

The Michigan Tradesman.

VOL. 1.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, APRIL 2, 1884.

NO. 28.

Several

Hundred of our readers are still in arrears on their subscriptions. They all mean to pay, and a large number have written that they will "call around when they come to the city;" but the chances are that their time is so fully occupied when in town with other and more important business duties that they omit to call at THE TRADESMAN office. The comparative safety of the mails for the transmission of small amounts of currency renders it almost certain that a \$1 bill enclosed in a sealed envelope will reach its destination, and we should be glad to hear from a considerable number of our readers in this way.

YOU CAN BUY

Withers Dade & Co's

Old Fashioned, Hand Made,
Sour Mash

WHISKEY

—ONLY OF—

Hazeltine, Perkins
& CO.

The finest brand of goods in the market,
and specially selected for the Drug Trade.
Their

Druggists' Favorite Rye

Also has a very large sale and gives universal
satisfaction. Send for Sample and Prices.



HEADQUARTERS!

—FOR—

Sporting Goods

—AND—

OUT DOOR GAMES,

Base Ball Goods,

Marbles, Tops,

Fishing Tackle,

Croquet, Lawn Tennis,

Indian Clubs,

Dumb Bells,

Boxing Gloves.

We wish the Trade to notice the fact that
we are

Headquarters on these Goods

And are not to be undersold by any house
in the United States.

Our Trade Mark Bats

—ARE THE—

BEST AND CHEAPEST

In the Market.

Send for our New Price List for 1884.

Order a Sample Lot Before Placing a Large Order.

EATON, LYON & ALLEN,

20 and 22 Monroe Street,

GRAND RAPIDS, MICHIGAN.

THE FOUR SILVERPENNYS.

Mr. Silverpenny was a bachelor, who at sixty-seven, found himself with few friends and no relations to lay claim to the very respectable fortune he had amassed by years of labor and self-denial.

As is not unfrequently the case, now that he had climbed to the top of the ladder he found that, so far as he was concerned, the pleasure of making the money far exceeded the pleasure of spending it. The habits of years cannot be cast aside in a day, and to be lavish, or even liberal, needs, as most other qualities do, a certain amount of education. This, as regarded expenditure, Mr. Silverpenny had never had. He had come to Grand Rapids, where he lived, when a mere boy, had worked his way upwards from clerk to master, and, retired now from business, he lived in an unpretentious house, his wants attended to by a faithful, honest housekeeper, who closed her hand as tightly over her master's money as she did over her own. The two had grown old together, and their peculiarities and the practice of their small economies were now a part of their nature. To alter his surroundings, go to a more fashionable quarter of the town, live in any other way than he did, never occurred to Mr. Silverpenny. One care alone weighed heavily on him, and that was to decide what he should do with his money. Nothing in the newspapers interested him half as much as the wills of the various persons, their bequests, and how they disposed of their property; but though these perusals—extending over many years now—had afforded him much varied and strange information, up to the present date he had not come across any favorable precedent for the solution of his difficulty.

There were hospitals, orphanages, charities without number, each and every one calling loudly for support from him; but even while living, Mr. Silverpenny turned a deaf ear to such appeals, agreeing with his old housekeeper, Martha, that such places went mostly "to harbor idle vagabonds." No, he had not toiled for such as these.

Churches? In his opinion there were already too many. Schools? It was enough if boys could write and read. Poor Mr. Silverpenny! Had he carried his \$300,000 on his back he could hardly have felt its burden more heavily.

The 20th of May was his birthday, and according to custom, Martha, who had marked the festival by her choice of his dinner, was detained after clearing the cloth away to drink a glass of wine to the health of her master.

"Sixty-seven you be," she said, setting down on the table the glass from which she had sipped—"twelve months older than you was this day last year. H'm! Well, you looks it," and she regarded him fixedly.

Mr. Silverpenny winced under Martha's searching eye. He knew, as well as she did, that there was truth in her candor. During the past year, for some reason unknown, he had felt that he was sliding down life's hill two steps at a time, and it was with a sigh that he answered, "Quite true, Martha, I'm beginning to feel an old man."

"Oh, 'twan't o' that I was thinking, for I follows so close behind ye that when you dies through fright of old age I shall quake for fear, but—well, you ain't the man you was, master."

Mr. Silverpenny nodded his head assentingly.

"And," continued Martha, "tis time that if I was you I should put my house in order." Mr. Silverpenny did not answer, but he stroked his chin meditatively.

"Hain't ye got no relations o' no kind no-where?"

Martha had long been acquainted with her master's difficulty.

No. Mr. Silverpenny had no relations whatever. "Mine is a very uncommon name," he said, "very."

"I'll be bound if you went to Chicago you'd find Silverpennys in plenty. Oh, now, you don't know, master?"—for Mr. Silverpenny had given her to see how he he dis-sented from her—"why, look to me, Martha Green, I've neither kith nor kin so far as I know by; but if I'd got money to leave away, take my word if there wouldn't spring up a reg'lar crop o' Greens to claim relation with me. And so with Silverpennys—there ain't any other here 'tis true, but in Chicago, don't tell me; I'll wnger you'd find 'em there in scores."

This argument had frequently before been advanced by Martha, and as frequently pooh-poohed by Mr. Silverpenny; but driven to his wits' ends to know what else to do, although he did not say so to her, he entertained the thought now more seriously, brooded on it that night, and the result was that some six weeks later Mr. Silverpenny announced to Martha his intention of starting for Chicago on the morrow.

"That's right," she said, approvingly, "and what you ought to have done long ago."

The root of many of our paradoxical eccentricities might be traced to vanity, and without doubt some feeling of this kind had prompted Mr. Silverpenny to desire that the fortune he had to leave should be inherited by some one who at least bore his name. As he had said to Martha, it was a singular one, and when, the morning after his arrival

in Chicago desiring the waiter of the hotel to procure for him the directory for that year, he opened the book to begin his search, he felt a certain degree of trepidation.

There were Silversides and Silverstones, Silverlocks and Silverthornes, not a Silverpenny—stay though. Yes, and he read, "Silverpenny, John James, baker, 21 New street. Martha was not right, although not absolutely wrong; the scores of Silverpennys, like the cats, had turned out to be one. Summoning the waiter, Mr. Silverpenny desired that he might be directed to New street. An omnibus which passed close by he found would take him there, and he was soon deposited some twenty yards distant from the baker's door.

The shop was a modest one, with its window full of bread, at which Mr. Silverpenny stood staring, trying to find some excuse for going in. Naturally he did not wish to at once blurt out his reasons for coming. Yet what could he ask for? there was nothing but bread there—not a biscuit—not a bun. He walked past and back again, and then, not being given to hesitation, he stepped in.

"A roll," echoed the baker's wife; "certainly," and she handed him two, saying, "That's to-day's; this is a stale one."

Mr. Silverpenny made his choice. At the same time asking might he be allowed to eat it there. "I'm a trifle tired," he said, "and it will rest me."

"Johnny, bring out a chair here."

"That's good," thought Mr. Silverpenny; "they've a boy;" but, to his disappointment, the bearer of the chair was the baker, who, placing it for him, remarked that the weather was hot but seasonable, and then, presuming that his customer came from the country, he inquired how the crops might be looking down his way.

Mr. Silverpenny gave the best answer he could to the question, for being a town-bred man, except in the grain he didn't know cockle from corn. Whatever he said, however, seemed to satisfy the baker, who needed only the very smallest opportunity to let his tongue run glibly, and, to Mr. Silverpenny's satisfaction, the roll was not half through before he was able to introduce the subject which he had kept ready all the while, by saying, "Your name, Silverpenny, is a very uncommon one."

"Ah, I believe you," said the baker complacently. "There ain't another Silverpenny in all Chicago."

"Not as you know of, Johnny, said his wife, circumspectly.

"Not that nobody knows of," asserted the baker, confidently; "and more than that, I don't believe you'd find more than one other than me if you was to search through all America."

"And he is, I suppose, related to you?" said Mr. Silverpenny, cautiously.

"No, not as I know of, in any way; though he's the sort of friend that sticks closer than a brother, and so he's proved himself to me, and I'm proud to be beholden to one who bears the name of Silverpenny."

"He always holds to it," said the wife, "that you two must be related to one another; he's a grocer," she added, to Mr. Silverpenny, "and's got a store of his own in the country."

Fortunately, for the satisfaction of Mr. Silverpenny's curiosity, the attention of the baker's wife was at this moment engrossed by the advent of a street vender, and while that worthy housewife chattered over the prices of cabbages and onions, Mr. Silverpenny adroitly made himself master of the baker's history. It was a very simple one,—he had fallen ill, and left his situation to go to a hospital, from which he was sent out weak, and all but penniless. At a country town in Michigan he had completely broken down, and declared that he must have died from want had not the grocer there—the other Silverpenny—heard his name and helped him on; "and that did not end all he did for me," he added; he lent me money, he gave me clothes, and he wrote a letter to a friend he had here—well, the parson of that very church which, if you come to where I'm standing, its spire you can see; and, as it turned out, Mr. Webber, that was the clergyman's name, knew of a party here, a baker, as from being old and infirm, wanted a brisk young chap to keep this going. Mr. Silverpenny answered for me, and whether he was foolish or wise in his man, is best shown, inasmuch as that business is now mine. The old gentleman is gone and I stand in his shoes as master here. She," and he indicated his wife, "was his niece. I tell her I took her with the fixtures. Ah, well, I might ha' done worse. The bad job is, we've got no children you see. 'Tis a pity, ain't it, a tidy business like this, and nobody to leave it to?"

"The other one—the grocer, I mean—is a rich man, I suppose."

"Rich! Ah, bless ye, not he; he's as poor as a church mouse, and would be if he'd got double the trade he's got now; but he's a gentleman, every inch of him, and a Christian too; and, as I say, if he don't go to heaven I don't know who will. 'Twill be a poor lookout for such as you and me."

Mr. Silverpenny did not pick up the stone cast at him.

"Where might this gentleman live?" he

said, "and is he married—has he a family?"

"Yes, there's a boy—one—and a fine chap he is. He's schooling at Kalamazoo. They pinched themselves to let him go, and I send him a cake whenever I can—a real good one, too, no mistake," and he winked his eye. "He'd tell ye, would Master Charlie, that it ain't half a bad thing to have a friend a baker."

"I should agree with him," said Mr. Silverpenny.

"Ah, I'd do more than that for the son of his father," said the baker. "I was a stranger, and he took me in—hungry, and he fed me—naked, and he clothed me. That's what I call acting up to Scripture, I do."

"And all because of your being called Silverpenny?"

"Well, so he said; but, bless you, if not, he'd ha' done the same; not, mind, but he's proud of the name, oh very, and so am I too, and rightly I take it, when there's but the two, John James Silverpenny, baker, 21 New street, and Anthony Charles Silverpenny, grocer, Silversville, Michigan."

Once in possession of the information he wanted, Mr. Silverpenny soon brought his visit to a close. At parting, he shook the friendly baker by the hand, and as soon as he was out of sight of the shop he hailed a cab, and telling the driver where he wished to go, was soon deposited at the Michigan Central station. Fortune favored his plans so far, that a train for Michigan was shortly starting; and having arrived at the end of his journey of seven hours, he started for the grocer's place of business.

This time he meant to adopt another plan—he would no longer suppress his cognomen, but boldly presented his card bearing the name of Silverpenny.

"Silverpenny! and not my friend, the baker."

The merchant, into whose office Mr. Silverpenny had been taken, looked at him with curiosity.

Assuredly it never entered into the grocer's mind to suppose that the possessor of a fortune stood before him. Our good friend, always a little inclined to look shabby, was now, in addition, dusty and travel-stained; the heat, excitement and hurry had in no ways improved him, and he had not Martha near to set out his proper linen.

In the merchant's sight here was a man old and needy, and it was in a softened voice he next spoke to him.

"And so, my friend, you bear the name of Silverpenny; well, I am glad to see you, for I thought there were only two left of that name."

"And I," said Mr. Silverpenny, "feared there was but one."

"No, no," and the dealer laughed cheerily; "not so badly off as that yet; each Silverpenny has two to help him—ah, isn't it so?" and he wondered into what straits the old man's necessities had reduced him.

"You speak there, sir, with authority," said Mr. Silverpenny, and then to enlighten him further, he added, "I have been to New street and seen the baker, who told me his story."

"Oh, ah—I see—yes—but don't rely too much on that fellow, he has too long a tongue and too good a memory, I tell him. A mere nothing the help he got from me. He owes everything to his own industry—he's a fine specimen—a very fine specimen—a credit to the name of Silverpenny."

"May I ask if you came from New Hampshire?" said Mr. Silverpenny, anxiously. "I was born at Wishton, there."

"No, my friend, no. We are Massachusetts people—all, so far as I can tell. I was born the other side of the Berkshire Hills, the only son of my mother, and she a widow, and I, myself," and he stifled a rising sigh, "am in a very similar condition; my poor wife is recently dead, and I am left with one ewe lamb—an only son."

"Master Charlie?"

"Ah, that fellow, the baker, spoke of him to you, did he?"—the rascal, he stuffs him with cakes and sweets of all kinds, sends them to his boarding school, spoils him, you know; but he's a good boy, is Charlie, and I trust, will grow up to be a good man. I pray that he may prove worthy of our name of Silverpenny, and you, my friend, must ask it for him, too. The world is full of pitfalls. Youth needs a steady helmman."

"You must give me his proper name," said Mr. Silverpenny.

"I will; I'll write it down for you, to assist your memory. Anthony Charles Silverpenny, aged thirteen, born the 1st of May. There, now, you won't forget him," and he handed over the slip of paper, adding, "You have not told me yet how I can serve you."

"You're very good; but my object in coming was merely to satisfy the curiosity I had to see another man who bore the name of Silverpenny."

"In that case you must stay and see my son; he is home for a holiday—not in now, but he will be presently."

And he offered an invitation that Mr. Silverpenny should remain and accept from him some hospitality, but this his visitor declined—he had to get back to the station, and he did not wish to miss the next train, so, after a little more conversation as to the town he was born in, the occupation he followed—questions answered with great reticence—the two parted; the tradesman at his store door, watching Mr. Silverpenny out of sight.

Lost in thought, some half-way on, the old man found he had missed his turning, and standing a little perplexed as to what he should do, over the fence a boy sprang up, who Mr. Silverpenny felt at once must be Charlie.

"I have come out of my way," he began; "could you put me in the right track for the station, young gentleman?"

"Yes; I've just come from there."

"Oh, what, that way, over the fields, can I go?"

"And by it you'll save a quarter of an hour. I ain't in much hurry, I'll go that far with you, because, if you took the wrong turn then, you'd go a mile out of your way."

"I suppose you know this place well?" said Mr. Silverpenny.

"Rather; my father's a merchant over there—Mr. Silverpenny."

"Silverpenny?"

"Yes; a very uncommon name ours is; some of our fellows laugh at me for it; but I think it's a capital name, don't you?"

"Yes, I think it is."

Mr. Silverpenny said this so slowly that Master Charlie was induced to look at him more observantly. "You're tired, ain't you?" he said. "Have you walked far?"

"Pretty well for an old man like me; I'm not so young, you see, as you are."

"No," said Charlie, and then he added rather irreverently, as Mr. Silverpenny thought, "I've been to town, and had some candy. I wish I hadn't now."

Mr. Silverpenny smiled. "I don't know about candy, but I fancy if I had a little more inside me I should manage to step out a little more nimbly."

"You're close by now. You've only to turn down this street—look, there's the station, you see," and coming to a standstill, Charlie eyed Mr. Silverpenny furtively, blushed furiously red, and catching hold of his hand, which he shook awkwardly, he ran as fast as he could away. Feeling something in his palm, Mr. Silverpenny looked down. Into it the boy had pressed a penny. His regret at having eaten the candy was because he had spent all but that of his money.

On the following day Mr. Silverpenny started on his return to Grand Rapids; he reached his house in safety, and was welcomed back by Martha, who, sagacious woman as she was, made neither comment nor asked a question respecting the business of his journey.

That it had not been made without some result she guessed from the arrival of Mr. Stock, the lawyer, with whom Mr. Silverpenny was closeted for several days after at various times.

Clearing the table one evening as usual, her master detained her. "Martha," he said, pouring out a glass of wine, "drink that to the health of Anthony Charles Silverpenny."

"Ah!" she held up her finger to him, "what did I say?"

"Why, what isn't true," he answered quickly—"that I should find in Chicago scores of Silverpennys; whereas, search from end to end, there is only one."

"No matter," continued Martha stoutly; "for all you wants one's so good as twenty; and it's he, is it, whose health I'm to drink to?"

"No," answered her master stolidly, "it is not he."

Martha pushed the glass, which she had taken, away from her. "Awh!" and she crossed her arms resignedly.

Mr. Silverpenny enjoyed the momentary satisfaction of her defeat, and then in a more friendly tone he said, "Never be over-hasty in jumping at conclusions, Martha; it is a woman's failing. Wait, and you shall hear the whole story." And thereupon he related his interview with the baker—his visit to the groceryman, and how he had fallen in with Charlie.

Martha listened attentively. "And 'tis he you've left your money to?" she said inquiringly. "Well! to think of his giving you a penny—have he got un, master? Let me have a look at un, do."

Slowly the penny was drawn from out of Mr. Silverpenny's pocket, he unfolded it from the paper he had wrapped it in, and solemnly handed it to Martha, who held it in her hand turning it over and over again.

"Take it, master," she said, handing it back to him, "and keep it so long as ever you live—I should if I was you."

Mr. Silverpenny smiled as if he had already arrived at that decision.

"And I'm took with that baker, too," continued Martha reflectively; "he makes good bread, I'll warrant un too."

Mr. Silverpenny did not dispel Martha's illusion by telling her that judging by the roll he had eaten, he should pronounce the baker's bread to be heavy.

"I have not forgotten him," he said, "and I have not forgotten you, Martha."

"Oh, I ain't afraid," she said shortly; "I don't ask what you've done, or what you haven't; all I wants to know is, that the matter's settled so that your mind's at rest and you feel easy."

"Yes, quite, so far as others go."

"Well, and don't that satisfy you?"

For a moment Mr. Silverpenny did not reply. "I expect, he said reflectively, "that most of us, if we had our time to go over again, would act differently."

"Why, what now?" said Martha sharply. "Nothing, Martha—nothing—only I can't remember that I ever held out a helping hand to anybody—gave away anything—did any good with my money."

"And suppose not," said Martha irately, "you ha'n't a done no evil, and if that's all you've got to lament over, you may lie down in your bed easy, and it's my opinion that you wouldn't be doing wrong in going there," and she surveyed him critically; "jaunting about and your time o' life don't overwell agree together, master."

"I think I'll take your advice," said Mr. Silverpenny, rising slowly; "and Martha, we'll turn over a new leaf, and you and I we'll try between us to do somebody a little good before we die."

"Oh, there's time enough yet to talk about dying," said Martha gruffly. "You ain't bound to do that the very minute you've made your will and settled your money."

Mr. Silverpenny smiled cheerily. She had brought him over the candle, which, lighting, he took from her. "Now," he said, "drink up your wine. Charles Anthony Silverpenny, health, wealth, and prosperity."

The next morning Mr. Silverpenny was long in coming down, and Martha, thinking it time to awaken him, tip-toed softly into his room. "Master," she called, but he did not answer. "Master," she repeated louder, drawing aside the curtain, "how sound you be sleeping?" and then she bent down in terror—it was the sleep from which there is no waking. Tranquil and calm, Mr. Silverpenny lay dead.

The *Shoe and Leather Review*, in an article addressed particularly to retail dealers in boots and shoes, gives advice concerning advertising which is of general application to persons engaged in the retail trade. The *Review* says: "Do not be afraid to spend money for printer's ink. The results may not always appear directly, but they will be found invariably in the footings of the year's business. Then in advertising never announce simply that you have a full stock of boots and shoes. That is always taken for granted. Advertise some specialty. Let it be a \$5 boot or an \$8 shoe, or even a 50 cent slipper. It does not matter so much what the line or specialty is, so long as it is seasonable and something that will be likely to attract attention. The advertisement should be chafed from time to time so as to take in different lines. The public does not care to be informed that you have boots and shoes for sale, but if you have boots ordinarily worth \$6 that you can sell for \$5, or shoes ordinarily worth \$3 that you can sell for \$2.50, everyone is interested in the knowledge of the fact. If you have some new styles or novelties, let the people know it, but always in a specific, definite way. When they come to look for the particular thing advertised, they will see for themselves that you have a full stock in other lines."

Few things go further in aiding the establishment of a successful business than considerate and gentlemanly treatment of customers. It is the cheapest kind of an investment, yet yields the largest returns. This will be readily admitted by all who have been long in trade, if the subject is brought to their consideration, yet it is one of the very things that not only clerks but even proprietors are apt to forget. It rarely occurs to them to look at it in the same way as does the man on the other side of the counter. As a practical test let any dealer put himself in the customer's place and call at a dozen stores and offices, and take careful mental notes of the effect the different styles of treatment he receives makes upon him. In one place, he finds himself perhaps neglected or kept waiting without any apparent reason, until he is resolved to go away. At another he buys things he does not really want merely because he was treated with extreme courtesy and attention. It will be found, in short, nothing more than a realization of the old adage, "politeness is the cheapest and most profitable of the virtues."

Among the new applications of cotton is its use, in part, in the construction of houses, the material employed for this purpose being the refuse, which, when ground up with about an equal amount of straw and asbestos, is converted into a paste, and this is formed into large slabs or brick, which acquire, it is said, the hardness of stone, and furnish a really valuable building stock.

The staining of bricks red is effected by melting one ounce of glue in a gallon of water, then adding a piece of alum as large as an egg, one-half pound of Venetian red and one pound of Spanish brown; redness or darkness is increased by using more red or brown. For coloring black, heat the bricks and dip in fluid asphaltum, or in a hot mixture of linseed oil and asphalt.

P. D. Armour, the great pork packer, is a clerical-looking man of 45 and wears a pleasant expression and mutton-chop whiskers.

The Michigan Tradesman.

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

E. A. STOW, Editor.

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

WEDNESDAY, APRIL 2, 1884.

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

The tea market is in a demoralized condition East in consequence of a sharp decline at New York, throwing a large quantity of options on the market.

The worth of THE TRADESMAN can scarcely be testified to more briefly and forcibly than the following, by W. S. Barnard, of Lyons:

Out of the many papers that I take, I had rather discontinue all of them than do without THE TRADESMAN.

Hides are up $\frac{1}{4}$ @ $\frac{1}{2}$ c, on account of scarcity and the recent advance in leather. The advance is out of proportion to the upward tendency in leather, however, and will probably not be permanent. Furs have declined very materially, in consequence of the low prices obtained at the March auction sales in London. There was a surplus production of furs in this country during the past season, while the European season was unfavorable to a heavy consumption, and to these facts is due the recent decline.

Under the caption "Deserved Prosperity," the Grand Rapids Leader has the following pleasant reference to our recent enlargement:

THE MICHIGAN TRADESMAN, Mr. E. A. Stow proprietor and editor, is out this week enlarged from four to eight pages, and filled to overflowing with matter of special interest to business men, added to a great variety of entertaining miscellany. Mr. Stow, in the inauguration and carrying on of his bright and really valuable journal, has developed stable business qualities, and improved himself a wise manager and editor.

THE TRADESMAN acknowledges the receipt, from the Bay City Chamber of Commerce, of a 50 page pamphlet, containing an annual review of the progress, business, manufactures and commerce of Bay City and tributary territory. Beginning with a recapitulation of the lumber, salt and ship building industries of the Saginaw Valley, exhaustive showings are made of the growth and material resources of the two Bay Cities, followed with an article showing the attractions possessed by both places as the seat of manufactures of wood and iron. A subsequent chapter is devoted to the advantages Bay county has to offer to the agriculturist. Taken as the whole, the pamphlet has a permanent value, in a statistical sense, aside from the impetus which a compilation of such a character gives to the commercial prosperity of the town whose enterprise renders such an undertaking possible.

Stewart's Offer to his Creditors.

The attorney for W. H. Stewart, of Round Lake, was in the city Monday, endeavoring to secure a compromise with the latter's creditors on the basis of 33 1/3 per cent. All agreed to take that amount with the exception of Welling & Carhart, who propose to hold out for a better offer. The total liabilities are \$1,960, distributed among nine creditors in the following amounts:

Shields, Bulky & Lemon, Grand Rapids	\$272 00
Welling & Carhart	432 00
Eaton & Christenson	105 47
E. G. Studley & Co.	53 68
P. J. Lamb & Co.	39 82
Hannah, Lay & Co., Traverse City	690 00
Others creditors	283 00

De Vree's Figures.

Henry J. W. Chapman, of Grand Haven, assignee of Andrew De Vree, a light-weight jeweler doing business on West Bridge street, has filed the result of an inventory of the stock, from which it appears that the same is worth \$838.99. A house and lot, valued at \$700, is included in the list of assets, but as it is the homestead of the assignor, it may as well be omitted. The liabilities are \$985.39, divided among seven creditors in the following amounts:

Rev. A. Krickard, Grand Rapids	\$175 00
Ralph Klosterhouse	30 00
A. De Vree and Peter Burst, Vriesland	200 00
J. M. & F. M. Solomon, Chicago	307 02
Panpoint Manufacturing Co., Chicago	80 87
Ingraham Clock Co.	30 00
Henry West & Co., Boston	162 50

Good Words Unsolicited.

Dickinson and Raymond, hardware, Fennville: "Are well pleased with your paper."

Chester D. Woodbury, general merchandise, Portland: "Your paper is certainly worth all you ask."

S. M. Geary, general merchandise, Maple Hill: "I think your paper is a good one, and well worth the price asked for it."

W. H. H. Brownson, general dealer, Monroe Center: "I think that every business man ought to take THE TRADESMAN. It would be of great interest to them."

Levi Stuck, Hart: "It is not only a unique enterprise, displaying the point and pith of trade, but absolutely indispensable, if its relative value to its cost is considered. I hope its success may equal the most sanguine expectations of its proprietors."

H. McNitt, general dealer, Haring: "Your paper looks well in its new dress. I consult its columns nearly every day for necessary information in my business. I think in some way dealers should exchange ideas. Your columns would serve the purpose well."

AMONG THE TRADE.

IN THE CITY.

O. H. Richmond, the Pearl street druggist, has removed to South Division street.

"They talk about money being close," said an Ottawa street gunsmith; "but it is not close enough for me."

H. R. Savage, who has been sick and off duty for some time past, is back to his former post at John Caulfield's.

Mr. R. B. Jennings, general dealer at New Troy, was in the city last week, the guest of his brothers, C. W. and W. H. Jennings.

G. F. Cole, of the firm of Cole & Stone, shirt manufacturers at Paw Paw, pulled THE TRADESMAN's latch string Monday.

Wm. M. Robinson, assignee for the wily Newmans, will declare a dividend in the matter the latter part of the present week.

J. M. Arthur, an extensive fruit packer at Kenton, has been in the city several days looking over the trade. It is his first visit here.

Mr. C. L. Wilson, of the legal firm of Morris, Wilson & Trowbridge, of Ionia, was in the city over Sunday, the guest of D. C. Underwood.

The growing popularity of prepared cereals has led Arthur Meigs & Co. to secure the sole agency for Western Michigan for the patent evaporated hulled corn.

Assignee Baker has sold the book accounts of the J. C. Kendall estate to Geo. D. Conger for \$450, thus realizing \$5,100 from the sale of both stock and accounts.

H. Principall and C. DeYoung, of the new grocery firm of H. Principall & Co., Muskegon, were in the city Monday, and purchased a complete stock of Fox, Musselman & Loveridge.

Albert F. Hazeltine, who has been at Fife Lake the past four months running the F. D. Caulkins drug store in the interest of Assignee Fairchild, has returned to his desk at Hazeltine, Perkins & Co.'s.

We hope to present next week a sketch of Mr. Joseph F. O. Reed, better known to the trade as "Joe," and an agreeable and popular salesman withal. Mr. Reed has been with H. Leonard & Sons about twelve years.

The Montague Lumberman recently received the following note from Grand Rapids with a request to publish: "Young ladies should be careful how they flirt with traveling men; most of them turn out to be married."

C. N. Hyde, of Rockford, has purchased the handle factory and general store of A. D. Botsford & Co., at Alba, and will continue the business. He purchased a new grocery stock of Hawkins & Perry last week.

Frank F. Kutts, attorney for Jackson Coon, the embarrassed Rockford boot and shoe dealer, states that his client is formulating an offer to his creditors by way of compromise. He does not think the offer will exceed 40 per cent.

"I see THE TRADESMAN recently placed George Kendall's property at \$200,000," said a shrewd business man. "I happen to know something of the inside management of Mr. Kendall's finances, and am in a position to state that his property to-day is worth at least half a million dollars."

"What a team D. D. Cody and Arthur Meigs would make in the grocery business," said an intimate friend of both gentlemen the other day. "Cody hasn't tact enough to hold the trade of a single dealer, so far as personal ties are concerned, but as a shrewd and careful business man he has few equals in the State. He is well posted, has a prodigious memory, and seldom makes a mistake. Meigs, on the other hand, is not a master of either the generalities or details of the business, but is personally the most popular man on the road. He can attract men by the mere power of his personality and hold them through thick and thin. I don't think I have ever seen his equal in this respect."

It would be the height of cruelty to reveal the identity of the traveler who was the hero of the following incident, related by the Harbor Springs Independent, so the name is withheld for the present: "Drummers are great fellows for practical jokes, but the traveling representative of a Grand Rapids grocery house had one played on him by one of our merchants a few days ago. He left his sample case in a store while waiting for a rig to drive out to Ayr, and the merchant took out his samples and substituted three or four nice turnips and onions. When the drummer reached Ayr he began to talk up his fine line of syrups, and Mr. Snyder asked to see his samples. His surprise on opening up can be imagined, but he only said: 'Let's take a smoke.' The story leaked out, and his traveling friends all speak of him as the man who sells vegetables by sample."

By one of those annoying oversights that occurs periodically in every newspaper office, THE TRADESMAN was led to substitute the word Shattuck for Giddings, in referring to the Sand Lake complication last week. Messrs. G. S. Powell and J. S. Pierce have completed an inventory of the

stock, showing \$2,907.74 worth of goods at cost value. John Caulfield claims that it is not his mortgage, but Chas. Root & Co.'s, that is in dispute, as the latter's mortgage had three years yet to run, and but \$600 was due at the time of foreclosure. The firm failed to furnish Giddings with a statement of its indebtedness, foreclosed without making a demand for payment, and has since refused to furnish a statement. On these irregularities Caulfield basis his claim that even if the Root mortgage is not illegal in itself, the subsequent actions of the parties have invalidated it.

AROUND THE STATE.

I. Gibson & Son, of Clarksville, have removed to Petoskey.

Dr. R. Brodeur has removed his drug store from Leroy to Cadillac.

Harry Stowe has engaged in the confectionery business at Nashville.

Shirley & Thompson have engaged in the grocery business at Schoolcraft.

Motley & Lehman have engaged in the boot and shoe business at Allegan.

H. A. Cornell, dry goods dealer at Ionia, is succeeded by Fred Culter Jr. & Co.

James Hullinger, of Mecosta, is arranging to remove his drug store to Big Rapids.

S. B. Fuller, has engaged in the hardware business at Ionia. He was formerly in the same business at St. Johns.

E. W. Sherwood, druggist, at Otsego, has sold out to C. H. Adams, of the former firm of Deuel & Adams, Bradley.

Pettingill & Young succeed B. N. Pettingill in the drug business at Rockford, and R. V. McArthur, grocer, at the same place.

J. W. Closterhouse, of Jennisonville, has purchased the general stock and business of C. E. Kellogg, at Grandville. The transfer will occur May 1.

Mr. Grover, of the former firm of Noel & Grover, of Palo, will shortly engage in the drug business at Fenwick, in a building to be erected by C. R. Herrick.

Rusch & Schafer, dealers in dry goods and groceries at Ionia, have been closed on a chattel mortgage for \$1,450 held by J. K. Burnham & Co., of Detroit.

S. D. Flowers, the Sturges boot and shoe man, is advertised to be sold out on two chattel mortgages held by his father and his wife. Unhappy creditors are looking for fraud.

W. H. H. Brownson, the Monroe Center dealer and postmaster, is authority for the statement that the firm of McVey & Reynolds, formerly in trade at that place, has "absconded and left for parts unknown."

STRAY FACTS.

Patterson & Weeks, billiards, Ionia, have sold out to J. D. Stewart.

Henry Coble, saloon-keeper at Lowell, is succeeded by Patterson Bros.

Mrs. Howe, of Eaton Rapids, will open a millinery store at Diamondale.

Joseph Post has purchased the Clarksville cheese factory of Edwin Nash.

Goodell & Harvey, millers at Saranac, are succeeded by Thrace & Harvey.

E. W. Hastings, music dealer at Traverse City, is succeeded by Hastings & Chipman.

Cogswell & Rogers, wagon makers at Plainwell, are succeeded by Cogswell & Cobb.

Mrs. D. Stinchcomb, lately of St. Louis, has engaged in the millinery business at Ionia.

Williams Bros., Grand Ledge grocers, have sold their stock to W. H. Taylor, of Lansing.

W. J. Babcock and S. B. Granger, of Grand Ledge, will each build new stores this spring.

A stock company, with \$10,000 capital, has been organized at Bay City to engage in the manufacture of sole leather.

E. H. Pope and A. W. McEleheran, both formerly with Hannah, Lay & Co., have opened a clothing store at Traverse City.

W. N. Adsit and H. H. Skinner, both formerly with Broadfoot & Carrier, will engage in the agricultural implement business at Traverse City.

The Union School Furniture Co., of Battle Creek, has started a new industry, the manufacture of dustless crayons. There are but two other factories in the country which make them.

Another fruit evaporation company has been organized at Charlotte, with J. B. Belcher, manager. The company will be known as the Enterprise Manufacturing Co., and the chief industry at present will be the manufacture of a new evaporating machine invented by J. B. Belcher.

Nashville News: The maple sugar season has, thus far, proved anything but satisfactory to makers. There has probably been but about 15,000 lbs. marketed here so far. Although we have had several apparently fine sap days, the flow has been exceedingly thin and most farmers seem to think that the season is about at an end.

Arrangements are about completed for the establishment of a national bank at Traverse City. The movers in the enterprise are Messrs. A. H. Marsh, of Fredonia, N. Y., and W. H. Smith, of Alleghany, N. Y., who have been there looking over the ground. They were well pleased with the prospects, have ample capital, and will no doubt organize such an association with the least number of shareholders and directors permitted by law.

A hundred different styles of spoon baits and hooks, lines and rods in endless variety. Call and see us. Calkins Bros.

Boralmine is unexcelled by any other wall finish on the market.

BRANCH RAILROAD.

Kalkaska Tributary to More Pine Than Cadillac Ever Had.

Mr. D. E. McVean, the Kalkaska merchant and lumberman, was in the city last Thursday, having been summoned here by President Hughart, of the G. R. & I. Railroad, to consult with him relative to the desirability and practicability of building a branch road east from Kalkaska, to tap the immense tract of pine controlled by Mr. McVean, White & Friant and David Ward. Mr. McVean's pine land lies about eleven miles east of Kalkaska, and consists of 7,000 acres, estimated to cut 65,000,000 feet. White & Friant own a similar tract near by, which is estimated to cut from 65,000,000 to 80,000,000 feet. The land lies in two townships, about midway between the G. R. & I. and J. L. & S. Railroads. The question of building a narrow gauge road to one or the other main lines has been discussed for some time past, but has been about abandoned, on account of the transfer involved in the change from narrow to standard gauge. Of late Mr. McVean has been agitating the question of building a branch standard line to carry out the timber, with strong probability that the movement would become an assured fact. The project coming to the ears of President Hughart, he immediately requested an audience with Mr. McVean, and was surprised to learn of the magnitude of the timber tract in Kalkaska county. Aside from the 150,000,000 feet which can be touched by an eleven mile spur, there is another tract of 14,000 acres, which will cut fully 150,000,000 feet, eight miles further north, while an extension of six miles still further, will open up a tract estimated to cut 300,000,000 feet. Both of the latter tracts are the property of David Ward, who would as soon see the timber go out over the G. R. & I. as the Michigan Central, the road making the best terms having his preference. The Michigan Central is anxious to put in a spur communicating with the tract, but Mr. McVean is naturally anxious to see the timber go out by way of Kalkaska, and has many good reasons for the conclusion that the latter is the most direct and advantageous route. Upon being made acquainted with all the facts surrounding the matter, Mr. Hughart stated that he would build and equip a standard gauge road, beginning as soon as the weather settles, and agree to have the first eleven miles in operation by fall. The only point yet unsettled is the question of an arbitrary freight rate, which will undoubtedly be amicably adjusted, in which case White & Friant agree to cut 10,000,000 feet the coming winter season.

The advantage of such a road, to Kalkaska in particular and Northern Michigan in general, would be almost beyond conception. It would open up to settlement a dozen townships, in several of which there is not as yet a single inhabitant, and be the means of developing a fertile portion of Kalkaska county. It would make Kalkaska tributary to twice as much pine as Cadillac had, and could not fail to augment the population of the place several thousand people, besides giving it an immense impetus in a commercial way. Long after the pine is gone—and there is pine enough to last for twenty years—there will still be left an equal amount of hard wood timber, there being in the region an abundance of hemlock, bird's-eye maple, elm and basswood. This will find a ready market further south, but in all probability it will not be shipped in a rough stage, but be first converted in the manufactured product. The railroad will also develop a number of towns along its line, which cannot fail to play no inconsiderable part in the development of the region. Finally, the route will eventually be made a connection between the two main lines, and will undoubtedly be extended to Elk Rapids, 26 miles further west, thus giving Kalkaska the advantage of lake freight, and Elk Rapids an outlet for the winter product of her manufactures, which at present she is compelled to pile up, until the opening of navigation.

Careful Buying.

The most important part of the business of a retail merchant is buying his stock. It requires more tact, acumen and knowledge than any other department. Among the many trade aphorisms which have been handed down, there is none which contains more truth than that "goods well bought are half sold." The member of the firm who attends to this department needs to keep himself well informed not only on the current markets and the course of prices, but on the wants of the trade to which he caters. He must know just how much of one article he can handle to the best advantage. He must keep his stock well balanced, have just enough of everything to keep him going nicely. He must keep himself posted on new articles in the trade, and should always have time to inquire into the merits and salable qualities of any new goods which may be brought to his attention. He should be a man of good address and good business habits. When he goes to buy he should know what he wants, buy it as quickly as is compatible with the proper care for his own interests and leave. The wholesale dealer and his salesmen are always glad to do business with such a man, and when they find him, he always creates a feeling of confidence, and they are willing to do better by him, when possible, than by his slow, uncertain congenitor who doesn't know exactly what he wants and how to get it. Business is business; and when a man shows that he understands his business, he always commands respect and stands high in the estimation of the business community, no matter whether his purchases are large or small at the moment.

THIS SPACE IS RESERVED FOR

ARTHUR MEIGS & CO.,

Wholesale Grocers,

55 and 57 Canal Street,

Grand Rapids, Michigan,

PROPRIETORS OF THE CELEBRATED BRANDS

Red Fox & Big Drive Plug Tobacco,

The Best in the Market.

WE SHALL SOON FILL THIS SPACE WITH QUOTATIONS OF INTEREST TO ALL DEALERS. WHEN IN THE CITY DON'T FAIL TO CALL ON US.

Arthur Meigs & Co.

U. FEETER,

Dealer in

All Kinds of Country Produce

—Also—

STAPLE AND FANCY GROCERIES,

CANNED AND DRIED FRUITS.

EGGS AND BUTTER

A Specialty. Pays Cash on Receipt of Property.

Buyers of Eggs by the Crate or Barrel

will be supplied at the lowest Wholesale

Price with Sound, Fresh Stock. This House

does not handle Oleomargarine, Butterine or

Suine.

Telephone Connection.

KEMINK, JONES & CO.,

Manufacturers of

Fine Perfumes,

Colognes, Hair Oils,

Flavoring Extracts,

Baking Powders,

Bluings, Etc., Etc.

ALSO PROPRIETORS OF

KEMINK'S

"Red Bark Bitters"

—AND—

The Oriole Manufacturing Co.

42 West Bridge Street,

GRAND RAPIDS, MICHIGAN.

Accident Insurance that Insures.

The United States Mutual Accident Association, 320 & 322 Broadway, New York, incorporated in 1877, being a mutual company and having no stockholders to provide for, and conducting its business at the minimum of expense, furnishes insurance against accidents at actual cost, or at about one-half the the rates charged by stock companies. \$10,000 accident insurance, with \$50 per week indemnity, may be carried in this Association at the same cost of only half that amount of insurance can be procured for in any other company equally reliable. The Association pays all valid claims in full immediately upon receipt of proof; it has paid more than 2,500 such claims. European permits without extra charge. More than 15,000 policy-holders, of the best class of business and professional men of this country, are insured in this Association.

To become a Member, write for Circular and Application Blank, and when received fill out your application, inclose \$5, and forward it to the Secretary at New York, on receipt of which a policy will be promptly mailed to you.

CHARLES B. PEET, President.

(Of Rogers, Peet & Co.)

JAMES R. PITCHER, Secretary.

The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

OFFICE IN EAGLE BUILDING, 3d FLOOR.

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

WEDNESDAY, APRIL 2, 1884.

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

Title Transferred.

The Supreme Court of Nebraska, in the case of Kuhns vs. Banks, decided recently, held that where a note payable to order was indorsed by the payee, and with a mortgage securing it delivered to indorsee, that the title to the mortgage was thereby transferred.

Partnership Funds.

Supreme Court of New Hampshire: Real estate purchased with partnership funds for the use of the partnership, and used in the partnership business, is, in equity, regarded as assets of the partnership, and will be applied to the liquidation of partnership in preference to individual liabilities.

Not a Sale.

The transfer from one person to another of moveable property on condition that the latter will sell it, pay himself out of the proceeds what the former owes him, and distribute the remainder to certain named persons, does not constitute a sale, and the transferee does not thereby become the owner of the property, but a bailee or trustee, and the seizure of the property under execution by a judgment creditor of the transferor is lawful.—Supreme Court of Louisiana.

Stock Certificate—Right to Vote.

A transfer of stock not entered on the books of the company has no validity outside of the parties to such a transfer. A transfer of stock, until entered upon the books of the company, confers on the transferee, as between himself and the company, no right beyond that of having such transfer properly entered. Until that is done, or demanded to be done, the person in whose name the stock is entered on the books of the company, is, as between himself and the company, the owner to all intents and purposes, and particularly for the purposes of an election.—Supreme Court of California.

Fraud of Agent—Liability of Principal.

When an agent, acting within the scope of his authority, commits a fraud, the fact that his principal is ignorant of the fraud, did not receive any profit therefrom and never ratified it, does not relieve him from liability for the fraud. So held the Supreme Court Commission of Ohio, in the appeal of Wapple vs. Cincinnati, Hamilton & Dayton Railway, it appearing that a railroad agent, by adding to the weight of goods, had defrauded the shipper of \$307.80, for which fraud judgment was entered against him, but no part of it was paid. An action was then brought against the railroad company to recover the sum so fraudulently taken by its agent while acting within the scope of his agency. The company made three defenses: 1. That the fraud had not been committed within four years, and therefore the action was barred. 2. That there was a judgment in full force against the agent for the sum claimed. 3. That the company were entirely ignorant of the fraud and had never received any of the excessive charges.

Partnership Libel.

One of a firm of dealers in furniture and draperies put upon a piece of furniture placed on the pavement, "Taken back from A. B., who could not pay for it; to be sold at a bargain." In a suit for libel upon this act, two questions were decided against the defendants, the firm: 1. That the court could determine whether or not the placard was a libel. 2. That every member of the firm was liable, though only one put up the libelous matter, and without the knowledge, direction or consent of the others. In this case, Woodling vs. Knickerbocker, the Supreme Court of Minnesota, on appeal, reversed the court below. The Chief Justice, Gillfillian, in the opinion, said, 1. What meaning, whether injurious or not injurious to the plaintiff, these words convey to ordinary men who read them without a knowledge of the transaction to which they referred, was for the jury to determine, in view of the circumstances under which they are exposed to the public perusal, and whether they are libelous or not, ought to have been for the jury to say. 2. A person can not be held liable for a libel published by another unless he has authorized him to make the publication. There is nothing in the nature of the business of this firm—that of dealing in furniture and draperies—from which authority to one partner, or to a servant, to gratuitously publish a libel can be implied. The case is different from that of a partnership whose business is publishing or selling either books or newspapers, where each partner is supposed to have authority to publish or sell, and to determine what shall be published or sold, and also from that of the necessary correspondence of the firm, where each partner is presumed to be authorized to conduct it and to determine on its substance and terms.

It is said that the reason why Bismarck objects to the American hog is that he doesn't propose to have a rival while he lives.

Safe Limitations of Credits.

The whole system of trade, in all commercial countries, is so largely based on borrowed capital, that, without an extended system of credits, or, in other words, without the existence of that feeling of mutual confidence which is necessarily the basis of all credits—it could not be sustained for a day; and, indeed, it is doubtful if it could be carried on at all. With the gigantic monetary transactions common to the daily business of our times, it has naturally followed that credits have been in many cases extended far beyond the limits of prudence and safety, with the inevitable result of disaster.

It would be difficult if not impossible, to lay down a hard and fast rule to govern the proper proportion of credit to capital in all lines of trade; yet that there should be such a recognized proportion is clear enough. No doubt the safe limit of indebtedness as against working capital might and should vary widely in the different branches of mercantile business, for the sufficient reason that certain classes of goods are far more readily handled, and therefore bring quicker returns than others; but there can be no question of there being a limit of ratio between capital and credit which cannot be exceeded without danger of serious loss. Just what this ratio should be is a problem not easy of solution. It is often said that every merchant must judge for himself as to the amount of liabilities which his business may safely assume, but experience teaches that this is very apt to be an unsafe reliance. The sharp competition now met with in almost every trade, frequently leads merchants to exceed the bounds of prudence in order to outdo their rivals in the same line, with the not uncommon result of being overstocked, having their means locked up, and, after struggling to carry their load for a time, finding themselves compelled to compromise.

In discussing this subject recently a leading bank president placed the safe indebtedness of a firm at twice their capital. On the other hand a highly successful merchant declared that his business could safely be extended, by vigilant management, until the liabilities are three times as much as the capital. Others expressed more conservative opinions, several deeming it perilous to permit the liabilities of a firm to exceed their capital, while representatives of other and less staple lines thought they could safely carry stocks worth three times the amount of their capital, because they could turn their money so quickly.

From these conflicting opinions the only conclusion to be drawn is that, while conditions may, and doubtless do, vary widely in different branches of trade, conservative merchants must, if they would be secure, draw a line beyond which they will not extend credits, basing their rule on what, in their line of business, seems a proper and safe proportion between capital invested and the credit sought.

In moments of peril there is nothing like presence of mind, unless it is absence of body. One moonlight night old Dr. Bazembee was returning from a patient, near Mission Bay, when he discovered that his steps were being dogged by a ruffian, evidently intent on robbery. They were in a lonely part of the town, near Townsend street depot, when the doctor, after buttoning up his coat to his chin, turned up his collar and pulling his hair over his eyes, suddenly turned back, and, walking up to his pursuer, said: "Please give me a dime to get a cup of coffee, sir. I don't want to buy whisky; indeed I don't. I've just walked up from San—" "Great King!" growled the sand-clubber, with intense disgust; "to think I've been piping over a cussed old pauper for over a mile!" and he walked off, swearing like a pirate in the last act.—San Francisco Post.

New Corporations Authorized.

Aspinwall Manufacturing Co., Three Rivers; capital \$1,000,000.
Roberts Duplex Planing Machine Tool Co., Detroit; capital \$10,000.
W. A. Hammond Paper Co., Jackson; capital \$24,000.
Woodenware Manufacturing Co., Big Rapids; capital \$10,000.
Jackson Electric Light & Power Co., Jackson; capital \$10,000.
Eaton Rapids Baking Co., Eaton Rapids; capital \$10,000.
Babbit Sandstone Co., Ypsilanti; capital \$30,000.
Hargrave Shingle Mill Co., Bay City; capital \$12,000.
Salem Co-operative Association, Salem; capital \$15,000.

The following formula, showing what sum to add to the cost price of an article in order to obtain a certain percentage upon or out of the selling price will be found useful for reference:

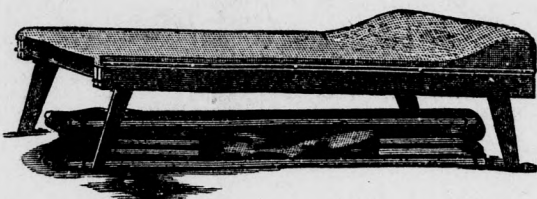
The addition of	of the cost price	will produce
One-whole	to itself	50 per cent.
One-half	"	33 1/3 "
One-third	"	25 "
One-fourth	"	20 "
One-fifth	"	16 2/3 "
One-sixth	"	14 2/3 "
One-seventh	"	12 2/7 "
One-eighth	"	12 1/2 "
One-ninth	"	11 1/3 "
One-tenth	"	10 "
One-eleventh	"	9 9/11 "
One-twelfth	"	8 2/3 "
One-thirteenth	"	7 6/13 "
One-fourteenth	"	7 1/7 "
One-fifteenth	"	6 2/3 "
One-sixteenth	"	6 1/8 "
One-seventeenth	"	5 7/17 "
One-eighteenth	"	5 4/9 "
One-nineteenth	"	5 1/5 "

In spite of the advantages offered by the cash method, the great bulk of merchants will adhere to the credit system, and they should bend all their energies to make their losses as small as possible.—St. Louis Grocer.

M. B. Church "Bedette" Co.,

31 HURON STREET, GRAND RAPIDS, MICHIGAN.

Manufacturer of THE "Bedette."



PATENTED JUNE 15, 1883.

This invention supplies a long felt want for a cheap portable bed, that can be put away in a small space when not in use, and yet make a roomy, comfortable bed when wanted. Of the many cots that are in the market there is not one, cheap or expensive, on which a comfortable night's rest can be had. They are all narrow, short, without spring, and in short no bed at all. While THE BEDETTE folds into a small space, and is as light as anything can be made for durability, when set up it furnishes a bed wide and long enough for the largest man, and is as comfortable to lie upon as the most expensive bed. It is so constructed that the patent sides, regulated by the patent adjustable tension cords, form the most perfect spring bed. The canvas covering is not tacked to the frame, as on all cots, but is made adjustable, so that it can be taken off and put on again by any one in a few minutes, or easily tightened, should it become loose, at any time from stretching. It is a perfect spring bed, soft and easy, without springs or mattress. For warm weather it is a complete bed, without the addition of anything. For cold weather it is only necessary to add sufficient clothing. The "BEDETTE" is a household necessity, and no family after once using, would be without it. It is simple in its construction, and not likely to get out of repair. It makes a pretty lounge, a perfect bed, and the price is within the reach of all.

Price—\$6 in. wide, by 6 1/2 ft. long, \$3.50; 30 in wide, by 6 1/2 ft. long, \$3.00; 27 in. wide, by 4 1/2 ft. long, cover not adjustable, \$2.50. For sale by furniture dealers everywhere. If not for sale by your dealer it will be sent to any address on receipt of price.

Candy

We manufacture all our stock and can always give you the best goods.

Oranges

We buy in large lots from first hands and ship only in full car lots. We handle 20,000 boxes of Oranges and

Lemons

Lemons in a season and our facilities for buying and handling are unsurpassed.

Nuts

We carry a heavy stock of Brazils, Almonds, Filberts, Walnuts, Pecans and Cocoa Nuts, and will sell against any market.

Peanuts

We lately bought eight car loads of the best re-cleaned and hand-picked Tennessee and Virginia Nuts, and are prepared to fill the largest orders.

PUTNAM & BROOKS

FOX, MUSSELMAN & LOVERIDGE,



WHOLESALE GROCERS,

44, 46 and 48 South Division Street, Grand Rapids, Mich.

—WE ARE FACTORY AGENTS FOR—
Nimrod, Acorn, Chief, Crescent & Red Seal Plug Tobaccos.

Our stock of Teas, Coffees and Syrups is Always Complete.

—WE MAKE SPECIAL CLAIM FOR OUR—
Tobaccos, Vinegars and Spices!!
OUR MOTTO: "SQUARE DEALING BETWEEN MAN AND MAN."
CORRESPONDENCE SOLICITED.

F. J. LAMB & COMPANY,

—WHOLESALE DEALERS IN—

Butter, Cheese, Eggs,

Apples, Onions, Potatoes, Beans, Etc.

NO. 8 IONIA STREET,

GRAND RAPIDS. - MICHIGAN.

A. B. KNOWLSON,

—WHOLESALE DEALER IN—

AKRON SEWER PIPE,

Fire Brick and Clay, Cement, Stucco,

LIME, HAIR, COAL and WOOD.

ESTIMATES CHEERFULLY FURNISHED.

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

SPRINC & COMPANY

—WHOLESALE DEALERS IN—

FANCY AND

STAPLE DRY GOODS

CARPETS,

MATTINGS,

OIL CLOTHS,

ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids, - - - Michigan.

THE DEAREST TOBACCO

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

THE PUBLIC IS NOT SLOW TO LEARN THIS FACT

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

—THE REMARKABLE SALE OF—

LORILLARD'S PLUG TOBACCOS

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

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

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

Better Satisfaction or Represent Better Value for the Money

THAN THE BRANDS OF OTHER MAKERS.

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

Groceries.

PENCIL PORTRAITS—NO. 7.

Dewitt C. Underwood, Better Known as "D. C. the Wideawake Grocery Drummer."

Dewitt C. Underwood was born at Norwich, N. Y., Sept. 9, 1848. When quite young his parents removed to Friendship, Allegany county, where he was educated in the Friendship Academy, an institution of learning that has graduated a large number of men now prominent in commercial and professional life. Graduating from the Academy, after six years' continuous attendance as a pupil, he was offered the position of instructor in bookkeeping, penmanship, and mathematics, which he held for two years, resigning in 1865 to remove to Brighton, Mich., where he entered the employ of Jas. B. Lee & Son, general dealers, as bookkeeper and salesman. In 1869, he removed to Bay City, and accepted a position with the wholesale grocery firm of Supe & Radmacher as salesman, covering the lake shore territory as far north as Alpena, where he remained two years and a half. In 1872, he removed to Detroit, which he made his headquarters for the next two years, traveling on the road on his own account, selling goods on commission. He then accepted a position with the firm of Cody, Olney & Co., as traveling salesman, being the only traveler on the road for that house for two or three years. His territory at that time included all the available towns on the D. & M., L. S. & M. S., G. R. & L. F. & P. M. D., L. & N. and the Newaygo division. He remained with that house until April, 1881, when he accepted a more desirable offer from Arthur Meigs & Co., in whose employ he is at the present time. His route was changed to the north, where he covers all the towns on the G. R. & L., above Reed City. The strong attachments he had formed with the trade in that region served him to good purpose on making the change, as he was able to hold nearly all of his old customers, and has since made many new ones. That his services are in good demand is evidenced by the exceptional record he has made as a salesman, the books of Messrs. Meigs & Co. showing that during the year 1882 his sales aggregated \$178,508.18, the largest months being June and October, the former month amounting to \$17,309.22, and the latter to \$17,906.33.

Mr. Underwood has made a thorough study of the grocery business for years, and is known among the trade as one of the best posted men on the road. Particularly is this true of teas, a branch of the business he has given painstaking attention and thorough investigation, and in which he is acknowledged to be an expert. To this fact may be attributed his success as a salesman.

Mr. Underwood has been particularly fortunate in a number of real estate investments, outside his regular business. A year or so ago he conceived the idea that the little town of Elmira, then a struggling hamlet of 20 inhabitants, possessed peculiar advantages as a business point, and purchased a tract of land adjoining the village plat, and a large number of business lots. By systematically advertising and setting forth the advantages afforded by the place, Mr. Underwood has seen the town increase to about 400 inhabitants, with a corresponding increase in stores, shops and factories. The first building he erected found ready sale for \$2,000 before its completion, and he has now several buildings in process of construction. The rapid growth of the place is not due to any species of booming or excitement, but is the legitimate outcome of the steady settlement of an exceptionally good farming country.

Sickening the Consumer of Gift Schemes.

General Grant once remarked that the best way to secure the repeal of an obnoxious law was to enforce it. Following in the same line of thought, the representative of a Chicago spice house recently stated that the best way to make the consumer sick of gift enterprises was to deluge the trade with schemes and literally drown out the craze that has taken possession of people generally, to get something for nothing. "We are getting up a scheme now that will paralyze the trade, in the shape of pound boxes of baking powder, every one of which contains a solid silver spoon or napkin ring. We believe that the only way to get trade back to a healthy basis in this respect is to sicken the people completely with cheap glassware and iron silverware, until the words 'chance,' 'gift enterprise' or 'scheme' will have become distasteful to them. Then, and not until then, can goods be sold on their merits."

Fruit and Nuts.

Oranges and lemons have been in better supply for the past few days, with a brisk demand. Oranges show another advance. Lemons, owing to the cool weather, remain at about the same prices as last quoted, although a few days of warm weather will tend to put prices up. The orange crop is not large, and so far the fruit has not kept well, and good round prices may be looked forward to on choice sound stock. Lemons are said to be a large crop and of good quality, and it is only fair to predict a good supply and reasonable prices for the season. Peanuts are without change, but are held very firm. Foreign nuts are fairly steady though filberts and cocoa nuts show a slight decline.

Dates are unchanged and very low. Figs are firm at a slight advance.

Send to M. C. Russell for sample barrel of Sand Refined Cider.

Present Worth of David Ward's Property.

"Did you see the article in a recent number of the *Northwestern Lumberman*, imputing David Ward's wealth to be \$35,000,000?" asked THE TRADESMAN's financial reporter of Mr. D. E. McVean, of Kalkaska, a few days ago. Mr. McVean has been for years an active lieutenant of Mr. Ward, having superintended the selection of a considerable portion of his immense pine land possessions, and having accompanied him on several southern visits to his enormous coal and oil interests.

"As near as I can determine the matter," was the answer, "the estimate is about twice the actual reality. I place Mr. Ward's property at from \$15,000,000 to \$18,000,000. Of course the advances that will come with the next twenty or thirty years will treble or quadruple this amount. A year ago I visited the scene of Mr. Ward's coal investments, and was surprised to find that experienced coal operators placed the value of his plant at \$90,000,000. That is, there is coal enough on his property to bring that amount, but it will require two or three generations to mine it. In Mr. Ward's lifetime, he will probably not realize to exceed \$5,000,000 from that source."

Selling Sugar for Pleasure.

We fail to see any reason why the retailer should persist in this policy of selling sugar at cost. From a business point of view there is no excuse for their so doing. Why sugar should be thus treated any more than tea or coffee we are at a loss to understand.

It may be claimed that dealers use sugar as a "leader" to draw trade, but when almost all do the same thing it must necessarily fail to produce the desired results. Why tea should not be made to serve as well as sugar it would be hard to explain. One is as much a necessary of life as the other.

If anybody supposes for a moment that in buying sugar at cost from the retailers he does not indirectly pay a profit on it he is decidedly mistaken. The sugar may possibly be sold at a loss, but this is made up by adding to the price of some other article. It is the only way in which the retailer can make things balance. We know of men in this city who do not and never did sell sugar at cost, and they lost no trade by acting in that sensible manner. They were thus enabled to sell some other article at a lower rate than their competitors, and in this way not only held their regular customers, but attracted new ones.

It seems to us that every sensible grocer will find little difficulty in selling this article at a fair profit, no matter whether his rivals agree to adopt the same policy or no. No man will try to do a heavy trade in sugar alone at a loss and if the customers find that while his sugar is cheap some other article is dear, they will readily see that there is no advantage to be gained by dealing with him in preference to any one else.

Every man in the business should cease to favor the sugar manufacturer more than the manufacturers of other goods, and if he explains things to his customer, we venture the prediction that the change can be readily effected.

Cannery Project at Muskegon.

From the News.
There is no question but that Mr. Keating is right when he urges the importance of the establishment of a cannery in this city. Such an industry would have a tendency to reclaim and put into actual service a large area of land contiguous to the city which is now uncultivated. This land cannot be put to better use than in raising supplies to support a cannery, while at the same time the investment would be profitable. A little effort will secure for this city a first-class establishment, and it seems but reasonable to expect that the producers around about the city would assist the Board of Trade in the work. It would be advantageous to them as well as to the city.

Origin of the Term "Delf."

Crockery dealers occasionally receive enquires for "delf" from very old people, and few of them are aware how the word originated. The following, from a London crockery journal, explains the term: About five hundred years ago the town of Delft, in Holland, became famous for its earthenware—pipes, tiles, bricks, and the common yellow ware being principally manufactured there, and this circumstance gave the name of "Delft," or "Delf," to all crockery ware of that description.

Somebody is recommending honey as the best food. Honey let it be. So long as we can manufacture this delicious article without bees, there is no reason why it should not go on our tables along with butter made without cows, maple syrup made without trees and eggs laid without hens.

"Have you any more hams like that one I got last week?" she asked. "Yes, Mrs. Plumbottle, we have six more just like them." "If they are not the same kind, I don't want 'em." "Why, madam, I assure you they are all from the same animal."

Barbark seed potatoes, choice quality, for sale by M. C. Russell at 50 cents per bushel.

Counterfeit 25 cent pieces, of lead, are exasperatingly plentiful in Boston and vicinity.

Complete assortment of fishing tackle at Calkins Bros., 97 Ottawa street.

A good laying hen will lay her weight in eggs in 35 to 40 days.

Calkins Bros. can supply dealers with fishing tackle at bottom prices.

Try Boralmine. Any one can use it.

WHOLESALE PRICE CURRENT.

Advanced.		Declined.	
Coffee; Sugars &c lower.			
AXLE GREASE.			
Modoc	50 doz	Paragon	50 doz
Diamond	60	Frazer's	85
BAKING POWDER.			
Artic 1/2 c. cans.			50 doz.
Artic 1/2 c. cans.			45
Artic 1/2 c. cans.			75
Artic 1/2 c. cans.			1 25
Artic 1 lb cans.			2 40
Artic 5 lb cans.			12 00
BLUING.			
Dry, No. 2		doz.	25
Dry, No. 3		doz.	45
Liquid, 4 oz.		doz.	35
Liquid, 8 oz.		doz.	65
Artic 4 oz.		gross	4 00
Artic 8 oz.			8 00
Artic 16 oz.			12 00
Artic No. 1 pepper box			3 00
Artic No. 2			3 00
Artic No. 3			4 50
BROOMS.			
No. 1 Carpet			2 50
No. 2 Carpet			2 25
No. 1 Hurl			2 00
No. 2 Hurl			1 75
Fancy Whisk			1 25
Common Whisk			85
CANNED GOODS.			
Apples, 3 lb standards			1 20
Apples, 6 lb standards			2 00
Apples, gallon standards			3 25
Apples, Lusk's			2 85
Beans, Lima			85
Beans, String			85
Beans, Boston Baked			1 75
Blackberries, standards			1 25
Cherries, white			1 05
Cherries, red			1 05
Condensed Milk, Eagle brand			8 10
Corn, Erie			1 15
Corn, Revere			1 20
Corn, Egyptian			1 10
Corn, Yarmouth			1 30
Corn, Trophy			1 15
Corn, 2 lb Onadago			1 50
Damsons			1 20
Egg Plums, standards			1 60
Green Gages, standards			1 60
Lobsters, Stars			2 00
Lobsters, Pikes			1 75
Mackerel in Tomato Sauce, 3 lb			4 00
Oysters, 1 lb standards			1 10
Oysters, 1 lb slack filled			1 25
Oysters, 2 lb standards			1 85
Peaches, all yellow standards			2 10
Peaches, 3 lb Extra Yellow Heath			3 00
Peaches, white standards			1 90
Peaches, seconds			1 65
Pie Peaches			1 20
Pears, Bartlett			1 35
Pears, standard Marrofat			1 50
Peas, good Marrofat.			1 35
Peas, soaked			65
Pineapples			1 60
Pine Apple, 2 lb Sugar Loaf			2 50
Raspberries, Erie			1 50
Raspberries, other brands			1 20
Salmon, standard			1 60
Sardines, imported 1/2s			15 1/2
Sardines, imported 1/4s			20
Sardines, domestic 1/2s			8
Sardines, domestic 1/4s			12 1/2
Sardines, Mustard			15
Strawberries, standards			1 10
Succotash, standards			1 05
Succotash, other brands			85
Succotash, 2 lb B. & M.			1 75
Tomatoes, standards			1 00 1/2
Tomatoes, gal. Erie			3 25
Trout, 3 lb brook			3 00
CAPS.			
G. D.	35	Ely's Waterproof	75
Musket	75		
CHOCOLATE.			
German sweet			@25
Baker's			@40
Runkles			@35
Vienna Sweet			@25
COFFEE.			
Green Rio	12 1/2 @14 1/4	Roasted Mex.	17 1/2 @19 1/4
Green Java	17 1/2 @17 3/4	Ground Rio	9 1/4 @10 1/4
Green Mocha	25 1/2 @27 1/4	Ground Mex.	16 1/4 @17 1/4
Roasted Rio	12 1/2 @17 1/4	Arabuck's	16 1/4 @15 1/4
Roasted Java	12 1/2 @14 1/4	XXXX	16 1/4 @15 1/4
Roasted Mar. 17 1/2 @19 1/4		Dilworth's	15 1/4 @15 1/4
Roasted Mocha	@3 1/4		
CORDAGE.			
72 foot Jute	1 35	60 foot Cotton	1 75
60 foot Jute	1 15	50 foot Cotton	1 50
FLAVORING EXTRACTS.			
Lemon.			
Jennings 2 oz.		gross	1 00
" 4 oz.			1 50
" 6 oz.			2 50
" 8 oz.			3 50
" No. 2 Taper.			1 25
" No. 4			1 50
" 1/2 pint round.			4 50
" 1			4 50
" No. 8			3 00
" No. 10			4 25
Vanilla.			
Jennings 2 oz.		gross	1 00
" 4 oz.			2 50
" 6 oz.			3 50
" 8 oz.			5 00
" No. 2 Taper.			1 50
" No. 4 Taper.			2 00
" 1/2 pint round.			4 50
" 1 pint round.			15 00
" No. 8			4 25
" No. 10			6 00
FAUCETS.			
Faucets, self measuring			@2 50
Faucets, common			@6 35
FISH.			
Whole Cod			43 @6 1/4
Boneless Cod			5 1/2 @7 1/4 @8 1/2
Herring 1/2 bbls.	100 lb		2 17 @3 00
Herring Scaled			2 @30 00
Herring Holland			@1 15
Bloaters			@1 00
Rastie, No. 1, 1/2 bbls			4 10
White, Family, 1/2 bbls.			4 00
White, No. 1, 10 lb kits.			1 10
White, No. 1, 12 lb kits.			1 10
White, No. 1, 12 lb kits.			1 25
White, No. 1, 12 lb kits.			1 45
Trout, No. 1, 12 lb kits			4 00
Mackerel, No. 1, 1/2 bbls			7 00
Mackerel, No. 1, 12 lb kits			1 15
FRUITS.			
London Layers, new			2 60
Loose Muscatels Raisins, new			2 40 @2 50
New Valencia Raisins			2 50 @2 60
Ondars			@10 1/4
Turkey Prunes			6 1/4 @6 3/4
Currents			6 1/2 @6 1/4
Citron			18 @20 1/2
Dried Apples			8 @8 1/4
MATCHES.			
Richardson's No. 2 square			2 70
Richardson's No. 3 do			2 55
Richardson's No. 5 do			1 70
Richardson's No. 8 do			2 70
Richardson's No. 9 do			2 55
Richardson's No. 4 round			2 70
Richardson's No. 7 do			2 55
Richardson's No. 10 do			3 80
Electric Parlor No. 18			5 70
Grand Haven, No. 8			2 25
Grand Haven, No. 9			1 60
20 gross lots special price.			
MOLASSES.			
Black Strap			@20
Porto Rico			32 @25
New Orleans, good			45 @25 00
New Orleans, fancy			50 @25 00
Syrups, Sugar			27 @35 @45
OATMEAL.			
15 lb pkgs.			@3 75
30 lb pkgs.			@3 25
Imperial bbls.			5 75
Quaker bbls.			6 75
OIL.			
Kerosene W. W.			15
do. Legal test			12 1/2
Sweet, 2 oz. square			75
Sweet, 2 oz. round			1 00
Dingee's 1/4 do			1 00
Dingee's 3/4 do			1 00
Castor, 2 oz. round			1 00
PICKLES.			
Choice in barrels med.			7 25
Choice in 1/2 do			4 25
Dingee's 1/4 do small			4 25
Dingee's 3/4 do glass fancy			4 25
Dingee's pints do			5 75
English qt. in Glass			3 50
English pt. in Glass			2 00
American qt. in Glass			2 00
American pt. in Glass			1 25
PIPES.			
Imported Clay 3 gross.			2 25 @3 00
American T. D.			90 @1 00

The Michigan Tradesman.

PROMPT PAYMENTS.

How Such a System Works to Advantage—Disadvantages of Slow Payments.

"The points you made last week on the question of prompt payments cannot be emphasized too strongly," said a Canal street confectioner a day or two ago. "Retailers frequently allow thirty day bills to mature and several days to elapse before they remit for the amounts due, thinking that one such case will not make any difference with the jobber. One case of the kind would not work much injury, but fifty or one hundred delays at a time sometimes cause serious inconvenience. With Eastern jobbers and manufacturers 30 days mean 30 days and 30 days in New York at that. It is not enough that the bill be paid here on maturity, but the remittance must reach the house the day it is due. No such cast iron regulations are required of the retailer, but some of our customers impose upon our good nature too frequently and too heedlessly. Orders from such men are always the last to be filled, and we are not over careful to shade prices, knowing as we do that the parties are not sharp pay, and therefore should not be close buyers."

"I wish you could impress on the mind of every slow-paying retailer the penalty the jobber pays for not meeting all bills promptly," said a prominent wholesale groceryman. "When we first started in business a few years ago we did not understand the necessity of remitting for sugar bills two or three days before maturity, and as a consequence soon found that one of the refiners would not sell us. The broker here wrote the house stating that the failure to get the remittances there on time was an oversight, and that it should not happen again; but the house replied that one breach of their rules subjected the party making it to instant suspicion, and that the custom of the trade compelled them to decline any further business from that source. All remonstrance was in vain, and the only consolation is that we are not the only house in the same boat at this market."

"Now, suppose we were as severe with our trade as that, and there was an understanding among the jobbers here, so that we would act in common. Would not half the retailers rise in a body, and remonstrate against such an arbitrary system of credits? Of course it is not advisable to establish any such expedient here, but a knowledge of the regulations to which the jobbers are obliged to conform may serve to make the retailers a little more careful to consult our interests as well as their own convenience."

"Your reference to the advisability of meeting all bills promptly finds a parallel in my own business practice," said a prominent produce dealer. "It frequently happens that I have orders for more goods than I happen to have on hand. I then look over the orders, and select out those from prompt-paying customers, leaving the others unfilled, sometimes for days. And occasionally when they are filled, it is because I have some second-class stock that cannot be disposed of to advantage to the best class of customers. The man who is slow in paying his bills cannot complain if I charge him a round price for inferior goods, and there seems to be a mutual understanding that both parties are to be imposed upon—one in the quality of the goods and the other in the matter of credits."

"A I understand the term," said Mr. Minchener, the Detroit manager of R. G. Dun & Co's Mercantile Agency, who was in the city several days last week, "the jobber is not also a banker, unless he chooses to constitute himself such. There is no reason why he should go outside his legitimate field and extend almost unlimited credit to his customers, thus usurping the business of the country banks. There are a number of concerns in Detroit which make a practice of carrying their customers, charging them 7 per cent. for the use of the money; but if the same money was invested in goods and turned over and re-invested, there is no reason why it should not bring them in far better returns. I see no reason why the retailer should make the jobber his banker, and am at a loss to understand why the jobber allows himself to do double duty in this respect."

McIntyre, the Bible Student.

No one who has the slightest acquaintance with John McIntyre would suppose that he was "up" on Biblical incidents, but a recent dinner party in Walker township developed the fact that he was posted—on one subject, at least. One of the ladies present was complimenting him on his superior gifts as an entertainer, and reproaching him for absenting himself from home for such long periods. "We all want to see more of you," she declared; "you ought really to let us lionize you a little."

"My dear madam," replied the suave and burly traveler, "I never heard of but one man who was not completely spoiled by being lionized."

"Who was that?" asked the lady. "The Prophet Daniel," responded John.

New Town in Gratiot County.

A North Star dealer writes: "We have founded a town at the center of North Star township, for which we have not yet selected a name. It will be on the line of the T. A. A. & N. M. Railway, and as the surroundings are favorable, the prospects are excellent for a flourishing little town."

The Picture Card as an Educator.

"These things are a nuisance and should be abated," said an outside dealer at a certain jobbing house the other day, pointing to a fresh arrival of picture cards and bright chromos. "They are the curse of trade. Every child in town constitutes itself a committee of one to make the rounds of the stores every day on a begging expedition, and every time a woman goes to a store for 25 cents worth of anything she expects a half dozen cards of different design. For one, I'm tired of catering to the demand for such things."

A city dealer happened to be in the store at the time, and overheard the vigorous denunciation.

"I beg leave to differ with you," said the city dealer, "for I consider the men who disseminate picture cards public benefactors. Aside from a discussion of their merits as an advertising medium, I hold that they have cultivated a taste for better things. They are bright, and generally cheerful, and bring joy to the hearts of many a poor child and even to older people with young hearts. The seamstress gets a chromo at the tea store to take the place of the shadow she used to thank for falling on the bare wall. A chromo is much more exhilarating than a shadow. People who go into the rooms occupied by the very poor find the walls less repulsive than formerly. Especially is this true in rooms occupied by the thousands who have known better days."

"But how can an unreal picture cultivate taste?" asked the outside dealer.

"Indirectly, of course. Suppose they are unreal. They are bits of bright color. The housewife and the children arrange them on the walls. Pretty soon some one notices that the color of one does not match well with its neighbor. A re-arranging follows with an improved effect. That has been a lesson in art to the wife or daughter or son, or all three, of a hod carrier, perhaps. Cultivation has begun at the roots. You will see the result in the next generation. From free tea store advertisements, the housekeeper is led to admire cheap chromos, and from chromos finally turn to paintings and engravings, and in the course of time the latter succeed the imitations of works of art. In my opinion, the picture card's chief mission is among the poor, and is fulfilling its mission beautifully and effectively."

Rockford Business Points.

From the Register.

Never were prospects better for Rockford taking a big boom than they are this spring.

E. B. Lapham is getting ready to build on his lots on Main street. His building will be 24x60 feet, two stories in height, and veneered with brick.

James Colby expects to open a grocery again in the room now occupied by Robt. Carlyle as soon as vacated by him, which will probably be about the last of April.

Mr. George Blakeley, who has been in the drug store of B. N. Pettigill since before it was sold by R. V. McArthur to the present owner, has gone to Fife Lake, to take charge of a drug store there which has been purchased by his brother, Mr. C. E. Blakeley, of Coopersville.

The foundation will be commenced immediately for J. Colby's new block, which will probably be the largest that will be put up in town this season. It will be 42 feet front by 70 feet deep, two stories high, and will be veneered with brick. It is to contain two store rooms below. Such a building as this more than replaces five or six of some of those destroyed by the fire.

The coming year will be a booming one for Rockford; all outward and external appearances point directly toward it, and internal signs and appearances are favorable. Business in all branches begins to pick up and the people generally are settling down into a spirit of confidence that dull times will soon be a thing of the past; property is changing hands, real estate is moving more briskly than for many years, and new comers are looking for locations in our midst.

Good Words Unsolicited.

J. J. Bowen, grocer, Ovid: "We like it very much."

J. E. Rice, general merchandise, Coopersville: "I consider it a very worthy sheet."

Jorgensen & Hammingsen, general dealers, Ashland P. O.: "Like the paper very much."

Cole & Stone, proprietors Paw Paw Shirt Factory, Paw Paw: "We cannot get along without it."

L. Foust, general dealer, Wexford: "I think the paper is just what every business man needs."

Dr. D. W. McConnine, drugs and groceries, Wexford: "I think it well worth the money, and every tradesman should have the paper."

S. M. Scott, general dealer, North Star: "A very valuable paper. It is a 'boon' companion to me, and I appreciate its value in the mercantile business."

GRAND RAPIDS

Flower Pots and Hanging Vases

MANUFACTURED FOR

H. LEONARD & SONS,
GRAND RAPIDS, MICH.

HAND OR MACHINE MADE POTS FOR SALE BY THE PACKAGE OR REPAKED TO ORDER.

Sold at Manufacturers' Prices. Send for Price List at once for the Spring Trade.

HAZELTINE, PERKINS & COMPANY, WHOLESALE DRUGGISTS,

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

IMPORTERS AND JOBBERS OF

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

And Druggists' Sundries. Also Manufacturers of

Fine Pharmaceutical & Chemical Preparations.

SEED CORN

We have a choice stock of Seed Corn, both Yellow Dent and the Yankee, or Eight Rowed, which we offer to the Trade. We have given it a thorough test and warrant it to grow. Send for Samples and Prices to THE SEED STORE, Grand Rapids. W. T. Lamoreaux, & Co.

H. WALSH & SON,

Holland, Mich., Wholesale Dealers in
Clover, Timothy Seed and Ground Oil Cakes
Write for quotations.

ALBERT COYE & SONS,

—Manufacturers and Jobbers of—

Awnings, Tents,

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

All Ducks and Stripes Kept Constantly on Hand.

73 Canal Street.

GRAND RAPIDS, - MICHIGAN.

Send for Prices.

F. J. DETTENTHALER

Successor to H. M. Bliven,

—WHOLESALE—

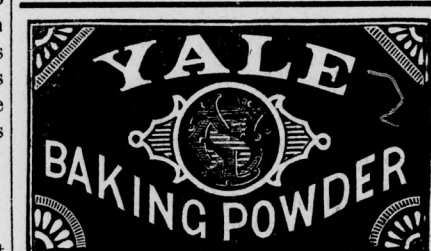
OYSTERS

AND CANNED GOODS.

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

117 MONROE STREET,

GRAND RAPIDS, - MICH.



C. S. YALE & BRO.,

—Manufacturers of—

FLAVORING EXTRACTS!

BAKING POWDERS,

BLUINGS, ETC.,

40 and 42 South Division St.,

GRAND RAPIDS, - MICH.



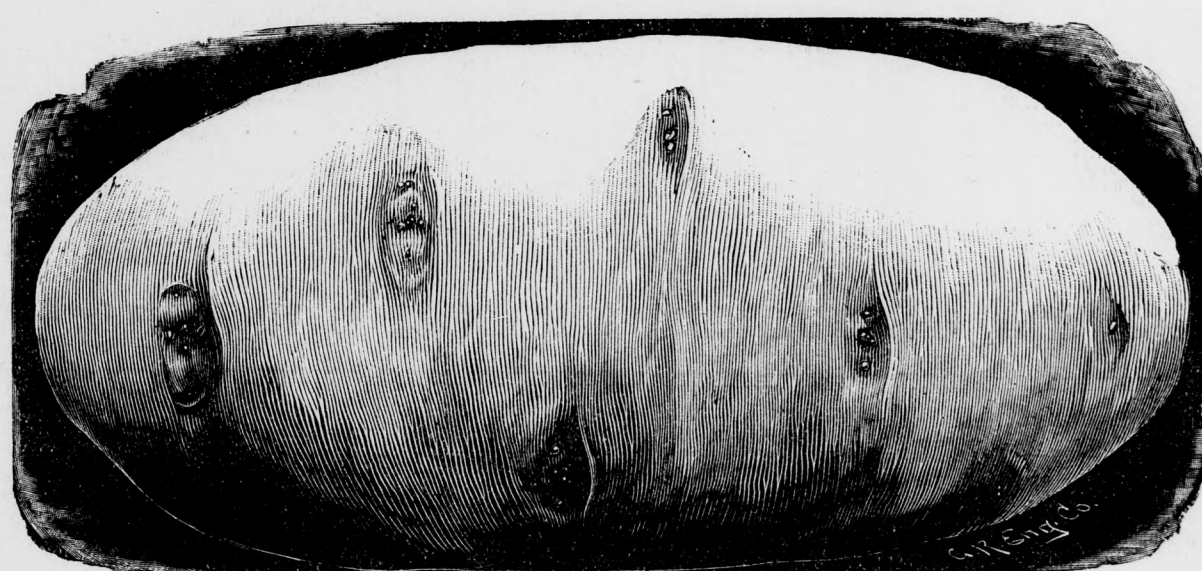
MICHIGAN COMMERCIAL TRAVELERS' ASSOCIATION

Incorporated Dec. 10, 1877—Charter in Force for
Thirty Years.

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THE "WHITE STAR"



POTATO.

To Gardeners and Farmers.

About two years ago, Mr. Marshall Buchanan, Postmaster at Ensley, Newaygo County, Michigan, sent to D. M. Ferry & Co., the well known seed firm of Detroit, for one-half bushel of the celebrated White Star potatoes, for seed purposes. The potatoes were procured, and planted by the undersigned, and the result was one gratifying beyond measure. The second planting yielded 7,000 bushels of as fine potatoes, for size, color and quality, as were ever seen in the State. They were pronounced by all who tried them of the very finest flavor.

YIELDING FAR BETTER THAN ANY OTHER VARIETY KNOWN

to this section of the country, never troubled with blight, and very seldom showing a bug of any sort. Such is the universal testimony as to the merits of the White Star Potato, all agreeing that they have never met its equal for endurance, productiveness, and fine eating qualities. All farmers and gardeners are interested in these facts, and all who have seen the White Star Potato, and tested it, are united in its praise, and others will find it to their profit to make inquiries.

We are now making a specialty of handling this splendid potato, and are prepared to supply patrons at a price which, a reference to all seed catalogues and the regular price lists, will show to be a great reduction from the ruling prices. We make this liberal offer to patrons:

We will furnish the White Star Potatoes at the rate of \$1.00 per bushel, and will allow a liberal discount to dealers. We will also furnish, at cost prices, all barrels sacks or bags, or patrons may send their own, addressed to Ensley & Son, Maple Hill, Mich. Orders may be sent to either Ensley & Son, Ensley Postoffice, Mich., or to O. W. Blain, General Agent, Grand Rapids, Mich. All addresses should be written out plainly, to prevent mistakes. Patrons should also furnish us with their names and postoffice addresses, and state to what railroad station they wish to have their shipments made. Orders will be filled promptly, and must be accompanied by the money, New York draft, money order, or registered letter.

Readers are cordially invited to refer to Marshall Buchanan, Postmaster at Ensley, Mich.; C. J. Burtch, Postmaster, and N. W. Mather, Banker, Howard City, Mich., for the truth of all of the above statements regarding the superior quality and extraordinary yield of the White Star Potatoes. We warrant these potatoes, all that has been represented, and true to name.

B. ENSLEY & SON, Growers,
Ensley Postoffice, Newaygo County, Michigan.

FOR FULL PARTICULARS AND TERMS TO DEALERS, ADDRESS

O. W. BLAIN, General Agent,

PRODUCE COMMISSION MERCHANT, Eagle Hotel or 152 Fulton Street,
GRAND RAPIDS, MICHIGAN.

C. P. BIGELOW,

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SURGICAL INSTRUMENTS

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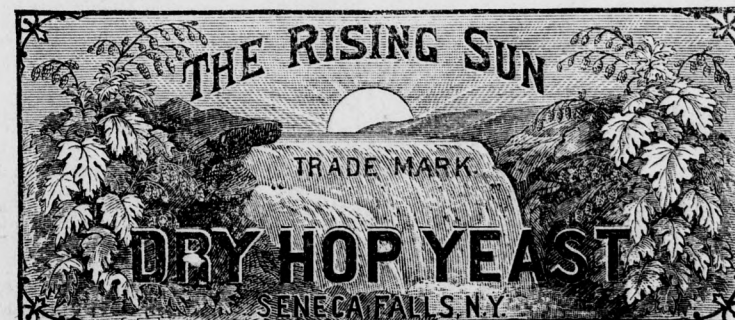
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A. K. ALLEN, Proprietor.

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