

The Michigan Tradesman.

Official Organ of the Michigan Business Men's Association.

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

E. A. STOWE & BRO., Proprietors.

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E. A. STOWE, Editor.

WEDNESDAY, JULY 18, 1888.

GOVERNMENT CLOTHING STORES

United States Soldiers Supplied at Cost Prices with Good Goods.

From the New York Sun.

The largest clothing, boot and shoe store in this country is run by the United States, although things are not done at cost prices and there is no profit in it. Every army recruiting station is a branch store where supplies are dealt out. It is different from ordinary stores in that the United States treasury furnishes the money that buys the boots, hats, blankets and clothes, and the money that buys from the United States also comes from the treasury.

So the United States has gone into the business of supplying their ordinary things to soldiers at the bottom price at which the contracts for them can be made. There are no salesmen's salaries, no rent, no insurance nor profit to be paid by the government. As a result, the prices at which clothing is sold to the soldiers are so low that many working men who are paid four times as much as the soldiers are not clad as well. The blue coats cost \$3.38. They are made of good material, well cut and are better fitting than the ones that are made by average policemen, for which he pays several times what the soldiers pay. His caps cost forty-nine cents. His stockings cost nine cents a pair, and they are better than the Bowery stores sell for a quarter, while the forty-nine cent caps are as good as any man could want. For his blue trousers the soldier pays \$2. They are so cheap that he can buy half a dozen pairs with his month's pay, which is more than many young men who look down on their own caps do.

The two bits of extravagance are the flannel shirts and the blankets. The shirts cost thirty-eight cents more than the trousers, but they are as good as can be bought at any price, and they do not shrink into a woolly ball when they are washed. The blankets are sold for \$4.28. It is easy enough to go to almost any dry goods store and buy cheaper blankets than the soldiers have, but these blankets are wool and weigh six pounds. One pair of them is enough in cold weather and they are warmer than several pairs of cheap blankets. The United States considers the health of its soldiers, and although the caps and trousers are economized on, the best woolen shirts and blankets are supplied.

There are various kinds of shoes that sell from \$1.76 to \$3.04. Then there are heavy stockings that sell for more than the nine cents that the summer stockings bring. There are underclothes for sale that are of such a good quality that the officers often wear them in preference to the underclothing that they can buy in the usual way.

The United States goes further, and supplies all the necessities of the soldiers at cost prices, and the cost rates are frequently lower than those at which a private storekeeper could buy, as the United States buys in large quantities and is sure pay. It also tends to increase a manufacturer's outside trade if he gets large garment contracts, and a big manufacturer with a large stock on hand can afford to sell to the United States at cost. If he sold at the same rate to private sellers they might cut retail rates, while the United States sells to nobody but soldiers.

When a recruit is sworn in, the sergeant takes him into the clothing room and fits him up with a full outfit. The cost of it is taken from his pay, although at the rates at which the government sells it does not take him long to pay up. No one may buy clothing from the government except soldiers, and it is a crime for any clothing to be given or sold to any one else. If the government were to sell to everybody at the same rate, the business of the furnishing goods stores in the neighborhood of recruiting stations would be ruined.

Drapery for Display Windows.

From the Boots and Shoes Weekly.

A Philadelphia shoe dealer whose store window is somewhat noted for its attractiveness thinks that one of the worst mistakes a retailer can make in dressing his window is in hanging dark drapery in the back and in covering the bottom of the window with a similar shade, as this gives the window a dreary appearance, and it is difficult to tell one shoe from another. Display windows should always have light drapery when there is any used, as it will set the goods off to better advantage.

"Instead of putting half of his stock in the window," said he, "the dealer should select a few pair of ladies' and men's goods and display them in as neat a position as possible, and these will attract attention everywhere if there is no other attraction shown. But the matter of drapery is one of special importance to a storekeeper. According to my ideas, cheerfulness is one of the first essentials in good window dressing."

When High Heels Will Be a Curiosity.

From the Time's Sun.

(Time, 2088, in the museum). She—"Great looking, George! What is that peculiar looking thing hanging there in the case that somewhat resembles a clothes-basket, except that it is made of wire?" He—"Let's see—number 42. Wait till I consult the catalogue. Here it is. 'Number 42—a piece of wearing apparel, known as a bustle. Was worn by women of all classes during the latter part of the nineteenth century, to beautify their forms.'"

She—"My! I wonder where they were such an ungainly contrivance." He—"The catalogue does not state, but I judge from the size that they must have worn it all over the body."

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

T. B. Goossen succeeds Goossen, Van Houten & Co. in the commission business.

C. H. Benson has engaged in the grocery business at Otsego. The stock was purchased at this market.

Edson Roberts has engaged in the grocery business at Sparta. Ball, Barnhart & Putman furnished the stock.

The Danaher & Melendy Co. has put in a supply stock at Tallman. The goods were purchased at this market.

John Hoomrich has engaged in the grocery business at North Dorr. I. M. Clark & Son furnished the stock.

L. A. Upson has opened a grocery store at Shady Side, near Holland. Bulkeley, Lemon & Hoops furnished the stock.

Noble & Miller have engaged in the grocery business at 699 South Division street. Bulkeley, Lemon & Hoops furnished the stock.

Braun & Grady have engaged in the grocery business at the corner of Jefferson street and Shawmut avenue. Ball, Barnhart & Putman furnished the stock.

F. Van Bree and his son, D. Van Bree, have formed a copartnership, under the style of Van Bree & Son, for the purpose of engaging in the drug business at Zeeland. They will occupy a new brick store, which they erected with especial reference to the business. The Hazeltine & Perkins Drug Co. is putting up the stock.

AROUND THE STATE.

Stetson—G. N. North has engaged in the drug business here.

Fremont—A. J. Jones has moved his restaurant to Marion.

Ayr—Henry S. Post succeeds J. D. Higginbotham in general trade.

Dowagiac—A. C. King succeeds Ingling & King in the grocery business.

Escanaba—E. H. Williams has assigned his hardware stock to A. R. Northrop.

Detroit—H. Schlesinger succeeds R. Schlesinger & Co. in the clothing business.

Detroit—E. Krapp succeeds Krapp, Ernst & Co. in the dry goods and grocery business.

Battle Creek—Jas. C. Halladay succeeds Geo. F. Barrows & Co. in the grocery business.

Charlevoix—Miss Emma Todd, late of Cheboygan, has opened a toy and notion store.

Allen—Hill & Roethlisberger are succeeded in general trade by F. A. Roethlisberger.

Manistiquette—M. Salvan has opened a new clothing, dry goods, hat and cap and boot and shoe stock.

Holland—Metz & Brink succeed the Werkan Manufacturing Co. in the manufacture of furniture.

Ashley—W. J. Barker, lately in the employ of H. A. Blackmar, at Charlotte, has purchased a drug stock here.

Reed City—E. A. Rupert & Co. is the style of the firm which succeeds S. W. Brown in the confectionery business.

Reed City—Richards & Son have opened a grocery and provision store. Mr. Richards was formerly a member of the firm of Denmore & Richards.

Big Rapids—C. A. Fellows has sold his drug stock to C. B. Fugua & Co., who will continue the business at the old stand. Mr. Fugua has had fifteen years' experience in Grand Rapids and Detroit drug houses and is a thoroughly competent pharmacist.

STRAY FACTS.

Sullivan—S. H. Clink succeeds the Clink & Jones Lumber Co.

Paris—Stickney & Co. are building a 30-foot addition to their store.

Muskegon—The Muskegon Booming Co. has 790 men on its pay roll.

Otter Lake—E. J. Tanner, of the firm of Tanner & Clark, millers and general dealers, is dead.

Ludington—The Pere Marquette Lumber Co. is building a large store, which will be ready for occupancy early in the fall.

Hersey—John Finkbeiner has completed his two-story brick store and will occupy it with his clothing house about the 20th.

Muskegon—Irving F. Hopkins has moved his drug stock into his new store at the corner of Third street and Houston avenue.

Allegan—M. F. Small, who has been engaged in the grocery business about a year, has closed out his stock and will return to Ft. Wayne, Ind.

Morley—Lon A. Pelton has returned from Los Angeles, adjusted his family troubles and resumed the management of his hardware business.

Reed City—Ernest Long has nearly completed his two-story brick store, the lower floor of which will be occupied by Roselle (Mrs. Simon) Schack with her general stock.

Farwell—F. E. Bradley & Co. have finished their lumbering operations for this season, having shipped 11,000,000 feet of logs by rail to Bay City during the past nine months.

Caseville—John McKintley's hardware store was broken into Sunday and the safe blown open and relieved of \$250 in cash and several hundred dollars' worth of notes. The concussion broke the front windows of the store, fifty feet away.

Detroit—The Michigan Gas Enricher Co., with letters patent of a process for enriching gas, has been incorporated with a paid-up capital stock of \$50,000. The stockholders are: Ira H. Wilder, 668 shares; Luke A. Wilder, 333; William E. Gough,

D. F. Glidden, 333, and William R. Bates, 333 shares.

East Saginaw—The largest lumber sale of the season was made Saturday by J. J. Winsor, who purchased 14,000,000 feet log run for Eastern parties at different prices but full market quotations. Four million feet of the stock is cut and the remainder will be manufactured as fast as possible. There is considerable inquiry for dry stock from Chicago.

MANUFACTURING MATTERS.

Pinckney—Detroit parties are putting up a pickle factory.

Vicksburg—H. H. Smith has bought the Barney cigar factory and will continue the business.

Wolverine—P. E. Hackett's saw, planing and shingle mill burned last Monday, involving a loss of \$7,000.

West Branch—The Cortland Lumber Co. will double its hardwood mill capacity, and is building a dry house, 30x80 feet.

Marshall—A corporation has been formed with \$60,000 capital to engage in the manufacture and sale of spring tooth harrows.

An Sable—The J. E. Potts Salt & Lumber Co. will likely extend its logging road from its pine timber in Osoda county to An Sable, fifty miles below.

Gun Lake—Gibson & Dunwell are building a shingle mill, to have a daily capacity of from 125,000 to 160,000 and be in operation by August 1. The mill will be supplied with timber purchased from Pardee, Cook & Co., and will ship over the Flint & Pere Marquette, via a spur.

Marquette—Wm. Allen has built six miles of road, and equipped it with two locomotives and several cars. He has contracted to get out 50,000,000 feet in two years, and receives \$2.50 a thousand for hauling to cars and unloading. He expects to bank from 200,000 to 250,000 feet daily over the railroad.

Gripsack Brigade.

C. Crawford and family are spending their summer vacation at Macatawa Park.

Clarence J. Peck, formerly on the road for Thompson & Macley, is now traveling for Hart Bros., of Chicago.

A. L. Braisted, traveling representative for the Volt Milling Co., now spends one week each month in Detroit.

Steve Sears is officiating as master of ceremonies at Wm. Sears & Co.'s, pending the absence of his father and uncle.

W. R. Mayo is on the road for Geo. E. Howes & Co. in the western part of the State and Wm. Rose in the eastern portion of Michigan. The latter resides at Owosso.

The boys who have called on Cass Bradford at Baldwin say that he has learned how to mix the sand with the sugar as skillfully as an old veteran at the business.

Hiram E. Clark now covers a portion of the Northern trade for Ball, Barnhart & Putman, including the Upper Peninsula and the towns on the line of the T. A. A. & N. M. Railway.

A. D. Estabrook, traveling representative for the Powers & Walker Casket Co., starts North next Monday on a nine weeks' trip. He and his family are rusticating at Spring Lake and Grand Haven this week.

M. K. Walton has returned to Grand Rapids and taken up his residence at 554 South Division street. During the past two months he has traveled the length and breadth of California without finding a locality which suits him as well as Michigan. He starts out on his old route for Curtis & Co. to-day.

Frank R. Miles, traveling representative for Foster, Stevens & Co., was married last Saturday afternoon to Miss Kittle Peck, of Reed City, the ceremony occurring at the residence of the bride's sister, Mrs. Cornelius Crawford, on Paris avenue. The happy couple are spending their honeymoon at Macatawa Park, after which they will take up their residence in this city.

Union City Local: During the recent trip of the T. P. A. Band to Minneapolis, the boys were accompanied by a gentleman from Battle Creek who made all arrangements for their comfort and aided in a hundred different ways in making the trip an enjoyable one. In fact, it was through his instrumentality that the band was engaged for the occasion. We refer to C. S. Kelsey, a man whom it is a pleasure to know, because of his genuine gentlemanly character. The band boys appreciated his efforts and as a mark of their esteem improved the opportunity on their way home of presenting him a fine gold-headed cane, suitably inscribed, the presentation occurring in the Grand Trunk offices, Chicago. Between the T. P. A. Band, of Union City, and C. S. Kelsey, of Battle Creek, there will ever exist a strong feeling of friendship.

Purely Personal.

Charles Lovejoy, the Big Rapids grocer, was in town last Friday.

F. J. Dettenthaler and family left to-day for a three weeks' trip around the Lakes.

Fred H. Ball is taking a trip down the St. Lawrence, New Brunswick being the objective point.

Sidney F. Stevens and wife left Monday for New York where they will spend a fortnight.

F. Van Bree and his son, D. Van Bree of Zeeland, were in town Monday, purchasing a new drug stock.

Hermann Spitz, the Chicago capitalist, spent Sunday as the guest of his brother, Ludwig Winternitz.

Geo. H. Thayer, manager for L. F. Swift & Co., went to Chicago Saturday night. He is expected back to-day.

Miss Emma Neumeister, Secretary of the Leahy Co., of Muskegon, is the guest of Mrs. M. S. Goodman, on South Union street.

Miss Annah Rindge has so far recovered from her recent serious illness as to enable her father to resume his duties at the house of Rindge, Bertsch & Co.

O. G. Brooks, formerly engaged in the spice business with Edward Teifer, but now engaged in business at Milwaukee, is in town for a few days, the guest of his brother-in-law, his former partner.

The sons of L. S. Freeman and Alex. Keith are each the possessors of pet rabbits and the paternal ancestors have become so much interested in the subject that it is understood they have in contemplation the establishment of a rabbit factory.

A Coffee Combine.

Sam Plank in Philadelphia Grocer.

In these degenerate days of corners and trusts and combines, when the whales and sharks of commerce eat up the smaller fishes by their magnitude and power, and frighten them away from competition for an honest living, it may not be out of order to relate the history of a certain combine which threatened at one time ruin to at least one branch of the grocery business.

I am not a grocer, and I have no apprehensions of ever being nominated for the office, but because I have friends who are grocers, and because the editor of this paper believes me to have lucid intervals in which, as he puts it, I "can tell a beat from a beet-rot," I have been asked to state my candid views on several points in the grocery trade.

And I hasten to do this gladly, not for the sake of seeing my name in print, not with the hope of enlightening my fellow men, not with the false and illusory notions that my writings will disarm adverse criticism, but with the higher, nobler, purer motive, born of the editor's promise to reward my labors with cold, clean, hard, substantial dollars. Therefore, should I at any time appear, as now, to be a little too prolix, remember, I have a certain space to fill and I must "get there" somehow.

There once lived in the city of New York an honest man. If this statement should seem at all rash let me add that it was a long, long time ago, but within the memory of the oldest inhabitant.

This man was a merchant. His name was Kough E. Bean. He was a little, hard-favored fellow, as brown as a berry, but strong and cheerful and a man of good taste. He tried his best to get along in business, but he found there was no royal road to success. He had to go through the mill, and was often ground down by the mill, and whom he came in contact. Still he persevered, but his profits were small, and the prophets were many who predicted his failure.

They told him, in words stolen from Scripture, that it "was not good for him to be alone," they advised him to go into partnership with some one who could "hustle" business, and whose conscience was not quite as rigid as his own, and the greater to facilitate the adoption of their advice, they introduced to his notice a schemer named C. Hickory, who on his own account had failed in trade.

And so it came about after many protestations and refusals on the part of Mr. Beans and many prognostications of certain success, on the part of Mr. Hickory and his backers, that was established the firm which soon gained a world-wide notoriety, and of which the members were Kough E. Bean and C. Hickory.

At first everything went well. The new life infused into the concern was such as to enable the partners to cut down their prices and undersell other firms. Mr. Bean found himself rapidly growing rich. His coffers were filling. He saw the way to a sure and rapid fortune.

But before very long a reaction set in. The public began to learn more of Mr. Hickory's individuality. They found he did not bear a good character in private, that, in fact, Mr. Bean provided the whole of the respectability and honesty in the firm, and, as a natural consequence of such a discovery, business declined to an alarming extent. And then it was that Mr. Bean commenced to make discoveries.

At the establishment of the partnership it was mutually agreed that Mr. C. Hickory should have only a tenth interest in the business, supplying only one-tenth of the capital and plant necessary to run it, but it soon transpired that this percentage had gradually and mysteriously increased to fifty per cent. As a natural consequence Mr. Bean's power had decreased from ninety per cent. to fifty. Bean manufacturing had been blind to this but the public quickly detected it.

So when Mr. Kough E. Bean rose one morning and learned that his wares were boycotted by reason of his connection with C. Hickory, when he remembered that such a proceeding on the part of the public meant the jeopardizing of a hitherto honorable name, even if it would not permanently ruin it, he began to regret that he had not begun contented with small profits and a reputation for fair dealing, sooner than have entered into partnership with a man whom he did not know and whose antecedents were the reverse of respectable.

Mr. Bean was quite right in supposing that his partnership would injure his credit. It did, and long after he had dissolved partnership with the "other member" of the firm, he scarcely ever had a customer call upon him but would expressly stipulate before doing business that C. Hickory had nothing to do with the concern.

And it is a moral that may, and ought to, commend itself to every tradesman, and every grocer in particular, that coffee beans and chicory don't work well together, and the same remark applies equally well to all other "combines" into which there enters a strong element of fraud.

Good Words for the Drummer.

Correspondence Shoe and Leather Review.

In spite of all the uncomplimentary remarks that are made about drummers in general, and American drummers in particular, I firmly believe that as a class they are as high a type of modern civilization as there is to be met with anywhere. The very nature of their business makes them so. The idea that a salesman can go over a particular route and continue to fleece a lot of intelligent people is simply absurd. In these days of fast trains, telegraph, and wireless special journalism, people get reliable news, and know the state of trade and value of goods just about as well as the drummer does, and a sensible salesman can't afford to risk his reputation by an effort to gull anybody. Even if he felt like taking the risk himself, his house could not afford, and would not permit such irregularities to continue.

The drummer meets all kinds of people; he meets them in all kinds of places; he is surfeited with hardships and pleasures of a great variety, and if these things don't bring him close to humanity nothing will. He must be wide awake and thoroughly familiar with his special business, or he can't sell goods. He must, in a word, be a philosopher with a good sprinkling of creative genius. The very nature of his business tends to make him all this, not alone because it makes of him a good and useful member of society, but because it makes him a successful man in his business. A man of good sound sense and strong sympathies is welcome in any community. He makes friends that will buy of him to-morrow if not to-day, and those of his friends who do not need his wares will not be afraid to speak a good word for him some time when it will be beneficial.

Chicago Herald: Said a traveling man in the Palmer House the other day, "I had never order a fire in my room at a country hotel. I carry a warming apparatus along which is both convenient and not costly to myself. See?" And he pulled out a pair of nippers and a gas-burner which would throw a flame at least seven inches wide. "It's this way," he continued. "I register and go to my room. The burner is, of course, plugged with cotton so that you can't get enough light to see to go to bed by. I yank it off with my nippers, screw on my own patent appliance, and then sit by the window and watch the city gas tank sink down towards the ground while my room gets warm."

VISITING BUYERS.

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

- M Bailey, Plainwell; De Witter, Holland; L A Upson, Shady Side; A DeKruif, Zeeland; R B McCulloch, Berlin; D E Watters, Freeport; T W Preston, Millbrook; W H Weeks, Grafton; G N North, Stetson; Geo P Stark, Cascade; S McVitt, Co. Byron Cent; C B Judson, Cannoburg; S E Harrington, Her-John; Geo Lentz, Croton; Geoeding & Son, Lisbon; C H Bunker, Albany; J B Bonow, Cannoburg; E H Demers, Plainwell; W Walling Bros, Lamont; A E Smith, Cadillac; J O Gordon, Berlin; J A Colby, Rockford; W F Gordon, Berlin; Morley Bros, Cedar Springs; John Smith, Ada; G E Baker, Bangor; C E Goburn, Pigeon; W E Squires, Plainwell; F E Shattuck & Co, Sand Lake; M Brooks, Austerlitz; S Babcock, receiver; E E Hewitt, Rockford; L E Greenwald, Reed City; E Roberts, Sparta; M Winnie, Traverse City; L E Johnson, Muskegon; Jay Marlett, Berlin; W E Wolf, Hudsonville; P Mulder, & Co, Grafton; J D Drew, Rockford; Alex DeWitt, Bangor; Alex Denton, Howard City; C E Pratt, Holland; Gus Bergman, Bangor; J McLeishan, W Carleton; W E Squires, Plainwell; S McLeishan, Denison; E Hagadorn, Life Lake; A E Perrier, Muskegon; W P Keck, Boardman; Mrs K L Kinney, Enslay; Champion & Hayward; John Gunstra, Lamont; E H Bunker, Albany; C H Benson, Croton; M E Boynton, Lake City; H VanNoord, Jamestown; Sidney Stark, Allendale; Daniferter & Taitz, Vriesland; H Dalton, Allendale; W I Woodruff, Copley; C Tracy, Sullivans; J I Quick, Allendale; S Sampson & Drury, Cadillac; John C Scott, Lowell; C H Loomis, Sparta; S M Geary, Maple Hill; Jacob Bartz, Berlin; Mrs Minnie Lacey, Cannoburg; Herder & Lihms, Zeeland; B Volmar, Allendale; James Geo. Jansz, Wauville; W McWilliams, Conklin; J F Martin, Sullivans; N F Miller, Lisbon; Spooner & Moore; A H Barber, Saranac; John Kamp, Zetonia; Geo Hoppegg, Smyrna; W Vermeulen, Beaver Dam; J J Van Nostrand, Sullivans; John Damstra, Gitchell; S M Robson, Berlin; A Shook, Coral; R G Phipps, Howard; L V Knowles, Volney; L Cook, W Bebeva

How Thermometers are Made.

The first point in the construction of the mercurial thermometer is to see that the tube is of uniform caliber throughout its whole interior. To ascertain this, a short column of mercury is put into the tube and moved up and down, to see if its length remains the same through all parts of the tube. If a tube whose caliber is not uniform is used, slight differences are made in its graduation to allow for this. A scale of equal parts is etched upon the tube; and from observations of the inequalities of the column of mercury moved in it, a table giving the temperatures corresponding to these divisions is formed. A bulb is now blown on the tube, and while the open end of the latter is dipped into mercury, heat is applied to the bulb to expand the air in it. This heat is then withdrawn and the air within contracting, a portion of the mercury rises in the tube and partly fills the bulb. To the open end of the tube a funnel containing mercury is fitted, and the bulb is placed over a flame until it boils, thus expelling all air and moisture from the instrument. On cooling, the tube instantly fills with mercury. The bulb is now placed in some hot liquid, causing the mercury within it to expand, and flow over the top of the tube, and when this overflow has ceased the open end of the tube is heated with a blow-pipe flame. To graduate the instrument the bulb is placed in melting ice; and when the top of the mercury column has fallen as low as it will, note is taken of its position as compared with the scale on the tube. This is the freezing point; it is marked as zero on the thermometer of Celsius, and as centum, and as 32° on the Fahrenheit scale.

To determine the boiling point, the instrument is placed in a metallic vessel with double walls, between which circulates the steam from boiling water. Between the freezing and boiling point of water 100 equal degrees are marked in the Centigrade graduation of Celsius, 180° on the Fahrenheit point and 90° on the Reaumur scale. Thermometers all three of these graduations are indicated on the frame to which the tube is attached. Some weeks after a thermometer has been made and regulated, it may be noticed that when the bulb is immersed in pounded ice, the mercury does not quite descend to a gradual expansion of the mercury which usually goes on for nearly two years, when it is found that the zero point has risen nearly a whole degree. If it then occurs to say to slide down the scale to which the tube is fastened, so that it will accurately read the movements of the mercury. After this change, the accuracy of the thermometer is assured, as there is no further expansion of the mercury column.

"What can we do for you?" asked the grocer not very good-naturedly of a little girl who was evidently a frequent and familiar caller at the store.

"She mither sent me," was the reply. "Me didn't send you to settle up that little account, did she?"

"No, sir."

"What does she want?"

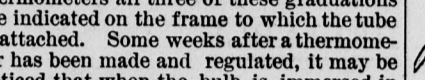
"She told me to ax yez which would yez rather trust her for—three bars of soap or a quarter's worth of sugar. She says she ain't particular which 'tis, but she's in a hurry for it."

Buy four manufactured by the Crescent Roller Mills. Every sack warranted. Volt Milling Co.

WALKS - GOODYEAR

CONNECTICUT

Rubbers.



Write for Fall Prices and Discounts.

G. R. MAYHEW,

86 Monroe Street, GRAND RAPIDS.

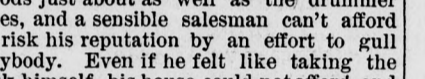
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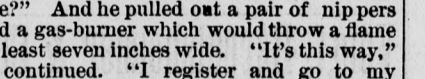
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Write for Fall Prices and Discounts.

G. R. MAYHEW,

86 Monroe

The Michigan Tradesman.

A Change in Methods.

From the American Storekeeper.
It is a shame that an influential daily paper like the Chicago Tribune should publish a statement so untrue as one recently made in its columns about "professional rounders." It professed to give the information, on the authority of a "rounder," that nearly all reputable wholesale houses employ men known as "rounders," whose duties are to conduct such members of the country trade as wish to go through the sights of this great city. It is a reflection on the trade as well as on the wholesale dealers, and, after some investigation, the Storekeeper is able to say with positiveness that no wholesale house of the first grade is guilty of pandering to immorality in that fashion. There has been a considerable change in the last few years in the methods of handling country trade, and this change is all for the better. Ten years ago a general salesman scarcely ever went home after business hours. His duty was to take some "trade" out to dinner, to the theater, or to some resort. The hotels were regularly drummed and trades cultivated by the aid of a few glasses of the "right sort." It was customary to influence—we spare any harsher term—trade by presenting dresses and other gifts to the wives and daughters of the customers. This practice has altogether ceased. Ten years ago the majority begin with a customer without taking a drink, frequently interlarding the conversation with obscene stories, and always concluding with a drink. It thus became quite generally believed that the drummer was a "high-roller" and a very "fily" man. Fortunately for the morals of trade, the majority of drummers who are to-day on the road are quiet and unobtrusive gentlemen, with as much regard for propriety as though they were at home. Indeed, one large Boston coffee house will not employ a salesman who has not an unexceptionable character, no matter how good a salesman he may be. There are members of the guild of travelers, we regret to say, whose tastes and desires lead them to intemperance and immorality. It is also true that they will find in business men many who are willing to accompany them in that direction at some other person's expense, but it is a matter of easy demonstration that travelers and business men of that character usually come to grief. Upright living, honesty of purpose, and a firm belief in, and a distinction between, right and wrong, will bring their positive results to any business man, and the fact that business men are being won over to this belief in constantly increasing numbers is an evidence of growing morality.

How a Woman Got a Check Cashed.

A lady entered a Monroe street bank the other day to get a check cashed. Walking up to the receiving teller's window, she thrust the paper in the face of that official.
"Next winder," he said.
"Next winder!" she exclaimed, "I can't wait till then. I want the money now."
"I said next winder," shouted the teller.
"Oh, I understand. But this is the receiving window isn't it?"
"Yes, but you can't get any money here."
"But I'm going to receive it, ain't I?"
"Not here. Next winder, I say."
The lady was still uncertain, but she went and showed in her check. The polite official thrust it back. "It's not indorsed, madam," said he.
"Not indorsed! What does that mean?"
"Is your name Tucker?"
"Praps it is and praps it isn't. What business is that of yours?"
"Is this your name on the face of this check?"
"Yes, it is."
"Well, you've got to indorse it."
"That's what you said before. What do you mean?"
"You must write your name across the back of it."
"But my name's on it already."
"Not on the back."
"On the front."
"That isn't enough; it must be across the back."
"Oh, well, gi' me it."
She took it and carefully wrote her name upside down across the bottom of the check, and handed it in.
"You indorsed it wrong, madam."
"How'd I know how?" she wanted to know.
"I thought I did; here, write your name across the top, so," and the teller painfully showed her, and with much grudging she complied. The teller then cashed her check with two silver dollars.
"I ain't going to take these," she said.
"Gi' me bills."
The teller sighed and gave her two \$1 bills, whereupon she picked up her parasol and departed.

The First Razor.

The earliest reference to shaving is found in Genesis xii, 14, where we read that Joseph, on being summoned before the king shaved himself. There are several directions as to shaving in Leviticus, and the practice is alluded to in many other parts of Scripture. Egypt is the only country mentioned in the Bible where shaving was practiced. In all other countries such an act would have been ignominious. Herodotus mentions that the Egyptians allowed their beards to grow when in mourning. So particular were they as to shaving at other times that to have neglected it was a subject of reproach and ridicule, and whenever they intended to convey the idea of a man of low condition and slovenly habits the artists represented him with a beard. Unlike the Romans of a later age, the Egyptians did not confine the privilege of shaving to free citizens but obliged their slaves to shave both beard and head. The priests also shaved the head. Shaving the head became customary among the Romans about 300 B. C. According to Pliny, Scipio Africanus was the first Roman who shaved daily. In France the custom of shaving arose when Louis XIII came to the throne young and beardless. The Anglo-Saxons wore their beards until, at the conquest, they were compelled to follow the example of the Normans, who shaved. From the time of Edward III to Charles I. beards were universally worn. In the reign of Charles II. the mustache and whiskers only were worn, and soon after this the practice of shaving became general throughout Europe. The revival of the custom of wearing the beard dates from the time of the Crimea, 1854-5.

Merchants should remember that the celebrated "Crescent," "White Rose" and "Royal Patent" brands of flour are manufactured and sold only by the Voigt Milling Co.

CURTISS & CO.,

Successors to CURTISS & DUNTON.

WHOLESALE

PAPER WAREHOUSE,

Houseman Building, Cor. Pearl & Ottawa Sts.,

GRAND RAPIDS, MICH.



DIRECTIONS: We have cooked the corn in this can sufficiently. Should be thoroughly warmed (not cooked) adding pieces of Good Butter (size of hazelnut) and gill of fresh milk (preferable to water). Season to suit when on the table. None genuine unless bearing the signature of Davenport Canning Co. Davenport, Ia.



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.

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.

DILWORTH BROTHERS, Proprietors, PITTSBURGH, Penn.

BARLOW BROS.
GRAND RAPIDS MICHIGAN STATE AGENTS FOR THE

FLAT OPENING BOOK
STRONGEST BLANK BOOK EVER MADE
SEND FOR CIRCULAR

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.

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.

THOMPSON & MACLAY,

IMPORTERS AND JOBBERS OF

Notions, Hosiery, Underwear, Furnishing Goods, Etc.,

19 South Ionia Street, GRAND RAPIDS.

No Goods Sold at Retail. Telephone 679.

C. C. BUNTING.

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BUNTING & DAVIS,
Commission Merchants.

Specialties: Apples and Potatoes in Car Lots.

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

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MANUFACTURERS AND WHOLESALE DEALERS IN

BOOTS AND SHOES.

AGENTS FOR THE

BOSTON RUBBER SHOE CO.

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DETROIT SOAP CO.,

DETROIT, MICH.

Manufacturers of the following well-known brands of

SOAPS!

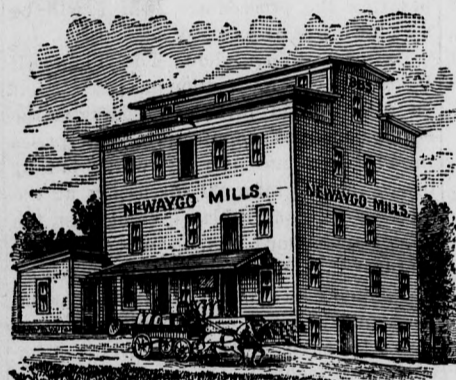
QUEEN ANNE, MOTTLED GERMAN, MICHIGAN, ROYAL BAR, TRUE BLUE, SUPERIOR, CZAR, MASCOTTE, MONDAY, PHENIX, WABASH, CAMEO, AND OTHERS. For quotations address,

W. G. HAWKINS, Salesman for Western Michigan, Lock Box 173, GRAND RAPIDS.

WHO URGES YOU TO KEEP SAPOLIO? THE PUBLIC!

By splendid and expensive advertising the manufacturers create a demand, and only ask the trade to keep the goods in stock so as to supply the orders sent to them. Without effort on the grocer's part the goods sell themselves, bring purchasers to the store, and help sell less known goods.

ANY JOBBER WILL BE GLAD TO FILL YOUR ORDERS.



Crown Prince!

THE FAVORITE BRAND With Grocers.

Orders from Retail Trade Solicited.

Newaygo Roller Mills NEWAYGO, MICH.

HESTER & FOX,

Manufacturers' Agents for

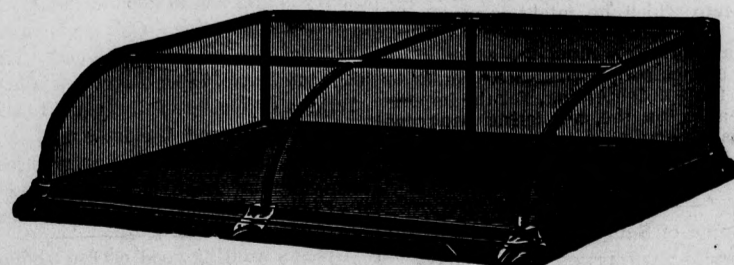
SAW AND CRIST MILL MACHINERY,

Send for Catalogue and Prices.
ATLAS ENGINE WORKS
INDIANAPOLIS, IND., U. S. A.
MANUFACTURERS OF STEAM ENGINES & BOILERS.
Carry Engines and Boilers in Stock for immediate delivery.

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

And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for Sample Pulley and become convinced of their superiority.
Write for Prices. 44, 46 and 48 So. Division St., GRAND RAPIDS, MICH.

DO YOU WANT A



If so, send for Catalogue and Price-List to

HEYMAN & CO., 63 and 65 Canal St., Grand Rapids.

TRY JAXON SOAP THE BEST THE NICEST THE CHEAPEST

USE JAXON SOAP ASK YOUR Grocer for JAXON SOAP Insist on trying it once.

HOT WEATHER

AT LAST.

LARGE DEMAND FOR

THIN GOODS

Of all kinds.

I offer a good quality saleable pattern Seersucker Coats and Vests at from \$12.50 to \$13.50 per dozen, good sellers for general stores and pay a good profit. Send for sample half dozen.

I. C. LEVI,

34, 36, 38, 40 and 42 Canal St.

I. M. CLARK & SON,

(Successors to Clark, Jewell & Co.)

Wholesale Grocers,

GRAND RAPIDS, MICH.

Will occupy this space next week.

AMOS S. MUSSELMAN & CO.,

Wholesale Grocers,

21 & 23 SOUTH IONIA 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.

The Michigan Tradesman.

WEDNESDAY, JULY 18, 1888.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written for THE TRADESMAN.

There are a great many people in the civilized portion of this earth of ours who, if they would utilize one-half of the time in honest labor that they spend in trying to gain a petty and dishonest advantage over some of their fellow-beings, would, in the end, be in materially better financial and social circumstances.

Among the multitudinous members of the class referred to may be mentioned the man who spends a dollar's worth of time in getting the face value of a punched coin; the one who congratulates himself on his twentieth, and finally successful, attempt at unloading a counterfeit piece; the one whose goods were of short weight or of inferior quality, and who wants a rebate; the one who "samples" the profit off from every purchase; the one who brings back articles "bought by mistake," minus in weight or measure; the one who is chronically "short" a few pennies, and the one who paid that little slip "when you were so busy last Saturday, you know?"

And to these and their tribe may rightly be added the agriculturist who can pile eight feet of holes in thirty-two feet of wood; the one who buries a few pounds of rancid butter under a few pounds of freshly-churned ditto; the one whose frosted potatoes never appear near the top of the barrel, and the one whose weights and measures are invariably a little short of the legal standard.

It is needless to say that the petty swindler is almost invariably "spotted," and that, in the aggregate, his little raids are rarely profitable. I remember one case in which the passing of a bogus dollar cost the party a long suit and heavy attorney's fees, and another wherein the sale of four or five pounds of salt in the bottom of a butter firkin was eventually the occasion for the mortgaging of a good farm.

Some years ago a speculator and wool buyer at G— taught one of the gentry mentioned a practical lesson, that, I hope, worked a reformation in his business transactions.

The party sold to the buyer a quantity of wool, which, for want of space, was stored in a little room by itself, and when packed it happened to exactly fill two sacks, which were marked with the name of the grower. After the season was over the purchaser consigned his wool to his Eastern agent, and shortly afterward received notice that, if the lot passed inspection, a manufacturer would take it entire, at figures affording a good margin of profit. The wool man wired back at once to sell, and was congratulating himself on his speculation, when he received a telegram informing him that there was a "hitch" in the transaction on account of two sacks which were "loaded" with a large amount of refuse matter. B— was not at home when the dispatch arrived, but on the next day instructed the agent to sell, and get what he could for the "doctored" lot, but on the next morning was informed that a sudden panic in the market had dropped prices about 20 per cent., and a steady decline ensued until B—'s loss was among the thousands.

The evidence was positive that the two sacks marked with the grower's name was the cause of a very serious loss, instead of a handsome profit, and suit for damages was brought against the seller; and, without going through the whole history of the case, with its trials and re-trials, and disagreements and appeals, let it suffice to say that the petty trickery of the farmer, in the end, reduced him from a comparatively wealthy man to one who was safe from any future litigation by reason of the statutory exemptions.

An old commercial traveler once related to me a little incident which showed that the American sovereign of tricky propensities has his imitators among other nationalities. One day, just as a long train commenced pulling out from Grand Rapids, it was boarded by a young fellow, who was evidently a Swede or Norwegian, and one of very recent importation. He took a seat in the rear end of the rear coach, and by the time the conductor had got to him the train was approaching the next station. He appeared to be totally ignorant of English, and the man of the punch had to leave for other duties before he could make him understand his business. On the second application for fare the foreigner appeared to comprehend the situation, and, pulling out a paper with the name of a town thereon, he tendered the conductor a Confederate \$5 bill. The collector endeavored to impress by pantomime the utter worthlessness of the currency, but before the dense mind of the emigrant was penetrated another station was reached. A third attempt, and a long interview by signs, resulted in the production of a couple of Mexican dollars, and the mild look of astonishment that was occasioned by the refusal of the conductor to accept them seemed to subdue the official's

anger, and the distance between two more stations was made without an adjustment of the matter in controversy. A fourth attack by the conductor produced, after a long search, some punched silver; then some bogus half dollars; a foreign bank bill, and, finally, a huge tin medal, very badly worn; and the ticket collector, with very evident disgust and weariness, pantomimed that the seat must be vacated at the next stopping place. And it was. For at the next stopping place a little group of people—apparently relatives—were waiting to welcome the innocent foreigner, and before the train pulled out both the conductor and my informant saw the passenger in a perfect frenzy of laughter, intermingled with jargon, and saw him exhibiting the contemned "currency" in one hand and a goodly roll of greenbacks in the other.

While the regular, and often impecunious, customer of the saloonist considers it advisable to "stand in" well with that individual, the transient drinker often selects him for a victim; and, as the goods and chattels of the gin-slinger are of that nature that they cannot be recovered without the aid of a stomach pump, the small swindler of drinking propensities rarely fails in his object. The favorite game of the s. s. of this class is mistaking his—alleged—last piece of money, a three-cent piece, for a dime, and, if the grog shops are numerous enough, a good, lively "booze" can be secured at a very small outlay. The more daring s. s. takes the chances of a kicking without any tender of payment whatever, but the majority of the breed usually have some device for mitigating the bar-tender's wrath.

No matter what business you and I may be engaged in, we are being constantly preyed upon by the petty swindler. His assessments are, perhaps, insignificant, but in the aggregate they are of considerable moment. We know him, as we know his professional brother, the d.-b., but while we are ourselves responsible for any pecuniary success that the d.-b. may gain at our expense, it would take heads infinitely wiser than yours or mine to guard against the deprivations of his humbler confrere, without incurring an unpleasant and unwished-for reputation for meanness and penuriousness. And so we shall probably submit to the petty swindler's little extortions to the end of our business career; but that needn't prevent us from occasionally relieving our feelings by anathematizing him in our private conversation and scaring him in the columns of the commercial press.

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

The Standard of Excellence KINGSFORD'S

Oswego PURE AND "Silver" "Pure" GLOSS STARCH. Kingsford's Oswego CORN STARCH for Puddings, Custards, Blanc-Mange, etc.

THE PERFECTION OF QUALITY. WILL PLEASE YOU EVERY TIME! ALWAYS ASK YOUR GROCER FOR THESE GOODS.

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. 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.

TIME TABLES. Grand Rapids & Indiana. All Trains daily except Sunday. GOING WEST. Arrives. Leaves. Traverse City & Mackinaw..... 7:30 a m 8:00 a m

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. JOBBERS 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.

FOSTER, STEVENS & Co., Grand Rapids, Mich.

Headquarters FOR SUMMER GOODS. Exclusive Agents for The Labrador Refrigerator, White Mountain Freezer, Dangler Gasoline Stove, Crown Jewell Gasoline Stove, Summer Queen Oil Stove.

Send for our Special Catalogue. Foster, Stevens & Co., 10 & 12 Monroe St., 33, 35, 37, 39 & 41 Louis St., GRAND RAPIDS, MICH.

LION COFFEE. Mocha, Java and Rio. WOOLSON SPICE CO. 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. L. WINTERNITZ, Resident Agent, Grand Rapids, Mich.

W. C. DENISON, GENERAL DEALER IN Stationary and Portable Engines and Boilers. The Weber Piano is recognized beyond controversy as the Standard for excellence in every particular. Vertical, Horizontal, Hoisting and Marine Engines. Steam Pumps, Blowers and Exhaust Fans. SAW MILLS, any Size or Capacity Wanted. 88, 90 and 92 SOUTH DIVISION ST., GRAND RAPIDS, MICH.

W. STEELE PACKING & PROVISION Co., Grand Rapids, Mich. WHOLESALE DEALERS IN Fresh and Salt Beef, Fresh and Salt Pork, Pork Loins, Dry Salt Pork, Hams, Shoulders, Bacon, Boneless Ham, Sausage of all Kinds, Dried Beef for Slicing. LARD, Strictly Pure and Warranted, in tierces, barrels, one-half barrels, 50 pound cans, 20 pound cans, 3, 5 and 10 pound pails. Pickled Pigs' Feet, Tripe, Etc. Our prices for first-class goods are very low and all goods are warranted first-class in every instance. When in Grand Rapids give us a call and look over our establishment. Write us for prices.

Groceries.

A Few Facts About Tea.

Selling Sugar at Cost. A grocer has started on a corner somewhere, and fresh stock has been put in both cellar and store.

The entire tea production of the world at the present time is 2,500,000,000 pounds. China consumes 2,000,000,000 pounds of this total.

WHOLESALE PRICE CURRENT.

Table listing various commodities and their prices, including flour, sugar, oil, and other goods. Includes sub-sections like 'BAKING POWDER', 'FLOUR', 'SUGAR', etc.

PROVISIONS.

Table listing various provisions and their prices, including meat, fish, and other food items. Includes sub-sections like 'PORK IN BARRELS', 'SMOKED MEATS', etc.



EATON & LYON, Importers, Jobbers and Retailers of BOOKS, Stationery & Sundries.



Jackson Cracker Co., JACKS MICH. THE BEST CRACKER MADE. We also manufacture a full line of Sweet Goods.

REPORT OF THE CONDITION OF THE Grand Rapids Savings Bank.

Table showing financial details of the Grand Rapids Savings Bank, including assets, liabilities, and capital.

I do solemnly swear that the above statement is true to the best of my knowledge and belief.

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

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

POTATOES. We give prompt personal attention to the sale of POTATOES, APPLES, BEANS and ONIONS in car lots.

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

CHAS. A. COYE, MANUFACTURER OF Horse and Wagon Covers, Awnings and Tents, Flags and Banners, Oiled Clothing, Feed Bags, Wide Ducks, etc.

Dissolution Notice. Notice is hereby given that the copartnership heretofore existing between Richard Van Bochove and Abram Sanford...

D. D. COOK, PROPRIETOR OF THE Valley City Show Case Factory, MANUFACTURER OF SHOW CASES.

Prescription Cases, My Prices are Lower than any of My Competitors. Send for Catalogues.

EDWIN FALLAS, PROPRIETOR OF VALLEY CITY COLD STORAGE, JOBBER OF Oranges, Lemons, Bananas, Butter, Eggs and Egg Crates.

MAGIC COFFEE ROASTER. The most practical and best in the world. Thousands in use.

Robt. S. West, 150 Long St., Cleveland, Ohio. PLACE to secure a thorough and useful education is at the GRAND RAPIDS (MICH.) BUSINESS COLLEGE.

WHIPS, GRAHAM ROYS, - Grand Rapids, Mich. At Lowest Summer Prices ORDER YOUR COAL OF A. HIMES,

REEDER, PALMER & CO., Wholesale Boots and Shoes. 24 Pearl St., Grand Rapids, Mich., TELEPHONE NO. 998.

PERKINS & HESS, DEALERS IN Hides, Furs, Wool & Tallow, Grand Rapids Seed Store, 71 CANAL Street.

FERMENTUM! The Only Reliable Compressed Yeast. Handled by a Majority of the Grocers and Bakers of Michigan.

SEEDS. We carry a full line of Seeds of every variety, both for field and garden.

Drugs & Medicines

Michigan State Pharmaceutical Ass'n. President—Arthur Bassett, Detroit. First Vice-President—G. M. Harwood, Petoskey. Second Vice-President—E. Fairchild, Grand Rapids. Third Vice-President—Henry Kophart, Berrien Springs. Secretary—E. E. Hall, Orono. Treasurer—Wm. Dupont, Detroit. Executive Committee—Geo. Gundrum, Frank Inglis, A. H. Lyman, John K. Fock, E. T. Walsby. Local Secretary—James Vernon, Detroit. Next Meeting—At Detroit, September 4, 5, and 7.

The Free List.

The free list, as now agreed on by the House in committee of the whole, includes the following articles of interest to druggists: Salt, in bags, sacks, barrels or other packages or in bulk, when imported from any country which does not charge an import duty upon salt exported from the United States. Beeswax. Glycerine, crude, brown or yellow, of the specific gravity of 1.25 or less at a temperature of 60 degrees Fahrenheit, not purified by refining or distilling. Phosphorus. Soap stocks, fit only for use as such. Soap, hard and soft, which are not otherwise specially enumerated or provided for. Sheep dip. Extract of hemlock and other bark used for tanning. Indigo, extracts of, and carmined. Loline, resublimed. Oil, croton. Hempseed and rapeseed oil. Cottonseed oil. Petroleum. Alumina, alum, patent alum, alum substitute, sulphate of alumina and aluminum cake and alum in crystals or ground. All imitations of natural mineral waters and all artificial mineral waters. Baryta, sulphate of, or barytes, unmanufactured. Boracic acid, crude, borate of lime, and crude borax. Copper, sulphate of, or blue vitriol. Iron, sulphate of, or copperas. Potash, crude, carbonate, or fused and caustic potash. Chlorate of potash and nitrate of potash, or saltpetre, crude. Sulphate of soda. Sulphate of soda, known as salt cake, crude or refined, or nitrate cake, crude or refined, and Glauber's salt. Sulphur, refined, in rolls. Wood tar. Coal tar, crude. Aniline oil and its homologues. Coal tar products of such as naphtha, benzene, benzole, dead oil and pitch. Alizarine and other colors of anthracene. All preparations of coal tar, not colors or dyes, and not acids of colors and dyes. Logwood and other dye woods, extracts and decoctions of. Spirits of turpentine. Other and ochery earths. UMBER and umbery earths. Sienna, and sienna earths, when dry. Whale, seal, salad, olive and neatsfoot oil. All barks, roots, berries, balsams, buds, bulbs, bulbous roots and exsiccates, such as nutgalls, fruits, flowers, dried leaves, grains, gums and gum rosins, herbs, lichen, lichens, mosses, nuts, roots and stems, vegetable, seeds and seed of morbid growth, weeds, woods used expressly for dyeing which are not edible and not specially enumerated or provided for. All non-diatyche crude minerals, but which have been advanced in value or condition by refining or grinding, or by other process of manufacture not specially enumerated or provided for. All earths or clays unwrought or unmanufactured. Opium, crude, containing nine per centum and over of morphia, for medicinal purposes. Antimony as regulus or metal. Quicksilver. Mineral substances in a crude state and metals unwrought, not specially enumerated or provided for. Chicory root, ground, burned or prepared. Acorns and dandelion root, raw or prepared, and all other articles used or intended to be used as coffee or substitutes therefor not specially enumerated or provided for. Cocoa, prepared or manufactured. Bristles. Tallow. Primuline. Finishing powder. Grease. Hemp and rape seed and other oil seeds of like character.

Manufacture of Quinine.

Within the last twenty years the growing of the bark has been established in India, and the alkaloid is now successfully made at the government works at Sikkim. The whole of the quinine in yellow bark can be extracted in a form undistinguishable, either chemically or physically, from the best brands of European manufacture. This can be done so cheaply that so long as the supply of bark is kept up, quinine need never cost more than about 35 rupees per pound. It is pointed out that the price of English-made quinine in the London market is at the present time somewhere about this figure. The bark is first reduced to powder by means of a Carter's disintegrator, and this powder is passed through a scalper, the sieves of which are made of silk and have 120 meshes to the lineal inch. This extremely fine powder, in the proportion of 100 parts, is mixed with 8 parts of commercial caustic soda dissolved in 500 parts of water, and there is then added 600 parts of a mixture of fuses-oil 1 part and kerosene 4 parts. The whole mixture may be used instead of the caustic soda, 15 parts of oil being intimately mixed with the powdered bark before the water is added. The whole mixture—bark, alkali, water, and oils—is next thoroughly agitated in barrels for four hours, then allowed to rest, and the oily layer drawn off from the top. This oil is again agitated for five or ten minutes with water acidulated with hydrochloric or sulphuric acid, whereby the alkaloids are dissolved out from the oil. Separation is again effected, the oil being transferred to the bark mixture, and agitated with it for two or three hours; again drawn off and washed as before in the same acidulated liquid. This process is repeated a third or fourth time, or until it is found by testing a small quantity of the oil that the bark has been thoroughly exhausted of its alkaloids. The quantity of acid required to take up the alkaloids from the oils depends, of course, on the quality of bark operated on. If the bark contains 4 per cent. of alkaloids, about 2 pounds of sulphuric acid mixed in 20 gallons of water is sufficient. The after-treatment of the acidulated solution of alkaloids is simple. The solution is first neutralized with ammonia or soda and set aside to crystallize. The crystals are collected on a cloth and drained, then dissolved in about fifty times their weight of boiling water, and filtered hot through a little animal charcoal. On cooling after filtration, the crystals again form and are separated as before from the mother-liquor by filtration. The crystals are then placed in small lumps on sheets of white blotting paper stretched on slabs of plaster of Paris. By this means they are practically dried. They are afterward thoroughly dried by being laid on blotting paper in a room heated to about 100 degrees above the temperature of the open air. The foregoing presents the salient points of Mr. Gammie's process for the manufacture of "sulphate of quinine." The resulting product doubtless contains other alkaloids than quinine, but in what proportion there is nothing to indicate.

Crusade Against Proprietary Goods.

An attack on the perennial proprietary medicine problem will be one of the interesting features of the German Medical Congress, to be held soon. The committee in charge of the matter intend to submit the following propositions for consideration: First, that the public announcement of patent medicines, even when their composition is revealed, should not be allowed; second, that in outside pharmaceutical practice stricter precautions against the sale of such medicines should be taken; and, third, that steps should be taken to restrict the wholesale trade in patent medicines. The committee's report will prove very disappointing to the outside public, as no reasons are assigned for restricting or prohibiting the sale of proprietary (not patent) medicines. No explanation is given of their character, or why a wholesale condemnation is justified, but the jealous motive has been made apparent by the previous tirades of abuse heaped upon the innocent manufacturers and dealers of the world in a position to detect the evil or beneficial effects from the use of medicine, and they are not slow to take advantage of a discovery inimical to the interests of the manufacturers, but it is very seldom that they find it necessary to condemn a preparation from practical demonstration of its baneful results, when the evidence that a great many of the remedies are honestly made and carry out the representations of the owners. It is well to discriminate in the warfare against this class of goods, and wipe out of existence those barefaced swindles which not only rob the afflicted but send the victims to an early grave. Practitioners in the United States have not shown any hostility for some time, and many of them have been known to recommend certain remedies to their patients. Such a magnanimous spirit ought to prevail among the doctors in Germany. The outcome of the agitation will lack importance and have no bearing on the trade.

Florida to Produce Opium.

Florida promises to become a large producer of opium. The poppy grows very readily, and larger than anywhere else in the United States. Sixteen plants will produce an ounce of opium, and an acre should give a profit of a thousand dollars. As the plants will thrive among trees, the orange orchards will be utilized while the trees are reaching maturity. The fact should be recognized, however, that the poppy, like all plants containing numerous alkaloids or highly complex compounds, tends to exhaust the soil, and hence the present proposed experiment of planting poppies among immature orange trees will probably fail. Either the oranges or the poppies will be deficient in quality or in quantity.

The Drug Market.

There are few changes to note this week. Opium is steady. Quinine is a little firmer. Morphia has declined. Oil anise is tending higher. Lycopodium is very firm. Paris green is very scarce and it is impossible to get small packages. The demand for this article is very large. Gum camphor is a trifle lower. If the Massachusetts workmen chose to live as poorly, and in as humble houses, as the English workmen, they could save thirty-five per cent. of their earnings, against two per cent. of the Englishmen. The rest shows that the maximum wages paid Massachusetts labor is double that paid English labor. The women of Massachusetts receive over three times the wages paid to their English sisters.

Pharmacopoeia Unreliable.

The complaints made against the United States Pharmacopoeia have been augmented by an important communication in a leading drug journal which points out the errors in that official publication relative to the specific gravity and odor of bay oil. A buyer discovered that his purchases failed to yield the result supposed to be standard, and the seller being called upon for an explanation, has given the reason why. The learned chemist who compiled the Pharmacopoeia was evidently misled by an adulterated sample of bay oil arriving at their strange conditions. This suspicion is confirmed by the statement that "the odor of bay oil is clove-like," and by the specific gravity given, which is said to represent a greater density than it is possible for bay oil to attain. The Pharmacopoeia committee undoubtedly worked upon a mixture of clove and bay oils to reach the unreliable results. The investigation of this particular case is a sad commentary on their ability to detect adulterations, and the evident carelessness with which the test was conducted, gives an opportunity for well-deserved censure. A very poor opinion of the Pharmacopoeia is entertained in the appraisers' department of the New York Custom House, where opium tests have to be made by other methods than the one described and recommended as the standard. The drug examiners found it necessary to appeal to the Secretary of the Treasury for a rule of instructions, and a combination of two outside processes having been found satisfactory, it has been used exclusively ever since. It is alleged that the compilers of the Pharmacopoeia did not deem it necessary to solicit suggestions or consult with eminent authority outside of their select circle, hence no one is to blame for the mistakes except themselves. It is to be hoped that the revision in 1890 will be on a better and more reliable basis, and that the persons in charge of it will not be guided in their movements by petty jealousies.

Wholesale Price Current.

Table with multiple columns listing various commodities and their prices. Includes items like Aceticum, Benzoinum, Capsici Fructus, etc.

HAZELTINE & PERKINS DRUG CO.

RECOMMENDED BY EMINENT PHYSICIANS. A CONCENTRATED LIQUID EXTRACT OF MALT & HOPS FOR SALE BY ALL DRUGGISTS. 78 Congress St., West, Detroit, Mich., April 9, 1888. Speciality Dept. Ph. Best Brewing Co. TROY, NEW YORK, JANUARY 29, 1888. Speciality Dept. Ph. Best Brewing Co. DEAR SIRS—Your agent left me a sample of your "Best" Tonic, and as I use much of such in my practice, I thought to compare your product with some from another house I had on hand; and finding yours superior in the great essential, the palatable superior as well as in tonic and other properties, I was anxious to know about what it can be furnished the dispensing physician. I write this thinking you might like to have my opinion on its merits. I certainly shall prescribe it in future, where the system requires building up, either from constitutional weakness or otherwise. Yours truly, Wm. Gray, M.D. Medical Sup't.

Patent Medicines, Paints, Oils, Varnishes.

WEATHERLY'S MICHIGAN CATARRH REMEDY. We have in stock and offer a full line of Whiskies, Brandies, Gins, Wines, Rums, 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. All Orders are Shipped and Invoiced the same day we receive them. SEND IN A TRIAL ORDER.

HAZELTINE & PERKINS DRUG CO.

Grand Rapids, Mich. THE IMPROVED AMERICAN POCKET BATTERY. USE DECKHAM'S GROUP REMEDY. 25 & 50c per doz. For Physicians' and Family Use. This Battery has the advantage over any in the market in the following points of superiority: A Patent Hard Rubber, Removable Screw Top Cell (like a pocket watch-light, no leaking for durability, compactness, and strength of current it exceeds all others. Two small wire connections on bottom of this mechanism, in all other cells, that rust easily and are difficult to repair. Sold by the trade, Free and easy, every Address warranted. Send for Circular 49, giving special price to physicians for a sample battery, prepaid. Address: KALAMAZOO, MICH. OR HAZELTINE & PERKINS DRUG CO., Grand Rapids, Mich. READ! READ! READ! PIONEER PREPARED PAINTS. The ONLY Paint sold on a GUARANTEE. When two or more coats of our PIONEER PREPARED PAINT is applied as received in original packages, it will last in three years without crack or peel off, thus failing to give satisfaction, we agree to re-paint the building at our expense. With the best White Lead or other color, the owner may be sure of a case of complaint, prompt notice must be given to the dealer. Write for Sample Cards and Prices. We have Supplied our Trade with this P.P.P. Brand for more than eight years and it is all the manufacturer's claim for it. We sell it on a GUARANTEE. Hazeltine & Perkins Drug Co. GENERAL AGENTS. GRAND RAPIDS, MICH. Acme White Lead & Color Works, DETROIT, MICH. Manufacturers of the Celebrated ACME PREPARED PAINTS, which for Durability, Elasticity, Beauty and Economy are Absolutely Unsurpassed. F. J. WURZBURG, WHOLESALE AGENT. Grand Rapids, Mich.

HAZELTINE & PERKINS DRUG CO. RECOMMENDED BY EMINENT PHYSICIANS. A CONCENTRATED LIQUID EXTRACT OF MALT & HOPS FOR SALE BY ALL DRUGGISTS. 78 Congress St., West, Detroit, Mich., April 9, 1888. Speciality Dept. Ph. Best Brewing Co. TROY, NEW YORK, JANUARY 29, 1888. Speciality Dept. Ph. Best Brewing Co. DEAR SIRS—Your agent left me a sample of your "Best" Tonic, and as I use much of such in my practice, I thought to compare your product with some from another house I had on hand; and finding yours superior in the great essential, the palatable superior as well as in tonic and other properties, I was anxious to know about what it can be furnished the dispensing physician. I write this thinking you might like to have my opinion on its merits. I certainly shall prescribe it in future, where the system requires building up, either from constitutional weakness or otherwise. Yours truly, Wm. Gray, M.D. Medical Sup't.

HAZELTINE & PERKINS DRUG CO. WEATHERLY'S MICHIGAN CATARRH REMEDY. We have in stock and offer a full line of Whiskies, Brandies, Gins, Wines, Rums, 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. All Orders are Shipped and Invoiced the same day we receive them. SEND IN A TRIAL ORDER.

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The Michigan Tradesman.

"ZWEI UND NO FOAM."

Written for THE TRADESMAN.

In answer to the many letters that you have not sent me in regard to writing an article or two on "How to Manage a Store," I have at last decided to give up the corner grocery which for so many years has been my holding forth place and, seeking the refinement of my back lot and a barrel head, will proceed to give the valuable information that years of observation and experience have stored in my seven by nine head.

Now, as to my ability. For years I have lived on groceries. Of course, that they have not all been bought at one place is no fault of mine. I lay my diversified experience in purchasing and places of purchase at the door of greedy and rapacious dealers who have repeatedly insulted me by demanding their money. This is a matter of which I shall speak first. It is a matter of vital importance to a large and well-assorted number of people who, like myself, have to live on food. It is a matter of regret that so many of us have to live on food, for if we could only form a "No Food Trust"—a No Food Trust composed of stern and determined men who would rather any time live on free lunch than buy food—we might bring down these cowardly and rascally dealers who think they own the earth. (Excuse the harsh language—I have just been informed by my boy that Keating has refused to fill my kerosene can on tick.)

Alas, the matter stands otherwise—a "No Trust Food" pool stands knocking at our very doors. Why did Christopher Columbus become the parent of his country if this is the case? Why did Patrick Henry declare with such force of truth *Cohasseti Ezeqia, Hydro Pathetia*? But I stray from the subject. The relation of money to storekeeping is very strange. A man opens up a store. Any man can do this. Any man can open a store, and open it without money—if the night is dark enough and he has the proper implements. That's one way. It is not a safe one; perhaps I will not be stretching the matter if I use a Jacksonian (Michigan) term (three years) and say that it is not the safest. (Hall preferred). You go to a wholesale house, grocery or otherwise. You introduce yourself as a prospective merchant and "there you are, there you are!" With two hundred daddy dollars you can buy a twelve hundred dollar stock—and chattel mortgage. Well, you open your store and prepare for trade. Perhaps, like the letter in the song, "it never comes," perhaps it does. Now, right here is where I wish to show you where the average merchant makes his mistake, from my standpoint. He begins by selling at a close profit. He has studied (or should) my celebrated work on "Pushed to the Wall, or Small Margins," price twenty-five cents, for sale at all news stands or will be sent post-paid on remittance. (You may dock me the usual rate of advertising for above). As I said, he has prepared himself and begins business. Now, then, I come along and begin to trade with him. I am of dignified appearance, and by years of practical experience know just how to call attention to the delicacies in which a well-stocked store should abound. For the sake of the few paltry dollars—dross—that I owe him, this merchant insults me by asking for his money, and may even go so far as to lose my trade by refusing me credit. See wherein he errs. The few dollars that I owe him are, according to his theory and for the sake of argument, already lost. I am at times so absent minded as to pay cash at places where I run an account. Now, by refusing me credit he loses the cash sales that I might give him. Then, again, on a Saturday evening he loses the glittering advertisement of my stepping up, redolent with the odor of the bay rum of the barber shop and dignified and refined in appearance, and calmly ordering fancy fruit and groceries, thereby impressing people that this man caters to a fine trade. In the language of Sam Beecher, "H'am H'i right, or h'am H'i wrong?"

Now, two out of ten grocery dealers retire at the end of certain periods from trade, rich but honest. The amount of failures (eight out of ten) are to be laid directly at the door of the narrow-mindedness of the dealer himself. Why insist on making six to ten cents a pound profit on sugar? The men who give the sugar away for cost and pay freight sell the most goods, buy the most and fail the oftenest, and their wines are the richest. Why insist on the foolish plan of not handling gift baking powder and coffee? The men who do handle them always have a nice array of fly-specked glassware to fill up the aching void of their counter shelves. Why be so niggardly as to sell for cash only at small margins? The men who give credit, when they do fail, always have heavy book accounts with large profits to turn in as assets.

I might go on thus for a week, but as Hi Robertson stands without the sanctuary holding up two fingers, which is a new sign he learned at Cincinnati this summer while in attendance at the K. P. Tournament, I must with regret close. This hot weather makes me peculiarly attentive to signs. "Zwei und no foam." Yours calmly, **JESSE LANGE.**

Na Production of the United States. From the American Artisan. The total production of cut nails in the United States in 1887 was 6,968,870 kegs of 100 pounds each, against 5,160,973 kegs in 1886, 6,097,515 kegs in 1885, and 7,581,379 kegs in 1884. The production of 1886 was

the largest the country has ever attained. The decrease in the production of cut nails in 1887 was mainly due to the increased competition of wire nails. In 1886, the production of wire nails was about 600,000 kegs, made by twenty-seven wirenail works. In 1887, the production is estimated at 1,250,000 kegs, made by forty-seven works. The smaller sizes of wire nails are those which chiefly compete with cut nails. The displacement of iron nails with steel nails has progressed very rapidly. In 1884, the production of steel nails in the United States (including 500 kegs of combined iron and steel) was only 293,489 kegs, or five per cent. of the total production of nails. In 1885, the production of steel and combined iron and steel nails was 1,833,127 kegs, or twenty-seven per cent. of the total production. In 1886, the production of steel nails alone was 2,968,989 kegs, or thirty-six per cent. of the total production; and in 1887, the quantity of steel nails produced exceeded that of iron nails.

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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.
Order these goods of any jobber in Grand Rapids.

Grand Rapids Soap Co.

Millers, Attention

We are making a Middlings Purifier and Flour Dresser that will save you their cost at least three times each year. They are guaranteed to do more work in less space (with less power and less waste) than any other machines of their class. Send for descriptive catalogue with testimonials.

Martin's Middlings Purifier Co., GRAND RAPIDS, MICH.

Paper Box Factory,

W. W. HUELSTER, Prop.
Paper Boxes of Every Description Made to Order on Short Notice.

We make a specialty of Pigeon Hole File Boxes, Sample Trays, Sample Cases, Also Shelf, Shoe, Confectionery, Millinery, Dress, Suit and Packing Boxes, Druggists' Slides and all kinds of Fine Work.
All work guaranteed first class and at low prices. Write or call for estimates on anything you may want in my line. Telephone 884.
OFFICE AND FACTORY,
11 Pearl St., Grand Rapids, Mich.

BAUM'S CastorinE AXLE OIL

THE ACKNOWLEDGED KING OF AXLE LUBRICANTS. Neither Gums nor Chills, never runs off the axle and outwears any other known oil or grease. PRICES TO THE TRADE.
Ponys, per gross, \$10. Packed in 3 doz. cases. Retail at 10 cts. each.
Pints, per doz., \$2.25. Packed in 1 doz. cases. Retail at 20 cts. each.
Quarts, per doz., \$4. Packed in 1 doz. cases. Retail at 50 cts. each.
Gallons, each, \$12. Packed 6 cans in case. Retail at \$1.50 each.
Each case contains a liberal assortment of advertising matter, lithographs, show-cards, etc.
THE TRADE SUPPLIED BY **OLNEY, SHIELDS & CO.,** Grand Rapids, Mich.

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The Grand Rapids Hydraulic Company is prepared to furnish pure spring water to customers on its pipe lines, under adequate pressure on all levels, on application at the Company's Office, 76 Ottawa street.

JOHN E. MORE, Secretary.

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JENNINGS' "CELEBRATED" FLAVORING EXTRACTS

Are put up in all sizes, from 1 oz. to 1 gal. bottles.
SOLD BY ALL JOBBERS.

MANUFACTURED ONLY BY **JENNINGS & SMITH,**

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SWIFT'S Choice Chicago Dressed Beef

—AND— **MUTTON**

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The trade of all marketmen and meat dealers is solicited. Our Wholesale Branch House, L. F. Swift & Co., located at Grand Rapids, always has on hand a full supply of our Beef, Mutton and Provisions, and the public may rest assured that in purchasing our meats from dealers they will always receive the best.

Swift and Company, Union Stock Yards, - CHICAGO, ILL.

PUTNAM & BROOKS, WHOLESALE MANUFACTURERS OF CANDY

And Heavy Jobbers In **Oranges, Lemons, BANANAS, NUTS, Dates, Figs, Citrons, Prunells, Etc.**

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13, 15, 17 Railroad Place

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AND

"Lightning" or Globe Glass Cover.

THE BEST FRUIT JARS MADE.

Stoneware, Stone Fruit Jars, Stone Preserve Jars, Tin Top and Glass Top Jellies.

H. LEONARD & SONS.

P. STEKETEE & SONS, JOBBERS IN

DRY GOODS, AND NOTIONS,

88 Monroe St., AND 10, 12, 14, 16 AND 18 FOUNTAIN STREET, GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers American and Stark A Bags } A Specialty.

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Agents for **AMBOY CHEESE.**

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