

The Michigan Tradesman.

VOL. 5.

GRAND RAPIDS, WEDNESDAY, APRIL 25, 1888.

NO. 240.

ESTABLISHED 1866.
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Jeweler,
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HYDE.

Written for THE TRADESMAN.

"Sam," remarked my employer to me one evening, shortly after the curtains had been drawn upon the business of the day and I had extracted a fragrant weed from the cigar case and was in the act of lighting it, preparatory to my usual nightly rest of a few moments, ere going home for the night, "Sam, there's some very crooked work going on in this town. Biggs told me, this afternoon, that he had taken no less than ten dollars in bogus money—from a dollar down to a nickel, in specie—during the last week, and he swears it is made right under our noses."

"Well," said I, as I got a fresh grip on the counter with my feet, "I had no suspicion there was any of the 'queer' floating around loose in this little one-horse town. I wonder if I've got stuck on any?" And, as I spoke, I went to the cash drawer, from which the day's receipts had not yet been removed, and began to examine its contents, hardly expecting to find what I sought.

"I'm lucky, at any rate," I continued, as I finished my examination. "Every piece in the till is as good as wheat, and I'll watch closer, hereafter."

"Don't you be so sure, Sam," said Mr. Elroy, with a quizzical smile on his face. "If I'm not awfully mistaken, you've got a counterfeit silver dollar, and two fifty cent pieces in that drawer. I was examining the change before supper, and they were there at that time; but they are such confounded clever imitations that they would never be suspected if not looked at very closely and weighed. I don't wonder you took them. I should have done so, myself, had I not been informed they were in existence. Here, Sam, I'll show you," and Mr. Elroy went to the drawer, took out a silver dollar and two half dollars, after some examination, and held them out to me. Sure enough, they were bad; but such close imitations of the genuine that, had Mr. Elroy not pointed out to me the defects, I should have taken them to be perfectly good under any circumstances.

The little town of Smithfield was the last place under the blue vault of heaven where one would expect to find a counterfeiter, and the words of Mr. Biggs, Mr. Elroy's competitor in trade, that "it's made right under our noses," seemed to me to be the exaggeration of one naturally suspicious of his neighbors.

I had been in the employ of Mr. Elroy, as clerk in his general store, nearly five years, and had come to be looked upon by him almost in the light of a son. True, I had been faithful to his interests and had spared neither labor nor pains to make myself useful; but employees are not always rewarded with the confidence and esteem of those who enable them to earn the bread of life, and in my case I felt extremely grateful to Mr. Elroy and his estimable wife for their consideration.

Upon my shoulders, during the five years I had been in Mr. Elroy's store, had rested the burden—pleasant to me—of a mother's support, by the sudden death of my father in a logging-camp, where he acted in the capacity of foreman. It had been impressed upon me by my father that my pathway in life lay through the dusty lanes of commerce and, accordingly, my education up to the time of my father's death, had been shaped with this end in view. Therefore, at the time of our sad bereavement, I was qualified to take the minor position with Mr. Elroy so kindly offered by him upon learning of our destitution.

A few months previous to the discovery of the counterfeit money in circulation, my thoughts and course of life had been interrupted and directed into a new channel by a fair maiden who, with her parents, had come to reside upon a little farm near the village. The girl was as beautiful as one could wish, but her parents were the most villainous, ill-favored, rough-looking characters that had ever disgraced this respectable neighborhood with their presence. From the first, these vagabonds, as my mother called them, were shunned by their neighbors and looked upon as birds of evil omen. This mistrust of the girl's relatives by everyone, and my own mother especially, together with a lack of worldly possessions sufficient to support a wife, had, hitherto, been the chief obstacles in the way of my obtaining the desired end.

To take up the thread of my story, the developments of the day following the discovery of the counterfeit money were such as to confirm me in the belief that Biggs was right in regard to the manufacturers thereof being residents of Smithfield.

A gentleman came into the store during the forenoon and was closeted with Mr. Elroy for some time. As the stranger left the store, Mr. Elroy remarked:

"Sam, there's going to be some startling developments in connection with this counterfeiting. That fellow who just left is a detective, and he offers a reward of \$1,000 for the arrest of the guilty parties. Chance for you, Sam, if you're smart."

This set me to thinking. Here was an opportunity vague and doubtful, it is true, but still a chance, for me to realize the snug sum I had fixed upon as enough to give me

sufficient start in life to warrant taking up on my shoulders the responsibility of a family. But how could I hope to win it, tied up, as I was, in the store all day? The more I thought it over, the less hopeful I became of getting the reward; but I determined to watch for the slightest clue and to say nothing of my resolve.

Two or three days passed with no event of any import, and, although I had kept close watch of the money received, no more of the "queer" was offered to me.

One afternoon, during a lull in trade, old man Hyde, the father of the girl I hoped to wed, came slouching through the door, about half drunk, his normal condition.

"Gimme half a pound of terbacker," said he, as I turned toward him.

I reached him the desired article and, as he tendered me a new silver dollar in payment, he remarked:

"I heard they was passin' 'queer' stuff 'round town. One feller tole me they was a reward fer the man as ketched them that's shovin' it. Is that so?"

I told him that, to the best of my knowledge and belief, it was as he had heard.

"Wall, I jest wish I had a bushel of the d-d stuff! I wouldn't scruple to pass it."

I put the dollar in the till, gave the man his change and he slunk out of the store, muttering to himself about "them d-d detectives!"

It had become a habit with me to examine every piece of money I received, and I mechanically did so with the dollar Hyde had given me. It was a counterfeit and, on examination, I found it to be an exact duplicate of the one Mr. Elroy had discovered! Then the remembrance of the man's drunken maudering flashed upon me, and I began to wonder if it could be possible that Hyde was the man the detectives wanted. But, pshaw, that could not be! Hyde had n't brains enough to do such fine work, and, besides, he was as poor and lily clad as possible, seeming to be hardly able to make both ends meet, while a successful counterfeiter would naturally have good clothes and present an opulent appearance.

Notwithstanding all my reasoning and arguments against the probability, I could not get it out of my head that Hyde was the man wanted. However, I determined to keep my weather eye open and await developments.

The next morning, as I was arranging some goods upon the shelves, the object of my matrimonial intentions, Martie Hyde came in and, after some desultory conversation between us, the young lady asked for some sugar. I weighed out the desired amount and she gave me a silver dollar in return. I gave her the change and she went out. My heart throbbed painfully as I took the dollar from the drawer to make my usual examination. I had made up my mind that, if this dollar Martie had given me was spurious, Hyde was the man responsible for the counterfeiting, and I dreaded making the discovery. I will confess that my hands trembled and I became suddenly dizzy as I saw that the dollar was counterfeit, like the others!

The next day but one, I asked Mr. Elroy for a week's vacation. It was readily granted, and I set off, ostensibly on a hunting trip. First going to the sheriff of the county, an old family friend, I readily obtained a warrant with the name left blank and a deputization, after informing the sheriff of the use to which I intended putting it. With a rifle on my shoulder and a revolver in my pocket, I started out. Taking a course sufficiently far away to avert suspicion, I made a detour of Hyde's small farm and took my steps to the rough cabin of an old hunter, who lived by the accuracy of his aim and seemed to enjoy life immensely in the woods. His cabin was located nearly two miles from Hyde's farm, in the heart of the forest. Old John was sitting placidly smoking his pipe and cleaning his gun. I broached my plan to the old man and offered him half of the reward if he would help me and we were successful. Old John took his pipe out of his mouth and eyed me sarcastically for a moment.

"See here, lad," he began, "ha'n't I ben a fren' to you ever sence you was knee-high to a toad? An' didn't I dandle ye on my knee when ye warn't bigger'n a wood-chuck? An' now ye offer me money to help ye clean out a set o' rascals I'd be willin' to give ten dollars to see hung! Wall, of that ain't the cheekiest! See here, boy! You jest go ahead an' lead the way an' I'm with ye! But I won't tech a cent! Nary red!"

And so it was agreed. That night, about ten o'clock, old John and I started out on our risky errand. As we approached the old weather-beaten house occupied by Hyde, there was no sign of life. Creeping cautiously around to the rear, a window was found slightly ajar. We knew that if Hyde was innocent we were laying ourselves liable to a term of imprisonment for housebreaking, but we took the risk, shoved up the window and crawled in. The room was vacant, but in an inner room a candle burned dimly upon a stand. Sitting beside the light was Martie, busily engaged with some coarse sewing. I advanced cautiously to the door, keeping John to the rear.

"Martie," I whispered, "don't speak, but come here."

The girl nearly jumped over the table in her fright, but she made no sound and did as I asked.

"Why, Sam!" she exclaimed, under her breath, "what on earth are you here for at this time of night? If my father knew you were in the house, he wouldn't hesitate to kill you! Please go, for my sake!"

"Where is your father?" I asked.

"He—he's gone to bed."

I noticed the hesitation in her reply, and at once determined that it was not the truth and that Hyde was engaged in his nefarious business somewhere about the house.

"Martie," I whispered, "tell me where your father is. I have proof that he is a counterfeiter, and I am here to arrest him! I will guarantee you perfect safety if you will tell me, and no one shall harm you or know that you were the means of his discovery."

"Oh, Sam!" exclaimed the girl, as she clasped her hands around my arm in her excitement. "I dare not tell! He said he would kill me if I did, and I am sure he would. My sister helped get him arrested once. He got off some way, and she disappeared soon after and has never come back. I believe he killed her! I wish I dared tell, for I am sick of this horrible life!"

I soothed the girl and calmed her fears, and she finally showed us the way to the cellar. Hyde had a confederate, so Martie told us; but they were both unarmed, not expecting a surprise, and we knew we could capture them easily. Leading us silently down a dark flight of stairs into room where a light burned feebly upon a shelf, Martie pointed out to us a door, made of solid oak and heavily barred with iron.

"Wait a moment," whispered Martie, "and I will give them a signal."

As we drew our revolvers, Martie spoke the word "Open!" and the counterfeiter were revealed.

Hyde and his confederate were powerful men and nearly overpowered us. Somehow, in the melee, a revolver was discharged and Hyde sank to the floor gasping for breath. The other man was soon secured, and then we had time to examine our capture. It was a valuable one. The room, about ten by fourteen feet in size, was filled with implements for making bogus coin—molds, furnace, dies, machines for milling and in a corner was a heap of shining metal, evidently used for melting.

We carefully bound his confederate and carried Hyde to the upper rooms. The bullet had evidently made a fatal wound. Hyde was gasping and struggling for breath and motioned for water. He regained his voice and gasped:

"I'm done for, but I must say just one word before I die and make what little restitution I can. Martie," and the dying man looked into the girl's eyes as if he would read his fate there, "Martie, you ain't my gal no more'n you're the daughter of that old hag I call wife. Yer mother died in our house when you were about two—" The effort was too much for the dying man; his throat contracted painfully once or twice and his soul went to meet his Maker.

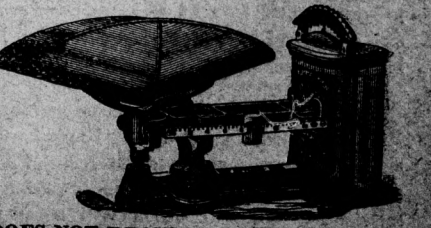
Hyde's confederate was sent over for a long term of years. I received the reward offered and the commendations of the officer who made it. He offered me a position in his service as a detective, but I preferred mercantile life with Martie as a life partner.

RELLUF.

Rights of Mercantile Agencies.

A closely contested libel suit that involves the right of a mercantile agency to send out derogatory reports recently occupied the attention of Judge Barker and a jury in the Boston Superior Court for ten days. The plaintiff was George J. Raymond, a well-known dealer in small wares, and the defendant the E. Russell & Co. Mercantile Agency. The damages were placed at \$75,000. In 1882, in response to inquiries of subscribers, the agency made unfavorable reports regarding the credit and business standing of the plaintiff, alleging that he was about to fail. The judge instructed the jury that it was not strange that such establishments should come into existence, and the inquiries made by their agents were the same as if made by the principal, and if honestly and conscientiously made are privileged. Proper care must be used in the selection of agents and in the collection of information, and the truth of the reports sent out must be honestly believed. Rumors must be communicated as rumors, and there must be no coloring by the persons sending them out, and there should be no spite or ill will felt toward the persons in regard to whom the information is furnished. The jury, after being out twelve hours, brought in a verdict for the defense.

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For Sale by
HAWKINS & FERRY, Grand Rapids.
HOSKINS & CO., E. Jackson
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The Michigan Tradesman.

Development of American Dairying.
 When the early settlers of New Amsterdam drove their milk cows home at evening along the tortuous paths of Manhattan Island, an Arabian Night's tale would not have seemed more incredulous to them than a vision of the stately butter and cheese commission houses that now line the busy thoroughfares of modern New York. The same kind that had once flourished on the nutritious herbage of the Netherlands and the low countries, while wandering at their own sweet will in this island colony, marked out some of the principal streets of America's metropolis. It was here that American dairying had its birth on a humble scale and in a primitive manner, probably; but all things were primitive in those days and all great enterprises have humble beginnings. The sturdy Dutchmen, with their flocks and herds, crept up the Hudson, and under the very shadow of the wigwams of the Five Nations turned their cattle loose on the Mohawk flats. The frugal wives of these brave Knickerbockers here found their butter just as golden and their cheese as rich and mellow as their skill had formerly produced under the dykes of Holland, and thus this ancient and honorable industry, nourished lavishly by a rich and productive country, moved, like everything else progressive, steadily westward. As the temperate zones contain, and always will contain, the most enlightened and intelligent people on the earth's surface, it necessarily follows that every by-path of trade or improvement from which flickers the least ray of hope is soon developed by them into the broad avenue of success. The dairy products of this country will probably always find a steady and lucrative market in the manufacturing districts of Western Europe, for unlike the wheat growers of the Northwest, the dairymen of this country have no fear of competition with the penny labor of India or Russia. It is true that in the southern hemisphere, Australia and the Argentine Republic, some attention has been paid to dairy advancement in connection with stock-raising, but we of the North have little to fear from our southern brethren in this regard, for while the St. Lawrence basin and the Upper Mississippi valley are natural dairy regions, the South American pampas and Australian bush plains must always remain better adapted to the production of beef and hides. Here in the United States the future magnitude of the dairy industry cannot be foreseen or estimated. We know that we possess a vast area of the finest grazing land in the world, and in the border prairie states creameries and cheese factories are already infringing on the stock rangers' domain and Holstein milk cows feed side by side with beef steers. This country will always produce its own beef and have an immense surplus for export, but butter and cheese are necessary food staples, too, and their manufacture seems to be supplanting stock raising in portions of the Northwest.

While it is interesting to watch the progressive strides of this honorable branch of husbandry in other states, we of Michigan will find it the most profitable to carefully study its different phases, that its general tone may be improved and its value enhanced. The natural and climatic conditions of this great State are peculiarly fostering to the industry under discussion. We have excellent grass land, streams and rivulets of cold crystal water flowing in every direction, and a climate that for healthfulness and vigor cannot be surpassed in the union. Where mankind is healthy, animals must necessarily be. Perhaps many think because the southern counties now produce the bulk of the milk flow, and the magic name of "Lenawee" chaperons Michigan cheese to the open markets of the world, that north of the forty-third parallel dairying in this State will never amount to much. To all such skeptical people let me say that the inhabitants of Northern Michigan are there to stay and, now that lumbering is on the wane, men are turning to the cultivation of the soil, and with the best of success, too. Clover and timothy grow rank and green on thousands of acres in every northern county where five years ago no sound broke the solitude of the primeval forest. Although the growth of our portion of the State has been retarded in years back, its advancement is now rapid and its complete development is fully assured. A good grass country implies a good dairy country. Hay and potatoes go together, and we possess the finest hay and potato region in America. Sportsmen from the southern counties who a few years ago followed the bay of their deer hounds through the tangled thickets of our new counties would now find the old runways intersected with meadows, pastures and ploughed fields. Creameries and cheese factories are being talked of from Big Rapids northward to Mackinaw, and in the older settled portions their need is most urgently felt by the farming community. A prominent flouring mill man of Big Rapids, who owns a large farm near that city, talks of opening a factory for his own accommodation in the near future. Nature has bidden in reserve the richest dairy region of the Wolverine State—a region which possesses the same characteristics as the milk producing sections of the Middle and Western States, with the hills and ledges laid out. The sturdy women of Northern Michigan are steadily increasing the milk

other portions of the State. It is not extravagant to predict or preposterous to assume that in the not distant future Antrim and Otsego county butter and Mecosta and Osceola county cheese will be favorably known in markets beyond the State. Success is the achievement of persistent industry.
 GEORGE E. NEWELL.
 Ashton, April 1, 1888.

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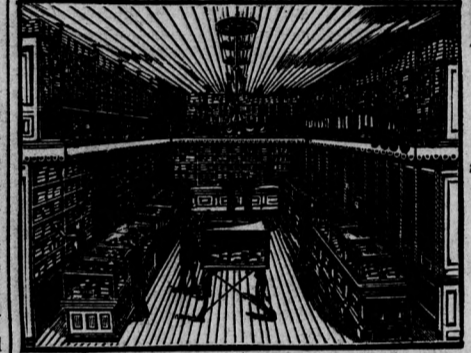
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 For Sale by all Jobbers at Grand Rapids, Detroit, Saginaw, East Saginaw and Bay City.

DILWORTH BROTHERS, Proprietors, PITTSBURGH, Penn.

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 If you want to put in a stock of Fishing Tackle and wish first-class goods and bottom prices, get our prices before you buy, as we have the largest and best stock in the State.

L. S. HILL & CO.,
 19 and 21 Pearl Street,
 GRAND RAPIDS, - MICH.

HESTER & FOX,
 Manufacturers' Agents for
SAW AND CRIST MILL MACHINERY,
ATLAS ENGINE WORKS
 INDIANAPOLIS, IND., U. S. A.
 MANUFACTURERS OF
STEAM ENGINES & BOILERS.
 Central 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.

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.
 GEO. E. HOWES. S. A. HOWES. C. N. RAPP.

GEO. E. HOWES & CO.,
 JOBBERS IN
Apples, Potatoes AND Onions.
SPECIALTIES:
 Oranges, Lemons, Bananas.
 3 Ionia St., GRAND RAPIDS, MICH.

DO YOU WANT A

 If so, send for Catalogue and Price-List to
HEYMAN & CO., 63 and 65 Canal St., Grand Rapids.

LION MOCHA JAVA ANDRIO COFFEE
WOOLSON SPICE CO. TOLEDO-OHIO.

LION MOCHA JAVA ANDRIO COFFEE
WOOLSON SPICE CO. TOLEDO-OHIO.

LION MOCHA JAVA ANDRIO COFFEE
WOOLSON SPICE CO. TOLEDO-OHIO.

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.

CLARK, JEWELL & CO.,
 Wholesale Grocers,
 HANDLE EVERYTHING IN THE PROVISION LINE.

Pork, Beef, Lard, Hams, Shoulders, Bacon, Sausage, Pigs' Feet, Canned Beef, Lunch Tongue, Potted Ham, etc.

RISING SUN BUCKWHEAT.
 Guaranteed Absolutely Pure.
 ORDERS FROM RETAIL TRADE SOLICITED.
NEWAYGO ROLLER MILLS,
 Newaygo, - Mich.

WM. SEARS & CO.
Cracker Manufacturers,
 Agents for
AMBOY CHEESE.
 87, 39 & 41 Kent Street, Grand Rapids, Michigan.

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.

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.

W. C. DENISON,
 GENERAL DEALER IN
Stationary and Portable Engines and Boilers,

Vertical, Horizontal, Hoisting and Marine Engines. Steam Pumps, Blowers and Exhaust Fans. SAW MILLS, any Size or Capacity Wanted.
 Estimates Given on Complete Outfits.
 88, 90 and 92 SOUTH DIVISION ST., GRAND RAPIDS, MICH.

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.

TENNIS SHOES!
 Glove Co. and "Candee"

OXFORDS.	BALS.
Men's, 80c	\$1.05
Boys', 75c	.99
Women's, 65c	.99
Misses', 60c	.90
Youths', 60c	.90
Child's, 60c	.90
Net.	

Mutual Co.
 OXFORDS. 68% a 83c
 Men's 60c 75c
 Boys' 55c 70c
 Women's 50c 65c
 Misses' 45c 60c
 Youths' 45c 60c
 Child's 45c 60c
 Net.

G. R. MAYHEW,
 WHOLESALE
 Boots, Shoes, Rubbers, Findings and Shoe Store Supplies,
Grand Rapids, - Mich.

WHOLESALE PRICE CURRENT.

The quotations given below are such as are ordinarily offered cash buyers, who pay promptly and buy in full packages:

Table of wholesale prices for various goods including Baking Powder, Cheese, Corn, Flour, and various oils and fats.

PROVISIONS.

Table of prices for various provisions including Pork in Barrels, Lard, Bacon, and various meats.

Latest and Best! INCREASE YOUR TRADE BY SELLING... Send Stamp for sample of the...



TRADESMAN CREDIT COUPON... the best and newest system on the market.

J. H. THOMPSON & CO., BEE SPICE MILLS, 59 Jefferson Ave., Detroit, Mich.

E. A. STOWE & BRO., Grand Rapids, Mich.

ALFRED J. BROWN, FOREIGN, TROPICAL AND CALIFORNIA FRUITS.

SEEDS! IF YOU WANT Medium Clover, Mammoth Clover, Timothy, Alsike, Alfalfa, Hungarian, Red Top, Orchard Grass, Blue Grass, Field Peas, Spring Rye, Spring Barley.



W. Y. LAMOREAUX, 71 Canal Street, Grand Rapids, Mich.

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

THURBER, WHYLAND & CO., NEW YORK, RELIABLE FOOD PRODUCTS.

STANTON, SAMPSON & CO., Manufacturers and Jobbers of Men's Furnishing Goods.

Wales - Goodyear and Connecticut Rubbers.



Wales - Goodyear and Connecticut Rubbers (continued).

HERCULES POWDER, Manufactured by Hercules Powder Co., Cleveland, O.

J. E. FELDNER & CO., CUSTOM SHIRT MAKERS, Men's Furnishing Goods.

L. S. HILL & CO., Agents for Fishing Tackle, Sporting Goods, etc.

Bank Notes.

Bank Notes section containing various news items and advertisements, including mentions of banks like The People's Savings Bank and The Grocers' National Bank.

Bank Notes.

Bank Notes section (continued) with more news items and advertisements.

Bank Notes.

Bank Notes section (continued) with more news items and advertisements.

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Bank Notes.

Bank Notes section (continued) with more news items and advertisements.

Bank Notes.

Bank Notes section (continued) with more news items and advertisements.

WHOLESALE PRICE CURRENT.

Advanced - Paris Green. Declined - Quinine, P. & V. Quinine, German; Juniper Berries.

Table listing various medicinal and chemical products with their prices. Includes items like Aceticum, Benzoinum, Camphora, and various oils and extracts.

Michigan State Pharmaceutical Ass'n. President - Arthur B. Burt. Vice-President - H. B. Fairchild. Secretary - J. W. Wurzberg.

Grand Rapids Pharmaceutical Society. President - R. L. Lecher. Vice-President - J. W. Hayward. Secretary - Frank H. Scott.

Central Michigan Druggists' Association. President - J. W. Dunlop. Secretary - R. M. Russell. Treasurer - J. W. Dunlop.

Horizon County Pharmaceutical Society. President - H. H. Dean. Secretary - Henry Kenhart. Treasurer - H. H. Dean.

Chatanooga, Tennessee, has twenty-three drug stores. Dentists now use glycerin in place of oil in plastic work.

There are immense deposits of sulphur in Utah Territory, New Mexico, California and Colorado, but the transportation facilities are poor.

When you sell an uncommon preparation or strange drug, with which you are not familiar, it is advisable to read up about the substance.

Glycerin was a rare chemical forty years ago. Now it is imported into this country from Marseilles and Havre at the rate of 300,000 pounds per week.

The hydrochlorate of perrine has been proposed as a substitute for the sulphate of quinine. At the present price for quinine, is a substitute in demand?

The druggists in Sicilia who left their business at the outbreak of cholera have been fined and suspended for a few months from the practice of pharmacy.

The druggists of Hamburg are required by law to number their prescriptions consecutively, from one up, each day. The object of such a law is not very evident.

Infusions seem to be much more popular with the medical profession of England than in this country. But fluid extracts are slowly replacing infusions in all civilized countries.

Insect Powder. Many of the younger members of the drug trade will hardly believe that the article known as insect powder was generally known a dozen years ago, and it will probably surprise an equal number when we state that to day it is known to hundreds of thousands of people.

Caution in the Use of Rat Poison. The druggist is expected to serve the public in every possible manner, and this, too usually, free of charge.

Keep Posted on Prices. It is an excellent practice followed by many druggists who mark the cost price on every article in stock, but such figures should not always regulate the selling price.

The American Drug Clerks' Journal very pertinently says: When compounding prescriptions, put your whole mind upon the work in hand; allow nothing to distract your attention.

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

Detroit Drug Notes. Among the many new applications for membership in the M. S. P. A. is one from a well-known druggist, 74 years of age, who has been engaged in the drug business fifty-two years.

The Detroit Pharmaceutical Society holds its meetings on the first Wednesday evening in each month. Druggist from out of the city are always welcome.

W. F. R. Perry has returned from an extended Southern trip. He tells of picking nuts and exercising with a palm leaf fan, and those of us who have been obliged to remain at home shoveling snow and filling coal boxes, feel that life in Michigan is hardly worth living.

On May 1 the famous Detroit base ball team will begin the season here. Any druggist from abroad wishing to see any of the players in action should make arrangements to sail in the steamer, as it is an opportunity from 2 to 4 p. m.

HAZELTINE & PERKINS DRUG CO. Importers and Jobbers of DRUGS, CHEMICALS, AND DRUGGISTS' SUNDRIES.

USE PECKHAM'S ROUP REMEDY. 25¢ & 50¢ PER DOZ. \$3.00 & 3.50. Peckham's Croup Remedy is prepared especially for children and is safe and certain cure for Croup, Whooping-Cough, Colds, and all bronchial and pulmonary complaints of childhood.

DR. H. C. PECKHAM, Freeport, Mich. Peckham's Croup Remedy is the most reliable and satisfactory proprietary medicine I handle. My sales are constantly increasing.

PIONEER PREPARED PAINTS. Write for Sample Cards and Prices. We have Supplied our Trade with this P. P. P. Brand and it is all the manufacturers claim for it.

WEATHERLY'S MICHIGAN CATARRH REMEDY. WE ARE SOLE PROPRIETORS OF WEATHERLY'S MICHIGAN CATARRH REMEDY. We have in stock and offer a full line of

Whiskies, Brandies, Gins, Wines, Rums. We are Sole Agents in Michigan for W. D. & Co., Henderson County, hand-made SOUR MASH WHISKEY.

Druggists' Favorite Rye Whisky. We Sell Liquors for Medicinal Purposes only. We Give Our Personal Attention to Mail Orders and Guarantee Satisfaction.

HAZELTINE & PERKINS DRUG CO. Grand Rapids, Mich. The Best Tonic. A CONCENTRATED LIQUID EXTRACT OF MALT & HOPS FOR SALE BY ALL DRUGGISTS.

HAZELTINE & PERKINS DRUG CO. Grand Rapids, Mich. For Sale By. The Best Tonic. A CONCENTRATED LIQUID EXTRACT OF MALT & HOPS FOR SALE BY ALL DRUGGISTS.

Acme White Lead & Color Works, DETROIT, MICH. Manufacturers of the Celebrated ACME PREPARED PAINTS, Which for Durability, Elasticity, Beauty and Economy are Absolutely Unsurpassed.

HAZELTINE & PERKINS DRUG CO. GRAND RAPIDS, MICH. And the Wholesale Druggists of Detroit and Chicago.

HAZELTINE & PERKINS DRUG CO. GRAND RAPIDS, MICH. And the Wholesale Druggists of Detroit and Chicago.

HAZELTINE & PERKINS DRUG CO. GRAND RAPIDS, MICH. And the Wholesale Druggists of Detroit and Chicago.

HAZELTINE & PERKINS DRUG CO. GRAND RAPIDS, MICH. And the Wholesale Druggists of Detroit and Chicago.

The Michigan Tradesman.

PLUCKING THE GREENHORNS.

The temptations of a city like Grand Rapids are innumerable, and the enticements and allurements held out to draw the shovels from the pockets of the rural visitor are of all sorts and sizes. From the grogshop to the theater, from the peanut-stand to the gambling hell, they live and thrive mostly on the "blood" sucked, vampire-like, from the innocent country lamb.

It is a remarkable fact that notwithstanding the continual exposures by the daily papers of these "fakes," the average sight-seer and visitor is continually "rung in" by some snide scheme, old as the hills and yet new to the "biter." Our depots are watched by men whose eyes are as keen as the eyes of the old pioneer scouts who sought for Indian tracks in days gone by, and who can tell a "sucker" the moment his red necktie and glossy broadcloth frock coat leaves the car platform. The variety theater holds a peculiar fascination for the country greenhorn who comes to the city, and, with the *baguette*, shares the largest part of the money left in the city by our rural guests. There is something peculiarly daring to the mind of our country friends in visiting the "tabooed" region of the "wine-room." The gay tinsel, the painted faces, the half-naked forms of the women who inhabit these dens of vice are pictures that at home are held up as examples of horror; and yet, when the city friend mentions the "elephant," Rusticus eagerly jumps at the hook.

With all the hue and cry of a few months ago, gambling hells are in full blast in the city, and the young country lad, who at home is the "boss" pedro player and who has won as much as forty cents at "penny-ante," must needs be steered against some "faro joint," in order that when he gets home again he may relate how he clipped the "tiger's" claws, or was clipped himself.

One of the worst "fakes" in our midst, however, is the "auction room." In the country, at the county fairs, these auction fiends reap a rich harvest, and, when the season is over, they retire to the cities and blossom out as "store-keepers." It is a temptation that few can resist to buy something for nothing, and yet, how men who ought to be up to the tricks of trade can fall into such glaring pitfalls is an ever recurring surprise.

A man comes in from Hodunk to buy an overcoat. He has in his pocket money enough to pay for the garment and, perhaps, a few dollars for sight seeing. As he goes along Canal street, he hears the loud voice of the auctioneer and, glancing up, reads that a "Bankrupt sale—silverware—gold watches—must be sold at any price" is going on. He goes in—not to buy—oh, dear not too sharp for that, you know, just to look on. He finds half a dozen men and boys looking on while the gay and festive "sport" on the counter is relating funny stories and telling what a benefactor he is to mankind in general for closing out this stock of "solid gold watches," etc. Fifty cents is bid by someone for a solid gold watch and the auctioneer in mock indignation almost falls off the counter. Suddenly he spies Rusticus, winks at him and says "Two dollars, did you say?" and, before our friend can master his embarrassment, the auctioneer goes on, soon to have some "coffee," raises the bid until ten or fifteen dollars are bid. Rusticus examines the watch, is told by a man disguised as a laboring man that "I bought one just like it for thirty-five dollars," and before he knows how it is done, Rusticus is out on the street again—a cheap brass watch in his pocket, and minus fifteen or twenty dollars.

Does he kick? Sometimes he does. But what good does it do? The auction store is licensed. The transaction was a purely business one, and Rusticus is over-awed, or out-lid, and hides his shame and trusts to trading the watch for a horse "out home."

Then we have the "museum of anatomy" for "gentlemen only." Rusticus strolls in—admission only ten cents—sees a lot of impossible wax images, and horrible freaks in alcohol, sees a lot of anatomical charts and snakes, is "steered" into a side room and has his head examined by a "phrenologist," is charged five dollars for a chart of his head and a ten cent pamphlet, and leaves, plucked again.

Do they ever learn? Not much, or else these harpies would soon starve out of existence. Sometimes they warn their friends, oftentimes they say nothing and frequently in revenge "steer" their own friends against the same "snap." **JESSE LANGE.**

Is the English Adulteration Law a Failure?

An English paper reports a case in which certain samples of suspected butter were put to an unexpected but curiously successful test. The analyst set them on a table in his laboratory for the night. In the morning he found that the mice had made free with the genuine, partially eaten some that was but slightly adulterated, and barely nibbled at the two worst lots. The experiment was repeated with the same result, showing that the first was not simply accidental. If the story be true, it opens up room for suspecting that the butter-lovers of the United Kingdom are pretty badly imposed upon when they are asked to put into their stomachs stuff which even mice will not eat. It also suggests the question how much they are protected by the stringent laws against adulteration of food which are enforced in England.

PUTNAM & BROOKS,
WHOLESALE
CANDY

Jobbers In
Oranges, Lemons, Bananas,
NUTS
Dates, Figs, Citrons, Prunells, Etc.

PRICES QUOTED AND CORRESPONDENCE SOLICITED
13, 15, 17 South Ionia Street, GRAND RAPIDS,
13, 15, 17 Railroad Place

P. STEKETEE & SONS,
JOBBER 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 } A Specialty.
American and Stark A Bags

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.

SPRING & COMPANY,
JOBBER IN
DRY GOODS,
Hosiery, Carpets, Etc.
6 and 8 Monroe St., Grand Rapids.

DON'T WAIT

FOR THE
Chicago or Detroit Drummer!
BUY YOUR SPRING LINE OF
MEN'S AND BOY'S WOOL, FUR AND STRAW HATS,
LADIES and MISSES STRAWS
NEAR HOME.
Saving Yourself Time, Trouble and Expense.

WHOLESALE HAT HOUSE
In WESTERN MICHIGAN,
I. C. LEVI
34, 36, 38, 40 and 42 Canal Street,
GRAND RAPIDS, - MICH.

H. LEONARD & SONS,
134 to 140 Fulton St.,
GRAND RAPIDS.

Now in preparation our Complete Catalogue of Crockery, Glassware, Lamps and House Furnishing Goods.



OUR NORMAN PATTERN TOILET SET.

If your name is not on our list of customers. We shall be pleased to have you send for the Catalogue, confident in the fact that we

Have Goods You Want to Buy

and our prices are the popular low prices which insure a profit. N. B.—Our salesrooms having been entirely refurnished and greatly enlarged we should be pleased to have the trade call upon us when in the city, whether you wish to buy or not.

H. Leonard & Sons.

ARTHUR MEIGS & CO.,

77, 79, 81, and 83 South Division Street,
GRAND RAPIDS, MICH.
One Block from Union Depot on Oakes Street.

WHOLESALE GROCERS.

IMPORTERS OF
TEA.

JOBBER OF
Tobacco and Cigars.

SHIPPERS OF
VEGETABLES, FRUITS and PRODUCE.

PROPRIETORS OF THE
RED FOX PLUG TOBACCO.

AGENCY OF
Boss Tobacco Pail Cover.

Full and Complete Line of FIXTURES and STORE FURNITURE.

Largest STOCK and greatest VARIETY of any House in City.

LOOK UP OUR RECORD.