. Norris & Son, Casnovia.
Glen & Porter, East Jordan.
A. Mulholland, Ashton.
L. Perry, Burnip's Corners.
M. P. Shields, Hilliards.
A. L. M. Wolf, Hudsonville.
J. Faraway, Vriesland.
J. M. Sutherland, Caledonia.
L. Perry, Burnip's Corners.
Jorgensen & Henningsen, Grant.
Jno. Koopman, Falmouth.
Mr. Smith, Smith & Bristol, Ada.
John Guntra, Lamont.
N. DeRies, Jamestown.
Dr. J. M. Sutherland, Caledonia.
Den Herder & Tanis, Vriesland.
Herder & Lahn, Zeeland.
Wm. Black, Cedar Springs.
J. V. Crandall & Son, Sand Lake.
N. DeRies, Jamestown.
J. M. Doak, Grand Haven.
Wm. W. Mead, Berlin.
B. Gilbert, Moline.
T. J. Sheridan & Co., Woodville.
J. H. Spies, Leroy.
C. E. Lowel.
C. S. Comstock, Pierson.
M. Fisher, Carrel & Fisher, Dorr.
W. S. Root, Talmadge.
John W. Mead, Berlin.
E. P. Barnard, Maple Valley.
H. M. Freeman, Lisbon.
L. J. Cody, Woodville.
R. H. Miller, Big Rapids.
Sisson & Lilley Lumber Co., Sisson's Mills.
Higgins & Allen, Scottsville.
A. A. Weeks, Grattan.
Neal McMillan, Rockford.
T. V. Ostrander, Allegan.
C. Stocking, Grattan.
Thys Stadt, Spring Lake.
Walling Bros., Lamont.
R. A. Hastings, Sparta.
John Van Eenan, Zeeland.
N. K. Jepson, Clarksville.
Nelson Degrow, Cedar Springs.
H. W. Potter, Jennisonville.
Clark, Russell & Co., Bonanza.
Hoar & Judson, Cannonsburg.
Bode & Keeney, Perry.
C. K. Hoyt, Hudsonville.
Geo. W. Sharer, Cedar Springs.
Seoville & McAuley, Edgerton.

A dry goods house is spoken of in the *Shoe and Leather Reporter*, which purchased a certain grade of shoes at \$1.50 a pair and sold them at \$1.49. It was an effective advertisement, but the proprietors took pains to limit the sale of them as much as they could; they gave a gratuity of 5 cents to the clerk who succeeded in persuading a shopper to take something instead that paid a profit.

New York dealers complain that the trade has been seriously affected by the lateness of Lent's coming this year. One of them says that the cause for the decline in eggs is that as this year Easter falls on the last possible day, and at a time when it comes as easy and natural for a hen to lay eggs as for a girl to gossip, this insures a full supply during the entire forty days.

The Drug Market.

Trade and collections continue good. Citric acid, balsam tulu, balsam peru, borax and gum arabic are easier, although not quotably lower. Cubebs and German chamomile have advanced and both are very firm. Senna leaves are firm at the advance. Licopodium is advancing. Oil anise, cassia, wintergreen and sassafras have declined. Oil bergamot and lemon have advanced and the advance is firmly maintained. Most brands of cheap oil are quotable at almost any price. Opium is weak. Morphine has declined. Quinine is dull.

The Dime Museum.

THE TRADESMAN has refrained from saying anything of the Dime Museum, either in praise or disparagement, until it was satisfied that the entertainment given possessed genuine merit. The Museum has now been in operation about two months and the best evidence of its popularity is the large number of people attending every performance and the handsome returns pocketed by the proprietors. The show is legitimate in every respect and deserves the liberal patronage it is receiving.

A bill aimed at the pernicious custom of boycotting has been introduced into the Kentucky legislature. It provides that "any two or more persons who shall bind themselves together to prevent any company or corporation from transacting its lawful business shall be punished with a heavy fine or be imprisoned in the county jail for not more than a year." Petitions with immense numbers of signatures have been received from all parts of the State favoring the passage of the bill. The idea advanced by all the petitioners is that, while a man has a perfect right to work or not as he pleases, he has no right to conspire to enforce idleness on those who want to work, or to destroy the business of a concern simply because it will not hire him at his own terms, however extravagant or unreasonable.

Michigan Drug Exchange.

Mills & Goodman, Props.

GRAND RAPIDS, MICH.

WANTED—Situations by registered pharmacists and assistants. Also situation by young man of some experience but not registered. Will work for very small salary. Can furnish good references.

FOR SALE—Stock of about \$2,000 in central part of State on railroad can be bought at great discount and on easy terms.

STOCK of \$3,500 on L. S. & M. S. K. R. for sale on easy terms. Doing best business of the place.

STOCK of \$1,500 on C. & W. M. R. R. doing fine paying business.

STOCK of about \$1,000 on D. G. H. & M. R. R. Will sell for cash only.

STOCK of \$1,500 in southern part of State. No other drug store in town.

FINE STOCK of \$3,500 on two R. R.'s in northern part of State, in town of 2,000 inhabitants. Doing the best business of the place.

STOCK of \$1,000 in town of 3,000 inhabitants on two railways in central part of State. Must be sold on account of other business.

STOCK of \$1,500 in Northern lumbering town. Doing the best business of the place.

ALSO many other stocks, the particulars of which we will furnish free on application.

CINSENC ROOT.

We pay the highest price for it. Address

Peck Bros., Druggists, Grand Rapids, Mich.

Cushman's

MENTHOL INHALER

A superior Remedy for the immediate relief of Neuralgia, Headache, Croup, Hay Fever, Asthma, Bronchitis, Sore Throat, Earache, Toothache, and all diseases of the throat and lungs.

The nearest and most efficient way of using menthol.

Try Them. They Sell Readily.

For Sale by

Hazeltine & Perkins Drug Co., G'd Rapids.

Farrand, Williams & Co.,

Jas. E. Davis & Co.,

John J. Dods & Co.,

T. H. Hinchman & Co.,

Ask your traveler to show you one the next time he calls.

ALLEN'S

LUNG BALSAM

Prices, 25c, 50c and \$1 per bottle; \$1.75, \$3.50, \$7 per doz.

A JUSTLY CELEBRATED REMEDY.

Perry Davis' Pain Killer!

TAKEN INTERNALLY relieves the most acute Pains instantly, affording relief and comfort to the patient suffering from Pains and Cramps in the Stomach, Rheumatic or Neuralgic Pains in any part of the system, and in Borel Catarrhs. It is a sovereign remedy.

USED EXTERNALLY it is equally efficacious, and as a Liniment, nothing gives quicker ease in Burns, Cuts, Bruises, Sprains, Stings from insects, and Scalds.

Directions accompany each bottle.

Price, 25c, 50c and \$1 per bottle.

Sold by all druggists. Trade supplied by

HAZELTINE & PERKINS DRUG CO.

WHOLESALE PRICE CURRENT.

Advanced—Alcohol; cubeb berries; chamomile flowers; German.

Declined—Morphine; oil anise; oil cassia; oil sassafras; oil wintergreen.

ACIDS.

Acetic, No. 8..... 9 @ 35
Acetic, C. P. (Sp. grav. 1.040)..... 30 @ 35
Carbolic..... 34 @ 38
Citric..... 85 @ 90
Nitric 36 deg..... 11 @ 12
Oxalic..... 10 @ 12
Sulphuric 66 deg..... 3 @ 4
Tartaric powdered..... 32 @ 35
Benzole, English..... 9 @ 15
Benzole, German..... 12 @ 15
Tannic..... 12 @ 15

AMMONIA.

Carbonate..... 14 @ 16
Muriate (Powd. 22c)..... 14 @ 16
Aqua 18 deg or 4f..... 3 @ 6
Aqua 18 deg or 4f..... 4 @ 6

BALAMS.

Copaiba..... 40 @ 45
Fir..... 40
Peru..... 175
Tolu..... 45

BARKS.

Cassia, in mats (Powd 20c)..... 11
Cinchona, yellow..... 13
Elin, select..... 18
Elin, ground, pure..... 14
Elin, powdered, pure..... 15
Sassafras, of root..... 10
Wild Cherry, select..... 12
Bayberry powdered..... 20
Hemlock powdered..... 18
Walnut..... 38
Sour ground..... 12

BERBERIS.

Cubeb prime (Powd 1 00c)..... 6 @ 95
Juniper..... 6 @ 7
Prickly Ash..... 50 @ 60

EXTRACTS.

Licorice (10 and 25 lb boxes, 25c)..... 27
Licorice, powdered, pure..... 37 1/2
Logwood, bulk (12 and 25 lb boxes)..... 12
Logwood, 1s (25 lb boxes)..... 13
Logwood, 1/2s do..... 13
Logwood, 1/4s do..... 14
Logwood, ass'd do..... 14
Fluid Extracts—25 % cent. off list.

FLOWERS.

Arnica..... 15 @ 18
Chamomile, Roman..... 25
Chamomile, German..... 30

GUMS.

Aloes, Barbadoes..... 60 @ 75
Aloes, Cape (Powd 20c)..... 50
Aloes, Socotrine (Powd 60c)..... 28 @ 30
Arabic, powdered select..... 90
Arabic, 1st picked..... 40
Arabic, 2d picked..... 80
Arabic, sifted sorts..... 75
Assafetida, prime (Powd 35c)..... 55 @ 60
Benzoin..... 25 @ 27
Camphor..... 13
Catechu, 1s (1/2 lb, 1/4 lb, 1/8 lb)..... 35 @ 40
Euphorbium powdered..... 80 @ 90
Galbanum strain..... 30
Gamboge..... 30
Guaiac, prime (Powd 45c)..... 35
Kino (Powdered, 30c)..... 175
Mastic..... 175
Myrrh, Turkish (Powdered 45c)..... 40
Opium, pure (Powd \$4 00)..... 30
Shellac, Campbell's..... 30
Shellac, English..... 30
Shellac, native..... 30
Shellac bleached..... 30
Tragacanth..... 30 @ 40

HERBS—IN OUNCE PACKAGES.

Hoarhound..... 25
Lobelia..... 25
Peppermint..... 25
Rue..... 25
Sage..... 25
Sassafras..... 25
Spiramint..... 25
Sweet Majoram..... 25
Tansy..... 25
Thyme..... 25
Wormwood..... 25

IRON.

Citrate and Quinine..... 400
Solution mur., for liniments..... 20
Sulphate, pure crystal..... 7
Citrate..... 65
Phosphate..... 65

LEAVES.

Buchu, short (Powd 25c)..... 13 @ 14
Sage, Italian, bulk (1/2 & 1/4 lb, 12c)..... 33 @ 35
Senna, Alex, natural..... 25
Senna, Alex, sifted and garbled..... 25
Senna, powdered..... 25
Senna tinnivell..... 25
Uva Ursi..... 10
Bellefleur..... 10
Foxglove..... 10
Henbane..... 10
Rose, red..... 25

LIQUORS.

W. D. & Co.'s Sour Mash Whisky 2 00 @ 250
Druggists' Favorite Rye..... 2 00 @ 250
Whisky, other brands..... 10 @ 150
Gin, Old Tom..... 1 35 @ 175
Gin, Holland..... 2 00 @ 250
Brandy..... 1 75 @ 250
Cognac..... 1 35 @ 250
Port Wines..... 1 35 @ 250

MAGNESIA.

Carbonate, Patterson's, 2 oz..... 22
Carbonate, Jennings's, 2 oz..... 22
Citrate, H. P. & Co.'s solution..... 2 25
Calcined..... 65

OILS.

Almond, sweet..... 45 @ 50
Amber, rectified..... 40
Anise..... 180
Bergamot..... 3 25 @ 40
Castor..... 1 40 @ 165
Croton..... 1 75
Cajuput..... 75
Cassia..... 1 20
Cedar, commercial (Pure 75c)..... 35
Citronella..... 1 25
Cloves..... 1 25
Cod Liver, N. P. & Co.'s, 16..... 60
Cod Liver, best..... 1 00
Cubeb, P. & W..... 8 50
Eucalyptus..... 2 00
Fireweed..... 2 00
Geranium 7 oz..... 75
Hemlock, commercial (Pure 75c)..... 75
Juniper berries..... 2 00
Lavender flowers, French..... 2 01
Lavender garden do..... 1 00
Lavender spike do..... 1 00
Lemon, new crop..... 3 00
Lemon, Sanderson's..... 3 50
Lemongrass..... 80
Olive, Malaga..... 4 50
Olive, "Sublime Italian"..... 1 25
Organum, red flowers, French..... 1 25
Organum, No. 1..... 1 30
Pennyroyal..... 1 30
Peppermint, white..... 1 30
Rose 7 oz..... 80
Rosemary, French (Flowers \$1 50)..... 65
Salad, 7 gal..... 2 75
Savin..... 1 00
Sandal Wood, German..... 4 50
Sandal Wood, W. I..... 7 00
Sassafras..... 50
Spearment..... 29 @ 30
Sassafras, powdered..... 40 @ 45
Tar (by gal 50c)..... 4 @ 12
Wintergreen..... 2 25
Wormwood, No. 1 (Pure \$4.00)..... 2 25
Wormwood..... 2 00

POTASSIUM.

Bicromate..... 12 @ 14
Bromide, cryst. and gran, bulk..... 40 @ 45
Chlorate, cryst (Powd 23c)..... 22
Iodide, cryst. and gran, bulk..... 30
Prussiate yellow..... 30

ROOTS.

Alkanet..... 20
Aitha, cut..... 20
Arrow, St. Vincent..... 17
Arrow, Taylor's, in 1/2 lb..... 12
Blood (Powd 18c)..... 12
Calamus, peeled..... 20
Calamus, German white, peeled..... 20
Elecampane, powdered..... 20
Gentian (Powd 15c)..... 11 @ 12
Ginger, African (Powd 14c)..... 17
Ginger, Jamaica bleached..... 17
Golden Seal (Powd 25c)..... 20
Hellebore, white, powdered..... 1 30
Ipecac, Rio, powdered..... 1 30
Jalap, powdered..... 1 30
Licorice, select (Powd 15c)..... 10
Licorice, extra select..... 85
Pink, true..... 85
Rhei, from select to choice..... 1 00 @ 50
Rhei, poted, E. I..... 1 00 @ 50
Rhei, choice cut fingers..... 2 00
Rhei, choice cut fingers..... 2 00
Serpentina..... 25
Seneka..... 60
Seneka..... 60
Sarsaparilla, Mexican..... 20

SEEDS.

Quills, white (Powd 35c)..... 15
Valerian, English (Powd 30c)..... 25
Valerian, Vermont (Powd 28c)..... 15

SEEDS.

Anise, Italian (Powd 20c)..... 15
Bird, mixed in lb packages..... 5 @ 6
Canary, Smyrna..... 4 @ 4 1/2
Caraway, best Dutch (Powd 30c)..... 15 @ 18
Cardamom, Aleppee..... 1 50
Cardamom, Malabar..... 1 75
Celery..... 15
Coriander, best English..... 10
Fennel..... 15
Flax, clean..... 3 1/2 @ 4 1/2
Flax, pure g'd (3 1/2 gal)..... 4 @ 4 1/2
Foemigreech, powdered..... 4 @ 5
Hemp, Russian..... 4 1/2 @ 5 1/2
Mustard, white Black 10c..... 10
Quince..... 7
Rape, Eng..... 6 @ 7
Worm, Levant..... 14

SPONGES.

Florida sheeps' wool, carriage..... 2 25 @ 250
Nassau..... 2 00
Velvet Extra do..... 1 10
Extra Yellow do..... 1 10
Grass do..... 65
Hard head, for slate use..... 75
Yellow Reef do..... 1 40

MISCELLANEOUS.

Alcohol, grain (bbl \$2.21, 9 gal)..... 2 30
Alcohol, wood, 85 per cent ex. ref. 1 50
Anodyne Hoffman's..... 27
Arsenic, Donovan's solution..... 12
Annatto 1 lb rolls..... 45
Alum..... 2 1/2 @ 3 1/2
Alum, ground (Powd 8c)..... 3 @ 4
Annatto, prime..... 45
Anthony, powdered, com'l..... 4 1/2 @ 5
Arsenic, white, powdered..... 6 @ 5
Blue Soluble..... 2 75
Bay Rum, imported, best..... 2 00
Bay Rum, domestic, H. P. & Co.'s..... 2 00
Balm Gilead Buds..... 2 40
Beans, Tonka..... 70 @ 75
Beans, Vanilla..... 70 @ 75
Bismuth, sub nitrate..... 2 30
Blue Pill (Powd 70c)..... 50
Blue Vitrol..... 60 @ 70
Borax, refined (Powd 11c)..... 2 25
Cantharides, Russian powdered..... 12
Capsicum Pods, African..... 18
Capsicum Pods, African pow'd..... 22
Capsicum Pods, Bombay do..... 4 00
Carmine, No. 40..... 14
Cassia Buds..... 75
Cinnamon, American..... 12
Chalk, precipitate English..... 8
Chalk, red fingers..... 8
Chalk, white lump..... 1 25
Chloroform, Squibb's do..... 1 25
Colocynth apples..... 60
Chloral hydrate, German crusts..... 1 50
Chloral do do do cryst..... 1 75
Chloral do do do cryst..... 1 75
Chloral do do do cryst..... 1 75
Chloroform..... 2 @ 47
Cinchonidia, P. & W..... 20 @ 25
Cinchonidia, other brands..... 18 @ 23
Cloves (Powd 23c)..... 18 @ 20
Coccoline..... 40
Cocoa Butter..... 2
Copernicus by bbl 10..... 4
Corrosive Sublim..... 70
Corks, X and XX—40 off list..... 40
Cream Tartar, pure powdered..... 15
Cream Tartar, grocer's, 10 lb box..... 15
Creosote..... 84
Cudbear, prime..... 20
Cuttle Fish Bone..... 12
Dextrine..... 12
Dover's Powdered..... 1 10
Dragon's Blood Malaga..... 65
Ergot powdered..... 1 10
Ether Squibb's..... 1 10
Emery, Turkish, all No

The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

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WEDNESDAY, APRIL 7, 1886.

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

EMPLOYER AND EMPLOYEE—GROUND FOR DISCHARGE.

The mere fact that an employee brings a suit against his employer to recover a debt due him arising out of a transaction independent of the relation of master and servant is not a ground for discharge, according to the decision of the Pennsylvania Supreme Court in the case of Clay Commercial Telephone Co. vs. Root.

CHattel MORTGAGE—FRAUD AS AGAINST CREDITORS.

The Minnesota Supreme Court held in the case of Bannon vs. Bowler that while a mortgage of chattels (as a stock in trade) left in possession of the mortgagor, which by its terms authorized the latter to dispose of the property as his own without satisfaction of the mortgage debt, should be deemed fraudulent as against the creditors of the mortgagor, yet that a stipulation in the mortgage providing for the application of the proceeds of sales directly to the mortgage debt would be liable to no such objection.

PAYMENTS BY ASSIGNEE FOR CREDITORS.

Payments by an assignee for the benefit of creditors do not prevent the running of the statute of limitations as to a debt of the assignor, according to the decision of the Michigan Supreme Court in the case of Parsons vs. Clark. The court said: "It is the duty of an assignee to pay and discharge the debts of his assignor, so far as he is enabled to do so, from the assets, and he has no authority in virtue of his trust to renew, revive or continue in force the undischarged portion thereof, or to bind his assignor by either an express or implied promise of payment. The right of action by the creditor against the debtor is not barred by the assignment. He may bring his action, notwithstanding the assignment, as soon as it is made. The assignment, therefore, did not operate to prevent the statute from running."

SALE OF ORGAN—SATISFACTION OF PURCHASER.

An organ-vender set up an organ in a person's house under an agreement that the latter should keep it and pay for it if it proved satisfactory to him. The buyer felt dissatisfied, and so notified the vender. The latter thought that the dissatisfaction was without reasonable ground. The Supreme Court of Vermont held, in *McClure vs. Briggs*, that provided the buyer acted in good faith he was, under the agreement, the sole judge as to his satisfaction with the organ. The court, in giving judgment, said: "It is said that he was bound to be satisfied, as he had no ground to be dissatisfied. He was bound to act honestly, and to give the instrument a fair trial, and such as the seller had a right, under the circumstances to expect he would give it, and herein to exercise such judgment and capacity as he had, for by the contract he was the one to be satisfied, and not another for him. If he did this, and was still dissatisfied, and that dissatisfaction was real and not feigned, honest and not pretended, it is enough, and plaintiffs have not fulfilled their contract, and all these elements are gatherable from the report."

INSURANCE POLICY—MEANING OF OCCUPANCY.

An insurance policy issued on a dwelling house and farm buildings contained a provision that if the premises became vacant and remained so for ten days without the consent of the company, the policy should be void. At the time the policy was taken out the premises were occupied by a tenant who left after a year's time. It appeared that the insured lived two miles from the place, and that the premises were only occupied by hands going to and fro when they had work to do on the insured premises; when they had no work the premises were vacant. The Supreme Court of Wisconsin held that the premises were not occupied under the terms of the policy. The court said: "For a dwelling to be in a state of occupancy there must be in it the presence of human beings as at their customary place of abode, not absolutely continuous, but it must be the place of usual return and habitual stoppage. * * * A dwelling-house and a barn are unoccupied within the meaning of an insurance policy which provides that buildings unoccupied shall not be covered by the policy when the house is only used by servants in taking their meals when working a contiguous farm and the barn is only used in storing hay and tools."

PRIVILEGED COMMUNICATION—MERCANTILE AGENCIES.

The law governing communications made by mercantile agencies to their subscribers in the course of their business was much discussed by Judge Harmon, of the Superior Court of Cincinnati, in charging the jury in the recent case of *Crist vs. Bradstreet Company*. This was an action brought

against the Company for alleged misrepresentations made by it to certain of its subscribers regarding the mercantile standing and credit of the plaintiff. The judge in his charge made the following clear and forcible statement of the principles of law applicable to the case: "In the ordinary case of a publication by one person of another, if the publishing be admitted and the statement be one which from its nature is calculated to injure the business reputation, standing or credit of the person complaining, his case is made out, unless the publisher prove his statements to be true."

* * * But where the person making the statement was under some obligation or duty to make a statement on the subject to the persons to whom it was made, a different rule applies and for a manifest reason. Ordinary publications are purely voluntary. The only duty the maker of them owes to any one is to the person whom they concern—the duty not to injure him by stating anything false about him, and this duty is absolute. Where, however, the publication is made because the maker is under obligation to the person to whom it is made, to give information about the person concerned, he also owes a duty to the person to whom the statement is made, not to mislead him by withholding information received and honestly believed to be true. The law, therefore, which is reasonable in all things, does not in such cases impose on the person making the statement the absolute risk as to its truth, as in other cases, but protects him, although it proves to be false, if it was made in an effort, in good faith, to discharge his duty of giving information, and with an honest belief in its truth. Statements made in the discharge of such a duty are called 'privileged,' and the privilege extends to them whether the duty be imposed by law, as where one is called as a witness; by circumstances, as where one is inquired of concerning a person formerly in his employ by one about to employ him, or voluntarily assumed by undertaking to procure information on the subject dealt with by the statement for persons whose interest makes it proper for them to have it. The duty of defendant was of the latter class, the others being mentioned merely for illustration. It was engaged in a business which the commercial world has found useful, and which the law recognizes as legitimate and proper, viz.: the business of collecting for the use of its customers information concerning the reputation, standing and credit of persons engaged in the various branches of trade and commerce. Persons having or liable to have commercial dealings with others have a right to make such inquiries upon all subjects relating to such others as are calculated to inform them to what extent they would be justified in dealing with or trusting them. Such subjects include the means, past history, present standing, reputation for honesty and fair dealing, personal habits, so far as they affect business standing, etc., of such persons. * * * Those desiring such information for such purposes not only have a right to make inquiries themselves, but send their employees or special agents to make them, or may employ persons engaged, like defendant, in the general business of collecting and furnishing such information. And in order that the duty of supplying such information. And in order that the duty of supplying such information may be freely and faithfully performed, the law, from motives of sound policy, confers on persons bearing such relations to each other the privilege of freely communicating on such subjects so long as they have an eye single to the discharge of such duty. * *

The business of the mercantile agency established and conducted by the defendant, as disclosed in the evidence, is lawful and useful, and the defendant had the right to communicate the information it possessed as to the character, credit and financial standing of plaintiff to any person or firm entitled to use and receive it for his or their guidance in dealing with the plaintiff, and if the defendant, in obtaining and giving such information to such persons so entitled to receive the same, acted in good faith, and believed such information to be true, there is no ground for action, even though the information communicated should prove to be incorrect and unfounded in fact."

Never to our knowledge has any medicine met with the success as has Golden Seal Bitters. It comprises the best remedies of the vegetable kingdom so as to derive the greatest medicinal effect, and is making wonderful cures.

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



Torrance & Co., Troy, N. Y.

PUTNAM & BROOKS Wholesale Manufacturers of PURE CANDY!

ORANGES, LEMONS,
BANANAS, FIGS, DATES,
Nuts, Etc.



Every can wrapped in colored tissue paper with signature and stamp on each can.

P. STEKETEE & SONS,

JOBBER IN

DRY GOODS,

88 Monroe St.,

AND 10, 12, 14, 16 AND 18 FOUNTAIN STREET,

GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers a Specialty.

F. J. DETTENTHALER,

JOBBER OF

OYSTERS & FISH,

BUTTER AND EGGS,

CONSIGNMENTS SOLICITED,

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JENNINGS' Flavoring Extracts!

MANUFACTURED BY

JENNINGS & SMITH,

Props. Arctic Manufacturing Co.,

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Paper

Twines, Cordage, Woodenware,
WOOL TWINE, BINDERS' TWINE,
Tarred Felt, Tarred Board, Building Board, Etc.
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RINDGE, BERTSCH & CO.,

MANUFACTURERS AND WHOLESALE DEALERS IN

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AGENTS FOR THE

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14 and 16 Pearl Street, - Grand Rapids, Mich.

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Cracker Manufacturers,

Agents for

AMBOY CHEESE.

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

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FOR
ORANGES, LEMONS,
Figs, Dates,
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Daniel Scotten & Co.'s "HIAWATHA"
Plug Tobacco.

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Niagara STARCH.

Dwinell, Howard & Co.'s Royal Mocha and Java.
Royal Java.
Golden Santos.

Thompson & Taylor Spice Co.'s "Magnolia" Package Coffee.

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"JOLLY TIME" Fine Cut.

Dark and sweet, with plug flavor, the best goods on the market.

In addition to a full line of staple groceries, we are the only house in Michigan which carries a complete assortment of fancy groceries and table delicacies.

Mail orders are especially solicited, which invariably secure the lowest prices and prompt shipment. Satisfaction guaranteed.

25, 27 and 29 Ionia St. and 51, 53, 55, 57 and 59 Island Sts.,

Grand Rapids, Mich.

The Michigan Tradesman.

Making Electric Lamps.

From the New York Tribune.

The incandescent electric light has become a familiar object to every one. The little glass bulbs with their brilliant horseshoe of glowing filament attract no more attention than the flickering gas-jet. But the facts about the gas-jet are easily and generally understood, while the electric lamp is still a puzzle to many people. Both produce light by incandescence. The molecules of gas are rendered incandescent by the heat generated by the combustion of other molecules. The blue portion of every gas flame is where combustion is taking place, and from that comes the heat which keeps the rest in a state of incandescence. With the electric lamp it is the heat produced by the friction of an electric current compelled to go through a fine carbon filament, which raises that filament to a condition of incandescence and produces light.

The three substances which enter into the composition of an electric lamp are glass, platinum wire and bamboo or paper. Glass bulbs are readily prepared by the usual methods of glass-blowing, but the preparation of the bamboo is a delicate piece of work. In the best lamps the little horseshoe is made of bamboo, and this material has proved its superiority to its rival, paper, in several ways. The bamboo comes from Japan in the bundles of slips a foot in length. Japanese bamboo is of finer quality than the Chinese. It is first split up into little square strips. Girls round these off by running them through dies until they look like little broom straws. These are put in crucibles with graphite and submitted to a white heat for several hours. This carbonizes them thoroughly. The filaments are not all of exactly the same size when taken out of the crucibles, and if used in that state would present varying resistances to the current, and the lamps would not be even and economical in their working. To make them uniform, they are put one by one into a glass jar from which the air can be exhausted and a hydrogen gas—the lightest of the products of petroleum—can be added. A current of electricity is run through the horseshoe filament and it absorbs carbon from the gas until the operator sees that its resistance has been reduced to the regulation amount. The standard used in the factory from which this description was obtained is 250 ohms. The moment when the resistance has reached the desired point is told by means of an apparatus familiar to electricians—the Wheatstone bridge.

Now, the lamp is in three parts: the bulb, the carbon filament, and the stopper containing the two platinum wires which are to connect the horseshoe of carbon with the system of wires that carries the current all over a building to the hundreds of lamps. It only remains to put the stopper in its place at the larger end of the pear-shaped glass bulb, seal it air-tight in the flame of a blow-pipe, extract the air from the bulb by a mercury pump, and then seal the other end. The bulb is made of the thinnest glass, and before the air is exhausted from it, it will break easily. After the vacuum is created, however, it can be handled carefully without injury; and when it does break there is a report like that of a dozen pop-guns.

The lamps are expected to burn six hundred hours. Sometimes, like other articles of human manufacture, they fall short of expectations. The competitive trial recently made at the Franklin Institute of the lamps of the various companies furnished several woeful examples of this truth. A well-made lamp will last that length of time, however. If, by bad workmanship, air is allowed to leak in, the carbon burns out quickly. If it is run at too high a tension—that is, if too much current is sent through it, the friction wears out the little horseshoe in a shorter time and it breaks. It is the necessity for a practically absolute vacuum that requires the employment of the platinum connecting wires. Platinum is the only metal which expands and contracts with heat at the same rate as glass. This keeps the joint, where the wires pass through the glass, always tight so that no air can enter. There is a fortune in store for the inventor who can get up some kind of cement that will prevent the passage of air, and at the same time admit the use of cheap copper instead of costly platinum wires. The problem may be capable of solution, for this whole matter of electric lighting is still in its infancy, though not a most vigorous state of infancy.

The prevention of decay in wood is said to be effectively accomplished by exhausting the air from the pores, and filling them with a gutta percha solution, a substance which preserves the wood alike from moisture, water and the action of the sun. The solution is made by mixing two-thirds of gutta percha to one-third of paraffine, this mixture being then heated to liquefy the gutta percha, when it is readily introduced into the pores of the wood, the effect of the gutta percha being, when it becomes cool, to harden the pores.

STEAM LAUNDRY

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WE DO ONLY FIRST-CLASS WORK AND USE NO CHEMICALS.

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FULL LINE OF ALL STAPLE
PLUGS KEPT IN STOCK.

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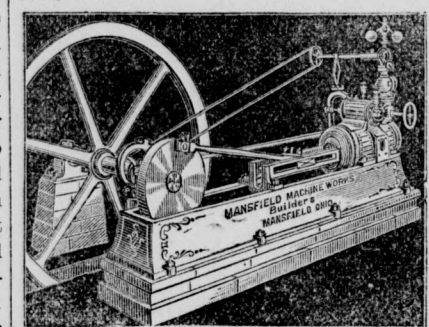
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PORTABLE AND STATIONARY ENGINES

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ing, Pulleys and Boxes. Contracts made for
Complete Outfits.



W. C. Denison,
88, 90 and 92 South Division Street,
GRAND RAPIDS, - MICHIGAN.

OLNEY, SHIELDS & CO., WHOLESALE CROCCERS,

And IMPORTERS OF TEAS.

Our Stock is complete in all branches. New, fresh and bought
at latest declines and for cash.

We have specialties in TOBACCOS and CIGARS possessed
by no other jobbers in the city.

SOLE AGENTS FOR

McAlpin's Peavey Plug.

The P. V. is the Finest Tobacco on the market.

ALSO SOLE AGENTS FOR

MENDEL & BROS.' Celebrated CIGARS,

Finer quality and lower prices than any handled
in the market.

VISITING BUYERS ARE CORDIALLY INVITED TO CALL AND EXAM-
INE OUR STOCK, AND MAIL ORDERS WILL RECEIVE PROMPT AND CARE-
FUL ATTENTION.

5 and 7 Ionia Street, - Grand Rapids, Mich.

ORDER A CASE OF

Leader Shorts. Leader Smoking

16c per pound.

15c per pound.

The Best in the World.

CLARK, JEWELL & CO.

See Our Wholesale Quotations else-
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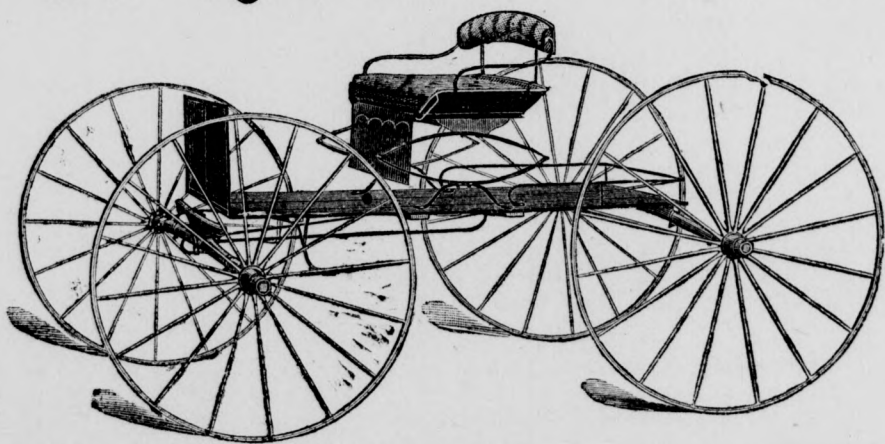
Special Prices in Car Lots.

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

A. B. KNOWLSON,

3 Canal Street, Basement, Grand Rapids, Mich.

W. J. QUAN & CO.'S



BUCKBOARD WAGON!

RETAIL PRICE, \$80,

With 750 Dorothy Cigars at \$60 per 1,000,

And 750 Pansy Blossom Cigars at \$35 per 1,000,

Making 1,500 Cigars in all.

We will give free a New Style Buck-
board Wagon like above cut. The Wagon
is made of the very best material, with
improved springs; handsomely trimmed
and varnished. You get this wagon for a
limited time only, with \$71.25 worth of
Cigars.

W. J. QUAN & CO.

CHICAGO, ILL.

Terms 4 months or 4 per cent. discount for Cash in ten days.

THE LEADING BRANDS OF TOBACCO

Offered in this Market are as follows:

PLUG TOBACCO.

RED FOX	.42
BIG DRIVE	.44
PATROL	.40
JACK RABBIT	.36
SILVER COIN	.42
PANIC	.42
BLACK PRINCE, DARK	.35
BIG STUMP	.36
APPLE JACK	.44

2c less in orders for 100 pounds of any one brand.

FINE CUT.

THE MEIGS FINE CUT, DARK, Plug flavor	.62
STUNNER, DARK	.35
RED BIRD, BRIGHT	.48
OPERA QUEEN, BRIGHT	.40
FRUIT	.32
O SO SWEET	.30

2c less in 6 pail lots.

SMOKING.

ARTHUR'S CHOICE, LONG CUT, BRIGHT	.22
RED FOX, LONG CUT, FOIL	.26
GIPSEY QUEEN, GRANULATED	.26
OLD COMFORT, IN CLOTH	.27
SEAL OF GRAND RAPIDS, IN CLOTH	.24
DIME SMOKER, IN CLOTH	.24

2c less in 100 pound lots.

These brands are sold only by

Arthur Meigs & Co.

Wholesale Grocers,

Who warrant the same to be unequalled. We guar-
antee every pound to be perfect and all right in
every particular. We cordially invite you, when in
the city, to visit our place of business, 77, 79 and
81 South Division Street. It may save you money.

SPRING & COMPANY,

WHOLESALE DEALERS IN

Staple and Fancy

DRY GOODS,

CARPETS,

MATTINGS,

OIL CLOTHS

ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids,

--

Michigan.

OUT AROUND.

News and Gossip Furnished by Our Own Correspondents.

Kalamazoo.

Julius Bader & Co. are now represented on the road by the following travelers: H. C. Kendrick, Southern Michigan and Northern Indiana; E. A. Welch, Central Michigan; J. P. H. Armstrong, the Lake Michigan towns, John Roe, the Upper Peninsula. Mr. Bader now attends to the wants of the city trade himself.

W. C. Davis claims his house to be the pioneer grocery establishment of Kalamazoo, the business having been established by his father thirty-one years ago.

It is claimed by those who are in position to make a careful estimate that the celery crop will be three times as large the coming season as it ever has been heretofore. A competent authority on the subject asserts that last year's crop amounted to about an even 1,000,000 dozen bunches, which netted the grower about 15 cents a dozen on the average, making total net receipts from that source of \$150,000.

"The celery business is in a deplorable condition," said a veteran shipper, "in consequence of the great number of small growers engaged in the culture. They all think they can get along without the help of the shippers, and the consequence is they flood every available market at certain seasons of the year, thus demoralizing prices and bringing the whole business into disrepute through the non-uniformity of the product. The amount of poor celery now shipped from Kalamazoo is sufficient to give the entire industry a bad black eye, unless the practice is stopped."

Newaygo.

Hon. E. L. Gray will shortly erect an office building on the spot previously occupied by him.

Miss Mary Edwards has taken the position of book-keeper for the Newaygo Furniture Co.

S. D. Thompson is painting his store.

Muskegon.

H. Muldoon and Charles Leucus have formed a copartnership and bought the saw and shingle mill on Duck Lake known as the "Muir Mill." They expect to have it in running operation in about ten days. They have also bought a quantity of standing timber, pine and hardwood. The firm will be known as Muldoon & Leucus.

Dr. J. Bedard has purchased the Barcus drug stock, on Pine street, of C. L. Brundage.

Traverse City.

Harry Montague is in Chicago, buying goods for the Mercantile Co.

J. Steinburg is in New York, buying his spring stock of goods.

C. M. Bell has refitted the store lately vacated by Duval & Huemantel and moved in.

J. A. McManus is "outside" after goods for the "Famous."

Capt. Aldrich has been in town, looking after business for the Faxton the coming season.

M. E. Haskell has purchased the legal blank business carried on for a number of years at the Herald office, making his stock the largest north of Grand Rapids.

Otter Lake.

W. E. Cumings has moved into his new brick hotel. Dr. J. W. McMeekin intends removing to West Bay City in a short time.

Otseville.

It is now stated that there is a prospect of a fine brick hotel being erected on the site of the one just burned.

Cadillac.

J. W. Cobbs, of the lumber firm of Cobbs & Mitchell, has returned from his California trip.

F. A. Koegle is adding a bay window to the upper story front of his store, improving its appearance.

Wm. Goodman, the Clare hardware merchant, has been here the past week on a visit to his son, F. H., who has charge of C. & N. E. Railway here.

S. V. Albertson will soon remove his furniture stock to the building recently occupied by Anderson's shoe stock and the store vacated by Albertson will be taken by C. R. Smith, the grocer.

Cadillac has been a disastrous place for the North American Accident Insurance Co., three members now drawing a weekly indemnity.

Jas. C. McAdam, the dry goods merchant, has just returned from a trip to Philadelphia and other points East.

Jno. Parsons has just returned from an extended visit to the British Isles.

Luther.

John Goodman and John Berner, under the firm name of Goodman & Berner, have opened a meat market.

G. A. Osborne, of the firm of Osborne & Hammond, druggists, has been appointed postmaster here. Frank Taylor, book-keeper in the L. C. & Co. store, has been placed at the head of the store.

P. Howell has opened a confectionery store on State street.

Big Rapids.

The M. B. Wiseman grocery stock and fixtures sold for \$245.70, which included \$25 worth of the Dailey stock, which was assigned to Wiseman early in the fall. Wiseman had claimed that he was carrying about \$2,000 in stock and fixtures. Glidden & Marsh are out about sixty dollars and John W. Wiseman is out about \$100 on indorsed paper. M. B. says his wife will soon be doing business at the same location.

Will Harmon left last week with the balance of dry goods stock to locate at Ionia.

J. W. Slawson has his building nearly ready for his agriculture stock.

T. H. Clayton, of Reed City, came within \$150 of buying out Walker & McNaughton furniture undertaking stock last week. The latter are now glad that he did not take them at their offer.

The Hardware Market.

The hardware market has a healthy tone, as the demand seems to be actuated by the actual requirements of consumers. Implements and tools continue to show the greatest activity, while cutlery, shelf goods, builders' hardware and tinners' stock are moving satisfactorily. Heavy hardware is in moderate request. Wagon and carriage hardware shows a small improvement but sells chiefly in light lots. Barber wire is also a trifle more active and is steady. Changes in values have been very few during the week, and of the most part are of no consequence. Tacks are unsettled, but are scarcely as much so as the circumstances might seem to warrant the trade in expecting.

Good Words Unsolicited.

Mrs. J. A. Holmes, grocer, Battle Creek: "Good, live paper."

A. A. Watkins, general dealer, Clarion: "Wish you success."

Frank P. Merrill, druggist, Ithaca: "I like your paper very much."

Wm. Neilan, general dealer, Weldon Creek: "I might get along without it, but don't want to. It is one of the dandies I like."

MISCELLANEOUS.

Advertisements of 25 words or less inserted in this column at the rate of 25 cents per week, or 50 cents for three weeks. Advance payment.

Advertisements directing that answers be sent in care of this office must be accompanied by 25 cents extra, to cover expense of postage, etc.

FOR SALE—Cheap and on terms to suit, store with dwelling attached, in the liveliest manufacturing town of 2,000 population in the State. Splendid opening for grocery or drug store. Only one drug store in the place. Will not rent. For terms, etc., address J. W. Herick, Muskegon, Mich. 155

FOR SALE—General stock, comprising lines of dry goods, groceries, hats and shoes, hardware, drugs, etc. Owner is postmaster, at salary of \$300 per year. Am doing a good paying business, but compelled to close out at sacrifice, on account of ill-health. Address R. B. Jennings, New Troy, Mich. 155

WANTED—To sell a good hotel in a live lumber town. Will exchange for stock of merchandise. It is the only hotel in the place. Address "D," care TRADESMAN. 153

FOR SALE—The font of brevity type formerly used by THE TRADESMAN. The font comprises 222 pounds, with galleys and can be had for 30 cents a pound. Apply at the office.

JUDD & CO., JOBBERS OF SADDLERY HARDWARE And Full Line Winter Goods. 102 CANAL STREET.

HESTER & FOX, Manufacturers' Agents for

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

PLANERS, MATCHERS, MOULDERS AND ALL KINDS OF WOOD-WORKING MACHINERY, SAWS, BELTING AND OILS.

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WHOLESALE PRICE CURRENT.

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

AUGERS AND BITS.

Ives', old style.....dis 60x10
N. H. C. Co.....dis 60x10
Douglases.....dis 60x10
Pierces.....dis 60x10
Snell's.....dis 60x10
Cook's.....dis 60x10
Jennings', genuine.....dis 25
Jennings', imitation.....dis 25

BALANCE.

Spring.....dis 40
Railroad.....dis 13 00
Garden.....dis 33 00

BELLS.

Hand.....dis 60x10x10
Cow.....dis 60x10
Call.....dis 30x15
Gong.....dis 25
Door, Sargent.....dis 60x10

BOLTS.

Stove.....dis 40
Carriage new list.....dis 80
Plow.....dis 30x10
Sleigh Shoe.....dis 75
Wrought Barrel Bolts.....dis 60x10
Cast Barrel Bolts.....dis 60x10
Cast Barrel, brass knobs.....dis 60
Cast Square Spring.....dis 60
Wrought Barrel, brass knobs.....dis 60x10
Wrought Square.....dis 60x10
Wrought Sunk Flush.....dis 60
Wrought Bronze and Plated Knob.....dis 60x10
Ives' Door.....dis 60x10

BRACES.

Barber.....dis 40
Backus.....dis 60x10
Spofford.....dis 50
Am. Ball.....dis net

BUCKETS.

Well, plain.....dis 3 50
Well, swivel.....dis 4 00

BUTTS, CAST.

Cast Loose Pin, figured.....dis 70x10
Cast Loose Pin, Berlin bronzed.....dis 70x10
Cast Loose Joint, genuine bronzed.....dis 60x10
Wrought Narrow, bright fast joint.....dis 60x10
Wrought Loose Pin.....dis 60x5
Wrought Loose Pin, acorn tip.....dis 60x5
Wrought Loose Pin, japanned.....dis 60x5
Wrought Loose Pin, japanned, silver tipped.....dis 60x5
Wrought Table.....dis 10x60
Wrought Inside Blind.....dis 10x60
Wrought Brass.....dis 75
Blind, Clark's.....dis 80x10
Blind, Parker's.....dis 80x10
Blind, Shepard's.....dis 70

CAPS.

Ely's 1-10.....per m \$ 65
Hick's C. F.....dis 60
G. D.....dis 35
Muskett.....dis 60

CATRIGES.

Rim Fire, U. M. C. and Winchester new list 50x10
Rim Fire, United States.....dis 50x10
Central Fire.....dis 50x10

CHISELS.

Socket Firmer.....dis 75x10
Socket Framing.....dis 75x10
Socket Corner.....dis 75x10
Socket Slicks.....dis 75x10
Butcher's Tanged Firmer.....dis 40
Barton's Socket Firmer.....dis 20
Cold.....dis net

COMBS.

Curry, Lawrence's.....dis 40x10
Hotchkiss.....dis 25

COCKS.

Brass, Racking's.....dis 60
Bibb's.....dis 60
Beer.....dis 40x10
Fenns.....dis 60

COPPER.

Planished, 14 oz cut to size.....dis 28
14x12, 14x10, 14x8.....dis 31
Cold Rolled, 14x12 and 14x10.....dis 21
Cold Rolled, 14x8.....dis 19

DRILLS.

Morse's Bit Stock.....dis 40
Taper and Straight Shank.....dis 40
Morse's Taper Shank.....dis 40

ELBOWS.

Com. 4 piece, 6 in.....doz net \$ 85
Corrugated.....dis 20x10
Adjustable.....dis 3x10

EXPANSIVE BITS.

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

FILES—New List.

American File Association List.....dis 55x10
Disston's.....dis 55x10
Nicholson's.....dis 55x10
Heller's.....dis 55x10
Heller's Horse Rasps.....dis 55x10

GALVANIZED IRON.

Nos. 10 to 14.....dis 27 28
List 12.....dis 23 24
List 13.....dis 14 15
Discount, Juniata 50x10, Charcoal 60.

GAUGES.

Stanley Rule and Level Co.'s.....dis 50

HAMMERS.

Maydole & Co.'s.....dis 25
Kip's.....dis 25
Yerkes & Plumb's.....dis 40x10
Mason's Solid Cast Steel.....dis 30 c list 40
Blacksmith's Solid Cast Steel, Hand.....dis 30 c list 40

HANGERS.

Barn Door Kidder Mfg. Co., Wood track 50x10
Champion, anti-friction.....dis 60x10
Gilder, wood track.....dis 40

KIDDER, WOOD TRACK.

Kidder, Clark's, 1, 2, 3.....dis 60
Screw Hook and Strap, to 12 in. 4 1/4 1/4
and longer.....dis 25
Screw Hook and Eye.....dis 10 1/2
Screw Hook and Eye 1/2.....dis 8 1/2
Screw Hook and Eye 3/4.....dis 7 1/2
Screw Hook and Eye 1.....dis 7 1/2
Strap and T.....dis 60

HOLLOW WARE.

Stamped Tin Ware.....dis 25
Anodized Tin Ware.....dis 25
Granite Iron Ware.....dis 25

HOES.

Grub 1.....\$11 00, dis 60
Grub 2.....dis 11 50, dis 60
Grub 3.....dis 12 00, dis 60

KNOBES.

Door, mineral, jap. trimmings.....dis 45
Door, porcelain, jap. trimmings.....dis 45
Door, porcelain, jap. trimmings.....dis 45
Door, porcelain, jap. trimmings.....dis 45
Drawer and Shutter, porcelain.....dis 70
Picture, H. L. Judd & Co.'s.....dis 40x10
Hemacite.....dis 45

LOCKS—New List.

Russell & Irwin Mfg. Co.'s new list.....dis 45
Mallory, Wheeler & Co.'s.....dis 45
Brantford's.....dis 45
Norwalk's.....dis 45

STANLEY RULE AND LEVEL CO.'S.

Coffee, Parkers Co.'s.....dis 40x10
Coffee, P. S. & W. Mfg. Co.'s Malleables.....dis 60
Coffee, Laurens, Perry & Clark's.....dis 60
Coffee, Enterprise.....dis 25

MATTOCKS.

Adze Eye.....\$16 00 dis 60
Hunt Eye.....\$15 00 dis 60
Hunt's.....\$12 50 dis 20 & 10

COMMON, BRASS AND IRON FENCING.

10d to 60d.....dis 3 50
8d and 10d adv.....dis 25
6d and 10d adv.....dis 50
4d and 5d adv.....dis 75
3d advance.....dis 1 50
3d fine advance.....dis 3 00
Clinch nails, adv.....dis 1 75
Finishing 1 10d.....dis 6d 4d
Size—inches 7 2d 1 1/4 1 1/2
Adv. per keg \$1 25 1 50 1 75 2

WHOLESALE CROCKERY, H. LEONARD & SONS, GRAND RAPIDS, MICH.



OIL CANS.

	Per doz.
3-gal. "Good Enough," Tin	12 00
5-gal. " " "	15 00
5-gal. " " Wood Jacket	18 00
10-gal. " " "	24 00
1/2-gal. Glass Can, Tin Jacket	3 00
1-gal. " " "	3 50
1/2-gal. Tin Can	1 00
1-gal. " " "	2 00



Glass Standard Lamps.

	No. 46.
1/2 doz. No. 171 A. Stand Lamps	1 00
1/2 doz. No. 171 B " "	1 40
1/2 doz. No. 191 A " "	1 10
1/2 doz. No. 191 B " "	1 50
1/2 doz. No. 191 C " "	2 25
1/2 doz. No. 191 D " "	2 75
1/2 doz. No. 155 B " "	1 75
1/2 doz. No. 700 Low Hand Lamps	80
1 doz. No. 702 " "	1 35
1/2 doz. No. 85 Footed Hand Lamps	1 35
Package	7 77
Less 10 per cent on \$7 77	7 00
4 1/2 doz. No. 1 Burners	50 25
1 doz. No. 0 " "	45
	10 20

Sold either with or without the Burners.



Fine Glazed Earthenware

Assorted Package	4 77
Package	25
	5 02

A complete stock of AKRON, OHIO STONEWARE constantly on hand. We are agents of Akron Stoneware Association and will make special prices in car lots delivered to any point in Michigan or Indiana.

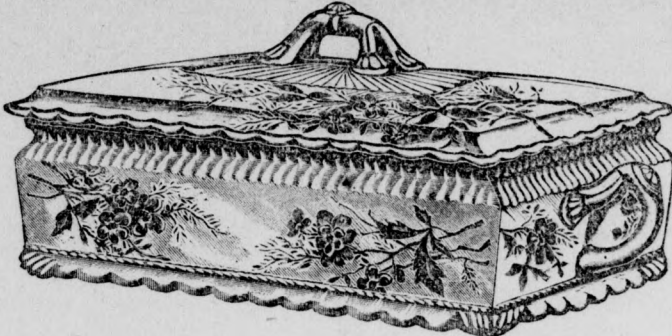


"Burgess & Goddards" White Granite English Ware, "Crown" Shape.

	Diamond X.
4 doz. Plates, Pie	48 1 92
4 doz. " Tea	58 2 32
11 doz. " Breakfast	69 7 59
3 doz. " Dinner	80 2 40
1 doz. " Soup	69 69
6 doz. Fruit Saucers, 4 in.	32 1 92
6 sets Handled Teas	42 5 52
18 sets Unhandled Teas	35 6 30
15 platters 7 in. 8 in. 9 in. 11 in. 12 in.	2 54
16 Bakers 5 in. 6 in. 7 in. 8 in.	1 80
24 Scoops, 5 in. 6 in. 7 in. 8 in.	2 70
2 Covered Dishes, 7 in. 8 in. 9 in. 10 in. 11 in. 12 in.	4 46
1 Sauce Boat, 14 in. 2 Pickle, 14 in.	5 10
4 Covered Butters, 3 in. 4 in. 5 in. 6 in.	3 83
2 Tea Pots, 24 in.	3 40
6 Sugar Bowls, 24 in.	2 87
6 Creamers, 24 in.	1 25
6 Bowls, quarts	1 06
6 " pint and a half	85 42
6 " pint	71 35
24 Pitchers, 6 in. 7 in. 8 in. 9 in. 10 in. 11 in. 12 in.	4 14
4 pair Ewers and Basins, 9 in.	2 69
6 Covered Chambers, 9 in.	2 55
6 Soups, 2 1/2 each; 6 Mugs, .07 each	2 50
Crates	53 55

Lines of Crockery

Carried in Original Packages or Repacked to order: Wedgewood & Co., White Granite; Knowles, Taylor & Knowles, White Granite; T. & H. Boote, Royal Semi Porcelain; Wedgewood & Co., Lustre Band; W. H. Grindley & Co., Decorated Ware; T. & R. Boote, Decorated Ware.



The Square "Windsor" Dinner Ware.

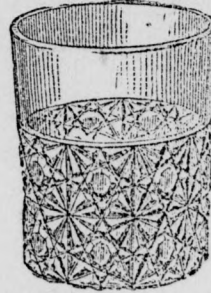
Price-List on Application.

This new decorated pattern is the success of the trade and readily retails at \$48.50 per set of 125 pieces. Positively the handsomest set on the market.

ASSORTED CRATE

"A. Meakins" Lustre Band Decoration "Albion" Square Shape.

	DIAMOND L.
4 doz. Plates, 5 in. or Pie	73 2 92
4 doz. " 6 in. or Tea	89 3 56
10 doz. " 7 in. or Breakfast	1 06 10 00
3 doz. " 8 in. or Dinner	1 12 3 66
6 doz. Fruit Saucers, 4 in.	49 2 94
2 doz. Soup Plates, 7 in.	1 06 2 12
21 Platters, 8 in. 9 in. 10 in. 11 in. 12 in. 14 in.	5 40
12 Bakers, 7 in. 8 in. 9 in.	2 92
24 Scoops, 6 in. 7 in. 8 in. 9 in.	5 25
6 Covered Dishes, 7 in. 8 in. 9 in.	3 90
6 Boats, 2 1/2; 4 Pickles, 1 1/2	1 95
2 Sauce Tureens, complete	9 75
4 Covered Butters, 5 in.	5 85
12 doz. Individual Butters	33 3 96
4 Casseroles, 7 in. 8 in. 9 in.	2 92
3 Tea Pots, 24 in. 5 20; 6 Sugar, 24 in. 4 30	3 49
6 Creams, 24 in.	1 95
18 Bowls, 24 in. 30 in. 36 in.	1 93
24 Pitchers, 6 in. 7 in. 8 in. 9 in. 10 in. 11 in. 12 in.	5 70
3 pairs Ewers and Basins, 9 in.	3 09
3 Covered Chambers, 9 in.	7 80
2 Soups, 4 1/2; 2 Vases, 4 1/2; 6 Mugs, 1 1/2	2 26
24 sets Handled Teas	65 15 60
4 sets Handled Coffees	76 2 50
Crates	97 14



No. 101 Hobnail Tumbler.

One Box Containing	
1 1/2 doz. No. 101, Canary Tumblers	1 1/2
1 1/2 " " Amber	1 1/2
1 1/2 " " Blue	1 1/2
1 1/2 " " Crystal	1 1/2
Total, 6 doz. @ 70	4 20
Box	35
	\$4 55

Plain Table Tumblers.

One Barrel Containing 18 dozen ASSORTED COMMON TUMBLERS.	
4 doz. Plain 1/2 pint.	
4 doz. " " star bottom.	
4 doz. " " " "	
3 doz. Fluted, " "	
3 doz. Panel " "	
18 doz. @ 30c per doz.	5 40
Bbl	35
	\$5 75

Half Gallon Water Pitchers.

25 CENT BARGAINS.	
"Empire," 1 1/2 doz. in bbl.	per doz 1 95
"Patience," Assorted, 1 doz. in bbl.	per doz 2 25
"Owl," Assorted, 1 doz. in bbl.	per doz 2 00

New Glassware for Spring Trade

The "No. 100 Lace" Pattern. Most Graceful and Stylish Shape in America. Sets, Blue Amber or Canary... each 80. Sets, Crystal... each 65. Sauce Plates, any color... doz. 80. Individual Butters, assorted colors... doz. 60. Covered Sauce Bowls, any color... doz. 50. ILLUSTRATIONS MAILED.



TABLE SET

Of 9-D Pattern. Extra Heavy Flint Glass.

ASSORTED CASK NO. 9-D WARE.

1/2 doz. 9-D Sets	3 75	1 87
1/2 doz. 9-D Celeries	1 40	46
1/2 doz. 9-D Pitchers, half gallon	2 25	75
1/2 doz. 9-D Comports, 4 in.	30	60
1/2 doz. 9-D Tumblers	50	1 00
1/2 doz. 9-D Goblets	48	96
1/2 doz. 9-D Comports, 8 in.	1 40	35
1/2 doz. 9-D Salver, 9 in.	2 25	56
1/2 doz. 9-D Salver, 10 in.	2 75	69
1/2 doz. 9-D Pickles	45	23
1/2 doz. 9-D Oval Berry, 8 in.	60	15
1/2 doz. 9-D Oval Berry, 9 in.	80	20
1/2 doz. 9-D Bread Plates	1 50	38
Package	8 20	75
Less 10 per cent. on \$8 20	8 95	82
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Spontaneous Combustion.

Nearly all animal and vegetable oils, in combination with animal or vegetable fibre, will ignite spontaneously under favorable conditions, as will also lamp-black, charcoal and some kinds of bituminous coal. It will thus be seen that where oils are used the danger of fire is imminent, and the only safeguard is to at once burn all oily, greasy or paint rags, waste, sawdust, etc., when no longer needed for use. They should be kept in metal receptacles, and removed from the building every day, and never be left on floors, under benches, etc., over night. Painters' overalls should be hung up in such position as to permit a free circulation of air about them, as they are liable to ignite spontaneously if allowed to lie in heaps on the floors or benches. Mineral or earth oils have not as yet developed this quality of spontaneous combustion, but a due sense of caution would suggest that they be treated with the same rigid care so essential to safety with oils known to possess this quality of self-ignition.

A writer on the subject of fires in wood shops, states that the average time for the more common kinds of wood-working concerns to burn is in eight years, while the average life of iron-working shops is about twenty years. And he cannot see why so many wood-working establishments burn, nor why a planing mill should burn any oftener than any other shop, if proper care is taken to prevent fires. We think he goes a little too far here. A wood shop, once a fire is started, is nearly always doomed, while a machine shop may have a dozen fires started in it and extinguished. The great difference in the nature of the establishments precludes comparison as a fire risk. But the writer alluded to is about right when he says: "With the improved devices for taking away the shavings and dust, a planing mill can be kept as clean as any other shop, and if the machines were brushed off and the vile accumulations of dust and grease scraped off every day, there would be but little danger from that source."

The Salem, Mass., city council committee on public property, says the Lynn Reporter, having reason to believe that the hand grenades distributed in the public buildings were deteriorating, thought it would experiment with some in a school-house basement one day last week. So the committee built up a little fire, and then began to break hand-grenades on it. After throwing twenty-five, the fire still burned briskly, but a handful of snow extinguished it. The Oxford Creamery Co. has been organized and 4,000 shares sold. The building, which is being constructed, is to cost \$800. Chas. Randall is manager, and the company expect to begin operations about the middle of April.

Swore He'd Never Buy Goods in Chicago.

From the Chicago Herald. "It takes nerve to make a sale sometimes," said a Chicago drummer; "a few weeks ago I was out in Northern Michigan and called on a German who handles goods in our line. When I went into his store I asked him how he would like to talk to a Chicago drummer to-day.

"No Shekawy drummer in mine," he exclaimed; "you Shekawy beoples all dam swindlers. I have nodings to do with Shekawy vellers no more already. Von he peat me owut seexty tollar swi wago. I don't vant any goots to-day. I haf swore everything to puy from Grand Rapids some more."

"But I'm not from Chicago," I replied, at once seeing how the wind blowed, "I'm from Grand Rapids, and represent so-and-so," giving him the name of my firm, and running my risks on his recognizing Chicago as our location. "You're right—the man who buys in Chicago must expect to be robbed. They're a regular gang of skimmers there. Let's see, how is your stock of sugar to-day? I can do something nice for you in sugars. We have contracted for the whole output of a big refinery, and can beat Chicago all to pieces on prices."

"Well to make a long story short, I sold him a good bill of goods, shipping them by Grand Rapids and arranging with a friend of mine there in another line of business to see to the waybills and also to look out for our mail, which I told the German to send to his street number. Since selling that bill we have had a number of nice mail orders from him, and have found him good pay, too. In his last letter he said: 'I like to trade mit you Grand Rapids pizniz men. Shekawy vos no goot.'"

A Student of Human Nature.

Stranger (to fellow passenger)—Excuse me, but am I not right in taking you for a professional man?

Fellow passenger—Yes, sir.

Stranger—Thanks. It is not often that I make a mistake in judging my fellow men. Your work is head work altogether, of course?

Fellow passenger—Oh, yes sir, entirely so.

Stranger—Er—lawyer?

Fellow passenger—No, sir; barber.

One of the post traders at a Western fort was buying supplies in Denver the other day, and was asked by the firm how his last consignment of canned tomatoes sold. "Lost money on 'em," was the reply. "How could you? We billed them to you at ten cents per can." "Yes, and my stupid clerk retailed them at \$2 each, when my regular figure has always been \$3. If you can bill me a new lot at about eight cents, and I can work 'em off for \$3.50, perhaps I can make myself whole."

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