

The Michigan Tradesman.

VOL. 5.

GRAND RAPIDS, WEDNESDAY, MARCH 7, 1888.

NO. 233.



This soap may be used in ANY WAY and for ANY PURPOSE that any other is used, and will be found to excel all in cleaning qualities, but if you will

FOLLOW DIRECTIONS.

which are plain and simple much rubbing, and consequently much labor and wear of clothes, will be saved.

The peculiar property possessed by our soap is that of loosening and separating the dirt without injuring the fabric, instead of eating up the dirt and thereby rotting the cloth.

Ask your wholesale grocer about our SPECIAL OFFER. It makes retail profit very satisfactory.

Central City Soap Co.,
JACKSON, MICH.

F. J. DETTENTHALER
WHOLESALE

Salt Lake Fish

AND OYSTERS.

Packing and Warehouse,

37 North Division Street.

Office, 117 Monroe St.,

GRAND RAPIDS, MICH.

SEND FOR PRICE LIST.

HAY!

We offer in car load lots good Timothy Hay. We have the output of four presses and can offer it in any quantity. Write for prices.

LAMOREAUX & JOHNSTON,

71 Canal St., 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.

CHAS. A. COYE

MANUFACTURER OF

Horse and Wagon Covers,
Awnings and Tents,
Flags and Banners,
Oiled Clothing,
Feed Bags,
Wide Ducks, etc.

Telephone 106.

73 CANAL ST., - GRAND RAPIDS.

ASK FOR

ARDENTER MUSTARD

BEST IN THE WORLD.

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 made when desired.

Earl Bros., Commission Merchants,

157 South Water St., CHICAGO.

Reference: FIRST NATIONAL BANK, Chicago. MICHIGAN TRADESMAN, Grand Rapids.

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 Merchants Solicited.

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: FELSCH, GROSS & MILLER, Bankers, Chicago.

PRODUCE!

We should be pleased to open correspondence with anyone having APPLES, POTATOES, ONIONS, BEANS, DRIED FRUITS and other Country Produce to offer. CAR LOTS A SPECIALTY. Consignments will receive our best attention. We are willing at all times to make liberal advances when drafts are drawn with bill lading attached. Goods sold on arrival or held as per request of shipper.

S. T. FISH & Co.,

Commission Merchants,

189 So. Water St., Chicago, Ill.

Reference: First National Bank, or any Wholesale Grocer here.

STANTON, SAMPSON & CO.,

Manufacturers and Jobbers of

Men's Furnishing Goods.

Sole Manufacturers of the "Peninsular"

Brand Pants, Shirts and Overalls.

State agents for Celoid Collars and Cuffs.

120 and 122 Jefferson Ave.,

DETROIT, - MICHIGAN.

GEO. F. OWEN, Grand Rapids;

Western Michigan Salesman.

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.,

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EATON & LYON,

Importers,
Jobbers and
Retailers of

BOOKS,

Stationery & Sundries,

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

W. H. BEACH,

Dealer in

GRAIN,
SEEDS,
BALED HAY,
MILL FEED,
and PRODUCE.

In Car Lots.

HOLLAND, - MICH.

COAL!

Present Prices:

Steve No. 4 and Nut - - \$8.00 per ton

Egg and Grate - - - \$7.75 per ton

We are agents for Brazil Block Coal. The best and cheapest steam coal in the market.

Grand Rapids Ice & Coal Co.,

OFFICE 52 PEARL ST.

CHAS. E. BREWSTER,

MANUFACTURER OF

CANY HOOK and PEAVY HANDLES.

Jobber in Hand-Shaved White Hickory Axe Handles.

I manufacture my handles from rived second growth maple, turned 2 1-2, 2 9-16, 3 11-16 at bulge as ordered.

My stock is kiln-dried, and with a capacity of fifty doz. per day can fill all orders promptly.

PROMPT ATTENTION TO MAIL ORDERS.

LAKE BREWSTER, - MICH.

S. JURGENS & BRO.
ELECTROTYPERS
Photo & Zinc Engraving
Also LEADS, SUGS, BRASS RULES
Box Wood, MAPLE, Etc. GRAND RAPIDS, MICH.
Sole agents for Chicago Brass Rule Works for State of Michigan.

GRAND RAPIDS MICHIGAN
MAINSURANCE CO.

JULIUS HOUSEMAN, Pres.,
A. B. WATSON, Treas.,
S. F. ASPINWALL, Secy.
CASH CAPITAL, \$200,000.

MAGIC COFFEE ROASTER.

The most practical hand Roaster in the world. Thousands in use—giving satisfaction. They are simple, durable and economical. No greasy smell. No grocer should be without one. Roasts coffee and peanuts to perfection. Send for circular.

Robt. S. West,
150 Long St.,
Cleveland, Ohio.

HEXTER & FRIEDMAN,

Manufacturers of

BUTTERINE.

Office and Factory: 331, 333 Michigan St.,

CHICAGO, - ILL.

JUDD & CO.,

JOBBERS OF SADDLERY HARDWARE

And Full Line Summer Goods.

103 CANAL STREET.

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.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

Jeweler,

44 CANAL ST.,

Grand Rapids, - Mich.

SEEDS

Field and garden seeds of every variety.

MAMMOTH CLOVER,

MEDIUM CLOVER,

TIMOTHY,

ALSIKE,

ALFALFA.

We carry a complete stock of garden seeds and

GARDEN IMPLEMENTS.

A box of garden seeds containing 200 sc. papers delivered to you for \$4.

Send for price list of garden seeds.

ALFRED J. BROWN, Seedsman,

GRAND RAPIDS, Mich.

SOAPS!

They Please Everybody.

BEST FAMILY, HEADLIGHT and LITTLE DAISY

SOAPS are conceded by all to be the best soaps ever sold in Michigan.

Commendations are coming in daily. Send for price list.

Grand Rapids Soap Co.

SEEDS!

A FULL LINE OF

Field Seeds

AT JOBBING PRICES.

Drop Card for Price List.

C. AINSWORTH,

76 So. Division Street,

GRAND RAPIDS, Mich.

Telephone 807.

BELKNAP Wagon and Sleigh Co.

MANUFACTURERS OF

Spring, Freight, Express,

Lumber and Farm

WAGONS!

Logging Carts and Trucks

Mill and Dump Carts,

Lumbermen's and

River Tools.

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

Special attention given to Repairing, Painting and Lettering.

Shops on Front St., Grand Rapids, Mich.

THE RUIN OF SUSAN AND ME.

"Twas while I was out on the farm, laboring under a debt,

That I got some experience, I guess, that I'll never forget;

Suthin' like this that it runs, its as plain as your A. B. C.,

I mortgaged my farm for a hoss—that hoss was the ruin of me.

That hoss has a tale runnin' back, somewhat out into the past,

A hoss with a record, that I consider, remarkably fast;

If you figure as fast, how a hoss can a farmer bring down,

Who, rather than work on his farm, would idle his time in the town.

I was getting on to'ably well, the farm was payin' its way,

Improvin', somewhat, and had but a few obligations to pay.

Too well, I guess, I was doin', when a notion came into my head,

Runnin' suthin' like this—like this to myself, that it said:

"Than neighbors I'm now better off—what hinders our puttin' on style?

I'll hire a man for the farm and take it easy a while.

Susan and I, in our carriage, there isn't a chance for a doubt,

Could wake the envy of Smiths whenever we chose to go out.

"I'll hire an even three hundred, at ten per cent. for three years,

And cancel the same with the sale of the hogs and the crops and the steers."

Such was the way that I reasoned—this the way I came out:

I mortgaged the farm and was soon in the small end of the spout.

I got three hundred of Jones, the carriage from Wiggins & Brown;

Reckon 'twas the handsomest thing that ever came to the town,

Reckon my neighbors looked glum as me and Susan rode past,

And many an envious look, unconsciously on us they cast.

And something in town every day, by habit, was needin' us there,

And nothin' at home but we left with a disinterested person for care;

And the more that we saw of the town, the more of its fashions we bought,

And, tryin' to keep up the show, got a great deal more than we ought.

We noticed that we needed new clothes, of a rich and costlier stuff—

What suited first-rate on the farm in town was despicably rough;

We noticed that things in the house, which before had answered quite well,

Were rather old-fashioned, while Sharp had new and better to sell;

To buy, we hadn't the cash, but credit was good at his store,

Though holding our note, he was willing to make it still more.

So time went hurrying on, but things on the farm went slow,

Drouth didn't fatten the steers, and crops unplanted won't grow.

A man at twenty a month didn't lay awake through the night,

To study on what was the best to make things even out right.

As 'twixt Labor and Work, in the race, Work was a little behind,

And forced me to sell, now and then, a fat steer, the balance to find.

So things kept running to ruin, and Jones foreclosed on the farm

Before I arooused to the danger, before I had taken alarm.

At the sale, 'twas bid in on the debt, and to go to town, I must,

An experience that with us will stay, I trust, to the day that we die.

Together the farm and our friends slipped out and bade us good day.

And we are owing debts to this time that I guess we never can pay.

Yes, sir; I once owned a hoss and can give you points if you choose;

Stick to the oxen and farm and work and you seldom will lose.

Go to town, if you must, when there's suthin' uncommon to see,

But, remember, that hoss was the ruin of Susan and me!

M. J. WHISLEY.

"REVENGE IS SWEET."

Written Especially for THE TRADESMAN.

"I listened to one of the saddest and most heart-rending stories it was ever my lot to hear, last week," said an old friend to me the other day, as together we were making a short trip—he on his regular route and I happening to have business in the same direction.

"It was down in Macomb county, at a little place called Utica. I got in there late on Saturday night and, of course, could do no business until Monday. Sunday was a beautiful day. Sleighting was excellent and the sun shone out brightly and warm. After writing two or three letters in the morning, I asked the landlord—an old school friend, by the way—if he wouldn't like to take a little drive, to pass away the time. He assented at once, and in a short time we were gaily flying along behind a trim little nag, who could show his heels to everyone on the road.

"As we reached a cross street on the edge of the village, a funeral procession was extending its dreary length across the street on which we were driving and we were compelled to await its passage.

"If the unconscious clay in that box were able to speak, I will warrant its first words would be these of thanksgiving for the relief of death," said the landlord, as the last sleigh passed and we were permitted to continue our drive. "And, if there is any punishment after death for the sins of this life, the woman who caused all that misery ought to have a reserved seat in the hottest place. It was the most horrible piece of

neglect, cruelty and total depravity that could be imagined."

"I was immediately fired with curiosity to know the details of that which promised such an insight into the baser portion of human nature, and I pressed the landlord to give me the particulars.

"It is a long, pathetic story, and needs the pen of a skillful word painter to reproduce upon paper such a picture," responded he. "However, I will relate it to you, and should you become wearied remember you urged me."

"Eighteen years ago last January, as you will remember, you and I had completed our studies as far as we intended pursuing knowledge, and I returned to this town, which has always been my home. My father, at that time, was not over-abundantly supplied with temporal wealth, and on my return home I secured a position as clerk for George Simmons, who kept a dry goods store at that time. I make these prefatory remarks in order that you may better understand how it occurs that I am so intimately acquainted with the more minute details of the affair."

"I had worked for Simmons nearly two months when, one cold, blustering day in March, a woman entered the store, carrying in her arms a child. She made purchases of several dollars' worth of dry goods—dress patterns and trimmings—and, when she had completed her list, put her hand in her pocket for her purse."

"I must have left my purse at home," said she, after searching several times through the different pockets in her dress and the small satchel she carried in her hand. "Have you any objections to my leaving my baby here while I get it? My little girl has gone to sleep and I am afraid to take her out into the cold air until she awakes, as she is just recovering from a severe cold."

"As she was a very respectable appearing woman, and, during the conversation in making the purchases had casually remarked that she was a new-comer in the village, I made no objection to the arrangement. A couple of chairs were put together near the stove, some blankets placed thereon and the baby—a girl, about three months old, as I then judged—was snugly tucked up, and the woman immediately left the store."

"She never returned. As the moments grew into hours and the dreary March day was fast dying out, I became somewhat alarmed at the mother's non-appearance. Up to this time, the babe had slept peacefully; but now she awoke and commenced urging, as only young infants can urge, for nourishment. I was in a quandary. I did not like to tell Simmons—who had not been in the store that afternoon—of the pay which I had received for the goods which the woman had taken with her when she went for her purse, as I was afraid of the ridicule I very well knew he would heap upon my unlucky head when he discovered that I had been victimized—for I had arrived at the conclusion that the woman had intended leaving the child when she entered the store and that the loss of her purse was simply a part of the plan."

"But the young lady by the stove was now making such a horrible row that I must do something, and, during the height of the noise, Simmons came in, together with his wife."

"What have you got back there, Jack?" asked Simmons, in surprise, as the walls of the little girl grew louder and louder. "Have you turned the store into an orphan asylum?" and he commenced to laugh, while Mrs. Simmons took the youngster in her arms and soon had it quieted. In answer to their repeated ejaculations of surprise and inquiry, I blurted out the whole story of woman's duplicity and man's gullibility."

"Mrs. Simmons was at once eager to adopt the little waif. After five years of married life they were still without offspring, and Simmons, as well as his wife, were very fond of children."

"After considerable discussion, Simmons and his wife decided to keep the child, at least until claimed by its mother, and, in the event of her not returning, to retain it permanently and legally adopt it."

The Michigan Tradesman.
Official Organ of Michigan Business Men's Association.
A WEEKLY JOURNAL DEVOTED TO THE
Retail Trade of the Wolverine State.
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piration, unless so ordered by the subscriber.
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R. A. STOWE, Editor.
WEDNESDAY, MARCH 7, 1888.

STILL ANOTHER.

And now comes a butter tub trust, accompanied by the cheering information that higher prices will rule during the coming season. The Eastern trust, which was maintained last year by Burrill & Whitman, worked so satisfactorily that arrangements have since been made for a Western trust, with the Creamery Package Co. in charge. Prices have already been jumped up 2 cents a tub and farther advances are looked for.

It is a matter of common knowledge that prices on butter tubs have ruled so low during the past two years that there has been no money in the business. If the trust simply maintains living prices, no fault can be found with it; but the usual tendency of such combines is to force prices to such limits that the trust becomes a monopoly. THE TRADESMAN hopes the usual result will not follow in this case.

The Retail Merchants' Association of the State of New Jersey has complimented the Michigan Business Men's Association by adopting the constitution and by-laws of the latter body, the only change being the price of charters, which was placed at \$5, instead of \$3. The committee having the matter in charge obtained the working plans of all other State Associations, so that the selection of the Michigan system is an evidence of the "survival of the fittest." The M. B. M. A. is proud of its constitution, brief and expressive as it is, and extends Ohio the same privilege it recently accorded New Jersey—the adoption of a system it has taken years to perfect, free and without price.

The Common Council of Charlotte must be composed of very small men, judging by their action in charging the B. M. A. of that place rent for the use of the council chamber. Considering the stand the Charlotte Association has taken on the question of public improvements, and the effective work it has undertaken and carried forward in alleviating distress among the poor, it would appear to a superficial observer that the Charlotte aldermen must be peculiar individuals.

The Adrian cheese jobbers appear to have secured an option on the secret so long sought for by the alchemists. With one stroke of the marking brush, they convert cheese made in Allegan, Van Buren, Eaton, Branch, Saginaw and a dozen other counties in the State into the "Genuine Lenawee County" article.

The board insurance system, like other grasping monopolies, dies hard. Its death knell has been sounded, however, and its obituary will end with the following significant sentence: "Killed by the B. M. A."

Lenawee county is a very ordinary sized county, but "Lenawee county cheese" is as broad as the whole State of Michigan.

The insurance monopoly is paralyzed. Attorney-General Taggart's opinion did it.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.
E. Shier has engaged in the grocery business at Robinson. Clark, Jewell & Co. furnished the stock.

Benj. Elliott has bought E. E. Walker's grocery stock and will continue the business at 669 Wealthy avenue.

The Martin's Middlings Purifier Co. is putting two of its purifiers into H. Keppel & Son's roller mill at Zeeland.

The Sven Tideman Electric Co., doing business at 99 Ottawa street, has changed its style to the Peninsular Electric Co.

W. S. Graham succeeds Cummings & Graham in the crockery business at the corner of South Division and Fulton streets.

Mrs. M. G. Hayes has moved her stock of notions and confectionery to the corner of Eleventh and Turner streets and added a line of groceries and provisions.

Swift and Company, the Chicago fresh meat jobbers, have leased the store at 24 Ottawa street, formerly occupied by the Hopton Co., and will put in a refrigerator and establish a branch of their Chicago house. They will handle both fresh and salt meats.

AROUND THE STATE.

Sparks—M. B. Nash, grocer, is dead.
Stanton—F. Muris, liverman, is dead.
Detroit—W. L. Wilson, druggist, has sold out.

St. Clair—Hugh O'Dougherty, furniture dealer, is dead.

Solo—H. Osborn, miller, has assigned to John J. Robinson.

Murray—J. H. & Co. succeed Wm. Hill in the furniture business.

Paw Paw—E. G. Butler, grocer, is dead.
Hartland—Jones & Maybree succeed Z. E. Chambers in general trade.

Stanton—C. F. Barnard succeeds Reed & Barnard in general trade.
Four Towns—Geo. F. Johnson succeeds O. H. Pike in general trade.

Lake Odessa—R. C. Blair, of Lansing, will open a grocery store here.

Niles—Vier & Wohlert succeed F. C. Schmidt in the meat business.

Lawton—Chas. E. Hight, grocer, has been closed under chattel mortgage.

Jackson—Strong & Co. succeed Strong & Beach in the grocery business.

Ithaca—Hankins & Smith succeed C. E. Hankins in the grocery business.

Lawton—F. W. Prindle, meat dealer, has turned over his stock to creditors.

Benton Harbor—Herr Bros. succeed Herr & Walton in the grocery business.

Hillsdale—The Tuomey Bros. dry goods stock has been moved to Jackson.

Vernon—O. J. Kraft succeeds Henry Clark in the boot and shoe business.

Plainwell—E. A. Owen succeeds Bliss & Owen in the boot and shoe business.

East Saginaw—M. J. Mittermeier succeeds Emil Krewok in the grocery business.

Greenville—L. Johnson succeeds L. Johnson & Bro. in the grocery business.

Bay City—Michael Kinney succeeds Kinney & Lambert in the hardware business.

Howard City—Alexander Denton succeeds J. B. King in the grocery business.

Menominee—Jos. Simansky succeeds Simansky Bros. in the dry goods business.

Montague—Shattuck & Stockwell succeeds S. D. Shattuck in the grocery business.

Detroit—J. B. Dyar, proprietor of the Detroit Metal & Heating Works, has sold out.

Allegan—Kohlman & Hoffmaster succeed the former grocery firm of Epplink & Kohlman.

Bellevue—John H. York succeeds York Bros. in the grocery and boot and shoe business.

Lake Odessa—Dr. M. Crane is moving his store building from Bonanza to this place.

Jackson—E. F. Lowery has been appointed receiver for Tuomey Bros., dry goods dealers.

Detroit—Weigert & Reese, wholesale auction and commission, have assigned to H. P. Davock.

Whitehall—W. B. Nicholson, President of the B. M. A., is away on a visit in Ohio and Indiana.

Eau Claire—Crall & Hess succeed J. H. Crall in the lumber and agricultural implement business.

Big Rapids—W. H. Haney's hardware stock has been bought from creditors by S. S. Wilcox & Co.

St. Ignace—F. S. Clement & Co. will remove their boot and shoe stock from Colon to this place.

Spring Lake—P. Dyke is closing out his boot and shoe stock, preparatory to removing to Muskegon.

Pontiac—Joshua Bird succeeds Bird & Hamlin in the clothing and gents' furnishing goods business.

Manton—Frank Roberts has purchased the grocery stock of J. C. Hill and will continue the business.

Vermontville—J. C. Walsh has retired from the furniture firm of Walsh & Brown. A. J. Brown will continue the business.

Traverse City—Wilkinson & Wooley have opened a meat market in the building formerly occupied by the Wolverine Cigar Co.

Carson City—Frank P. Smith has retired from the meat business of Smith Bros. The business will be continued by Wm. C. Smith.

Muskegon—A. VanBuren & Co. will remove their furniture stock to the store now occupied by H. B. Fargo & Co. about April 1.

North Muskegon—C. H. Leslie has put in a stock of goods, so that now the citizens can get their mail and quinine at the same place.

Whitehall—The wife of Capt. Geo. Davis, the genial merchant, who has been low for the past thirteen weeks, is slowly recovering.

Charlotte—J. M. Daron has retired from the boot and shoe firm of Daron & Murray. The business will be continued by Albert Murray.

Whitehall—Moses Freehling, for the past twenty-two years engaged in the dry goods trade here, is packing his stock and moving it to Muskegon.

Detroit—Robert Murray has retired from the produce commission firm of A. Murray & Sons. The business will be continued by A. Murray & Son.

Traverse City—W. D. Simmons has sold his interest in the meat firm of Parker & Simmons to his partner, W. J. Parker, who will continue the business.

Detroit—S. W. Jackson has retired from the hardware firm of Sherman, Harms & Co. Sherman & Harms will continue the business and will liquidate.

Northport—Nelson & Co., whose stock was recently attached, have assigned to W. F. Harsha, of Traverse City. They will attempt to secure a compromise.

Whitehall—Geo. H. Nelson has purchased the interest of A. T. Linderman & Co. in the general firm of Linderman & Co. The business will be continued under the same style.

Traverse City—Reeder, Palmer & Co., who recently bought the Paige boot and shoe stock, have added to it their stock from Big Rapids, putting Milton Palmer in charge.

Kalamazoo—E. R. Stinson has retired from the grocery firm of Friend & Stinson, doing business at 100 Portage street. The business will be continued by Wm. T. Friend.

Gilead—Chas. & Lobdell, general dealers at this place, have established a general store at Bethel. Mr. Chase's brother, H. Chase, will manage the business.

Cedar Springs—B. A. Fish has purchased the interest of F. C. Stone in the meat business of F. C. Stone & Son. The business will be continued by Mr. Fish and Alfred C. Stone.

Millbrook—Crissman Bros. have purchased the building recently vacated by E. T. Horton—who has moved his general stock to Remus—and will occupy the same with their hardware stock.

Bay City—Johnson & Co., Limited, and W. E. Larkin & Co. have merged their hardware business into a stock company, under the style of Stover, Larkin & Co., with a paid-up capital of \$13,000.

Muskegon—R. P. Anderson has taken a partner under the style of Anderson & Blackstone. They will discontinue the wholesale confectionery business and engage in the produce commission business.

Stanwood—A sale of good will and stock is hanging fire between Messrs. Harris & VanAnken and Messrs. D. E. Read and Frank Weaver. A transfer of title will occur as soon as the wherewithal is in position.

Belding—E. O. Mann has purchased the stock of groceries and crockery recently owned by Wm. Whitacre and will run the same in connection with his clothing store, having removed the partition dividing the two stores.

Detroit—Barnes Bros., wholesale paper dealers, have been burned out. The loss is estimated at \$100,000, insured for \$85,000. The fire was caused by the carelessness of employees in throwing a lighted cigar stub on the floor.

MANUFACTURING MATTERS.
Orion—C. W. Rudd has sold out his mill business.

Detroit—E. G. Richards has sold his planing mill and box factory.

Saginaw—The Crescent Match Co. makes 2,880,000 matches per day.

Detroit—Elliott H. Wight succeeds J. L. Matthews & Co. in the manufacture of cigars.

Manistique—Robert Lemoine has engaged in the manufacture of boots and shoes, employing eight men.

Morley—Higbee & Hugh are putting in a new bulkhead at their sawmill and will also add another water wheel.

Iscos—The John E. Potts Salt & Lumber Co. lately placed two engines on its logging road which have been named Grover Cleveland and Don M. Dickinson.

Allegan—In case J. B. Streeter does not purchase the Forbes boat manufactory at Plainwell, he will erect on his mill property a bedstead or handle factory.

Cadillac—James Haynes & Sons, who were desirous of securing the saving incidental to the use of a band saw, have rigged up and are running a band saw attachment to a circular mill for resawing, according to an idea of their own.

Muskegon—The Clink & Jones Lumber Co. has been organized, with a capital stock of \$15,000, to carry on lumbering operations at Sullivan. The stock is held as follows, reckoned by shares: S. H. Clink, 850; Mrs. Clink, 2; Arthur Jones, 207; Mrs. Jones, 2; A. W. Eggert, 4.

Morley—Wm. Hugh & Co. have erected an addition, 24 x 32 feet in dimensions, on the south end of their flouring mill, to accommodate a new set of rolls, a centrifugal reel, bolts, aspirator, etc. The new part is the same height as the older portion of the mill, and it adds about one-third to its capacity.

STRAY FACTS.

Detroit—W. F. Jarvis & Co. succeed Chas. Himrod & Co., dealers in pig iron.

Sylvester—J. H. Loucks, the general dealer, has the Washington Territory fever.

Mulliken—J. O. Dildine, of Roscommon, will soon begin the erection of a furniture store, 24 x 80 feet in dimensions and two stories high.

Baldwin—Geo. C. Townsend has exchanged his real estate here with R. W. Sweet, of Chicago, for vacant lots in the suburbs of Chicago, the consideration being \$10,000. Townsend retains his stock and will continue the business the same as heretofore.

Gripsack Brigade.

Fred D. Yale has gone on the road for Fred D. Yale & Co.

The Wabash railway system has put week-end tickets on sale at all stations.

Wm. Connor, the Henglish clothing salesman, was in town a couple of days last week.

T. H. Hulskamp, general Western traveling representative for E. R. Durkee & Co., is in town for couple of days.

It is Jas. W. Moore—not Jas. Murray, as stated in a recent issue—who represents Alan Sheldon & Co. in this territory.

A. M. Herrington, formerly engaged in the drug business at Freeport, has gone on the road for Frederick Stearns & Co., of Detroit. His territory comprises Southern Michigan and Northern Indiana.

E. W. Hastings, the Traverse City musical merchandise dealer, has placed his business in the hands of his wife and gone on the road for the Loring & Blake Organ Co., of Worcester, Mass. His territory comprises the States of Michigan, Ohio and Indiana. The engagement dates from Feb. 1.

Purely Personal.

Fred. Howes, son of Geo. E. Howes, of Battle Creek, is coming here to assist Manager Rapp in the local branch of the house.

W. P. Granger has been contemplating a tour of Europe. He may compromise the matter by taking a trip to Canada instead.

N. B. Blain, of Lowell, was in town Sunday to attend the obsequies of his brother-in-law, the late Chester Rice, of Walker township.

Chas. Sams, clerk for Osborne & Hammond, at Luther, is in town to attend the examination sessions of the State Board of Pharmacy.

John Burrows, formerly on the road for commission houses here, is now general salesman for E. R. Nichols & Co., South Water street, Chicago.

Jas. E. Granger has concluded to remain at Pasadena, reports as to the condition of the walking between here and California having discouraged him in his idea of coming home.

Henry Lovell, foreman of the tinning department of the Challenge Corn Planter Co., at Grand Haven, has taken the position of foreman of the tinning department of Foster, Stevens & Co., made vacant by the resignation of C. C. Barbour, who assumes the management of the mechanical department of the Grand Rapids Blow Pipe & Dust Arrester Co. Mr. Barbour has been with Foster, Stevens & Co. for twenty years, five years as foreman.

Buy flour manufactured by the Crescent Roller Mills. Every sack warranted. Voigt Milling Co.

MISCELLANEOUS.

Advertisements will be inserted under this head for one cent a word the first insertion and one-half cent a word for each subsequent insertion. No advertisement taken for less than 25 cents. 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.

FOR SALE—MY IMPLEMENT BUSINESS. GOOD location, brick building, line house and tile yard. Also good farm. Address John O. Smith, Eaton Rapids, Mich. 235-1

FOR SALE OR EXCHANGE FOR A STOCK OF DRY GOODS, clothing or groceries, a farm in Michigan. Also good farm. Address John O. Smith, Eaton Rapids, Mich. 235-1

CITY SALE—GENERAL STOCK AND STORE BUILDING. The store is 28x70 feet, two stories, well finished inside. The stock comprises dry goods, notions, boots and shoes, hats and caps, etc. Will sell one or both of above or take a partner with \$2,000 or \$3,000 capital. Stock free of all incumbrance. The store is centrally located in heart of business portion of town. Apply to E. Mulder, Freeport, Mich. 235-1

FOR SALE—GENERAL STOCK MERCHANDISE in good town and good trade. Inquire of J. C. Smith, Dollarville, Mich. 240-1

FOR SALE AT A BARGAIN. A STOCK OF GENERAL merchandise in an iron furnace town in this State. Furnace company pays out in cash \$3,000 per month. Stock will invoice about \$6,000. Can be reduced to \$2,500 or \$3,000 in 60 days. Sales per month \$1,000. Pay sure. Best of reasons for selling. Those meaning business address No. 115 this office. 234-1

FOR SALE—WHOLE OR PART INTEREST IN A FIRST-CLASS MEAT MARKET in a thriving town of 1,000 inhabitants with two railroads. Average sales \$30 per day. Good reasons for selling. Address H. Carr Tradesman. 219-1

FOR SALE—AT A BARGAIN. A CLEAN STOCK OF hardware and mill supplies. Address Wayne Choate, Agent, East Saginaw. 210-1

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FOR SALE—THE BEST DRUG STORE IN THE THIRTYING CITY OF MUSKEGON. Terms easy. C. L. Brunson, Muskegon, Mich. 125-1

FOR SALE—A CLEAN STOCK OF DRUGS, FIXTURES, etc., complete, on good line of railway, about 25 miles north of Grand Rapids. No pains or oils, but could be added to good advantage. Poor health and other business may only reasons for selling. No. 115 care Tradesman office. 235-1

FOR SALE—A LARGE STOCK OF GENERAL MERCHANDISE. Best location in town. Good reason for selling. Address P. O. box 127, Caladonia, Mich. 235-1

FOR SALE—A NEW AND VERY VALUABLE PATENT a sure fortune for an energetic man. Small capital required to manufacture. No handling, bears investigation. Address: J. H. Van Gahn, Manager, 106 Cherry St., Toledo, Ohio. 235-1

FOR SALE—THE ROLLER PROCESS CRIST MILL AT Edmore, Mich. Doing a good business and an increasing trade. The proprietor has other business and must sell. Edmore is a thriving village of 1,200. Has two railroads, and in the midst of a growing country. A good chance for the right man. Call on or address J. H. Gibbs, Edmore, Mich. 235-1

WANTED—FIRST-CLASS STOCKS OF MERCHANDISE personal property, or real estate in Michigan in exchange for choice selected farms or farm lands in Wisconsin, Iowa, Minnesota, Dakota or Minneapolis real estate. Address Bigelow & Sheldon, Minneapolis, Minn. 235-1

WANTED—SITUATION AS CLERK IN GENERAL grocery store. Had two years' experience. Can talk German. Reference given if wanted. Address box 338, Na Villa, Mich. 235-1

WANTED—SITUATION BY A REGISTERED PHARMACEUTIST. Seven years' experience. Best of references. Address lock box No. 27, Midland, Mich. 235-1

WANTED—AGENTS EVERYWHERE, LADIES OR gents. New thing just out. Big money for next 30 days. Sample the color particulars enclose stamp, and address G. W. Swinburne, manufacturer, La Crosse, Wis. 235-1

WANTED—BY A YOUNG MAN OF 28, POSITION IN a drug store. Three years' experience. Registered by examination. Address 115, this office. 235-1

WANTED—EVERY STORE-KEEPER WHO READS this paper to give the Suttiff coupon system a trial. It will abolish your pass books, do away with all your book-keeping, in many instances save you the expense of one clerk, will bring your business down to a cash basis and save you all the worry and trouble that usually go with the pass-book plan. Start the 1st of the month with the new system and you will never regret it. Having two kinds, both kinds will be sent by addressing (mentioning this paper) J. H. Suttiff, Albany, N. Y. 235-1

WANTED—SITUATION BY REGISTERED PHARMACEUTIST. six years' experience; best of references. Address, box 50, Chelsea, Mich. 235-1

WANTED—TWO FIRST-CLASS CIGAR SALESMEN. Good references required. Apply at once to Morris H. French & Bro. 235-1

THE BUILDING OF THE D. C. & E. R. R. IS COMING to boom here. We make our money in this boom, and to take the fullest advantage of it we need every dollar of our means to handle real estate, put up buildings to sell on the installment plan, etc. For this reason we are looking for a partner who can show bigger returns for capital than any other in the State. To pay of ability and disposition to do their share in building up the town a rare bargain will be given. No bargain at all to anyone else. Will sell with or without building. All letters answered, but if you mean business you can save time and make money by getting right here. Address, Thomson & Co., Detroit, Mich. 235-1

DETECTIVE—MICHIGAN STATE DETECTIVE ASSOCIATION (incorporated) legitimate detective work in all its branches thoroughly transacted. Report operatives dispatched to all parts of the world. Reliable correspondents wanted in every county in the United States. Address all communications, Wm. C. Kamm & Co., 5 Hillendegon Block, Monroe avenue, Detroit, Mich. 235-1

SITUATION WANTED—IN DRY GOODS OR GENERAL store. Eight years' experience. Best of references. Address H. Lock box 15, Saginaw, Mich. 235-1

A RARE BUSINESS CHANCE—A STOCK OF GENERAL merchandise in fine condition for sale, also store building 22x22 feet with basement and fine living rooms above. Nice new barn. Store house. Two new well built buildings, etc. all complete, in one of the best towns north of Grand Rapids. Reasons for selling, poor health. Would like to exchange a home and lot in Grand Rapids worth from \$1,000 to \$1,500. Address 114, this office. 235-1

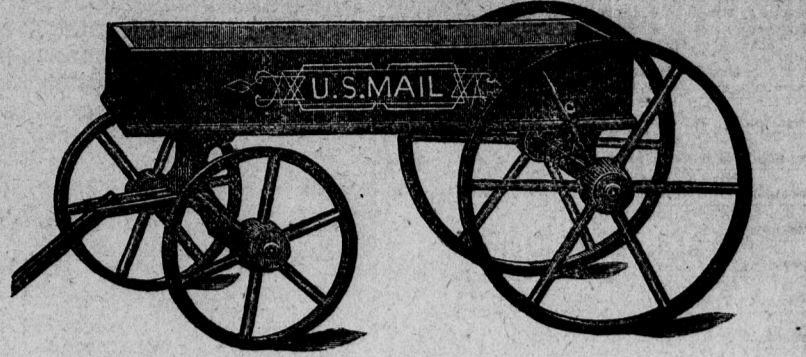
SALESMEN WANTED—INDUSTRIAL SIGNS AND AD-vertising novelties for spring now ready. immense sales and profits. For samples, catalogue, etc., enclose stamp. Sims, Jackson & Co., Washington, D. C. 235-1

WANTED—1,000 MORE MERCHANTS TO ADOPT OUR Improved Coupon Pass Book System. Send for samples. E. A. Stowe & Sons, Grand Rapids. 235-1

EXCELLENT OPENING FOR THE DRY GOODS BUS-iness. A clean stock for sale that will invoice about \$12,000. Live growing manufacturing town of 4,000 population in Central Michigan, drawing trade from a large radius of rich, thickly settled farming country. Two leading railroads. Good trade established. Have always done a good paying business. Best of reasons for selling. Address 112, this office. 235-1

A RARE OPPORTUNITY FOR CLERKS—WE WANT a resident representative in every town and city to sell the introduction and sale of the best selling article on the market. No competition. Sell in every store, office and home. Big profits. Quick returns. Business permanent. Will not interfere with present employment. Enclose 4 cents postage for free sample, terms and full particulars. The Nichols Mfg. Co., Onalaska, Wis. 235-1

H. LEONARD & SONS,
134 to 142 Fulton Street,
GRAND RAPIDS, - MICHIGAN.



BOYS' EXPRESS WAGONS.

No. X.	Size of box 10x20 inches, wheels 8 and 12 inches. Sold only in crates of 1 doz. each.	PER DOZ.
4 50		
No. O.	Size of box 12x24 inches, wheels 10 and 14 inches, curved wood axle, front wheels turn under, packed in crates of 1/2 doz. Sold only by the crate.	PER DOZ.

The Michigan Tradesman.

"SOUSE."

Written Especially for THE TRADESMAN.

"You see," began the bald-headed man, as he deposited four paper-covered books and a railway guide (which the news agent, in a fit of abstraction, had laid on the bald-headed man's lap) in the seat in front of him and motioned to the tall passenger to come over to him, "there ain't any one of us but has had an adventure of some kind in his lifetime, and when it has all gone by, it sometimes seems impossible to trust that we could have been foolish enough to do this or that thing or event without knowing what might come from it. Now, about two—"

"Yes, sir, you're just right," chimed in a gray-whiskered old gentleman, who had his knees miraculously entangled in the cushion of the seat in front of him and who unfolded himself and leaned over, with his elbow on the bald-headed man's seat. "When I first started out, eighteen years ago, to sell crockery for the same house I am now with, I trusted people more than I did after my eye-teeth were out, so to speak. The very first trip I made, I started out with two old-fashioned valises filled with plates, glassware and cups, and the first town I made was Albion, Ind., over on the B. & O. Road. Well, sir, I got off the train and a young coon made a dive for my grips to carry them up to the only hotel the town afforded, and, as I trudged along behind him, I called out to him to 'be careful of those grips because they had glass in them.' Well, the lad turned around to ask me what I said and stumbled and down he went, grips and all! Great Scott! But you ought to have seen the ruins! Well, when I left Albion, I had six pieces left out of thirty-two, and two of the six were cracked. (That was before this 'crackle ware' came into general use, and it was a bad send-off.) I drove from Albion to Wakarusa with a young grocery drummer, and he got through his work before I did and, as we were to go on to Nappanee, he was in a terrible stew for me to hurry. Well, I got through at last, and he, sitting in the buggy in front of the hotel, called to me as I came across the street to hurry up. Well, there were four or five young ladies sitting on the porch of the hotel and, as I was younger and more foxy-looking than I am now, I came across as gracefully as I could but walking quite rapidly. Half-way across, I caught my foot on a little post set in the street. Up went my hands, grips and all, and down I came on my face, ker-smash! Crockery samples? Well, don't mention it! I used cuts and photos from that time out." And the old gent, looking as relieved as one who had unloaded a weight, once more got his knees up on the back of the seat in front of him.

"Well, as I started to say, two years ago," said the bald-headed man, "I got caught in a snow storm on that little jerk-water road that runs from Lawton to Hartford, and when we finally pulled into Hartford we had missed our connection. I was headed for St. Joe, and it was a clear case of waiting until midnight or chancing a freight about six o'clock p. m. A through freight came along, and I persuaded the conductor to take me along as far as St. Joe, on account of a 'sick relative.' Nine miles from Hartford, at Coloma, we were obliged to side-track to let another freight go by. It was snowing furiously and blowing forty miles an hour and, after laying on the side-track nearly an hour waiting for the other train, we found that we were stuck fast. Well, I was hot, you bet, and so I went up town to the old rookery they call a hotel, and made out as best I could for all night. For supper we had boiled potatoes and souse, and, after reading all the back-number papers that lay around, I marched off to an 8 x 10 room, with a corded bed and a straw pillow. Could not get to sleep to save me. Thought of first one thing and then another, and finally began to count 100 backward. No good. Just as soon as I began to nod, I would realize that I had lost my count and be startled into full wakefulness again and have to begin over. All of a sudden, I noticed that the wind was raising, and it seemed as if the old house would be shaken from its very foundations. Then it took on a rocking motion, and, jumping out of bed, I ran to the window, rubbed off some of the frost and, to my horror, discovered that we had broken away from dry land and were on the lake, floating about at the mercy of the wind! Well, the way I hustled into my clothes was a caution! I hurried down stairs, and there, sitting on a table in the dining room, were three of my old school-mates playing pedro. I tried to explain to them what had happened, but one of them said something about 'letting dull care go to the dogs' and invited me to join them. Well, we sat down, and the second hand that was dealt the table began to widen out and the man in front of me began to contract and expand, just as you see balls and things do when you have the fever. Pretty soon, one of them accused me of dropping a pedro on the floor, and he up and fetched me a crack on the head. I saw big stars and little ones and round moons and oblong ones, and when I opened my eyes I was in Barnes' store at Hartford and was just opening up my grip, when I knocked a fancy cup from the counter with my elbow. Barnes wanted pay for the cup and I wouldn't ante up; so we got into a quarrel, and I made a pass at him, and hit him in the stomach, when, to my utter astonishment, instead of doubling up and gasping, he grew about ten feet high and started for me with a poker. Well, I ran—

ran like a whitehead—down the street to the railroad and down the railroad toward Bangor, and just about where the Narrow Gauge crosses the West Michigan the ground gave away under me and down I went. Must have been nigh onto a hundred feet! Oh, how my stomach felt! Such a queer, sinking sensation! Down, down, down, and then, as I neared bottom, I found an old friend who had long passed away from earth coming down along-side of me! I wasn't a bit afraid. It seemed quite natural to see him, only he carried his head in his left hand. Pretty soon, I was on solid ground, having come down with a terrible thump that started every bone in my body. There I was in Remington's store in Bangor, standing just as unconcerned as you please, my old friend, with his head in his hand, beside me, and George Remington didn't seem a bit surprised, either! I opened up my samples, and George appeared to like the goods and the prices. We talked carload, I gave him bed-rock prices and, finally, he said:

"Well, open up your order-book." I did so, tickled to think that after so much trouble and adventure I was to get a good fat order, and he then said:

"You can send me nineteen carloads of those gum-drops, assorted colors, blue, green and scarlet."

The biggest order I ever got! Gentlemen, I was a terribly disappointed man when the infernal landlord of that hotel at Coloma knocked at my door and awoke me before I had that order booked. LEO. A. CARO.

SAFES!

Anyone in want of a first-class Fire or Burglar Proof Safe of the Cincinnati Safe and Lock Co. manufacture will find it to his advantage to write or call on us. We have light expenses, and are able to sell lower than any other house representing first-class work. Second-hand safes always on hand.

C. M. GOODRICH & CO.,

With Safety Deposit Co., Basement of Wid-
dcomb Bldg.

"CANDEE"

Rubber Boots
WITH
DOUBLE THICK BALL.

Ordinary Rubber Boots always wear out first on the ball. The CANDEE Boots are double thick on the ball, and give DOUBLE WEAR. Most economical Rubber Boots in the market. Last longer than any other boot and the PRICE NO HIGHER.

Call and examine the goods.

FOR SALE BY

E. G. STUDLEY & CO., Grand Rapids.

Jobbers of

Rubber and Oil Clothing of all kinds, Horse and Wagon Covers, Leather and Rubber Belting and Mill and Fire Department Supplies. Send for price list.

AN EXTRAORDINARY OFFER

TO ALL WANTING EMPLOYMENT.

We want live, energetic agents in every county in the United States and Canada to sell a patent article of great merit on its merits. An article having a large sale paying over 100 per cent profit, having no competition, and on which the agent is protected in the exclusive sale by a deed given for each and every county he may secure from us. With all these advantages to our agents, and the fact that it is an article that can be sold to every household, it might not be necessary to make "AN EXTRAORDINARY OFFER" to secure good agents at once, but we have concluded to make it so show, not only our confidence in the merits of our invention, but in its salability by any agent that will handle it with energy. Our agents now at work are making from \$150 to \$200 a month clear, and this fact makes it safe for us to make our offer to all who are out of employment. Any agent that will give our business a thirty days' trial and fail to clear at least \$100 in this time, ABOVE ALL EXPENSES, we return all goods unsold to us and we will refund the money paid for them. No such employer of agents ever dared to make such offer, nor would we if we did not know that we have agents now making more than double this amount. Our large descriptive circulars explain our offer fully, and these we wish to send to everyone out of employment who will send us three one-cent stamps for postage. Send at once and secure the agency in time for the boom, and go to work on the terms in our extraordinary offer.

Address at once, NATIONAL NOVELTY CO.,
514 Smithfield St., Pittsburgh, Pa.

Whips.

The best whips in the world, made in all grades, Buggy, Carriages, Cab, Team, Farm and Express.

CURTISS & DUNTON,

Everything in the Paper Line.

Rockfalls, Childs, Sterling, Economy,

W. & T. PURE JUTE MANILLA.

GENERAL WOODENWARE,

OIL CANS—GOOD ENOUGH.
PEEK-A-BOO,
CONGRESS.

AXE HANDLES, BASKETS,
CLOTHES BARS, BRUSHES,
LINES AND PINS, MOPS,
TUBS AND PAILS, BOWLS,

Everything in the Woodenware Line.

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.

P. STEKETEE & SONS,

JOBBERS IN

DRY GOODS,

AND NOTIONS,

88 Monroe St.,

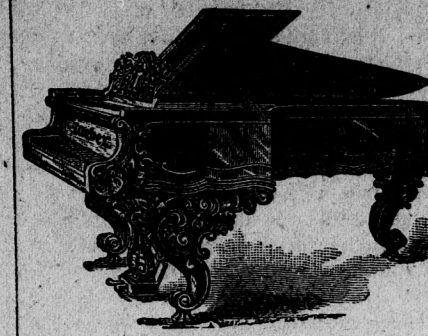
AND 10, 12, 14, 16 AND 18 FOUNTAIN STREET.

GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers
American and Stark A Bays {A Specialty.

WEBER

Grand, Square and Upright Pianos.



The Weber Piano is recognized beyond controversy as the Standard for excellence in every particular. It is renowned for its sympathetic, pure and rich tone combined with greatest power. The most eminent artists and musicians, as well as the musical public and the press, unite in the verdict that

The Weber Stands Unrivaled.

Sheet music and musical merchandise. Everything in the musical line.

Weber Pianos, Fischer Pianos,
Smith Pianos, A. B. Chase Organs,
Estey Organs, Hillstrom Organs,

JULIUS A. J. FRIEDRICH,

(Successor to Friedrich Bros.)

30 and 32 Canal St., Grand Rapids, Mich.

DETROIT SOAP CO.,

DETROIT, MICH.

Manufacturers of the following well-known Brands

SOAPS

QUEEN ANNE, MOTTLED GERMAN,
MICHIGAN, ROYAL BAR,
TRUE BLUE, SUPERIOR,
CZAR, MASCOTTE,
MONDAY, PHENIX,
WABASH, CAMEO,
AND OTHERS.

For Quotations address

W. G. HAWKINS,

Lock Box 173, GRAND RAPIDS, MICH.
Salesman for Western Michigan.

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.

The Standard of Excellence KINGSFORD'S

Oswego

PURE AND

"Silver

"Pure"



Gloss"

STARCH.

Kingsford's Oswego CORN STARCH for Puddings, Custards, Blanc-Mange, etc.

THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME!

ALWAYS ASK YOUR GROCER FOR THESE GOODS.

OUR MANUAL OF EVERYTHING FOR THE GARDEN



is this season the grandest ever issued, containing three colored plates and superb illustrations of everything that is new, useful and rare in Seeds and Plants, together with plain directions of "How to grow them," by PETER HENDERSON. This Manual, which is a book of 140 pages, we mail to any address on receipt of 25 cents (in stamps.) To all so remitting 25 cents for the Manual we will, at the same time, send free by mail, in addition, their choice of any one of the following novelties, the price of either of which is 25 cents: One packet of the new Green and Gold Watermelon, or one packet of new Succession Cabbage, or one packet of new Zebra Zinnia, or one packet of Butterfly Pansey, or one packet of new Mammoth Verbena (see illustration), or one plant of the beautiful Moonflower, on the distinct understanding, however, that those ordering will state in what paper they saw this advertisement.

PETER HENDERSON & CO., 35 & 37 Cortlandt St., NEW YORK.

BY A COUNTRY MERCHANT.

Written Especially for THE TRADESMAN.

Lucky, indeed, is the man whose nature created with a calm, dispassionate and unemotional temperament. While a majority of his fellow beings are perennially engaged in exhausting their vitality, breaking down their nervous systems and curtailing their earthly sojourn, by unavailing worry, by useless brooding over real or imaginary troubles, by never-ceasing regrets over abortive ambitions and by chronic indulgence of fears for the future, our unemotional man takes the journey of life deliberately and calmly; climbing over obstructions without protest; enjoying himself when the path is clear without forestalling the possible obstacles in the distance; mounting the hills without pausing to determine their altitude, and forgetting or ignoring the thorns that pierce him and the nettles that sting him as soon as he emerges into an open space.

I say that this man is lucky, but, after all, I seriously doubt whether you and I would welcome a metamorphosis that would endow us with the same traits of character. He is lucky from his disposition, as the goose is lucky because of her covering. The storms of adversity in the one case and the actual storms in the other fail to penetrate the coating which nature has given to each; but if either the man or the goose had ever enjoyed the privilege, which you and I have enjoyed for years, of grumbling, growling, fault finding, worrying and expostulating and the comfort we have derived in prophesying dire disaster and future unhappiness, they could neither be considered lucky.

The man who never "loses his head," under any circumstances, is the *rara avis* of the human flock, but you and I have seen him and known him and marveled at the extraordinarily comatose condition of his nervous system. He is not, necessarily insensible to the ties of affection or friendship. He may have in some remote quarter of his heart a warm spot for his family and acquaintances. He may appear, but may not be, indifferent to the sorrows and afflictions of others. He may have concealed about his anatomy a maximum assortment of the cardinal virtues, but he never gushes, never gets excited, never loses his balance and has a curb bit on all the human passions, and, until we study him and know him, we are very liable to classify him very erroneously and incorrectly.

Among all the numerous causes for sudden excitement, among the excitable, a fire in a community without adequate fire protection probably occasions the most commotion, and on such an occasion it is interesting to note the conduct of the non-emotional man. While dozens, or, perhaps, hundreds, of his neighbors are rushing frantically and, perhaps, aimlessly around the streets, yelling themselves hoarse and, like a Chinese army, endeavoring to intimidate the enemy with noise and gesticulations, the n-e fellow calmly slips on his rubbers and overcoat, walks deliberately to the scene of action and "size up" the situation at a glance. If fighting will avail, he knows it, and his fighting qualities are put into requisition; if he determines otherwise, and his own property is seriously endangered, it is speedily but quietly put into shape to save every dollar possible.

Occasions of this nature are eminently calculated to illustrate the attitudes and depressions of the human emotional thermometer. I remember of hearing or reading, a long time ago, of an individual who, while dressing for his daily avocation, happened to notice that the roof of a neighbor's house, on the opposite side of the street, was showing signs of a speedy conflagration. After completing his toilet, he walked leisurely across the road, rang the bell, and, after a few moments, a servant girl appeared at the door.

"Who resides here?" asked the calm man.

The girl gave him the name.

"Is he at home? Yes! Well, will you kindly inform him that I would like to see him a moment?"

In about a couple of minutes the proprietor appeared and the unemotional man observed:

"Mr. —? Yes! Well, excuse me, sir, for speaking to you without the formality of an introduction, but, as your house is on fire, I—"

As nearly as I can remember, the anecdote described the owner of the endangered property as exactly the reverse of the gentleman who brought the information of the disaster, and I think it was related that, before his dwelling went up in smoke and ashes, he distinguished himself by throwing his mother-in-law out of a second-story window and carrying a feather bed safely down the stairs and out into the street.

Probably war and politics bring out the strong points of the undemonstrative person's character more effectually than anything else. I am very well satisfied that if General Grant had been created with an excitable disposition and effusive manners, they would not, at the present time, be engaged in taking the preliminary steps for the erection of a half-million dollar monument; and if the present President of this country had spent the hours that intervened between the

election, and the final announcement of its result in nervously pacing the floor, wringing his hands and anxiously inviting the opinion of every caller, you and I might, to-day, belong to that body of our fellow citizens who affect to regard him as little more than an executive imbecile.

In active life, a comatose condition of the nervous system is especially desirable, and I have seen the time when I really envied those possessing it. During the Siege of Savannah, in the latter part of '64, a party of six or seven of us were one day, as we supposed, safely sheltered from danger under a "bomb-proof" of logs and dirt. Some of us were playing cards, one or two reading, and one party who acted in the dual capacity of a soldier and newspaper correspondent was busily engaged in writing. The shells and solid shot shrieked around and above us, but the noise was too familiar and commonplace to excite attention or remark; but, suddenly, in apparent defiance of all rules of gunnery or gravitation, a projectile from "the Swamp Angel" (a hundred-pound gun immediately in front of us) struck our roof and knocked our shelter into dust and kindling wood in a fraction of a second. The commotion had hardly subsided and a half-dozen of us were still hugging the earth with tender affection, when the correspondent, who had

not stirred an inch from his former position, drawled out:

"Did you ever hear of Junot at Toulon, boys? If I hadn't been writing with a pencil, and an American Napoleon had happened to be present on this occasion, I'd order a pair of Major General's shoulder straps early in the morning."

The non-emotional man is to be envied or pitied. If his intellect is leaden, his perceptive faculties dormant, if he is, in fact, as is very often the case, a "human clam," you and I would willingly exchange his society for that of a garrulous and excitable crank; but if, on the contrary, he is intelligent, clear headed and broad minded, his constitutional calmness and marvelous power of self-control give him advantages over the majority of his fellow men by which he rarely fails to profit.



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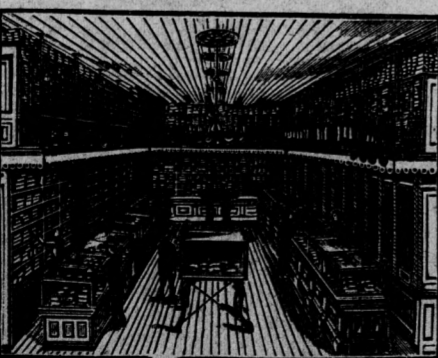
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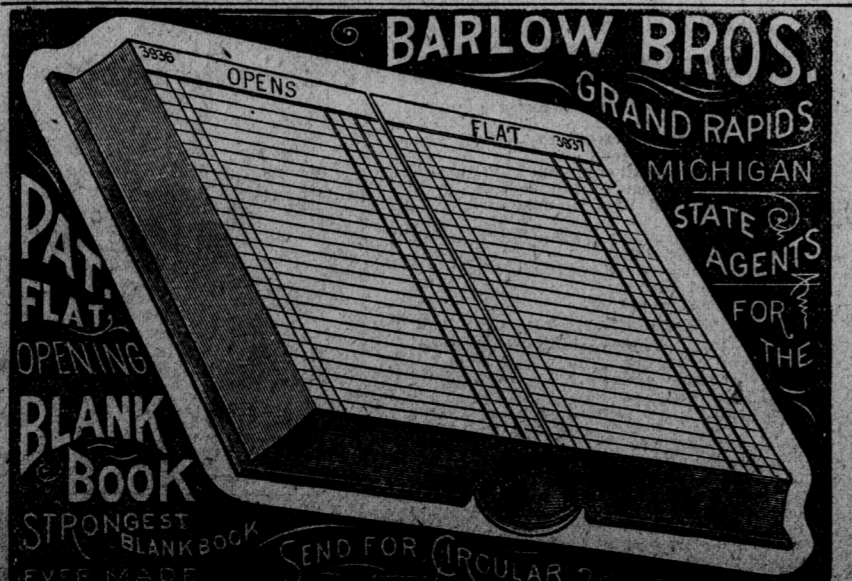


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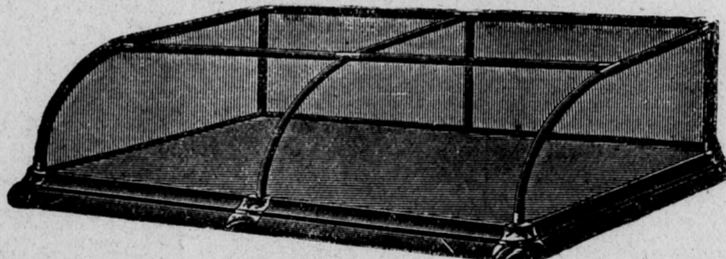
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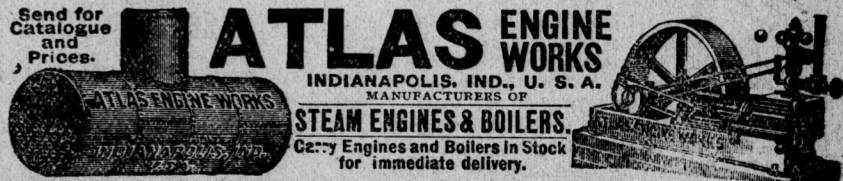
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HIS FIRST TRIP OUT.

Written Especially for THE TRADESMAN.
DETROIT, March 1, 1888.
EDITOR TRADESMAN—As you may very easily see by the name of this town, I am in old Michigan once more. I arrived here last night, and thus far have had no fear of the "we-never-sleeps" of Badwhisky. I met the sheriff of the county in which that town is located on the train last night. He didn't recognize me and told me that he had been looking everywhere for me, but had now given up the search, as they had decided that I had been swallowed up in the vote on local option, which had occurred the next day after my disappearance. He even went so far as to assure me that my remains had been found in the ballot box at one of the polling places and identified. I decided immediately that that county had gone "wet" by a large majority.

I received a cold and formal letter from the house at this point. It is not very often that I am cut to the quick, but when I read the 10-degree-below-Dakota cruelty of this letter I felt that my lot in life was indeed hard. The message which lacerated me is as follows:

Mr. B.—You have now been out nearly five weeks, and the only orders you have sent in have been three sight drafts for \$50 each—expenses. We are a very benevolent firm, and simply run this business to enable impecunious young men to travel at our expense. We have decided, however, that the cold climate of the Upper Peninsula is apt to give you consumption. Therefore, if you have no orders to send in this week, come home. It will be better for you and cheaper for us to give you a pension here.

Yours in hopes,
SHORTAGE, LIGHTWEIGHT, ST. O. & CO.
It begins to dawn upon me that this letter is very much mineralized—in fact, there is a large vein of irony in it, and when I have leisure I shall take up a claim on it and sink a shaft.

This morning I started out with determination to sell goods oozing out at every pore. As I walked at a brisk pace (about four miles a week) up the street, I saw a sign, "Groceries and Undertakers' Notions," staring at me from over the door of a small building on a corner. The sign was a trifle ambiguous, but I suppose its owner meant well. As I entered the store, the proprietor was busily engaged in emptying the contents of several packages of Campbell's coffee into an old can on the counter, and, as soon as he had stenciled the words "Pure Java Coffee, 60 cents per pound," on the can, he accosted me very pleasantly. I talked about the weather and other matters of National importance, and finally led up to my business. I asked him if there was anything he was short of in the grocery line.

"No, sir; I've got the biggest stock in this town! Why, I've just got in a case of tomatoes, a box of soap, a gross of half-gallon jugs and a barrel of the finest, high-proof cider vinegar to go with 'em you ever saw!"

I was quite curious to know why he carried such an enormous stock of jugs and vinegar "to go with 'em," and, therefore, asked him to explain it, if agreeable to him.

"Well, you see, it's like this. The country's just gone 'dry,' and all the saloons will be shut tighter'n a temperance lecturer. Now, I am a man of enterprise, if I do say it; and so I got these jugs, ordered a barrel of the best whisky in the market, had it labeled 'Cider Vinegar,' and when any of my neighbors want a little clarified 'goose-eye,' why, all they've got to do is to give me the wink and \$4, and get it. But, say, don't give it away, for, if you do, I'll see that you go out of this town in a trance! Do you assimilate?"

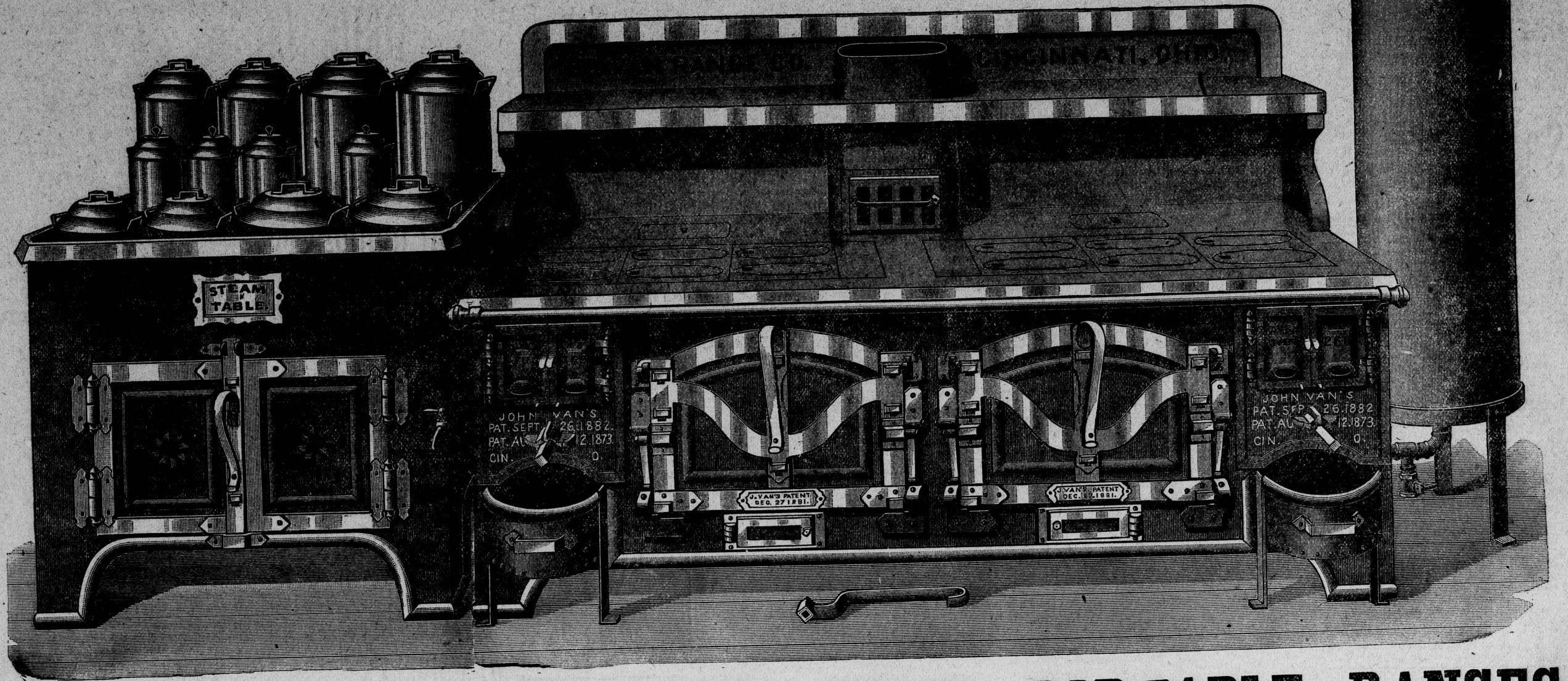
I understood. And, while he had been talking, a brilliant scheme entered my brain whereby to get a big order out of him.

"Mr. Gincluh," said I, "that scheme may work for awhile and no one get on to it; but, you'll find, in the long run, that it's best to confine it to a trusted few. Now, down in the southern portion of the State, we are a little more advanced on this subject, and know the pressing needs of the honest man who can't procure a license and doesn't want to. Now, our folks have got up a patent 'Absorber' for just such emergencies. With every two hundred dollar order, paid in advance, we send you a 'Patent Lung Tester.' It is a square box, holding about four gallons, copper lined, and is fastened with a Diebold time lock. On the top is a dial with pounds marked on it, and you work the indicator with a secret knob from the rear. Attached to the box are four rubber tubes, each about two feet long, and on the end is a narrow opening, with the legend over it, 'Drop in a quarter and test you your lungs.' You fill the box with whatever the majority of your customers prefer. The man drops in his quarter and places one end of the tube in his mouth. At this juncture, you press on the knob, and, by so doing, a drink is sent into the man's mouth through the tube, the indicator moves and you announce the result. If a 'spotter' tackles one of the tubes, you press a knob on the opposite side which sends a current of electricity into his system and kicks him four blocks down the street. You will find that your customers will vie with each other in enlarging the capacity of their lungs and your bank account. Can I take your order?"

"Mister," and a look of happy exultation chased around his mouth while his eyes teed in, "just wait a minute 'till I mortgage my stock and the order is yours!"
I have just sent the order to the house by wire, as I know they feel worried about me, and I leave here on the next train.
Yours, full of schemes and one order.
F. O. B.

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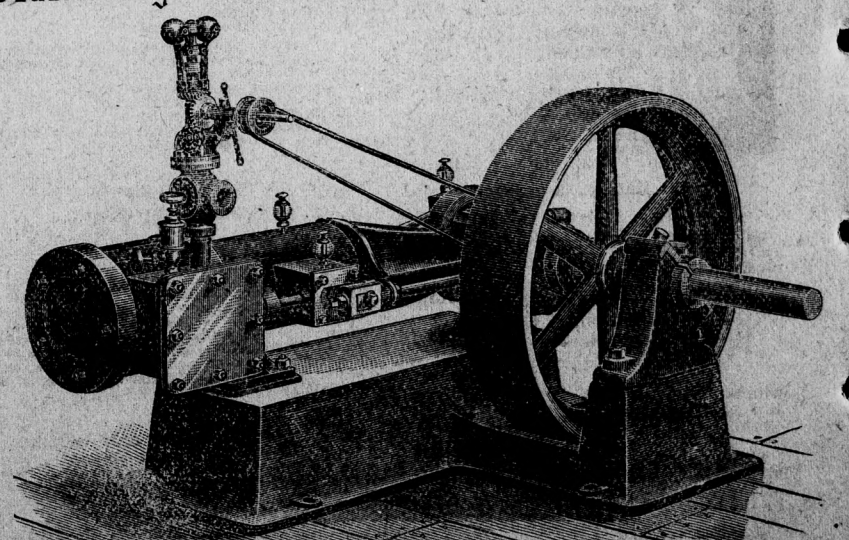
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