

The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

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

E. A. STOWE & BRO., Proprietors.

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E. A. STOWE, Editor.

WEDNESDAY, NOVEMBER 14, 1888.

LATE LIQUOR DECISIONS.

Two recent decisions of the United States courts are very acceptable to the friends of the prohibitory policy. The first of these is from the Supreme Court and affirms the right of the State of Iowa to forbid the manufacture of liquor for export from the State. The distiller in this case declared that he made and sold liquor within the State only "for medicinal, culinary and sacramental purposes," all of which are sanctioned by the laws of the State. He declared that the rest of his product was made for export, and he claimed that the exclusive right of Congress to regulate commerce between the States protected him against the operation of the State law. The Supreme Court, however, upheld the right of the State of Iowa to declare a distillery a nuisance and to suppress it as such. Justice Lamar, who wrote the decision, embraced the opportunity to enlarge upon the rights of the State to exercise police control of all property within its limits, and insisted very properly that manufacture and commerce are different things, Congress having no power over the former.

Yet it is anomalous for the State of Iowa to recognize the "medicinal, sacramental and culinary" use of wine and liquors as legitimate, and yet declare any establishment to produce them a nuisance. Suppose that every other state were to adopt the same course, what line of action would be open to those churches which hold that fermented wine is indispensable to the chief sacrament of their system?

The other decision is from the district court of Arkansas, and is to the effect that cider is a fermented, alcoholic beverage, and as such cannot be sold in a state whose statutes forbid the sale of alcoholic, fermented liquors. The court decided the case chiefly on the definitions of cider in standard works of reference, and the statements made by chemical authorities as to its composition.

On the first day of the month President Cleveland issued his annual proclamation. It attracted much less attention than it ought, for it was published amid the din of the closing days of the campaign. It is improbable that he wrote it himself, as it is free from the usual faults of his style; but if he did not do it himself, he deserves credit for having put the work into competent hands. The proclamation is much above the average of such documents, and the people will have some satisfaction in reading it. Its references to the Jacksonville sufferers is especially admirable, and so are the reasons given for National gratitude.

Just Out of It.

Perhaps it is a truism to say that a dealer ought not to get out of an article which he professes to carry in stock. Every grocer will say that he needs no one to tell him this. But, all the same, every grocer does not act as if he considered the fact an important one.

This happened in a grocery the other day: A regular customer entered and asked for oatmeal in packages. The clerk said they had it, and went to get a package. He soon returned saying they were out, but had the same man's make in bulk. But the customer didn't want the bulk article, and left the store. In a minute he stepped in again, having evidently thought a substitute would do, and asked for cerealine. But the clerk had to say "no" once more and the customer left unsatisfied, with who can say what sort of an opinion of that grocery or with what sort of idea of transferring his trade to a house that would not disappoint him by being out at the same moment of two such ordinary articles as oatmeal and cerealine. The grocery lost the profit—very little, of course—it would have made by supplying the goods, and it possibly lost what was of far greater value—the confidence of that patron in the certainty of his always being able to get his supplies at the store.

Possibly that customer's trade was lost altogether.

Hardly reasonable to leave for just that? Well, perhaps not, but it must be borne in mind that many people who are not reasonable are buyers of pretty liberal supplies of groceries. A dealer in these close times needs the trade of such reasonable and unreasonable customers, and must be prepared to give his least sensible patrons the fewest possible reasons of either great or small importance for getting displeased with the service he gives them. Especially if located in a town where rival grocers are numerous and about equally accessible to customers, will he feel the evil effects of getting out of articles, and so forcing his patrons to buy at another store that may be as conveniently located as his. It behooves him, therefore, to keep a close watch of his stock, and never allow himself to get out of what he makes it his business to sell. Then he'll never have to turn a customer away, and in effect drive him into another store, and give a rival dealer a chance to make such a pleasing impression as to win him for a permanent customer.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Geo. Pringle has opened a grocery store at 55 East Leonard street. The stock was purchased at this market.

S. Monroe has engaged in the grocery business at Breedsville. Lemon, Hoops & Peters furnished the stock.

G. Tensenkamp has opened a dry goods store on South Division street. Voigt, Herpolsheimer & Co. furnished the stock.

E. F. Averill has engaged in the grocery business on Plainfield avenue. Ball, Barnhart & Putnam will furnish the stock.

R. Weertman has rented his bakery at Holland and engaged in the same business in this city, locating on Grandville avenue.

W. C. Bangs, formerly engaged in the drug business at Holland, but more recently engaged in the same business at Chicago, has opened a drug store at 79 South Division street.

ABOUT THE STATE.

Iron River—N. Gilman has discontinued his lumber business.

Shelby—S. Kohler has sold his meat market to Dewitt C. Freeman.

Lowell—John Kopf succeeds Taylor & Kopf in the furniture business.

Ceresco—C. Moffett succeeds R. McLeod in the manufacture of wagons.

Frankfort—A. McMillan succeeds A. McMillan & Co. in the hardware business.

Manistee—Sherwood & Hall succeed John M. Holbrook in the meat market business.

Grand Blanc—J. C. Goodwin has sold his stock of general merchandise to James Maxwell.

Iron River—Alex McKinnon succeeds the McDonald Mercantile Co. in the general trade.

Cheboygan—G. C. Clark has re-opened the meat market formerly owned by Lyman & Co.

Ithaca—Jackson & Brown, who carry on a hardware business here and at Pompeii, have failed.

Douglas—John E. Durham succeeds Frank Kirby in the grocery, dry goods and boot and shoe business.

Kalamazoo—Whitton & Nicholson have opened a fruit and confectionery store at the corner of Main and Rose streets.

Shelby—It is M. L. Ferris, instead of Thos. Ferris, who has opened a clothing store here. The stock is owned by G. H. Mason, of Montague.

Douglas—Frank Kirby has traded his general stock and store building for Everett Durham's third interest in the Douglas basket factory.

Big Rapids—Thomas Skelton has rented the store formerly occupied by C. B. Bennett and will open with a clothing and furnishing goods stock on the 17th.

Plainwell—J. B. Hurlburt has purchased the interest of F. V. Collier in the paint business of Hurlburt & Collier and will continue the business in his own name.

Secrets of Confectionery Making.

From the Chicago Herald.

The "penny banana" is a confection dear to the heart of childhood. It is made on the marshmallow plan, but without gum arabic. White of egg is used in its manufacture, and the sugar cream. Penny bananas were piled several feet deep on the marble slabs. Rolled out in "sheets," after being kneaded like great batches of bread dough, the mass was stretched and shaped into the form of bananas by machinery. Imitation cigars are made of the same material and finished with a coating of chocolate. Into many different shapes, embracing half the animal kingdom, and taking on the semblance of flowers, of ships and of geometrical figures, is this fluffy paste transformed.

Great round hoppers or pans are used for polishing and sugaring hard candies. They revolve and revolve unceasingly. Fifty or a hundred pounds of candy is thrown into each, and some confectioners' sugar. Round and round they go, and the sugar polishes the surface of the confection until it becomes as smooth as glass. Then that which is to be colored is put into the dye. All coloring matter comes from Holland, except that derived from the cochineal bug. The dyes are pure vegetable matter, and the thrifty Dutch alone know how to prepare them. A good smut, too, does the world pay these self-same Dutch. A most wonderful people are these Dutch to keep secrets.

Illegible Signatures.

If there is one man who deserves to be hanged without benefit of the clergy, it is the one who sends you a letter, requesting a reply, and signs his name with such a combination of insane flourishes that the printer of darkness wouldn't be able to read it. This man will frequently write very plainly from the beginning of a letter to the end, and then, taking it for granted that you are perfectly familiar with his name, get up on the pen and ride it all over the bottom of the page, under the impression that he is appending his signature.

Growth of the Grocery Business—Deceptions in the Trade.

From the Chicago News.

"The business of the grocer has grown to be almost a science," said Charles H. Slack, who is thought to be the most successful retail grocer in the city. "It certainly is a profession that is only learned after many years of experience," he continued. "The close competition of the last few years has developed all the genius that men in the business could muster.

ter. It was not so before the war, and almost anyone could buy and sell the few articles of trade and guard against losses. At that time, and even later, the well-stocked grocery only contained dried fruits, rice, molasses, sugar and coffee as the staples of trade. The exigencies of the civil war developed the fact that canned goods could be made an article of commerce, and the trade has grown to enormous proportions since then. It seems that in later years the genius of the world has been turned to deception, and the grocer is the victim of imitation to a greater extent than perhaps any other man in business. He may buy a consignment of canned goods and find that fully one-half of them are worthless or of such an inferior quality as to lose him trade. Of course, if a grocer is shrewd, he will look well to his purchases, but even then, some one else who does not care for steady customers will buy the inferior goods and undersell him. There was a time when almost all syrup was pure, but the genius for deception has invented glucose and everything else as an imitation, so that now it is extremely difficult to buy pure syrup. The same thing can be said of butter, as everybody knows, and butterine is now made in such a close imitation that experienced buyers cannot detect it. I am an old man in the business and still I cannot trust my judgment, and buy my butter from farmers whom I know have cows and no facilities for mixing butterine with the natural product. The trusts that have arisen in the last few years, controlling the production of staple articles, have been a menace to the grocer. English merchants buy granulated sugar in New York 2½ cents cheaper than I can possibly get it, and all this because of the sugar trust.

"Ten years ago, almost any one thought they could run a grocery, but they have had to give up in defeat with all these combinations against them. Between the genius of the rascals who control the production and the deception of the villains who stay awake nights to devise imitations, the grocer's life is anything but happy. He must be continually on the defensive if he cares for the welfare of his customers, and if he does not look out for the people who patronize him, his failure is only the question of time. Perhaps the greatest innovation in modern grocery-keeping is the wine department. The groceries of the early days never kept wines and now fully one-quarter of my capital stock is an investment in wines and liquors served exclusively for family use. The country grocer is not more surprised at the extent of the business in a large city than the metropolitan grocer himself as he looks back for a decade of years."

Purely Personal.

Fred D. Ball spent Sunday in Detroit, returning home Monday evening.

Wm. Judson went to Big Rapids Monday on business for Olney, Shields & Co. Stanley E. Parkill, the Owosso druggist, was in town a few hours last Saturday.

E. S. Harvey, of the clothing firm of Harvey Bros., at Bangor, spent Sunday with friends here.

Geo. H. Remington, the Bangor grocer, spent Sunday with his son, Bert Remington, of Olney, Shields & Co.

Chas. Buncher, of the firm of Edison, Moore & Co., at Detroit, has recovered from a three weeks' illness and resumed his duties at the store.

Geo. P. Gifford, Jr., wishes it distinctly understood that he is not a Polack, even if a local paper did publish his name among a list of gentlemen of that nationality.

L. E. Hawkins, S. M. Lemon, Chas. E. Olney, Heman G. Barlow and Fred Clark are in Detroit to attend the meeting of the Michigan Wholesale Grocers' Association.

E. E. Whipple, General Manager of the Whipple Harrow Co., of Eaton Rapids, was in town Saturday. He says the business of the corporation will be transferred to St. Johns about December 1.

Chas. Chick, who recently purchased 120 acres near the D. & M. junction—Grand Crossing, to be—is converting the property into a trout pond and a Shetland pony farm, which promises to be a profitable venture.

Sherwood Hall will not drink any more buttermilk. He consumed three quarts of the stuff at Rockford last Saturday, and it required the constant attention of a physician for several hours to relieve him of his distress. He felt worse when he got the election returns, however.

M. J. Clark and Frank Jewell left Monday night for Petaluma, Cal., whence they will proceed to the redwood district for the purpose of seeking investments. Mr. Clark will remain there all winter with his family, but Mr. Jewell expects to return to the city in about sixty days.

Bank Notes.

W. H. Hunt is cashier of a new bank at Laingsburg.

The new building of the Northern Kent Bank, at Cedar Springs is nearly completed.

Wm. Widdicombe will make his home with Amos S. Musselman & Co., after January 1, when he retires from his present position with the Grand Rapids National Bank.

It is understood that the directors of the Grand Rapids National Bank will not permanently fill the vacancy occasioned by the resignation of Cashier Widdicombe. Nathan B. Brisbin, the present efficient Assistant Cashier, will be asked to assume the duties of the office for six months or a year, at the end of which time he will be officially promoted, if the directors are satisfied with his method of conducting the business.

AN INSURANCE PUZZLE.

Nobody Knows What a Policy Means Until He Applies It.

From the Buffalo Courier.

Nobody knows what an insurance policy means until he has been burned out. The proprietor of a Buffalo repair shop has been for years carrying a policy not only upon his goods, but also upon articles left with him for repairs. These latter were specifically mentioned in the policy, which was a very broad instrument in its terms and it appeared to be "horse high, bull strong and pig tight" in its power to protect the man who paid for it. It called for a larger amount than he would have placed on his own property alone, and he was in the habit of telling people who left their property with him that it was amply protected. He was burned out the other day, and when he came to settle with the insurance people they declined to recognize his claim in behalf of property left with him for repairs unless he had in each instance specifically agreed with the owner that his loss by fire should be made good, and charged a consideration therefor. They took this position on the ground that he was not otherwise responsible for the property left in his shop. They asserted that a watch-maker, for instance, is not responsible for watches left with him for repairs, unless he makes a special agreement to this effect with their owners and charges them for it. If this be true, it is a good thing for people generally to know. In the case referred to, the owner of the repair shop wonders what he has been paying for all these years.

Grip-sack Brigade.

Fred. Blake and family are now pleasantly settled in the Seymour mansion, on Paris avenue.

James A. Crookston, the veteran traveler for the Hazeltine & Perkins Drug Co., is very ill at his home on Wealthy avenue, and fears are entertained that he will not recover.

An honorable man gladly makes amends for any misstatement he may be led into making, as soon as he discovers his error. Wonder if a certain traveling man will set himself aright before his fellows on account of a series of false statements made early in the campaign?

Frank E. Chase spent several days at Chicago last week, commingling with such congenial spirits as Magenta Headed Dave and Telephone-Connection "Abc."

Frank says his associates borrowed all the money he had with him, but as he thoughtfully provided himself with a return ticket beforehand, he managed to get home without resorting to a tie pass.

"Abc" Lineweaver, Michigan representative for Cook, Lyman, Smith & Co., of Chicago, and Red Headed Dave Smith, who draws a diminutive salary from Sprague, Warner & Co., are both Democrats and both came out "short" on election bets. Among the forfeits they had to pay was a long march in front of a Republican procession, carrying a banner bearing a compromising statement.

The Danger of Business Worriments.

Americans are an overworked people. We take no proper or adequate time for recreation or rest. We bolt our food like doses of medicine, and away once more to business. We turn night into day in many occupations. There is a never-ending strain and drain of the vital forces. Thus our civilization has become a very intense sort of development. Nearly every pursuit is bound by it on the rack of competitive effort, and tortured into the utmost of exertion. An excess of push, vim and strain to do is seen on every hand. Life energy is constantly taxed beyond its strength. Many physical constitutions are unequal to the inexorable demands made upon them day after day.

During the past few months this struggle for existence has been intensified by the added uncertainties, risks and restraints which always complicate and disorder business affairs throughout a presidential campaign, and which have been especially operative this year, because of the industrial question fundamentally involved in the result of the election. There has been, consequently, an unusual tendency to mental disquietude, so that the man in his office or at his task has not been able to banish worry from his work with head or hand.

He has had to confront the peril of worry in his work from the fact that the extraneous causes of the worry could be removed only by augmenting the extent and the persistence of the effort to triumph over stubborn or peculiar obstacles. In this contest with difficulties, many thousands of business men have been overtasking themselves. As they value health, without which they cannot either make or enjoy money, they should now seek in respite, if possible, relaxation for their tired brains. Without a reserve of energy, healthy brain-work is impracticable; and without healthy brain-work success is unattainable; for, without a reserve of mental energy, the mind can no more continue the vigorous exercise of its functions than a flabby muscle without tonicity can respond to the stimulus of strong volition, and lift a heavy weight or strike a forceful blow.

As few men are aware of the physiological conditions and dangerous consequences of worry, it may be worth while to repeat here what has been said by an eminent medical practitioner, Dr. Mortimer Granville, on its morbid evils—foes to health and to business success more treacherous and merciless than all besides.

The cause, or condition, which most commonly exposes the reserve of mental energy to loss and injury is worry. The tone and strength of mind are seriously impaired by its wearing influence, and if it continue long enough, they will be destroyed. It sets the organism of thought and feeling vibrating with emotions which are not consonant with the natural liberation of energy in work. The whole machinery is thrown out of gear, and exercise, which would otherwise be pleasurable and innocuous, becomes painful and even destructive. It is easy to see how this must be. The longest note in music,

the most steady and persistent ray of light—to use an old-fashioned expression—the tonic muscular contraction, are all, we know, produced by a rapid succession of minute motive impulses or acts, like the explosion and discharge of electricity from alternately connected and separated points in a circuit; in fact, a series of vibrations. Mental energy doubtless takes the same form of development. If a disturbing element is introduced by the obstruction of some independent source of anxiety, or if, out of the business in hand, the mind makes a discord, confusion ensues, and for the time being harmonious action ceases. Working under these conditions in obedience to the will, the mental organism sustains injury which must be great, and may be lasting. The function of the warning sense is suspended; the reserve is no longer a stock in abeyance, and it ceases to give stability to the mind; the rhythm of the mental forces is interrupted; a crash is always impending, and too often sudden collapse occurs. The point to be made clear is this: overwork is barely possible, and seldom, if ever, happens while the mind is acting in the way prescribed by its constitution, and in the normal modes of mental exercise. The moment, however, the natural rhythm of work is broken and disorder ensues, the mind is like an engine with the safety valve locked, the steam-gauge falsified, the governing apparatus out of gear; a breakdown may occur at any instant. The state pictured is one of worry, and the besetting peril is not depicted in too lurid colors. The victim of worry is ever on the verge of catastrophe; if he escape, the marvel is not at his strength of intellect so much as his good fortune. Worry is disorder, however induced, and disorderly work is abhorred by the laws of nature, which leave it wholly without remedy. The energy employed in industry carried on under this condition is lavished in producing a small result, and speedily exhausted. The reserve comes into play very early in the task, and the faculty of recuperation is speedily arrested. Sometimes loss of appetite announces the cessation of nutrition; otherwise the sense of hunger, present in the system, is for a time unnaturally acute, and marks the fact that the demand is occasioned by loss of power to appropriate, instead of any diminution of supply. The effort to work becomes daily more laborious, the task of fixing the attention grows increasingly difficult, thought wanders, memory fails, the reasoning power is enfeebled; prejudice—the shade of defunct emotion or some past persuasion—takes the place of judgment; physical, nerve or brain disturbance may supervene, and the crash will then come suddenly, unexpected by onlookers, perhaps unperceived by the sufferer himself. This is the history of "worry," or disorder produced by mental disquietude and distraction, occasionally by physical disease.

To the man subject to this disorganizing influence, these are words of wise instruction, and ample as well as timely warning. We feel that we have performed a duty to our readers in calling their attention to this vitally important subject, which is so little understood, so seldom considered, so much neglected.

Business in the Argentine.

Speculation is said to be active in the Argentine Republic. The development of the country is proceeding with unprecedented rapidity. The emigration is very heavy. The promotion of new companies is a prominent feature. New banks are being started and existing ones are increasing their capital. Seventeen railroad concessions are now before the Argentine Congress.

FOR SALE, WANTED, ETC.

Advertisements will be inserted under this heading for two cents a word the first insertion and one cent a word for each subsequent insertion. No advance payment taken for less than 25 cents. Advance payment.

FOR SALE.
FOR SALE—STOCK OF GROCERIES, BEST LOCATION in the city. Will take unimproved property in Grand Rapids in part payment. Doing cash business at present of \$75 per day, summer months, \$125. Enquire of Ball, Barnhart & Putnam. 218

FOR SALE—PAYING BUSINESS IN DRUGS, BOOKS and stationery, live country town, sales \$15 per day. Good reasons for selling. Address Opti, care Tradesman office. 315

DRUG STORE FOR SALE. IN CHATTANOOGA, Tenn. Population, 20,000. Good location, good trade. A bargain for some one. For full particulars, those who mean business, address P. O. Box 205, Chattanooga, Tenn. 314

FOR SALE—A STOCK OF MERCHANDISE IN THE thriving village of Sparta situated on the junction of the T. & M. and C. & W. M. R. R's. Stock will invoice about \$2,000. Must be sold at once. Store for rent. A. F. Harrison, Sparta, Mich. 313

FOR SALE—A GOOD HORSE AND DELIVERY WAGON. Enquire at 193 Tenth Street. 311

FOR SALE—THE CITY HILLS, AT HOWELL, MICH. one of the best pieces of business property in central Michigan; will be sold exceedingly cheap. Enquire of Geo. J. Assinger, Howell, Mich. 310

FOR SALE—DESIRABLE STOCK OF DRUGS and wall paper. Location, A. 1, in county seat. Only those needing business need apply. Address 309, care Tradesman. 309

FOR SALE—OUR RETAIL STOCK OF GROCERIES and stationery, Grand Rapids, Mich. Will take new, the stand is in the best location in town and can be leased. Bemis Bros. 307

FOR SALE—A FINE, WELL-ASSORTED STOCK OF general hardware, stoves and tinware. Tin shop in connection. Will inventory about \$6,000. Located in one of the best points for retail business in the city. Good reasons for selling. Address Harward, care Tradesman. 306

FOR SALE—CHEAP—ISORHSE POWER ENGINE, Good as new. Address 298, this office. 298

FOR SALE—GOOD RESIDENCE LOT ON ONE OF the most pleasant streets "on the hill." Will exchange for stock in any good institution. Address 286, care Michigan Tradesman. 286

FOR SALE—DRUG FIXTURES AND SMALL STOCK of drugs. Address Doctor, Box 242, Rockford. 258

WANTS.
WANTED—EXPERIENCED MAN TO LETTER GRANT and marble and sell on the road. Will pay good wages to a good man. For further information inquire of George Tyson, Plymouth, Ohio. 312

WANTED—SITUATION BY EXPERIENCED PHARMACIST. Speaks Holland. Registered by examination. Best of references. Address Box 138, Morley, Mich. 302

WANTED—ENGINE AND BOILER CHEAP. LAWRENCE MORITZ, Aarwood. 305

WANTED—SITUATION ON THE ROAD BY MAN OF six years' experience. Best of references. Address J. E. F. care Michigan Tradesman. 293

WANTED—EVERY STORE-KEEPER WHO READS this paper to give the notice of a new trial. It will abolish your pass books, do away with all your book-keeping, in many instances save you the expense of one clerk, will bring your business down to a cash basis and save you all the worry and trouble attending the use of the pass book. Write me this month with the new system and you will never regret it. Having two kinds, both kinds will be sent by addressing concerning this paper J. H. Smith, Albany, N. Y. 213

WANTED—1,000 MORE MERCHANTS TO ADOPT OUR Improved Catalogue. Fast Book System. Send for samples. E. A. Stowe & Bro., Grand Rapids. 214

MISCELLANEOUS.
TO RENT—STORE IN OPERA BLOCK, CENTRALLY located, fine condition, splendid opening for clothing house, dry goods or general stock. Possession at once, rent reasonable. Live business town. Inquire of M. V. Seikie, South Haven, Mich. 295

20-ACRE FRUIT FARM NEAR BENTON HARBOR, handy to Chicago market, will sell or exchange for Grand Rapids real estate worth \$1,200. Address Dr. W. Ryne, Coloma, Mich. 293

\$1,200 CASH BUYS MANUFACTURING BUSI- ness paying 100 per cent. Best of reasons for selling. Address Chas. Kynoch, St. Ignace, Mich. 228

Big Reduction in Rates.

There is a war among the fast freight lines, the first effect of which is a reduction in west-bound freight of from 20 to 50 per cent., as follows:

1st. 2d. 3d. 4th. 5th. 6th.
New York and Boston.....50 40 35 30 25 20
Philadelphia.....44 34 33 28 23 18

It is expected that still further slashing in rates will occur.

Wanted His Reward.

Grocer—So you've given up drinking, Uncle Rastus?

Uncle Rastus—Yes, sah. I haint tched a drop in fo' weeks.

Grocer—You deserve a great deal of credit.

Uncle Rastus—Yes, sah. That's jes' what I sez, an' I was gwine ter ask yo', Mistah Smif, ef yo' cud trus' me to er ham?

RINDGE, BERTSCH & CO.,

Manufacturers and Wholesale Dealers in

BOOTS and SHOES

AGENTS FOR THE

Boston Rubber Shoe Co.,

12, 14 & 16 Pearl Street, Grand Rapids, Mich.

WALL PAPER & WINDOW SHADES

House and Store Shades Made to Order.

NELSON BROS. & CO.,

68 Monroe Street, - Grand Rapids.

W. STEELE PACKING & PROVISION CO.,

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

The Michigan Tradesman

NATIVE RAISINS.

Rapid Growth of their Culture—How They are Cured.

Few people in the East comprehend the rapid development of the raisin industry of the Pacific Coast, of the acreage devoted to it, or the amount of capital invested. A large proportion of consumers is still under the impression that Spain furnishes the entire product. A California grower gives some interesting facts about the management of this luxurious vine product, as follows:

Unlike the cultivation of grapes on the Atlantic seaboard or in the large vineyards of Ohio, the vines are grown without a trellis, being trained so that the laterals curve over the stalk, thus protecting the fruit from the direct rays of the sun. The best fruit grows close to the ground, shaded by the broad leaves. Fruit growing upon the laterals is likely to become sun-burned and can only be used for making second quality raisins. The first crop matures about August 15 to 20; the so-called second crop from September 15 to October 15. Vines begin to produce at the age of three years, and at six years are in full bearing. An impression prevails that raisins are made from purple grapes; on the contrary, the raisin-grape is a translucent green. The principal variety used in California is the White Muscat of Alexandria.

The preparation of raisins for market is a rather simple process. The branches are laid on trays exposed to the sun; fermentation begins almost immediately; after two weeks they are turned over, when the under side is cured in about one week longer; the grapes assuming the deep purple tint common to raisins. Some of the bunches, after leaving the trays, are moist, others are too dry. To equalize the moisture and make the goods of uniform consistency, the grapes are put into sweat-boxes, holding about fifty pounds; there they remain until a proper condition of moisture is attained. They are then removed to packing-houses and the clusters are separated from the loose grapes and placed in boxes in layers, making what is known as the London layers or choice table fruit. Bunches that are too small for this purpose or are of a harsh texture are put into a steaming machine, from which they are automatically conveyed to a series of trays or sifters, making "crown" or loose raisins of several grades for cooking. Four weeks on the coast, from the maturity of the fruit, render them ready for market. Grape raising is profitable. A vineyard of good average bearing will yield six tons of grapes to the acre with a value of twenty dollars a ton on the vines, or one hundred and twenty dollars an acre. Older vineyards produce from eight to ten tons and the fruit brings a better price than the product of younger vines, as it is better adapted to the larger or bunch styles of high priced raisins. Thus, a forty-acre vineyard in full bearing at six years of age would furnish a revenue to the grower of over \$6,000. Labor, however, is high and growers have found it difficult to obtain a full complement of hands to cure a crop needing such prompt attention. This difficulty will be lessened as new comers thicken. California produces in quantities only the raisins that compete with the renowned Malaga varieties. The Pacific raisin crop of 1888 is expected to approximate 1,000,000 boxes. Some of this has gone abroad, owing to the small crops of Malaga this year, and the latter fact will help to distribute the domestic crop through this country.

He Did Too Much.

"When I was a lad," said an old grocer, the other day, "I went to work in a large grocery store for three dollars a week. Every Friday morning a negro came and washed the store windows. Thinking to gain the good-will of my employer, I said to him:

"Sir, my father told me not only to do what I was told to do, but anything I could do, and I can wash windows as well as the colored man, and you can save a dollar a week."

"All right, try and wash them next week," was the reply, and Friday morning next found me attired for the work, and hard at it. Desiring to rinse the window down, I asked for a gallon pitcher, and was told to get one out of the stock, and my employer took a position inside the window to see how well I was doing my work. Having filled the pitcher, I mustered all my strength, jerked it hard toward the window—a crash, a smash, a howl followed, and I found the handle in my hand while the pitcher and contents had gone through the window, crashing the glass, breaking the sash, and deluging the fine array of goods in the window, let alone drenching the boss who stood watching inside.

"The damage cost fifteen dollars to repair, so I had to work the next five weeks for nothing, and since then I've done what I was told to do, and have not been very fresh about volunteering to do more."

Where Soda Comes From.

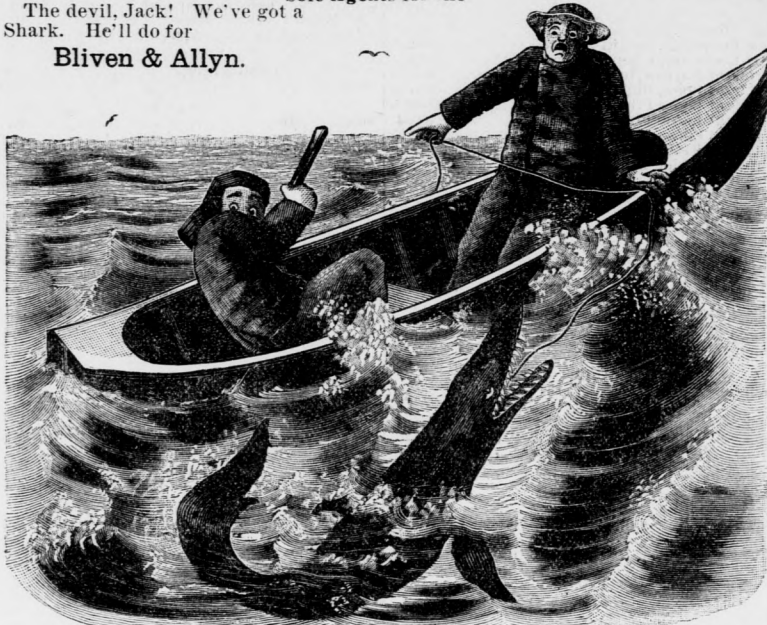
Along the Peruvian coast, stretching for hundreds of miles, are the famous beds of nitrate of soda, which purified is saltpetre. These deposits, more profitable than silver or guano, were discovered accidentally by a vagrant Englishman named George Smith, but were not operated to any extent until recent years. Now, nitrate, having been found a valuable component of a hundred chemical forms, is in demand the world over, and millions of dollars' worth is shipped from the ports along the coast annually. Before its value was fully known, a number of far-sighted men located "claims" after the fashion in vogue in mining camps everywhere, and then the government stepped in and forbade any further pre-emption. But the original locations cover enough of the deposit to supply the market a century or two, and to keep up the prices they have formed a pool, a monopoly combined, under which they charge from \$2 to \$3 per cwt. for what costs them about fifteen cents. There is apparently no limit to the stuff, the bed stretching up and down the coast for 300 or 400 miles.

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In Cans and Bulk, and Large Handlers of OCEAN FISH, SHELL CLAMS and OYSTERS. We make a specialty of fine goods in our line and are prepared to quote prices at any time. We solicit consignments of all kinds of Wild Game, such as Partridges, Quail, Ducks, Bear, etc. H. M. BLIVEN, Manager. 63 PEARL STREET.

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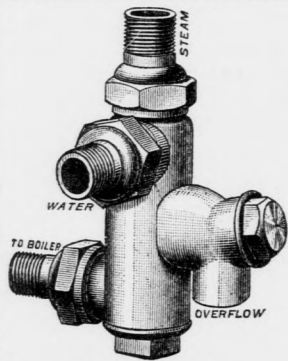
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Agents, HESTER & FOX,
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 - 5 Hot pipes don't bother them and the parts drop out by removing one plug nut.
 - 6 Every man is made satisfied, or he don't have to keep the injector and we don't want him to.

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LOTS OF SOAP DON'T FAIL TO USE

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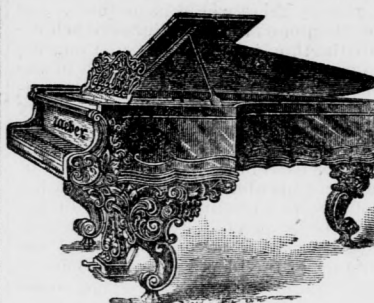
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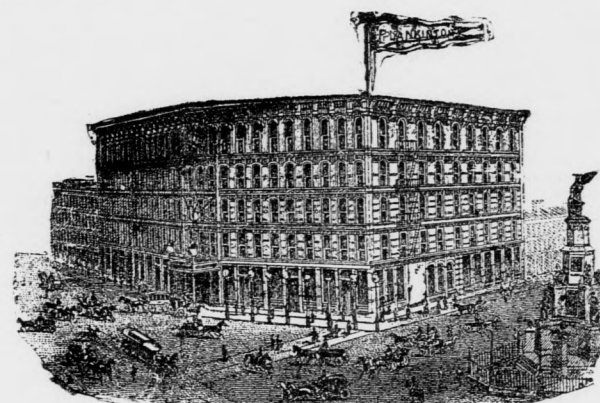
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CLUBS, 12 x 2, 16 oz., 6 cuts, 42, 30 & 12 "			
CLUBS, 12 x 2, 8 oz., 6 cuts, 42, 30 & 12 "			
FOURS, 6 x 2, 4 oz., 42, 30 & 12 "			
FIVES, 6 x 1 1/2, 3-1/2 oz., 45, 25 & 16 "	.43	.41	.41
TWIN FOURS, 3 x 2, 7 to 1 lb, 41, 27 & 13 1/2 "			
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