

The Michigan Tradesman.

VOL. 5.

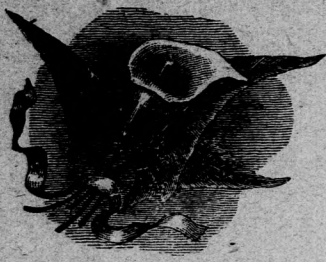
GRAND RAPIDS, WEDNESDAY, MAY 2, 1888.

NO. 241.

Telfer Spice Company,
SOLE MANUFACTURERS OF

ABSOLUTE SPICES,

—AND—
Absolute Baking Powder.



JOBBER OF

Teas, Coffees and Grocers' Sundries,
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SEND FOR PRICE LIST.

FRED. D. YALE & CO.
MANUFACTURERS OF

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BAKING POWDERS,

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All Kinds of Extracts
and Flavorings.

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Teas, Toilet Soaps, Cigars
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ESTABLISHED 1866.

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169 So. Water Street, Chicago.



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BARNEY BROS.

LAMOREAUX & JOHNSTON,
GENERAL

Commission Merchants,
AND DEALERS IN
Everything Pertaining to the Farm,
Orchard and Dairy.

OUR SPECIALTIES:

Butter and Eggs,
Cheese,
Onions,
Potatoes,
Foreign Fruits,
Domestic Fruits.

Liberal advances made on consignments.
We have ample cold storage for the protection of consignments sent us in unseasonable weather.

Crates will be furnished merchants wishing to ship us eggs, either on consignment or direct purchase.

71 CANAL STREET,

Grand Rapids, Mich.

Latest and Best!

Send Stamp for sample of the

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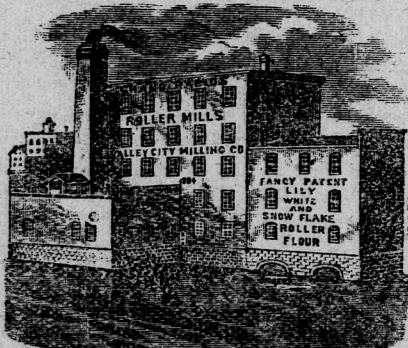
COUPON,

the best and newest system on the market.
Furnished in Denominations of \$5, \$10 and \$20.

E. A. STOWE & BRO.,

Grand Rapids, Mich.

VALLEY CITY MILLING CO.



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Roller Champion,
Gilt Edge,
Matchless,
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Harvest Queen,
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White Leaf,
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OUR SPECIALTIES:

Wheat Flour, Rye Flour, Granulated Meal, Baked Meal, Coarse Meal, Bran, Ships, Middlings, Screenings, Corn, Oats, Feed. Write for Prices.

Grand Rapids, Michigan.



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.

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JACKSON, MICH.

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.

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Watch Maker

AND Jeweler,

44 CANAL ST.,

Grand Rapids, Mich.

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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.

OREGON AND WASHINGTON.

No section of the country is to-day attracting as much attention as Montana, Oregon and Washington. Because it now ranks first in the production of precious metals. Oregon, because of its rich valleys, and Washington, Territory by reason of its mild climate, timber, coal, minerals and wonderful production of fruits and cereals. The rapid growth of Spokane Falls, with a water power exceeding even that of Minneapolis; Tacoma, on Puget Sound, the terminus of the Northern Pacific Railroad, with 12,000 inhabitants; Seattle 30 miles distant, an energetic and thriving city, mark this section of the Pacific Northwest as one that offers peculiar inducements to those seeking new homes.
By writing Chas. S. Fee, General Passenger Agent, Northern Pacific Railroad, St. Paul, Minn., he will send you illustrated pamphlets, maps and books giving you valuable information in reference to the country traversed by this great line from St. Paul, Minneapolis, Duluth and Ashland to Portland, Oregon, and Tacoma and Seattle, Washington Territory. This road, in addition to being the only rail line to Spokane Falls, Tacoma and Seattle, reaches all the principal points in Northern Minnesota and Dakota, Montana, Idaho, Oregon, and Washington, possesses unequalled scenic attractions, as well as superior train equipment, such as dining cars, and colonettes for the use of intending settlers, neither of which conveniences are to be found on any other fine ticketing business to the States and Territories named.

SAFES!

Anyone in want of a first-class Fire or Burglar Proof Safe of the Cincinnati Safe and Lock Co. manufacturer 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-
doomb Bldg.

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.

EDWIN FALLAS,

PROPRIETOR OF

VALLEY CITY COLD STORAGE,

JOBBER OF

Oranges, Lemons, Bananas, Butter, Eggs
and Egg Crates.

No. 1 egg crates, 37c. No. 2 egg crates,
30c. No. 1 fillers, 13c. No. 2 fillers, 10c.
I have facilities for handling each line above
named that are unsurpassed.

I aim to handle the best that can be obtained.
Mail orders filled promptly at lowest market price.
Liberal discount on Egg Crates and fillers in large lots.
SALESROOM, No. 9 Ionia St., Grand Rapids.

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. Consign-
ments respectfully solicited. Liberal cash
advances on Car Lots when desired.

Wm. H. Thompson & Co.,
COMMISSION MERCHANTS,
166 South Water St., CHICAGO.

Reference
FISHERMAN, GROSS & MILLER, Bankers,
Chicago.

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.

HIRTH & KRAUSE,
LEATHER

And Shoe Store Supplies.

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

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

118 Canal Street, Grand Rapids.

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ARDENTER

MUSTARD

BEST IN THE WORLD.

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.

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Commission Merchants,

189 So. Water St., Chicago, Ill.

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

FOURTH NATIONAL BANK
Grand Rapids, Mich.

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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.

STANTON, SAMPSON & CO.,
Manufacturers and Jobbers of

Men's Furnishing Goods.

Sole Manufacturers of the "Peninsular"
Brand Pants, Shirts and Overalls.

State Agents for Gold and Silver and Cuffs,
120 and 122 Jefferson Ave.,
DETROIT, MICHIGAN.

GEO. F. OWEN, Grand Rapids;
Western Michigan Salesman.

"SALTING DOWN."

Written for THE TRADESMAN.

Charlie Allen was rather surprised and mystified one Saturday evening by being requested to grant Mr. Ashley, of the firm of Ashley & Moore, wholesale grocers, whom Charlie had the honor of representing in Southern Michigan and Northern Indiana, an interview in his private office after supper.

Charlie had come in from a two weeks' "rounder" at noon, had straightened up all his business, accepted the "rackets" and commendations with good grace, and had made an engagement for the theater that evening. But, of course, an intimation that he was wanted by the head of the firm preceded all else, so Charlie dispatched a messenger with a note to declare the previous engagement off and went to supper wondering very much whether the firm was through with him or was going to raise his salary with another year's contract, the present one expiring within a week. Charlie was anxious to retain his "bit," as he was soon to make a life contract with the young lady to whom he had sent the note by the messenger, and to that end he had worked most faithfully. Therefore, it was with the certainty that, whether it were a discharge or not, he had nothing to be ashamed of, that Charlie rapped at the door of the private office of Ashley & Moore, at 7:30 that evening.

Mr. Ashley was reading the evening paper and smoking his after-supper cigar when Charlie entered, and he passed the box of cigars, which stood upon the desk beside him, to Charlie, with the remark:

"Have a smoke, Allen. They are first-class, to my notion. A birthday gift, by the way."

"Thanks," replied Charlie, as he took the proffered cigar and proceeded to light it, his fears set at rest by the pleasant reception.

"I was not aware this was your birthday, Mr. Ashley. I wish you many very happy returns of the day. You are sixty-one, if I am not mistaken?"

"Yes, sir; sixty-one, to-day, and as hale and hearty as most men are at forty, thank God! By the way, Charlie," and the old man looked keenly at Allen as he spoke, "your contract with us expires next Monday, doesn't it?"

"Yes, sir; I have been with the firm of Ashley & Moore just one year next Monday, January 4."

"I suppose," continued the old man, still keeping his eyes sharply fixed on Allen, "you have nothing else in view?"

"No, sir; I have endeavored to do my work with you in such a way as to guarantee permanency, and hoped to stay." And Charlie began to look a trifle anxious.

"The salary has been satisfactory, has it not?"

"Why, yes, sir; I have no fault to find with it, and I am willing to leave it to your judgment as to whether I am worth more to you or not."

"Well, Allen," said Mr. Moore, with an odd look on his face, "Mr. Moore and myself have decided that four men can handle our outside trade well enough and therefore you, being the last man employed, we cannot send out, for a while, at least."

Charlie's heart jumped clear up in his throat as the old man uttered these words. Not but that he could undoubtedly find other employment, but \$1,000-a-year situations were not always lying around loose, and he had made this a basis for calculation as to his future plans.

"I am very sorry, sir," and Charlie looked a trifle blue as he said it, "that you have no further use for me, and I thank you very much for your kindness in giving me a little notice. If you can, I shall be very glad if you will give me a letter, stating the merits of my services, and, if you will, kindly let me know of anything you may hear of in the way of another situation. Good-night, sir," and he arose from his seat and took his hat as if to go.

"Hold on! Don't be in such a hurry," and Mr. Ashley motioned Charlie to reseat himself. "Who's said anything about your leaving us? I merely remarked that we could not send you out for a time. You surely won't object to remaining in the house, especially as Mr. Moore and myself have decided that you are worth \$1,200 to us for another year?"

Charlie could hardly express his thanks. A moment before he had thought himself discharged and here he was engaged for another year with a raise of \$200 in his salary! He tried to stammer out his thanks, but Mr. Ashley interrupted him.

"Never mind, my boy. You have earned your raise and, besides, we have got a rather hard job on hand and we want to shoulder it off on you. So, you see, we are rather selfish in the matter. I warn you," Mr. Ashley continued, lighting a fresh cigar, "that the task we wish you to undertake is both arduous and hazardous. Are you willing to try it?"

"Yes, sir; whatever it is, I will do my level best to succeed."

"I don't doubt it. It is a confidential task and one of great delicacy. Do you remember a man to whom we gave credit last fall, at Hermon—in fact, we started him in

the grocery trade at that point? His name is Rankin."

As Charlie signified his remembrance of the circumstance, Mr. Ashley continued:

"There is one thing, however, connected with the case of which you are not aware. Mr. Rankin is Mr. Moore's brother-in-law—married Moore's sister. Well, the case is just like this: Rankin is a scoundrel and a sharper of the worst type—one who is very smooth and polished on the exterior and black within. We have, so far, received only one payment of \$200 on the stock, which amounted to a little over \$3,000 when we sold it. Rankin has kept on ordering goods and has, as an excuse for non-payment, made the assertion that he has been supplying mill men on orders given by their employers, which are not collectable until next March. Well, when Haines went up there last week, he noticed that Rankin's stock was terribly low, considering the amount of goods we have lately sent him, and that, together with the peculiar way in which he writes and the lack of funds, has made us suspicious that Mr. Rankin is not dealing square with us. Now, we do not care to expose him, on account of Mr. Moore; but we want some one to find out what he is doing and report to us. The opportunity is not wanting to send a man to Hermon incognito, and we have chosen you as being trustworthy and discreet. Rankin wants a clerk—has been advertising for one the last two days in the papers here—and you can go there in that capacity with a letter of recommendation from some retail merchant here. It would not do for us to sign such a letter, as Rankin might suspect something. You had better go to-morrow and apply in person for the place."

"Very well, sir; any further instructions you may have I can get when I call, on my way to the train in the morning."

And, with a cordial grasp of the hand, Mr. Ashley bowed the young man good-night.

As Allen walked home that night, he studied his new venture over thoroughly, determined to spare no effort to do his best and, by the time he retired, had mapped out a plan of action.

A little after seven, the next morning, as Allen was on his way to the store for his instructions, he met Mr. Ashley, who gave him his instructions in a brief, yet positive way.

"Keep your eyes out for anything crooked, use your own judgment and keep us posted. You had better address your letters to your brother for us, otherwise Rankin may suspect. Good-by and good luck to you," and, with these words, Mr. Ashley stepped off the train—to which they had walked—as it pulled out, and Charlie was off on his novel trip.

When the train pulled into Hermon, Charlie strolled leisurely through the town towards Mr. Rankin's store. That gentleman was in, and, after some conversation and an inspection of Charlie's recommendations, the young man was engaged at the munificent salary of ten dollars per week.

Charlie worked, as he always did under any circumstances, faithfully for his sub-employer's interests, as well as for those of Ashley & Moore. But, closely as he watched, Charlie could detect no appearance of anything wrong. Mr. Rankin, although, perhaps, a little careless as to credits, conducted his business in a thorough manner and seemed to have a pretty fair trade.

One afternoon, Mr. Rankin took the day's receipts from the drawer, saying, casually, as he did so, that he was going to send all his currency away to meet a note held by Ashley & Moore. This was good news for Charlie and he sincerely hoped that the firm's suspicions were without foundation.

Mr. Rankin was a very pleasant employer and Charlie had begun to like him very well, indeed.

Of course, Charlie informed Mr. Ashley of the proposed payment of the note. What was his surprise, then, about a week later, to be informed that no provision had been made for the note, but, on the contrary, Rankin had asked them to make a three-months' renewal thereof. This was a sure indication of something underhanded in Rankin's methods. Why should he take such pains to inform Charlie for what purpose he intended to use the money, unless it was to invent suspicion, not knowing, of course, that Charlie was looking for just that very thing?

On Saturday night, a week after the occurrence mentioned, Rankin, in the course of conversation, asked Charlie if he would not like to ride out to his (Rankin's) brother's farm that evening, take a message for him, and spend Sunday there, saying that it would do him good and, as peaches were just ripe, no doubt he would enjoy it.

Charlie objected, at first, not liking to leave his post; but, as Rankin made it almost in the nature of a command, and he had no valid excuse for refusing, Charlie finally consented.

But, as he thought of the strangeness of the request, sending him, an entire stranger, to visit a man upon an errand which Rankin's ten-year-old son could just as well have done, he made up his mind that something was wrong and determined to read

the message, surreptitiously, and see if he could get any clue.

It was a lucky thing for Charlie that he did read the letter, although, under other circumstances, it would have been hardly the proper thing to do. The message was as follows:

JOHN—I will send out a load of stuff Monday afternoon and make the assignment Tuesday. I can't stave it off any longer and, besides, you and I will make enough out of it, anyway. I've got \$4,000 in bank here, to your credit, and the stuff I have sent you is worth as much more. Better ship this last load Monday night, as baled hay, to the same place, and be careful that the hay covers the stuff well. I shall vanish as soon as I can settle up later. The fellow I send this by is a new clerk and suspects nothing. Keep him over Sunday, if possible, so that he won't be here to bother me.

There was no signature. The plot was easily seen. Rankin had "salted" about \$8,000, with his brother's help and was about to leave the country and his creditors.

Charlie had gone about two miles on his journey when he read the letter, and he stopped his buggy in the road and sat with his head in his hands in deep thought for about five minutes. Then he picked up the reins and drove rapidly to a farmhouse near by.

"Is Frank here?" he inquired of the lady who answered his knock. Frank was a young man visiting at the place, with whom Charlie had become somewhat acquainted in the young man's trips after groceries for the family. Frank was in, and, after a few moments' earnest conversation with Charlie, he took the note, sealed in a new envelope, got into the buggy and drove off.

Charlie slowly retraced his steps toward town, in order not to arrive too early. It was just dusk and he wanted to be on the scene of operations about ten o'clock, as he was positive that Rankin would load up the goods that night, in order to make sure of no interruption?

Allen had confided the matter to Frank Burton, the young man whom he called on at the farmhouse, and had asked him to personate the unsuspecting clerk at Rankin's farm. Burton was totally unacquainted with the farmer, and readily accepted the mission, rather liking the fun of the thing. This relieved Charlie of any fear of being detected by Rankin, and he went to his room at the hotel, luckily unseen by any one, to make some changes in his personal appearance. When he came out, his own mother would not have known him, and the clerk of the hotel, seeing a strange guest in the office, politely asked if he would register. Replying in the negative, Charlie walked out upon the street, elated at deceiving the clerk, with whom he was on quite intimate terms.

With no fear of detection, therefore, Charlie went to the telegraph office and wired Mr. Ashley, requesting him to be on the ground Monday morning. Then he walked leisurely to the store, revolving in his mind the best plan to pursue. Going through an alley at the side of the store, he crept softly up to an unshuttered window. There a sight met his eyes which, although he was somewhat prepared for it, astonished him. Through a door in the rear Charlie caught a glimpse of a wagon with a cover, standing in a shed. Rankin, alone, was busily engaged in loading it with goods. His way of avoiding detection, on opening the store for Monday's business, was to take all the goods from the rear of the shelves, leaving sufficient to fill them up in front and thus cover the vacancy behind. The man worked hard, the perspiration running in streams down his face, and Charlie kept his place at the window over two hours before Rankin was satisfied with his haul. When he had depleted the shelves, Rankin filled up the remaining space in the wagon with various cases not as yet opened, put out his lantern, his sole light, and left the store.

Charlie kept, carefully concealed in his room until early Monday morning, when he walked about a mile out of town, met Frank in the buggy and drove into town as innocent as a lamb.

The store was opened as usual, and Charlie busied himself with his regular duties, although, to tell the truth, he was very nervous through fear that Mr. Ashley might fail to arrive on the nine o'clock train.

A few moments before train time, Charlie made an excuse to get away, leaving Mr. Rankin in charge of the store.

[Concluded on Page Eight.]

PERFECTION SCALE
The Latest Improved and Best.

Does Not Require Down Weight
Will Soon Save Its Cost on any Counter.

(GEO. C. WETHERS & CO., Detroit)
For Sale by: B. W. WILSON & CO., Grand Rapids;
McCAULEY & CO., S. E. Bayview
and by Wholesale Grocers generally. Send for illustrated Catalogue.

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The Michigan Tradesman.

Official Organ of the Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Interests of the Wolverine State.

E. A. STOWE & BRO., Proprietors.

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E. A. STOWE, Editor.

WEDNESDAY, MAY 2, 1888.

RECIPROCITY FRAUDS.

The way in which commercial treaties of

reciprocity tie the hands of the countries

who engage in them finds a fresh illustration

in England. Among the new taxes

proposed by Mr. Goschen is a duty on wine

imported in bottles. He said that no doubt

England's neighbors would find fault with it,

but he was not aware that they had earned

the right to be considered in the matter.

But the French retort that they are going

to do a good deal more than complain.

When they refused to negotiate a specific

treaty of commerce with England, in place

of the Cobden Treaty, they did make an

agreement to do as well by England as by

any other country. Under that agreement

English goods enter France on the terms

given to those of Belgium by the convention

with that kingdom. But the French claim

that this was with the understanding that

no advance would be made in English duties

on French silks, wines, gloves and other

articles of that sort. They now threaten to

cancel the whole arrangement and place

English goods under the much heavier

duties of their general tariff, if the wine tax

be persisted in. The sensible thing for

England to do would be to respond by duties

on French silks and gloves as high as the

French duties on English cottons and hard-

wares. If that did not bring the French to

terms, it might do something to restore the

prosperity of Coventry and Macleod.

How the Tory government of Canada un-

derstand this matter of reciprocity is shown

by their recent action. For years the Cana-

da Tariff has held out to the United States

the offer of free admission of certain arti-

cles. If we would put them on our Free List

also. This has been done in the case of a

number, and yet Canada did nothing of the

sort. When the Liberals in Parliament

called attention to the matter, the govern-

ment asserted that the Tariff law gave it en-

tire discretion in the matter, but did not

bind it to take any action. Yet under this

pressure, and a charge of breach of faith,

reinforced by a threat of some action on the

part of Congress, the articles in question

were put on the list of articles to come in

free from the United States. But in less

than a week this was reversed on the ground

that it would be a discrimination against

England in favor of America. It now re-

mains for Congress to take action, and one

of the most effectual steps would be to place

all fish from Canada under the same duty as

is now paid by salted fish.

A NAVAL RESERVE.

Secretary Whitney continues unshaken in

the conviction that we should create a naval

reserve of subsidized steamships in the mer-

chant marine, which might be taken for

government use in war times, and especially

constructed with that end in view. Since

he urged this in his annual report, he has

been in receipt of information from all parts

of the country which shows how deep is the

interest in the plan. More than one state

has offered to co-operate with the general

government in carrying out the plan, and

the interest expressed by commercial bodies

is universal. He reminds the chairman of

the sub-committee, to which the subject has

been referred, that this is now the general

practice of civilized governments. Just as

they have large reserves of land force, cor-

responding to our state militia, so they are

aiding in the construction and maintenance

of fast steamships, like those of the White

Star and Cunard lines, which shall be at

the public service in time of war.

The same policy was pursued by our own

government before the war. The Collins

line of wooden steamships, plying between

New York and Liverpool, was subsidized

both in the construction and the mainte-

nance of its vessels, on condition, that they

should be the fastest ships afloat and that

they should be transformed into government

cruisers on the outbreak of a war. Before

the war broke out, however, Senator Jeffers-

on Davis and his colleagues had brought

that policy to an end, so that there were no

Oplins steamships to be had when Davis

and his friends founded their Southern Con-

federacy on the superstructure of human

bondage.

TWO NEEDED AMENDMENTS.

It is a good suggestion to amend the

Inter-State Commerce Law so as to compel

its acceptance by every road which crosses

State lines, and that even with regard to

traffic which does not cross the line. The

power of Congress to regulate traffic be-

tween the States enables it to prevent any

road from taking part in that commerce

which does not accept the jurisdiction of

national law over its whole traffic. There

need be no difficulty in so framing an

amendment to the law as to leave a railroad

which does not accept this does not need the

amendment.

the many of other roads which do not cross State lines at all, in the matter of competition for traffic within States which have no equally effective system of railroad legislation. In fact there is no final solution of the problem except by an amendment to the Constitution giving Congress jurisdiction over all railroads, water-ways and telegraph lines, whether they cross State lines or not.

Another much needed amendment is to prevent the practice called "underbidding." Even while the requirements of the law that rates shall be published and no abatements made by agreement are complied with, they are evaded by the tacit understanding that the bills for freight to favored customers shall not come up to the schedule rates. The Commission finds that as the law stands they are unable to put a stop to this kind of personal discrimination, which is the very worst of the abuses the law seeks to suppress.

The administration has done quite right in enforcing the law against the importation of contract labor in the case of fishermen hired in Nova Scotia by the owners of American fishing vessels. Not only common sailors were thus employed, but in defiance of the registration laws the skippers in command of quite a number of American fishing vessels were found to be aliens from the lower provinces of Canada. The abuse is not extensive, but real. Seventy-eight per cent. of the officers and crews of our fishing fleet are American citizens, as is shown by official returns, and of the remaining twenty-two per cent., the greater part are residents in our fishing ports, and therefore eligible to serve on our vessels. But none are eligible to command them.

The House has passed the bill to create a Department of Labor with a permanent staff of sixty-five persons, from commissioner down to charwoman, at salaries aggregating \$82,420 a year, besides such additional experts and employees as Congress from time to time may authorize. As the head of the establishment is to be a commissioner and not a secretary, the "department" must fit inside some of the present departments, possibly the Treasury. As it deals both with home and foreign labor and prices, it could not be assigned to either the State Department or to the Interior, although it will overlap, if not supersede, much of the work now done by our consuls, under the direction of the former.

The fortitude of the German Emperor, and his simple and manly character, are drawing upon him admiration as well as sympathy. There begin to be hopes again that his malady may be circumvented. But his ups and downs are so frequent and the last descent was so nearly into the jaws of death that it calls for a great deal of optimism to permit that idea.

Wool Prospects.

The wool market this year is not likely to be marked by the same enthusiasm and rivalry which was common last year. No large handlers made any money on last year's business—in fact, the man who handled any great amount of wool last year and did not lose money is an anomaly. Most of last year's buyers will be in the field again this year and are getting their country buyers in shape to begin operations. The indications are that X wools will start in at about 18¢@20¢ and medium grades at 20¢@21¢. In view of the present agitation relative to the wool tariff, the Boston buyers are determined to get the clip this year at a price equivalent to what it would be with the tariff removed. If the duty is taken off, they will not be money out. If the duty is not taken off, then the difference will be their gain.

Canadian Currency.

A good many country merchants are sending THE TRADESMAN Canada money on subscription, which is subject to a discount of 10 per cent. at any bank in the State. Some of those who send \$1 in Canadian currency and receive a receipt for 90 cents in return complain of the "exorbitant discount" and some refer to the transactions in still harsher terms. THE TRADESMAN cannot afford to stand the discount on this species of circulation medium and would much prefer to have its friends remit their subscription in the "current coin of the realm."

Wm. E. Cooper claims that he has not settled with A. Livingston for the suit brought against him for publishing Livingston's name on a black list. Mr. Cooper states that he is perfectly willing that the case should go before a jury and will cheerfully abide by a decision rendered after a thorough knowledge of the facts in the case. Such being the case, judgment in the matter should be withheld until further developments come to light.

C. H. Mehrtens will relinquish the control of the Atlantic Hotel, at White Cloud, on the expiration of his lease on May 1, but will take good care of the gripsack brigade and traveling public at his handsome and convenient cottage and his eating-house at the depot. Mr. Mehrtens' reputation as a caterer is par excellence and it goes without saying that he will take good care of his guests. He also conducts the eating-houses at Muskegon and Holland.

Daniel Hardin, President of the going-out-of-business Citizens' National Bank of East Saginaw, has sold \$100,000 of stock to the new Bank of Saginaw. The Citizens' Bank had more cash than harmony; hence

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Miller & Stanton succeed Blount & Miller in the lumber business and in the manufacture of boxes.

Dr. W. H. Ross has re-engaged in the drug business at his former location, 40 West Fulton street.

C. Jamison has engaged in the grocery business at Keystone. The stock was purchased at this market.

N. W. Wiley has engaged in the grocery business at White Cloud. Arthur Meigs & Co. furnished the stock.

Isaac Neil has engaged in the grocery business at St. Johns. Bulkley, Lemon & Hoops furnished the stock.

J. H. Manning has engaged in the grocery business at Ashland. Bulkley, Lemon & Hoops furnished the stock.

Robt. Scofield has engaged in the grocery business at Chippewa Lake. The stock was purchased at this market.

John E. Kenning & Co. have removed their wholesale and retail cigar business from 100 Louis street to 50 Canal street.

O. D. Ford will open a drug store at Milford Center, Ind. The Hazeltine & Perkins Drug Co. is putting up the stock.

Nelson Morris & Co. have been handling dressed beef from the cars during the past week, and expect to be able to occupy their refrigerator by the end of the present week.

Howard Whiting has engaged in the grocery and crockery business at Traverse City. Bulkley, Lemon & Hoops furnished the groceries and H. Leonard & Sons the crockery.

Woodard & Pollard have engaged in general trade at Ashland Center. Cody, Ball, Barnhart & Co. furnished the groceries and P. Steketee & Sons the dry goods. The hardware was also purchased at this market.

P. H. Davis has retired from the firm of Davis Bros., manufacturers of cigars. The business will be continued by the remaining partner, A. S. Davis, who has removed the factory and salesroom from 153 Monroe street to 70 Canal street.

Silas K. Bolles has leased the front portion of the store now occupied by Eaton & Christenson and will shortly open a retail cigar business therein. Eaton & Christenson will occupy the rear portion of the store with their wholesale cigar and bakery business.

ABOUT THE STATE.

Ionis—W. F. Scammell succeeds Scammell & Long in the meat business.

Champion—John Hickey succeeds Gleason & Hickey in general trade.

Holland—Henry Kremer succeeds Kremer & Bangs in the drug business.

Williamston—Reed & Jacobs, grocers, have been closed by creditors.

Wilmot—Jas. McCallum succeeds H. R. Brown in the grocery business.

Albion—Andrew Emmons succeeds J. H. Ferguson in the music business.

Leoni—Fred. C. Barber succeeds E. L. Murray in the grocery business.

Osgo—M. O. Brockway succeeds F. Leighton in the grocery business.

Marcellus—Geo. W. Flanders succeeds J. O. Apted in the jewelry business.

Burr Oak—A. C. Gonshow succeeds W. H. Culver in the hardware business.

Lainburg—C. A. Bacon succeeds Philo Bacon & Son in the grocery business.

Big Rapids—W. A. Aylesworth succeeds C. B. Bennett in the crockery business.

Cheboygan—C. A. Gallagher has sold his grocery stock to George and Jacob Geck.

Manistique—E. F. Plunkett succeeds Plunkett & Waddell in the meat business.

Union City—F. A. L. (Mrs. M.) Morrill, clothing dealer, has been closed by creditors.

North Branch—G. W. Weston succeeds M. C. Weston & Co. in the hardware business.

Vassar—E. J. Taylor & Co. succeed Johnson & Williams in the drug and book business.

Cadillac—Carr & Kennedy succeed Hooper & Clark in the grocery and bakery business.

Cassopolis—Edward Keeler succeeds W. F. Pollock in the drug and grocery business.

Detroit—R. W. McCutcheon succeeds McCutcheon & Hartman in the hardware business.

Marshall—E. M. Webster succeeds his father, C. B. Webster, in the boot and shoe business.

Woodland—Mrs. P. B. Hunsicker contemplates removing her general stock to Lake Odessa.

Inland—R. B. Reynolds has moved his general stock to Stacy, where he has re-engaged in business.

Potosky—W. W. McOmber has purchased the grocery stock and fixtures belonging to the late H. H. Parr.

Ann Arbor—The Ann Arbor Organ Co. succeeds David F. Allmendinger in the musical instrument business.

Sherman—W. G. Shane, the jeweler, has removed to Fowlerville, where he will re-engage in the same business.

Bozette City—J. L. Hanly has closed out his grocery stock and will probably re-engage in trade at some other location.

Alpena—J. Szczukowski & Co., grocers, write THE TRADESMAN that they have not been closed by creditors, as previously reported.

Perry—W. A. Young has rented his store

building to Matthews & Co., of Bloomingdale, who will soon occupy the same with a general stock.

Charlotte—Ford & Kirby have sold their bazaar stock to F. G. Cobb, of Brooklyn, and will hereafter devote their entire time to their Mason store.

Wayland—J. W. Humphrey has retired from the general firm of Humphrey & Spaulding. The business will be continued by the remaining partner.

Ashland—J. H. Manning has engaged in the grocery business. The stock was furnished by J. H. Thompson & Co. Thos. Ferguson placing the order.

Detroit—Metcalf Bros. & Co., dry goods dealers, have given a chattel mortgage for \$75,000 to the People's Savings Bank and assigned to H. T. Thurber.

Port Huron—Frank S. Bagg succeeds Stewart & Bagg in the hardware business. The retiring partner, Will E. Stewart, will remove to Washington Ter.

Charlevoix—The boot and shoe firm of D. Sherwood & Co. has dissolved. M. J. Stockman continuing. Mr. Sherwood is undecided as to his future operations.

Plainwell—Carroll & Robertson have closed out their dry goods stock and retired from business. Alex. Robertson, the resident member of the firm, has taken the management of a general store for a Ludington lumber firm.

Charlotte—O. E. Packard has disposed of his butter and egg cellar to E. Shepherd & Son, who took possession on the 30th ult. The transfer includes horses, egg wagons, etc. Mr. Packard retains his elevators in here and at Chester.

Charlotte—Wm. M. Burrell has disposed of his interest in the dry goods firm of A. D. Baughman & Co. to the senior member and has gone on the road for a Chicago house. The firm will retain the same name, consisting of A. D. Baughman, C. O. Irish and C. W. Stults.

MANUFACTURING MATTERS.

New Lothrop—O'Dell & Gustin succeed Samuel O'Dell in the saw mill business.

Nashville—J. N. Kellogg expects to get his new wood working establishment into operation by May 15.

Kalamazoo—W. S. Lawrence succeeds Lawrence & Chapin in the manufacture of engines and agricultural implements.

Marshall—The business men have decided to organize a stock company, with a capital of \$25,000, to engage in the manufacture of refrigerators and wind-mills. It will be known as the Marshall Manufacturing Co.

Big Rapids—C. H. Thall, W. W. Demington, Dr. F. J. Grover and C. A. Fellows have purchased the cork pine timber on 4,800 acres of land situated in Mitchell, Burke and Caldwell counties, North Carolina. They will not cut the timber until one or more lines of railway penetrate the tract.

Cadillac—The Chittenden & Herriek saw-mill will be remodeled for a factory, and about 5,000 feet surface measure of material will be consumed daily. In addition to the refuse from the mills, the company will use dead pine and, perhaps, hemlock for boxes. Work on the factory is already in progress.

Cadillac—The Cadillac Sash, Door and Blind Manufacturing Co. has been organized with a capital of \$10,000. The corporation is officered as follows: President, E. J. Johnson; Vice-President, E. D. Barrett; Secretary and Treasurer, E. J. Haynes. The Hyman building has been purchased and will be converted into a factory. The company expects to begin operations by June 1.

STRAY FACTS.

Homer—Wait Bros. succeed Cole & Wait in the grocery business.

Midland—Chas. A. Lee, Secretary of the Cleveland Woodenware Works, is dead.

Charlotte—John Allen and W. C. Stinchcomb have formed a copartnership and opened a general blacksmithing shop.

Muskegon—M. Silber has purchased the stock of liquors of M. Cohn & Bro. and is moving the same to Ashland, Wis., where he will engage in business.

A Glycerine Conspiracy.

From the New York World.

It is to be inferred from the text of a letter written by one Otto Korman, of New York City, to a Chicago business firm, that there is a combination of glycerine manufacturers in this locality which practices a policy of intimidation and revenge to secure the New York market to itself.

The Chicago firm ventured to send glycerine here for sale at a lower rate than the combination prices. It is informed by this letter that it does not keep its product out of this territory and confine itself to Western customers. It will not only be crowded out here, but will be attacked on its own ground and caused serious trouble. The failure of a Cincinnati glycerine company is significantly pointed to as the result of the New York men's policy of ruining those who do not let them control matters here. The Chicago firm has done well to expose this knavery. It will do still better if it can fix the criminal responsibility involved in the policy disclosed and make an example of some one.

The principle of killing competition by conspiracy both against the competitors and the consumers is the radical evil that underlies altogether too many kinds of business in these days. It is not often that there is such a barefaced and shameless open manifestation of it as is cited here, but the fact that a man should dare to commit himself thus on paper shows how hardened in the practice those who engage in it quickly become.

S. E. Stover & Co., boots and shoes, Grand Rapids: "I have received a copy of your paper and find it so valuable that it is impossible to do without it. Please send it to me for one year."

Purely Personal.

Clay McNitt, of the grocery firm of McNitt Bros., at Cadillac, was in town last week.

W. F. Bulkley is expected home from Lockport, N. Y., the latter part of the present week.

C. D. Carpenter, of the Springdale cheese factory, near Hopkins Station, was in town on Monday.

H. N. Moore, President of the Grand Rapids Packing & Provision Co., went to Chicago Monday.

W. T. Lamoreaux was in Detroit last week, in consultation with representatives of his Boston wool brokers.

C. H. Thrall, the Big Rapids attorney, is in town for a few days, attracted mainly by the Booth-Barrett combination.

A. J. Dayton, formerly engaged in the drug business at Potosky, is seeking a new location. He was in town a couple of days last week.

John Shields, shipping clerk for Fred. D. Yale & Co. for the past three years, has taken the position of book-keeper and head salesman for the Telfer Spice Co.

J. L. Handy, formerly engaged in the grocery business at Boyne City, was in town a couple of days last week on his way to a visit with old friends in Orleans county, N. Y.

Alex. Keith, shipping clerk for Hawkins & Perry, received a telegram from Elora, Ont., Monday, announcing that his mother was dying. He left on the afternoon train for her bedside.

P. M. Lonsbury, the Reed City druggist, was in town this week on his way home with his son, Burt, who has been to California in search of health. He is no better than when he went away.

Robert W. Hazeltine, formerly chemist for the Hazeltine & Perkins Drug Co., but for the past year with G. W. Jones & Co., at Memphis, Tenn., is in town for a few days and may conclude to remain North.

M. L. Swift, formerly

The Michigan Tradesman.

HOW HE DID IT.

"How's trade?"
"No trade—dead. Just about ready to be buried."

"Me, too. Seems as if everybody was full of goods. One customer told me to-day that I should go through his stock and if I saw anything in my line he needed, to send him anything. He had goods enough to run him two months."

The bald-headed man pulled out his silver tobacco box, took a liberal chew and sighed. The man who had specs on sighted in sympathy.

"I never have dull trade."

The bald-headed man turned around in his seat and stared, and the man with specs on opened his mouth as if to speak and closed it again. The speaker was a sharp-looking, nattily-dressed young man, and bore the evidences of prosperity.

"New man?" queried the bald-headed man.

"Old liar?" asked Specs.

"Nop," answered the successful one, "but I never miss a man and I have a hard line to sell, too. I am in the cheap jewelry line. Plated stuff, you know."

"Say, I'll bet you an even hundred that you can't sell every man you call on," said the bald-headed man, "and I'll pay your expenses if you come with us; if you miss one man in the week we are together, you pay me one hundred dollars and pay your own and my expenses. If you sell every man you call on, I pay you a hundred dollars and your expenses."

"Put up," laconically said the young man.

The fat man was awakened, solemnly hooked the wager, pocketed the stakes and at Bangor the test began. Accompanied by one or another of the trio, the young fellow called on the jewelry trade at Bangor, Hartford, Coloma and Benton Harbor, and in every instance, no matter whether the buyer said he had plenty of goods, or did not handle that class of goods; no matter what excuse he gave—in the end he always bought. The salesman's method was always the same. Whether the buyer was a known crank, crabbed and cross-grained, or jovial and easy, he looked him in the eye and told him he would buy, and he did.

By the time Benton Harbor was finished, the bald-headed man was blue. It seemed the more goods the young man sold, the less our friends could sell, and he and the fat man, aided by the man with the specs, had exhausted every known theory under the sun for an explanation of the young man's method. It was absolutely wonderful. In one place he had called, the buyer had just received some goods in his line and was unpacking them. He was an old man, bald, whiskers but no mustache, and was classed as a "holy terror" by the boys on the road—one of those people who are continually finding fault, and who run everybody's goods down—who buy cheaper than their neighbors, but are continually getting "bit." Well—"Champ" was the young fellow's name—Champ was steered against him by the fat man, as a sort of "hope at last" scheme, and when Champ presented his card, the old fellow fairly bellowed.

"D—n your house, sir! They can't sell me any goods! They are robbers, sir! Robbers! Have no time to waste on you! Good-morning—good-morning."

The fat man chuckled, the bald-headed man already began to plan what he would buy with the hundred dollars, and Champ?—Champ walked up to the old man, placed a hand on his shoulder and, looking him square in the eye, said:

"Tut, tut, don't get mad. The house meant well. You do need some goods and you will buy!"

The bald-headed man moved for the door, expecting every second to see Champ, fired out bodily. But he was not expelled. The old man bought, just as the others had, and with only one more town between the bald-headed man and the loss of a hundred dollars, the four took the street car for St. Joseph.

They called on the first jewelry store and the buyer was East. At the second—and last—Champ presented his card to a dapper young lad behind the counter and was informed that a tall, dark-complexioned man in the rear of the store was the buyer. Champ moved on the enemy and the following ensued:

"Good morning, sir. The buyer?"

"Yes, sir," sharp and short.

"My card, sir," light and airy.

"Um—yes—don't need anything in your line," moving away from him.

Champ came his old game, put a hand on the buyer's shoulder, half turned the man around and, looking him straight in the eye, said, confidently, "Oh, yes, you do. You will—"

"D—n your impudence! Take your hands off me, will you, and get out of here, quick!"

Champ gazed at the man and the man gazed at Champ. Champ turned pale, put his hand tremblingly to his forehead, gazed vacantly about him and staggered out. Once out doors he fell, rather than ask, down on a box and, placing his head in his hands, meditated deeply. The bald-headed man, although clad over his back, sympathized with him and asked him if he was sick.

"Professor! Of what?"

"Why, of mesmerism!"

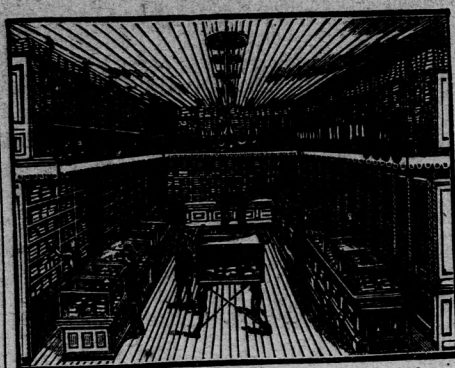
Champ, did a sort of *trouper* break-down and walk-around and wound up by throwing his arms about the fat man's neck, much to the edification of several boys who were looking on.

"Saved! Saved!" shouted he. "I thought I had lost my power! I thought the spell was broken by a non-professional! I, too, am a mesmerist! That's why I always sell goods! You can have your hundred dollars! I am only too happy to be let off so easy. I was scared to think a common, everyday buyer could withstand me."

JESSE LANGE.

GENUINE K. of L. CIGARS.

The product of Organized, Working Cigar-makers. Established Sept. 1, 1888, on the Co-operative plan by members of L. A. 6374, K. of L. Smokers and Friends of Labor, Attention! If you are opposed to filthy, tenement-house factories, the servile labor of coolies, the contracts for convict labor, give our Cigars a trial. If you are in favor of shorter hours of labor, the Saturday half-holiday, and last, but not least, the payment of higher and living wages in solid cash, give our Cigars a trial and accord them your most liberal patronage. The yellow K. of L. label on every box. One hundred thousand sold within three months in the city of Detroit alone. Warranted to be strictly five and ten cent goods. For further particulars, terms, prices, references, etc., address W. E. KRUM & CO., Wernersville, Berks Co., Pennsylvania.



FISHING TACKLE!

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.

Lorillard's New "Smoking or Chewing" YELLOW JACKET LONG CUT.

Packed in 3 oz., 8 oz. or 16 oz. Handsomely Decorated Papers.

To be had of all Jobbers at the very low price of

20 CENTS per POUND.

IT IS THE

Mildest, Smoothest Smoke Ever Offered for Less than 30 Cents per Pound.

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.

HESTER & FOX, Manufacturers' Agents for SAW AND CRIST MILL MACHINERY,



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.

S. A. HOWES.

C. N. RAPP.

GEO. E. HOWES & CO.,

JOBBERS IN

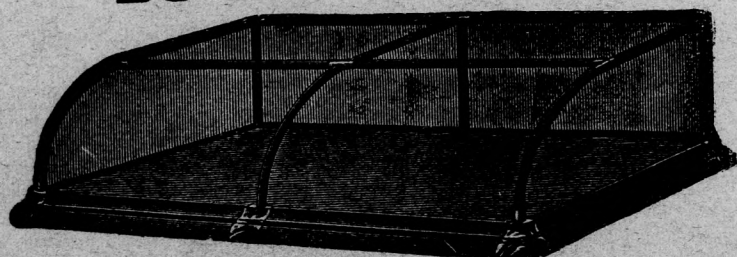
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SPECIALTIES:

Oranges, Lemons, Bananas.

3 Ionia St., GRAND RAPIDS, MICH.

DO YOU WANT A



If so, send for Catalogue and Price-List to

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RETAIL GROCERS

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

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DILWORTH'S COFFEE,

Which Holds Trade on Account of Superior Merit Alone.

Unequaled Quality, Improved Roasting Process, Patent Preservative Packages.

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



"NO MORE SCHEMES." Red Star Baking Powder

SOLD AT ACTUAL VALUE

1/4 lb Cans	45 per dozen;	Retail 5 cents
1/2 lb Cans	85 per dozen;	Retail 10 cents
1 lb Cans	1.50 per dozen;	Retail 30 cents

Sold only in cans.

QUALITY GUARANTEED.

ARCTIC MANUFACTURING COMPANY,

38 and 40 Louis Street,

GRAND RAPIDS, - MICHIGAN.

Very Attractive. Full Weight. Full Strength. Order a Sample Lot.

PUTNAM & BROOKS,

WHOLESALE MANUFACTURERS OF

CANDY

And Heavy Jobbers In

Oranges, Lemons,

BANANAS, NUTS,

Dates, Figs, Citrons, Prunells, Etc.

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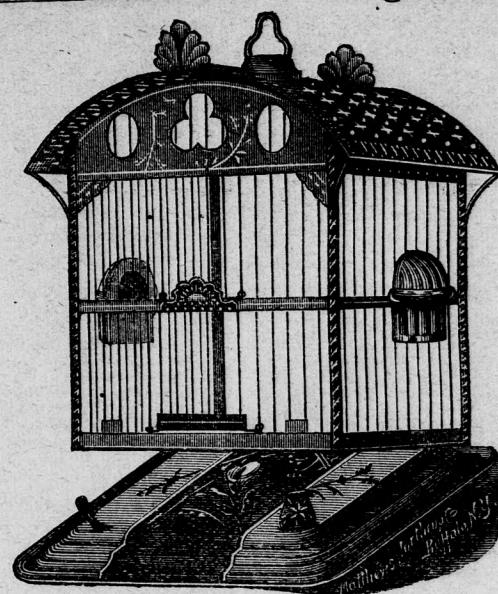
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DRY GOODS,

Hosiery, Carpets, Etc.

6 and 8 Monroe St., Grand Rapids.

BIRD CAGES!



A Full Line of

JEWETT'S BIRD CAGES.

Send for Illustrated Catalogue,

Foster, Stevens & Co.,

10 and 12 Monroe St.,
33, 35, 37, 39 and 41 Louis St.,

GRAND RAPIDS, - MICH.

RINDGE, BERTSCH & CO.,

MANUFACTURERS AND WHOLESALE DEALERS IN

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AGENTS FOR THE

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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. WINTERNTZ, Resident Agent,

Grand Rapids, Mich.

WEDNESDAY, MAY 2, 1888.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written for THE TRADESMAN.

Our great quadrilateral political scramble has now fairly begun, and, as a matter of curiosity, it would be interesting to know how many patriots have their ears to the ground, anxiously listening for a call from their country, and how many "dark horses" are being privately groomed for the race. You and I, at this period, are taking very little interest in the preliminary proceedings; in fact, we are promising ourselves that our sole connection with the affair will be the usual performance of our duties as citizens on the day that we are called upon to act with the multitudinous judges of the contest. We look back through the many years to the times when our enthusiasm was in a state of unceasing effervescence for weeks and months; to the sleepless nights and anxious days that we have devoted to our favorite's cause; to the dollars that vanished through our infatuation; to our intolerance and disrespect for the right of opinion among our friends and acquaintances, and to the barren results, so far as our personal interests were concerned, and we solemnly assure ourselves that if enthusiasm must bubble and sleep be disturbed and money squandered and personal rights invaded in the coming race, it shall not be at our expense.

But, haven't we made ourselves the same promises in the past—and broken them? And are we not liable to fall victims to our old disease during this coming epidemic of political insanity? It is barely possible that we may, for once, escape, but, if I see you tramping around in the mud this summer or fall, with a smoking and loud-smelling tin lamp on a pole, and am disgusted thereat, and your indignation and contempt are aroused by my trying to rupture my bronchial tubes over the encouraging remarks of some of the jockeys of the race, don't let us indulge in any mutual recriminations.

It is natural and proper for every intelligent citizen to take more than a passing interest in our great political struggles, but if he can, in some manner, divert himself of his blind allegiance to party, he is much better qualified to act and vote intelligently. And, even if he can do this, it will be well for him to prepare himself to witness the total violation of principles and pledges by the individuals whom he has conscientiously supported. After we have had a number of years' experience in emotional politics, we can safely class ourselves among the narrow-gauge voters if the Shibboleth of the politician continues to retain its old-time effect in arousing and arming us to assist in fighting his battles.

But if you are socially and convivially inclined and have in your make-up the latent elements of man-worship, biennial and quadriennial political scrambles have some very pleasant and fascinating features. When you look back over past campaigns, you can hardly realize that you, plain John Smith, have hobnobbed over the counter of the hotel bar room with the renowned Congressman Boodle and that he then and there familiarly called you "Smith" and took no umbrage when you flipped one of your—not too numerous—dollars on the marble and remarked:

"Fill 'em up agin, boys! Boodle for ever! 'Rah for my fren' Boodle!"

And it seems almost like a dream when you reflect that about a couple of weeks before Gov. Bum was elected he sat in your very modest place of business from the time he finished his speech until the midnight train was due and that he made quite an aching void in your box of \$75 cigars and asked if you thought you could find a bottle of genuine French brandy in your little town—which you did, at an outlay of a couple of dollars or so.

It seems almost like a dream, but a couple of subsequent incidents connected with these distinguished gentlemen are vivid and real—I allude to the time that you visited Congressman Boodle, at his residence, to talk over a little matter connected with a post-office, and how Boodle refused to acknowledge any former acquaintance and listened coldly and inattentively to your remarks and, finally, sarcastically observed that, as he'd already promised his influence in the matter to another party, he'd try and get you appointed Minister to the Court of St. James. And the other instance occurred, you remember, at the time when you found it convenient to return the Governor's social and pleasant visit. For the first (and only) time in your life you procured some visiting cards, and on the back of one you carefully pencilled a brief reminder of the executive's sojourn with you on that memorable evening and sent it up to his office. While waiting for the messenger's return, you undoubtedly indulged in visions of a cordial and effusive greeting—you wouldn't have been surprised to have seen Bum turn his private secretary out of the room and to have heard him whisper an order for a basket of champagne and a box of the best Havanas obtainable. But what did he do, John? He merely sent down a verbal message, which the bearer translated something as follows:

"Governor Bum presents his compliments. Says he's too busy to see people who haven't any important business with him."

Put it down as a melancholy but solid fact, John, that the average candidate for any important office is usually afflicted with a very treacherous memory or is strongly tinged with ingratitude. He doesn't object to your homage and admiration, but he prefers to have you worship at a distance. While he is campaigning he may single you out at the rear end of a hundred foot hall and overpower you with ecstasy and inflate you with pride by referring to you as "my friend Smith, and your exemplary and honored townsmen, gentlemen and ladies!" But, ten to one, John, three months afterward he wouldn't recognize you across the aisle of a railway coach.

I was on an express train, some years ago, when one of those nuisances who have a mania for the "straw" business went through the car to canvass its political complexion. After his exit, a gentleman who occupied the seat with me observed:

"By the time that young fellow has stored up a quarter of my political experience he will probably quit making an ass of himself in that manner!"

In a conversation that followed, I learned that my companion, at a former period of his life, had been a law student in the office of a man who afterward became President of the United States. After relating various anecdotes of his distinguished principal, he continued:

"I seriously doubt whether I ever learned much law of my instructor, but I did learn a great deal about politics. He was a very ambitious man and was always 'laying ropes' for the dignity which he eventually attained, and a good share of my time was employed in assisting him. Sometimes he paid my expenses and sometimes he didn't. I wasn't very flush in those days, and a good share of my little savings and the most of the time I ought to have spent in study were devoted to his cause, but when he was finally nominated and elected I never doubted for a moment but that I had made a big investment of both."

"After he was inaugurated, I deliberated a few days over what position I would accept and then went to Washington and called at the White House. The President was holding a cabinet meeting and could see no outsiders that day. The next day he was engaged with foreign ministers and on the next one he was writing a special message. It was eight or ten days before I finally succeeded in obtaining an interview. When I did, the President shook hands with me coolly and carelessly, intimated that he had but a few moments of leisure, frowned a little when I spoke of an appointment but finally promised to 'do something' for me; but that promise was all I ever received for the time and money spent in his service. I hung around until my cash and credit were completely exhausted. I couldn't obtain another interview and my letters were never answered and my poor old father finally had to mortgage his little homestead before I could get my clothes from the pawnbroker, and purchase a return ticket."

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

Grand Rapids, Mich.

TIME TABLES.

Grand Rapids & Indiana.			
All Trains daily except Sunday.			
GOING WEST.			
Trains	Leave	Arrive	Leave
Traverse City & Mackinaw Ex.	7:00 a.m.	11:30 a.m.	7:00 a.m.
Traverse City Ex.	7:30 a.m.	11:30 a.m.	7:30 a.m.
From Cincinnati	7:30 p.m.	11:30 p.m.	7:30 p.m.
From Wayne and Mackinaw Ex.	11:35 a.m.	11:35 p.m.	11:35 a.m.
Baginaw Express	11:35 a.m.	11:35 p.m.	11:35 a.m.
Baginaw express runs through solid.			
7:00 a.m. train has chair car to Traverse City.			
11:30 a.m. train has chair car for Potosky and Mackinaw City.			
8:30 p.m. train has sleeping cars for Potosky and Mackinaw City.			
GOING SOUTH.			
Cincinnati Express	10:30 a.m.	7:15 a.m.	10:30 a.m.
Cincinnati Express	4:40 p.m.	5:00 p.m.	4:40 p.m.
Traverse City and Mackinaw Ex.	11:30 p.m.	11:30 p.m.	11:30 p.m.
7:15 a.m. train has parlor chair car for Cincinnati.			
5:00 p.m. train has Woodruff sleeper for Cincinnati.			
7:00 p.m. train connects with M. C. R. R. at Kalamazoo for Battle Creek, Jackson, Detroit and Canadian points, arriving in Detroit at 10:45 p.m.			
Muskegon, Grand Rapids & Indiana.			
Trains	Leave	Arrive	Leave
Leave	6:45 a.m.	10:30 a.m.	6:45 a.m.
11:00 a.m.	11:00 a.m.	4:30 p.m.	11:00 a.m.
4:40 p.m.	4:40 p.m.	8:50 p.m.	4:40 p.m.
Leaving time at Bridge street depot 7 minutes later.			
C. L. LOCKWOOD, Gen'l Pass. Agent.			

Michigan Central.			
Grand Rapids Division.			
DEPART.			
Detroit Express	6:15 a.m.	6:15 a.m.	6:15 a.m.
Day Express	1:10 p.m.	1:10 p.m.	1:10 p.m.
Atlantic Express	10:10 p.m.	10:10 p.m.	10:10 p.m.
Mixed	6:30 p.m.	6:30 p.m.	6:30 p.m.
ARRIVE.			
Pacific Express	5:00 a.m.	5:00 a.m.	5:00 a.m.
Grand Rapids Express	10:15 p.m.	10:15 p.m.	10:15 p.m.
Mixed	6:30 p.m.	6:30 p.m.	6:30 p.m.
Daily. All other days except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit. Parlor cars run on Day Express and Grand Rapids Express to and from Detroit. Direct connections made at Detroit with all through trains East over M. C. R. R. (Canada Southern Div.).			
O. W. RUGGLES, Gen'l Pass. and Ticket Agt., Chicago.			
CHAS. H. KENNIS, Gen'l Agent.			

Lake Shore & Michigan Central.			
Kalamazoo Division.			
Trains	Leave	Arrive	Leave
Ex. & Mail, N. Y. Mail	7:45 a.m.	9:45 a.m.	7:45 a.m.
5:55 p.m.	5:55 p.m.	8:55 a.m.	5:55 p.m.
10:00 a.m.	10:00 a.m.	7:30 a.m.	10:00 a.m.
8:30 p.m.	8:30 p.m.	5:55 a.m.	8:30 p.m.
2:30 a.m.	2:30 a.m.	11:00 p.m.	2:30 a.m.
8:30 a.m.	8:30 a.m.	6:40 p.m.	8:30 a.m.
2:30 p.m.	2:30 p.m.	11:35 a.m.	2:30 p.m.
5:40 a.m.	5:40 a.m.	11:30 p.m.	5:40 a.m.
A local freight leaves Grand Rapids at 1:10 p.m., carrying passengers as far as Kalamazoo. All trains daily except Sunday.			

Detroit, Grand Haven & Milwaukee.			
GOING EAST.			
Night Express	9:30 p.m.	10:55 p.m.	9:30 p.m.
Through Mail	10:30 a.m.	10:30 a.m.	10:30 a.m.
Evening Express	3:40 p.m.	3:40 p.m.	3:40 p.m.
Detroit Express	11:00 a.m.	11:00 a.m.	11:00 a.m.
Mixed, with coach	1:00 p.m.	1:00 p.m.	1:00 p.m.
GOING WEST.			
Morning Express	1:05 p.m.	1:10 p.m.	1:05 p.m.
Through Mail	4:00 p.m.	4:00 p.m.	4:00 p.m.
Grand Rapids Express	5:35 a.m.	5:40 a.m.	5:35 a.m.
Night Express	7:45 a.m.	7:45 a.m.	7:45 a.m.
Daily, Sundays excepted. Daily. Passengers taking the 6:50 a.m. Express make close connections at Owosso for Lansing, and at Detroit for New York, arriving there at 10:10 a.m. in the following morning. The Night Express has a Wagner Sleeping car.			
JAS. CAMPBELL, City Passenger Agent.			
Geo. D. REEVE, Traffic Manager, Chicago.			

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Jobbers and
Retailers of
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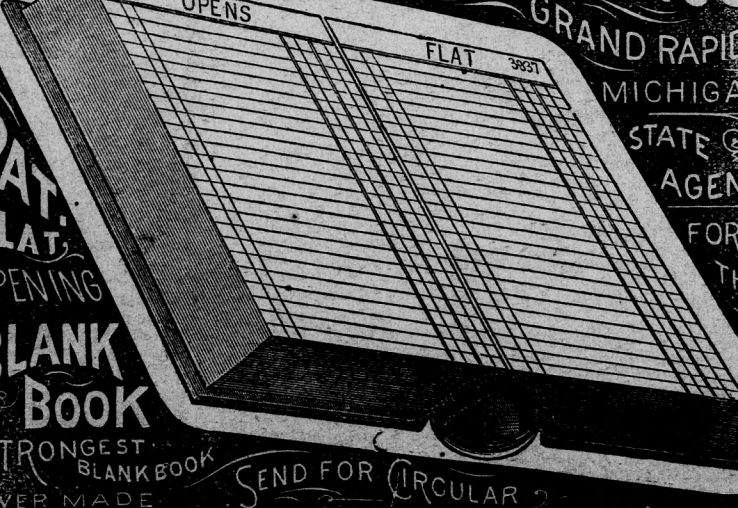
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Oswego PURE AND "Silver

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STARCH.

Kingsford's Oswego CORN STARCH for Puddings,

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WILL PLEASE YOU EVERY TIME!

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Fresh and Salt Beef,

Fresh and Salt Pork,

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Bacon, Boneless Ham,

Sausage of all Kinds,

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LARD, Strictly Pure and Warranted, in tierces, barrels, one-half barrels, 50 pound cans, 20 pound cans, 3, 5 and 10 pound pails.

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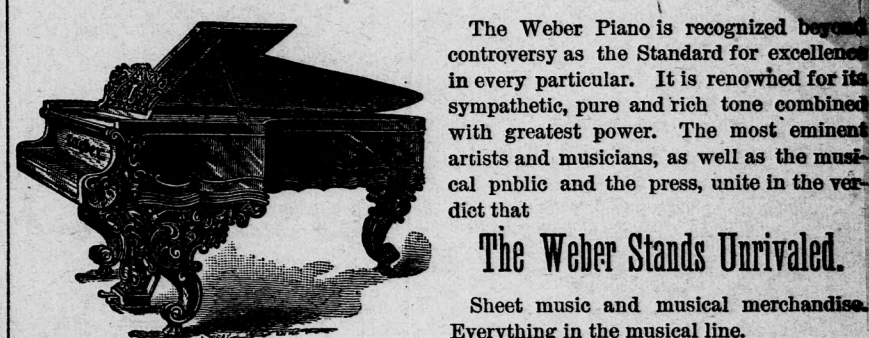
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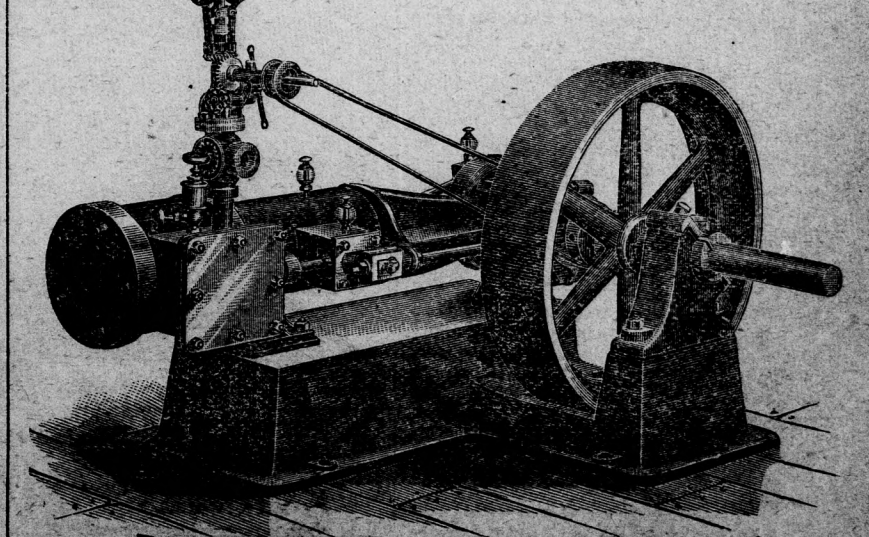
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Stationary and Portable Engines and Boilers,



Vertical, Horizontal, Hoisting and Marine Engines. Steam Pumps, Blowers and Exhaust Fans. SAW MILLS, any Size or Capacity Wanted.

Estimates Given on Complete Order.

23, 25 and 27 SOUTH DIVISION ST., GRAND RAPIDS, MICH.

The Michigan Tradesman.

"Sailing Down."

(Concluded from Page One.)

Mr. Ashley had not failed him and, after receiving a cordial grasp of that gentleman's hand, Charlie gave him a rapid account of the situation.

"Well done, Charlie," said Mr. Ashley, as Charlie finished. "You return to the store, and when I come in don't recognize me until I give you the wink."

Charlie did as requested and, in a few moments, Mr. Ashley sauntered in. Going up to Mr. Rankin, with whom he was unacquainted, Mr. Ashley gave him a card, with the remark:

"My name is Ashley. I took a notion to run out and see the trade this week and send in a few orders, for old times' sake. I formerly sold goods on the road."

Mr. Rankin, totally unsuspecting, talked cordially with Mr. Ashley on different topics and finally mentioned his arrears:

"I am sorry, Mr. Ashley, that my account does not come nearer a balance with you, but I hope to have things clear in a short time. I have about \$3,000 worth of paper, which is due in a month, and then I shall come down and settle up."

"Oh, that's all right, Mr. Rankin. Let your mind rest easy on that score. Don't you need some more goods to-day?" and Mr. Ashley stepped behind the counter and took a can from the shelf, as if to examine it.

"Why, you've adopted the old scheme to keep your shelves filled, haven't you? By George, this is empty, too!" taking a can from another shelf.

Rankin's face began to get pale, and his voice was shaky as he tried to engage Ashley in conversation on some other subject. But Mr. Ashley was not to be put off. Shelf after shelf was examined and found empty, and then he turned to Rankin and said, sternly:

"Mr. Rankin, you are trying to cheat us out of our just due! Your stock is gone, you have no paper outstanding, as you say; no money in bank except \$4,000 in your brother's name. And even now, in that shed yonder, you have got a wagon-load of goods which you intend to ship away and defraud us of!"

"It's a lie!" exclaimed Rankin, but his appearance sadly belied his words. He was shaking as if with an ague, and he looked as if about to drop.

"I can prove it," said Mr. Ashley, calmly. "Charlie," calling the young man, who was engaged in cleaning a show-case, "you heard what I told Mr. Rankin. Is it true or false?"

"It is true! I saw him load the wagon, and I have the original note he sent to his brother, having carefully written a duplicate for him!"

To have his own clerk support a man who, as Rankin supposed, was an utter stranger, in an assertion so bold, and Charlie's possession of the note, completely unnerved him, and he then and there made an abject confession, promising restitution and begging for mercy.

The goods stored at the farm were recovered, together with a large amount already shipped away, and the money in bank transferred to Ashley & Moore's credit. Rankin was not exposed, on Moore's account, but he left the country and never came back. Ashley & Moore lost only about \$800 through him, which Mr. Moore paid out of his own pocket.

Charlie Allen got married the next spring and left the road. He is now comfortably established in trade, through the assistance of Ashley & Moore, and, as a token of their esteem, his first note for \$200 was returned to him as a wedding present. RELLUF.

Limburger Cheese.

From the New York Sun.

The Sun recently announced the fact that the Board of Health had destroyed a long ton of bad Limburger cheese. The occurrence shows the expertness of the officers of the Health Department. Any man who can distinguish between good and bad Limburger cheese deserves commendation. It will interest lovers of the fragrant cheese to know that it is growing in public favor, and that America is taking the lead in its production. Indeed, little or none of it is now made in Limburg, the city where it was first manufactured.

Limburg is a town of Belgium, once the capital of the territory of Limburg, which was after 1830 divided between Holland and Belgium. It is a ruined town, with a population of only 3,000, although it was formerly a strongly fortified and gay place. Limburg cheese, once one of its principle articles of manufacture, is now made in the neighboring town of Hervé. This, however, is principally used for European consumption.

America is now making as good Limburger cheese as can be found in the world. Much of it is manufactured in Wisconsin, but Oneida and other counties in New York State produce Limburger cheese that is not to be sneezed at. Of course, the people of the metropolis use more of it than the residents of any other city, but Philadelphia crowds us pretty close.

The proprietor of one of the great cheese stores of Chambers street led the way down into the aromatic cellar of his big establishment and showed the reporter several hundred cubes of Limburger cheese which a workman was wrapping up in brown paper. Each cheese weighed two pounds.

"The tales they tell about how Limburger cheese is made are matters of fiction," said he. "It is prepared like any other cheese, but the whey is not pressed out and its manufacture is after what we call the cold process. It is the whey in an advanced and aggressive state that gives Limburger cheese its flavor. You will, perhaps, be surprised to learn that about 70,000 cases of Limburger cheese are made in this country every year. Every case contains 24 cheeses, 120 pounds each, and there are 120 cases in each case."

CLARK, JEWELL & CO.,

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HANDLE EVERYTHING IN THE PROVISION LINE.

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

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Peerless Carpet Warps and Geese Feathers
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BUY YOUR SPRING LINE OF

MEN'S AND BOY'S WOOL, FUR AND STRAW HATS,

LADIES and MISSES STRAWS

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RISING SUN BUCKWHEAT.

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ORDERS FROM RETAIL TRADE SOLICITED.

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"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."

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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.

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