

The Michigan Tradesman.

VOL. 5.

GRAND RAPIDS, WEDNESDAY, JANUARY 11, 1888.

NO. 225.

ASK FOR ARDENTER MUSTARD

BEST IN THE WORLD.

POTATOES.

We give prompt personal attention to the sale of POTATOES, APPLES, BEANS and ONIONS in car lots. We offer best facilities and watchful attention. Consignments respectfully solicited. Liberal cash advances on Car Lots when desired.

Wm. H. Thompson & Co.,
COMMISSION MERCHANTS,
166 South Water St., CHICAGO.
Reference
FELSENTHAL, GROSS & MILLER, Bankers,
Chicago.

HEXTER & FRIEDMAN,
Manufacturers of
BUTTERINE.
Office and Factory: 231, 233 Michigan St.,
CHICAGO, - ILL.

TUBS! TUBS! TUBS!
We have 150 doz. first quality wash tubs, which we will sell F. O. B. as follows: No. 3, \$3 per doz.; No. 2, \$4 per doz.; No. 1, \$5 per doz. Packed 1/2 doz. in bbl. with straw. Quality unsurpassed. Address
PIERSON'S BAZAAR, Stanton, Mich.
Stoneware, 6c. per gal. F. O. B.

M

Muzzy's Corn Starch is prepared expressly for food, is made of only the best white corn and is guaranteed absolutely pure.

U

The popularity of Muzzy's Corn and Sun Gloss Starch is proven by the large sale, aggregating many millions of pounds each year.

Z

The State Assayer of Massachusetts says Muzzy's Corn Starch for table use, is perfectly pure, is well prepared, and of excellent quality.

Z

Muzzy's Starch, both for laundry and table use, is the very best offered to the consumer. All wholesale and retail grocers sell it.

Y

Voigt, Herpolsheimer & Co.,
Importers and Jobbers of
DRY GOODS
Staple and Fancy.

Overalls, Pants, Etc.,
OUR OWN MAKE.
A Complete Line of
Fancy Crockery & Fancy Woodenware
OUR OWN IMPORTATION.
Inspection Solicited. Chicago and Detroit
Prices Guaranteed.

FURNITURE TO ORDER.

Anything or everything in the line of Special Furniture, inside finish of house, office or store, Wood Mantels, and contract work of any kind made to order on short notice and in the best manner out of thoroughly dried lumber of any kind. Designs furnished when desired.

Wolverine Chair Factory,
West End Pearl St. Bridge.

WANTED.

Butter, Eggs, Wool, Potatoes, Beans, Dried Fruit, Apples and all kinds of Produce.

If you have any of the above goods to ship, or anything in the Produce line let us hear from you. Liberal cash advances when desired.

Earl Bros., Commission Merchants,
157 South Water St., CHICAGO.
Reference: FIRST NATIONAL BANK, Chicago.
MICHIGAN TRADESMAN, Grand Rapids.

ALFRED J. BROWN,

Jobber in

**FRUITS,
NUTS AND
SEEDS.**

16 and 18 No. Division St.,
GRAND RAPIDS, MICH.

CHARLES A. COYE,

Successor to

A. Coye & Son,

DEALER IN

AWNINGS AND TENTS

Horse and Wagon Covers,
Oiled Clothing,
Feed Bags,
Wide Ducks, etc.
Flags & Banners made to order.
73 CANAL ST. - GRAND RAPIDS.

SALT FISH

Bought and Sold by

FRANK J. DETTENTHALER,
117 Monroe St., Grand Rapids.
Oysters the Year Around.

J. E. FELDNER & CO.,

CUSTOM SHIRT MAKERS,

AND DEALERS IN

Men's Furnishing Goods.
NO. 2 PEARL ST. - GRAND RAPIDS
Prompt Attention to Mail Orders. Telephone 891.



EATON & LYON,

Importers,
Jobbers and
Retailers of

BOOKS,

Stationery & Sundries,

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

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

AND **Jeweler,**

44 CANAL ST.,

Grand Rapids, - Mich.

EDWIN FALLAS,

PROPRIETOR OF

VALLEY CITY COLD STORAGE,

JOBBER OF

Butter, Eggs, Lemons, Oranges.

And Packer of

SOLID BRAND OYSTERS.

Facilities for canning and jobbing oysters are unsurpassed. Mail orders filled promptly at lowest market price. Correspondence solicited. A liberal discount to the jobbing trade.

217, 219 Livingston St.,

Grand Rapids.

D. D. COOK,

Proprietor of the

Valley City Show Case Factory,

Manufacturer of

SHOW CASES

Prescription Cases and Store Fixtures.
OF ALL KINDS.
SEND FOR CATALOGUES.
My Prices are Lower than any of My
Competitors. Estimates Fur-
nished on Application.
88 West Bridge Street, Grand Rapids.
Telephone 374.

STANTON, SAMPSON & CO.,

Manufacturers and Jobbers of

Men's Furnishing Goods.
Sole Manufacturers of the "Peninsular"
Brand Pants, Shirts and Overalls.

State agents for Celluloid Collars and Cuffs.
120 and 122 Jefferson, Ave.,
DETROIT, - MICHIGAN.

JACOB BROWN & CO.,

WHOLESALE

Furnishing Goods and Notions.

Manufactures of

Lumbermen's Supplies a Specialty.
WE CARRY A FULL LINE OF
ALASKA SOCKS AND
MITTENS.

193 and 195 Jefferson Ave., Cor. Bates St.,
DETROIT, - MICH.

SEEDS

We carry a full line of
Seeds of every variety,
both for field and garden.
Parties in want should
write to or see the

GRAND RAPIDS GRAIN AND SEED CO.
71 CANAL STREET.

MYRON H. WALKER,

Attorney and Solicitor,

GRAND RAPIDS, - MICH.
Over Fourth National Bank. Telephone 407.

To Cigar Dealers

Realizing the demand for, and knowing the difficulty in obtaining a FIRST-CLASS FIVE-CENT CIGAR, we have concluded to try and meet this demand with a new Cigar called

SILVER SPOTS

This Cigar we positively guarantee a clear Havana filler, with a spotted Sumatra Wrapper, and entirely free from any artificial flavor or adulterations.

It will be sold on its merits. Sample orders filled on 60 days approval.

Price \$35 per 1,000 in any quantities. Express prepaid on orders of 500 and more. Handsome advertising matter goes with first order. Secure this Cigar and increase your Cigar Trade. It is sure to do it.

GEO. T. WARREN & CO.,
Flint, Mich.

BELKNAP

Wagon and Sleigh Co.

MANUFACTURERS OF
Spring, Freight, Express,
Lumber and Farm

WAGONS!
Logging Carts and Trucks
Mill and Dump Carts,
Lumbermen's and
River Tows.

We carry a large stock of material, and have every facility for making first-class Wagons of all kinds.

Special attention given to Repairing, Painting and Lettering.
Shops on Front St., Grand Rapids, Mich.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

GEO. C. PIERCE, Vice President.

H. P. BAKER, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

Makes a Specialty of Collections, Accounts of Country, and Cheques Solicited.

HIRTH & KRAUSE,

LEATHER

And Shoe Store Supplies.

SHOE BRUSHES,
SHOE BUTTONS,
SHOE POLISH,
SHOE LACES.

Heelers, Cork Soles, Button Hooks, Dress-
ings, etc. Write for Catalogue.

118 Canal Street, Grand Rapids.

COUPON PASS BOOK.

Combines the Advantages of a

**Pass Book and the Coupon
System.**

PRICE LIST.

20 Coupon Pass Books.....	\$ 1 00
50 " " ".....	2 00
100 " " ".....	3 00
250 " " ".....	6 25
500 " " ".....	10 00
1000 " " ".....	17 50

Money can be sent by postal note or post-office or express order.

E. A. STOWE & BRO.,

Grand Rapids, Mich.

SEEDS

FOR EVERYBODY.

For the Field or Garden.

If you want to buy

**CLOVER OR
TIMOTHY SEED**

Or any other kind, send to the

Seed Store,

71 CANAL ST.,

W. T. LAMOREAUX.

Grand Rapids, Mich.

Auxiliary Associations,

Wishing to procure outfits for their Col-
lection Departments, are invited to exam-
ine the following quotations, which are for
fine work on good quality of paper:

FULL OUTFIT--\$15.
30 Books Blue Letters, 50 in book.
500 Record Blanks.
500 Notification Sheets.
250 Last Calls.
500 Envelopes.

HALF OUTFITS--\$10.
500 Blue Letters, old style.
250 Record Blanks.
250 Notification Sheets.
125 Last Calls.
500 Envelopes.

In place of old style Blue Letter in above
500 Outfit we can substitute 10 books Blue
Letter in latest form, as recommended by the
recent State convention, for \$12.50
Prices in other quantities furnished on ap-
plication

FULLER & STOWE COMPANY,
ENGRAVERS and PRINTERS,
49 Lyon St, Grand Rapids,

F. J. DETTENTHALER,

49 Lyon St, Grand Rapids,

Jobber of

OYSTERS!

—AND—
SALT FISH.

Mail Orders Receive Prompt
Attention.

See Quotations in Another
Column.

AN ACCIDENT ON PURPOSE.

Written Especially for THE TRADESMAN.

Jonas Crabtree, or, as he was more often called, "Old Crabbed," had a daughter. Nothing strange about that, you say. Well, perhaps not. He might have had a dozen without attracting the curiosity of his neighbors. No, the surprising thing about it was her extraordinary good looks. Jonas himself was one of the most ill-favored beings on the face of the earth, and how he ever managed to get the trade he had was not the least singular thing about it. His grocery store had the cream of the patronage in the little city of Newburg, and Jonas had contrived, no one could tell how, to build up a large business from a most humble beginning.

Cranky and ugly as he was, there were still many redeeming traits about the old man, to which his good business might, perhaps, be attributed. In the first place, he was strictly reliable, and his word was as good as a written guarantee. With all his ability for getting ahead, he was not penurious, and many a kindly act of charity did he perform when satisfied no one would discover the source.

But to return to the daughter. She was, as I have said, most bewitchingly beautiful, and was the apple of the old man's eye. Her every wish had been granted. Ever since her mother died, which occurred about ten years before this narrative opens, Jonas had centered his earthly ambition in Berry. She had been educated thoroughly and was as accomplished and graceful as she was pretty, and one of Jonas' happiest dreams was of seeing his daughter married to a wealthy and distinguished suitor. Whether he had the person picked out or not, would be hard to determine; but, for some unknown reason, he had taken a most unaccountable dislike to one of the clerks employed by him in the store, and had threatened to discharge him in case he did not desist in his attentions to Berry.

Tom Harwood was nothing if not pleasing in the eyes of the fairer sex. Tall, robust and strong, his curly blonde hair and large blue eyes, sparkling with fun, insured him a warm reception in whatever social circle he might wish to enter. But in Jonas Crabtree's eyes he had one great fault—that of poverty. He was well educated, ambitious, and would some day stand in the front rank, both as to wealth and station. But before this could be accomplished he had years of hard work in store for him, and Jonas' daughter must step at once into the higher circles on her wedding-day. On this point her father was resolved. He had not lavished all the care and love of a lifetime on the girl, to have it wasted on a common clerk.

In this world of contraries, opposition usually serves to intensify the desire of attaining the end in view, and Tom made the best of the opportunities presented for wooing the old man's daughter. Berry was not at all averse to his impetuous love-making—in fact, contrived to help the headstrong youth along. For, to tell the truth, Cupid's arrow had deeply penetrated Berry's heart, and she had determined, in spite of adverse circumstances, to marry Tom or no one.

At first, Jonas had offered no hindrance to their intimacy; but he soon discovered the danger, and endeavored to put a stop to it. His success was not remarkable, and many were the clandestine meetings between the young couple, when they pledged anew their vows of eternal constancy. Finally, matters came to such a pass that Tom determined to ask Mr. Crabtree for his daughter's hand. With much fear and trembling, Tom called on Mr. Crabtree at his home, and put the awful question.

"Marry my daughter!" shouted the old man, turning purple in his rage. "Marry my daughter! Why, your presumptuous young villain! Do you imagine for an instant that you are a suitable match for my daughter? You, to whom I furnish the necessities of life? No!" thundered the old man, stamping the floor in his rage. "A thousand times, No! Get out of my house and consider yourself discharged!"

It is needless to say that Tom got out of the house, with as little ceremony as possible. He had expected a refusal, but such a storm of rage and insult he had not looked for, and his face flushed as he thought of it. "You blamed old fool!" he muttered to himself, as he shook his fist at an imaginary Jonas Crabtree, menacingly, "I will marry your daughter, for all your bluster!"

But how to do it was now the question. Jonas had discharged him and he had no means of support, even if he managed to accomplish it. He pondered and studied the matter over until he nearly went crazy, when it occurred to him to learn what Berry could suggest.

That evening, if you had chanced to be a bird and had alighted in the branches of an old oak tree hanging over the waters of the river which flowed placidly by the town, you possibly could have seen underneath the forms of two persons, who were engaged in earnest conversation. Occasionally, you might have overheard such sentences as these:

"But can it be done safely, Berry?" in a deep, manly voice.

"Yes, I am sure of it. I have driven old Jack so long that I know him like a book," was the response to the interrogatory, in the musical tones of the girl.

"Well, if you are sure of it, say to-morrow about four. Your father is always out in front of the store talking with some of the loungers about that time, and will be on hand to witness the farce."

After a few more whispered words the lovers parted, and they wended their way home. There was some scheme on foot, no doubt, but what it was would be hard to determine from the few scraps of conversation which were distinguishable.

At noon of the day following Tom Harwood's rude dismissal from irate Jonas Crabtree's presence, Berry and her father were seated at dinner.

"Papa," said Berry, as she poured Jonas a second cup of delicious tea, made as only his daughter knew how, "Papa, can I take old Jack and the cart to drive out to Aunt Sarah's this afternoon?"

"Why, yes, my dear; of course you can," responded Jonas, affectionately. "But I don't know, either," he added, hastily. "I drove him down to the store this morning, and he was so frisky and ugly I had hard work to hold him. He hasn't been driven much of late and I guess you had better take Nell."

"Oh, no papa," responded Berry, as she turned hastily away. "I never liked to drive Nell, she's so slow and poky. Besides, I have driven Jack two years now, and never had the least trouble. He knows me, and there is not the least danger."

After much persuasion, Berry gained her point, and Jack was duly harnessed and driven off, while the father went to the store.

The afternoon passed away with a good deal of uneasiness on Jonas' part, for an undefined dread filled him that his daughter would meet with some accident; and the more he thought of it, the more he blamed himself for letting her drive the old horse, knowing how badly he had behaved in the morning. His anxiety did not diminish as the hours wore away, and he gazed anxiously up the street to see if she were not returning. As he stepped out in front of the store on one of his viewing trips, he espied one of his customers coming slowly towards the store. As he approached, Jonas sat down on a box beside him, and the two were soon deep in a discussion of the crop prospects and other matters of local interest.

Suddenly, a great commotion was seen up the street, and people rushed to the edge of the walks, while shouts of "Stop him!" "Save the girl!" were heard, adding to the noise of the clattering hoofs of a horse, running wildly towards Jonas' store. The occupant of the dog-cart was holding desperately to the sides of the high, swaying vehicle, as the maddened horse rushed along, narrowly escaping destruction at every step.

Jonas Crabtree recognized the horse in a moment and was nearly crazed with fear for his darling's safety. Berry hung to the lines bravely, and appeared to be quite cool under the trying ordeal.

As the flying horse reached the store, there suddenly appeared a farmer's team around the corner. It was too late for it to get out of the way, and it seemed, for an instant, as though the brave girl must be dashed to death against the heavy wheels of the wagon. At this moment, a man dashed into the street from the opposite walk, seized the flying horse by the bits and was dragged for some distance along the rough cobbles of the gutter. Not able to continue under such a weight, old Jack stopped in his wild flight, flinging Berry's preserver heavily against a paving stone. But she was saved; and her father was so overcome with fear and delight at her rescue that he forgot the poor fellow to whom he was indebted for his daughter's preservation, who was lying in the street, with blood streaming from his mouth and with what appeared to be an ugly wound in the side of his head.

As soon as Jonas recovered himself, he ordered Tom carried into the store. A doctor was immediately summoned, who pronounced his injuries serious, but not necessarily fatal, and said that he must have good care and nursing.

In his gratitude for Berry's safety, Jonas forgot the subject he and Tom had discussed with such warmth the night before, and a carriage was immediately procured and Tom was tenderly conveyed to the residence of Jonas Crabtree.

Did Tom get well? oh, yes. And he, together with Berry and the accident (?), so captivated the old man's good graces that he finally consented to Tom's taking possession of that which he had already made his by right of salvage. And they are not without means of support, either. As before remarked, Jonas Crabtree was generous to a fault, especially with his idolized daughter, and he pushed Tom to the front to such an extent that he now manages the business entirely, and the sign over the store door reads "T. H. Harwood, successor to Jonas Crabtree."

This story would never have been written.

perhaps, had it not been that an intimate friend of Tom's told it to me one evening over our cigars. From his account of it, it seems the whole thing had been premeditated. Berry had placed several pieces of coarse sand-paper under Jack's harness in the morning, while he stood at the gate waiting for her father, and this served to irritate the horse so as to convince Jonas that he needed more driving, and was the cause of his anxiety. The sand-paper was taken out when Berry drove him, but, as Jack was feeling pretty frisky, a judicious use of the whip had produced the apparent unmanageableness of the horse, although, as Berry was an accomplished horse-woman, she had complete control over him all the time. This, with a sponge saturated with some substance resembling blood in Tom's mouth, and a slight scratch on his head, together with the fact of having the doctor in the secret, had served to complete the illusion.

The deception has never been disclosed to Mr. Crabtree and I hope he will not chance to read this recital.

Although it was rather rough on old Jack, the principals justified their act on the ground that "all's fair in love," and Berry made it up to the old fellow by doubling his feed of oats, shielding him with woolen blankets in the winter and providing him with a silver mounted harness.

RELLUF.

The New Year.

Written Especially for THE TRADESMAN.

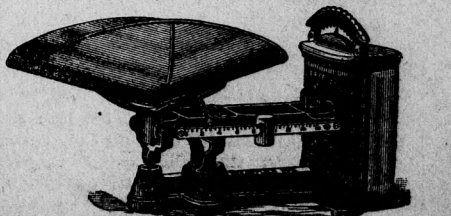
There is something pathetic in the hope of civilized mankind for something new. The eagerness with which the world scans its daily newspaper rests in the last analysis, on its confidence that the present state of affairs is not the best possible, and that it is worth while to look forward to better things to come. All down the course of history we see men straining forward in this way, and no one gets their ear more readily or their heart more entirely than he who predicts a golden age yet to come. A great part of the power and attraction of Christianity lay in this. While the other creeds were doubtful of the future, or spoke gloomily of it, the Gospel bade men hope, and even exalted hope to the rank of a cardinal virtue beside faith and charity. It spoke to a society of a renewal of the earth unto peace and righteousness. It pointed the individual to a better life beyond death, in which society would still exist, and man's highest aspirations be realized in an existence of less friction than this.

So New Year's day comes to us as the festival of hope, as Christmas is the festival of charity. It is the turning of a new leaf, and great things may lie for us on the fresh pages. Only the cynic thinks its records will be just the same as those of the past. It is our nature to hope they will be better than; we yet have had. Whatever our ideal for ourselves, we are confident the year will bring us nearer to it. It may be a low ideal—mere gain, or fame or pleasure. It may be a high one—use, wisdom and worth. In either case the new year blends itself with our plans and expectations, and we turn to it with a fresh joy of expectancy.

The deepest vindication of this perennial hopefulness is faith in the divine renewal. If the future can grow out of the past only by laws of necessary causation, then it never can be anything higher or better than the past. It will be the reaping of the harvest the past has sowed, nothing better. And for most of us, if not of all us, that is exactly what we do not want, that is what we have the most reason to fear. We need new force, new uplifting power in our lives, not the mere repetition of the old. It is the faith that the new is possible to us which makes life tolerable, and hope perennial. And the new year will be more truly such in proportion as we get down to the deep things of life, and bring ourselves into the line of those eternal forces, which renew the spirit of man with a new spring time, and open new doors of experience and life to him. That is what men are really after in all their search for novelty, their craving for some new thing. When that comes they can rest in it, for they have got to the hard pan. But to doubt that, and to take up the cry of the disappointed and disheartened Hebrew: "There is nothing new under the sun," is to get into the deepest slough of unbelief. "I pray you," says John Ruskin, "to prove and know within your hearts that all things lovely and righteous are possible for those who believe in their possibility, and who determine that for their parts they will make every day's work contribute to them. Let each leave its sure record of some kindly thing done for others, some goodly strength gained for yourselves." That is the spirit in which to begin the new year. A. S. M.

PERFECTION SCALE

The Latest Improved and Best.



DOES NOT REQUIRE DOWN WEIGHT
Will Soon Save its Cost on any Counter.
(GEO. C. WETHERS & CO., Detroit)
For Sale by
HAWKINS & PERRY, Grand Rapids.
McCAUSLAND & CO., E. Saginaw
And by Wholesale Grocers generally. Send for Illustrated Catalogue.

The Michigan Tradesman.

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE
Retail Trade of the Wolverine State.

E. A. STOWE & BRO., Proprietors.

Subscription—One Dollar per Annum. Advertising Rates made known on application.

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Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, JANUARY 11, 1888.

The *Railway Age*, which is the representative railway journal of this country, has issued a compilation entitled the "Railway Officials of America," under which are included the five members of the Interstate Commerce Commission. The shipping public long ago came to the opinion that the Commission belonged to the railways, but this is believed to be the first instance on record where the railways have claimed the Commission as their own.

Gripsack Brigade.

A. C. Huntley, late of Petoskey, has engaged to travel for I. C. Levi.

L. D. Berry started out with a line of Stow & Davis' photographs last week.

J. Harvey Beasley started for the Pacific slope last week in the interest of Stow & Davis.

David G. Kenyon has engaged to travel for the new wholesale boot and shoe house of Reeder, Palmer & Co.

W. H. Downs has engaged with Root, Strong & Co. for another year, covering the same territory as during 1887.

John Ooster, formerly with the Telfer Spice Co., has engaged with Fred. D. Yale & Co., covering the city trade.

"By" Smith is laid up with illness, in consequence of which Amos S. Musselman is taking his G. R. & I. trip this week.

Chas. Brooks, formerly engaged in the grocery business on South Division street, has engaged to travel for Amos S. Musselman & Co.

W. H. Downs and wife have returned from Union City, where they spent Christmas and New Year's with friends. S. F. Downs returned with him.

Chas. Livingstone, traveling representative for E. G. Studley & Co., is lying seriously ill at his home on Straight street, of rheumatism of the muscles.

M. K. Walton and Frank H. White will continue to extol the virtues of Curtis & Duntson's line on the road and Oliver C. Shults will continue his meanderings among the city trade.

The Phoenix Furniture Co.'s trio of travelers has started out for the spring campaign—J. C. Riley in the East, Frank L. Moore in the West and John M. Wolcott in the Ohio Valley.

A. M. Herrington, formerly engaged in the drug business at Freeport, has engaged to travel for the Michigan Reclining Chair Co., introducing the patented reclining chair made by that corporation.

James H. Roseman, who has talked crockery and glassware in this territory for eleven years, has engaged to represent Pitkin & Brooks for a fourth year, the engagement dating from January 1.

J. C. More starts out this week for an extended trip in the interest of the Grand Rapids Furniture Co. When J. C. starts out, his wife and partner are the only persons who know which way he is headed.

E. K. Bennett has engaged to travel for N. G. Levinson & Co., of Chicago, for a fifth year. He has been granted a vacation until the 16th and is improving the occasion by indulging in hunting and other sports. He is stopping at Ypsilanti at present.

Jas. N. Bradford is working up his muscle, preparatory to the fourth annual social party of the Grand Rapids Traveling Men's Association. He has been commissioned a committee of one to "fire" a certain public official, in case he comes to the dance drunk as he did last year and insists on creating a disturbance. The p. o. would do well to stay away this time.

The State Railroad Commissioners of Minnesota have issued orders that after January 1 the upper berths in all sleeping cars run or operated on any railroad in that State shall remain closed whenever the lower berths are occupied by passengers until the upper berths are needed for actual occupancy. This decision will be hailed with delight by every traveling man in the country, because if it is enforced in Minnesota there is hope that the Railroad Commissioners of other States will take the matter up and enforce it after a while generally throughout the United States. Every traveler knows when he buys a lower berth the upper berth is let down and he is fenced in unnecessarily, it frequently happening that the upper berth is not sold at all. Of course, the object is plain. It is to force the occupant of the lower berth to buy the whole section.

Postponement of the Traverse City Banquet.

TRaverse City, Dec. 31, 1887. Owing to the death of our late Congressman, Hon. Seth C. Moffatt—our fellow townsman and member of the B. M. A.—the banquet appointed for January 10 will be indefinitely postponed.

F. HAMILTON, J. A. MONTAGUE, J. G. JOHNSON, General Committee from B. M. A.

A. Retan, general dealer, St. Johns: "Can't get along without THE TRADESMAN."

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

C. Van Dam succeeds C. Van Dam & Co. in the grocery business at 303 Jefferson avenue.

W. W. Brower has engaged in the grocery business at Fife Lake. The stock was purchased here.

B. F. Barnett has engaged in the grocery business at Branch. The stock was purchased here.

The Sligh Furniture Co. is preparing to erect a \$15,000 factory building on its new location, near its present site.

R. E. Barnes has engaged in the grocery business at Grand Haven. Cody, Ball, Barnhart & Co. furnished the stock.

F. J. Dettenthaler has leased the store and basement at 37 North Division street and will use the same as a packing house and warehouse.

Jacob Lustig, formerly on the road for M. H. Treusch, has engaged in the jobbing of cigars at 65 North Ionia street, under the style of the Lustig Cigar Co.

T. S. Freeman & Co., merchandise brokers, have dissolved, J. H. Thaw retiring. The business will be continued at the same location by T. S. Freeman, under his own name.

Geo. H. Eccles, who recently failed in the grocery business at Sault Ste. Marie, was in town last week and arranged to settle with all his creditors here on the basis of 50 per cent. cash and long-time notes for balance.

T. J. Sheridan has formed a copartnership with his brother, Chas. L. Sheridan, and the two will continue the business of manufacturing shingles and lumber and conducting a general store near Woodville under the style of T. J. Sheridan & Co.

T. J. Sheridan has purchased a tract of 28,000 acres of pine land in the Upper Peninsula, including a complete saw and shingle mill plant, on which he will begin operations in the spring. The tract is estimated to contain from 75,000,000 to 100,000,000 feet of shingle and lumber timber, and Mr. Sheridan will contract with two or three other mills to assist in the cutting.

AROUND THE STATE.

Athens—M. V. Ensminger, hardware dealer, is dead.

Linden—Jos. Wise, general dealer, has been closed by creditors.

Bellevue—Farlin & Latta succeed Wm. Farlin in the meat business.

Freeport—E. H. Sisson succeeds Sisson & Catt in the grocery business.

Bellevue—Hare & Cooper succeed A. Hare in the hardware business.

Kalamazoo—A. M. Munn, crockery dealer, has assigned to David Fisher.

Reed City—J. W. Deuel succeeds Deuel & Turnbull in the grocery business.

Sparta—Eugene Hinman has bought the boot and shoe stock of E. R. Hubbard.

Detroit—I. Joachimstahl & Co. succeed M. Harris & Co. in the millinery business.

Eaton Rapids—F. E. Turrell succeeds Turrell & Wright in the hardware business.

Vicksburg—Chas. H. Haines succeeds J. F. Young & Co. in the hardware business.

Sault Ste. Marie—Peppard & McKinney, late of Jackson, have opened a grocery store.

Detroit—G. T. Foster succeeds G. T. Foster & Co. in the wholesale millinery business.

Paw Paw—Fred Bilsborrow succeeds Demming & Bilsborrow in the hardware business.

Paw Paw—H. P. Nelson has purchased the building and furniture stock of L. W. Osborn.

Bay City—G. R. Fox, dealer in crockery and wall paper, has assigned to Allen L. Stewart.

Negaunee—Thomas Wells and Edward Blake have bought the stock in the Iron Cliff store.

Parna—B. J. Simpson & Co., general dealers, have assigned to Geo. P. Glazier, of Chelsea.

Manistee—J. P. J. Kroger will open a hardware store at the corner of First and McKee streets.

Northport—B. N. Pickard has taken possession of the Nelson & Co. general store on a bill of sale.

Freeport—S. R. Hunt has re-purchased a half interest in the furniture business of J. W. Fogelson.

Marion—E. W. Marshall, of Elsie, will erect a store building here and engage in trade in the spring.

Ionia—Assignee Wardle has sold the Bradley & Campbell furniture stock to Geo. H. Allured & Son.

Three Rivers—V. G. Roberts succeeds E. E. Chamberlain & Co. in the book and wall paper business.

Bangor—The A. M. Harrison general stock is being closed out at auction, greatly to the demoralization of legitimate business.

Muskegon—Dennis Smith & Co., dealers in house furnishing goods, have been damaged by fire and water to the extent of \$5,000. Insured.

Cadillac—Arthur H. Webber has bought the drug stock of R. J. Cummer & Co., comprising R. J. and Jacob Cummer. The firm has been dissolved.

Detroit—Walter H. Drew has purchased an interest in the grate and mantle business of P. A. Billings. The new firm will be known as P. A. Billings & Co.

Muk—E. H. Ely, who recently purchased

the interest of O. G. Braden in the general stock of Braden & Ely, has formed a copartnership with E. H. Coffin.

Harbor Springs—A. J. Southard, the banker and general dealer, has been attached. The liabilities are about \$10,000, and the assets about the same.

Bay City—The Knights of Labor co-operation has been closed on attachment. The liabilities are \$1,000 and the assets \$500 in stock and \$1,500 in uncollectable accounts.

St. Johns—Albert Retan, who recently purchased the J. S. Visgar clothing stock, has removed his dry goods stock from Peawano to this place, and rented the M. V. Brown block.

Middleton—James Stonebrook has retired from the hardware firm of Salisbury & Stonebrook. The business will be continued by Freeman and J. H. Salisbury, under the style of J. H. Salisbury & Son.

Hastings—H. A. Goodyear has retired from the hardware firm of H. A. Goodyear & Sons. The business will be continued by J. F. and D. S. Goodyear under the style of Goodyear Bros.

Manistee—Frank Bostwick has assigned his grocery stock to his father-in-law. His assets are \$500. His liabilities are \$2,300, including a chattel mortgage for \$600, held by his brother-in-law. The failure appears to be a family affair.

Detroit—Stephen Baldwin, who has been special partner in the wholesale dry goods house of Edson, Moore & Co., since the formation of the firm sixteen years ago, has retired to devote more attention to his extensive Canadian lumber interests. His capital, however, remains in the firm as long as it is needed or desired. Frank S. Munger, who has been an employee of the firm from the first, has been admitted to partnership.

MANUFACTURING MATTERS.

Traverse City—Mr. Albright succeeds Kenney & Albright in the manufacture of brooms.

Graefelschlaap—Strabbling Bros. & Co. have refitted their feed mill and added a flour exchange department.

Jackson—The Geo. T. Smith Middlings Purifier Co. has declared a dividend of 32 per cent. on its \$300,000 capital.

Muskegon—Gow, Mayo & Co. shipped about 1,500 tons of sawdust to the Terra Cotta Co., at Pullman, Ill., during 1887.

Lake Brewster—C. E. Brewster & Co. have received an order for a full carload of peavey handles from Washington Territory.

Sturgis—F. W. Wait received the plant and business of the Wait Furniture Co. as a birthday present from his father, one day last week.

Grand Junction—John A. Wright has purchased the DeForest property, and reports that he will turn it into a furniture factory.

Muskegon—Hackley & Hume will build a new refuse burner 26 feet in diameter and 80 feet high, with a spark arrester at the top 20 feet high.

Bay City—Pitts & Cranage have cut 18,000,000 feet of a 40,000,000 tract near Ogemaw, and will finish the job in two years. The logs are railed to Bay City.

Grayling—What is thought by an expert to be one of the finest brooms every sowed in Michigan was lately turned out by Sailing, Hanson & Co. It was 3x16, 56 feet long, and free from speck or blemish.

Pineconing—W. G. Cogswell has contracted to cut the shingle timber on the Sage tract, near Long Lake, on the Detroit & Alpena road, and is building a shingle mill of 45,000 daily capacity, which will be doubled if necessary.

Sleight Station—J. A. Doty & Co. have been making extensive improvements in their mill, including the addition of a new edger. They are at present engaged in filling an order from the Milburn wagon works, of Toledo.

Bay City—E. C. Hargrave, A. C. Haven, Mrs. E. J. Hargrave and J. Vance have formed a copartnership under the style of Hargrave, Haven & Co., and will build a shingle mill with a daily capacity of 25,000, to be running by the opening of navigation, on the site of one of half the capacity, which was owned by Murphy & Dorr.

Acme—Buller Bros., proprietors of the Acme woolen mills, are moving their machinery to Traverse City, where they will occupy a new \$5,000 building. The change is made to secure better shipping facilities. A man named Fisher, living in Coral, is negotiating for the old Acme property, which he wishes to turn into a shingle and feed mill and broom handle factory.

Muskegon—The Muskegon Valley Furniture Co. uses about 1,000,000 feet of lumber annually, and carries in stock from 1,500,000 to 2,000,000 feet, and a stock of finished goods amounting to about \$65,000. About \$5,000 monthly are paid out in wages to the 150 employees. The factory contains 45 machines and has four dry kilns. The greater part of the lumber used is oak and ash, the remainder being mostly maple and soft woods.

Muskegon—The Temple Co. has been organized to conduct the business formerly carried on by Ames & Frost and the Muskegon Curtain Roll Co. The authorized capital is \$75,000, \$60,000 of which is paid up, being held as follows: F. B. Stockbridge, Kalamazoo, \$7,500; O. W. Johnson, St. Ignace, \$7,500; Thomas Kane, Chicago, \$15,000; E. F. Hartshorn, Newark, N. J., \$5,000; Francis Smith, F. A. Nims, H. J. Hoyt, D. D. Erwin, Wm. Carpenter, \$500 each; A. F. Temple, \$23,500; D. D. Irvine, trustee, \$15,000. The officers of the new corporation are as follows: President,

Francis B. Stockbridge; Vice-President, Thomas Kane; Treasurer and General Manager, A. F. Temple; Secretary, D. D. Erwin.

STRAY FACTS.

Bronson—There were no failures here during 1887.

Marion—John Fero, late of Hartwick, has opened a blacksmith shop.

Lausling—Sedina & Lichte, tailors, have dissolved, Sedina continuing.

Howell—A. Garland succeeds Garland & Horning in the tailor business.

East Saginaw—A receiver has been appointed for the plumbing firm of Haas & Edinger.

Adrian—Wesley & Sons, the Adrian clothiers, recently regaled their customers with hot coffee and doughnuts.

Freeport—C. D. Beebe and C. H. Van Arman, of Hastings, have under consideration the establishment of a bank at this place.

Paris—W. D. Hopkinson, formerly engaged in business here, has returned from Dakota and entered the employ of Stickney & Co. as book-keeper.

Frankfort—Frank L. Fuller has sold his half interest in the Bank of Frankfort to a new firm which will be known as Chandler Bros. & Co. They will continue business under the same style.

Detroit—James L. Lee and Fred McGraw have entered the wholesale dry goods house of Root, Strong & Co. Mr. Lee has been with the house for ten years and Mr. McGraw for eighteen years.

Detroit—The Meat Inspectors have claimed that the city ordinance was not strong enough to allow them to confiscate and destroy diseased meat. The matter was brought before the Health Board and Health Officer Duffield was instructed to secure the ordinances of other cities and present them at the next meeting.

Traverse City—Wm. Clement is locating a camp at Cat-tail Point, on Carp Lake. He has bought a large amount of land in that locality, and will cut the timber into sawlogs and square timber. Mr. Clement has already cut 57,000 cubic feet of white pine in Wexford county. One piece cut squared 44 inches, 55 feet long, and clear of a knot, which is considered to be the largest and best piece of timber so far cut in the Grand Traverse region.

Detroit—The Peninsular White Lead and Color Works, which was inaugurated and maintained by Farrand, Williams & Co. up to January 1, was then merged into a stock company under the same style. The capital stock is \$100,000 three-quarters paid in. The officers are as follows: President, W. C. Williams; Vice-President, R. P. Williams; Secretary, A. S. Brooks; Treasurer, J. S. Farrand, Jr.; Auditor, H. C. Clark; Manager, D. A. Harrison; Superintendent, C. T. Abel. The institution starts out under favorable auspices.

Purely Personal.

Andy Johnson, of Lowell, has returned from California.

John E. Thirkow, President of the Morley B. M. A., was in town one day last week.

Heber Welsh, the Holland druggist, miller and lumberman, was in town last Friday for a few hours.

J. M. Boyd, of the storage house of Appleby, Clark & Co., at Minneapolis, is in town for a few days.

Jas. W. Seymour has recovered from his rheumatic attack and resumed his old position as billing clerk for Wm. Sears & Co.

E. E. Whipple, Manager of the Whipple Harrow Co., at Eaton Rapids, has returned from an extended business trip through the East.

W. J. Seymour, of Seymour Lake, Oakland county, raised \$90 worth of peppermint oil this season from three-fourths of an acre of land.

J. M. Carr, who failed in the shingle mill business here a couple of years ago, is now operating a shingle mill at Shingletown, Alger county.

John P. Homiller, late with the Sligh Furniture Co., has taken the position of bookkeeper for the McCord & Bradford Furniture Co.

S. S. Morris, of the wholesale provision house of S. S. Morris & Bro., at Muskegon, was in town last Wednesday and beamed on his brother jobbers.

Col. I. E. Messmore's present address is 7 South Main street, Los Angeles, Cal. The numerous creditors of that gentleman will please take notice.

Geo. B. Dunton leaves to-night for Peoria, Ill., where he will spend a couple of days. He will visit some of the bowl factories of Kentucky before returning.

Geo. D. Conger, formerly with the Sligh Furniture Co., but more recently with Conant Bros., at Toledo, is no longer in the employ of the latter house.

Capt. C. G. Perkins will come up from Henderson, Ky., next week to attend the annual meetings of the Hazeltine & Perkins Drug Co. and Peninsular Novelty Co., in both of which corporations he is a heavy stockholder.

John F. Gill has severed his connection with Spring & Company, and has gone to Boston to accept one of two positions offered him by houses there. He is succeeded with Spring & Company by Calvin S. Gray, late with the Chase Bros. Piano Co.

The New Rubber Price List.

A new price list for rubbers and lawn tennis shoes has been adopted by the companies, to take effect Feb. 1, 1888. It will advance the price of men's boots 25c, lumbermen's 10 to 30c, and lawn tennis shoes has been adopted by the companies, to take effect Feb. 1, 1888. The list price is to be as follows:

RUBBER BOOTS.

	Men's	Boys	Youths	Women's	Misses	Children's
Hip boots, pure gum	6 50	5 75				
Hunting boots, pure gum	6 50	5 75				
Knee boots, pure gum	5 50	4 75				
Short boots, pure gum	5 00	4 00				
Hip boots, dull finish	5 00	4 25	3 50			
Hunting boots, dull finish	4 50	3 75	3 00			
Knee boots, dull finish	4 25	3 40	2 40			
Short boots, dull finish, light or heavy	4 25			2 40	2 00	1 80
Short boots, pebble leg, wool lined, light or heavy	4 25			2 40	2 00	1 80
Short boots, pebble leg, cotton lined, light or heavy	4 00	3 20	3 10			
Storm King boots	5 00	4 20	3 10			
Firemen's boots	4 50					
Wading pants, pure gum	14 00					
Wading pants, dull finish	12 00					
Double soles, 25c extra per pair. Extension edge soles 50c extra per pair.						

LUMBERMEN'S.

	Men's	Boys	Youths	Women's	Misses	Children's
Ankle boots, adjustable buckle, solid heel and tap	2 90	1 90				
Ankle boots, adjustable buckle, no heel	2 05	1 65				
Ankle boots, solid heel and tap	1 20	1 05				
Ankle boots, no heel	1 15	1 05				
Extra heavy overs, heel and tap	1 75	1 35				
Extra heavy overs, no heel	1 50	1 10				
Manitoba overs, no heel	1 05	1 55				
Montana overs, no heel, automatic buckle	1 70					
Extra heavy overs, heel and tap, Wilkey strap	1 95	1 55				
Extra heavy overs, no heel, Wilkey strap	1 20	1 75				
Ontario overs, heel and tap	1 95	1 55				
Ontario overs, no heel	1 95	1 55				
Ankle straps, 15 cents per pair extra.						

ARCTICS AND ALASKAS.

	Men's	Boys	Youths	Women's	Misses	Children's
Lumbermen's patent Arctics (snow excluders) heel and tap	2 40					
Lumbermen's patent Arctics (snow excluders) no heel	1 10	1 70	1 65	1 30	1 00	
Patent Arctics (snow excluders)	1 10	1 70	1 65	1 30	1 00	
Lumbermen's Arctics, heel and tap	1 05					
Lumbermen's Arctics, no heel	1 05					
Arctics, extra heavy	2 25					
Arctics, extra heavy, rough counter and toe	3 25					
Arctics, extra heavy, rough counter	2 25					
Arctics, light	1 00	1 65				
Western Arctics (back buckle)	1 00	1 65				
Pure gum Arctics, extra heavy	2 40	1 60	1 55	1 25	90	
Buckle Arctics	1 30	1 15	1 55	1 20	90	
Buckle Arctics, spring heel	1 30	1 15	1 10	90	65	
Alaskas, wool-lined	1 15	1 05	95	80	60	
Alaskas, cotton-lined	1 15	1 05	95	80	60	

SELF-ACTING OVERS AND ALASKAS.

	Men's	Boys	Youths	Women's	Misses	Children's
Self-acting overs, imitation sandal and clogs	1 40	75	65	55	50	
Self-acting, wool-lined Alaskas	1 40	1 15	1 20	95	50	
Self-acting, cotton-lined Alaskas	1 25	1 15	1 05	95	50	

The Michigan Tradesman.

HE BOUGHT AN AXE.

Written Especially for THE TRADESMAN.

He was a man of large dimensions and was clothed in a greasy suit of kersey goods. His knit wool cap was pulled far down over his head, and his beard was stiff with frozen tobacco juice. As he opened the door, a whiff of winter's breath came bounding in, bearing on its wings a mingled odor of fried onions, homestead "smokin'" and forty rod whisky. He sailed majestically up to the stove, kicked some of the accumulated snow and ice from his feet and legs, spat recklessly upon the hearth and then remarked:

"Quite a young winter!"

That is an awful chestnut up here in Northern Michigan, but owing to this man's formidable size, no one said "rats."

When I had made up my mind that he was sufficiently thawed out to talk business, I approached him with:

"Is there anything that I can do for you to-day?"

"Well, I don't know," he growled, "but if you've got any slashin' good axes I might take one on 'em."

"What kind of an axe do you wish?"

"I want one to chop cordwood with, 'n' most of the timber is maple 'n' beech."

"Here is one of Casteel & Beltem's 'Curf' parers'. How does that strike you?"

"Them's most always too soft. Hain't you got none of the dollyvarden brand?"

"No, I don't think there is a dollyvarden about the place, but we have several others. What do you think of these 'Lig numvitaes'?"

"Don't like the shape of them. The eye 's always so big 't they're liable to bust out. Gf'me one with a wider bit."

The wider bitted one was produced.

"That's better, but it don't hang jest to suit me. There is too much iron in the head. It makes it liable to glance. Here, let me look at that. There, now, that's more like." Then, after a moment's critical examination:

"But, cuss the luck, the steel 's put onter the outside. Get me one like that with the iron split 'n' the steel welded in between. There, that's about the thing. How much does she weigh?"

"Four and three-fourths pounds."

"Too heavy. Give me one that won't go more'n four and a quarter."

"This one weighs just four and a quarter."

It was examined.

"D' you think it's good stuff into it?"

"I don't know. Probably it has."

"Don't you warrant it?"

"No, sir. We never warrant axes against frozen hemlock knots, nor some other things, but when an axe is manifestly bad we are always willing to have it returned."

"Then you won't warrant it?"

"No, sir. Only as I have said."

"How much is it?"

"One dollar."

"One dollar?"

"Yes."

"You don't forget to charge for 'em. They sell 'em over to Breckenridge's for 90 cents."

"That's the place to buy them. We have but one price to everybody."

"You'd better take 90 cents."

"No sir."

"Ninety-five?"

"No sir. One dollar is the price."

"Throw in a chaw o' terbacker?"

"Oh, yes, of course, I never refuse a man that."

"Well, then, I guess I'll take it. You'll have to book it for a few days. Me 'n' Bill Twisteson is goin' to work fer Jim. Thayer cuttin' wood, 'n' first scale we get, you'll get your cash. Let me have two or three matches to light my pipe with goin' home."

JOSEPH W. WINKLE.

Grand Rapids Mercantile Association.

At the regular semi-monthly meeting of the Grand Rapids Mercantile Association, held on January 3, Vice-President Hydorn acted as presiding officer, owing to the absence of President Coye. The following applicants for membership in the Association were accepted: Alden Bros., 31 West Bridge street; H. Vander Weyden, 22 South Division street; Adam Her, 623 South Division street; S. G. Ketchum, 14 West Bridge street.

The report of the Executive Committee, made at the previous meeting, was taken from the table, as was also the accompanying application of S. A. Sheldon for the position of agent and collector for the Association. S. A. Holt moved that the offer be accepted and the report of the Committee adopted, which was carried.

E. J. Herriek brought up the question of regulating the berry box business—or "nuisance," as he expressed it—in which opinion he was cordially supported by several other members. It was finally decided to make the subject the special order of business at the next meeting, and Mr. Herriek was asked to lead in the discussion.

A. J. Elliott moved that the election of officers be deferred until the next meeting, and an effort made to secure the attendance of every member of the Association, which was adopted.

A member asked if any one had had any experience with the city scale tester. H. A. Hydorn stated that such a functionary charged him \$1.50 for testing something he didn't know anything about, and then didn't know enough to write a receipt. Several other members reported a similar experience.

The meeting then adjourned.

BULKLEY, LEMON & HOOPS, Wholesale Grocers.

IMPORTERS OF

Teas, Lemons and Foreign Fruits.

SOLE AGENTS FOR

"Acme" Herkimer Co. Cheese, Lautz Bros.

Soaps and Niagara Starch.

Send for Cigar Catalogue and
ask for Special Inside Prices
on anything in our line.

ARCTIC BAKING POWDER!

1-8 lb. Cans/	6 Doz. in case	- - -	500 Gross.
1-4 "	4 "	- - -	75 Doz.
1-2 "	2 "	- - -	140 "
1 "	1 "	- - -	240 "
5 "	1-2 "	- - -	1200 "
Glass Mug	2 "	- - -	90 "
Tea Caddie	1 "	- - -	275 "

THE LAST TWO ASSORTED COLORS.

The ARCTIC BAKING POWDER has now stood the test for ten years with a steady increasing demand.

MANUFACTURED ONLY BY THE

ARCTIC MANUFACTURING CO.,
38 & 40 LOUIS STREET,
Grand Rapids, - Mich.

THOMPSON & MACLAY,

IMPORTERS AND JOBBERS OF

Notions, Hosiery, Knit Goods, Furnishing Goods, Etc.,
19 South Ionia Street, - GRAND RAPIDS.

No Goods Sold at Retail. - Telephone 679.

The "GOOD ENOUGH" Family



Lamps are filled direct by THE PUMP without lifting the Can. The Filling Tube adjusting to suit the height of any lamp. Any overflow or drippings are returned to the Can through an opening in the center of the top. When closed the Filling Tube enters this opening, preventing evaporation from EITHER PUMP OR CAN.



OIL AND GASOLINE CAN!
EVERY LIVE DEALER SHOULD SELL THEM.
The Most Practical Large Sized Can in the market and the ONLY Pump Can which closes PERFECTLY AIR TIGHT preventing evaporation from either Can or Pump

HALF A MILLION IN ACTUAL USE!

Though imitated in Appearance, by no means Equaled in Merit.

Its recognized Qualities and increasing Popularity has induced imitations and its would-be competitors are trying to follow—their eyes fixed on the "GOOD ENOUGH"—

The Bright Star That Leads Them All.

DON'T BE HUMBUGGED by cheap and worthless imitations and SO-CALLED air tight Cans. Buy the ORIGINAL—the GENUINE OLD RELIABLE "GOOD ENOUGH" and guarantee your customers

ABSOLUTE SAFETY AND THE GREATEST POSSIBLE CONVENIENCE.

MANUFACTURED BY
Winfield Manufacturing Co., Warren, O.

ASK YOUR JOBBER FOR THESE CANS. INSIST ON HAVING THEM. TAKE NO OTHER.

HESTER & FOX,
Manufacturers' Agents for
SAW AND CRIST MILL MACHINERY,
Send for Catalogue and Prices.
ATLAS ENGINE WORKS
INDIANAPOLIS, IND. U. S. A.
MANUFACTURERS OF
STEAM ENGINES & BOILERS.
Carry Engines and Boilers in Stock for immediate delivery.
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. 44, 46 and 48 So. Division St., GRAND RAPIDS, MICH.

KING'S Quick-Rising BUCKWHEAT FLOUR.

THE BEST GOODS MADE,



PUT UP IN 5 lb. and 2 1-2 lb. PACKAGES.

100 lb. Cases - - \$5.00.
80 lb. Cases - - \$4.25.

For Sale By

Bulkley, Lemon & Hoops, Arthur Meigs & Co.,
Clark, Jewell & Co., Amos S. Musselman & Co.,
Hawkins & Perry, Olney, Shields & Co.
Grand Rapids, - - Mich.

AND ALL JOBBERS IN THE UNITED STATES.

Manufactured By

KING & LAMB, No. 14 5th Ave., CHICAGO, ILL.

JENNESS & MCGURDY,

Importers and Manufacturers' Agents.

DEALERS IN

Crockery, China, Glassware,
Fancy Goods of all Description.

HOTEL AND STEAMBOAT GOODS,

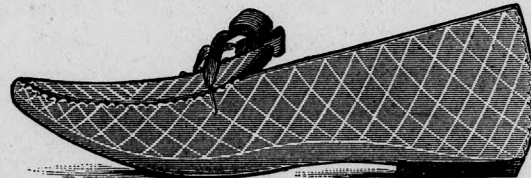
Bronze and Library Lamps, Chandeliers, Brackets, Etc.,

73 and 75 Jefferson Ave.,

DETROIT, - MICH.

Wholesale Agents for Duffield's Canadian Lamps.

WIGWAM SLIPPERS.



Send Your Spring Orders to MAYHEW.

Men's.....	10 00	Youth's and Misses.....	7 00
" with soles.....	11 25	" with soles.....	8 00
Boys and women's.....	8 50	Children's.....	6 00
" with soles.....	9 75	" with soles.....	6 75

Woonsocket and Wales-Goodyear Rubbers, Boston Knit and Wool Boots.

Rhode Island Lumbermen's Heel and Strap P. 95c net. Ditto no Heel and Strap, P. 70c net.

G. R. MAYHEW, Grand Rapids.



**RISING SUN
BUCKWHEAT.**

Guaranteed Absolutely Pure.

ORDERS FROM RETAIL TRADE SOLICITED.

NEWAYGO ROLLER MILLS,

Newaygo, - Mich.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

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

MOSELEY BROS., WHOLESALE

Fruits, Seeds, Oysters & Produce,
ALL KINDS OF FIELD SEEDS A SPECIALTY.

If you are in Market to Buy or Sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.

26 28, 30 & 32 Ottawa Street. GRAND RAPIDS.

CURTISS, DUNTON & ANDREWS ROOFERS

Good Work, Guaranteed for Five Years, at Fair Prices.

Grand Rapids, - - Mich.

RINDGE, BERTSCH & CO.,

MANUFACTURERS AND WHOLESALE DEALERS IN

BOOTS AND SHOES.

AGENTS FOR THE

BOSTON RUBBER SHOE CO.

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



"Now, John, don't fail to get some of the DINGMAN SOAP. Sister Clara writes that it is the best in the world for washing clothes and all house-cleaning work."

FOR SALE BY

Hawkins & Perry

Wholesale Agents,

GRAND RAPIDS, MICH.

WM. SEARS & CO.

Cracker Manufacturers,

Agents for

AMBOY CHEESE.

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

W. STEELE PACKING & PROVISION CO.

JOBBERS IN

FRESH MEATS.

Stock Yards and Packing House, Grandville Ave.,

Grand Rapids, - - Mich.

MICHIGAN CIGAR CO.,

MANUFACTURERS OF THE JUSTLY CELEBRATED

"M. C. C.,"

The Most Popular 10c cigar, and

"YUM YUM,"

The Best Selling 5c Cigar in the Market. Send for trial order.

BIG RAPIDS, - MICH.

C. C. BUNTING.

C. L. DAVIS.

BUNTING & DAVIS,

Commission Merchants.

Specialties: Apples and Potatoes in Car Lots.

20 and 22 OTTAWA ST., GRAND RAPIDS, MICH.

The Michigan Tradesman.

WEDNESDAY, JANUARY 11, 1888.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written Especially for THE TRADESMAN.

A celebrated diplomat and statesman is alleged to have once remarked that "there is no such word as fail." From the character which history gives the individual, and the senseless, absurd and utterly inane character of the assertion, I am well satisfied that he has been grossly libeled by many generations. Failure always has been, still continues to be, and probably always will be, the lot of no inconsiderable portion of the human race. Not a nationality, profession, avocation or trade ever escaped from it. It frequently overtakes the, apparently, wise, prudent and clear sighted, and allows the reckless, "pig headed" and unreflecting to escape its clutches. It comes at unexpected times, and in unexpected manners. It frequently overtakes those who have every reason to imagine that they have safely distanced it in the race, and it frequently relinquishes the pursuit of those who believe themselves unable to distance it.

But it is not of failure in the abstract, but of failure as applied to business pursuits that I intend to speak.

One of the most successful merchants of America, in the course of an address at some business convention, a year or two ago, made the assertion that ninety traders out of a hundred were not reasonably successful in their pursuit, and any one among us, by looking back over the multitude of tradesmen whom we have personally known can verify the statement. Of course, it is not claimed that the proportion mentioned become bankrupt or poverty-stricken, but it is claimed that at least the proportion mentioned do not receive adequate returns for their time and money invested, and that no inconsiderable proportion of that proportion go through years of anxiety, struggle and disappointment to eventually arrive at the point of unavoidable and absolute failure.

The personal and household expenses of the average small tradesman will probably not materially exceed those of the average prosperous day laborer. The work of the average small tradesman is little less laborious, and at least one-third hours per day more extended than that of the average day laborer. As ease and luxury, therefore, are not secured by engaging in petty trading enterprises, what induces the average small trader to embark in his pursuit? Simply his speculative propensities and the hope that luck or fate or fortune will be kinder to him than the dozens or hundreds whose partial or total failures he has witnessed.

It is a self-evident fact that the leading cause for failures is the unreasonable proportion of tradesmen as compared with other professions and avocations. Let a new town open up with anything like a "boom" and witness the influx of handlers of merchandise. Take, for instance, Bubbleville, on the line of a new Michigan railroad. For many years, Bubbleville, under another name, had been a quiet, prosperous and tidy little hamlet, supporting, comfortably, some three or four traders, and the usual number of mechanics and professional men. When the new road was proposed, Bubbleville became tremendously excited. Visions of metropolitan splendor pervaded the minds of its inhabitants, and it subscribed a liberal "bonus" to the proposed enterprise. A sharp capitalist, perhaps in league with the builders, bought up all the land surrounding the contemplated depot, platted it into lots, and advertised the "town" vigorously. Prospectors began to pour in, and the real estate market became excited. Fairly prosperous traders in neighboring communities caught the Bubbleville fever and moved their stocks. Well-to-do agriculturists sold or mortgaged their farms to amass fortunes in trafficking at Bubbleville. Old and solid merchants in neighboring cities started branch stores in the new Eldorado, and, before a single new dwelling-house, shop or factory was commenced, thirty or forty trading establishments were in full blast.

Now, if Bubbleville had been surrounded by a pine forest, or been adjacent to a mine, or oil well, or some manufacturer had established a big "plant," the remarkable preponderance of mercantile institutions would have been easily accounted for, but the new railroad didn't add ten per cent. to its regular customers. Its trade always had been, and always will be, a purely local and mainly agricultural one. There is not the remotest probability that manufacturing enterprises of any moment will ever be inaugurated, and when the bustle and activity of the building boom subside, some thirty or forty traders will have to depend for support upon about the same customers who formerly made three or four traders reasonably prosperous. And the little verse from Punch,

"Full many a ghastly smile he smole,
And many a wink he wink;
And Oh! What must his feelings been
To think the thoughts he think?"

naturally occurs to me when I imagine an interview between one of these three or four traders and the collection agent of the railway company.

I shall be very much surprised and mystified, if, before a score more of new moons look down on Bubbleville, that place doesn't contribute liberally to that interesting serial

known as "Bradstreet's Monthly Bulletin of Failures."

I have got a sort of an antiquated old-foggy notion that there is disgrace attached to a majority of business failures. I am, perhaps, too captious and whimsical and prejudiced, but I am satisfied that I should feel more independent, manly and self-reliant in manipulating a cross-cut saw or ditching shovel, than in conducting a trading institution under an alias. But, of course, circumstances alter cases, and there may, possibly, be circumstances connected with what we consider "cloudy" failures, which, if explained to us, might alter our opinions radically.

When, however, I become personally acquainted with the principal of an apparently "cloudy" failure who, after he again becomes prosperous, regards the obligations incurred before his assignment as debts of honor, I shall undoubtedly indulge in more charity.

Some years ago I heard of an individual who adjusted an old matter of the nature mentioned, but the circumstances under which he did it were such that I am satisfied that the moral side of the transaction was never brought into discussion.

I think it was during the Centennial year that a sleek, smooth, oily-tongued party whom I will call Gammon opened a general store in the little village of—say—Arcadia. His capital consisted of a small amount of cash, a large ditto of plausibility, and a still larger ditto of "check." Through the credulity of jobbers, he stocked up liberally, and for something over a year his affairs, to the outsider, looked very promising, when he suddenly astonished his neighbors by making an assignment. In the meantime, he had formed an intimacy with his next door neighbor—a druggist named Wood—and had induced that party to loan him \$400, and to endorse his paper for \$600 more. When the collapse came, Wood supposed, of course, that Gammon would "take care" of him, but the assignor calmly let him take his chances with the other creditors, and he eventually received fifteen cents on the dollar for his claim. The store resumed business under the alleged control of Mrs. Gammon, and for some months its

trade in "bankrupt goods" continued to depress and exasperate competitors.

About eleven o'clock one night, Wood was called out to put up some medicine for a sick horse, and, on approaching his store, he saw a dim light in that of Gammon's. He and the neighbor who had joined him withdrew into a dark alley to discuss the capture of suppositious burglars, when they saw Gammon emerge from his door with an armful of goods. The circumstance was, of course, a matter of considerable discussion and comment while the remedies were being compounded, but it was mutually agreed to keep it quiet for the present, and awaited further developments.

In compounding the ingredients required, Wood found it necessary to go down into his cellar for a certain article. The basements of his own and Gammon's store had originally been connected by an archway which was now planked up. While going down the stairs his lamp became accidentally extinguished, and he was about to return to relight it when he saw a gleam of light through a crack in the boards. Calling his customer to his assistance, an entrance to Gammon's cellar was speedily effected, and, in a box of "excelsior," in the midst of a huge pile of boards and boxes, they found a short candle, whose blaze was speedily approaching the inflammable material.

Now, I am not defending Wood's moral character, or eulogizing him as a collector of defunct debts. I am merely relating facts. And the facts are these: The next morning Wood ascertained that Gammon was heavily insured. He interviewed that gentleman and suggested the payment of his own claim of \$850, and a silencing fee of \$100 to the other witness; and before night the amount mentioned changed hands, and in less than a week Gammon, with his family and goods and chattels, left Arcadia forever.

PLACE to secure a thorough and useful education is at the GRAND RAPIDS (Mich.) BUSINESS COLLEGE. Write for Catalogue. Address, C. G. SWENBERG.

WARREN'S LEATHERBONE Dress Stays Soft, pliable and absolutely unbreakable. Standard quality 15 cents per yard. Cloth covered 20 cents. Satin covered 25 cents. For sale everywhere.

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Retail Grocers who wish to serve their Customers with GOOD COFFEE would do well to avoid Brands that require the support of Gift Schemes, Prize Promises or Lotttery Inducements.

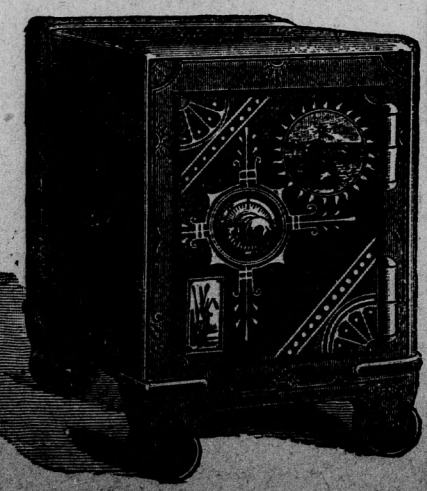
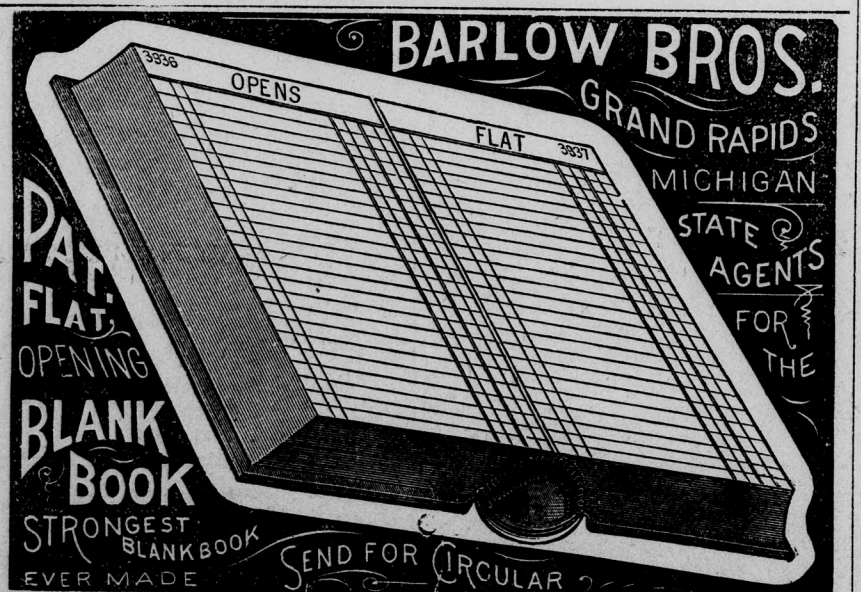
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Which Holds Trade on Account of Superior Merit Alone.

Unequaled Quality, Improved Roasting Process, Patent Preservative Packages.

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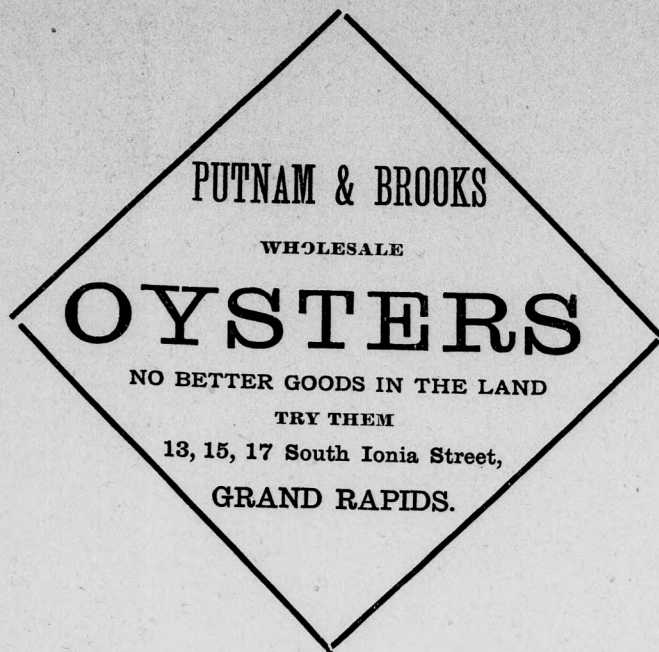
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We manufacture a line of Fire Proof Safes that combine all the modern improvements and meet with ready sale among business men and dealers of all kind.

Any business house can handle our Safes in connection with any other line of goods without additional expense or interference with any other business.

Weight. Inside Measure. Outside Measure. Retail Price.
No. 2, 250 lbs. 12x8x3 1/2 in. 23x14x13 in. \$30
No. 3, 500 lbs. 15x10x10 in. 28x18x13 in. 35
No. 4, 700 lbs. 18x14x12 in. 32x22x15 1/2 in. 45

Liberal Discounts to Trade. ALPINE SAFE CO., Cincinnati, O.



MERCHANTS!

Increase Your SALES AND PROFITS BY HANDLING LION COFFEE.

IT GIVES ABSOLUTE SATISFACTION

To Consumers, and is, Consequently, a Quick and Easy Seller.

Lion Coffee has more actual Merit than any Roasted Coffee sold at the price either in Packages or in Bulk and storekeepers all over the State of Michigan and elsewhere who are not already handling Lion are urged to give it a trial. We cheerfully answer all communications regarding prices, etc. Convenient shipping depots established at all prominent cities, securing quick delivery. For sale by all the wholesale trade everywhere. Manufactured by the Woolson Spice Co., Toledo, Ohio.

L. WINTERNITZ, Resident Agent, Grand Rapids, Mich.



The accompanying illustrations represents the

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It will fit any pail, and keep the Tobacco moist and fresh until entirely used.

It will pay for itself in a short time.

You cannot afford to do without it.

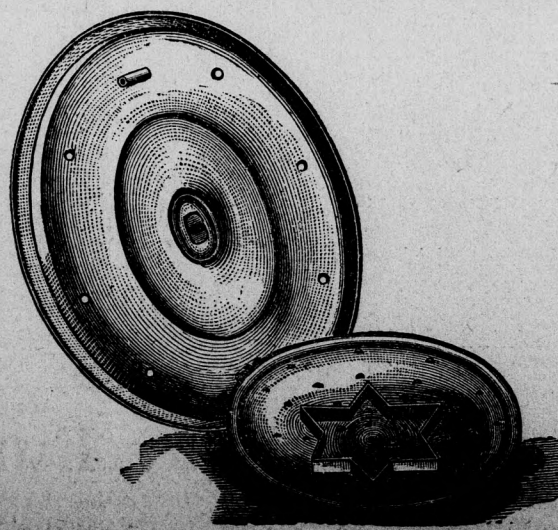
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PROPRIETORS OF

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OWNERS OF THE FOLLOWING CELEBRATED BRANDS:

JAPAN TEA---"Red Dragon" Chop. COFFEE---O. G. Plantation Java, Imperial, Javoka, Banner, Mexican.

The Best Coffee on Earth. We Solicit Communications.

W. R. KEASEY, Traveling Representative.

SPRING & COMPANY,

JOBBERS IN

DRY GOODS,

Hosiery, Carpets, Etc.

6 and 8 Monroe St., Grand Rapids.

Groceries.

Compound Lard and Legislation.

From the Cincinnati Price Current.

The advocates of the Dawes bill relating to adulterated lard say that the tax feature has been added in order to bring the subject matter of such legislation within the constitutional powers of Congress. Does the constitution provide for new measures of revenue excepting in case of emergency calling for revenue? Is not the President's recent message an official declaration that there is no such emergency, but in fact, a condition of affairs calling for modification of existing provisions for revenue? Is not a new revenue measure, under such conditions, clearly unconstitutional? However great the need for legislation for protecting consumers against adulterated or impure food products or drugs, is it the proper course to pursue to resort to unconstitutional, therefore unlawful, means for accomplishing such ends?

The State of Massachusetts, as a State, has taken action with reference to compound lard, which covers the various features in which the consumer is interested, and in which the competitive manufacturer should have a right to enter a claim. Is it not clearly a matter for State regulation to accomplish? Is it within the province of Congress to enter upon legislation so plainly belonging to the States?

Is it good argument to claim that an unconstitutional revenue measure is justifiable on the ground that the proposed tax "will be so very small as to be hardly noticeable?"

Is it a good argument to take ground against a wholesome and desirable compound lard because it is a good margin of profit in its manufacture, even in selling at lower prices than the unadulterated article for which it is a substitute? Is it correct logic to claim that such margin of profit, in selling to the consumer at the reduced price, is to such an extent "taken out of the consumer?" Is not the man who can make a mixture of good materials—we will say, a compound of cottonseed oil, beef fat and hog's lard, making a substitute for lard, considered in every particular equal to lard for the uses for which it is offered—doing a good service to the consumer in offering it to him at less cost than the straight article for which it is a substitute?

Can anybody tell what lard costs a packer, at a stated price paid for live hogs from which it is made, without reference to what is realized on other portions of the product? If not, is it not fallacious to argue that it had better to talk of a loss of one to two cents a pound on lard manufacture, under competition from other animal and vegetable fats entering channels previously occupied by lard?

There are mules of greater value than some horses; dog skins that are preferable to some leopard skins; and margarine that is far better for the human stomach than some butter—and a mixture of pure cottonseed oil and beef fat with lard may be considered preferable to straight hog's lard, for its equal or greater merit, in every particular, combined with a saving in cost. But the purchaser has a right to know what he receives, in each and every instance.

Compound lard should be branded what it is. The use of deleterious materials, in such articles for food uses, should be severely punishable, including imprisonment. The actions of dishonest men should not be made to serve as an embargo upon an important industry—whether it be the manufacture of pure lard, or a mixture of lard, beef fat and cottonseed oil. A properly made substitute is as legitimate an article of manufacture as for that which it substitutes.

Is it in order to endeavor to degrade the reputation of compound lard in its entirety of manufacture for the reason that an infinitesimal proportion of it contains objectionable ingredients, or because the article is a successful competitor with pure lard? Is not the present movement against compound lard one for protection of an industry against the influences of another legitimate industry, rather than any solicitude for the consumer?

Convention of Cider Manufacturers and Fruit Evaporators.

The proposed State convention of the manufacturers of cider and evaporated fruit promises to be well attended and to be productive of much good. Every branch of the fruit manufacturing industry will be well considered and argued—elder, ripening, preparing, evaporating, marketing, etc. Jelly, boiled cider and apple butter will have a large place. Freight rates and legislation will also be argued by posted men. Every fruit manufacturer should take a hand.

The meeting will take place at Jackson on January 25 and 26, and hold over until the 27th, if we don't get done. Headquarters will be at the Commercial Hotel, opposite the Central depot. Fair board can be procured at \$1 per day. The city council rooms, two blocks away, have been procured for the meeting. Bring a sample of each of your productions and thus ornament the table of exhibits, which will receive rewards of merit from a committee of judges, elected by the Association. Turn out and surprise our sister states, which, no doubt, above us in this branch of manufacture. We have the fruit, which is our forte.

Programmes will be mailed free to any address by applying to W. A. Herring, South Allen, Mich.

The Grocery Market.

The sugar market has been on a regular tear during the past week, as the result of stimulus supplied by the sugar trust. Candy and syrup are beginning to move upward in sympathy with the advance in sugar. The standard oil people have forced the price of refined oil up 3/4c, to conform to their forced advance in crude oil, and the vinegar manufacturers have finally brought about a combination and succeeded in advancing prices 1 1/2c per gallon. It is not believed that the vinegar men can hold together, but that their combination will meet the same fate which recently overtook the jelly combination. California raisins are in good demand and there are indications that they will shortly go higher. Plug tobaccos continue to advance, probably more from habit than necessity.

The Hardware Market.

Nails are without change. The advance in glass is well maintained. Pig tin is a little higher in New York, but unchanged West.

J. P. Derby, wholesale grocer, East Saginaw: "I appreciate the good qualities of your paper."

Branching Out.

By the acquisition of additional store room on a long-time lease, F. J. Dettenthaler has put himself in a position to conduct his rapidly growing business on a scale larger than ever before. He now has one of the best-equipped wholesale fish houses in the State and carries the largest stock of fresh and salt fish to be seen outside of Detroit. If his business keeps on increasing as fast as it has during the past four years, it will soon be necessary for him to erect a brick block especially adapted to his business.

Wholesomeness of Cottonseed Oil.

From the Cincinnati Price Current.

It is an ascertained fact that cottonseed oil is digestible in much less time than pure lard. Rendered beef fat is, perhaps, universally considered equal to hog's lard in its adaptability to food uses, and generally regarded as better. Therefore, there is no good ground upon which to assail a compound of lard, beef fat and cottonseed oil—which are the only ingredients of perhaps 99 per cent, probably more, of the compound lard manufactured at the present time. We believe such a compound to be preferable to pure hog's lard for food uses.

Dissolution of Copartnership.

Notice is hereby given that the Copartnership heretofore existing between the undersigned, Thomas J. Sheridan and Caroline A. Sheridan, under the firm name of "T. J. Sheridan & Co.," was, on the 12th day of December, 1897, dissolved by mutual consent. Debts due the firm are to be paid to T. J. Sheridan, who is authorized to receive and receipt the same; and all claims and demands against the firm, if any at this date, are to be settled and paid by said T. J. Sheridan, who has assumed and agreed to pay the same.

T. J. SHERIDAN.
CAROLINE A. SHERIDAN.

Copartnership Notice.

The said T. J. Sheridan and Charles L. Sheridan have this day entered into a copartnership under the firm name and style of "T. J. Sheridan & Co.," for the purpose of manufacturing and selling lumber and shingles, and carrying on a general supply store. Charles L. Sheridan having heretofore had charge of the manufacturing interests of the old firm, will still have charge of manufacturing for the new firm.

T. J. SHERIDAN.
CHAS. L. SHERIDAN.

JUDD & CO.,
JOBBER OF SADDLERY HARDWARE
And Full Line Summer Goods.
102 CANAL STREET.

THE HOME OF
UTILITY AND ECONOMY
IN
STORE
SHELVING.
Koch's Patent
ADJUSTABLE
SHELF REVERSIBLE
BRACKETS.
SHELVING
CAN BE READILY
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ONE AND MOVED
EASILY AS STOCK
ONE BRACKET @
SUITABLE FOR VARIOUS
SIZES OF SHELVING.
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Manufactured by
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354 MAIN ST., PEORIA, ILL.
Liberal discount to the trade, or parties
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THURBER, WHYLAND & CO.,
NEW YORK.

RELIABLE
FOOD PRODUCTS.

(It is both pleasant and profitable for merchants to
invite to call, look through our establishment, corner
West Broadway, Meade and Hudson streets, and make
our acquaintances, whether they wish to buy goods or
not. Ask for a member of the firm.)

Telfer Spice Company,



46 Ottawa Street, Grand Rapids.

SOLE MANUFACTURERS OF

ABSOLUTE SPICES,

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Absolute Baking Powder.

WHOLESALE PRICE CURRENT.

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

AXLE GRASS.
Crown, 80 Paragon 2.10
Frazier's, 80 Paragon 2.10
Diamond X, 80 Paragon 2.10
Mococ, 4 doz. 2.10

BAKING POWDER.
10 cent cans. 95
1 lb. 1.40
6 oz. 1.90
1/2 lb. 2.60
12 oz. 3.80
1 lb. 4.95
2 1/2 lb. 11.75
3 lb. 13.75
4 lb. 17.75
5 lb. 22.20

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The Michigan Tradesman.

The Drummer.*

The chairman said peddler, but I find the committee placed me one point above, thus admitting that there is someone worse than the drummer.

There has been no subject presented at this convention so difficult to discuss, or no subject replied to to-night, that requires so much tact as that of "The Drummer," because of the difference of opinion as to his needs, worth and rights. If this assemblage were composed of mixed classes, I should expect to get some sympathy or word of approval from some, but being composed of one class I need not expect it; yet it always gives me pleasure at any time to defend the drummer, when defense is necessary, or present his rights, for I claim that he has rights.

Drumming is just as honorable as store-keeping, and a drummer is entitled to business courtesy, at least.

What a difference there is as to the worth of the drummer. To the hotel-keeper he is a good fellow, and he sends a "bus or carriage to the train to meet him and bring his baggage; while at the hotel, he is treated to the best, he is taken to the train in a "bus or carriage with all the care possible, for the hotel-keeper knows that if his house is popular with the drummer he is successful. Rob. Burdette once said, "Whenever I strike a strange town and do not know anything about the hotels, I always follow the man with the grip, and am sure to get to the best hotel."

To the railroad company he is the best paying source of all passenger revenue, yet very little appreciated (I believe there are no railroad men here—I wish there were), for he pays the regular rates, while circus, theatrical and base ball companies always get lower rates, yet they go over the road but once a year, while the drummer goes nearly every month.

To the girls and young men of the town he is an angel, whose visit is looked for, and I tell you, appreciated; for the tales he tells and the life he infuses into the circle he joins, break the monotony of an almost unbearable existence. Why, even the country store-keeper is glad to have him come, for he is sure to draw the young men of the neighborhood to the store to listen to his stories, thus selling them cigars if nothing else. But to the grocer he is a bore, a fraud, in fact anything that is bad; and yet you expect him to bore you, for if he were to enter your store and present his card and ask if there was anything in that line you wanted, you would almost invariably say "no;" if he were to walk out and say, "Good day, sir," you would say, "Well, I'll be that is a greeny!" Yet he took you at your word, not wishing to bore you. Or, you may say, "How much for this or that?" Take pepper, for instance; while waiting to get your attention, he hears a customer ask, "Have you any pure pepper?" and is answered, "Yes;" he then thinks that is the kind you want to buy, if any, but when he tells you that it is 25 or 26 cents, you say, "Oh, I can buy it for 16 or 18 cents." He leaves, thinking that the house he is employed by is too high. So he goes, possibly all the week. His employer says, "You have not nearly made your wages." "Well," he says, "you ask too much for your goods," etc., and tells what the grocers say. If he has not been educated to the cost of the article, he then will be, for his employer says, "My boy, that pepper cost 18 cents whole to import, without grinding, which adds about 25 per cent. to its cost. I have taken some trouble to inquire into this matter, and I think I am nearly right." The next week, when he goes out, he determines to sell, if not at one price, at another.

Now, gentlemen, there is no use in a drummer telling you a lie about his goods—you meet too many in a day, and if one does not tell you the truth another one will, so that you soon find him out; nor is there any use for you to lie to a drummer—he will, before an hour, possibly, meet some friend to whom he tells what you told him. "Oh," the friend says, "you must not believe him; he is so and so." You see, the next time he calls on you, he knows just how to take you and what to say. Be honest with him, and, my word for it, he will be honest with you; there is no reason why you should not be friends. I have some very good friends among my customers. The best friend I have is a customer I did not know until I began selling goods on the street about eight years ago. He appreciated honesty, and I always tried to treat him honestly and I believe he would do anything in reason for me.

Gentlemen, if a drummer sends you goods not up to sample, do not say, "Well, it is all right; that is the way with those fellows," etc. Report it; for if it is the fault of the salesman you owe it to the house, in order that they may know the kind of a man they have in their employ; if it is the fault of the house you owe it to the salesman, that he may know the kind of a house by which he is employed; you owe it to yourself, that it may be made right. No drummer prefers to sell impure or low-priced goods, and no manufacturer prefers to make impure or low-priced goods. Good goods are bound to make some friends who continue their use, but off goods do not. Mr. Thurber spoke a few moments ago, of "Fair Competition." To my mind there is no such thing as unfair competition—there is opposition, but no unfair competition. Competition compels mechanical ingenuity to devise plans to reduce the cost of manufacture; it encourages scientific research that develops ways of putting to use what otherwise was a waste in the original or crude material, so that, as Mr. Thurber said, articles classed A are now sold as low as class B was some years ago; hence, competition is good for everybody—without it monopolies are created.

We have organized an association here in Philadelphia, having for its object a cultivation of more friendly feeling and to prevent this feeling of jealousy which exists among so many of the salesmen, and have adopted as a motto, "Competition, not Opposition." We claim that the drummer is the best and cheapest medium of information possible for a grocer to have; we mean cheap in the sense as generally accepted, not as properly defined; for we do not mean that low price is cheap. You get up in the morning, if you sell truck, at 3 or 4 o'clock, go to the wharf, get home, get your breakfast, sit down, take the paper, possibly. About 8 o'clock, the drummer comes in, for he always waits until he thinks you are through with your morning's work, so as not to bother. He tells you the price of sugar is 6½ cents. Before noon, possibly, a dozen call on you, each quoting the price of sugar at 6½ cents. You settle in your mind that that is the price, and it is only a matter of preference to whom you give the order. On the other hand, each may quote you a

*Response by Wm. Nicholl at the recent banquet of the Pennsylvania State Association at Philadelphia.

different price—it is then very hard to decide where to place your order. This information you get while attending to your work. Or, if not actually at work, you are there to watch your employees to see that they do their duty.

The drummer can also tell you what your neighbors are doing, at what price they are selling certain articles, etc.; but, gentlemen, do not ask them; do not encourage this telling of each other, for, as the saying is, "He who tells you of others will tell others of you." It is a mistake—do not encourage it. The drummer can do you harm or good, as he wishes; he may, in a way, tell something that will affect your credit very materially, and yet you could not prove that he meant what you thought he did.

Now, as to his social nature. He comes into your store about 8 o'clock in the morning. The night before you were at a grocer's banquet, drank too much wine, feel bad or, possibly, have the blues from some other cause. "Good morning, Mr. A.," he says. "Is there anything I can do for you?" "No," you say, with a frown and walk away. Out he goes, lucky to get off so easily. At the next block, he meets another drummer, to whom he says: "Mr. A. is in a terrible humor—he is like a bear with a sore head." "Oh, I will fix him," the other says. So, straightening himself up, he rushes in, and, without asking you a question, tells you a funny story, the very latest and if he does not know any he makes one up. You begin to laugh, your liver slips back into its proper place and you are all right, whereas, if it had not been for him you might have had the blues all day. So you see, gentlemen, there is some good in a drummer.

I am reminded that my time is up, which is probably all the better, having said much more than I expected to say. But, gentlemen, these points are as I understand them. I have told them in a crude manner, but they are facts, and I've no doubt some of you will agree with them.

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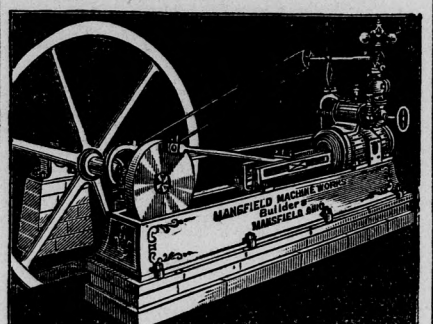
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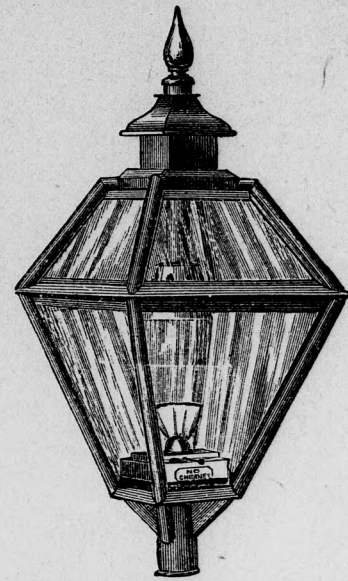
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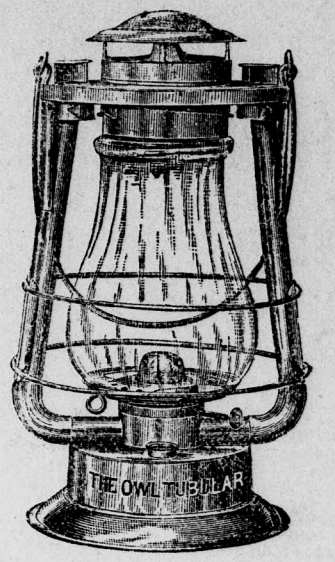
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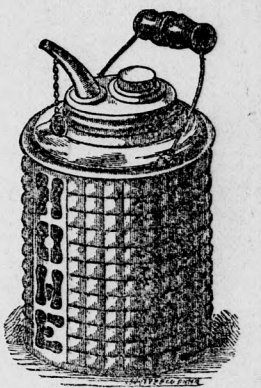
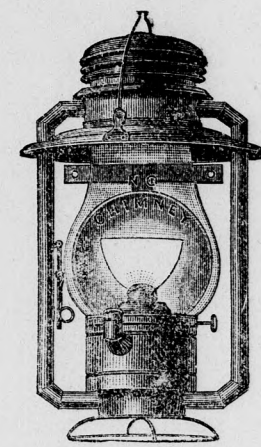


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