

The Michigan Tradesman.

VOL. 3.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, MAY 26, 1886.

NO. 140.



LUDWIG WINTERNITZ,
STATE AGENT FOR
Fermentum,
THE ONLY RELIABLE
Compressed Yeast.
Man'd by Riverdale Dist. Co.
106 Kent Street, Grand Rapids, Michigan,
TELEPHONE 566.

WHIPS & LASHES
AT WHOLESALE ONLY.
Goods at jobbing prices to any dealer who comes to us or orders by mail, for cash.
G. ROYS & CO.,
Manufacturers' agents,
2 Pearl St., Grand Rapids, Mich.

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.

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.

PINCREE & SMITH
Wholesale Manufacturers
Boots, Shoes and Slippers
DETROIT, MICH.

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.

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.

The true remedy has at last been discovered. It is Golden Seal Bitters. It is to be found at your drug store. It makes wonderful cures. Use it now. It will cure you. It is the secret of health.

Sweet 16
Laundry Soap
MANUFACTURED BY
OBERNE, HOSICK & CO.
CHICAGO, ILL.

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.

Hazeltine & Perkins Drug Co.
GRAND RAPIDS, MICH.

EDMUND B. DIKEMAN,
THE—
JEWELER.
44 CANAL STREET,
GRAND RAPIDS, MICH.

GREAT WATCH MAKER,
—AND—
JEWELER.
44 CANAL STREET,
GRAND RAPIDS, MICH.

WE LEAD—OTHERS FOLLOW.
Time
Grand Rapids Business College is a practical trainer and fits its pupils for the vocations of business with all that the term implies. Send for Journal. Address C. G. SWENBERG, Grand Rapids, Mich.

CINSENG ROOT.
We pay the highest price for it. Address
Peck Bros., Druggists, Grand Rapids, Mich.

BELKNAP
Wagon and Sleigh Co.
MANUFACTURERS OF
Spring, Freight, Express,
Lumber and Farm

WAGONS!
Logging Carts and Trucks,
Mill and Dump Carts,
Lumbermen's and
River Tools.
We carry a large stock of material, and have every facility for making first-class Wagons of all kinds. Special Attention Given to Repairing, Painting and Lettering.
Shops on Front St., Grand Rapids, Mich.

TO THE RETAIL GROCER.
Why don't you make your own
Baking Powder
And a hundred per cent. profit! I have made mine for years. Twelve receipts, including the leading powders of the day, with full directions for preparing—the result of 20 years' collecting, selecting and experimenting, sent for a \$1 postal note. Address
C. P. Bartlett, Baldwinsville, N. Y.

STEAM LAUNDRY
43 and 45 Kent Street.
STANLEY N. ALLEN, Proprietor.
WE DO ONLY FIRST-CLASS WORK AND USE NO CHEMICALS.
Orders by Mail and Express promptly attended to.



Albert Coye & Son,
DEALER IN
AWNINGS, TENTS,
Horse, Wagon and Stack
Covers, Hammocks and Spreaders, Hammock Supports and Chairs, Buggy Seat Tops, Etc.
Send for Price-List.
78 Canal St.
JUDD & CO.,
JOBBER OF SADDLERY HARDWARE
And Full Line Winter Goods.
102 CANAL STREET.

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.

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.

EATON & CHRISTENSON,
Agents for a full line of

S. W. Venable & Co.'s
PETERSBURG, VA.
PLUG TOBACCOES,
NIMROD,
E. C.,
BLUE RETER,
SPREAD EAGLE,
BIG FIVE CENTER.

PARTNER WANTED.
A man with twelve to fifteen thousand dollars to take interest in a first-class furniture business, well established. Good saw mill in connection with the furniture factory. Factory and mill situated in good locality. Timber plenty and cheap. Address
E. Howard, Gobleville, Mich.

FOR SALE.
Saw Mill, Shingle Mill and 840 acres of timber land, situated in Osceola county. The land is estimated to contain 15,000,000 shingle timber; 550,000 feet green pine; 3,000,000 hemlock; 300,000 red oak, birch and maple. About 20 acres is covered with good cedar. The land is nearly all suitable for farming purposes. Price of land and timber, \$5 per acre. Price of timber alone, \$3 per acre. The mill is in good order and is now in operation. It will be sold for \$1,600, one-third down and balance on time with good security. For fuller particulars, call on or address, W. L. Beardsley, Hersey, Mich.

Granello,
MERCHANT
TAILOR,
LEDYARD BLOCK,
107 Ottawa St.
Suitings for Manufacturers,
Suitings for Jobbers,
Suitings for Retailers,
Suitings for Traveling Men,
Suitings 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.

SEED CORN.



While our stock lasts, we offer to the trade **FOR SEED:**
Leaming Early Dent, Corn, 56 lb to bu. for \$1.50
Red Blazed, 8 Rowed, " " 1.75
Yellow Yankee, 8 Rowed, " " 1.75

Grand Rapids Seed Co.
GRAND RAPIDS, MICH.

An Enterprising Firm.
The Hazeltine & Perkins Drug Co. can always be relied upon not only to carry in stock the best of drugs, but have secured the agency for Dr. Pete's 35-cent Cough Cure, which they warrant. It will cure all Throat, Lung and Chest diseases, and has the reputation of being the best Cough cure ever discovered for Consumption.

GROCERS IN COUNCIL.

The Early Closing Movement—The Bogus Butter Question.

The regular semi-monthly meeting of the Retail Grocers' Association, which was held on the 18th, was largely attended. President Herick presided and Secretary Johnson officiated as scribe.

Applications for membership were received from Geo. T. Grady, Thos. Keating, Rhine Osting, Pell & Fisher and Jacob P. Maus, all of whom were elected members of the Association. These accessions swell the total membership to eighty-four.

President Herick referred to the action of the Common Council relative to the pedler license and suggested that the members of the Association call upon the Mayor and request him to favor the trade by making the license as high as he can consistently.

Secretary Johnson, at the request of the President, read the following article condemnatory of the sale of bogus butter:

The proposition in Congress to tax oleomargarine under the internal laws, if adopted would be an effectual way to identify the product, and to secure its sale for what it actually is. We hear a great deal from those who are interested in the manufacture or sale of this article about the legal persecution they are suffering from those who wish to monopolize the market for butter made from milk. They claim that oleomargarine is as healthy as the purest butter, and much more palatable than a large part of the "rancid stuff" sold at the groceries.

We wonder that some enterprising friend of the compound thus defended does not come boldly into the market with the oleomargarine in its natural state, and sell it if he can on its own merits. We never heard the slightest objection to such a course. But is not the very manufacture of this article denounced? Yes; but only because it is made to imitate genuine butter. If it was offered for sale in such guise that no one could be defrauded by its sale there would be no outcry against it.

As the process is patented there is no secret in its preparation. We will not repeat here the method of extracting the fat and preparing it for use, as we have often given it, and it is not a very pleasant theme for those who are troubled with a squeamish stomach. The manufacturers in this country are cleanly, and great pains are taken to deodorize the product and to make it sweet both to the taste and smell; but not a pound of it could be sold for common use if it was duly labeled and the entire operation was described in legible print on the package inclosing it. A little cream or milk is stirred into most of it to give it a butter flavor, and it is colored to resemble the product of the farmer's dairy.

The object of these additions is to enable the dealer to sell it for genuine butter, and that is our sole objection to the manufacture. (We do not think it is sufficiently unheathly (if, indeed, it is in any way deleterious to health) to be denounced on that account. But it is made on purpose to be imposed on the consumer for another and a very different article. Say what they will, the manufacturers are aiding and abetting a fraud. They are turning out on article that is common fat extracted from the carcasses of animals compounded with gastric juice "made from macerating the stomach of a sheep or pig," and coloring and flavoring it to imitate butter, with the sole view of enabling those who deal in it to impose on the public. The manufacturer may sell to the wholesale dealer every pound of it for exactly what it is, but he has designed it for a fraudulent use, and he knows that the consumer will be cheated by it. He is morally as guilty as if he stamped every pound of it "Pure Orange county butter," and retailed it as such at his own door.

We are often answered that the butter makers color their product, and the oleomargarine manufacturers are only following their example. It is true that winter-made butter would be pale if a little annatto were not added to make it resemble the summer churning. This is so far an imposition, but the article sold is really butter, and the consumer, if he likes the flavor, is the victim of a very mild fraud. In like manner a second grade of coffee is often polished and shaken up with a little coloring to give it a fine green tint, making it more attractive in the market. But this is no excuse for the man who prepares split peas and sells them as a substitute for coffee, or grinds up chicory and other well known adulterants and turns the compound over to a dealer to be retailed as genuine Mocha.

All brands, even the purest sold, is colored, the natural product being a very pale hue; this does not justify the addition of color and flavoring mixtures to common alcohol for the purpose of passing it off on unsuspecting customers as pure cognac, which is solely the product of the grape. The truth is that if the element of fraud was eliminated from the manufacture and sale of oleomargarine the entire business would collapse and be discontinued. We care not how many chemists certificates (we always thought it a shame they can be bought so cheaply!) are obtained setting forth that this fat, with the gastric juice from the pig's stomach, as aforesaid, is as healthy as the best butter, and much more to be desired than a poor product of the dairy, there will be no demand for it from any quarter unless it is so prepared that the customer can be cheated into buying it.

With a view of proving to us his honesty a manufacturer once introduced us to a grocer in Brooklyn who bought the oleomargarine from him for what it actually was, and who sold it at the same terms. We called on the grocer to furnish us the names of customers who knew what they were buying. He gave us three and we visited them. They were boarding-house keepers who frankly confessed that if their boarders knew what they were eating they would leave their houses. The boarding-house keepers, bought it because it presented the appearance of good butter and could be obtained at only half the price.

We are not therefore persecuting the manufacturers of fat from the carcasses of dead animals with a view of "destroying an important American industry." We are simply opposing the manufacture and sale of

bogus butter. If these "honest" manufacturers will leave out of their animal fat only what they add to cheat the consumer into the belief that he is eating dairy butter, they may fry out every dead animal they can buy from Minnesota to Texas, give it all the gastric juice they can find in the stomach of every pig that is killed, and get all the trade they can for the pale product. It is the flavoring and coloring to cheat the consumer that show the fraudulent character of the whole business.

Collector Cooper presented a letter from a member of the Association, written to a delinquent stating that if the latter did not pay an account by a certain date he would be reported to the Association as a dead-beat. This is such a manifest usurpation of the privileges of the Law Committee that the President stated that hereafter members should not make such statements, but simply state that the men would be reported to the Association as delinquents. It is the duty of the Law Committee to say whether a man shall be classed as a dead-beat.

Reports from various parts of the city showed that the early closing movement was general, except on Grandville avenue and in a certain portion of the Seventh ward. A committee was appointed to attempt to bring the refractory dealers in line.

The question of calling a State convention was discussed in all its bearings, and a call will probably be issued in the near future.

The Collector reported \$54.69 collected since the last meeting, and the Treasurer reported a balance on hand of \$29.99. The meeting then adjourned.

The Egg Preserving Nuisance.

From the New York Tribune.

The egg-preserving business demoralizes the principal of supply and demand as applied to fresh eggs. If it could be wiped out at a stroke and only fresh eggs were allowed to be sold, the inducements to meet the demand would be sufficient to make their production a regular and constant business the year around. As it is, the summer eggs produced by careless and indifferent farmers in the remote country districts are gathered up and preserved to be pushed upon the winter markets at prices only a few cents below those of fresh eggs, often not nearly so much as the actual difference in value, allowing the old ones to be entirely sound, which they often are not.

Well-informed egg consumers know that in a great many cases two new, fresh laid eggs are worth as much for their use as three preserved eggs which look quite as good in the shell. Such people are always willing to pay an extra price for eggs which they know to be fresh, but they distrust all eggs which have passed through several hands and buy only of known producers. This is one of the reactionary benefits of the preserving business. But it is only the few who are able to profit by this condition of things, although the number is constantly on the increase, as consumers learn that there is substantial advantage in buying directly from producers, though at an advanced price.

Meanwhile, many farmers who were selling eggs in summer at about 12 cents a dozen, to come back to their local markets in the winter in competition with their own fresh productions after paying somebody else a profit, have taken a personal hand in catering to the supply of stale eggs and others seek the recipe for preserving. If I had the only one in existence I would burn it, but unfortunately the nuisance cannot be thus abated. Of course farmers would not sell preserved eggs for fresh, but so long as the former control the price of all, they do not feel called upon to advertise their age, any more than the bogus-butter dealers do their wares. It is diamond cut diamond all around.

There are, perhaps, a dozen methods of egg-preserving, with many modifications of some of them. That in most general use, and probably most practicable, is the liming method. The larger concerns with which I am acquainted use about a bushel of unslaked lime and a peck of fine salt, to fifty or sixty gallons of pure water. The lime is carefully slaked and the salt and remaining water afterward added, when the mass is left to deposit the lime till the solution becomes clear. The more common practice is to draw off the solution at this stage, leaving the sedimentary matter in the slaking tub, though in some cases the eggs are put in without the removal of the sediment.

In some cases, and formerly it was pretty generally the practice, when the vat or vessel in which the eggs are preserved is nearly full a cloth is spread on top of them and the sediment spread upon that as a cover. This is kept under the surface of the liquid so as to remain wet at all times. The object sought in this arrangement is to more thoroughly fill the pores of the shells, which is supposed to be effected by the constant precipitation of the minute particles of lime through the cloth. Whether this very fine theory is sound or not, it is undoubtedly well to keep the eggs covered.

Some preservers go to the extreme of pouring all the sediment back upon the eggs after they are placed in the brine. Others, though I doubt if very many, spread a layer

of washed sand over the precipitated matter to keep the eggs from contact with the lime and save labor in cleaning them for market. In some cases the proportion of lime used is very much smaller and of salt larger. I have no doubt that those who use only a peck of lime to fifty gallons of water keep the eggs quite as well, but it is doubtful if the results are any better for the increase of salt, though that may be the case where the temperature of the storeroom is not under full control.

Very little or very much care is expended upon the after preparation of the eggs for market, according to circumstances. When they are to be sold on their good looks, and perhaps passed off by the retailer for fresh, they are twice washed; at first in cold water, afterward in hot water to dry them quickly. They are next examined minutely for any adhering particles of lime, which are removed with fine sandpaper. They are then placed in racks for candling, after which they are packed for market. Any defect, however slight, discoverable by the candling process, consigns an egg to the second grade, which is sold to less particular customers.

There is always much complaint of the quality of limed eggs. They are often said to have thin, watery whites. It is not the effect of liming, but of original condition. They are gathered from the ends of the earth and are of every conceivable quality. The hens are fed anything, everything a starving hen will eat, or not fed at all, as the case may be, and there is nothing but which may be reasonably supposed to contribute its quota to a case of preserved eggs. My acquaintance with the ice-house and other methods is more limited. A good live egg would undoubtedly keep a long time in cool spring water; so it would in a cool cellar, and I would rather trust the cellar till after somebody else has tried the experiment.

Points for Retailers.

The weakest spot in every merchant is where he thinks himself to be the wisest.

A man who knows how to mix pleasures with business is fortunate. He can use or reserve them at his will.

It is a part of every dealer's business to keep his capital actively at work earning interest. He fails to do this when it is idle half the time.

Another very essential lesson to learn is, for the dealer not to invest in anything which is likely to take up his time and divert his attention from his regular business.

In making an estimate of the price or value of any specific lot of goods in an auction room, the dealer ought to know the private sale price of the same, so as to not overbid it.

When the stock of goods is once all paid for, the ordinary monthly receipts pays all the monthly purchases and expenses. Any amount of money left over may be regarded as surplus profits.

A retailer who has a good paying business, which requires his time to keep it in due order and profitable condition, out to discard in his investment all idea of speculating or profiting in any way on the money invested, except simply by the interest.

Knowledge of human nature—the ability to penetrate, as it were, into the recesses of others' minds, and to decide how they will act—is a most valuable acquisition to the merchant or to any one who buys or sells goods, and should be cultivated to the fullest extent.

As a rule when a dealer is in financial difficulty, lawyers are not good advisers. As a class they are not of a compromising character. Everything goes according to law with them. The best advisers under such circumstances are fellow merchants of experience and uprightness.

When an insolvent dealer has fairly and honestly conducted his business, both before and after failure, so that his creditors cannot justly make any objections, he may confidentially rely on getting a compromise if he fully and fairly shows his position and offers to pay all that the creditors could themselves realize from the assets through an assignment.

Whether any venture in business is a rash one or not depends very much upon the man who manages it. If he has carefully calculated all the risks and guarded against them, it may be simply a bold undertaking which, in its results will do him credit. But if recklessly undertaken, without prudent safeguards against the dangers which environ it, its disastrous termination will bring shame and disgrace on its projector.

Oil Inspector La Du has issued a circular to oil dealers, stating that while heretofore intentional violators of the law have been promptly prosecuted wherever found, cases of violation apparently arising from ignorance or wrong construction of the law have been charitably dealt with. The time has come when this must cease. Ignorance of the provisions of a law so long in existence and enforcement as the Michigan oil law is inexcusable, and will no longer be accepted as a barrier to prosecution. The law must and will be enforced.

Benj. Newkirk has been cashier of the Jackson City bank for thirty years.

The Michigan Tradesman.

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

E. A. STOWE, Editor.

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

WEDNESDAY, MAY 26, 1886.

Merchants and Manufacturers' Exchange.

Organized at Grand Rapids October 8, 1884.

President—Lester J. Rindge.
Vice-President—Chas. H. Leonard.
Treasurer—Geo. B. Dutton.
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. Wesgate; 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.

Merchants' Union of Nashville.

President, Herbert M. Lee; Vice-President, C. E. Goodwin; Treasurer, G. A. Truman; Secretary and Attorney, Walter Webster.

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.

STOP THE STREAM.

The question of some general restriction upon immigration, which will save the country from a deluge of all the most objectionable elements of Europe and Asia, is once more under discussion. The renewal of the anti-Chinese disturbance on the Pacific coast, the colossal petition to Congress asking that a permanent prohibition be laid on Chinese immigration, and the abominable misconduct of the Anarchist element of German, Polish and Bohemian immigrants in Cleveland, Chicago and Milwaukee have emphasized the need of a more careful discrimination. The fact is that every disturbance in Europe sends us a great body of the disturbing element. The attack on the life of the Emperor of Germany sent us Social Democrats and Anarchists by the myriad. The struggle between the Teutonic and Slavonic races along the great dividing line has driven hither multitudes of the most ignorant and degraded labor of Eastern Europe. The friction involved in the transition from old to new in Italy has driven to America hundreds of thousands of ill-taught, untrained and passionate Italians. And the pressure of Chinese population on the food supply of their coast has furnished us and every other coast or island of the Pacific with coolies innumerable. In a word, we have social problems of nearly half mankind added to those which our own circumstances have entailed upon us. Our naturalization laws forbid the admission to citizenship of persons not "well affected to the government of the United States." Why not forbid their immigration? This rule would suffice to include Socialists, Anarchists, Mormons, and other disturbing elements. Or if we admit them, we should accompany the refusal of citizenship by exclusion from political associations and political agitation of all kinds. This, together with the enforcement of the law against the importation of labor, would furnish a feasible solution of our problem.

In spite of repeated assurances that the labor troubles were over, Chicago still continues to be much disturbed. The arrest of Anarchists continue, but are fewer, while the number of workmen, especially of Poles and Bohemians, who are on strike is still large. The courts are making ready to bring the arrested men to trial, and one judge has been instructing the grand jury as to the limits of free speech. His position is that any speech is exempt from legal consequences which does not lead to illegal acts. To this definition we should take decided exception. Any speech which is manifestly calculated to incite to illegal acts is properly to be held criminal, while speech that has not that criminal intention is innocent, whatever its effects. It is quite possible that words which had no evil intention, when addressed to a mob of desperate men, may be so received by them as to prove an incentive to crime. Are we then to punish their author? Was Felix Holt justly punished for the speech which led the mob to plunder and wreck Treby Manor, when his real object was to get the mob away from the whiskey vaults?

The double role which France has played for some time past, of an atheistic republic at home, but the orthodox champion of Roman Catholic missions abroad, seems likely to come to an end. The emperor of China has taken steps to have the Roman Catholic missions in that country entirely disavowed from France's diplomacy. To effect this, he has entered into direct relations with the Papacy, and is negotiating a sort of concordat which will make French intervention of no use to the church. The Papacy is not unwilling to accede to this, as the course taken by French statesmen at home has not made the Roman Court disposed to favor the extension of French influence

abroad. In a few years the Roman Catholic missions will cease to be centers of French diplomatic intrigue.

As in New England, the great textile manufacturers of Philadelphia are uniting to resist unreasonable demands on the part of associations of the working men. The usefulness of such a union of capitalists will depend very much on the spirit which animates it. If it be characterized by a temper of mere class antagonism, it will only add to the difficulties of the situation. If it show an honest desire to do whatever is just and fair, and a readiness to submit moot-points to an impartial arbitration, it may do much to pave the way out of the chaos of conflicting interests.

A number of the rubber factories in the combination are considering the necessity of advancing rubber goods 5 per cent., which would change the present discount to 35 per cent. The occasion for the advance, if an advance takes place, is a sharp upward tendency in the price of raw rubber and the changes in the labor market.

The red flag and the boycott are two importations from Europe which will never take root in the soil of free America. The man who champions either may safely be set down as a dangerous person—as one who would stab a friend in the back without provocation.

A note to the editor of THE TRADESMAN from a leading grocer of Big Rapids conveys the intelligence that the merchants of that place are on the verge of organizing. With Big Rapids in the field, tally twenty-five associations for Michigan!

The man who advocates the boycott is devoid of honesty and is a traitor to his country. He is a man whom decent people generally give a wide berth.

AMONG THE TRADE.

IN THE CITY.

J. A. Dupree has purchased the grocery stock of M. Newberry on South Front street.

O. Ball has engaged in the grocery business at Morley. Clark, Jewell & Co. furnished the stock.

A. Hilliards has put in a sawmill four miles west of Ashton. Hester & Fox furnished the mill and power.

Zenas E. Allen has added a six inch moulder to his furniture factory. Hester & Fox furnished the same.

L. McCurdy, has engaged in the grocery business on Stocking street, near Fourth street. The stock was purchased at this market.

B. F. Archer has engaged in the hardware business at Ferry. The stock was furnished by Foster, Stevens & Co., A. D. Baker placing the order.

Geo. T. Grady is enlarging his grocery store on the corner of Spring and Island streets by widening the building ten feet, making it 27x27 feet in dimensions.

John Demstra has engaged in general trade at the Otter school house, two miles east of Forest Grove, in Jamestown township, Ottawa county. Olney, Shields & Co. furnished the groceries and Voigt, Herpolsheimer & Co. the dry goods.

I. R. Wilson has sold his picture and picture frame business at 39 Canal street to J. W. Crater, who was formerly engaged in the saloon business here, but who has conducted a cheap jewelry and auction business at Ionia for several months past.

Saddlery hardware dealers are rejoicing over the news that a sharp advance has occurred in a considerable number of common grade goods, in some cases amounting to 12 1/2 per cent. Local jobbers are fortunate in having full stocks of the goods affected by the advance, which will give them an opportunity to get back some of the loss sustained when the goods declined.

Agent Hill, of the Merchants' Despatch, has arranged to run a refrigerator car from here to White Pigeon every Tuesday, connecting with a through train on the main line of the L. S. & M. S. Railway. In the event of a Dairy Board of Trade being established at this market, he will run a refrigerator car out of Grand Rapids every Tuesday and Friday morning, connecting at Detroit with the fast trains running east.

Geo. G. Whitworth, for several years past city and suburban salesman for Foster, Stevens & Co., has gone on the road for the Furniture Caster Association, a corporation in process of organization, to be composed of W. R. Fox, Julius Berkgy, Geo. G. Whitworth and several other gentlemen. The object of the company is to engage in the manufacture and sale of the Fox patent easter socket and track plate, which, it is claimed, is destined to supersede all other devices of the kind now on the market.

Agricultural implement dealers assert that the present distrust among business men is by no means absent in farming communities, as the farmers are inclined to view the situation with more alarm than is consistent. Many farmers who intended to purchase new machinery the present season have deferred purchasing until next year, giving as a reason that they "do not know what minute the damned strikers may come out in the country and stop their men plowing in the fields." Ridiculous as such apprehension appears in the eyes of business men it nevertheless exists and is seriously

interfering with the sale of farm implements and machinery.

THE TRADESMAN has unquestioned authority for the statement that on the termination of the present partnership relation in the firm of Nelson, Matter & Co., next March, the business will be merged into a stock company under the corporate name of the Nelson & Matter Furniture Co. The capital stock will probably be placed at \$300,000 and an effort will be made to distribute it into as many hands as possible. With this end in view, an opportunity will be given the foremen and good workmen in the employ of the firm to take stock in small blocks, and as a guaranty that the "freezing-out game," so often worked under such circumstances will not be resorted to, the stock will be made non-assessable.

AROUND THE STATE.

E. F. Knapp, grocer at Eaton Rapids, has sold out.

W. B. Mott, druggist at Baldwin, has sold out.

West Bros. succeed J. R. West in general trade at Novi.

G. A. George, furniture dealer at Stanton, has been closed by the sheriff.

Joseph Jacobs, clothing dealer at Sturgis, has removed to Battle Creek.

Geo. E. Childs succeeds M. S. Ellmore in the jewelry business at Flint.

B. J. Wheelpley has sold his general stock at Hoytville to E. L. Halliday.

A. E. Bailey succeeds A. E. Bailey & Co. in general trade at Spring Arbor.

Gage & O'Brien succeed G. S. O'Brien in the grocery business at Dowagiac.

Irwin & Carey succeed Jeremiah M. Irwin in the grocery business at Jackson.

Conrad Bros. have taken possession of the Chas. Young drug stock at Otsego.

Turk & Starker have purchased the clothing store of Antoine Kuhner, at Pontiac.

Armstrong & Ferguson, druggists at Midleville, are succeeded by J. W. Armstrong.

The grocery store of C. J. Russell, at Battle Creek, has been closed on a chattel mortgage held by A. R. & W. F. Linn, of Detroit.

C. H. Adams, the Otsego druggist, recently recovered the body of his five-year-old son, who was drowned about eleven weeks ago.

H. E. Batsford, who has been assisting C. H. Adams, the Otsego druggist for several weeks past, has returned to his home in this city.

Frank B. Watkins, general dealer at Monterey, is erecting a new store building at Hopkins Station and will engage in general trade at that place.

John R. Bartlett has been admitted to partnership in the firm of G. E. Manwaring, hardware dealer at Inlay City. The firm name will hereafter be G. R. Manwaring & Co.

R. C. Hunter, who recently sued his brother at Lakeview, John E. Hunter, for damages "for bringing the name of Hunter into disrepute," obtained judgment by default.

Elmer Desvoignes, has sold his stock of drugs, at Lake City, to W. J. Roach, who will continue the business. Roach was formerly a book-keeper for H. J. McMillan, the lumberman.

MANUFACTURING MATTERS.

Manchester is to have two cigar factories in the near future.

A starch factory is soon to be established at Marshalltown, Iowa.

R. H. Purcell, of Negaunee, and R. J. Webb, of Florence, will establish a factory for the manufacture of powder and nitroglycerine.

STRAY FACTS.

Roscoe & Speicher succeed R. Roscoe in the bakery business at Mancelona.

E. S. Howard succeeds J. D. Bloodgood in the meat business at Dowagiac.

Geo. F. Cross succeeds Cross & Walker in the lumber business at Standish.

Shavallier & Stevens succeed Newberry & Shavallier in the sawmill business at Petoskey.

J. B. Connor succeeds Connor & Wood in the agricultural implement business at Paw Paw.

The Detroit Lumber Co. will put a new gang into its mill at Menominee the coming summer.

Gates Howes succeeds Darwin & Howes in the manufacture of lumber and shingles at Evart.

Wright & Ketcham, of Saginaw, are paying \$5.50 a thousand for elm logs, on the bank, near Sears.

Sheridan business men have music in their souls. They will chip in a quarter apiece that the band may play on the street every Thursday night.

A new vein of salt has been struck in the Mackinaw Lumber Co.'s well, at St. Ignace. There are 600 feet of brine in the well of 70 per cent. strength.

A Jackson retail grocer, who has been in business for many years, claims to have \$30,000 of unpaid accounts on his books, which he is willing to sell for \$200.

Parker & Blood, of Laingsburg, have patented a flour bolter, which is said to be a good one. Other Laingsburg parties have applied for a patent on a unique nut fastener.

The crockery, glassware and fancy notion store of George Young, Manistee, has been closed on chattel mortgage by Frank Elwood. The stock will be sold at auction May 29.

Logs to the amount of 75,000,000 to 80,000,000 feet are, this season, to come from the Hubbard lake region of the Alpena district. Rayburn & Son are driving them to

the Alpena mills through the south branch of the Nelonon river.

Fred. C. Bostwick, son of a prominent Kalamazoo business man, is in jail at East Saginaw, charged with obtaining goods under false pretenses. Bostwick began life with every prospect of an honorable and successful career, but he became addicted to drink and has sunk to the depths. Only a few months ago he married an estimable Paw Paw lady, who hoped to reform him.

Purely Personal.

Frank Hamilton, President of the Traverse City Business Men's Association, passed through the city last Wednesday, on his way home from Saco, Me., where he attended the funeral of a relative.

Robert Hunting, who has been confined to his house for a couple of months in consequence of a badly sprained foot, hopes to resume his duties at the office of the Merchants' Despatch about June 15.

Smith Barnes, general manager of the Hannah & Lay Mercantile Co., at Traverse City, and Harry Montague, manager of the grocery department of the same house, were in the city last Friday, on their way home from Chicago.

Deacon Birdsall, the urbane, courteous and handsome cashier at Peck's drug store, can be seen these pleasant evenings gliding gracefully along on a spic-span, nickel-plated, non-corrosive, non-explosive, top-action, oscillating, vibrating, pendulating bicycle, which he has lately invested in.

John Read, Tom. Belknap, Frank Sokup, Had. Pearl, Ote Watson and Bill Smith, who made a memorable visit to Rice Lake last season—memorable in the amount of liquid refreshments taken along—are arranging to make a pilgrimage down Grand River this summer. The party will be reinforced by Oscar Blumrich, Fred. Temple and Wm. Woodworth, and the liquid grocery feature of the commissary department will be correspondingly increased.

D. W. Archer, the prince of canned corn packers, put in a day or two at this market last week. He was persuaded to book orders for five or six carloads of his celebrated corn and could easily have secured orders for as much more had he been so disposed. The factories at Chillicothe, Ill., Atlantic and Council Bluffs, Iowa, will be operated to their fullest capacity this season, 2,300 acres of sweet corn having already been arranged for.

The Wool Market.

The wool season has now fairly begun, all the extensive handlers having put their buyers in the field. The market starts in at about 21 cents for washed and one-third less for unwashed, although higher prices are frequently paid for choice lots. The preference is for medium grades, fine wools being from two to three cents lower than last year.

Putnam & Brooks carry an immense stock of nuts of all kinds and are prepared to fill all orders, however large.



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.



EATON & LYON,

Importers,
Jobbers and
Retailers of

BOOKS,

Stationery & Sundries,

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

HOGLE & CO. Jobbers Michigan Water White and Legal Test Oils. Manistee and Saginaw Salt. Agricultural Salt. Warsaw Salt; pockets, all sizes, and barrels. West Michigan Agents for Prussing's Celebrated Vinegar works. Write for quotations. Warehouse: Lee's Ferry Dock, MUSKEGON, MICH.

J. T. BELL & CO.,
Saginaw Valley Fruit House
And COMMISSION MERCHANTS,
Dealers in all kinds Country Produce & Foreign Fruits.
Reference: Banks of East Saginaw. East Saginaw, Mich.
CONSIGNMENTS SOLICITED.

VON BEHREN & SHAFFER,
STRYKER, OHIO,
Manufacturers of Every Style of
WHITE ASH OARS.

Spoon Oars made of Best Spruce Timber.
ROWING SPOON OARS FOR BOAT CLUBS MADE TO ORDER.

FULLER & STOWE COMPANY,
Designers
Engravers and Printers

Engravings and Electrotypes of Buildings, Machinery, Patented Articles, Portraits, Autographs, Etc., on Short Notice.
Cards, Letter, Note and Bill Heads and other Office Stationery a Leading Feature.

Address as above
49 Lyon Street, Up-Stairs, Grand Rapids, Mich.

O. W. BLAIN & CO., Produce Commission Merchants,
—DEALERS IN—
Foreign and Domestic Fruits, Southern Vegetables, Etc.

We handle on Commission BERRIES, Etc. All orders filled at lowest market price. Correspondence solicited. APPLES AND POTATOES in car lots Specialties. NO. 9 IONIA ST.

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.

WANTED—A position as book-keeper and general office man by a gentleman of large experience. Would prefer a lumbering firm or large manufacturing concern. Address and refer to Bulkley, Lemon & Hoops. 1401f

FOR RENT—Desirable brick store building in a thriving farming town, twenty miles from Grand Rapids. Good opening for grocery or general stock. Address Store, care THE TRADESMAN. 1401f

FOR SALE—Stock of general merchandise and house and lot, on the shore of Grand Traverse Bay, near railroad. Small amount required down. Address "Zero," care THE TRADESMAN. 145

FOR SALE OR EXCHANGE—Farm of 120 acres in southern Michigan, 100 acres improved. Large frame house and barn, and large orchard. Will sell on long time or exchange for a stock of boots and shoes or groceries. Address L. B. C., care THE TRADESMAN. 141

FOR SALE—A drug store. One of the handsomest drug stores in the State, doing a splendid business, in a town of 12,000 inhabitants. Stock, etc., will inventory about \$3,500. Average cash sales, \$25 a day and increasing. No patent and oils carried in stock. Owner wishes to go into manufacturing business at once. Address, for full particulars, Aloes, care THE TRADESMAN office. 1381f

FOR SALE—Two pieces of stock property situated on a main business street. Will sell cheap or exchange for stock of general merchandise. Address Fred. C. Yonker, box 1970, Muskegon, Mich. 142

FOR SALE—A stock of groceries and fixtures in a splendid location. Low rent and a good trade. Will sell for cash or trade for good city property. Address No. 10, The Tradesman office. 1381f

AGENTS WANTED—For an article used in every house. I can give a live man a good paying job in every town in the United States. For particulars, address with stamp, A. Retan, Pawamo, Mich. 148*

FOR SALE—Desiring a change of climate, on account of poor health, I will sell at a bargain my stock of merchandise, consisting of dry goods, groceries and boots and shoes. Stock will invoice about \$2,500. I will sell or rent store building on terms to suit purchaser. If you mean business, call on or address, C. L. Howard, Clarksville, Ionia Co., Mich. 142*

IF YOU WANT—To get into business, to sell your business, to secure additional capital, or to get a situation, if you have anything for sale or want to buy anything, advertise in the Miscellaneous Column of THE TRADESMAN. A twenty-five word advertisement costs but 25 cents a week or 50 cents for three weeks.

"Will Deal Fairly With Delinquents." From the Lowell Journal.

The Business Men's Association of Lowell will deal fairly with delinquents, giving them ample time to pay up their accounts. The dead-beats who fail to clear their record will be listed and published. The object is protection, not revenge. Dead-beatism as a profession must be discouraged.

Should be on file in Every Office. From the Big Rapids Wide Awake.

THE MICHIGAN TRADESMAN, of Grand Rapids should be placed on file in every merchant's office. Its quotations are reliable, and its general information is of great value to every business man, and costs only one dollar a year.

76 South Division St., Grand Rapids, Mich.

EXCLUSIVELY WHOLESALE.
ORDER SAMPLE M BY MAIL.

MOULTON & REMPIE,
Manufacturers of
SETTEES, ROOF CRESTING

LAWN VASES.
And Jobbers in Gray Iron Castings.
WRITE FOR PRICE-LIST.
54 and 56 North Front Street, Grand Rapids, Mich.

With every set we give a set of keys.

Hoops.

Hoops.

Hoops.

Hoops.

Hoops.

Hoops.

The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

Office in Eagle Building, 49 Lyon St., 3d Floor.
Telephone No. 95.

(Entered at the Postoffice at Grand Rapids as Second-class Matter.)

WEDNESDAY, MAY 26, 1886.

EIGHT HOURS OR TEN?

The question raised by the renewed agitation for the reduction of the hours of labor from ten to eight a day, is one which cannot be dealt with off-hand. It seems plain that the change is desirable if it be practicable. But we do not think it possible to decide upon its practicability in advance of all experience, or of a more ample experience than we have had as yet. Whether we have reached the point at which eight hours of labor from the laboring population of the world is sufficient for the industrial needs of the world, we cannot tell. We should need something like omniscience to decide that. But we think that the indications point that way.

In a very great number of branches of productive industry our powers of production have increased in the last twenty years to a far greater extent than the twenty per cent. reduction now asked in the hours given to production. But again how far this increase has produced new conditions which make a fresh demand upon the time of the laborer, we cannot tell. To take a familiar parallel, the invention of the sewing-machine has not reduced the amount of time needed for the making of a lady's dress. It has merely substituted elaboration for simplicity.

There is one country to which the friends of the movement appeal with great confidence. In some if not all the Australian colonies an eight hour law has been in force for years. The law is now accepted as wise and proper by all classes. In at least one colony the anniversary of its adoption is an annual holiday. Yet Australia has advanced more rapidly in wealth during the recent decades than even America has. There has been no such decay of wages, profits and savings as the opponents of the eight hour plan fortell for us.

There is force, however, in the objection that this eight hour demand should have been the outcome of an international movement. Our producers may be seriously embarrassed by the competition of countries whose laborers work for longer hours and therefore for lower remuneration. But if this is found to be true, the remedy will be found in laying further restrictions upon the competition of such countries with ourselves. This remedy is in the hands of the American workmen. It is their business to demand that while the duties of the Tariff shall stand as the law specifies for countries which have and enforce an eight hour law, they shall be twenty per cent. higher for those which do not.

There is no argumentative force in the objection that "the workingman is asking for ten hours' pay for eight hours' work." The day's wages is not fixed with reference to the number of hours for which the wage-earner works. Both the hours and the wages are fixed by a general consideration of what is fair to the workman. The present status has been reached as the outcome of a good deal of struggle on both sides. What the workingman has obtained has been determined largely by the public opinion of the community, which fixes the standard by which the American workman must live. The workman makes his appeal to both public opinion and the power of association in asking that the hours of labor shall be reduced. If he succeeds, this will effect no reduction of wages, for the standard of his living will not be lowered. He will be paid at the old rate for the new tale of hours. His employer, it is said, cannot afford this. If his employer were bound by law to sell his goods at a specified price, he probably could not. But prices are as adjustable as wages. The workman's labor being a greater element of cost than before, will be added to the price, where the profits are not excessive.

A general rise in prices is not a calamity. A general fall of prices, such as we have had for the last thirteen years almost without interruption, is much more calamitous. That this fall has been caused by a general over-production though the improvements in the methods of manufacture seems almost capable of demonstration. In proposing to work eight hours a day instead of ten, the workmen propose to produce more commodities than they did ten years ago.

It is no answer to the demand to say that other classes work more than eight hours a day. It is quite true; but ought they to do so? Mr. Herbert Spencer told us that we generally work much too hard, and that the gospel of relaxation is one which we need to take to heart. Was he not right? Most of us work much too hard and for too many hours. We are burning the candle at both ends all the time. The American of a century ago was a leisurely mortal. He took his time, and seldom was hurried. He gave more time to the affairs of the community, and less to the work of accumulating wealth. He had leisure for that eternal vigilance which he was fond of describing as "the price of liberty." On the whole he was a happier man, if not so rich a man as his descendant. His chances of dying of heart disease, apoplexy or nervous prostration, or of ending his days in a madhouse,

were distinctly less. Perhaps the demand for less exhaustive labor on the part of the workmen may help others to sober reflection on this question of over-work.

ARCTIC BAKING POWDER

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

Arctic Manufacturing Co.,
GRAND RAPIDS, MICH.

TIME TABLES.

Chicago & West Michigan.

Leaves.	Arrives.
*Mail..... 9:00 a.m.	4:30 p.m.
*Day Express..... 12:35 p.m.	9:25 p.m.
*Night Express..... 10:40 p.m.	5:45 a.m.
*Muskegon Express..... 4:20 p.m.	11:20 a.m.
*Daily. *Daily except Sunday.	

Pullman Sleeping Cars on all night trains. Through parlor car in charge of careful attendants without extra charge to Chicago on 1:00 p. m., and through coach on 9:15 a. m. and 10:40 p. m. trains.

NEWAYGO DIVISION.

Leaves.	Arrives.
Express..... 4:30 p.m.	7:30 p.m.
Express..... 8:00 a.m.	10:50 a.m.
All trains arrive and depart from Union Depot.	

The Northern terminus of this Division is at Baldwin, where close connection is made with F. & P. M. trains to and from Ludington and Manistee.

J. H. CARPENTER, Gen'l Pass. Agent.
J. B. MULLIKEN, General Manager.

Detroit, Mackinac & Marquette.

Going West.	Going East.
7:30 p.m. Houghton.....	8:30 a.m.
3:00 p.m. D. Marquette.....	1:00 p.m.
2:05 p.m. A. Marquette.....	1:40 p.m.
10:40 a.m. Seney.....	4:50 p.m.
7:45 a.m. St. Ignace.....	8:15 p.m.
6:15 a.m. Mackinaw City.....	9:30 p.m.
5:00 p.m. Grand Rapids.....	10:30 a.m.
Express trains Nos. 1 and 2 make close connections at Mackinac City with Michigan Central and G. R. & I. R. R.	
Connections also made at St. Ignace with steamers of the Detroit and Cleveland Steam Navigation Company and all lake steamers.	
At Marquette with the Marquette, Houghton & Ontonagon Railroad, for all Lake Superior points.	
A. WATSON, Gen. Supt., Marquette, Mich.	
E. W. ALLEN, Gen. Pass. and Ticket Agent, Marquette.	

Lake Shore & Michigan Southern.

Leave.	Arrive.
Ex. and N. Y. N. Y. Ex.	
Mail. Mail.	
p. m. a. m. p. m.	
7:50 Dp. Grand Rapids.....	Ar 9:50 7:15
5:58 9:07 Allegan.....	8:32 5:58
6:55 10:05 Kalamazoo.....	7:30 5:00
9:50 11:40 White Pigeon.....	5:50 3:30
a. m. p. m. a. m.	
4:15 5:10 Toledo.....	11:15 10:40
8:20 9:30 Cleveland.....	6:40 6:30
p. m. a. m. p. m.	
2:40 3:30 Buffalo.....	11:55 11:55
a. m. p. m. a. m.	
5:40 8:00 Chicago.....	Lv 11:30 8:50
A local freight leaves Grand Rapids at 1 p. m., carrying passengers as far as Allegan.	
All trains daily except Sunday.	
J. W. MCKENNEY, General Agent.	

Grand Rapids & Indiana.

GOING NORTH.	Arrives.	Leaves.
Cincinnati & Gd Rapids Ex.	9:20 p.m.	11:30 a.m.
Cincinnati & Mackinac Ex.	9:30 a.m.	5:05 p.m.
Pt. Wayne & Mackinac Ex.	4:10 p.m.	7:00 a.m.
G'd Rapids & Trav. City Ac.		

GOING SOUTH.	Arrives.	Leaves.
G. Rapids & Cincinnati Ex.	7:15 a.m.	
Mackinac & Cincinnati Ex.	5:05 p.m.	5:30 p.m.
Mackinac & Pt. Wayne Ex.	10:30 a.m.	11:45 a.m.
Cadillac & G'd Rapids Ac.	10:30 p.m.	
All trains daily except Sunday.		

SLEEPING CAR ARRANGEMENTS.
North—Train leaving at 5:05 o'clock p. m. has Sleeping and Chair Cars for Petoskey and Mackinac. Train leaving at 11:30 a. m. has combined Sleeping and Chair Car for Mackinac City.
South—Train leaving at 5:30 p. m. has Woodruff Sleeping Car for Cincinnati.
C. L. LOCKWOOD, Gen'l Pass. Agent.

Detroit, Grand Haven & Milwaukee.

GOING EAST.	Arrives.	Leaves.
*Steamboat Express.....	6:20 a.m.	6:25 a.m.
*Through Mail.....	10:40 a.m.	10:50 a.m.
*Evening Express.....	3:40 p.m.	3:50 p.m.
*Limited Express.....	6:25 p.m.	6:30 p.m.
*Mixed, with coach.....		11:00 a.m.

GOING WEST.	Arrives.	Leaves.
*Morning Express.....	1:05 p.m.	1:10 p.m.
*Through Mail.....	5:00 p.m.	5:10 p.m.
*Steamboat Express.....	10:40 p.m.	10:45 p.m.
*Mixed.....	7:45 a.m.	
*Night Express.....	5:10 a.m.	5:35 a.m.
*Daily, Sundays excepted. *Daily. Passengers taking the 6:25 a. m. Express make close connections at Owosso for Lansing and at Detroit for New York, arriving there at 10:00 a. m. the following morning.		
The Night Express has a through Wagner Car and local Sleeping Car to Detroit to Grand Rapids.		
D. POTTER, City Pass. Agent. Geo. B. REEVE, Traffic Manager, Chicago.		

Michigan Central.

DEPART.	Arrives.	Leaves.
*Detroit Express.....	6:00 a.m.	
*Day Express.....	12:45 p.m.	
*Atlantic Express.....	10:40 p.m.	
*Way Freight.....	6:50 a.m.	

ARRIVE.	Arrives.	Leaves.
*Pacific Express.....	6:00 a.m.	
*Mail.....	3:30 p.m.	
*Grand Rapids Express.....	10:35 p.m.	
*Way Freight.....	5:15 p.m.	
*Daily, except Sunday. *Daily. Sleeping cars run on Atlantic and Pacific Express.		
Direct and prompt connection made with Great Western, Grand Trunk and Canada Southern trains in same depot at Detroit, thus avoiding transfers.		
The Detroit Express leaving at 6:00 a. m. has Drawing Room and Parlor Car for Detroit, reaching that city at 11:45 a. m., New York 10:30 a. m., and Boston 8:05 p. m. next day.		
A train leaves Detroit at 4 p. m. daily except Sunday with drawing room car attached, arriving at Grand Rapids at 10:35 p. m.		
CHAS. H. NORRIS, Gen'l Agent		



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

Amos S. Musselman AND 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.

F. J. DETTENTHALER,

JOBBER OF

OYSTERS & FISH,

BUTTER AND EGGS,

CONSIGNMENTS SOLICITED,

117 MONROE ST., - GRAND RAPIDS, MICH.

P. STEKETEE & SONS,

JOBBERS IN

DRY GOODS,

AND NOTIONS,

88 Monroe St..

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

GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers
American and Stark A Bags } A Specialty.

Wall Paper AND 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.

JENNINGS'

Flavoring Extracts!

MANUFACTURED BY

JENNINGS & SMITH,

Props. Arctic Manufacturing Co.,

GRAND RAPIDS,

ABSOLUTE SPICES.

Warranted to be Pure Goods.

Manufactured Only by

TELFER & BROOKS,

46 Ottawa St., Grand Rapids.

BULKLEY, LEMON & HOOPS,

Importers and

Wholesale Grocers.

Sole Agents for

"Jolly Tar" Plug Tobacco.

Daniel Scotten & Co.'s "HIA WATHA"
Plug Tobacco.

Lautz. Bros. & Co.'s SOAPS.

Niagara STARCH.

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

Thompson & Taylor Spice Co.'s "Mag-
nolia" Package Coffee.

SOLE PROPRIETORS

"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.

PUTNAM & BROOKS

Wholesale Manufacturers of

PURE CANDY!

ORANGES, LEMONS,

BANANAS, FIGS, DATES,

Nuts, Etc.

WM. SEARS & CO.

Cracker Manufacturers,

Agents for

AMBOY CHEESE.

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

Maxims for Merchants.

A buyer needs a hundred eyes, a seller not one.

To believe a business impossible is the way to make it so.

A merchant must keep at the helm and steer his own ship.

Beware of little expenses, as small leaks sink big ships.

Never chase a lie, let it alone and it will run itself to death.

Avoid extreme credit. This is a temptation that may lead to ruin.

If you are prospering in your business do not make too much show.

Keep your word, be honest, and consider a good name as equivalent for capital.

Speak very little in business; rather pump others than be pumped yourself.

Keep your eye fixed upon the mark, and don't flinch when you pull the trigger.

Some merchants lose an hour in the morning and look for it all the rest of the day.

Keep your books neatly posted up to the day, and arrange your papers systematically.

Trust him little who praises all, him less who censures all, and him least who is indifferent about all.

Consider everybody sharper than yourself; take the meaning of people, not their words, as a guide in business.

In business, work on positive facts; do not let hope predominate too much. In other words, don't be visionary.

A good paymaster is the lord of another man's purse.

Go with the business tide if possible, and avoid going against it.

Punctuality is the hinge of business. It is a virtue that all men reverence in theory, and but few carry out in practice.

A man is neither good nor wise nor rich at once; but by softly creeping up the hill he every day betters his prospect, till at last he gains the top.

Every first-rate man of business can create a first-rate business. By such a man obstacles of time, situation, poverty and competition can be overcome.

Bankruptcy is a woe which no man should wantonly provoke. He that has once descended that fall has enough to weigh upon his heart for years.

Every business is what it is made to be; but that very thing, so far from proving that every man may have a flourishing business, shows that the incompetent man is sure to be always at the foot of the ladder.

Seconds Brands Packed in Baltimore.

From the Baltimore Price List.

Below will be found a list of seconds brands packed at this market which go out under fictitious names. Our purpose in keeping these latter before the public is to prevent unscrupulous meddlers from imposing them on buyers as standards, after having bought them as seconds:

Carroll Co. Packing Co.

Frank Albert.

Brown, Tatem & Co.

Barnes & Connor.

H. Byer—Cambridge.

Beckwith.

Chesapeake.

Chester River.

Dexter & Co.

C. R. Dayton & Co.

Edwards & Perry.

Elder, Brewster & Co.

J. Greenwood & Co.

Samuel Hodges & Co.

John Hall & Co.

C. C. Lawrence & Co.

Lord & Wallis.

Marsh & Brown.

M. Martyn & Co.

Nunley, Hynes & Co.

Ross & Co.

Stewart Bros.

Stanley Bros. & Co.

R. Scott & Co.

J. B. Thomas & Co.

Tyler & Dolman.

J. T. Williams & Co.

P. Williamson & Co.

P. Wheeler & Co.

J. Walker & Co.

Harry Webster.

McShaw & Co.

Archer, Allen & Co.

Baker & Brown.

J. M. Berry.

H. Brill & Co.

Coltingham Canning Co.

J. W. Durham & Co.

W. H. Elmore & Son.

John Fisher & Co.

Griffith Preserving Co.

J. Jones & Co.

E. H. Lyons & Co.

L. Lutz.

Wm. Maxwell.

W. H. Meyer.

H. Nelson & Co.

Russell & Bros.

John Sheppard.

Spencer Wright.

Somers, Foote & Co.

Vinton, Baker & Co.

P. Werner & Co.

Webster & Co.

Winfield & Co.

W. Young & Co.

A Heartless Deception.

From Puck.

"I understand you have failed in peesness, Mr. Levi?"

"Yes; I was unfortunat in a brivate sbecculation. Dot vas not the vorst. I vas deceived."

"How so?"

"In my assignee. He vas a scoundrel. He vorked his vay into my convidece, unt made me bay ninety-six ber cent. Did you effer hear of such an outridge?"

Wait & Young, general dealers at Kings-

ton are succeeded by A. C. Young, who has removed the stock to Caro.

G. W. Stevens & Son succeed Stevens & Henderson in the brokerage business at De-

troit.

THE BEST IN THE MARKET.



Order a case from your Jobber.

See Quotations in Price-Current.

CURTISS, DUNTON & CO.,
Paper TWINES,
CORDAGE,
WOODENWARE.

Wool Twine, Binders' Twine, Tarred Felt,
Tarred Board, Building Board, Etc.

LYON ST., - GRAND RAPIDS.

L. M. CARY. L. L. LOVERIDGE.
CARY & LOVERIDGE,

GENERAL DEALERS IN

Fire and Burglar Proof

SAFES

Combination and Time Locks,

11 Ionia Street, - Grand Rapids, Mich.

SPRING & COMPANY,

WHOLESALE DEALERS IN

Staple and Fancy

DRY GOODS,

CARPETS,

MATTINGS,

OIL CLOTHS

ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids,

--

Michigan.

Dry Goods.

The following quotations are given to show relative values, but they may be considered, to some extent, "outside prices," and are not as low as buyers of reasonable quantities can, in most instances, obtain them at. It will pay every merchant to make frequent visits to market, not only in respect to prices, but to keep posted on the ever-changing styles and fashions, many of which are never shown "on the road."

WIDE BROWN COTTONS.
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OUT AROUND.

News and Gossip Furnished by Our Own Correspondents.

Pentwater.

The Brick and Tile Co. is building two large scows, with which to ship brick to Chicago. They are 150x36x9 feet.

At the annual meeting of the Pentwater Furniture Co., the following directors were elected: Ed. Maxwell, W. E. Ambler, T. Collier, F. Neilsen, G. W. Imus, Wm. B. O. Sands and Edwin Nickerson. The directors subsequently elected the following officers:

President—T. Collier.
Vice-President—G. W. Imus.
Secretary—Wm. Hudson.
Treasurer—F. Neilsen.

Hersey.

Frank Procter has purchased the grocery stock of his brother, Fred Procter, and will continue the business at the same place.

We have no saloon, no meat market and need a barber shop.

Muskegon.

The recent death of Andrew Dik from consumption throws his grocery business into the hands of his wife and daughter who will continue at the old stand.

Business is starting up very satisfactorily and all indications are favorable for a pleasant and profitable season's trade.

Muskegon county is about twenty years behind the times, so far as the management of the clerk's office is concerned. The present incumbent performs all the work that could reasonably be expected of any one man, but it is impossible for him to attend to his duties in court and calls at the office at the same time.

If Muskegon county cannot afford to hire him a deputy, the vacancy ought to be filled by a public subscription.

Barons Bros. are running extra time, on account of a number of pressing orders for manufactured goods.

Frank Johnson has returned from Chicago, where he purchased a new grocery stock, which he will open up at Lakeside.

Business men generally are talking of petitioning the Goodrich Transportation Co. to run a daily line of boats from Chicago to Muskegon, instead of tri-weekly, as is the practice at present.

Traverse City.

Hannah, Lay & Co.'s saw mill has shut down while a new cylinder steam feed is being put in. The old feed will be placed in their Long Lake mills.

J. W. Markham's brick yard presents a lively appearance. One million brick will be made, beside those already contracted for.

Nearly all the farmers are planting potatoes in large quantities. Among the largest growers are John Black, forty acres; H. K. Brinkman, forty acres; H. D. Campbell, fifteen acres; M. S. Brownson, forty-five acres.

At the annual meeting of the stockholders of the Hannah & Lay Mercantile Co., the old directors and officers were re-elected.

E. McNamara has moved his stock of goods to the Hannah building.

Hudson.

John R. Bate has moved his hardware stock into the store recently vacated by Henry McMaster.

Ernest Pratt, baker at Halstead's bakery, threw open the furnace door the other day to replenish the supply of wood, when a fierce flame blew out, striking him in the face and burning him in a terrible manner.

Moreland Bros. & Crane, of Adrian, and Emerson & Co., of Toledo, have begun suit against Ira Swaney, assignee for A. D. Retan & Son, who failed several weeks ago, for the recovery of their accounts. Their claim is that they held a chattel mortgage on the stock, which was being held in trust by the firm, but which had not been recorded.

Big Rapids.

W. S. Johnson & Son, late of Fort Dodge, Iowa, have purchased the residence and small store property of Mr. Glossinger, located near to Third ward school building, and will put in a line of confectionery and light groceries.

Dr. John Clark & Co., who lately put in a small drug stock at the upper depot, will during the week move the same to the old Pios drug store, opposite the Big Rapids Furniture Store.

R. A. Moon has returned from his wedding trip and will undoubtedly soon commence the erection of his new brick store, just south of the Newton building.

G. F. Stearns, President of the Northern National Bank, has just finished planting fourteen acres of potatoes.

Cadillac.

C. R. Smith will adorn the exterior of his grocery store with a fresh coat of paint.

H. A. Crawford, who recently sold his grocery stock to Wilcox Bros., has decided to embark in the produce commission business and for the present will occupy Dr. Leeson's store building.

The new carriage factory is now in full blast and Dennis Kelleher, the proprietor, reports all the orders he can attend to. The institution promises to be an important addition to Cadillac's industries.

Hixson's Hoop factory did its biggest day's work last week, turning out 12,000 barrel hoops.

E. T. Conrad, formerly manager of Law's branch store at Lake City, is now behind the counter in Law's Cadillac store.

Fred Ernest has sold his meat market on North Mitchell street to Hutchinson Bros.

Major C. L. Andress offers the McKinnon House and furniture for sale, occasioned by the death of his wife.

Elk Rapids.

Dr. Bailey has purchased C. A. Newton's livery and feed business and will continue the same at the old stand. He will improve and add to the stock.

Wm. Dearing has bought back the liquor store from Jno. Powell, formerly owned by him.

The steamers Morley and Cummings are making regular trip, the first from East Bay to Old Mission and the second from Traverse City to Elk Rapids and way ports.

The Time and Ida are running from Belaire to this place.

Good Words Unsolicited.

S. H. Rinker, drugs and groceries, Fenwick: "Like the paper splendid."

A. Retan, general dealer, Pawamo: "Send it along another year. Don't want to be without it."

E. S. Houghtaling, grocer, Hart: "Thanks to THE TRADESMAN for its good work and for its help to the country grocer."

The Gripsack Brigade.

John D. Mangum was in town Monday. John Smyth, late with Ludwig Winteritz, succeeds J. M. Chaplin as city salesman for Telfer & Brooks.

"By Gee" started out again yesterday, after three months' of enforced idleness. His clothes don't fit as tight as they used to.

Edward Pike, formerly with F. J. Lamb & Co., has gone on the road for S. A. Welington covering his trade by means of a wagon.

John Eaman, the grainger-looking traveler for the Fuller & Fuller Co., of Chicago, was in town a couple of days last week, a guest at the Michigan House.

Dave E. Brackett, formerly with D. T. Fargo, at Sheridan, has gone on the road for S. A. Welington, taking the territory southwest of Grand Rapids.

Battle Creek Call: Mr. and Mrs. C. S. Kelsey gave an informal reception to the Battle Creek members of the Travelers' Protective Association on the evening of the 15th.

Gus. Sharp and Dr. Josiah B. Evans won sport \$30 diamond pins, which were presented to them by a plug tobacco manufacturer in consideration of their good looks.

Wallace Franklin has gone to the New Pool of Bethesda at Cowlesville, N. Y., in hopes of curing the stiffened joint received by jumping from a moving train at Owosso two or three months ago.

Secretary King, of the Railway Association of Michigan, wrote Secretary Caro that round trip tickets to the Jackson convention over every railway in the State will be sold at one fare on the 27th and 28th, good to return up to midnight of the 29th. This concession includes members of the T. P. A., their families and friends.

W. D. Downey, the little groceryman, will celebrate the month of roses by wedding Miss Robbins, the charming daughter of Capt. Robbins, of Grand Haven.

Downey was in town last Saturday, inquiring the price of furniture, from which his friends infer that he does not propose to the tyranny of boarding house life.

Grover Cleveland, A. Baker and Little Downey will all be married about the same time next month. As soon as Grover heard of it, he proposed that the three couples take their wedding trips together, but the latter did not acquiesce. Grover evidently thought there would be no danger of going astray or "getting strapped," if he could get in such good company.

Harvey Baxter, who has been with Foster, Stevens & Co. for several years and for three years manager of the order department of the wholesale store, succeeds Geo. G. Whitworth as city salesman for Foster, Stevens & Co. Mr. Baxter's thorough acquaintance with the business in all its details, coupled with his extended experience, makes him peculiarly fitted for the position.

The Gunn Hardware Company is now represented on the road by the following travelers: Jas. L. Lees, who sees a portion of the city trade and takes in the D., L. & N. and C. & W. M., south; A. H. Nichols, who visits the balance of the city trade and the towns within a radius of forty miles; Chas. M. Norton, who calls on the Northern trade. A fourth man will be commissioned within a week or ten days.

Frank Weaver, the Mantion grocer, sends THE TRADESMAN the following enquiry under date of the 19th: "Ask Charley Robinson and Steve Sears what luck they had fishing at Mantion. They went from this point last night to catch fish. Robinson fell in the water and was in so deep that his ears flopped on top of the water. He was hauled out in a demoralized condition, his clothes were torn and he was otherwise in bad shape. He only got a few bites, and they were mosquito bites."

Mecosta Sentinel: It was not generally supposed that it was known outside of our immediate vicinity that our streams were stocked with speckled trout, but on Wednesday, a gentleman from Grand Rapids quietly dropped into town, took a look at the stream at the north of town, and was surprised and astonished at the immense numbers of trout to be seen, in plain view, of various sizes and lengths. Charley hasly got out his fishing tackle, secured bait from one of our merchants, and made all arrangements for a big catch. Upon arriving at the stream, a misstep sent him in over his shoe-top, but nothing daunted he made his cast, raised him and landed on the bank a fine specimen—a horned dace, and the trout question was then and there satisfactorily settled. Successful trout fishing is hazardous at times as dealing in pork options.

Fully Organized.

The organization of the Gunn Hardware Company has been completed by the election of W. S. Gunn, Will A. Gunn, E. F. Uhl and Frank Berles as directors, who in turn have selected the following officers:

President—E. F. Uhl.
Vice-President and General Manager—W. S. Gunn.
Secretary—A. S. Goodman.
Treasurer—Will A. Gunn.

The Hardware Market.

Business is good and collections are equally encouraging. Nails have declined 5 cents, steel nails being firm and iron nails weak at the decline. The trade in builders' hardware is excellent. No new developments have come to light in barbed wire, the demand for which is tolerably fair. Other articles in the hardware line are about steady.

"Fermentum" the only reliable compressed yeast. See advertisement.

VISITING BUYERS.

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

Smith Barnes, general manager Hannah & Lay Mercantile Co., Traverse City.
Harry Montague, manager grocery department Hannah & Lay Mercantile Co., Traverse City.

Frank Hamilton, Hamilton & Milliken, Traverse City.
Nicholas Bouma, Fisher.
Walter Struik, Forest Grove.

J. F. Clark, Big Rapids.
Hoag & Judson, Cannonsburg.
James Colby, Rockford.
M. A. Massie, Greenville.
Geo. P. Stark, Cascade.

C. Stocking, Gratian.
Frank Sommers, Dor.
C. E. Coburn, Pierson.
J. L. Handy, Woodstock.

Fred Buller, Deer Lake.
M. E. Walling, Walling Bros., Lamont.
W. H. Hicks, Morley.
Geo. N. Reynolds, Belmont.

J. C. Scott, Lowell.
Silas W. Smith, 3rd St. Corners.
John M. Cloud, Cadillac.
Geo. Carrington, Trent.

Geo. W. Bevis, Tustin.
J. Grutter, Grand Haven.
J. J. Wiseman, Nunica.
John Gunstra, Lamont.

Mr. Smith, Smith & Ballard, Ada.
N. De Vries, Jamestown.
Frank B. Watkins, Monterey.
C. K. Hoyt, Hudsonville.

M. J. Howard, Englishville.
Jas. Hilley, Dor.
J. C. Hill, Mar. Ma.
John Smith, Ada.

F. P. Dunwell, Ludington.
E. B. Joyce, Cannonsburg.
G. B. Hansen, Hudsonville.
John D. Lange, Sparta.

R. Monteith, Otsego.
G. A. Bottie, Grand Haven.
C. W. Skelinger, Rockford.
James Buckley, Buckley & Daggett, Petoskey.

Mr. Hesselstine, R. K. Hesselstine & Son, Cassville.
Jos. Raymond, Berlin.
Wm. Pipp, Pipp Bros., Kalkaska.

Mr. Berg, A. & E. Berg, Caledonia.
D. B. Galentine, Bailey.
Dave Holmes, with West Michigan Lumber Co., Woodville.

Paine & Field, Englishville.
J. C. Bentlow, Cannonsburg.
S. S. Dryden, Hudsonville.
Mr. Bode, Bode & Keeney, Ferry.

Mr. Wright, Cutler & Wright, Morley.
Geo. D. Barden, Woodland.
G. F. Cook, Grove.
J. C. Coburn, Pierson.

R. W. Terman, Zeeland.
Andre & Son, Jennisonville.
C. Durkee, Altona.
Jas. Toland, Ros.

Mr. Tanis, Den Herder & Tanis, Vriesland.
H. M. Harroun, Melain.
P. Wyngarden, Vriesland.
John Spring, Spring & Lindley, Bailey.

John Kamp, Zuphen.
A. Purchase, South Blenden.
Wm. Vermeulen, Beaver Dam.
Moedijk, DeKruif & Co., Zeeland.

J. C. Hill, Mar. Ma.
John Yeakey, Wayland.
G. L. White, Barnhart & White, Mancelona.
A. C. Barkley, Crosby.

S. M. Geary, Maple Hill.
John Gunstra, Lamont.
M. Lutz, Caledonia.
W. P. Andrus, Cedar Springs.

G. Ten Hoorn, Forest Grove.
T. J. Sheridan & Co., Woodville.
Hoag & Judson, Cannonsburg.
H. Callner, Muskegon.

W. Black, Cedar Springs.
John Scholten, Overlin.
R. G. Smith, Wayland.
John Demstra, Forest Grove.

G. N. Reynolds, Belmont.
J. F. Clark, Big Rapids.
O. Ball, Morley.
Geo. Lentz, Croton.

Neal McMillan, Rockford.
Dr. J. W. Kirkland, Lakeside.
N. De Vries, Jamestown.
Childs & Carper, Childs' Mills.

Mr. Lovely, Denton & Lovely, Howard City.

Hides, Pelts and Wool.

Hides are without change. Pelts are quiet. Tallow is flat. Wool is quiet, and but little yet offered.

COUNTRY PRODUCE.

Apples—Entirely out of market.
Asparagus—35¢ per doz. bunches.
Beans—Local buyers pay 50¢@55¢ bu. for unpeeled and hold ordinary hand-picked for \$1.00@1.15.

Beans—String, \$1.75 for ½ bu. crate. Wax, \$2.25 per ½ bu. crate.
Beets—Now, 40¢ doz. bunches.
Butter—Michigan creamery is in fair demand at 17¢@18¢. Dairy is a drug on the market at 14¢.

Butterine—Solid packed is held at 14¢.
Cabbages—\$4 per crate of about fifty heads.
Cabbage—Plants—35¢ doz. 100.
Carrots—25¢ doz.

Cucumbers—35¢ doz.
Cheese—April and May stock of Michigan cheese is in good demand at 11¢@11½¢.
Cranberries—Out of market.

Dried Apples—Quartered and sliced, 30¢@35¢.
Evaporated, 65¢@70¢, according to quality.
Dried Peaches—Pared, 15¢.

Eggs—In plentiful supply and weak. Jobbers pay 9¢@10¢ and sell for 10¢@10½¢.
Honey—Easy at 12¢@14¢.
Hay—Baled is active and firm at \$15 per ton in two and five ton lots and \$13 in car lots.

Lettuce—12¢ doz.
Maple Sugar—70¢ c.
Mint—25¢ doz.
Onions—Green, 10¢ doz. bunches. Bermudas, \$2.75 bu. crate. Yellow Danvers, \$2.50 doz.

Peas—Green, \$1.50 bu. box.
Pop Corn—Choice new commands 2½¢ bu. and old 3¢ bu.
Potatoes—Old stock is about played out. New potatoes are in good demand at \$2.50 per bu. sack or \$5 per bbl.

Pieplant—1¢ doz.
Poultry—Scarce and high. Fowls sell for 10¢@10½¢; turkeys, 12¢. Ducks are out of market.
Radishes—18¢ doz.
Spinach—70¢ bu.

Strawberries—\$2.75 24 ct. crate.
Tomatoes—Florida, \$1.75 ¼ bu. box.
Tomato Plants—40¢ 100.

GRAINS AND MILLING PRODUCTS.

Wheat—No change. The city millers pay as follows: Lancaster, 81; Pulse, 78¢; Clawson, 78¢.
Corn—Jobbing generally at 44¢@45¢ in 100 bu. lots and 38¢@40¢ in small lots.

Oats—White, 40¢ in small lots and 35¢@36¢ in car lots.
Rye—48¢@50¢ bu.
Barley—Brewers pay \$1.25 per cwt.

Flour—No change. Fancy Patent, \$5.50 per bbl. in sacks and \$5.75 in wood. Straight, \$4.60 per bbl. in sacks and \$4.80 in wood.
Meal—Bolted, \$2.75 per bbl.

Mill Feed—Screenings, \$14 per ton. Bran, \$15 per ton. Ships, \$15 per ton. Middlings, \$16 per ton. Corn and Oats, \$17 per ton.

MISCELLANEOUS.

Hemlock Bark—Local tanners are paying \$4.75 per cord for old bark, and making contracts for new bark on the basis of \$5.50 per cord, delivered, cash.

Ginseng—Local dealers pay \$1.75 per lb. for clean washed roots.

Rubber Boots and Shoes—Local jobbers are authorized to offer standard goods at 35 and 6 per cent. off, and second quality at 35, 5 and 10 per cent. off.

Manufacture of Matches in This City.

GRAND RAPIDS, May 21, 1886.

Editor Michigan Tradesman:
DEAR SIR—I notice some controversy in your paper about matches. Along about 1870 a match factory was started in this city by John A. Harriman, who came here from New Hampshire for that purpose. Mr. Harriman is now Clerk and Register of Antrim county, this State. He continued the business for several months, but it evidently did not pay, for he went out of the business. The factory was operated on the West Side, near Bridge and Front streets.

THE TRADESMAN has written Mr. Harriman, requesting him to prepare a short history of the enterprise here, for publication. Another attempt was made to engage in the manufacture of matches on a small scale about two years ago, but the enterprise failed through lack of capital and because of the poor quality of goods turned out.

PORTABLE AND STATIONARY ENGINES.

From 2 to 150 Horse-Power, Boilers, Saw Mills, Grist Mills, Wood Working Machinery, Shafting, Pulleys and Boxes. Contracts made for Complete Outfits.

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

HESTER & FOX,
Manufacturers' Agents for

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

Depot for Independence Wood Split Pulley. Large stock kept on hand. Send for sample pulley and become convinced of their superiority. Write for prices.

1300 Oakes St., Grand Rapids, Mich.

COAL AND BUILDING MATERIALS.

A. B. Knowlson quotes as follows:

Ohio White Lime, per bbl. 1 00
White Lime, car lots, 12 50
Louisville Cement, per bbl. 1 25
Akron Cement, per bbl. 1 20
Baltimore Cement, per bbl. 1 20
Car lots 1 00
Plastering hair, per bu. 2 50
Stucco, per bbl. 1 75
Land plaster, per ton 3 50
Land plaster, car lots 2 50
Fire brick, per M. 2 50
Fire clay, per bbl. 5 00

COAL.

Anthracite, egg and grate, car lots. \$5 75
Anthracite, stove and nut, car lots. 6 00
Cannel, car lots. 6 00
Old Virginia, car lots. 5 00
Blossburg or Cumberland, car lots. 5 50
Portland Cement. 3 50@4 00

COYSTER AND FISH.

F. J. Dettenthaler quotes as follows:

New York Counts—40
Grub 1—\$11 00, dis 60
Grub 2—11 50, dis 60
Grub 3—12 00, dis 60

FRESH FISH.

Cod 20
Haddock 7
Mackerel 12
Mackinaw Trout 12
Perch 4
Smelts 10
Whitefish 7

COOPERAGE.

Quay, Killen & Co. quote as follows, f. o. b. at Grand Rapids.

STAVES.

Red oak floor bbl. staves. M 6 50@7 00
Elm floor bbl. staves. M 5 00@5 50
White oak staves, s'd and t. M 6 00@6 50
White oak pork bbl. M 18 50@20 00

HEADS.

Tierce, doweled and circled, set. 15 18
Tierce heads, square. M 23 00@25 00
Pork bbl. M 18 50@20 00
Basswood, kiln dried, set. 40 44

HOOPS.

White oak and hickory tee, 8 ft. M 11 00@12 50
White oak and hickory 7 ½ ft. M 10 00@11 00
Hickory floor bbl. M 7 00@8 25
Ash, round " M 6 25@7 00
Ash, flat raked, 6 ½ ft. M 3 50@4 25

BARRELS.

White oak pork barrels, h'd m'd M 1 00@1 10
White oak pork barrels, machine. 85¢ 95¢
White oak tierce barrels. 1 50 1 25
Black ash, log-run. 1 25 1 00
Custom barrels, one head. 1 00 1 10
Flour barrels. 30¢ 37¢
Produce barrels. 23¢ 25¢

HARDWOOD LUMBER.

The furniture factories here pay as follows for dry stock:

Basswood, log-run. 213 00
Birch, log-run. 16 00@20 00
Birch, Nos. 1 and 2. 225 00
Black ash, log-run. 613 00
Cherry, log-run. 25 00@30 00
Cherry, Nos. 1 and 2. 45 00@50 00
Cherry, cut. 210 00
Maple, log-run. 15 00@20 00
Maple, soft, log-run. 12 00@14 00
Maple, Nos. 1 and 2. 20 00
Maple, clear, flooring. 225 00
Maple, white, selected. 215 00
Red Oak, log-run. 218 00
Red Oak, Nos. 1 and 2. 222 00
Red Oak, No. 1, step plank. 225 00
Walnut, log-run. 245 00
Walnut, 1st and 2nd. 225 00
Walnuts, culis. 225 00
Grey Elm, log-run. 213 00
White Elm, log-run. 14 00@16 00
Whitewood, log-run. 223 00

Hardware.

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

AUGERS AND BITS.

Ives' old style. dis 60@10 00
N. H. C. Co. dis 60@10 00
Bouglass. dis 60@10 00
Pierces. dis 60@10 00
Snell's. dis 60@10 00
Cook's. dis 60@10 00
Jennings, genuine. dis 25 00
Jennings, imitation. dis 25 00

BALANCES.

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

BELLS.

Hand. dis 60@10 00
Cow. dis 30 15
Call. dis 25 00
Gong. dis 25 00
Door, Sargent. dis 60@10 00

BOLTS.

Stove. dis 40 00
Carriage new list. dis 40 00
Plover. dis 30 15
Sleigh Shoe. dis 75 00
Wrought Barrel Bolts. dis 60@10 00
Cast Barrel Bolts. dis 60@10 00
Cast Square Spring. dis 60 00
Cast Chain. dis 60@10 00
Wrought Barrel, brass knob. dis 60@10 00
Wrought Square. dis 60@10 00
Wrought Sunk Flush. dis 60 00
Wrought Bronze and Plated Knob. dis 60@10 00
Ives' Door. dis 60@10 00

BRACES.

Barber. dis 40 00
Backus. dis 50@10 00
Spofford. dis 50 00
Am. Ball. dis net

BUCKETS.

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

BUTTS, CAST.

Cast Loose Pin, figured. dis 70@10 00
Cast Loose Pin, Berlin bronzed. dis 70@10 00
Cast Loose Joint, genuine bronzed. dis 60@10 00
Wrought Narrow, figured fast joint. dis 60@10 00
Wrought Loose Pin. dis 60 00
Wrought Loose Pin, acorn tip. dis 60 00
Wrought Loose Pin, jappanned. dis 60 00
Wrought Loose Pin, jappanned, silver tipped. dis 60 00
Wrought Table. dis 10 00
Wrought

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

PRICE LIST. HOUSEHOLD DEPARTMENT. PART 6.

Terms Cash. Thirty days allowed on approved credit. One per cent. discount for Cash in Ten Days. We present a few more specialties from our Household Department stock, showing a staple, regular line of rapid sellers that will find their place in every PROGRESSIVE MERCHANT'S store. In addition to the immense variety of goods shown in these last 36 columns, we carry the LARGEST STOCK and GREATEST VARIETY of Glassware and Crockery shown in the State. WE MEET ALL COMPETITION AT HOME OR ABROAD.

81

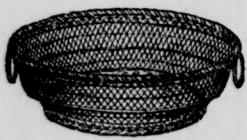
Baskets.

We take pleasure in opening this line for our trade, as we have the satisfaction of knowing that, as they were bought direct from the manufacturing villages of Germany, we can name the lowest prices at which they have ever been offered, and a clean, new stock, that cannot help but please. No old goods to be disposed of.



CHIP BASKET, 5 in nest, one of the best sellers, useful in a dozen ways. 38 4 25

Work Baskets.



No. 1. The largest 10 cent Work Basket, 8 1/2 inches. 89 10 50
No. 2. Extra size. Similar style, but 9 1/2 inches in diameter, with strong, woven bottom. 1 65



Per Doz.
No. 342-1. Extra strong, pure white willow, solid, close bottom, 10 in. across. 2 00
No. 342-2. Same style, 11 in. diameter. 2 65
Infant Basket. Size 12x15 inches, with four handles, very firmly woven, solid wood work bottom, made for use, not show. 3 96

Willow Clothes Baskets.

Of the finest and strongest German Willow. Will last a lifetime.
No. 4, 29 inches long. 5 50
No. 3, 31 " " 6 50
No. 2, 32 " " 8 00
No. 1, 34 " " 9 50

A Fortune in Parlor Matches.

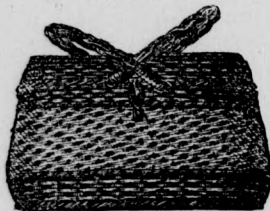
Who would think a man could make millions of dollars manufacturing matches at two cents a box? writes the New York correspondent of a contemporary. Yet millions have been made out of this simple scratch in everyday life. I saw a gentleman this morning from Wilmington, Del., the center of the match-making industry of this country. In this village of some 40,000 people the head center of the parlor match lived and worked. The concern had two heads, Swift and Courtney. Swift was the business man and financier; Courtney, the mechanic and working man. There is a great story about this match, said my friend from the State and city of Bayard. Courtney, who has just died, worth a million of dollars or more, came to Wilmington some twenty years ago. A plain, even a coarse mechanic, his stock in trade was a knowledge of how to make the paste for these parlor match heads, those little red things that make such a noise when you scratch or step on them. Swift went in with him, and this concern has controlled the manufacture of these touchy matches ever since. After awhile they took in Beecher and different match concerns all over the country, but the paste for the heads of all these matches was made in Wilmington and by Mr. Courtney. This rather rough man long ago recognized the fact that the secret how to make this combustible paste was his capital. He guarded it with great fidelity. He would never divulge the intricacies of the process, even to his process, even to his partners. He had a room in the factory in which he worked when mixing the substance, and from this the visitor was excluded. He also carried the key, and no one was allowed to approach the methods by which he was seeking a fortune, except in his presence. Although every method was tried to obtain the component parts of this paste by analysis, no one but Courtney has ever been able to mix it with success. With this secret and Mr. Bayard's friendship to keep the tax on matches up to a good round figure, this concern made a great deal of money. Finally Mr. Courtney began to fade. The odors from the compound he mixed, slowly, but surely sapped his life. Constant inhalation of its poisonous fumes told upon him until the secret by which he made his fortune finally took his life. He did not die, however, until he had imparted to his son the information through which he had made such a success in life, and the son, with his millions, will doubtless let others mix the material which his father so carefully guarded. A strange world this, and strange people live in it. With all this striving after money, the means of enjoying it after it is in our hands is often taken away. Courtney, the match man, is only a type of a great class.

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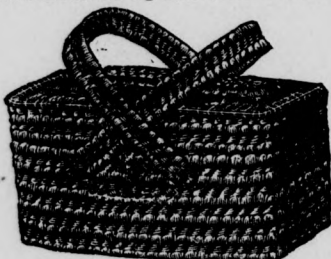
Lunch Baskets.



NO. 50 GERMAN WILLOW Lunch Basket, 7x9 inches, white, clean goods, with colored willow stripes. Regular jobbers' price on this, \$2 per doz. Ours 1 75
No. 40. Same style, only a very large lunch basket, 9x10 inches at top, 6 in. deep. 2 87



NO. 00 RATTAN Lunch or Shopping Basket. Yellow fine woven body with brown trimming, beveled top, 11 1/4 x 7. A basket that but few dealers can offer at our figure. 4 50



NO. 991 PALM LEAF Lunch. The largest and most durable basket for the money ever offered, 9x13 1/4. 2 25
NO. 992 PALM LEAF. The regular 50 cent size. We offer at a price unexcelled, and opportunity to make a cut rate at retail. 3 75
NO. 994 PALM LEAF, 11 1/4 inches. 6 75
NO. 995 PALM LEAF, 12 inches. 8 00
NO. 996 PALM LEAF, 13 inches. 10 00
NO. 742 ASSORTED LUNCH, varnished willow and finely woven straw braid, assorted in bronze, dark brown and white. 9x13 1/4. The largest size for a "quarter". 10 00

The Value of Business Integrity.

The value of well-established business integrity was never better exemplified than it is just now in the machinery business. Buyers expect to buy for little money, but quite as much they are interested in getting exactly what they bargain for. There is every reason why this should be so. No man ever considers anything cheap, in any sense of the word, which is not what it is represented to be. Sharp practice may succeed for once, but not again in the same direction.

Some builders of steam engines are remarkably busy, having secured orders in spite of lower figures by others in the same line of engines, because their reputation for honest work is undoubted.

In times of low prices and slack orders, the temptation is to build cheap for the sake of naming low prices. At the best this can only secure temporary advantage. In the end those who deliver exactly what they sell, maintaining their character for honest work, will take the orders for fair living profits. No one likes to be humbugged in buying machinery.

Laughable Trade-Mark Piracy.

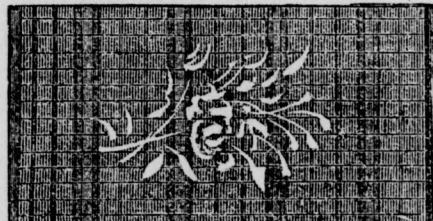
The London Customs Commissioners recently seized a lot of German cutlery. One specimen, a pearl-handled four-bladed pen-knife, was so curious an example as to attract special notice. Each of the four blades bore a different stamp, the variety of the names struck evincing a charming impartiality in the work of imposture. One blade was marked "Cook Brothers, Sheffield;" another, "F. Moseley's Cutlery;" a third, "Pennsylvania Cutlery Company," and the fourth, "Eagleton Knife Company." The effect of the promiscuous marking was so ludicrous as to suggest that the cutler had got his stock of blades bearing pirated marks mixed, and failed to notice that they did not agree. It is scarcely possible to suppose him to be either cynical or silly enough to deliberately distribute among his customers knives which carry their fraudulent character on their surface.

Make Friends of Your Customers.

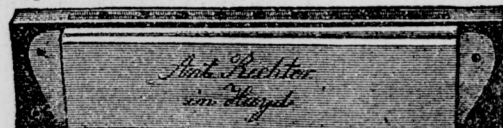
From the American Grocer.
Civility pays. Moroseness drives away trade. Meeting a customer with a glum countenance, serving him with no word of cheer or comment is the way to ruin the business. A word of welcome, a bit of pleasantry, a judicious allusion to some novelty or fresh line of goods will fasten patronage. Permanent trade is worth more than transient. Nothing will secure it so quickly and surely as making one's self agreeable to all comers. That does not mean a familiarity which offends, nor imply a spirit of fun or joking liable to displease. Never neglect a customer in hand for a new-comer, except by consent. Serve everybody in turn, even though a child.

83 and 84

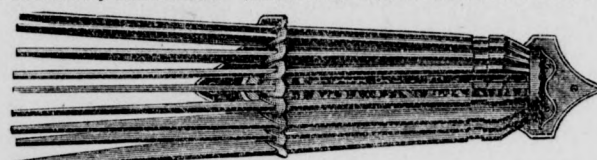
Table and Splash Mats.



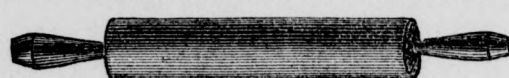
SPLINT TABLE Mats, 10x14 inches, per dozen sets of 3 each. 96 11 00
SAILOR'S PALM LEAF Table Mat, finely woven by old and disabled sailors. 4 in set. Per dozen sets. 8 00
NO. 67 SPLINT SPLASH MATS as shown in cut above. Three styles with bright hand-painted flowers, size 18x36 inches. 1 50
NO. 62 SPLINT SPLASH MATS. Same size, woven in assorted colored splints, a wonder at this price. 89 10 50



Richters' Genuine Key Harmonica. (All sizes carried in stock). 55 6 25



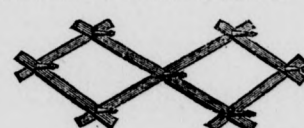
Folding Clothes Bars. Folds up when not in use. 10 bars, each 2 feet long. See cut. 5 50
Folding Clothes Bars. To fit in corner, or will fold around stove or window. 9 00



ROLLING PIN, revolving handle, warranted finest quality, polished maple, no seconds, 13 1/4 in. long. 65 7 50
Potato Mashers, same quality and material, polished. 39 4 50



Wood Basting Spoons. 35 4 00
Toy Rolling Pins. 39 4 50
Toy Potato Mashers. 38 4 00
Towel Roller, 18 in., iron ends. 89 10 50
Dish Mops. 40 4 50
Napkin Rings, genuine Swiss carving. 89 10 50



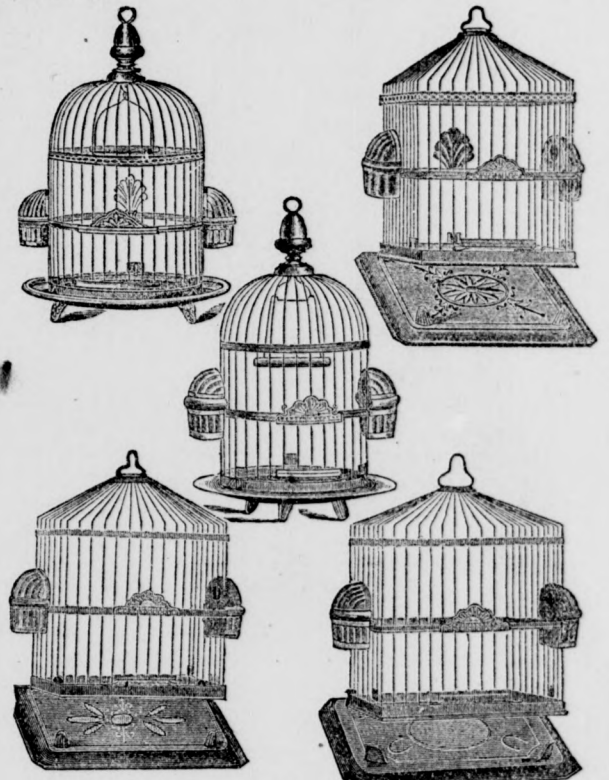
New 7 Pin Hat and Coat Rack. Very strong, with porcelain tips. 78 9 00
Tin Corner Knife Box, polished whitewood, can be sold with a profit. 80 9 50
Wood Frame Vegetable Grater, a large tin grater in wood frame. 42 4 75

85 and 86

BIRD CAGES. Assorted Package.

We sell the celebrated "JEWETT" Bird Cage, to the exclusion of all inferior makes, and an experience of many years assures us that this is the safest policy.

The prices are now lower than most cages in market, and by taking these goods you get the most pleasing cage in every respect made in America. All fitted with Jewett's patent Self-Locking Hook, and patent Seed and Water Fount, of which there are no equals, and which can be found on no other cage.



Assortment of Case H. L. 2.

50 CENT CAGES. CASE H. L. 2. 1 Box Containing: 4, 7 in. round; 4, 7 1/4 inch round; 4, 8 inch round; 4, 6x8 square; 4, 7x9 square; 4, 7 1/2x7 1/2 square. Total, 2 dozen cages at \$4 40. No charge for box. 8 80
CASE H. L. 3. Containing 12 Assorted Cages. One-half round, one-half square. Average price, each, 53 cents. No charge for box. Total. 6 36
CASE H. L. 4. Containing 12 assorted cages, each one of the latest square shape. Average price, each 66 2/3 c. No charge for box. Total. 8 00
CASE H. L. 5. Containing 24 assorted cages, eleven of them are the latest patterns, round cages, and thirteen of them warranted to be the very best selling square cages. Average price each, 68c. Total. 16 32
OPEN STOCK CAGES. We also carry a complete assortment of these beautiful cages in stock, and guarantee to make the bottom prices if you wish to sort up your stock. Complete Catalogue furnished free on application.

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.

See Our Wholesale Quotations elsewhere in this issue and write for Special Prices in Car Lots.

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

A. B. KNOWLSON,
3 Canal Street, Basement, Grand Rapids, Mich.

RINDGE, BERTSCH & CO.,

MANUFACTURERS AND WHOLESALE DEALERS IN

BOOTS AND SHOES.

AGENTS FOR THE

BOSTON RUBBER SHOE CO.

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

PERKINS & HESS,

DEALERS IN

Hides, Furs, Wool & Tallow,

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

WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

E. FALLAS,

Makes a Specialty of

Butter and Eggs, Lemons and Oranges,

Cold Storage in Connection. All Orders receive Prompt and Careful Attention.

CORRESPONDENCE SOLICITED.

No. 1 Egg Crates for Sale. Stevens' No. 1 patent fillers used. 50 cents each.
97 and 99 Canal 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 EXAMINE OUR STOCK, AND MAIL ORDERS WILL RECEIVE PROMPT AND CAREFUL ATTENTION.

5 and 7 Ionia Street,

Grand Rapids, Mich.

F. J. LAMB & CO.,

WHOLESALE DEALERS IN

Fruits, Vegetables,

Butter, Eggs, Cheese, Etc.

Wholesale Agents for the Lima Egg Crates and Fillers.

8 and 10 Ionia St., Grand Rapids, Mich.

ORDER

Our Leader Smoking 15c per pound. Our Leader Fine Cut 33c per pound.

Our Leader Shorts, 16c per pound. Our Leader Cigars, \$30 per M.

The Best in the World.

Clark, Jewell & Co.,

SOLE AGENTS FOR

Dwinell, Hayward & Co.'s Royal Java Coffee.