

The Michigan Tradesman.

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

E. A. STOWE, Editor.

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

WEDNESDAY, FEBRUARY 2, 1887.

Grand Rapids Traveling Men's Association. President, L. M. Mills; Vice-President, S. A. Sears; Secretary and Treasurer, Geo. H. Seymour; Board of Directors, H. S. Robertson, Geo. F. Owen, J. N. Bradford, A. B. Cole and Wm. Logie.

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

A QUESTION AND ITS ANSWER.

Big Rapids, Jan. 31, 1887.

DEAR SIR—As a reputable merchant and a man who pays 100 cents on the dollar, I am pained at the way you treat those merchants who fall dishonestly or as the result of careless business methods...

MERCHANT.

The readers of THE TRADESMAN will bear witness to the fact that "Merchant" is right in the statement that this paper "is always on the side of the retailer, when his interest comes in conflict with the jobber."

THE TRADESMAN does not lay any claims to being a prophet, but it is ready to wager a year's subscription against a delinquent account that a certain groceryman on Muskegon's main street will make a disastrous failure before the flowers bloom in the spring.

THE TRADESMAN announced last week that the Michigan Business Men's Association lacked but seventeen of having an even 1,000 members. Since that time Freeport has paid dues on four additional members, Reed City has sent in the dues on twenty-six members, Charlevoix has remitted dues for twenty-five members and Allegan has qualified for auxiliary membership to the tune of twenty-eight members.

GARNISHEE EXEMPTION.

At the September meeting of the Michigan Business Men's Association, a resolution was introduced to the effect that the present garnishee exemption is conducive to injustice to the merchant, without corresponding benefit to the honest debtor...

AMONG THE TRADE. GRAND RAPIDS GOSSIP. F. C. Steglich & Co., jewelers at 132 Monroe street, are succeeded by F. C. Steglich.

Merritt Graves has engaged in the grocery business at West Chester. Cody, Ball, Barnhart & Co. furnished the stock. H. A. Portman has engaged in the grocery business at Benton Harbor. Bulkley, Lemon & Hoops furnished the stock.

Is the cash business conducive to cutting? That is the opinion of many merchants. The man who sets out to do a cash business must necessarily sell goods a little closer than the dealer who does a large credit business.

AROUND THE STATE.

Adrian—Gilkey & Symonds, grocers, have sold out. Detroit—Wm. H. Prittie & Co., druggists, have sold out. Ovid—E. D. Beebe succeeds C. Beebe in the drug business.

The practice of giving gifts of glassware, etc., with articles of necessity is likely to receive the attention of the Michigan Business Men's Association at its March meeting.

The withdrawal of S. A. Welling from this market leaves a capital opening for another wholesale notion and gents' furnishing goods house, and THE TRADESMAN very much mistakes the advantages offered if some one does not improve the opportunity before many months have elapsed.

The town which gets ahead of Traverse City on the organization question must arise very early in the morning, and the town which keeps pace with her will have to walk all night.

Furniture Facts.

Charlevoix—S. M. See & Sons have purchased the H. C. Cooper furniture stock. Adrian—G. W. Marvin, auctioneer and furniture, has been closed under attachment.

Cheboygan—Frank E. Brackett, the Whitehall druggist, will remove his stock to this city about February 1. Ithaca—The Nelson & Barber Co. succeeded Nelson & Barber in general trade on February 1. The paid up capital is \$40,000.

S. A. Welling leaves to-day for Detroit, and Book-keeper Allen, who will follow the fortunes of the new firm of Welling & Carhart, leaves for his new field of action on Thursday. The goods have all been shipped, and everything will be in readiness to resume business at the other end of the line in about a week.

MANUFACTURING MATTERS.

Charlotte—C. T. Henion, carriage manufacturer, has assigned. Perrinville—I. M. Lewis succeeds Andrew Stephen in the milling business. Perry—A. T. Spinner, handle manufacturer, has sold out to Milan H. Green.

STAY FACTS.

Middleville—Mrs. M. C. Hoskins, milliner, has sold out. Ovid—F. J. Gleason is succeeded by Horace McCarthy in the restaurant business. Bangor—The furnace consumes about 100 cords of wood per day in making charcoal.

Dr. C. S. Hatfield is now on the road for S. N. Weil & Co., wholesale liquor dealers of Cincinnati.

J. W. Lindsey succeeds Ned. H. Knight as general representative for P. Lorillard & Co. in this territory. A. Friend, representing Landman & Co., wholesale liquor dealers of Toledo, is in town for a few days.

R. Graham, general traveling representative for S. Ottenberg & Co., the New York cigar manufacturers, is accompanying J. Lustig on his southern travels for Morris H. Treusch this week.

MISCELLANEOUS.

Advertisements of 25 words or less inserted in this column at the rate of 25 cents per week, or 30 cents for three weeks. Advance payment. Advertisements directing that answers be sent in care of this office must be accompanied by 25 cents extra, to cover expense of postage, etc.

Encouraging Report from Kalkaska—Perennial Queries. KALKASKA, Jan. 26, 1887. Frank Hamilton, Traverse City: DEAR SIR—Your letter of January 13 was laid before our Association at its last meeting, and I am instructed by the Association to notify you that we are heartily in favor of meeting the Northern Associations...

Reed City Unites With the State Association. REED CITY, Jan. 27, 1887. E. A. Stowe, Grand Rapids: DEAR SIR—Enclosed please find postal for \$2.50, being the per capita dues for twenty-six members, to make our organization auxiliary to the Michigan Business Men's Association.

Purely Personal. G. W. Perkins went to Jackson Monday, combining business with pleasure. F. B. Kelley, of the Cadillac clothing house of W. R. Dennis & Co., was in town Monday on his way to Chicago.

MISCELLANEOUS.

FOR SALE—Business and store buildings at Walton. As we desire to close up all outside matters, we shall offer for sale the stock, fixtures, etc., the very richest of soil, watered by springs of living water, and no rough land—a perfect garden. I will sell on terms to suit purchaser, or will exchange for first-class residence in Grand Rapids; or will take stock of goods for whole or part payment.

FOR SALE—A large Newfoundland dog, eighteen months old, good watch dog, broken for being in office or store. Address Jos. Omler, Wright, Mich. 179

A RARE CHANCE—An eighty acre farm, which unites all advantages, one mile from the flourishing village of Coopersville; good buildings; the very richest of soil, watered by springs of living water, and no rough land—a perfect garden.

FOR SALE—A thirty-year old grocery stand in Kalamazoo. A two-story frame store, with good tenement rooms above, and a good tenement house on same lot, also barn. Three blocks from M. C. depot. \$5,300, part down, balance in easy payments.

FOR SALE—A two-story brick building, 24x60, with clean grocery and meat stock (wood business in connection) on principal business street of thriving Northern town. Terms, \$5,000, half down, balance on time to suit purchaser. Address "Bargain," care "The Tradesman."

FOR SALE—A two-story store, 22x58, almost new, second floor done off and tenanted. Sell goods in store if desired. Good place for dry goods and groceries. In a good farming country. For particulars, address C. E. Clapp, Martin, Allegan Co., Mich., where store is located. 173

FOR SALE—First-class hand laundry at a bargain. This is a rare chance. Address Box 34, Big Rapids, Mich. 179

WANTED—To buy the business of a well-established meat market, by young man with \$500 capital. Address Geo. S. Smith, Cassville, Mich. 177

WANTED—Stock in Kent County Savings Bank. Address, stating terms demanded, "Purchaser," care "The Tradesman."

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

THE NEW Soap Company. As previously announced, the trade is now being supplied with Soap from this new factory. Two brands are now introduced, the Headlight AND Little Daisy.

Both free from adulterations of all kinds, and contain pure Ceylon Cocoa Oil, Steam Refined Tallow, Glycerine and Borax. The former is a first-class Laundry Soap, and the latter, being fine and milder, is one of the best Bath, Laundry and Toilet Soaps combined now on the market.

For terms, please apply to the factory, in person, by letter, or telephone. (Telephone No. 578-5 rings.)

Shall we receive your encouragement by way of a trial order? Respectfully,

Grand Rapids Soap Co.

The business men of Tustin are considering the project of establishing a creamery at that place.

The farmers of Middleville have subscribed nearly \$5,000 toward the establishment of a creamery.

G. B. Robbins, representing Proctor & Gamble, of Cincinnati, was in town last week in the interest of Lenox soap.

F. Cutler & Son are running the "Valley" creamery, at Ionia, all winter, with good results to themselves and their patrons.

The patrons of the Wayland cheese factory realized \$1.13 per 100 pounds for their milk for the months of October and November.

W. F. Smith has taken possession of the "Raisin Union" cheese factory at Raisin Center. The factory meeting occurs on January 31.

The Peerless Creamery Co., at Romeo, is now making 1,200 pounds of butter per day and expects to run all winter.

A new refrigerator is being put in for cold storage purposes.

The Mason creamery has passed from the control of a stock company into private hands. The business paid an 8 per cent dividend on nine months' business, although the stock sold for but 80 per cent of its face.

VISITING BUYERS.

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

- H. Barry, Ravenna.
John C. Baker, E. Hobart.
J. D. F. Pierson, Holland.
Dr. H. C. Peckham, Freeport.
Geo. E. Harris, Ashland.
J. R. Odell, Fremont.
A. C. Weeks, Grand Rapids.
A. W. Blair, Dutton.
Herder & Lahuis, Zeeland.
O. Baul, Morley.
H. A. Fortman, Benton Harbor.
Geo. Lentz, Croton.
G. Sinclair, Bangor.
G. A. Beviyas, Tustin.
Merritt Groves, Wm. Chester.
Root, Strong & Co., Saranac.
M. H. McCoy, Grandville.
Walter D. Grove, Kalamazoo.
Geo. W. Shaver, Cedar Springs.
J. D. Darragh, Clarion.
O. House, Chaucey.
K. L. Kinney, Maple Hill.
G. Van Putten & Son, Holland.
S. Stark, Allendale.
W. S. Bartron, Bridgeton.
C. B. Moon, Cedar Springs.
G. W. Hanson, East Jordan.
H. P. Whipple, Kingsley.
R. Gannon, White Cloud.
W. H. Beach, Holland.
W. A. Burt, Grandville.
Lecron Day, Grandville.
Jackson Coon, Rockford.
C. H. White, Reed City.
G. W. Gaudin, Pite Lake.
E. G. Pipp, Gaylord & Pipp, Howard City.
F. W. Foster, Newaygo.
James Loop, Loop & Morgan, Lowell.
G. D. Chapman, Grand Rapids.
H. Thompson, Canada Corners.
Wiley & McMullen, Morley.
J. May, Frankfort.

I am glad to commend the policy of the Woolson Spice Co., at Toledo, in calling its travelers off the road at a stated time in January and treating them to a banquet at a leading hotel.

I am told that the project of an exclusively wholesale dry goods house at this market is slowly assuming shape and that a successful termination of the agitation is not an unlooked-for event.

I notice the jobbers are being caught on every side at present, the usual January and February crop of failures being rather more numerous than usual this year.

A friend tells me that every time Ira O. Green gets drunk, he vows he will thrash the editor of THE TRADESMAN.

Wholesale Quotations in Newspapers.

CROSBY, Jan. 27, 1887.
E. A. Stowe, Grand Rapids:
DEAR SIR—In THE TRADESMAN of Jan. 26, under the head of "Queries is reported at the March Convention of M. B. M. A." I notice "Ought the daily papers to publish wholesale quotations?"

Ought not that to also include the weekly paper—aside from trade publications like THE TRADESMAN—for this reason? Nearly every person in a country town takes a weekly newspaper.

I confess to a strong liking for Query No. 7, relative to quoting goods other than drugs and hardware in characters not understood by the public at large.

Another account of the change.
E. A. Stowe, Grand Rapids:
DEAR SIR—I see in THE TRADESMAN of this week that you assume the "Co." of David Quay & Co. to be Spring & Lindley.

I do not have the advantages derived from membership in any local association or the State body, but I have the next best thing to it—THE TRADESMAN—and I feel that I am very much benefited by its perusal.

Yours truly,
A. C. BARKLEY.

The Grocery Market.

Sugar is about the same as last week, although the shortage in coal, as a result of the strike, is likely to bring many of the refineries to a stand-still.

A much firmer feeling exists in oranges, and higher prices are sure to rule. Lemons, owing to light arrivals, are firm and decidedly higher.

The ice blockade at Baltimore is disappearing, in consequence of which oysters are coming in more freely and are much better in quality.

Hides, Pelts and Furs.

Hides are dull and declining and sure to go lower. Pelts are without change. Wool is active, but not sufficiently so to make any relative change in prices.

The woollenware manufacturers have been in convention, and it is expected that prices of tubs and palls will be materially advanced in the near future, as they have lately been manufactured at a loss.

COUNTRY PRODUCE.

Apples—The best winter varieties are scarce at \$3.25 per bbl.
Beans—Country hand-picked command \$1.15 per bu., and city picked \$1.50.
Beets—40¢ per bu.
Buckwheat—2½¢ per bu.
Butter—Michigan creamery is in good demand at 28¢ per lb. Dairy is in fair demand at 20¢.

Wheat—2¢ higher. City millers pay 80 cents for Lancaster and 77 for Fulse and Clawson.
Corn—Jobbing generally at 40¢ per 100 bu. lots and 42¢ per carlots.
Oats—White, 38¢ in small lots and 32¢ per car lots.

Apples, gallons, standards. 3 25
Blackberries, standards. 90
Cherries, red standards. 1 10
Raspberries, extra. 1 40

Asparagus, Oyster Bay. 3 00
Beans, Lima, standard. 80
Beans, Stringless, Erie. 80
Beans, Lewis Boston Baked. 1 70

Green. 1 1/2
Pork. 1 1/2
Lard. 1 1/2
Butter. 1 1/2
Eggs. 1 1/2

Kenosha Butter. 5 0/0
Seymour Butter. 5 0/0
Butter. 5 0/0
Pork. 4 1/2

Ohio White Lime, per bbl. 1 00
Ohio White Lime, car lots. 1 00
Louisville Cement, per bbl. 1 30
Akron Cement, per bbl. 1 30

Groceries.

WHOLESALE PRICE CURRENT.

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

AXLE GREASE.
Dry, No. 3. 20 Paragon 25 lb pails. 2 10
Diamond X. 20 Fraziers, 25 lb pails. 1 25
Modoc, 4 doz. 2 50
BAKING POWDER.
Aeme, 1/2 lb cans, 3 doz. case. 85
" 1 lb " " " " 1 60

Black Strap. 16 1/2
Cuba Baking. 25 1/2
Porto Rico. 24 1/2
New Orleans, good. 23 1/2

Choice Carolina. 6 1/2
Primo Carolina. 5 1/2
Good Carolina. 4 1/2
Good Louisiana. 3 1/2

Parisian, 1/2 pints. 62 1/2
Pepper Sauce, red small. 60 1/2
Pepper Sauce, red large. 61 1/2
Pepper Sauce, green, large ring. 61 1/2

Pepper. 16 1/2
Allspice. 12 1/2
Cinnamon. 18 1/2
Cloves. 16 1/2
Mustard. 16 1/2

Schepps, 1/2. 62 1/2
" 1/4 and 1/8. 62 1/2
" 1/2 in tin pails. 62 1/2

Green. 16 1/2
Golden Rio. 16 1/2
Santos. 15 1/2
Rio de Janeiro. 15 1/2

Kenosha Butter. 5 0/0
Seymour Butter. 5 0/0
Butter. 5 0/0
Pork. 4 1/2
Eggs. 1 1/2

FISH.

Cod, whole. 4 0/4
Cod, boneless. 5 1/4
Haddock. 4 0/0
Clipper. 4 0/0

Grand Haven, No. 8, square. 1 00
Grand Haven, No. 9, square, 3 gro. 1 20
Grand Haven, No. 200, parlor. 1 75

Choice Carolina. 6 1/2
Primo Carolina. 5 1/2
Good Carolina. 4 1/2
Good Louisiana. 3 1/2

Parisian, 1/2 pints. 62 1/2
Pepper Sauce, red small. 60 1/2
Pepper Sauce, red large. 61 1/2

Schepps, 1/2. 62 1/2
" 1/4 and 1/8. 62 1/2
" 1/2 in tin pails. 62 1/2

Green. 16 1/2
Golden Rio. 16 1/2
Santos. 15 1/2
Rio de Janeiro. 15 1/2

Kenosha Butter. 5 0/0
Seymour Butter. 5 0/0
Butter. 5 0/0
Pork. 4 1/2
Eggs. 1 1/2

Ohio White Lime, per bbl. 1 00
Ohio White Lime, car lots. 1 00
Louisville Cement, per bbl. 1 30

Kenosha Butter. 5 0/0
Seymour Butter. 5 0/0
Butter. 5 0/0
Pork. 4 1/2
Eggs. 1 1/2

PLUG.

Star. 38
Old Solder. 40
Clipper. 40
Corner Stone. 40

Japan ordinary. 18 1/2
Japan fair to good. 25 1/2
Japan No. 2. 35 1/2
Japan No. 3. 45 1/2

Choice Carolina. 6 1/2
Primo Carolina. 5 1/2
Good Carolina. 4 1/2
Good Louisiana. 3 1/2

Parisian, 1/2 pints. 62 1/2
Pepper Sauce, red small. 60 1/2
Pepper Sauce, red large. 61 1/2

Schepps, 1/2. 62 1/2
" 1/4 and 1/8. 62 1/2
" 1/2 in tin pails. 62 1/2

Green. 16 1/2
Golden Rio. 16 1/2
Santos. 15 1/2
Rio de Janeiro. 15 1/2

Kenosha Butter. 5 0/0
Seymour Butter. 5 0/0
Butter. 5 0/0
Pork. 4 1/2
Eggs. 1 1/2

Ohio White Lime, per bbl. 1 00
Ohio White Lime, car lots. 1 00
Louisville Cement, per bbl. 1 30

Kenosha Butter. 5 0/0
Seymour Butter. 5 0/0
Butter. 5 0/0
Pork. 4 1/2
Eggs. 1 1/2

Drugs & Medicines

State Board of Pharmacy. One Year—Jacob Jenson, Muskegon. Two Years—James Verber, Detroit. Three Years—Ottmar Eberbach, Ann Arbor.

Michigan State Pharmaceutical Ass'n. President—Frank J. Wurzberg, Grand Rapids. First Vice-President—Mrs. C. W. Taylor, Loomis.

Saginaw County Pharmaceutical Society. President—Jay Smith. First Vice-President—W. H. Yarnall. Second Vice-President—R. Bruske.

Detroit Pharmaceutical Society. President—A. F. Parker. First Vice-President—Frank Ingels. Second Vice-President—J. C. Mueller.

Muskegon Drug Clerks' Association. President—P. VanDiene. Vice-President—P. VanDiene. Secretary and Treasurer—Geo. L. LeFevre.

Mecosta County Pharmaceutical Society. President—C. H. Wagener. Vice-President—Nelson Pike. Secretary—A. H. Webber.

Oceana County Pharmaceutical Society. President—F. W. Fincher. Vice-President—F. W. VanWinkle. Secretary—Frank Cady.

Mason County Pharmaceutical Society. President—F. N. Latimer. Secretary—Wm. Heysett. Treasurer—W. H. Taylor.

Clinton County Druggists' Association. President—A. O. Hunt. Vice-President—A. S. Fildew. Secretary and Treasurer—A. S. Wallace.

Clinton County Druggists United. St. Johns, Jan. 27, 1887. DEAR SIR—Your letter of yesterday received, asking for information regarding our Association.

March Meeting of the State Board of Pharmacy. MUSKOGON, Feb. 1, 1887. A meeting for examination candidates for registration under Section 5 of an act to regulate the practice of pharmacy in the State of Michigan will be held by the Michigan Board of Pharmacy in Royal Arcanum Hall.

Good Advice to Drug Clerks.

From the Drugman. In the first place, boys, you should bear in mind that the cub of to-day will, in fifteen or twenty years, become the old experienced druggist, having an establishment of his own, and that on him will then rest the responsibility of the proper management of the same.

Therefore, as you have made pharmacy your chosen profession, you should strive to become a shining light in it. This can only be accomplished by hard study and close application to business. Standing in the door and lounging about the store does not take well with the boss.

Regular Meetings—First Thursday evening in each month. Annual Meeting—First Thursday evening in November. Next Meeting—Thursday evening, Feb. 3, at the TRADESMAN office.

Is the Pharmacist Going Too Fast? Correspondence National Druggist. I must acknowledge that the present mode of advancement in pharmacy is far from satisfactory to the average druggist, and that the onward march of progress is greatly handicapped by our modern physicians.

Each number of the numerous pharmaceutical journals presents its readers with from two to six new remedies or discoveries, and each succeeding number with as many more, thereby affording the reader scarcely enough time to get even the names fixed.

Vaseline is a product now forming an article of considerable commercial importance. Its darker and more impure forms are used for lubricating purposes and to prevent steel and iron goods from rusting.

in the same category? Why will journals, and men with a reputation, for the sake of material, give themselves to the furtherance of private enterprises? Why will physicians, for bombastic display, fly to everything new, like steel to a magnet?

It has not been my intention to be personal or malicious, but only to warn—not to make the druggist the scape-goat for everybody's experiments; he is burdened enough; has to shoulder the responsibilities of not only himself, but of his help, the manufacturer and his help, the wholesaler and his help, the physician, etc.

Mecosta County Pharmaceutical Society. From the Big Rapids Herald. A meeting of druggists of Mecosta county was held in Big Rapids Tuesday for the purpose of organizing a society for mutual benefit.

A committee on constitution and by-laws was appointed as follows: C. A. Fellows, J. Henry Gerls, and C. H. Milner, of Big Rapids; R. S. Wolford, of Mecosta, and S. R. Frye, of Altona.

The Drug Market. An active market and an exceptionally good trade may be reported this week, with the list of advances much larger than that of the declines.

Joseph Specht, a leading merchant of St. Louis, whose retail establishment in St. Louis, known as "The Famous," is to St. Louis what John Wannamaker's place is to Philadelphia, only a few years ago was a clerk in a little store in the French part of St. Louis.

FURNITURE FINISH. Make Old Furniture Look Like New. DIRECTIONS FOR USE: First remove all dirt and grease, then apply POLISHINA

The Best Furniture Finish in the market. Try it, and make your old Furniture look Fresh and New. Ask your Druggist, Furniture Dealer, Grocer or Hardware Store for POLISHINA.

Hazeltine & Perkins Drug Co. GRAND RAPIDS. Michigan Drug Exchange, 375 South Union St., Grand Rapids.

Table of Wholesale Prices Current. Columns include categories like ACIDUM, AMMONIA, BALSAMUM, CARBONATE, etc., with corresponding prices per unit.

HAZELTINE & PERKINS DRUG CO., WHOLESALE Druggists!

42 and 44 Ottawa Street and 89, 91, 93 and 95 Louis Street. IMPORTERS AND JOBBERS OF Drugs, Medicines, Chemicals, Paints, Oils, Varnishes, and Druggists' Sundries.

Elegant Pharmaceutical Preparations, Fluid Extracts and Elixirs. GENERAL WHOLESALE AGENTS FOR Wolf, Patton & Co. and John L. Whiting, Manufacturers of Fine Paint and Varnish Brushes.

Pioneer Prepared Paints. ALSO FOR THE Grand Rapids Brush Co., Manufacturers of Hair, Shoe and Horse Brushes. WE ARE SOLE OWNERS OF Weatherly's Michigan Catarrh Cure

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

WITHERS DADE & CO'S Henderson Co., Ky., Sour Mash and Old-Fashioned Hand-Made, Copper-Distilled WHISKYS.

Druggists' Favorite Rye. Which continues to have so many favorites among druggists who have sold these goods for a very long time. Buy our Gins, Brandies & Fine Wines.

Patent Medicines, Etc., we invite your correspondence. Mail orders always receive our special and personal attention. Hazeltine & Perkins Drug Co.

The Michigan Tradesman.

THE SUGAR COUNTRIES AND OUR MARKETS.

The purchases of sugar by this country from the other sugar-producing countries on this continent, for the last fiscal year, amounted to sixty-two millions of dollars, (\$62,001,506). This bill was made with fifteen different countries and colonies: Mexico, Central America, British Honduras, Cuba, the British West Indies, Porto Rico, Hayti, San Domingo, the French, Dutch and Danish West Indies, Brazil, the United States of Columbia, and British and Dutch Guiana. The quantity procured, however, from some of these was small; from Dutch Guiana we bought \$46,529, from British Honduras, \$40,908, from the Dutch West Indies, \$8,444, from Hayti, \$7,567, and from the United States of Columbia, \$1,493; while we purchased from Mexico \$33,640, and sold her \$72,621. The large purchases were made as follows:

Table listing sugar purchases from various countries and their values in dollars.

This list exhibits the neighbors who have sugar to sell, and who now possess our market for that commodity. Some who appear in it as selling the smaller quantities would be able to produce and offer us more under favorable circumstances. Cuba's enormous lead might be reduced if she did not have the possession of our market on terms as favorable as Porto Rico, or Brazil, or the British West Indies.

If, then, we should repeal the duty on sugar, or any part of it, we should accompany this repeal with specific provisions offering the freedom of entry only to those countries that would compensate us for the advantage by concessions to our commerce, while we should withhold the freedom from all who did not so compensate us. The provisions by which we should guard this should include at least these features:

1. No export duty to be imposed by the country selling the sugar, and asking free entry for it.

2. Free entry to be granted only to sugar coming in American bottoms, or in bottoms of the country or colony producing the sugar. That is to say, if the sugar came from Cuba, it must arrive in either an American or a Cuban, (but not a Spanish), ship; if from the British West Indies, then in an American ship, or a ship of the British West India Islands,—but not a ship of Great Britain herself.

3. Free entry to be granted only to countries which shall grant to our ships arriving in their ports the same moderation of charges which we now make in our ports,—i. e., freedom from all lighthouse and other "dues," etc., etc. In other words, their charges upon our ships are to be no greater in kind or amount than are ours upon their ships.

4. No less favorable terms to be made for our goods arriving in their ports than are made in them for the goods of other nations.

These are provisions which would suffice, in all probability, for the end desired. They would greatly increase the carriage in American ships of the traffic between this country and the sugar-producing countries, and they would make it easy for our manufactures to enter the markets of those countries upon the most favorable terms. The sale to us of over sixty millions of dollars' worth of sugar per annum is a prize which would certainly be competed for. Indeed, as our total sugar purchase, last year, from all the world, was 76 1/2 millions, (\$76,746,461), that is the real size of our market, for which competitors would strive. The concession to us of diminished shipping "dues" would be very valuable, and as we asked for no greater diminution than we concede ourselves, the demand would be reasonable. With this, and with the certainty of having the (sugar) cargo for the home-bound voyage, our American vessels could easily carry out our home products on the most favorable terms, and put them in the markets of the West Indies, Cuba, Mexico, Central America, and South America, upon a footing which could not be threatened by any other manufacturing country.

Armour & Co.'s Michigan representative informs THE TRADESMAN that the oleomargarine law has reduced the sale of bogus butter to about 65 per cent. of its former proportions.

Cow for Sale.

Bill Nye, the great humorist, thus advertises his cow for sale: Owing to ill health I will sell at my residence, in town twenty-nine, range eighteen, west, according to government survey, one crushed-raspberry colored cow, aged six years. She is a good milkster, and is not afraid of the cars—or anything else. She is a cow of undaunted courage and gives milk frequently. To a man who does not fear death in any form, she would be a great boon. She is very much attached to her home at present, by means of a trace chain, but she will be sold to any one who will agree to treat her right. She is one-fourth short-horn and three-fourths hyena. Purchaser need not be identified. I will also throw in a double-barrel shotgun, which goes with her. In May she generally goes away somewhere for a week or two and returns with a tall, red calf, with long wabby legs. Her name is Rose, and I would prefer to sell her to a non-resident.

Rules for Business Life.

Now that his body is forever at rest, it is conceded even by his enemies that the late John Roach was a man far above the average of his native or adopted countrymen in breadth of understanding and in the conduct of great enterprises. Early in his career he adopted for himself and encouraged his employees to adopt the following code of rules, which might be accepted profitably by any business class:

- 1. Keep your promises and appointments.
2. Never let a customer go away dissatisfied if you can possibly help it.
3. Never lend your friend your note; better lend him the money if you can spare it. Never endorse another man's note as an accommodation.
4. Do no business with a man who is troublesome and whom you know you can not satisfy.
5. Pay your bills and workmen promptly when work is done.
6. Be honest and honorable at all times and to all men.

New Deal in the Seed Business.

A. J. Brown, the well-known commission merchant of this city, has added a new feature to his business. He is putting in a complete stock of garden and house seeds and garden implements, representing James Vick, of Rochester, N. Y. Vick's seeds are always reliable and very popular, especially among the market gardeners of this city. Anyone wishing seeds in large or small quantities will do well to send their order to him, as he is enabled through buying in large quantities to supply the trade much cheaper than they can be bought direct. Send ten cents in stamps for Vick's beautiful Floral Guide, which amount will be deducted from the first order.

The Right Spirit.

After rapping two or three minutes to bring the chief clerk to his window yesterday a well-known citizen blandly said: "I found this bunch of keys outside here; probably belong to some business man who was in after his mail." "All right," said the clerk, and the blandly-spoken man went out. Fifteen minutes later he returned, rapped again, and just as blandly said: "Will you let me see those keys?" "Yes, Sir." "Ah! they are mine! I discovered it after climbing three flights of stairs. Much obliged for your assistance in doing the public a favor."

J. B. Ketchum, general dealer, Fremont: "I would feel lost without it." B. Bain, grocer, Petoskey: "Your TRADESMAN is all right and well worth the money." F. C. Davis, grocer, Kalamazoo: "I find THE TRADESMAN very interesting reading."

GERMAN L. WINTERNITZ, MUSTARD. 106 Kent St. Grand Rapids, Mich.

MOSELEY BROS. SEEDS, FRUITS, OYSTERS, And Produce. 26, 28, 30 and 32 OTTAWA ST., G'D RAPIDS

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

BAXTER'S CELEBRATED



"LUCKY STAR" CIGAR. Manufactured by ROPER & BAXTER CIGAR CO., 51 and 53 Wabash Ave., Chicago. This famous brand is now handled by the leading druggists and grocers of Michigan. In towns where the cigar is not handled, I am prepared to give the exclusive agency to good parties, druggists preferred. J. L. STRELITSKY, STATE AGENT, 128 Canal Street, Grand Rapids.

F. J. DETTENTHALER, 117 Monroe St., Grand Rapids.



JOBBER OF OYSTERS! FISH, AND GAME.

Mail Orders Receive Prompt Attention. See Quotations in Another Column.

PRESENTS WITH BAKING POWDERS

Order a Case.

White Star Baking Powder. Pound cans, 2 doz. in case. A large piece Decorated China given with each can, for \$9 per case.

Family Baking Powder. Pound cans, 2 doz. in case. A large Hob Nail Oblong Berry Dish, assorted colors, for \$8 per case.

Silver Spoon Baking Powder. 10 oz. cans, tall, 3 doz. in case. With each can, choice of a quart Pitcher, 8 inch Nappy, 7 inch Comport. All Mikado Pattern, Crystal Glass.

Arctic Manufacturing Co., Grand Rapids.

PURE. NEW PROCESS STARCH. SWEET.



This Starch having the light Starch and Gluten removed, One-Third Less Can be used than any other in the Market. Manufactured by the FIRMENICH MFG. CO. Factories: Marshalltown, Iowa; Peoria, Ills. Offices at Peoria, Ills.

FOR SALE BY Clark, Jewell & Co. STRONG. SURE.

E. FALLAS,

Makes a Specialty of

Butter and Eggs, Fruits and Oysters.

Cold Storage in Connection. All Orders receive Prompt and Careful Attention. We Handle the Celebrated "ROCK BRAND" Oysters. No. 1 Egg Crates for Sale. Stevens' No. 1 patent fillers used. 50 cents each. 97 and 99 Canal Street. Grand Rapids, Michigan

HIRTH & KRAUSE,

DEALERS IN

Hides, Furs and Tallow,

Prompt returns made on Consignments.

118 Canal St., Grand Rapids.

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

ORDER

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

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

The Best in the World.

Clark, Jewell & Co.,

SOLE AGENTS FOR

Dwinell, Hayward & Co.'s Royal Java Coffee; and O'Brien & Murray's "Hand Made Cigar."

PERKINS & HESS,

DEALERS IN

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN. WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

SNOW-SHOVELS,

SLEDS,

FIRE-KINDLERS,

FOR SALE BY

Curtiss, Dunton and Co.

C., B., B. & CO.

LARGEST XCLUSIVELY

WHOLESALE GROCERY HOUSE IN MICHIGAN.

Cor. Ionia and Louis Sts., Grand Rapids.

RINDGE, BERTSCH & CO.,

MANUFACTURERS AND WHOLESALE DEALERS IN

BOOTS AND SHOES.

AGENTS FOR THE

BOSTON RUBBER SHOE CO.

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

WM. SEARS & CO.

Cracker Manufacturers,

Agents for

AMBOY CHEESE.

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

See Our Wholesale Quotations elsewhere in this issue and write for

Special Prices in Car Lots.

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

A. B. KNOWLSON,

3 Canal Street, Basement, Grand Rapids, Mich.

HESTER & FOX,

MANUFACTURERS' AGENTS FOR

SAW AND CRIST MILL MACHINERY,

Send for Catalogue and Prices.



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

And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for sample Pulley and become convinced of their superiority. Write for Prices. 130 OAKES ST., GRAND RAPIDS, MICH.

OIL & GASOLINE CANS,

With Wood Jacket.

LATEST IMPROVEMENTS FOR 1887.

THE PINAFORE



THE PINAFORE

3, 5 and 10 Gal. Size.

WITH or WITHOUT JACKET.

H. LEONARD & SONS,

GRAND RAPIDS, MICH.

Manufactured by the Adams & Westlake Mfg. Co., Chicago.

Order a sample case of

HONEY BEE COFFEE.

PRINCESS BAKING POWDER,

Equal to the Best in the market.

J. H. Thompson & Co., Wholesale Grocers,

59 Jefferson ave., Detroit, Mich.