

The Michigan Tradesman.

VOL. 1.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, FEBRUARY 27, 1884.

NO. 23.

Hazeltine, Perkins & Co.

ANNOUNCE

NO CHARGE

—FOR BOXING ON—

Miscellaneous

Merchandise

In Future, to Take Effect February 13, 1884.

DRUG STORES FOR SALE.

DRUG STOCK FOR SALE. The F. D. Caulkins stock and business at Pige Lake. Address H. B. Fairchild, Grand Rapids, Mich.

DRUG STORE FOR SALE in Grand Rapids, for \$2,500 or invoice. Owner has other business. Address Hazeltine, Perkins & Co., Wholesale Druggists, Grand Rapids, Mich.

DRUG STORE FOR SALE at Otsego, Mich. \$2,000. Address Hazeltine, Perkins & Co., Wholesale Druggists, Grand Rapids, Mich.

ALBERT COYE & SONS,

—Manufacturers and Jobbers of—

Awnings, Tents,

Horse, Wagon and Stack Covers,
Flags, Banners, Etc.

All Ducks and Stripes Kept Constantly on Hand.

73 Canal Street.

GRAND RAPIDS, MICHIGAN.

Send for Prices.

R. J. KIRKLAND, M. D.,

SPECIALIST IN DISEASES OF THE

Ear, Eye and Throat

WITH DR. JOHNSON & BOISE,

72 Ottawa Street, Corner of Monroe Street,
Office Hours: 9 a. m. to 12 m.; 2 to 5 p. m.

JOHN MOHRHARD,

—WHOLESALE—

Fresh & Salt Meats

109 CANAL STREET,
GRAND RAPIDS, MICHIGAN.

PECK BROTHERS,

129 and 131 Monroe Street,

—WHOLESALE—

DRUGGISTS

Prices in No Instances Higher than those Quoted
in this Paper. Write us for Special Quotations.

F. J. DETTENTHALER

Successor to H. M. Biven,

—WHOLESALE—

OYSTERS

AND CANNED GOODS.

Agent for Farren's Celebrated "F" Brand
Raw Oysters.

117 MONROE STREET,
GRAND RAPIDS, MICH.

STEAM LAUNDRY

43 and 45 Kent Street.

A. K. ALLEN, Proprietor.

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

Orders by Mail and Express promptly at-
tended to.

Announcement.

No more trades! No more pine lands! No
more corner lots! No more speculating for me!
After years of study I shall resume the prac-
tice of medicine, and therefore make this pub-
lic announcement to my many former patients
and to the public generally. I claim to have
no specialties nor to perform miracles, but to the
unfortunate I promise a rational and conscien-
tious treatment, and having faith and confi-
dence in my new and improved treatment and
remedies for all private diseases, I shall make
all such a specialty. Consultation and treat-
ment free to those unable to pay.
Office hours: 9 to 11 a. m., 2 to 4 and 7 to 6 p. m.
DR. G. A. CLEMENT,
No. 40 Fountain Street.
Unquestioned references given if desired.

The Song of the Advertiser.

I am an advertiser great!
In letters bold, and big, and round,
The praises of my wares I sound;
Prosperity is my estate.
The people come,
The people go,
In one continuous,
Sustaining flow.
They buy my goods and come again,
And I'm the happiest of men;
And this the reason I relate:
I am an advertiser great!

There is a shop across the way
Where ne'er is heard a human tread,
Where trade is paralyzed and dead,
With ne'er a customer a day.
The people come,
The people go—
But never there:
They do not know
There's such a shop beneath the skies,
Because he does not advertise:
While I with pleasure contemplate
That I'm an advertiser great.

The secret of my fortune lies
In one small fact, which, I may state,
Too many tradesmen learn too late:
If I have goods I advertise!
The people come,
And people go,
In constant streams—
For people know
That he who has good wares to sell
Will surely advertise them well;
And proudly I reiterate:
I am an advertiser great!

The Advance in Cantharides.

From the Oil, Paint and Drug Reporter.

Probably no other drug has shown so rapid an advance in price in so short a period, as has cantharides. Cantharides is another name for Spanish flies, as some of our readers outside the drug trade may not be aware. We are in doubt as to why the name "Spanish flies" was first applied to it, but it was probably owing to the fact that it was first discovered in Spain. Now, however, it comes from all parts of Europe, that coming from Russia being considered the best, consequently the term "Russian" has been applied by common consent to cantharides of the best quality. There is a cheaper grade in the market, known as Chinese. About two months ago the price of Russian, which had been ruling at about \$1.10, began to advance on advices from abroad of a short crop. It was ascertained later that it was not a short crop which caused the advance, but more particularly an extraordinary demand from America. The stock here was small, and shortly after the news was received, efforts were made to concentrate it. This was not immediately accomplished, however, though the price continued to advance, until now \$2.50 is asked, with the stock very tight, and mostly held by one house, the few lots which have arrived having been all bought up. Chinese have advanced in sympathy with the Russian, and \$2.25 is now asked for a single case, which is all the stock at present available. How high prices will eventually go is a question. The extreme figures above quoted have been ruling for about two weeks, but should an active trade ensue, materially higher prices may be considered among the probabilities. In conclusion it may be remarked that the supply of Chinese has been so short this year, that at no time recently has there been more than one case here, indeed for a short time the market was entirely bare. The extreme figure finally brought a case from an interior market, which was sold almost immediately on its arrival.

The Difference in Boys.

"Yes, there's a heap 'o difference in boys," replied the old man, as he tied up a bag of oats. "There's my son, for instance. Every-body beats him in a boss trade, swindles him on a watch dicker, and leaves him out in the cold when he farms on sheers. He's good-hearted, but there's no business about him. If I had to depend on John, I'd die in the poor house." He wrestled the bag aside, seized another, and continued: "And there was my son Phillip—keen as a razor—eyes wide open, and so smart that no man in New Jersey dared offer him a pair of old boots for a \$300 horse, for fear of being cheated." "Is he dead?" "Yes, he's gone, and that was the sharpest trick of all. He found he'd got the consumption, and what did he do but hunt up a life insurance agent, take out a \$5,000 policy, give his note for the premium, and come home and fall off a load of hay, and run a pitchfork clear through him. Some sons would have hung on and doctored around and wanted currant jelly and chicken soup for eighteen months, but that wasn't Phil. No, sir! He didn't even ask for anything better than a \$20 tombstone, and he said I needn't get that unless the marble-cutter would trade even up for a blind calf."

Patents Issued to Michigan Inventors.

The following patents have lately been issued to Michigan inventors:
Jas. B. Wayne, Detroit, mechanism for driving dynamo-electric machines
Chas. H. Eggleston, Marshall, assignor of one-half to Edward O. Ely, Grand Rapids, button fastener; also button setting machine.
Geo. W. Bloodgood, Wyandotte, fastening railway rails to metallic ties.
Geo. W. Smith, Milford, damper regulator.
Phillip H. Kells, Adrian, tie machine.
Ella Whaples, Jackson, attachment for dresses.
John C. Bloom, Kalamazoo, assignor to Hiram B. Miller, drive chain.
Daniel L. Johnson, Kalamazoo, process for exterminating ground-burrowing animals.
T. C. Evans, Ludington, horseshoe.

The beauties of a paper currency with an inadequate basis of coin are illustrated by the following announcement in a recent number of the Buenos Ayres Herald: "Price for this edition, \$6 gold a year, or \$150 currency, foreign postage extra."

THE GROWLER.

The Worst Enemy to a Revival of Prosperity.

Nature holds the universe in poise by playing dangerous forces against each other, and when one force fails the other begets havoc. The same is no less true in trade. The growlers and the visionaries meet half way, and their equal combating influence gives the health-flush to commerce. The cool judgment is neither that of an optimist nor a pessimist, but a blending of the two. When one fails misfortune falls. Unfortunately the visionary is of milder temper than the growler, and yields more easily. More unfortunately still, the growlers have been in the preponderance of late in all branches of trade. Confidence, or the lack of it, is the outgrowth of innate consciousness of fallibility, a consciousness so powerful that it fails to perceive that others are also fallible in a greater or less degree. The pessimist is always loud-mouthed and peripatetic. He gets in the high places and high-ways and bawls ruin in every man's face. He is strong-lunged and makes a great din. Like the visionary, he is open to conviction, but like the Scotchman, he would like to see the man that could convince him. The matter of confidence is like the tide—never stationary, always ebbing or flowing. The growler and the visionary are alike always positive, the former a little the more so. Both are equally dangerous. The merchant or manufacturer meets one of these horned cattle, and no matter how much superior his own judgment may be and how firm his convictions as to the present and future of business, he more or less consciously takes in, under an unconscious protest, something of the feeling the growler promulgates. He meets another and another. Conscious fallibility says: "Maybe, after all, these fellows know something that I do not." So it goes. He loses buoyancy little by little. The change in him, and the outcry of the growlers, influence others who in time yet react on others. Every pebble cast at confidence, like one dropped in the sea, begets wavelets that expand over the whole surface of trade, each adding to the waves that lash themselves into a storm. It is never necessary that the lack of confidence should be based on judgment or foresight. As a fact, it never is. It is the weakness of human nature—the hysteria of trade. Look abroad to-day. Consider fairly all the elements that enter into our trade. What has begotten and fosters the general depression? Nothing but lack of confidence. Where does the cause lie? In the national relations with the world? They were never more advantageous—more at rest. In our foreign commerce? Notwithstanding some restrictions it is bigger than ever. In the fallacy of the balance of the trade? It is enormously in our favor. In the material growth and development of our country? These are unprecedented, even in our own history. Shall we seek it in diminished population? We have increased as rapidly as ever. Have our mines failed? Has our currency depreciated? To all these questions the answers are most positively in the negative. Why then is our trade depressed? Over-production has been given as the cause, yet it is an indisputable fact that stocks in almost all lines of goods are comparatively lighter than for many years. Not only this but production has been largely curtailed. To finance the fault cannot be attributed. Our banks are burdened with a plethora of funds. The investment of these funds, lack of confidence forbids, yet money is pouring into new enterprises at a galloping gate. Imposed upon by the visionists for a period, men rushed into speculation, fostered all manner of inflation. The reaction came. Legitimate trade always suffers for the crimes of illegitimate speculation. The growlers got on top—howled their reign of panic in everyone's ears. A wise, cool look into the possibilities was not taken, and, frightened, each one contributed to the general shrinkage and inactivity. What are the facts? More goods have gone into consumption in the last year than in any previous one. The aggregate volume of transactions has been bigger. Not in money value possibly, but in actual goods handled. Prices have declined, and profits have been very close. Weak concerns have been weeded out, and the result is a healthful condition in almost all lines of trade, which is steadily and inevitably improving, and in which, happily, there are no indications of a "boom," with its disastrous consequences. Indications all point to a fair year, and confidence is slowly but surely returning. Encouragement is shown in every direction, and brighter skies are showing themselves. True, the growler is still here. He butts with all his might against reviving prosperity. He is like the bull who charged at the locomotive. We admire his pluck, but deplore his lack of discretion.

In Brazil, where the inhabitants take coffee many times a day, alcoholism is unknown. Immigrants gradually contract a fondness for coffee, and their children fall into the habit, and never contract a love for liquors that are so fatal in other countries. The number of cafes in the large cities is enormous, while the drinking saloons are very few.

Adulteration of Food.

One important subject which should receive the especial attention of grocersmen throughout the entire country is that of the adulteration of food. Fortunately for the human race, meats and vegetables can yet be procured as nature made them, but food that undergoes the manipulation of human hands and machinery has become of the most dubious character.

The only remedy for this great and growing evil is a stringent law against adulteration and the establishment of State or national chemical laboratories for the analysis of suspected food. The voice of one grocer or a dozen or a hundred will avail nothing, but concerted action will accomplish wonders.

The following extract from an old exchange is as true to-day as when published and is worthy the consideration of every honest grocer in the land, both wholesale and retail:

Glucose is used in a hundred ways, especially in honey and sugars. White earth—of which many thousand dollars' worth are imported each year—is widely employed in adulteration on account of its cheapness and the ease with which it may be made to assume the appearance of many common articles of food. The cream of tartar which the average housekeeper buys nowadays is from 50 to 75 per cent white earth. It is notorious that most baking powders are made with alum. The chances are rather more than two to one that your baker's loaf, wherever bought, contains alum. The infamy of adulteration reaches its lowest depths in bread-making, for it is an article which is found on every table, and the poorer classes are compelled to depend upon the baker for their supply, while the daily consumption of bread containing alum has a most disastrous effect upon the health. Oatmeal is adulterated with the innoxious outer husk of oats and barley. Mustard is mixed with flour and other substances, and often is not mustard at all. Cornmeal is mixed with wheat flour. Tea is made from leaves of various kinds, "faced" with such inviting drugs as prussic acid, Prussian blue, and chromate of lead. Coffee is sometimes made of baked liver and mahogany sawdust. Spent tea and coffee both are largely sold, after having been "faced" or polished. The eater of pickles takes into his system sugar of lead, verdigris, sulphuric acid, white vitrol, chromium and alum. Candies, as everybody knows, are largely made of white earth and glucose, with a tinge of arsenical coloring matter. Chloride of tin, glucose, white earth, and a half dozen of other things enter into the composition of sugar. The treatment to which milk is subjected is too well known to require more than a passing allusion. When the milkman refrains from diluting the contents of his cans with chalk and water he commonly abstracts the cream, and gives his customers skimmed milk at eight cents a quart.

There is hardly an article of food which the house-keeper can buy with any confidence in its purity and wholesomeness. Tradesmen's guarantees and recommendations are worth nothing at all. Even "old-established houses" sell adulterated goods and knowingly grow rich in an infamous traffic. It has been well said that in the wilful adulteration of food and medicine man appears in his meanest aspect. If the human conscience will not prevent man from poisoning his brother man in his bread, his beer, his sugar, and his milk, that too feeble faculty ought to be reinforced by stringent laws.

He Wanted the Worst.

"Can you tell me where I can find a quack doctor?" breathlessly asked a young man to a friend on the street.
"Dr. B—is looked upon as a quack. You will find him at his office, I think."
"Are you sure he doesn't know anything about medicine? I want the worst physician in the city."
"Yes, he is the worst in the country. But what in the world do you want of such a man?"
"My rich uncle has just been taken sick and I am his sole heir."

A man who is a thorough master of a trade carries his capital in his head. He is independent, and should be self-reliant, as his services will always be in requisition, unless, perchance, he has drifted into some portion of the world where trade and manufactures are in a state of decadence. It may be an excellent thing to endow a youth with a splendid education, but often we find such young men failures in a business way. But there is no excuse for a first-class mechanic or engineer ever being found in an unfortunate plight. The man possessing a good scientific or mechanical education who cannot make his way successfully through life must be composed of very poor material.
"Then, if I understand you," said a merchant to a customer, "you do not intend to pay me the amount you owe?" "Your understanding is correct, Cap'n." "And yet you call yourself an honest man, do you?" "Yes, sir; if I were not honest I would tell you that I intend to pay; but being honest I do not wish to deceive you."
Tobacco raising in North Carolina beats gold mining. A Warrentown farmer refused \$1,000 for his crop on seven acres.

What Part of a Train is Safest.

Four men hidden in the smoke cloud of a smoking box of a parlor car on the G. R. & I. spent an hour discussing which part of a car is the safest to ride in. They finally agreed to leave it to the conductor.

"Middle of middle car, right hand side," is what the authority replied.

The rapidity with which he spoke and the mechanical way in which he made the reply, led one of the men to halt him as he was passing on and ask him to explain himself.

"Why," said he, "everybody asks me that same question, and I am so used to answering it that I've got it down to the fewest words possible. I shouldn't wonder if you were to ask me that when I am asleep if I wouldn't answer it without waking up. The middle car of a train is the safest, because it is furthest removed from a collision either in front or behind. Even if the engine plunged into an open drawbridge it might not take more than a car or two with it. Couplings would be likely to break, you know. Always sit in the middle of a car, because when cars telescope they are apt not to telescope many feet. As you can't tell which end will telescope, and as both ends may telescope, take to the middle. Whatever car you go in, sit on the right hand side of the car, which is to say, the side furthest from the other track, because it sometimes happens that freight projects too far beyond a flat car and rips the windows out of passing trains."

"Do railroad men observe all these precautions when they ride?"

"They take no precaution at all. Those that I have mentioned are sensible, but you can't always sit where you like, and there are plenty of people unlucky enough to be killed wherever they sit. Railroad men never consider the possibility of accidents. They could not be railroad men if they did."

Don't.

Don't go into the grocery business unless you understand it.
Don't enter it anyhow unless you have sufficient capital and experience to swing the business.
Don't let the business swing you; the swing might break.
Don't fail to get, in your partner, a man whom you know and can trust.
Don't fail to select a good location in a live town.
Don't fail to buy in that market where you can buy to the best advantage.
Don't overstock; buy light until you know what your trade demands.
Don't fail to discount your bills.
Don't neglect to count, weigh, gauge and measure everything you buy.
Don't buy a lot of goods you can never sell because the price is low.
Don't fail to display goods to the very best advantage.
Don't fail to do a little judicious advertising, to let the people know you are in business.

Don't be a dead merchant; people hate to buy goods that have been handled by a corpse.
Don't deceive your customers by selling them goods that are not just what you claim for them.
Don't sell them antiquated butter and antediluvian eggs.

Don't fail to make your customers your friends; keep candy for the babies.
Don't fail to make entries of sales in your sales book; if the store is afire—charge! charge and run!

Don't fail to be sharp and prompt in making collections.
Don't fail to keep track of your own books and cash account.
Don't fail to keep your scales right, and to give fair weight; no more, no less.
Don't keep around you any saucy, unobedient or untidy assistants.

Don't fail to keep your store and your stock of goods bright and clean.
Don't fail to keep your windows clean, so that the dear public can stand out and look in, and be tempted to come in and look out—and buy.
Don't let the cat sleep in the sugar barrel; some customers hesitate about buying that kind of sugar.

Don't let tobacco quids lie around on the floor, that a customer may stumble over and break a leg.
Don't smoke or eat around the store when waiting on customers.

Don't fail to keep well informed as to where, when, what or how to buy.
Don't fail, for the sake of \$1, to keep posted as to all things of interest to the trade; therefore
Don't fail to subscribe for THE MICHIGAN TRADESMAN.

"Well," remarked a young M. D., "I suppose the next thing will be to hunt out a good situation, and then wait for something to do, like Patience on a monument." "Yes," said a bystander, "and it won't be long after you do a bygone before the monument will be on the patients."

A pedagogue complimenting one of his little pupils on his deportment, observed: "You are a good boy; your mother must have taken pains to raise you." "Yes, it was quite painful," said the pupil; "she raised a blister every time."

South Water Street Honesty.

Speaking of that paradise for produce and commission dealers, South Water street, Chicago, a Canal street merchant recently asked of THE TRADESMAN'S cabbage reporter, "Did you ever hear how Horace Tompkins sold one or those fellows a carload of cabbages?"

The reporter confessed ignorance on the subject, and the merchant continued:

"You see Horace owns a cabbage farm up near the D. & M. crossing, and frequently has more kraut fruit than he can conveniently handle. A year or two ago he wrote to a leading commission house on South Water street, soliciting an order for a carload of cabbages, and was informed that as there was a scarcity of the article on the market, eight cents a head could probably be realized. He forthwith consigned a carload, purchasing about \$20 worth to complete the car. Unfortunately for himself, he did not accompany the consignment to Chicago, but trusted to the honesty of the dealer. As a consequence, he received a check for \$80, when he should have been allowed at least \$500. After figuring up his freight, cartage, and the amount paid for the cabbage he bought, he found he had just enough left to buy seed for another year. He does not sell to Chicago dealers any more, and if you should ever want to get him boiling, just mention the fact that South Water street is a good market for cabbage."

Won't Fail Again, if He Can Help It.

A Northern merchant recently met an acquaintance, and after some general remarks, the latter said: "I hear that you have failed?"

"Yes, I went by the board."
"Very bad?"
"Yes, pretty bad."
"Outside speculation, I suppose?"
"Partly."

"Creditors willing to give you a chance to recover?"
"Yes."
"Glad of it. I suppose you'll soon be all right?"
"Yes; I tell you what, it is a very disagreeable business. I had to plead family extravagance, and my wife, who hadn't had a new dress for six months, was as mad as a hop. I proved that I had given too much to the church, and the minister called, and raked me over the coals. I had a clerk abscond with a lot of cash, and the creditors made me own up that he was my brother. I supposed that I had lost five hundred dollars by a fire, but they figured that I was one hundred dollars ahead. I figured on having enough to pay thirty cents on the dollar, but somehow they got hold of enough to pay ninety-eight, and put all the costs on me. I lost four weeks of trade on top of this, and I'm feeling awful blue. It hardly pays to fail, unless you've got a partner to bluff creditors."

The Corset Must Go.

From the Cincinnati Herald.
Hebe told me, with a sadness in her charming voice that she was collapsing. Hebe is a relative of mine, a mother of a family, and a sensible woman of the world. She always had a pretty wit, and I smiled in echo. But she said I was thick-headed not to see she was in earnest, and immediately I gave her my attention. "I said collapsing, and I meant it," quoth she. "Women who have used the meretricious corset for so many years as I have, collapse. No! They do not become round-shouldered, but they just sink down by a weakening of the muscles that support the frame. Stays do the work by falsely supporting the frame and refusing the natural strength that would have gone to those muscles had they been allowed to develop. We must throw these vile compounds of duck and whalebone or silk and steel away in the end, and I received an idea from the Jersey which I shall urge upon suffering womanhood as their substitute. My plan is to substitute an elastic band for corsets, and I am confident it will be a successful substitution." I write of this without permission from Hebe, but shall find a return for the rating I shall receive if it drives the corset out of a dozen houses. It is not calculated to improve the form, but has become a false standard by long use and suffering.

Any housekeeper can prove the honesty of her grocer, or his butter, by melting it. Pure butter melted produces a pure, limpid, golden oil, and it retains the butter flavor. Melt oleomargarine and the oil smells like tallow, and a seam rises to the surface. Butterine is a mixture of dairy butter and fats. Melt that and the butter oil will rise to the top. Pour this off and you will find the fats at the bottom, whitish in color and giving off a disagreeable smell.

The sale of small articles is not to be despised. A box of matches, costing a cent, but sold at two, seems a petty transaction, but it is 100 per cent. profit on the capital invested. The same is true of other articles. It is not the bulk or quantity sold that renders profits large, but the articles, their quality, and the prices obtained as compared with the cost.

The man who married a girl because she "struck his fancy" says she strikes him anywhere that comes handy now.

Boralmine—Buy it and try it.

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.

NEWSPAPER DECISIONS--THE LAW.

1. Any person who takes a paper regularly from the post-office--whether directed to his name or another's, and whether he has subscribed or not--is responsible for the payment.

RETIREMENT OF THE TRADE DOLLAR.

The recommendation that trade dollars be exchangeable for two years for standard dollars and made a tender for government dues, and that they be received into standard dollars, the bullion contained in them being counted as a part of the monthly purchase of silver required by the provisions of the Bland bill, is probably the best measure that could be expected of the present Congress, and much better than the composition of the Committee on Coinage has led the public to fear and expect.

The weekly list of failures continues unpleasantly large in number, though comparatively small in amount of liabilities. The clearing out of so many weak firms must necessarily have a good effect on the business of the remainder, though temporary embarrassments may arise from sales of bankrupt stocks.

The tendency of the iron, cotton and woolen markets are stronger, and the consumptive demands are fast catching up to the production. The lowest point has evidently been passed, and the progress in future will be in the line of improvement all around.

A Northern dealer writes: "After 10 years of observation and attention to markets, I do not hesitate to pronounce your quotations in their entirety the fullest, fairest and most satisfactory, and see little room for improvement in that department of your paper."

The recent curtailment in the production of cotton goods has been followed by a small advance in the price of unbleached cotton by the New York and Boston agents for a number of the New England mills. It is contended by some of the largest commission houses that ninety days of good trade, with the present output, would clear the markets of what now appears to be an excessive supply.

Good Words Unsolicited.

Stebbins & Hoyle, druggists, Lawrence: "It is just what we want."

Sid. V. Bullock, with J. B. Quick, druggist, Howard City: "Find it very interesting. Can't live without it."

R. E. Young, with M. Palmer, general dealer, Mackinaw City: "A very useful, instructive and amusing paper. I show it and recommend it to every tradesman I see."

A. Shook, general dealer, Coral: "THE TRADESMAN is just what I want. I could not think of doing without it. Any dealer who thinks he can is wanting in good judgment."

J. R. Odell, druggist, Fremont: "It is only of late that I have taken notice of the paper, having so many. On examination, however, I find it to be an interesting sheet and am much pleased with it."

F. C. Selby, general dealer, Volney: "We have learned to look for and welcome the visits of THE TRADESMAN. Believe it to be not only a pleasant visitor but a profitable one. Success to THE TRADESMAN."

Literary News and Gossip.

One of the best periodicals of the kind in this country is The American, a political, scientific, financial and literary weekly, published at Philadelphia. Although combining so many features, all are handled ably and effectively.

The Art Interchange improves with each issue. We look upon it as one of the very best of the Art journals, and find much in its pages for study and profit. To all interested in art matters, it is worth three times its subscription price.

TIME TABLES.

CENTRAL STANDARD TIME.

Michigan Central--Grand Rapids Division.

Table with columns for DEPART, ARRIVE, and times for various routes including Detroit Express, Day Express, New York Fast Line, Atlantic Express, Pacific Express, Local Passenger, Mail, Grand Rapids Express, and Daily except Sunday.

Detroit, Grand Haven & Milwaukee.

Table with columns for GOING EAST, GOING WEST, and times for routes including Steamboat Express, Through Mail, Evening Express, Atlantic Express, Mixed with coach, Morning Express, Through Mail, Steamboat Express, Mixed, Night Express, and Daily, Sundays excepted.

Grand Rapids & Indiana.

Table with columns for GOING NORTH, GOING SOUTH, and times for routes including Cincinnati & G. Rapids Ex., Cincinnati & Mackinac Ex., Ft. Wayne & Mackinac Ex., G'd Rapids & Cadillac Ac., G. Rapids & Cincinnati Ex., Mackinac & Cincinnati Ex., Mackinac & Ft. Wayne Ex., Cadillac & G'd Rapids Ac.

SLEEPING CAR ARRANGEMENTS.

North--Train leaving at 4:45 o'clock p. m. has Woodruff Sleeping Cars for Petoskey and Mackinac City. Train leaving at 9:50 a. m. has combined Sleeping and Chair Car for Mackinac City.

Chicago & West Michigan.

Table with columns for Arrives, Leaves, and times for routes including Mail, Day Express, Night Express, Daily, and Pullman Sleeping Cars on all night trains.

NEWAYGO DIVISION.

Table with columns for Arrives, Leaves, and times for routes including Mixed, Express, and Pullman Sleeping Cars on all night trains.

Advertisement for PUTNAM & BROOKS featuring Candy, Oranges, Lemons, Nuts, and Peanuts with descriptions of their products and quality.

F. J. LAMB & COMPANY,

WHOLESALE DEALERS IN--

Butter, Cheese, Eggs,

Apples, Onions, Potatoes, Beans, Etc.

NO. 8 IONIA STREET,

GRAND RAPIDS, - MICHIGAN.

A. B. KNOWLSON,

WHOLESALE DEALER IN--

AKRON SEWER PIPE,

Fire Brick and Clay, Cement, Stucco,

LIME, HAIR, COAL and WOOD.

ESTIMATES CHEERFULLY FURNISHED.

Office--7 Canal Street, Sweet's Hotel Block, Yards--Goodrich Street, Near Michigan Central Freight House.

BARLOW BROTHERS,

BOOKBINDERS,

Blank Book Manufacturers

PAPER BOX MAKERS,

91 Pearl St., Houseman Block.

Send for Catalogue and Prices-- First Class Work Always.

Advertisement for JENNINGS & SMITH, PROPRIETORS OF ARCTIC MANUFACTURING CO., featuring JENNINGS' FLAVORING EXTRACTS and DRUGGISTS & GROCERS' SPECIALTIES.

SPECIAL NOTICE TO

Dealers in Crockery and Glassware

Having finished our inventory, we have resolved to offer a large amount of our Crockery, Glassware, Lamps, Trimmings and Miscellaneous Goods at a Great Sacrifice to close out patterns and lines of goods that we do not intend to buy hereafter.

Here are positive bargains.

H. LEONARD & SONS,

JOBBERS OF Crockery, Glassware, Stoneware,

Lamps, Chandeliers and Pendants.

Buy "Our Own" Brand of Lamp Chimneys; if good ones are wanted. Note the Special Prices we quote in another column.

16 Monroe St., Grand Rapids, Michigan.

THE DEAREST TOBACCO

Is a Poor, Common or Low-Priced Article, As It Gives Neither Pleasure Nor Satisfaction.

THE PUBLIC IS NOT SLOW TO LEARN THIS FACT

WHENEVER IT DISCOVERS AN ARTICLE THAT COMMENDS ITSELF TO THE TASTE AND OTHER SENSES.

THE REMARKABLE SALE OF--

LORILLARD'S PLUG TOBACCOS

Is Ample Evidence of This. This Concern will Sell over 20,000,000 Pounds of their Favorite Brands this Year; or About

One-Fourth of All the Plug Tobacco Used in this Country!

AND AS THERE ARE BETWEEN 800 AND 900 OTHER FACTORIES IN THE U. S., IT FOLLOWS THAT THEIR GOODS MUST GIVE

Better Satisfaction or Represent Better Value for the Money

THAN THE BRANDS OF OTHER MAKERS.

"CLIMAX," with Red Tin Tag, is their Best Brand.

SPRINC & COMPANY

WHOLESALE DEALERS IN--

FANCY AND

STAPLE DRY GOODS

CARPETS,

MATTINGS,

OIL CLOTHS,

ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids, Michigan.

Dry Goods.

Groceries.

Drugs & Medicines

Table of Dry Goods including items like Pepperell, Pequot, and various fabrics with prices.

Table of Groceries including items like Flour, Sugar, Coffee, and various oils with prices.

Table of Miscellaneous Goods including items like Tea, Coffee, and various household items with prices.

Table of Drugs & Medicines including items like Opium, Balm, and various medicinal products with prices.

Table of Provisions including items like Pork, Beef, and various meats with prices.

Table of Miscellaneous Provisions including items like Flour, Sugar, and various food items with prices.

Table of Coal and Building Materials including items like Anthracite, Bituminous, and various building supplies with prices.

The Largest House, and Only General Jobbing House of the Kind in Michigan.



EATON, LYON & ALLEN

20 and 22 Monroe Street.

GRAND RAPIDS, MICHIGAN.

Respectfully announce to the Trade that they are better than ever prepared to supply all requirements in the line of

BOOKS AND STATIONERY

As their facilities are unsurpassed, and their stock will be kept in such condition as will give entire satisfaction, both in the line of staples and novelties.

ALABASTINE



Alabastine is the first and only preparation made from calcined gypsum rock, for application to walls with a brush, and is fully covered by our several patents and perfected by many years of experiments.

FOR SALE BY ALL Paint Dealers.

MANUFACTURED BY THE ALABASTINE COMPANY M. B. CHURCH, Manager.

WESTFIELD WHIPS

L. H. BEALS & CO., MANUFACTURERS.

OFFICE AND SALESROOM NO. 4 PEARL STREET, GRAND RAPIDS, MICH.

G. ROYS & CO., Gen'l Agents. A. A. CRIPPEN,

Hats, Caps and Furs

54 MONROE STREET, GRAND RAPIDS, MICHIGAN.

We carry a Large Stock, and Guarantee Prices as Low as Chicago and Detroit.

A. H. FOWLE, PAINTER AND DECORATOR,

AND DEALER IN Artists' Materials! FINE WALL PAPERS AND ROOM MOULDINGS,

WINDOW SHADES, PAINTS, OILS, AND

Glass, Plain and Ornamental 37 IONIA STREET, SOUTH OF MONROE.

PENCIL PORTRAITS—NO. 2.

James Fox, One of the Oldest Grocers in the City.

James Fox—better known as "Jim"—was born in Zealand, Holland, March 21, 1851, and came to this city with his parents five years later.

Mr. Fox's personal characteristics are almost too well known to admit of reiteration. He is a man of strong likes and dislikes, with a hearty admiration for frankness and bluntness of speech, and a hatred of cant and ceremony of all kinds.

On the Basel—J. A. Crookston, A. C. Sharp.

Late Business Changes. The following business changes, failures, embarrasments, etc., occurring up to the hour of going to press, are furnished THE TRADESMAN by the mercantile agencies:

- Boyer City—J. C. McPhelin, hardware, sold out. Custer—E. J. Bean, general store, sold out to Chester McAllister.

Chattel Mortgages. Grand Rapids—E. T. McClure, restaurant and saloon, \$1,786.45; Mrs. M. C. Kimball, milliner, \$1,840; E. B. Scott, drugs, \$1,000; John Adrian, brewer, \$1,671.

Delinquent Debtors. PETOSKEY. Wilcox & Wilde write: We are well pleased with your paper here and think the "Dead Beat" feature will fill a long-felt want.

Spaulding & Thayer report: We are very glad to be among the first to contribute to the "Dead-Beat" list; for we have been "bitten" in small amounts by a good many.

C. S. Edwards, drugs and groceries, Manacelona: "Am glad to note the success of THE TRADESMAN. You certainly have a bonanza, for it is growing rapidly and is supplying a long-felt want."

Use Boralumine if you want good work.

Closed on Chattel Mortgage.

In the summer of 1882, John Luyendyk disposed of his interest in the grocery business of John Luyendyk & Co., on the corner of Fourth and Stocking streets, to his partner, Nicholas Okker, taking a mortgage back for \$500.

Country Produce.

Apples—In fair demand at \$3.75@\$4 for Russets and Baldwins. Extra fancy, \$5. Beets—Choice find ready sale at \$2.75 @ bbl.

Barley—Choice \$1.30 100 lbs. Cheese—Full cream is very firm, selling for 14@14 1/2 c; skim is active at 10@11c. Celery—Winter stock is scarce and has advanced to 45c @ doz.

Wheat—Local dealers are paying \$2@88c @ bu. for No. 2 and 92@95c for No. 1.

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

- B. H. Rose, Mantion. Wm. Parks, Alpine. C. E. Kellogg, Grandville. C. B. Moon & Co., Cedar Springs.

John de Jough, Grand Haven. J. S. Toland, Ross. A. & L. M. Wolf, Hudsonville.

Boralumine—Handsome as well as substantial.

Weekly Payment of Wages.

The American people seem to be afflicted with a mania for legislating upon everything. In following this bent they sometimes touch upon matters which, however good the object of the legislation may be, would be better left to their own working out.

M. C. Russell has secured the agency for Grand Rapids and Western Michigan of the celebrated Sand Refined Cider, a very choice article, which he is prepared to furnish to dealers at \$6.75 per barrel.

Boralumine is the best and cheapest finish for walls.

Decorate your homes with Boralumine.

CARPETS AND CARPETINGS.

Sprung & Company quote as follows: TAPESTRY BRUSSELS.

Roxbury tapestry @ 90. Smith's 10 wire @ 90. Smith's extra @ 85.

Hartford 3-ply @ 1.00. Lowell 3-ply @ 1.00. Higgins' 3-ply @ 1.00.

Best all rattan, plain @ 62 1/2. Napier A @ 50. Napier B @ 40.

Green @ 7 1/2. Part cured @ 7. Full cured @ 8. Dry hides and kips @ 8 @ 12.

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Crockery Etc.

H. Leonard & Sons quote as follows: ONE CRATE WHITE GRANITE WARE.

Table listing various crockery items like plates, bowls, and cups with their prices.

ASSORTED PACKAGE GLASS SETS—NO. 35.

Table listing glass sets and their prices.

CHANDLILLERS. No 50 2 light for store comp. etc with 7 inch shades, each..... 1 75

LAMP BURNERS. No 1 do do..... 90. No 2 do do..... 1 00.

GLASSWARE. Heavy Figured "Horseshoe" Pattern. Sets, 7 dozen..... \$3 00.

GLASS OIL CANS. "Queen" or "Daisy." No charge for box. 1/2 gal per doz..... 3 50.

TUBULAR LANTERNS. No 0 New wire lift for lighting, per doz..... 8 50.

LAMP CHIMNEYS. Anchor, Star or Diamond brand, which means Second Quality.

NO. 0 Sun @ box..... 1 90. No 1 do..... 2 00.

H. L. & S. brand, First Quality Annular. No 0 Sun @ box..... 2 10.

NO. 1 do..... 2 25. No 2 do..... 2 35.

OYSTERS. F. J. Dettenthaler quotes as follows: New York Counts, per can..... 40.

Extra Selects..... 35. Plain Selects..... 28.

H. M. B. F..... 21. Favorite F..... 16.

Prime..... 16. XXX..... 15.

New York Counts, per gallon..... 62 50. Selects, per gallon..... 1 75@2 00.

Standards..... 1 00@1 15. Can prices above are for cases and half cases.

C. S. YALE & BRO.,

Manufacturers of— FLAVORING EXTRACTS!

BAKING POWDERS, BLUINGS, ETC.,

40 and 42 South Division St., GRAND RAPIDS, MICH.

YALE BAKING POWDER

For an Excellent Chew, All White Burley filler, Very Soft and Sweet, Use

DUCK TOBACCO

Look Out for a Tag in the Tobacco Calling for One of Thomas' Alarm Clocks.

—FOR SALE BY—

Rice & Moore, H. Schneider & Co., and John Caulfield.

See THE TRADESMAN for Price List.

LATEST Stan'd Quotations

JOHN CAULFIELD Wholesale Grocer

85, 87 and 89 Canal Street

All in a Nutshell

The best goods for the least money can be had only at such places where expenses are in proportion to the amount of business done and this is where THE OLD RELIABLE has the advantage over competitors.

Choice Butter, Cheese, Mince Meat, Jellies, Buckwheat Flour, Maple Syrup, Dried Peaches, Apples, Blackberries, Huckleberries.

—HEADQUARTERS FOR— Choice Butter, Cheese, Mince Meat, Jellies, Buckwheat Flour, Maple Syrup, Dried Peaches, Apples, Blackberries, Huckleberries.

SUGARS.

Cut Leaf Cubes..... 8 1/2. Powdered Standard..... 8 1/2.

Granulated Standard..... 8. Standard Confectioners' A..... 7 1/2.

Standard A..... 7 1/2. Extra White C..... 7.

Extra Bright C..... 6 1/2@6 3/4. Extra C..... 6 1/2@6 3/4.

Yellow C..... 6 1/2@6 3/4.

CANNED GOODS

Are still the absorbing question. Our friends are taking them liberally at our close figures and making LEADERS. Remember gallon apples will surely go higher. We continue our

CLOSING OUT SALE

for the Next Thirty Days. 3,000 Cases Canned Goods of Staple and Standard Brands, 1885 packing, quality guaranteed.

JOB BACON'S TOMATOES Have the Highest Endorsement of the best dealers in the country.

3 lb Job Bacon's Tomatoes, Standard..... 1 10. 3 lb Smith & Wicks' Tomatoes..... 1 00.

2 lb Sweet Corn, Erie..... 1 12 1/2. 2 lb Sweet Corn, Mitchell's..... 1 10.

2 lb Sweet Corn, Fredonia..... 1 00. 2 lb Corn, F. & D.'s..... 80.

2 lb Peas, Extra Early..... 85. 2 lb Peas, Platts' Erie..... 1 10.

2 lb Peas, VanCamp's..... 1 00. 2 lb Peas, Ex. F. V. Canning Co..... 1 20.

2 lb Lima Beans, Standard..... 85. 2 lb Lima Beans, Extra..... 1 00.

2 lb String Beans, Shawnee, white wax..... 90. 3 lb Climax Pumpkin, Standard..... 1 20.

2 lb Succotash, Standard..... 90. 2 lb Succotash, Yarmouth..... 1 45.

3 lb Boston Baked Beans..... 1 60. Apples, Gallons, Erie..... 3 00.

Apples, Gallons, Extra Erie County..... 3 00. 3 lb Peaches, Standard..... 1 75.

3 lb Peaches, All Yellow..... 2 00. 3 lb Peaches, Kensett's Standard..... 1 20.

3 lb Erie Pie Peaches..... 1 25. 2 lb Blackberries, Madison..... 1 05.

2 lb Blueberries, Detroit..... 1 35. 2 lb Red Cherries, Standard..... 1 10.

2 lb Green Gages, Extra..... 1 50. 2 lb Egg Plums, Extra..... 1 50.

2 lb Strawberries, Extra..... 1 25@1 50. 3 lb Bartlett Pears, Echeb's Standard..... 1 25.

The response to our advertisement in the late issues of THE TRADESMAN was liberal beyond our expectation. Several of the orders were from localities where we are not represented by an agent, and for other goods in our line. Mail orders on this account, are all the more appreciated, with care and prompt attention given them.

Readers of THE TRADESMAN will find it to their interest to keep a business eye on this column headed STANDARD QUOTATIONS. Mail orders solicited and careful attention given thereto.

John Caulfield.

MICHIGAN TRADESMAN.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE, Editor and Proprietor.

OFFICE IN EAGLE BUILDING, 3d FLOOR.

[Entered at the Postoffice at Grand Rapids as Second-class Matter.]

WEDNESDAY, FEB. 27, 1884.

AMONG THE TRADE.

IN THE CITY.

It is rumored that a glue factory is soon to be started here. Whew!

A. Coye & Sons are getting out an illustrated, twelve page catalogue.

J. C. Watson left yesterday for a trip over the C. & W. M. north, in the interest of C. S. Yale & Bro.

M. C. Russell shipped a carload of Michigan apples to Louisville Saturday. He has received two carloads of fresh vegetables from Chicago.

The death of the venerable Heman Leonard, founder of the house that bears his name, removes another landmark of the commercial growth of the city.

J. H. McIntyre left Saturday for Elliottsville, N. Y., to attend the funeral of an uncle, Rev. Courtney Smith. He is expected back the latter part of the week.

L. R. Cesna, traveling agent for Welling & Carhart, returned Thursday from a six weeks' Southern trip, and started Friday for a tour of the Northern customers of the firm.

Theo. M. Kemink and W. J. Jones have formed a co-partnership, under the firm name of Kemink, Jones & Co., and will engage in the manufacture and sale of perfumes, flavoring extracts, etc.

A. B. Long and Isaac Phelps were unintentionally omitted from THE TRADESMAN'S list of wealthy men. The former is worth—no one but himself knows—and the latter is probably good for \$200,000.

Jas. Fox and L. L. Loveridge will hereafter cover the Northern trade of Fox, Musselman & Loveridge, in addition to their other territory, A. N. Leslie having severed his connection with the house.

Mr. Adkins, of Robinson & Adkins, general dealers at Rothbury, was in town Monday. He stated that he would retire from the firm about June 1, and that Mr. Robinson would then continue the business alone.

"We have sold more goods so far this year than during the same period last season," said a prominent grocery jobber, who has sought in vain for a realizing sense of the "prevailing hard times" so much talked about.

Wm. M. Robinson, assignee for the Newmans, has gone South for a view of the Mardi Gras. Nearly all of the Newman creditors have filed their claims, and on his return, Mr. Robinson will draw checks for the pitiable *pro rata* accorded each creditor.

Senator Bliss, of East Saginaw, the author of the obnoxious assignment law, which was annulled by the Supreme Court, was in town Monday and Tuesday. He stated that the business men of the Saginaw Valley were much taken back by the decision, and that they proposed to secure the introduction of a similar bill in the next Legislature, taking good care that the unconstitutional features be eliminated.

"What are the candies we make composed of?" repeated a local manufacturer, in response to an inquiry. "Well, sugar is the principal article. It is mixed with glucose to break the grain, for you know as soon as sugar becomes hard it crumbles the same as before it was melted. Before glucose was invented we used cream tartar, but you see glucose is sweet and helps to make better candy and is also perfectly pure and harmless."

"You estimate Joe Martin's property altogether too low," said a prominent business man the other day. "Not long ago his clerk showed me a list of live mortgages held by him aggregating \$167,000, to say nothing of the property he has scooped in by foreclosures. Including his bank and other stocks, he must be worth at least \$300,000. Another authority, who formerly represented his ward in the Common Council, stated that when the city was easting about for the location of a pest house a few years ago, he was on the committee for that purpose, and was interviewed by Martin, who at that time owned nearly 100 places in and around the city, some of them quite valuable."

AROUND THE STATE.

R. A. Cannaga has engaged in the boot and shoe business at Nashville.

J. P. Anderson will erect a new store at Saranac the coming season.

Frank E. Willett, clothier at Flint, has made an assignment to H. C. Spencer.

Chas. Sackrider & Co. succeed J. K. Flood in the dry goods business at Hart.

Darling & Roberts have engaged in the grocery and boot and shoe business at Sparta. Jay Knudsen has purchased the meat market business of Hanton & Forbes, at Whitehall.

Jacob Jesson & Co. have moved their Central drug store at Muskegon to the Landreth block.

Van Ort, Witvliet & Beenwkes, hardware dealers at Holland, are succeeded by Van Ort & Beenwkes.

Er. Garrison, of Fort Wayne, Ind., has purchased the grocery stock of L. W. Galloway, at Hudson.

Angell & Blakeslee have sold their meat market at Saranac to Blakeslee Bros., late of Belding, who will continue the business.

W. C. Tuttle's drug stock, Albion, invoiced at \$7,000, was bid in by J. W. Sheldon, one of the principal creditors, for \$2,000.

A. H. & A. V. Ayers have formed a co-partnership at Howard City under the firm name of Ayers Bros., and engaged in the grocery business.

Chas. Deska has rented the Pentwater Lumber Co.'s old stand at Pentwater and put in a complete new stock. Clark, Jewell & Co. furnished it.

O. J. Knapp and H. E. Walsworth have formed a co-partnership and engaged in the general grocery business at Howard City, under the firm name of Knapp & Walsworth.

Contrary to previous report, I. M. Pattison & Co., druggists at Millbrook, have not gone out of business, and do not contemplate such a move. They will remove to Mecosta, however, about April 1.

Manelona Herald: Judge C. S. Edwards has purchased the new store at the furnace. We learn that a stock of drugs and groceries will be put in when the building is completed. The store is one of the best and the location all that can be desired.

A young man by the name of Cudebeck, son of R. Cudebeck, of Ashton, has been arrested and taken to the county jail at Hersey for burning the store of A. C. Adams at Ashton last week. The young man had some \$200 worth of goods that he had stolen from the store before setting fire to it, and was preparing to start out peddling. His father is one of the wealthiest men of Osceola county, being a heavy money lender. The young man's reputation for honesty has always been good, and no cause is known for this act of which he is accused.

STRAY FACTS.

Dennison is talking cheese factory.

"Hen aigs" are advertised by a Baldwin dealer.

The Kalkaska Manufacturing Co. has begun making packing boxes.

Webber & Farnsworth have started a new wooden bowl factory at Shelby.

The Manelona Herald says that another handle factory is contemplated at that place. The Sheffield Velocipede Car Co., with \$100,000 capital, has just been started at Three Rivers.

The Mackinaw Lumber Co. has begun the erection of a large planing and shingle mill at West Branch.

Heneka & Tousley, the Petoskey furniture dealers, recently assigned, will probably pay not to exceed 75 per cent.

Efforts are being made to establish a hardwood mill to cut the beech and maple to be found in abundance near Manistique.

Cole & Stone, manufacturers of shirts, collars and cuffs at Paw Paw, will remove their business to Muskegon next month.

A very heavy lumbering business has been done in Cheboygan county this winter. One lumberman alone employed over 500 men.

The Saginaw Manufacturing Co. has lately turned out 100,000 grease boxes in one week, and the factory's capacity was not more than one-half tested.

Messrs. Billings and Coburn, of Chicago, and B. Hunter, of Keystone, have formed a co-partnership and will engage in the manufacture of brick at the latter point.

Blume & Co., proprietors of "The Fair" and "The Peoples Clothing Store," at Dowagiac, have made an assignment to John T. Tyron. They had a branch store at Decatur.

A Saginaw grocer named Guyde set a spring gun for burglars inside his store door. There is evidence that somebody received a full charge of buckshot, and the police now have their eyes on a suspect, who has been mysteriously shot in the face and hands.

The American Lumber Co., which recently failed, has commenced operations again at Dollarville. The men have been paid off and have gone back to work. A board of managers has been appointed to oversee the business, instead of one manager as formerly.

J. F. Hanrahan, the Coopersville agricultural implement dealer, who recently made an assignment to Roswell Lillie, makes a showing of \$3,000 liabilities and \$5,800 assets. The latter are in the form of notes from farmers, and although perfectly good, are at present uncollectable, hence the failure.

The manufactories of Ypsilanti comprise two first-class flouring mills, a woolen factory, four paper mills, capable of turning out five tons of paper per day each, one machine shop for the manufacture of paper mill machinery, three foundries, two with machine shops in connection, two extensive lumber yards, three sash, blind and door factories, one carriage factory, owned by a stock company, and others owned by private firms.

Creditors have levied attachments upon the entire real estate of B. S. Tibbits, the Coldwater cigar manufacturer. He recently placed a mortgage upon all his personal property and real estate, when he was offered a settlement at 50 cents on the dollar, which it is alleged, he agreed to, but recently "went back on" the offer and sold out his entire business. The attachments cover the cigar factories, opera house and skating rink. The amount of his estimated liabilities is \$100,000.

A new company has recently been organized at Republic, which, for a wonder, says a local paper, is not a mining corporation. It bears the name of the United States Steel-Plate Co., and is organized with a capital of \$1,000,000, for the purpose of manufacturing an invention for turning iron into

HAZELTINE, PERKINS & COMPANY,

WHOLESALE DRUGGISTS,

42 and 44 Ottawa St., and 89, 91, 93 and 95 Louis St., Grand Rapids, Mich.

IMPORTERS AND JOBBERS OF

Drugs, Medicines, Chemicals, Paints, Oils, Varnishes, Glassware,

And Druggists' Sundries. Also Manufacturers of

Fine Pharmaceutical & Chemical Preparations.

steel. The process consists of an application of chemicals to iron plates, which is said to change them at once to the very hardest steel. It was invented about a year ago by Mr. M. L. Healy, of Republic, and has since been patented. The company will immediately set about putting the process to a practical test by disposing of territorial rights for its use.

Status of the Burt Case.

N. G. Burt, who has been engaged in general trade at Cross Village for the past five years, has been compelled, by the stress of adverse circumstances, to make an assignment to Orville H. Shurtlett, of the firm of Shurtlett Bros., of the same place. The stock inventories about \$1,300 and will probably be appraised at about \$1,000. The book accounts amount to \$1,200 and are probably worth \$500. The liabilities aggregate \$2,600, distributed among eight creditors in the following amounts:

Hannah, Lay & Co., Traverse City	\$1,300
Spring & Company, Grand Rapids	250
Kindge, Bertsch & Co.	225
Clark, Jewell & Co.	314
E. G. Studley & Co.	173
Jacob Barth	100
Hawkins & Perry	218
Detroit Safe Co., Detroit	24

The above facts were obtained from Mr. Jewell, of Clark, Jewell & Co., who made a pilgrimage to Cross Village last week. Mr. E. G. Studley sent a Petoskey attorney to the scene of the failure, and has a report to the effect that the stock will appraise \$2,000 and the accounts \$1,500. If the latter figures are correct, Burt will undoubtedly be able to pay dollar for dollar. It is stated that he was averse to making an assignment, and only did so to protect his Grand Rapids creditors when threatened with attachment by Hannah, Lay & Co.

Galster Gone to Canada—His Figures.

F. J. Galster, the Boyne Falls bankrupt, has fled to Canada, the incentive being the threat of a Cleveland firm to prosecute him for obtaining goods under false pretenses. He has claimed to his creditors that he owned a farm and the store building in which he did business, while recent developments reveal the fact that he owned neither. The claim of his wife for \$600, of his mother for \$1,000, and a dealer in old coins for \$211, were all refused by the assignee, leaving the liabilities at \$1,602, distributed among 15 creditors in the following amounts:

Foster, Stevens & Co., Grand Rapids	\$375
Ira O. Green	50
Welling & Carhart	200
Cody, Hall & Co.	79
John Caulfield	108
Chas. E. Belknap	100
Eaton & Christensen	35
Brown, Hall & Co.	10
C. J. Puleher	27
E. G. Studley	118
M. H. Treusch	21
Weirich, Detroit	153
Prichy Bros., Chicago	63
Adams & Ford, Cleveland	415
Novelty Cutlery Co., residence unknown	63

The assets include \$1,365 worth of stock and \$80 in book accounts, which are worthless.

Littlefield's Liabilities.

J. K. Wright, assignee for W. W. Littlefield, general dealer at St. Louis, has filed his report of the invoice showing the liabilities to be \$6,313.95, distributed among 47 creditors, Welling & Carhart being the only Grand Rapids dealers interested, and they only to the extent of \$63.10. The assets are \$4,692.99, including the following items: Dry goods and groceries, \$1,836.83; clothing \$1,614.49; book accounts, \$1,241.67. The assignee advertises for sealed proposals for the whole of the assets, or each stock separately, or the book accounts.

Druggists Protecting Themselves.

The New York Druggists' Union have resolved to stand by and protect the manufacturers of proprietary and pharmaceutical preparations who agree not to sell their goods to pharmacists and druggists known to undersell the retail price as established by manufacturers. Under these conditions the druggists agree to support such manufacturers by doing all they can to further their interests, by refusing to sell any imitations of their preparations, to notify them promptly of any imitation which may be offered, and to furnish the names of wholesale druggists who violate the agreement, and of brokers who may sell to or purchase for "scalpers" and "cutters."

Late Furniture Gossip.

The furniture for the new hotel at Santa Fee, N. M., will be purchased in Grand Rapids.

Henika & Tousley, retail furniture dealers at Petoskey, have made an assignment to H. C. Peister.

A. E. Palmer, chair manufacturer at Reading, will move his factory to Hillsdale in the course of a month.

Thomas Rollinson, of Watertown, N. Y., will open a furniture and undertaking business at Port Huron.

The following wholesome advice, volunteered by a valued correspondent of the *American Furniture Gazette*, of Chicago, is particularly applicable to this State, where the craze to create new furniture factories has lately developed into a mania: "I think there is a good deal more danger to be feared this year from over production than from politics. The calm joyousness and confidence with which the owners of back-woods sawmills are rushing into furniture making, will soon, it appears to me, create a large demand for sack-cloth and ashes. This is a big country, and can take a great deal of furniture, but there is a limit to its furniture absorbing capacity, which limit must be pretty nearly reached. In the meantime dozens of men who have a water power, a circular-saw, a planer, and a cheap lumber supply, have got an insane notion that there's millions in the furniture business, and are rushing into it by wholesale. Their aggregate capacity isn't so very great, perhaps, but they are turning out enough poor goods at cheap prices to demoralize things if the game is kept up. Those thinking of enlarging or of starting new in furniture making—especially common goods—and who are at the same time in search of good advice should not overlook *Punch's* advice to those about to marry:—"Don't."

Influence of a Political Year on Tobacco Consumption.

"There will be 25 per cent. more tobacco chewed this year than ordinarily," said a jobber whose cognomen is suggestive of physical prowess.

"How do you make that out?" asked THE TRADESMAN'S tobacco reporter.

"For the reason that during periods of excitement people use more of the weed than usual. Old duffers who would under other circumstances be at work at home, and do without tobacco altogether, or at least use it sparingly, seek the corner grocery or the village tavern to discuss the political situation with associates—and 'chaw'. Rural patriots who go to bed at 8 o'clock three years out of four tie themselves away to a 'perilical mestin' and ornament the school house walls and floors with juice. In this way, they chew about three hours longer than usual, and being under more or less excitement, chew vigorously."

Fruit and Nuts.

On account of the ruinously low prices ruling on oranges for the past two or three weeks, the importers have nearly stopped shipping and the result is a scarcity of fruit; and a sharp advance and better prices are now looked for from this time forward. Lemons are also doing better and prices are firm at a small advance. Nuts are firm and steady, with the exception of Brazils, which are lower.

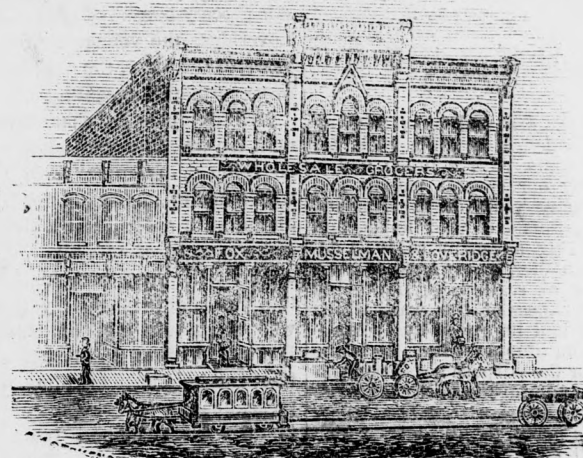
Dealers or others in want of a fine carriage, buggy or delivery wagon should not fail to call and see specimens of the work of the Spiral Spring Buggy Co., at the corner of East Bridge and Ottawa streets. Those who are unable to come to the city will be supplied with descriptive circulars and price lists, on application.

Rare Opportunity.

I offer for Sale my Entire Stock, consisting of Dry Goods, Boots and Shoes, Groceries, etc., together with the Good Will of a Thriving Business, and will Lease my Store to the purchaser of the Stock at a reasonable price,—the best location in the village. I also offer my Grain Elevator,—size 20x44,—with Steam Power and Cleaner, with a capacity of 4,000 bushels, all in good condition and doing a paying business. My reasons for selling are entirely satisfactory, and this offer presents a rare opportunity for an energetic man with moderate capital to invest in a well-established business.

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36, 38, 40 and 42 CANAL STREET, GRAND RAPIDS, MICHIGAN

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Choice Butter, Eggs, Cheese, Mince Meat, Maple Syrup, Jellies, Buckwheat Flour, and Foreign and Domestic Fruits and Vegetables.

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