

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, FEBRUARY 27, 1889.

CANADIAN UNREST.

Canada's politics continue to show signs of unrest. Whether the immediate topic of discussion be the fisheries, imperial federation, commercial union, unrestricted reciprocity, annexation, independence, or what not, the real question is the same—the assumption of a changed relation toward the United States. In the Dominion Parliament at Ottawa, last Monday, Sir Richard Cartwright, upon whom the leadership of the Liberal Opposition has fallen, since Mr. Blake has betaken himself to the law, and who shows a vigor which probably gives Sir John McDonald some uneasiness, brought on a discussion by a resolution to the effect that it has become a matter of extreme importance to the well-being of Canada that she should have the right to negotiate commercial treaties with foreign states. The debate included but three speeches. Sir Richard led off, and was followed by Mr. Foster, the Finance Minister, who was rejoined to by Mr. Davies, a Liberal from Prince Edward's Island. At this point, when it was supposed the debate was just fairly begun, a score of speakers being prepared to follow, the government leaders cut it off by calling for the question, and the resolution was voted down, 94 to 66. The move was unexpected, and is generally spoken of in the Canadian papers as a "ruse" of Sir John's. The fact is that he saw that a protracted debate, and thorough ventilation of all the facts at this time, was sure to be an advantage to the party of progress. Mr. Foster denounced Sir Richard's speech as "a thinly veiled argument in favor of independence," which necessarily it was, for the addition to the Dominion's functions of the right to treat directly with other nations is the most important step in that direction open to her.

It would be a good thing if the Canadian Parliament would make a tour through the United States, as Mr. Buttrworth has suggested in Congress they be invited to do. They should be able to see for themselves the contrast between our circumstances and the condition of a country of nearly equal capabilities, which has consented to remain the back-yard of a European power. Not "Annexation" nor even Commercial Union, but Independence is the first need of the Dominion; and that had better be achieved while her relations with England are cordial and friendly, than to wait for the inevitable quarrel which will rend them apart. Whatever may be our relations with the country, present or prospective, she should learn to stand on her own feet first, and take care of herself. It is her dependence upon Great Britain which suggests to onlookers that her only possible destiny is "annexation" to us, as soon as the increasing gravitation of interest and sentiment toward America becomes so strong as to be no longer consistent with the bond to England. But an Independent Canada would be recognized as capable of shaping her own destinies.

POLITICAL PROGRESS.

Some important measures have made progress since the last issue of THE TRADESMAN. President Cleveland has signed the Nicaragua canal charter, and several practical questions must soon come to an issue: Whether the new (Menocal) company will have the active support of the new Administration; whether it can secure the foreign capital necessary for the canal construction; whether the Blackman company will be able to maintain its claims that the old concessions of 1848 are still valid; whether the English government will consent to the supplanting of the Blackman claims; and, finally, what international situations, affecting the United States, Nicaragua, and Great Britain, will follow. It looks at present as though the Blackman and Menocal interests ought to compromise their adverse claims, and consolidate their efforts. The news from Paris and Panama shows more and more the terribly complete collapse of the De Lesseps work, and now is the golden moment undoubtedly for the United States to secure the cut at Nicaragua.

Next in progress are the bills to admit the new states and to refund the Direct Tax. Both bills passed both houses and went to the President Wednesday, the former having promptly received the sanction of the Executive. The States bill provides measures for the admission of North Dakota, South Dakota, Montana and Washington, by which they may get their constitutions formed and adopted, and their State officers and legislatures

and United States Senators and Representatives all elected by the beginning of December next, so that the latter may take their seats at the opening of the regular session of Congress. New Mexico is not in the bill, enough Democrats having joined the Republicans in the House to strike it out. There is too much Spanish language and too few American public schools in that Territory, yet, to make its admission now desirable.

The white people of eastern North Carolina are much exercised over a threatened exodus of the freedmen, who resent their treatment, political and social. So much of the old slave-driving spirit survives that the planters are organizing to prevent emigration. They actually call upon the State authorities to forbid black laborers to leave the State, and they further threaten to lynch any emigrant agent who is found "prowling" about their neighborhood! These gentlemen will have to make up their mind in the end that the Fifteenth Amendment is in force, even in North Carolina, and that the way to retain the freedmen is to treat them as well as they are treated in other states, in the northern half of Virginia, for instance. Their indignation is valuable, however, as a reply to the frequently heard accusation that free negroes "will not work."

The "Patrons of Industry" craze, now having somewhat of a run in certain parts of Michigan, brings out an interesting phase of human nature. The organizations are composed mainly of farmers who band together for the purpose of securing goods at 5 per cent. above cost. It is not usually difficult to find a merchant in each town who will cater to such a class, but the agreement to sell on a 5 per cent. margin makes it necessary for the dealer to get two invoices for every purchase—one giving the real prices and another giving "bulged" prices, as the innocent granger usually insists on "seeing the bills." Surely the gullibility of human nature is something remarkable!

So far as THE TRADESMAN is aware, but one wholesale grocery house has broken faith with the Grand Rapids Mercantile Association in relation to the agreement not to sell goods to the family, restaurant and boarding house trade—and that house was a leading spirit in the now defunct Wholesale Grocers' Association! Under these circumstances the question naturally arises, if the house could not be depended upon to keep its agreement with the retailers, would it care a fig for its obligation to the jobbers' organization? If not, the Association did well to die before it was born.

Epitaph for the defunct Michigan Wholesale Grocers' Association:
If so soon I am done for,
What was I begun for?

Purely Personal.

Frank C. Sampson, the jolly hardware dealer of Cadillac, was in town Monday and Tuesday.

Smith Barnes, General Manager of the Hannah & Lay Mercantile Co., is spending a month in the South and Old Mexico.

Gaius W. Perkins and wife have gone South, to be gone four or five weeks. They will make their headquarters at St. Augustine.

Miss Belle Fairchild has resigned her position as book-keeper for W. T. Lamoreaux to accept a position with a Rochester firm.

Robert M. Floyd has left Philadelphia and taken up his residence at Jersey City, where he will engage in the real estate and banking business.

Heman G. Barlow and Ludwig Winterstein have been very ill during the past week with inflammation of the bowels, but both are now mending rapidly.

Oscar F. Conklin is spending a couple of weeks at Ravenna, looking after the business of O. F. & W. P. Conklin, while W. P. is surveying the pine possessions of the firm in Mississippi.

The sympathy of the trade will go out to Les. Freeman and wife in the sudden death of their only son, a likely lad of nine years. The little fellow was holding his breath, in the course of a morning frolic, when a bursting blood vessel caused his death within an hour. The funeral will occur on Wednesday afternoon.

East Saginaw Jottings.

The Business Men's Association is now thoroughly organized, has a good Secretary, and we expect big results. They are now looking for a good location for their headquarters.

We think the condition of the roads leading into the city this winter would convince anyone who knew how their bad condition kept the farmers out of the city and made business dull, that stone roads are absolutely necessary for our city's welfare, and East Saginaw can afford to do almost anything rather than lose the farmers' trade.

J. A. Fox, Michigan representative for the Durham Coffee & Spice Co., of Lafayette, Ind., is spending a month among the retail trade of this territory.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Thys Stadt, formerly engaged in the hardware business at Spring Lake, is now located at 297 Alpine avenue, in the Jonker block.

Wm. R. Jewett has purchased the drug stock of Geo. W. Nichols, at 37 Monroe street, and will continue the business. Mr. Jewett has been on the road for Eastman Bros. for several years.

A. S. Davis has sold the lease of his store on Canal street and rented the vacant store at 127 Louis street, where he will carry on the manufacture and jobbing of cigars, discarding the retail department.

Lyman Townsend, formerly engaged in the grocery business at Howard City, but for the past year or two engaged in the same business here, has re-engaged in the grocery business at Howard City. Olney, Shields & Co. furnished the stock.

The Grand Rapids School Furniture Co. is making arrangements to erect a considerable addition to its plant as soon as spring opens. The improvements will comprise a three-story addition to the present office building, 45x80 feet in dimensions, and a wing running south of the same, 50x50 feet in dimensions. Fred C. Miller will have charge of the improvements.

The Grand Rapids Cottage Co. has been organized with a capital stock of \$15,000 to engage in the manufacture of the portable cottage patented by Frank E. Lovett. Joseph Rust has been elected President of the corporation and C. S. Edwards Secretary and Treasurer. A factory has been opened on South Division street and the business will be pushed for all there is in it. The cottage differs from others now on the market in that it is made of canvass, instead of veneer, being covered with a thoroughly waterproof composition.

AROUND THE STATE.

Clio—Parks & Son have sold their general stock.

Kalamo—C. M. Woodard is closing out his general stock.

Borland—Chas. A. Brott succeeds Brott & Reynolds in general trade.

Allegan—C. C. Spear succeeds Spear & Davis in the grocery business.

Kendall—L. A. Mack succeeds Geo. W. Knapp in the grocery business.

Shepherd—H. O. Bigelow succeeds W. R. Robbins in general trade.

Marquette—A. T. Baker & Co. succeed Buffum & Baker in general trade.

Menominee—J. M. Smith succeeds J. W. Stiles in the cigar business.

Rollin—Geo. T. Rice has assigned his general stock to Harvey S. Bowen.

Battle Creek—Frank A. Willard has sold his grocery stock to J. R. Houssel.

Hart—A. R. Chappel succeeds the Hart Manufacturing Co. in the lumber business.

Saranac—Wm. Mercer has sold his grain elevator to Wm. N. Rowe, of Grand Rapids.

Lakeview—Ed. Withrall succeeds Dolph Hutchinson in the meat market business.

Albion—Crane & Parsons succeed Cady & Parsons in the merchant tailoring business.

Allegan—John Barclay succeeds Barclay & Knickerbocker in the agricultural implement business.

Wakelee—J. E. De Cue has engaged in the hardware business—not harness business, as stated last week.

Holland—Kanters Bros. have moved into their new store, which comprises 3,220 square feet of floor room.

Alba—D. H. Meeker has sold his drug stock to F. D. Hopkins, formerly of the firm of Gilbert Hopkins & Co., at Sherman.

Hastings—Bert Tinkler will soon occupy the store recently vacated by Fred. Knapp with a stock of general merchandise.

St. Clair—Mark Hopkins has sold out his hardware business to George C. Solis, of this city, and Grant Carpenter, of Chicago.

Mancelona—Warren Watson recently lost about \$100 by the giving away of shelving containing crockery and glassware.

Hastings—Fred Knapp's grocery stock was turned over to Lemon, Hoops & Peters last Wednesday and by them sold to Goodyear & Barnes.

Traverse City—Martin Olson has engaged in the grocery business, on the state road, about half way between Traverse City and Suttons Bay.

Cadillac—The factory making cant hook handles for Sampson & Drury burned a couple of weeks ago, but the firm has another factory at work on handles.

Blanchard—L. D. Wait, late of Millbrook, has opened a grocery stock in the Rowland building. W. H. Caswell will occupy a portion of the same building with his meat market.

Advance—The building occupied by P. B. Newton as a general store burned to the ground on the 14th. All but about \$500 worth of goods were saved, and business will be resumed in another building.

St. Louis—Charles Wells succeeds Hughes Bros. in the hardware business.

Corning—Eli Runnels has stone and lumber on the ground for a new store building, 20x32 feet in dimensions, work on which will be begun as soon as the weather is settled. He will convert the old store into a workshop.

Detroit—The firm of H. A. Newland & Co. has been reorganized as a limited partnership. The special partners are Jas. F. Joy, Aurilla A. Burns and Martha A. Newland, and they have contributed \$40,000, \$32,123 and \$14,743 respectively.

Detroit—The hardware firm of Limbach & Weber, after being in business fourteen years, has been dissolved, Mr. Limbach retiring. Mr. Limbach had been in business here thirty-five years and at the present location twenty-six years.

Allegan—The replevin suit of E. G. Studley & Co., Grand Rapids, against E. N. Lesperence et al., of Hamilton, has been on trial several days and is not yet concluded. Plaintiff sold E. N. Lesperence a bill of goods and took a chattel mortgage which was subject to a prior mortgage of \$1,500, given to Mrs. Holman on Lesperence's stock of goods. Plaintiff claims that the \$1,500 mortgage was void. A large number of witnesses were in attendance from Hamilton.

MANUFACTURING MATTERS.

Wayne—C. F. Blackman & Co. succeed Chamberlain & Parsons in the lumber business.

Mecosta—Parks Bros are arranging to engage in the manufacture of their patented specialties under the style of the Parks Manufacturing Co. They have some valuable devices.

Fowlerville—The F. Palmerton Wood-ware Co., Limited, has been organized with a capital of \$10,000, to engage in the manufacture of woodenware at St. Louis. F. G. Palmerton, of this place, will be President and General Manager.

Marshall—Messrs. Faulkner, Morrow, Upham and Crampton have formed a co-partnership for the purpose of engaging in the manufacture of stoves. They are well known as practical machinists and foundrymen, and it is reported that the new enterprise will be established on a large scale. They propose also to engage in general repairing of machinery.

Bank Notes.

F. E. Durfee & Co. have opened a bank at Perrinton.

S. McNitt & Co., the Byron Center general dealers, have added a banking department to their business and issue exchange on New York and Chicago.

As a result of the recent action of the Grand Rapids banks in agreeing to charge exchange, several large establishments have arranged to keep accounts with New York banks to facilitate remittances and save exchange.

THE TRADESMAN hears strange rumors relative to Louis Johannes Koster. The gist of the reports is that Louis is shortly to be led captive to the altar by a Grand Haven lady.

FOR SALE, WANTED, ETC.

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

FOR SALE.

FOR SALE—AN ENTIRE NEW STOCK OF DRUGS, located in one of the best stands in Grand Rapids; elegant fixtures in most modern style; will sell for \$2,000 cash; wish to study medicine. Address, Chemist, care Michigan Tradesman.

FOR SALE—Shoe stock of about \$5,000 in good condition with store fixtures and lease; large, well lighted store and good location on Monroe St., Grand Rapids, now doing a successful cash paying trade; reason for selling, to retire from trade altogether. Address, S. N. Watson & Co.

FOR SALE—DRUG STORE IN FIVE LAKE POINT, a good business; no competition; stock and fixtures will invoice \$2,000; proprietor has other business. Address, C. E. Bakely, Mancelona, Mich.

A GOOD CHANCE TO GO INTO TRADE—FOR sale, at a bargain, a stock of boots, shoes and men's furnishing goods, and good will of the business, at 508 South Division St., Enquire of Kinde, Bertsch & Co., 12, 14 and 16 Pearl St., Grand Rapids.

GOOD CHANCE—FOR SALE—THE ENTIRE STOCK of goods of a well-established business. The store to rent, also the house, well adapted for hotel, if desired; a creditable custom has been enjoyed by the owner, who will be pleased to impart further information at the place, 131 West Bridge street, Grand Rapids, Mich. M. Bootz.

FOR SALE—A GENERAL STOCK OF MERCHANDISE, will invoice \$10,000, including fixtures, business of 1888 was over \$10,000; located in thriving town of 1,500 in Central Michigan; buildings for sale or rent; to parties purchasing, we will give our trade, which amounts to from \$500 to \$1,000 per month; reasons for selling, other business. Address M, care Michigan Tradesman.

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.

FOR SALE—FULL SET OF TIMBERS TOOLS, SAFE, show cases and hardware fixtures—all in good condition and cheap for cash. Will sell one or all. J. Vander Veen, 129 Monroe street, Grand Rapids.

FOR SALE—STOCK OF CLOTHING AND GENTS' furnishing goods, located in a good town of 1,500 people in southern Michigan. But one other place in town handles clothing. For particulars address "C" & "T," care Michigan Tradesman.

FOR SALE—STOCK OF DRY GOODS, CLOTHING, boots and shoes, in live town in Central Michigan; will invoice about \$7,500, fixtures included; trade of \$68 about \$2,000; will rent or sell building; our trade will be given to buyer; reasons, too much business. Address B, care Michigan Tradesman.

GRAND OPPORTUNITY AT A GREAT BARGAIN—A—The stock, store, residence, warehouse, grain and stock, as Moscow, is offered for sale; there is money to be made; one partner has to go west and the other lives elsewhere. Address E. Childs & Co., Hanover, Mich.

FOR SALE—THE FLUSHING FOUNDRY, WITH steam power, within eight rods of side track of Toledo, Sagaw & Mackinac Railroad. Splendid location, no incumbrance. Stock, plows and castings included with shop and lots. Reason for selling, age and ill health. James Samner, Flushing, Mich.

FOR SALE—A NEW, WELL-SELECTED STOCK OF staple general merchandise, in live town and thriving farming community on Michigan Central Railway; inventory, \$7,000; annual business, \$28,000, with continued increase; the modern improved double brick store, newly built for convenience; best location in town; low rent and insurance; reasons for selling, poor health. Address No. 384, care Tradesman.

FOR SALE—BRIGHT, CLEAN STOCK OF GROCERIES, crockery and glassware, in growing town of over 1,000; stock and fixtures will invoice about \$10,000; business averages \$1,500 per month; store building is one of the finest in the State for business and will be rented or sold; reasons, other business needs our attention. Address A, care Michigan Tradesman.

WANTED.

WANTED—REGISTERED PHARMACIST, FOR PARTICULARS ADDRESS Adam Newell, Burlap's Corners, Mich.

WANTED—POSITION AS MANAGER OF STORE OR salesmanship a young man of twelve years' experience. Address, A. Robertson, Martin, Mich.

WANTED TO EXCHANGE—PRODUCTIVE REAL ESTATE in the thriving village of Bailey on the C. & W. M. Railway for house and lot in Grand Rapids, worth about \$1,500. Address, D. B. Galentine, Cassnovia, Mich.

SITUATION WANTED—A COMMERCIAL TRAVELER is open for engagement. Large acquaintance with grocery trade in Michigan. Address Jackson, care Michigan Tradesman.

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

MISCELLANEOUS.

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

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

WANTED—GERMAN DRUG CLERK WHO SPEAKS good English. Enclose references and state age and the amount of salary expected. Address F. D. Paquette, Ludington, Mich.

WANTED—ACTIVE, HONEST YOUNG MAN WHO has had two years' experience in the drug business. Address No. 384, care Tradesman.

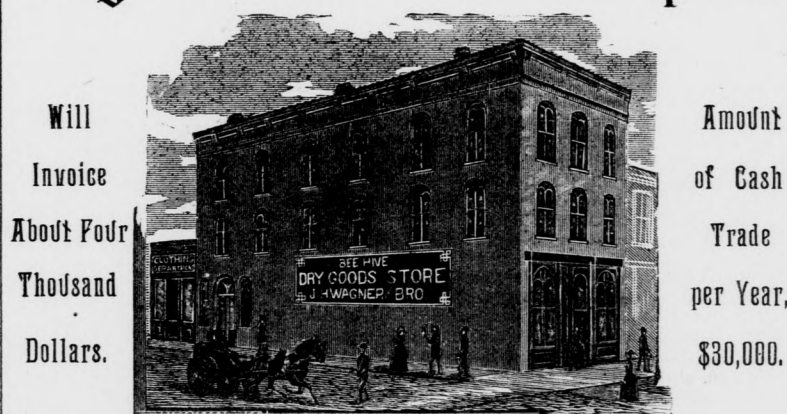
WANTED—POSITION AS BOOKKEEPER OR any office work, by young man of seven years' experience. Address "Bookkeeper," care Michigan Tradesman.

WANTED—A REGISTERED OR GOOD REGISTERED assistant pharmacist. Address, giving particulars, W. D. Carrier 23, City.

FOR SALE!

Stock of

Dry Goods and Carpets.



Will Invoice About Four Thousand Dollars.

Good Location. Will Lease Store for Term of Years.

Satisfactory reasons given for selling out.

J. H. WAGNER & BRO., - Plainwell, Mich.

WM. SEARS & CO.,

Cracker Manufacturers,

AGENTS FOR AMBOY CHEESE.

37, 39 and 41 Kent St., Grand Rapids.

NELSON BROS. & CO.,

Wall Paper and Window Shades,

GRAND RAPIDS, - MICH.

NEW DEPARTURE.

We take pleasure in announcing to the trade that we have put in a full line of

Syrups and Molasses.

Which we offer at Bottom Prices.

All Goods Guaranteed to Give Satisfaction. No Charge for Cartage.

Telfer Spice Company.

P. STEKETEE & SONS,

JOBBERS IN

Dry Goods & Notions,

83 Monroe St. and 10, 12, 14, 16 & 18 Fountain St.,

Grand Rapids, Mich.

Spring Line of Prints, Seersuckers, Toile Du Nord, Gingham, Hosiery and White Goods Just Received.

STARK A. FRANKLINVILLE A. AMERICAN A. GEORGIA & MARSAC, HOOKER, BURLAP.

Peerless Warp AND Geese Feathers.



Product of Our Factory at Fon du Lac, Wis.

You can buy a better \$3 Men's Calf Shoe and other grades made by C. M. HENDERSON & CO. near your own door than other manufacturers can offer, and this is true of our Ladies' Fine Dongola and Goat \$2.50 Shoe and our \$3 Henderson French Kid, and other grades made at our Dixon Factory, where our celebrated "Red School House" shoes are produced. We have special advantages for manufacturing them and make them all on the theory of merit and style. "The proof of the pudding is in the chewing the string," and if you will test them we shall highly appreciate it and are sure it will prove to your advantage. Our heavier grades of goods made at our third factory are also acknowledged to be unequalled.

C. M. HENDERSON & CO., Chicago.

Factories:

Fon du Lac, Wis.
Dixon, Ill.
Chicago, Ill.

Willard H. James,
Salesman for the Lower Peninsula.
P. O. address,
Morton House, Grand Rapids, Mich.

We furnish electrotypes of our Specialties to Customers.

BLIVEN & ALLYN,

Sole Agents for the

The devil, Jack! We've got a Shark. He'll do for Bliven & Allyn.



Celebrated "BIG F." Brand of Oysters 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.

The Michigan Tradesman

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

PERSONAL PROPERTY — CROPS — WOOD.

The Supreme Court of Indiana held, in the recent case of Barrett vs. Choen et al., that a purchaser of real estate at an administrator's sale was not entitled to cut wood thereon, nor to crops sowed and planted by tenants of the heirs before the administrator's petition for an order to sell, on the ground that the wood and the crops were personal property.

UNJUST DISCRIMINATION — INDICTMENT.

An agent of the Missouri Pacific Railway Company was indicted at Hannibal, Mo., some time ago, for violating the Interstate Commerce Law by charging a grocery company at Hannibal forty-six cents per ton for freight from Hannibal to Helper, Kan., while he forwarded freight for the Chicago, Burlington & Quincy Railway between the same points for thirty-four cents per 100 pounds. The agent interposed a demurrer to this count in the indictment, but Judge Thayer, of the United States Circuit Court, has overruled the demurrer, holding that the offense charged amounted to unjust discrimination, and that it did not matter whether it was effected by rebate, drawback or any other means.

BUILDING ASSOCIATION — LOAN — USURY.

The charter of a building and loan association contained a provision that "no dues, premiums, interest or fines that may accrue to the association in accordance with its charter shall be deemed usurious and the same be collected as other debts." The Court of Appeals of Kentucky held, in the case of Henderson Building and Loan Association vs. Johnson et al., that the building association, in an action to recover money loaned to one of its members, was entitled to recover only the amount loaned with the legal rate of interest, and not the amount authorized by its charter in the way of premiums, fines, etc., which would amount to many times the legal rate of interest. The court held that the provision in the charter referred to was partial legislation, and, therefore, unconstitutional in so far as it authorized the recovery of more than the legal rate of interest upon money loaned.

MANDAMUS — INSURANCE COMMISSIONER.

The Superintendent of Insurance of Kansas having refused to permit certain insurance companies to do business in the State, and having revoked the permits of others, proceedings were brought by the companies to secure a mandamus compelling the Superintendent to issue licenses. The Supreme Court of the State has denied the application of the companies in the case of Dwelling House Insurance Company et al. vs. Wilder, on the ground that the duties of the Superintendent involve an exercise of judgment and discretion on his part which cannot be exercised, reviewed or controlled by any other officer or tribunal. The court said that the Legislature had fixed the conditions under which insurance companies might do business in the State, and that the Superintendent could not impose any others. The Legislature had also laid down certain rules to govern the Superintendent in determining whether the conditions imposed had been complied with, but after he had applied these rules to the facts in the case it still remained for him to officially judge or determine whether the conditions existed, and his action in this respect could not be reviewed.

A Secret Well Kept.

Probably the only secret process which has been kept inviolate, and for ages openly defied the world of science, is the iron trade of Russia. The secret of making Russian sheet iron is owned by the government, and is such an immense monopoly that it is currently supposed to defray the entire expenses of the government. The works constitute an entire city, isolated and fortified against the rest of the world. When a workman enters the service he bids a last farewell to his family and friends, and is practically lost to the balance of the world. He is never heard of afterward, and whether he lives or dies all trace of him is forever lost. There have been several desperate attempts made to steal or betray the secret, but in every instance it has resulted in the death of the would-be traitor. In one case a letter attached to a kite, which was allowed to escape, was picked up by some peasants, and, despite their protestations that they could not read, they were at once put to death by the guards to whom they delivered the letter, and it was afterward decreed that the guards themselves should pass the remainder of their days within the works. The wonderful properties of this iron are so well known that it is unnecessary to enlarge upon them.

Thinking Far Ahead.

Newspaper men, in the course of their motley experiences, are seldom met by an occurrence so far out of the beaten way as to make it refreshing by its exceeding novelty. Yesterday, however, is entitled to a credit of one of them. While in a down town mercantile establishment enjoying a little tri-cornered *tete-a-tete* with the proprietor and another gentleman visitor, a young man of prepossessing appearance approached, and, presenting a note of introduction, made application for a situation, remarking he had had considerable experience in the merchant's particular line of trade. Upon being asked if he had testimonials from previous employers and could give references, he replied he had no letters of recommendation, but gave the names of several firms who had employed him and referred to them. He was kindly told to "call again." When the young man first made his appearance the "visiting gentleman," a well-known life insurance solicitor, gave him a bow of recognition, which was noticed by the proprietor of the establishment, who inquired of him whether he was acquainted with the young man. "Not intimately," was the reply. "I only know him by his

calling at our office. He carries a \$5,000 endowment policy in our company." "That's knowing him enough for me," was the response. "I'm going to employ that young man. No employer could give him so strong a testimonial of worth as he has given himself. I tell you when a young man thinks so far ahead as to spend his spare money in a life insurance policy rather than in having a 'high old time,' he can be trusted and depended upon every day in the year."

Was Christ a Commercial Traveler?

All theologians tacitly admit that the whereabouts of Christ from the age of twelve until he entered upon the ministry, at the age of thirty, is unknown. Recent researches among the sacred books of Hindostan show a great similarity between many of the phrases and parables of Christ and those of Hindu sages who lived centuries prior to the Christian era. The inference is that our Lord traveled extensively in the regions of the Far East. It is presumed that, his precociousness having excited the wrath of the Jewish priesthood, it was found advisable to leave the country for a time, and that he joined one of the numerous caravans trading between Egypt and the Indies. Rome, at that period the proud mistress of the world, had entered upon a period of earthly splendor and of lavish display. The whole known world was ransacked to furnish luxuries to gratify the pampered taste of her extravagant emperors and proud patricians. Innumerable caravans were required to meet the demand, and there is not a shadow of a doubt that the leading merchants of those days were the Jews and the Greeks, who were largely engaged in this traffic. The old Romans, those stern masters of the world, considered trade to be *infra dig.*, and, with a grim sarcasm as to the fitness of things, constituted Mercury the god of merchants and thieves. It is supposed, on the best of grounds, that Christ took part in this business for eighteen years, and made frequent trips between Alexandria, where the goods brought by the caravans were shipped to Rome and the Indies. It is but natural to suppose that one of his extraordinary mental endowments would be an earnest student of the theological literature of the East, to which he could have had abundant access. Edwin Arnold, in his "Light of Asia," shows that portions of the Lord's prayer and the Beatitudes came *verbatim* from Hindu teachers who lived prior to Christ. A recent publication also shows that there is much similarity in the lives of Christ and Christ. Christ, or Christu, was born 3,100 years before Christ. He was one of the Trinity of the Hindoos occupying the more central part of India. He came from Vishnu, became incarnate, was considered a savior of royal origin, born lowly, saluted by divine songs from angels, surrounded by shepherds, Nada, the father, and Deva Maia, the divine mother, were compelled to flee by night into a remote country, for fear of a tyrant who had ordered all the male children to be slain. Christu, by his wisdom, at an early age, astonished the elders. He had a fore-runner in his brother Rom. He washed the feet of Brahmins, crucified Japors raised the dead, was crucified, descended into Hades, ascended into heaven, and sat beside Vishnu, the first person of the Hindoo deity. The more erudite German theologians admit the astonishing similarity in the Asiatic savior Christu and Christ. This similarity accounts in a great measure for the prevalence of German rationalism.

No less an authority than the Rev. Dr. Proudfoot, of London, England, who, in early youth, was trained in mercantile pursuits, has been cited to show that Christ himself, all through his proverbs and other parts of the gospels, evinces a business training, and that He must have been familiar with the commercial methods in vogue in those days, and much more so than if He had merely followed the carpenter's trade of his father. Dr. Proudfoot is also of opinion that He traveled in India and was engaged in commercial pursuits as an attaché of a caravan.

Lakeview Locals.

The Cato Novelty Works, established in this village a little over one year ago by Ensign Stebbins, is doing well and turning out lots of work. John S. Weidman's sawmill, five miles north of here, is cutting out lots of lumber, which is being hauled to this village. Pat Long is erecting a sawmill about six miles northwest of here. Morgan Lewis' sawmill, about four miles northeast of here, will start up soon and cut out a lot of logs now at, and being hauled to, his mill. The best sawmill of all the leading mills within miles of this burg is John J. Bale's band sawmill in this village. Bale has logs on the lake here enough to stock his mill all next season, besides is now hauling nearly 100,000 daily and will so continue so long as the snow stays on.

Lewis Fuller has finished his contract for 25,000 snow shovels and is now manufacturing a large lot of wagon jacks. Mr. Fuller has been burned out twice here, but he is of that make that don't cry over spilt milk. Lakeview has two broom factories in good, lively working order, which are disposing of their make-up as fast as they get them ready for market. Our business men are going to try to organize a Business Men's Association here, whether they succeed or not. For their own and the village's good, we hope for their success. Max Mills, that most popular traveling salesman, was here the other day, selling goods and shaking hands with all our good citizens, and many of our good-looking girls and boys. Max is just more than liked by all of our young men, and our young ladies are simply captivated by his manly form and appearance when he strikes town. REPORTER.

In the Employ of the Company.

"Are you the Superintendent of this railway?" "Yes, sir, why?" "I want a pass." "Are you employed by this road?" "Yes, sir." "In what capacity?" "I'm a member of the Legislature."

All Converted But One.

From the New York Tribune. One of the Nebraska Senators tells of one of the most powerful and effective revivals that ever occurred in a town of his State, where every male inhabitant, with a single exception, was converted. The inhabitants of the town were, as a rule, wretchedly poor. The president of the railroad company on the line of which the town was situated, touched with sympathy for their condition, approached one of the principal men and inquired if they ever had any preaching out in that section.

"Preaching!" said the person addressed. "Oh, yes; we had a great revival here last winter, and all got converted but one man, who said he could not join the church until he had stolen timber enough from the railroad company to fence his farm."

After this honest confession, the president of the railroad company never attempted to detect the thieves. It was useless. One of the favorite hymns sung by these good converts, the Senator says, was the well-known one beginning:

"Best be the tie that binds."

Very Factitious.

From the Chicago News. A member of the New York Legislature has become the proud father of a bill to establish four State schools of instruction in butter-making, milk-skimming and cheese architecture. These schools are expected to give free instruction in the art of milking nervous cows in fly time, in churning cream, and in caressing butter until the ultimate drop of buttermilk has departed from it. There will be a professor to preside over the cheese foundry and other professors to lecture on the glories of grass butter and the philosophy of curds and whey. It is a great plan, but the statesmanly author will doubtless have to labor until the cows come home before he secures its adoption.

He Was Conscientious.

"James," said the grocer, as he looked up from the morning paper, "they have begun to make maple sugar in Vermont, already."

"Yes, sir," said the clerk, with ready comprehension. "Those maple sugar bricks left over from last year are down cellar. I'll have them sandpapered and put in the front window to-morrow morning."

"Have you the same sign you had last year to stick up in the box?" "Yes. It reads: 'Fresh from Vermont. Strictly pure.'"

"You may use that sign again, James; I don't think it would be exactly right to paint a new one with that inscription."

High Art in Chicago.

From the Chicago Herald. "We will soon beat the world in high art."

"How is that, Jackson?" "Why, I see that Prussian Blue, the artist, is going to have a studio in the seventeenth story of the auditorium tower."

A recent adulterant of coffee consists of nearly fifty per cent. of corn, so roasted as to very closely resemble the coffee in color, and the deception was further aided by glazing both coffee and corn with a thin coating of sugar.



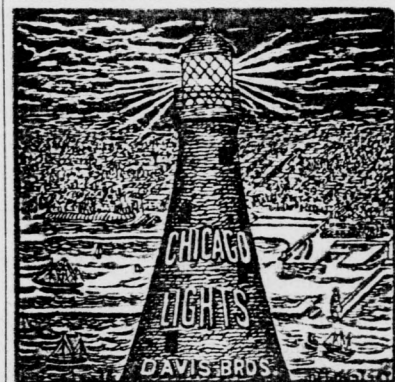
FLINT. MICH.

TO THE MERCHANTS OF MICHIGAN — We offer Marble and Granite

Monuments

at a closer margin of profit than any concern in the State. Write for estimates on Building Stone or Cemetery work. First class material and workmanship only.

SAM'L MOFFETT, Manager.



CHICAGO LIGHTS

The Finest 5-ct. Cigar Manufactured.

LONG HAVANA FILLER.

THEY HAVE NO EQUAL.

A. S. DAVIS, 70 Canal St., Grand Rapids, Mich.



THESE GOODS ARE "PAR EXCELLENCE" Pure, Healthful and Reliable, warranted to give satisfaction in every particular. For sale by wholesale and retail grocers throughout the United States. YOWE BROS., Manufacturers, Cleveland and Chicago.

BOOK-KEEPING

WIPED OUT!

No Pass Books!
No Charging!
No Posting!
No Writing!
No Disputing of Accounts!
No Change to Make!

TRADESMAN

Credit COUPON Book!

THE NEWEST AND BEST SYSTEM ON THE MARKET.

We quote prices as follows:

| | |
|--------------------------|--------|
| \$2 Coupons, per hundred | \$2.50 |
| \$5 " " " " | 3.00 |
| \$10 " " " " | 4.00 |
| \$20 " " " " | 5.00 |

Subject to the following discounts:

| | |
|------------------------|-------------|
| Orders for 200 or over | 5 per cent. |
| " 500 " " " | 10 " " |
| " 1000 " " " | 20 " " |

Send in sample order and put your business on a cash basis.

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

\$1,000 REWARD!!

THE LARGEST AND BEST CLEAR LONG HAVANA FILLED SUMATRA WRAPPED CIGAR SOLD FOR 5 CENTS.



Amos S. Musselman & Co.

SOLE AGENTS,

GRAND RAPIDS, MICH.

BEST BAG TRUCK MADE.



Weights only 16 lbs.; always stands up alone when not in use. Send \$3.50 and I will send you one, charges paid. Warranted to suit.

W. T. LAMOREAUX,

71 Canal Street,

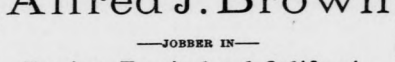
Grand Rapids, Mich.

Alfred J. Brown

—JOBBER IN—

Foreign, Tropical and California

FRUITS



Cranberries,

Sweet Potatoes

and Grapes.

Bananas, Our Specialty.

16 and 18 No. Division St.

GRAND RAPIDS, - MICH.

WARRANTED NOT TO RIP.

Lot 796

Size 30-30

Price

Every garment bearing the above ticket is

WARRANTED NOT TO RIP, and, if not as represented, you are requested to return it to the

Merchant of whom it was purchased and receive a new garment.

STANTON, SAMPSON & CO.,

Manufacturers, Detroit, Mich.

HEAVENRICH BROTHERS

Wholesale Clothiers

MANUFACTURERS OF

Perfect-Fitting Tailor-Made Clothing

AT LOWEST PRICES.

138-140 Jefferson Ave., 34-36 Woodbridge St., Detroit.

MAIL ORDERS sent in care L. W. ATKINS will receive PROMPT ATTENTION

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.

City 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.

PURE

PUTNAM & BROOKS,

Grand Rapids, Mich.

When in MUSKOGON

—CALL AT—

Fletcher's City Creamery

For the BEST LUNCH to be had in the State.

W. H. FLETCHER, - 54 W. WESTERN AVENUE.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.

WE CARRY A STOCK OF CAME TALLOW FOR MILL USE.

OYSTERS

Buy the GREAT

P. & B.

PUTNAM & BROOKS, Packers.

Detroit Soap Co.,

DETROIT, MICH.

Manufacturers of the following well-known brands of

QUEEN ANNE, TRUE BLUE, MONDAY, AND OTHERS.

MOTTLED GERMAN, SUPERIOR, PHENIX.

MICHIGAN, CZAR, WABASH.

ROYAL BAR, MASCOTTE, CAMEO.

For quotations address

W. G. HAWKINS, Lock Box 173, - GRAND RAPIDS

Salesman for Western Michigan.

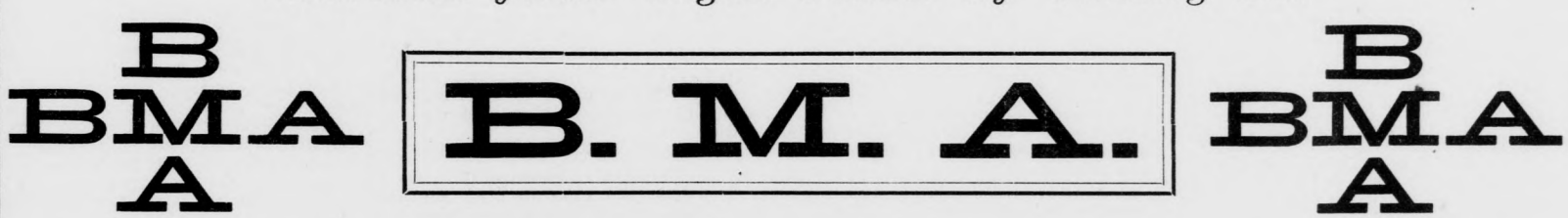
Nuts

We carry a large stock of all kinds of Foreign and Domestic Nuts and are prepared to sell in any quantity.

PUTNAM & BROOKS.

ATTENTION, RETAIL MERCHANTS!

Increase your Cigar Trade by selling the



Named in Compliment to the

Michigan Business Men's Association,

And especially adapted, both in Quality and Price, to the requirements of the RETAIL GROCERY TRADE.

Absolutely THE BEST 5 Cent Cigar on Earth!

PRICE, \$30 PER THOUSAND.

The Telfer Spice Company,

MANUFACTURERS' AGENTS, GRAND RAPIDS.

The Michigan Tradesman

WEDNESDAY, FEBRUARY 27, 1889.

LEISURE HOUR JOTTINGS.

Written for THE TRADESMAN.

BY A COUNTRY MERCHANT.

Is it sickly and mawkish sentimentality, or are there really debatable and tenable grounds, which many of us are too blind to discover, for the perennial efforts of great numbers of people for boldly and enthusiastically proclaiming themselves the champions of that numerous and constantly increasing class which, keeping discreetly and cautiously within the bounds of the law, keeps itself generously supplied with the necessities, and not infrequently the luxuries, of existence, at the expense of other people's brain and muscle?

Among the multitudinous obstructions which are biennially in readiness to counteract any legislation looking toward a curtailment of the property privileges of chronic debtors, I have never heard of but one attempt at an argument against more modern and equitable laws for the collection of debts, viz., that cases might arise wherein unreasonable and heartless creditors might bring distress and suffering upon honest, worthy and deserving poor men and their families; yet from all the obstructionists—who appear to fondly imagine that they have assumed the role of philanthropists—I have never heard one word of sympathy for the dozens and hundreds of humble tradesmen who annually drift into poverty because of their credulity and childlike confidence in the pledges and promises of the chronic debtor.

There might, of course, be isolated cases where the honorable and deserving poor man might be unreasonably oppressed by his creditor, but, during an experience of no inconsiderable number of years, I have never seen anything like a serious matter of this kind. On the contrary, I have almost invariably seen the party, who has honestly earned the reputation, treated as cordially and heartily by his creditor as his more prosperous neighbor. I have seen him come in to the dealer and almost tearfully deplore his inability to keep his promise, and heard the man appealed to reply: "Don't worry yourself about that a moment, John! And don't try to pay it until matters are easier with you?" And even when death, the great adjuster of human affairs, stepped between the creditor and the debtor of this class, I can't call to mind that I ever heard a single exclamation of regret or reproach, or a single wish expressed that more sharpness had been used in endeavoring to collect the account.

There is, I am reasonably certain, a prevalent opinion among farmers that the individual who legally appropriates the goods and chattels of a merchant is far less culpable than he who legally confiscates the cereals and produce of the agriculturist. Let Farmer Subsoil discover, at the end of the year, that he has been drawn upon by impecunious neighbors to the extent of a hundred dollars or so, and there is wailing and gnashing of teeth; but let me try to console Farmer S. with the assurance that my assessments in that line are double his own, he will sniff contemptuously and probably remark: "Oh, that's a materially different thing! You expect them things, and fix your profits accordingly. Such fellows as me has got to buck up *your* losses, but can I sell a bushel of wheat or a pound of butter for a cent more on account of my losses?"

I was in a neighbor's place of business, one day, when a woman came in and announced that a poor acquaintance had just lost a cow, and she was soliciting money to replace it.

"But, my dear madam," said the dealer, "that man owes me enough now to more than half buy a cow, and I really don't care to invest any more in him!"

"I don't see what that's got to do with the case, or how it's going to help himself and family through the winter," said the canvasser, rather snappishly.

"But don't you think that the proper persons to help this man are those who haven't helped him before?"

"I think that if everybody with a few bad debts on their books made that an excuse against helping the poor, this would be a mighty uncharitable world," said the caller, as she slammed the door.

"We don't always make collections 'zactly 'cordin' to law, out in Wayback," said the old man Wimmick, recently. "Giner'ly speakin', we're a quiet, peaceable, good-natur'd sort of folks, but w'en we run 'cross a case that the statuer, made an' perverted, don't seem to kiver, we manufacter a little statuer of our own for the 'casion. There, f'rinstance, was Sam Smalley, who hired Eph Muggins, las' winter, to cut an pile a hundred cords of stove-wood, for \$40. Sam is well heeled, but everything not exempt 'bout his place b'longs to his wife er some relation, an' Eph is a poor, hard-workin' feller with a big fam'ly, an' sick-ness 'nuff every year fur a small horse-

pital. Well, when Eph got through, Sam gin 'im \$5, an' not a cussed cent more could be squeezed out of 'im. So the neighbors held a privit meetin' an' voted to write Sam 'bout the matter, an' if he didn't pay any 'tention, to argy the matter with 'im person'ly. So a nice letter, with a skull an' crossbones an' coffin, was writ to Smalley an' pasted on his front door. But Eph didn't get his money, an' so one night a dozen fellers, with white bags over their heads, took Sam out of 'is buggy, stripped 'im, giv' him a dozen lashes on the bare back, an' told him if Muggins wasn't paid in a week, with \$2 interest, the dose would be doubled. But Sam was grit, an' shet hisself up nights with a loaded shotgun, an' 'twas two weeks er more afore the fellers could git 'im. At las', one night, w'en the ole woman was away visitin', some of the boys got some stuff they use in shows fur makin' red fire, put it on the roof of the back shed, an' set it goin', in a tight iron dish, an' in less'n a minnit Smalley rushed out with a gun an' a pail of water, an' in less'n two minits he was layin' over a bar'l with a feller beltin' away at 'is back with a big rawhide. Sam was pretty sore yet, an' wanted to settle for cash on the spot, but the boys tole 'im he must go an pay Eph hisself, an' giv' 'im \$5 int'est, an' giv' 'im the full two dozen promised. I don't b'lieve," said the old man, musingly, in conclusion, "thet all the courts, an' lawyers an' juries in Michigan could have made Sam Smalley do the squar' thing by Eph t'at them there neighbors of his'n did."

How Thread is Numbered.

Everybody knows the sizes of thread. Every seamstress knows whether she wants No. 30 or 60 or 120, and knows, when she hears the number, about what is the size of the strand referred to; but how the numbers happen to be what they are, and just what they mean, not one person in a thousand knows. And yet it is a simple matter to explain, was the information accorded a reporter by an employe of one of the largest spool cotton manufacturing in the United States. When 840 yards of yarn weigh 7,000 grains, a pound of cotton, the yarn is No. 1. If 1,680 yards weigh a pound, it will be No. 2 yarn. For No. 50 yarn it would take 50 multiplied by 840 yards to weigh a pound. This is the whole of the yarn measurement. The early manufactured thread was three-cord, and the thread took its number from the number of the yarn from which it was made. No. 60 yarn made No. 60 thread, though in point of fact the actual caliber of No. 60 thread would equal No. 20 yarn, being three 60 strands.

When the sewing-machine came into the market as the great consumer, unreasoning in its work and inexorable in its demands for mechanical accuracy, six-cord cotton had to be made as a smoother product. As thread numbers were already established, they were not altered for the new article, and No. 60 six-cord and No. 60 three-cord are identical in size as well as in number. To effect this the six-cord has to be made of yarn twice as fine as that demanded by the three-cord. The No. 60 six-cord would be six strands of No. 120 yarn. Three-cord spool cotton is the same number as the yarn it is made of. Six-cord spool cotton is made of yarn that is double its number. As simple a thing as thread is, there are 2,000 different kinds made.

Credit Ever Timid.

Credit is an emblem of timidity. It takes fright easily and is keen in scenting danger. It listens to everything. The world is its ear, which transmits every note of alarm from the suspicious whisper, that starts without apparent cause, to the announcement of disaster at hand. It elevates or lowers a merchant's ability to buy goods and transact business. It governs his position in the commercial world at home or abroad. It speaks for his morals, integrity, industry, prudence, sagacity and promptness.

Every merchant should keep his reputation and character up to the highest standard and use his best energies against everything savoring of a questionable nature. Moral character and honesty are sometimes even larger factors in grading credits and high rating than large capital. Money is one thing in business and moral rectitude quite another. An old merchant referring to the life of a contemporary in trade, remarked, "that his paper sold as low as those worth their millions, because his moral character and integrity and methods of conducting business were above reproach." From this it will be seen that a man's good name to a large degree makes his credit, all other traits being equal. This simply illustrates how important it is for a business man to obtain his reputation and a character for doing right.

On one occasion, in pure jest, Goodman applied for a situation as salesman in answer to an advertisement inserted by one of the most difficult men in the trade to get along with. "Vat was your name?" was the first query. "Goodman." "Good — man! Good — man! Dot was a goot name," and the advertiser was so pleased with himself on the strength of his word play that Goodman feared he would engage him at once. So he said, somewhat surly: "What's the matter with my name?" "All right, Meester Goodman. Vot you vas, may I ask?" "What am I, what?" "Your nationality?" "I am a Yankee." "Vot! Vot! well, Meester Goodman! A Hebrew name? A German look! An Irish accent! And a born Yankee! You should sell der whole world! I engage you!" Goodman did not engage. But he had wagered a dinner he could get the situation, and at Delmonico's, on the noon of the same day, he discoursed to the loser and several friends upon the details of his visit.

In Oakland Cal., there is an undertaker's shop with a large sign which says, "Bodies Embalmed," while next door is another man's sign which reads, "Spirits Rectified."

WANTED.

POTATOES, APPLES, DRIED FRUIT, BEANS and all kinds of Produce.

If you have any of the above goods to ship, or anything in the Produce line, let us hear from you. Liberal cash advances made when desired.

EARL BROS.,
COMMISSION MERCHANTS
157 South Water St., CHICAGO.

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

100 CENTS STRAIGHT

WARRANTED TO BE THE
FINEST AND LARGEST SMOKE
For the money in the U. S. Put up in a box. Ask your dealer for them. Manufactured only by
JOHN E. KENNING & CO., Grand Rapids.
Send for prices.

W. H. BEACH,
WHOLESALE DEALER IN

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

BALED HAY A SPECIALTY.

HOLLAND, - MICH.



We also manufacture a full line of Sweet Goods. Write for quotations and samples.

Jackson Cracker Co., JACKSON MICH.

AWNINGS
AND TENTS.



Horse and Wagon Covers, Water Proof Coats, Buggy Aprons, Wide Cotton Ducks, etc. Send for Illustrated Catalogue.

Chas. A. Coye,
Telephone 106. Over 73 Canal St.



And all dealers are invited to send samples and write for prices that can be obtained in this market.

We do a COMMISSION BUSINESS and our aim is to obtain the highest market price for all goods sent us. Not only

BEANS
but also ALL KINDS OF PRODUCE.

We can sell as well as anyone.

We invite correspondence.

BARNETT BROS.,
159 So. Water St., CHICAGO.

C. R. Electro-Fdy
ELECTROTYPERS
Stereotypers
Photo & Zinc Engraving
LEADS, SIZES, BRASS RULE
WOOD & METAL FURNITURE
Box Wood
MAPLE, ERECT GRAND RAPIDS MICH.

Crockery & Glassware

| LAMP BURNERS. | |
|---|--------|
| No. 0 Sun. | 50 |
| No. 1 " | 35 |
| No. 2 " | 25 |
| Tubular | 20 |
| LAMP CHIMNEYS. | |
| 6 doz. in box. | 1.90 |
| No. 0 Sun. | 2.00 |
| No. 1 " | 1.50 |
| No. 2 " | 1.00 |
| First quality. | |
| No. 0 Sun, crimp top. | 2.15 |
| No. 1 " | 1.85 |
| No. 2 " | 1.55 |
| XXX Flint. | |
| No. 0 Sun, crimp top. | 2.58 |
| No. 1 " | 2.28 |
| No. 2 " | 1.98 |
| Pearl top. | |
| No. 1 Sup, wrapped and labeled. | 3.70 |
| No. 2 Hinge. | 4.20 |
| No. 2 " | 4.70 |
| La Bastie. | |
| No. 1 Sun, plain bulb. | 1.25 |
| No. 2 " | 1.50 |
| No. 1 crimp. | 1.40 |
| No. 2 " | 1.60 |
| Butter Cocks, per gal. | 06 1/2 |
| Jugs, 1/2 gal., per doz. | 65 |
| " " " | 80 |
| " " " | 80 |
| Meat Tubs, 10 gal., each. | 75 |
| " " " | 100 |
| " " " | 100 |
| " " " | 100 |
| " " " | 100 |
| Milk Pans, 1/2 gal., per doz. (glazed 66c). | 70 |
| " " " | 90c |

Old Woman, Old Woman whither so high?
To sweep the cobwebs from the sky.
On such mission of cleanliness hasten because
The sun, moon and stars need the Soap Santa Claus.

SANTA CLAUS SOAP
is the best on EARTH
for
FIVE CENTS a cake.
All good housekeepers use it.
All good grocers sell it, and
N. K. FAIRBANK & Co., CHICAGO, make it.

D. W. ARCHER'S
TROPHY'S
SUGAR CORN

DIRECTIONS
We have cooked the corn in this can sufficient. Should be thoroughly drained (not cooked) adding piece of butter (size of hen egg) and graham salt (preferable to water). Season to suit when on the table. Note genuine unives bearing the signature.

Davenport Canning Co.,
Davenport, Ia.
OPEN AT THIS END

COAL! --- COKE! --- WOOD!

Wholesale **A. HIMES.** and Retail

Office under Nat'l City Bank. Yards, Shawmut Avenue, Winter and W. Division Sts.
Telephone Call 490-2. CAR LOTS A SPECIALTY.

The Best Fitting Stocking Rubber in the Market.

Geo. H. Reeder,
Sole Agents,
Grand Rapids, - Mich.

SHAFTING, HANGERS, AND PULLEYS A SPECIALTY.
FIRST-CLASS IN EVERY RESPECT.
Send Specifications for Estimates before Contracting.

THE LANE & BODLEY CO.
2 to 48 JOHN ST., CINCINNATI, O.

Special Opportunity!

Having numerous lines of Glassware, Lamps, Fancy Goods and Crockery which we desire to close out and discontinue those particular styles, we offer them at a special discount from our regular catalogue prices of

Fifteen per cent., Terms 60 Days,
Twenty per cent., Cash in 10 Days.

These goods are now displayed in our sample rooms, corner Spring and Fulton streets, Grand Rapids, and will be offered in any quantities desired until sold.

H. Leonard & Sons,
GRAND RAPIDS, MICH.
Jobbers of Crockery, Tinware and Lamp Goods.

GRAIN BUCKET.
Manufactured Under Patents.

EVERY PERFECTION PATENTED
SEAMLESS STEEL
ALL CORNERS ROUND

For Sale by
SAMUEL LYON,
DEALER IN
Belting
—AND—
Mill Supplies
Grand Rapids, Mich.

| Telg. Code. | Width Proj. on belt. tion. | Capacity Cubic in. | Capacity Quarts. | Elevat'g bu. per hr. | Plain. List. | Gal. List. |
|-------------|----------------------------|--------------------|------------------|----------------------|--------------|------------|
| A | 2 x 2 | 5.07 | .075 | 283 | \$0.08 | \$0.12 |
| B | 2 1/2 x 2 1/2 | 9.054 | .134 | 501 | .08 | .12 |
| C | 3 x 3 | 15.77 | .234 | 88 | .09 | .13 |
| D | 3 1/2 x 3 1/2 | 17.63 | .261 | 98 | .10 | .16 |
| E | 4 x 4 | 23.1 | .343 | 128 | .12 | .19 |
| F | 4 1/2 x 4 1/2 | 32.23 | .48 | 180 | .16 | .25 |
| G | 5 x 5 | 42.88 | .64 | 240 | .20 | .30 |
| H | 5 1/2 x 5 1/2 | 50.6 | .75 | 281 | .26 | .34 |
| I | 6 x 6 | 62.106 | .92 | 345 | .32 | .42 |
| J | 7 x 7 | 88 | 1.31 | 491 | .52 | .62 |
| K | 8 x 8 | 116.87 | 1.73 | 649 | .60 | .80 |
| L | 9 x 9 | 156.76 | 2.32 | 811 | .65 | .85 |
| M | 10 x 10 | 173.65 | 2.57 | 963 | .65 | .85 |
| N | 11 x 11 | 231.29 | 3.42 | 1282 | .80 | 1.00 |
| O | 12 x 12 | 282.25 | 4.18 | 1567 | .95 | 1.20 |
| P | 14 x 14 | 338.94 | 5.02 | 1882 | 1.15 | 1.50 |
| Q | 16 x 16 | 401.25 | 5.94 | 2227 | 1.35 | 1.80 |
| R | 18 x 18 | 524.38 | 7.75 | 2906 | 1.65 | 2.20 |
| S | 20 x 20 | 807.75 | 11.96 | 4485 | 1.95 | 2.55 |
| T | 22 x 22 | 897.05 | 13.29 | 4983 | 2.30 | 3.25 |
| U | 24 x 24 | 914.82 | 13.55 | 5081 | 2.75 | 3.85 |

By buying this bucket you get one strong and rigid enough to elevate all substances except coal, ore, broken stone, etc. We can furnish heavy buckets, same make, for such material.
WRITE FOR DISCOUNT.

LEMON, HOOPS & PETERS,
Wholesale
Grocers
AND
- TEA -
IMPORTERS.
GRAND RAPIDS, - MICH.

THEO. B. GOOSSEN,
WHOLESALE
Produce Commission Merchant,
BROKER IN LUMBER.
Orders for Potatoes, Cabbage and Apples, in Car Lots, solicited.
Butter and Eggs, Oranges Lemons and Bananas a specialty.
33 OTTAWA STREET.
Telephone 269.
GRAND RAPIDS, MICH.

Oranges, Lemons and Bananas!
GEO. E. HOWES & CO.,
No. 3 Ionia Street,
GRAND RAPIDS, - MICH.
Headquarters
FOR
MESSINA FRUIT.
SPECIAL PRICES TO JOBBERS.

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 and 32 Ottawa St., - - - GRAND RAPIDS.

COLBY, CRAIG & CO.
MANUFACTURE

THE CREEPER
THE BEST DELIVERY WAGON ON EARTH.
We Manufacture to Order Hose and Police Patrol Wagons, Peddlers, Bakers, Creamery, Dairy, Furniture, Builders, Dry Goods, Laundry, and Undertakers Wagons.
Repairing in all its Branches.
COLBY, CRAIG & CO.,
West End Fulton St Bridge. Telephone No. 867.

GROCERIES.

THE GROCER'S ANSWER.

The grocer sat in his office, Perusing a circular bold, Relating to boxing and card, And other things equally odd.

It told of the jobber's troubles, How profits had gone to the dogs, How cutting and slashing and lying Had enveloped the jobber in fogs.

It pleaded for larger margins, For the overworked jobber and clerks; It professed great love for the grocer, And gave him taffy by jerks.

The grocer thought deep, and pondered On all that the circular said; Then took out his pen, ink and paper, And these are the words that he said:

"Mr. Jobber, you may think you've got me, By your trust or monopoly fine, But I'll show you that you are mistaken, Within a very short time.

"I can buy my supplies of others In markets conveniently near, Of those who are anxious to sell me And will send their agents here.

"I have always paid you promptly, You have never had to sue; I have asked no unjust rebates, Nor allowances not my due.

"I have tried to conduct by business With credit and honor, too; I have aimed to do my duty, That neither of us might rue.

"But I cannot concede the justice Of the things you now demand, And rather than submit to them I'll take a firm, strong stand,

"And say, if you insist on your efforts To make me toe the mark, I'll transfer my trade to others And trust to another bark.

"I would rather not leave the old house, For I've come to regard it with pride; But I will not pay for cartage, If I have to take a side.

"So do as you would be done by, Charge cartage, or not, as you please; But, remember—you can't have my trade, If you add too many fees!"

Another Instance of Equalization.

The story bearing the caption, "He Made It Right," published on the eighth page of this issue, suggests a similar incident which was brought to the attention of THE TRADESMAN several years ago.

When the Lake Shore was the only road making direct freight connections with New York, Kalamazoo was necessarily nearer the seaboard than Grand Rapids, and in the apportionment of through rates was given a proportionate advantage over Grand Rapids, the difference in her favor being about two cents per hundred. With the construction of the Grand Rapids division of the Michigan Central, however, and the arrangements made by the Grand Trunk system for through connections, the lesser mileage was no longer in favor of Kalamazoo, and the now defunct Merchants and Manufacturers' Exchange took the matter in hand, firmly believing that Grand Rapids ought to have as low a through rate as Kalamazoo. A pompously-worded memorial, signed by the leading shippers of the city, was forwarded to Commissioner Fink, who took the matter under advisement. A couple of weeks afterward a communication was received from the railway magnate, reading substantially as follows:

"I have come to the conclusion that your claims are just—that you are entitled to as low a rate as Kalamazoo. I have remedied the discrepancy by raising Kalamazoo rates to the Grand Rapids basis."

Gripsack Brigade.

W. L. Tilden is now on the road for S. M. Reynolds & Co., boot and shoe manufacturers of Brockfield, Mass.

W. E. Evans, representing Armstrong Bros. & Co., the Pittsburg cork and bung jobbers, was in town over Sunday.

A. M. Sprague has severed his connection with S. A. Welling, at Jackson, and will shortly go on the road with a wagon of his own.

M. K. Keeler, general traveling representative for H. L. Pratt & Co., of Birmingham, N. Y., was in town a couple of days last week. He was agreeably surprised at the large sale in this State of his favorite brand, the "B. M. A."

Hides, Pelts and Furs.

The wool market is weak and lower. Concessions have to be made in order to sell.

Pelts are lower, in sympathy with wool.

Hides, no change. Prices are likely to rule low until hides are short-haired and good again. Calf and kip are in no demand. Tallow is 1/2c lower and tending downward.

Furs are in good demand in order to ship for the March sales—not later than 10th proximo.

The Barkeep's Salary.

"And do you receive a large salary?" asked the searcher after information of the busy bartender.

"Well," replied the knight of the beer pump, setting out half a dozen foaming glasses, "I draw the pay of a hundred men daily."

In Montpelier, Ind., it is noticed that the flow of natural gas follows the ebb and flow of the tides, the pressure varying widely, or so much so that part of the day it is barely possible to get the desired supply, while at other times the pressure is so great as to be objectionable.

The Condition of Trade.

Moderate activity has again characterized the distributive movement of general trade, and, with one or two exceptions, the markets have rules steady, but without developing any new feature of special significance, while speculation has reflected rather more of a bullish sentiment. The clearing house statistics show that the volume of business passing through the banks has been very much larger than for the corresponding period last year, and the traffic returns of the railroads likewise reflect a considerable expansion in the East as well as the West bound tonnage, so that so far as these guide-posts are concerned they reflect increased trade activity, but its character can scarcely be considered satisfactory in view of the depressed condition of the iron industry, the continued dullness of the metal trade and the artificial conditions that prevail in several of the speculative markets for produce.

Wheat has again been under the influence of manipulation that draws its chief inspiration from Chicago, checks legitimate trade and has an unsettling influence upon all breadstuffs. The fluctuations in prices have not been due to the development of any new feature with respect to the position of supply and demand, but are the results of a contest between opposing speculative interests. The exports from Atlantic ports continue extremely light, but the shipments from the Pacific coast have been unusually heavy. The exports of corn continue heavy, the largest for a number of years, which have been stimulated to some extent by the low prices current. Cotton has ruled a little easier, and the bull clique that has obtained temporary control of the speculation in pipe line certificates has imparted a bullish tone to that market, but the field news has developed nothing new and the statistical position of supplies is just the same as for weeks past. The stock market reflects a strong undertone and there is a belief that the presidents' agreement will be signed by all the Western roads, but after it has been accepted it remains to be seen whether its provisions will be honestly observed and strictly enforced. Already rumors are afloat that it is being evaded, and the Baltimore & Ohio is pointed at as a delinquent. Meantime, however, railroad traffic is making a satisfactory exhibit, not only in the volume of tonnage that is being moved, but the earnings, which are increasing. Returns from 118 roads for the month of January show an increase of nearly 10 per cent. in earnings, against a gain of less than 5 per cent. in mileage, while the freight movement has been equally flattering, notwithstanding that rail shipments of wheat have been checked by speculation. The aggregate for last month is \$26,338,785, against \$24,028,803 in January, 1888—a gain of \$2,309,982, or 9.61 per cent., with an increased mileage of 4.76 per cent.

Of the total number there are only twenty-five roads that report smaller earnings than a year ago. The monetary situation has undergone no important change, and loanable funds have continued in abundant supply and readily available at low rates of interest. The increased activity of business in the interior has had a tendency to check the flow of money hither, but the banks have gained from Treasury disbursements. Ten days hence there will become due about \$20,500,000 in the pension list, and at present there is nothing in the outlook that promises to disturb the existing condition of affairs. Foreign exchange is very near the gold exporting point, but whether there will be shipments depends upon the buying of stocks and bonds for foreign account and the condition of the London money market.

The Peddling Law.

A friend of THE TRADESMAN recently enquired whether something could not be done to amend the peddling law so as to render it more effective. The enquiry was forwarded to Representative Goodrich, who secured a valuable amendment to the law at the last session of the Legislature, with the request that he give the matter consideration. His reply was as follows:

LANSING, Feb. 12, 1889.

E. A. Stowe, Grand Rapids: DEAR SIR—In relation to the peddling law, it seems to me that the law is as good as we can get it, provided those parties who are the most interested in the matter are willing to assume any responsibility. I think that a few arrests, but if other parties will frame a bill which will reach the case more effectually, I shall take pleasure in trying to get it passed. Yours kindly, J. V. B. GOODRICH.

WILL HAVE TO TURN PEDDLERS.

E. A. Stowe, Grand Rapids: DEAR SIR—It might be an interesting fact to know that under the present law, if a party or parties start in the business of sending others out peddling groceries, the party owning the goods is not responsible for the tax for selling the goods if he hires another party to drive his team and do the selling; the driver of the team being responsible for not having a hawk's and peddler's license. I made complaint against one driver under the above circumstances and he, being ignorant of his liability and a poor man, the court let him off on suspended sentence, but it stopped three peddlers from going out from here. If the present law continues, it will compel many grocers to put wagons in the country during the summer months, which will necessitate a large expense, but they will have to do it to hold their farm trade.

Sincerely trusting we may be able to bring the matter before the State Association in this respect corrected, I am, Very respectfully, FRED. E. KELSEY.

Catering for His Wife.

Countryman (to grocer)—Mister do you keep this what d'ye call it—Sweitzer cheese? It's all holes and smell.

Grocer—Oh, yes.

Countryman—Well, genuine a pound chunk of it; it's for my wife; she's a fond of it, but as for me, by gum, I can't even eat the holes.

Grocer—Tell your wife to eat the holes.

Countryman—Well, mister do you keep this what d'ye call it—Sweitzer cheese? It's all holes and smell.

Grocer—Oh, yes.

Countryman—Well, genuine a pound chunk of it; it's for my wife; she's a fond of it, but as for me, by gum, I can't even eat the holes.

Grocer—Tell your wife to eat the holes.

Countryman—Well, mister do you keep this what d'ye call it—Sweitzer cheese? It's all holes and smell.

Cleon and I.

Cleon hath ten thousand acres, Ne'er a one have I; Cleon dwelleth in a palace, In a cottage I; Cleon hath a dozen fortunes, Not a penny I; Yet the poorer of the twain is Cleon, and not I.

Cleon, true, possesses acres, But the landscape I; He hath charms to me it yieldeth Money cannot buy; Cleon harbors sloth and dullness, Freshening vigor I; He is velvet, I in fustian—Richer man am I.

Cleon is a slave to grandeur, Free as thought am I; Cleon fees a score of doctors, Need of none have I; Wealth surrounded, care environ'd Cleon fears to die; Death may come, he'll find me ready, Happier man am I.

Cleon sees no charm in Nature, Ne'er a day have I; Cleon hears no anthers ringing 'Twixt the sea and sky; Nature sings to me forever Earnest listener I; State for state, with all attendants—Who would change? not I.

CHARLES MACKEY.

Associations Develop Good Men.

From the National Grocer.

As one of the hopeful, if not the most hopeful, signs of the good that has come to grocers through organization, we note nothing more strongly than the work we find many of them doing in matters pertaining to their several localities. The heavy, the largest for a number of years, which have been stimulated to some extent by the low prices current. Cotton has ruled a little easier, and the bull clique that has obtained temporary control of the speculation in pipe line certificates has imparted a bullish tone to that market, but the field news has developed nothing new and the statistical position of supplies is just the same as for weeks past. The stock market reflects a strong undertone and there is a belief that the presidents' agreement will be signed by all the Western roads, but after it has been accepted it remains to be seen whether its provisions will be honestly observed and strictly enforced. Already rumors are afloat that it is being evaded, and the Baltimore & Ohio is pointed at as a delinquent. Meantime, however, railroad traffic is making a satisfactory exhibit, not only in the volume of tonnage that is being moved, but the earnings, which are increasing. Returns from 118 roads for the month of January show an increase of nearly 10 per cent. in earnings, against a gain of less than 5 per cent. in mileage, while the freight movement has been equally flattering, notwithstanding that rail shipments of wheat have been checked by speculation. The aggregate for last month is \$26,338,785, against \$24,028,803 in January, 1888—a gain of \$2,309,982, or 9.61 per cent., with an increased mileage of 4.76 per cent.

Of the total number there are only twenty-five roads that report smaller earnings than a year ago. The monetary situation has undergone no important change, and loanable funds have continued in abundant supply and readily available at low rates of interest. The increased activity of business in the interior has had a tendency to check the flow of money hither, but the banks have gained from Treasury disbursements. Ten days hence there will become due about \$20,500,000 in the pension list, and at present there is nothing in the outlook that promises to disturb the existing condition of affairs. Foreign exchange is very near the gold exporting point, but whether there will be shipments depends upon the buying of stocks and bonds for foreign account and the condition of the London money market.

This is all very well to say, but when the writer reads these things, he feels towards the sentiments mentioned about as he used to feel about Samson, the strong man, who, when he pulled down the temple. To be plain about it, I dislike to see any one, even a Samson, wantonly destroy, or help to destroy, any worthy thing that he could not possibly replace or rebuild himself. There is no place for the iconoclastic fever in the grocer movement.

If the statistics could be gathered in about the development of grocers who before the movement was inaugurated were quiet home-bodies, happy that their lot was no worse, and who since that time have developed qualities of mind that have made them conspicuous, I think you would find the list a long one. The writer knows personally of one association (not in Pennsylvania) which has organized and pushed to success at least a full half-dozen of feeble enterprises that had been languishing for years. The town is proud of the grocers and their association, and in spite of the fact that they use a sharp stick on the delinquents, the people back the grocers up in everything they undertake.

This may seem a possible strange to some of my readers who have seen as a rule only fear and dislike meted out to grocers' associations. Possibly the success in the case mentioned arises from the fact that the thinkers and leaders are men who follow up only ideas and plans which aim to practically benefit the whole community. It is very simple, this rule: Work for your neighbor as for yourself.

To be frank, with a few exceptions, the grocer in the past has not taken care of his opportunities. No man has any right to give up the duties of citizenship and let others manipulate his birthright. And it is, as it was said in the beginning, a hopeful thing, both for the trade and the individual, that the grocer is actively identifying himself with the interests of the community. You will find him two years from now in a position to demand and get his rights without question. The hostile scrutiny and opposition with which all laws for his benefit are met will have disappeared. Why? Simply because he will be on hand locally to fight for himself.

The world, as a rule, respects a fair fight, and when (as the grocers are doing to-day) a fair issue is presented to them by old and tried friends, with whom they have worked shoulder to shoulder, we will all see in the result why it is good for the grocer to become strong locally.

Protection Against Rust.

Dr. Gessner, of New York, proposes to protect iron against rust by a very simple and inexpensive process. The iron is heated up to 800 deg. in a vacuum and then exposed to the action of superheated steam and petroleum vapor. The consumption of petroleum is stated to be very trifling. Iron thus treated is covered with a layer, about one millimeter thick, of a grey-blue color, and which is described as a combination of iron and hydrogen. It is said to be extremely impervious even to the action of strong acids.

The Grocery Market.

Business shows a gradual improvement, with room for still further improvement. The sugar market still maintains the peculiar condition heretofore described under this head. Other articles in the grocery line are without material change. Oranges are higher. Lemons are slightly higher. Peanuts are advancing. Candy is without change.

They Were Marked Down.

Miss Spinster (to shoe dealer)—I see that you have marked down some of your shoes.

Shoe Dealer—Yes; that line of ladies' shoes is marked down. We have marked 'em all down two sizes. Now, there's a tidy little gaiter, 1 1/2, I think will just fit.

Miss Spinster blushes and buys the shoes.

Song of the Retail Grocer.

We're willing to stand short count, We expect to get short weight, But we won't pay boxing or cartage, Nor give up an honest rebate.

We're willing to stand exchange, For that is a just expense; But the man who thinks we're chumps Is mentally very dense.

We're willing to do what's right, We'll meet the jobber half way; But he can't bear down too hard, For we're bound to have our say.

The Wholesale Grocer's Soliloquy.

BEFORE FEB. 18.
All hail the welcome day
When profits will be resumed!
When jobbers can ride in chaises
And our bank accounts will boom.

AFTER FEB. 18.
Methinks I heard something drop
With a dull and heavy thud;
Alas! our dream is over,
Our compact is dead as mud.

Excursion to Washington.

All persons who go to Washington with the Traveling Men's excursion can use the sleepers while there, as side track privileges have been secured for ten (10) Wagner sleeping cars. Those intending to join us please drop me a card, care of F. M. Briggs, General Agent Michigan Central railroad, 95 Monroe street, Grand Rapids. Telephone 788.

GEO. F. OWEN.

IRWIN & CO'S APOTHECARY BRAND.

Los Doctores CUBAN HAND MADE HAVANA CIGARS

100 CIGARS 3 for 25c

FREE FROM ALL ARTIFICIAL FLAVORING

DOCTORES

EVERY CIGAR BRANDED

Los Doctores

Is free from ALCOHOLIC FLAVORING, is a cigar that will hold its own against any other cigar you can get.

FREE SMOKING, MILD AND RICH.

For Sale by 20,000 Druggists throughout the U. S.

Hazeltine & Perkins Drug Co., Wholesale Agts., Grand Rapids

THE BEST

Accident Insurance

Is that Furnished by the

United States Mutual Accident Association

CHARLES B. PEET, President

JAMES R. PITCHER, Sec'y and Gen. Manager.

320-324 Broadway, New York.

THE ACME OF UTILITY AND ECONOMY

STORE SHELVING

IS REACHED WHEN THE SAME IS RUN ON THE KOCH PAT

ADJUSTABLE (REVERSIBLE) BRACKETS

Liberal discount to the trade. Special inducements to parties introducing this system of store fitting in any locality.

Manufacturer by KOCH A. B. CO., 364 Main St., PEORIA, ILL.

BORDEN, SELLECK & CO., Agts., 48-50 Lake St., Chicago, 114 Water St., Cleveland

PRODUCE MARKET.

Apples—In poor demand at \$1.25@\$1.50 per bbl. Beans—Handlers are paying about \$1.35 for unpicked and getting \$1.60@\$1.75 for hand-picked. Butter—Creamery is in fair supply at \$26@\$28. Dairy is in good demand at 18c@\$21c, according to quality.

Cabbages—Home grown command \$2@\$3 per 100 Celery—Scarcen and hard to get. Cider—\$8@10c per gal. Cooperage—Pork barrels, \$1.25; produce barrels \$1.50.

Cranberries—\$6.50 for Bell and Cherry and \$7.25 for Bell and Bugle. Dried Apples—Commission men hold sun-dried at 45c@\$50c and evaporated at 60c@\$65c. Eggs—Jobbers pay 12 1/2c for all offerings, but have no confidence in the price being maintained, as eggs are weak in nearly every market in the country.

Honey—More plenty, being easy at 15c@\$17c per lb. Onions—Buyers pay 18c@\$20c for good stock, and hold at 25c@\$30c per bu. Potatoes—\$2.40 per lb. Pork—Hogs bring 5 1/2c on the streets and sell for 5 1/2c@\$6c from jobbers' hands. Potatoes—The market is remarkably quiet, few shipments being made—and those at no particular profit.

Squash—Hubbard, 2c per lb. Sweet Potatoes—Kin-dried Jerseys, \$3.50 per bbl. Turnips—25c per bu.

PROVISIONS

The Grand Rapids Packing and Provision Co. quotes as follows:

PORK IN BARRELS.

Mess, new, 12.00
Short cut Morgan, 12.75
No. 1, 13.00
No. 2, 12.50
Extra clear, heavy, 14.25
Clear quill, short cut, 14.25
Sliced, clear, short cut, 14.25
Clear back, short cut, 14.25
Standard clear, short cut, best, 14.25

SMOKED MEATS—Canvassed or Plain.

Hams, average 10 lbs., 95c
" 12 lbs., 1.00
" 12 to 14 lbs., 1.05c
" picnic, 1.10c
Shoulders, 75c
" boneless, 85c
Breakfast Bacon, 7c
Dried Beef, extra, 7c
Long Cuts, heavy, 9c
Briskets, medium, 7 1/2c
" light, 7c

LARD—Kettle Rendered.

Tierces, 85c
Tubs, 85c
50 lb. Tins, 95c

LARD—Compound.

Tierces, 75c
30 and 50 lb. Tubs, 75c
3 lb. Pails, 30 in a case, 75c
5 lb. Pails, 12 in a case, 75c
No. 1, 12 in a case, 75c
20 lb. Pails, 4 in a case, 75c
50 lb. Cans, 75c

BEEF IN BARRELS.

Extra Mess, watered 200 lbs., 6.75
Extra Mess, Chicago packing, 7.00
Plate, 7.25
Extra Plate, 7.50
Boned, rump butt, 5.50
" 1/2 bbl., 5.50

SALISAGE—Fresh and Smoked.

Pork Sausage, 12c
Ham Sausage, 12c
Tongue Sausage, 9c
Frankfort Sausage, 8c
Blood Sausage, 8c
Bologna, straight, 5 1/2c
Bologna, thick, 5 1/2c
Head Cheese, 5 1/2c

POGS FEET.

In half barrels, 3.50
In quarter barrels, 2.00

TRIPE.

In half barrels, 3.00
In quarter barrels, 1.75
In kits, 1.00

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass, 5 @ 6c
" hind quarters, 3 1/2 @ 6 1/2c
" fore, 3 1/2 @ 6c
Hogs, 6 @ 6c
Pork loins, 8 @ 6c
" shoulders, 6 @ 6c
Bologna, 4 @ 5c
Frankfort sausage, 4 @ 5c
Blood, liver and head sausage, 4 @ 5c
Mutton, 7 @ 6c

OYSTERS AND FISH.

F. J. Dettenthaler quotes as follows:

OYSTERS IN CANS.

Standards, 16c
Anchors, 18c
Selects, 21c
Fairhaven Canned, 25c

OYSTERS IN BULK.

Standards, 1.00
Selects, 1.40
Clams, 1.25

FRESH FISH.

Whitefish, 7 1/2c
Trout, 7 1/2c
Ciscos, 7 1/2c
Finfin Haddies, 7 1/2c
Halibut, 6 1/2c
Herring, 6 1/2c
Perch, skinned, 5c

CANDIES, FRUITS AND NUTS.

Putnam & Brooks quote as follows:

STICK.

Standard, 25 lb. boxes, 9c
Twist, 9c
Cut Leaf, 25c

MIXED.

Royal, 25 lb. pails, 9c
Extra, 25 lb. pails, 9c
French Cream, 25 lb. pails, 11 1/2c
Cut Leaf, 25 lb. boxes, 9c
Broken, 25 lb. boxes, 9c
200 lb. bbls, 9c

PANCAKE—In 5 lb. boxes.

Lemon Drops, 13c
Sour Drops, 13c
Peppermint Drops, 13c
Chocolate Drops, 13c
H. M. Chocolate Drops, 13c
Gum Drops, 10c
Licorice Drops, 18c
A. L. Licorice Drops, 12c
Lozenges, plain, 14c
Lemon, 14c
Mint, 14c
Molasses Bar, 13c
Caramels, 13c
Lard and Creams, 13c
Plain Creams, 13c
Decorated Creams, 20c
String Root, 14c
Burr Almonds, 14c
Wintergreen Berries, 14c

PANCAKE—In bulk.

Lozenges, plain, in pails, 12c
" printed, in pails, 12c
Chocolate Drops, in pails, 11 1/2c
Gum Drops, in pails, 10c
" in bbls, 9c
Moss Drops, in pails, 10c
Burr Almonds, in pails, 14c
Sour Drops, in pails, 11c
Imperial, in pails, 10 1/2c
" in bbls, 10c

FRUITS.

Oranges, Florida, 2 @ 2 1/2c
" Messina, 2 @ 2 1/2c
" 300s, 2 @ 2 1/2c
" 00, 2 @ 2 1/2c
Lemons, choice, 2 @ 2 1/2c
" fancy, 2 @ 2 1/2c
Figs, layers, new, 10c
" Bags, 50 lb., 6c
Dates, 50 lb., 6c
" 1/2 fruits, 50 lb., 6c
" 1/2 fruits, 50 lb., 6c
" Persian, 50 lb. box, 6c
" 1/2 fruits, 50 lb. box, 6c

NUTS.

Almonds, Tarragona, 6 1/2c
" Ivaca, 6 1/2c
Brazil, 7 1/2c
Filberts, Sicily, 6 1/2c
Walnuts, Grenoble, 6 1/2c
" French, 6 1/2c
Pecans, Texas, H. P., 6 1/2c
Coconuts, per 100, 4 25c
" Chestnuts, 6 1/2c

PEANUTS.

The Michigan Tradesman

"He Made It Right."

Written for THE TRADESMAN.

In an interior jobbing city in Ohio there is a wholesale grocery firm, the senior member of which may be known, so far as this story is concerned, as Col. Blank. The firm have two traveling salesmen—a single man, receiving \$60 per month, and the other a married man, drawing \$70 per month. A short time since the single man, being in the store and looking over matters, discovered that the married salesman was receiving \$10 per month more salary than himself, while he (the single man) was selling the most goods. He called the Colonel's attention to this and suggested that as he was selling more goods than the other fellow, he should at least receive as much pay. The Colonel acknowledged the point well taken, and assured his man that he would look into the matter, and if the statement as made was correct that he would make it right.

Another month rolled around, and when the single man came to draw his salary from the book-keeper he was surprised to see only \$60 passed out to him, the same as before. He demurred, the book-keeper insisted he had received no instruction to raise his pay and referred him to the Colonel.

Approaching Col. Blank, he said: "Colonel, you remember I spoke to you about a month ago about my salary, stating that while I was selling more goods than the other fellow, I was receiving less pay, and I thought I should receive as much as he did. You assured me you would look into it and make it right."

"Yes," said the Colonel, "I remember your mentioning the matter and I made it right, didn't I?"

"Why, no, I don't see how you have, as the book-keeper has just tossed me out the same pay as before. I can't see how that is making it right."

"You don't understand," said the Colonel. "I have made it right. You thought you ought to have as much pay as the other man, and I have made it right, by cutting the other fellow's pay down."

It is unnecessary to state that the Colonel is a Yankee and figures from both ends.

W. A. B.

How He Was Caught.

One of the leading dry goods houses in New York had long been disbursing money to one of its customers who was constantly sending in long lists of alleged shortages and claims for damaged goods, until the principals could stand it no longer. It was determined, upon the first opportunity, to resort to stratagem, and cheat the devil with "his own cards," if possible. Shortly after the decision was arrived at, an order was received from the customer in question for a large shipment of collars, cuffs, ties and general drapery. The cases were duly packed and the invoices dispatched the same night, but the goods were retained. About three days afterward a letter came to hand from the retailer acknowledging receipt of the shipment, and concluding with the usual stereotyped phrase: "I noticed that the following articles have been damaged in transit, etc." This cool piece of impudence brought forth the following letter from the wholesale house:

"DEAR SIR:—Yours of the 4th is received. We note your claim for damaged goods and short lengths. Perhaps you will take the trouble to examine your purchases in future before troubling us with these claims. Your goods have been purposely retained by our packers, and have not left our warehouse."

A. B. & Co.

The above incident actually occurred in the early part of last year, and it is needless to say that no more claims were made from the customer referred to.

The Cow in Buffalo.

From the New York Tribune.

A Buffalo paper is entering a strong protest against the habit of the cows of that town have of wandering about the principal streets and switching their tails against the plate glass windows and hooking the policemen off the sidewalks. It is not metropolitan, our contemporary suspects, to have cows parading the streets and perhaps lying down on the tracks and delaying the horse-cars; and it is very sure that it is far from pleasant for a bookkeeper, for instance, when he is running up a column of figures to have a cow who is a comparative stranger, perhaps, insert her head in the window and begin going through the waste basket looking for an ear of corn.

There is certainly food for thought in the ideas advanced by the Buffalo editor. That cows are perfectly proper in their places even he does not deny, but is one of those places the sidewalk? Can we ask the resident of Buffalo to allow a strange cow to sleep on his doorstep without protest? Shall the tenants of one of Buffalo's largest office buildings quietly submit when a large red cow comes into the hall and puts her head in the elevator and delays this popular mode of ascent? It would seem that our journalistic friend makes a point worth considering when he says that the residents of Buffalo have some rights that even the city cows are bound to respect. If cows must parade the city during the day, the sentiment in Buffalo is that they must behave themselves and not become too free with either their horns or heels. It is no pleasant thing, Buffalo people of great respectability and acknowledged trustworthiness say, to be kicked by a predatory cow. That it is not metropolitan to keep cows and pasture them in the streets is also a fact, as suspected by the Buffalo paper. The homely but nutritious cow has been given up by the best people in this city,

who depend entirely on the morning milkman with the peculiar cry. There are no cows on Fifth-ave.

It would seem at this distance, however, that the Buffalo writer goes rather too far when he insists that the cows remain off the streets entirely at night. After other people have gone home there seems to be no valid reason why the cows of Buffalo should not walk abroad to take the air and inspect the landscape. While, as ably pointed out by a Boston writer, the cow is not so sedentary in her habits as the settling hen, still she needs exercise and must have it to insure health. So long as the citizens of Buffalo retain that bucolic custom of keeping a family cow, so long must she have exercise. After a Buffalo man has returned home at night, eaten his supper, shut the chicken coop, locked the barn and milked, he is perfectly justified in pursuing his present course of opening the front gate and turning his cow into the street, where the patient beast can exercise, forage and otherwise amuse herself until morning, at which time the intelligent cow always returns to her home. There may be much strength in the position of the Buffalo editor that the cow must stay off the crowded streets during the day, and especially during banking hours, but he goes too far when he holds that she should not be allowed on the streets at night.

TO MONTANA, OREGON AND WASHINGTON.

If you are going west bear in mind the following facts: The Northern Pacific Railroad owns and operates 987 miles, or 57 per cent of the entire railroad mileage of Montana; spans the territory with its main line from east to west; is the shortest line to Helena; the only Pullman and dining car line to Butte, and is the only line that reaches Miles City, Billings, Bozeman, Missoula, the Yellowstone National Park, and, in fact, nine tenths of the cities and points of interest in the territory.

The Northern Pacific owns and operates 621 miles, or 56 per cent of the railroad mileage of Washington, its main line extending from the Idaho line via Spokane Falls, Cheney, Sprague, Yakima and Ellensburg, through the center of the Territory to Tacoma and Seattle, and from Tacoma to Portland. No other trans-continental through rail line reaches any portion of Washington Territory. Ten days stop over privileges are given on Northern Pacific second class tickets at Spokane Falls and all points west, thus affording intending settlers an excellent opportunity to see the entire Territory without incurring the expense of paying local fares from point to point.

The Northern Pacific is the shortest route from St. Paul to Tacoma by 267 miles; to Seattle by 177 miles, and to Portland by 284 miles—time correspondingly shorter, varying from one to two days, according to destination. No other line from St. Paul or Minneapolis runs through passenger cars of any kind into Idaho, Oregon or Washington.

In addition to being the only rail line to Spokane Falls, Tacoma and Seattle, the Northern Pacific reaches all the principal points in Northern Minnesota and Dakota, Montana, Idaho, Oregon and Washington. Bear in mind that the Northern Pacific and Shasta line is the famous scenic route to all points in California.

Send for illustrated pamphlets, maps and books giving you valuable information in reference to the country traversed by this great line from St. Paul, Minneapolis, Duluth and Ashland to Portland, Oregon, and Tacoma and Seattle, Washington Territory, and enclose stamps for the new 1890 Rand McNally County Map of Washington Territory, printed in colors.

Address your nearest ticket agent, or CHAS. S. FEE, General Passenger and Ticket Agent, St. Paul, Minn.

HARDWOOD LUMBER.

The furniture factories here pay as follows for dry stock, measured merchantable, mill cuts out:

| | |
|--|-------------|
| Basswood, log-run | 13 00/15 00 |
| Birch, log-run | 15 00/16 00 |
| Birch, Nos. 1 and 2 | 22 00 |
| Red Oak, log-run | 14 00/16 00 |
| Cherry, log-run | 25 00/35 00 |
| Cherry, Nos. 1 and 2 | 50 00/60 00 |
| Cherry, Cull | 12 00/14 00 |
| Maple, log-run | 12 00/13 00 |
| Maple, soft, log-run | 11 00/13 00 |
| Maple, Nos. 1 and 2 | 22 00 |
| Maple, clear, flooring | 62 00 |
| Maple, white, selected | 62 00 |
| Red Oak, log-run | 18 00/20 00 |
| Red Oak, Nos. 1 and 2 | 24 00/26 00 |
| Red Oak, 1/4 sawed, 8 inch and up to 4 | 40 00/45 00 |
| Red Oak, 1/4 sawed, regular | 30 00/35 00 |
| Red Oak, No. 1, step plank | 62 00 |
| Walnut, log-run | 62 00 |
| Walnut, Nos. 1 and 2 | 75 00 |
| Walnuts, cull | 42 00 |
| Walnut, 2 in. log-run | 12 00/13 00 |
| White Oak, log-run | 14 00/16 00 |
| Whitewood, log-run | 20 00/22 00 |
| White Oak, log-run | 17 00/18 00 |

Notice of Limited Partnership.

Notice is hereby given that Frederic A. Wurzburg, William M. Wurzburg and Zachary T. Aldrich, as general partners, and Zachary T. Aldrich, as special partner, all of Grand Rapids, Michigan, have this day formed a limited partnership in pursuance of chapter 78 of the Annotated Statutes, for the purpose of carrying on the business of jobbers of dry goods, notions and similar articles, at Grand Rapids, Michigan, under the firm name and style of "F. W. Wurzburg & Co., Ltd." and that the amount of capital stock which said special partner has contributed to the common stock, is twenty-seven hundred and fifty dollars, and that said partnership is to commence January 28, 1890, and terminate January 28, 1891.

FREDERIC A. WURZBURG,
WILLIAM M. WURZBURG,
ZACHARY T. ALDRICH,
General Partners.
ZACHARY T. ALDRICH,
Special Partner.
Dated, Grand Rapids, Jan. 28, 1890.

TIME TABLES.

| Grand Rapids & Indiana. | | |
|--|------------|------------|
| GOING NORTH. | | |
| Traverse City & Mackinaw | Arrives. | Leaves. |
| Traverse City & Mackinaw | 7:05 a.m. | 11:30 a.m. |
| From Cincinnati | 9:05 a.m. | |
| For Petoskey & Mackinaw City | 3:35 p.m. | 5:00 p.m. |
| Saginaw Express | 11:30 a.m. | 7:50 a.m. |
| Saginaw express runs through solid. | | |
| 11:30 a.m. train has chair car for Petoskey and Mackinaw City. | | |
| 5:00 p.m. train has sleeping car for Petoskey and Mackinaw City. | | |
| GOING SOUTH. | | |
| Cincinnati Express | 7:15 a.m. | |
| Port Wayne Express | 10:30 a.m. | 11:45 a.m. |
| Cincinnati Express | 4:40 p.m. | 8:00 p.m. |
| From Traverse City | 10:40 p.m. | |
| 7:15 a.m. train has parlor chair car for Cincinnati. | | |
| 5:00 p.m. train has Woodruff sleeper for Cincinnati. | | |
| 5:00 p.m. train connects with M. C. R. R. at Kalamazoo for Battle Creek, Jackson, Detroit and Canadian points, arriving in Detroit at 10:45 p.m. | | |
| Sleeping car rates—\$1.50 to Petoskey or Mackinaw City; \$2 to Cincinnati. | | |
| All Trains daily except Sunday. | | |
| Muskogee, Grand Rapids & Indiana. | | |
| Leave. | Arrive. | |
| 7:05 a.m. | 10:45 a.m. | |
| 11:15 a.m. | 4:45 p.m. | |
| 4:30 p.m. | 7:45 p.m. | |
| Leaving time at Grand Rapids 7 minutes later. | | |
| C. L. Lockwood, Gen'l Pass. Agent. | | |

| Detroit, Grand Haven & Milwaukee. | | |
|---|------------|------------|
| GOING WEST. | | |
| Morning Express | Arrives. | Leaves. |
| Through Mail | 1:00 p.m. | 1:30 p.m. |
| Grand Rapids Express | 4:30 p.m. | 5:10 p.m. |
| Night Express | 4:40 p.m. | 5:10 p.m. |
| Mixed | 7:00 a.m. | 7:45 a.m. |
| GOING EAST. | | |
| Detroit Express | 6:50 a.m. | |
| Through Mail | 10:20 a.m. | |
| Evening Express | 3:40 p.m. | 3:50 p.m. |
| Limited Express | 10:30 p.m. | 10:55 p.m. |
| Daily Sunday excepted | | |
| Detroit Express has parlor car to Detroit, making direct connections for all points East, arriving in New York 10:10 a.m. next day. Limited Express, East, has through sleeper Grand Rapids to Niagara Falls, connecting at Milwaukee Junction with through sleeper to Toronto. | | |
| Through tickets and sleeping car berths secured at D. G. H. & M. R'y offices, 23 Monroe St., and at the depot. | | |
| JAS. CAMPBELL, City Passenger Agent. | | |

SAFES!

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

C. M. GOODRICH & CO.,

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

B If you have any to offer send samples

E

A

N

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and amount and will try to buy them

W. T. LAMOREAUX,
71 Canal Street.

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Muscatine

ROLLED

OATS

IF YOU WANT

THE BEST!

CREOLE STRAIGHT CUT.

To all Merchants Handling Cigarettes:
A new era has been reached whereby all dealers selling cigarettes may now make a larger profit than heretofore on any other brand. The

CREOLE STRAIGHT CUT.

Which has recently been introduced into the State is becoming very popular, it being the only straight cut sold for five cents, thus giving the dealer a cigarette with which he may please all classes of cigarette smokers. The same are nicely put up in packages of ten and packed with actresses' photos. There is also a variety of other inducements, a notice of which is contained in each package.

Give the CREOLE a trial and you will find it a big seller.

Sold by all Grand Rapids jobbers, and manufactured by

S. F. HESS & CO.

ROCHESTER, N. Y.

Manuf'rs of High Grade Cigarettes.

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PAPER BOX FACTORY,

W. W. HUELSTER, Proprietor,

Formerly located at 11 Pearl St., has been removed to

81 & 83 Campau St.

Cor. Louis, where I shall have more room and far, finer facilities for the manufacture of Paper Boxes.

All work guaranteed first class and at the lowest rates. Write or call for estimates. Telephone 850.

MAGIC COFFEE ROASTER



The most practical hand roaster in the world. Thousands in use—giving satisfaction. They are simple, durable and economical. No grocer should be without one. Roasts coffee and peaputs to perfection.

Address for Catalogue and prices, Robt. S. West, 48-50 Long St., Cleveland, Ohio.

Why you should send us your orders. We handle nothing but BEST and CHOICEST BRANDS; Select Manufacturers' and Importers' Prices; Ship at ONE DAY'S NOTICE, enabling you to receive goods day following; Full orders for ALL KINDS of GLASS, VIZ: Imported and American, Fainted, Plain, Rough and Ribbed, French Window, American Window, English 26 oz. Enamelled, Cut and Embossed, Ruffled, Cathedral, Venetian, Muffled, Frosted, Bohemian, German Looking Glass Plates, French Mirror Plates. The quality, variety and quantity of our stock is exceeded by no house in the United States.

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73 & 75 Larned Street West, DETROIT, MICH.

Grand Rapids Store, 61 Waterloo Street.

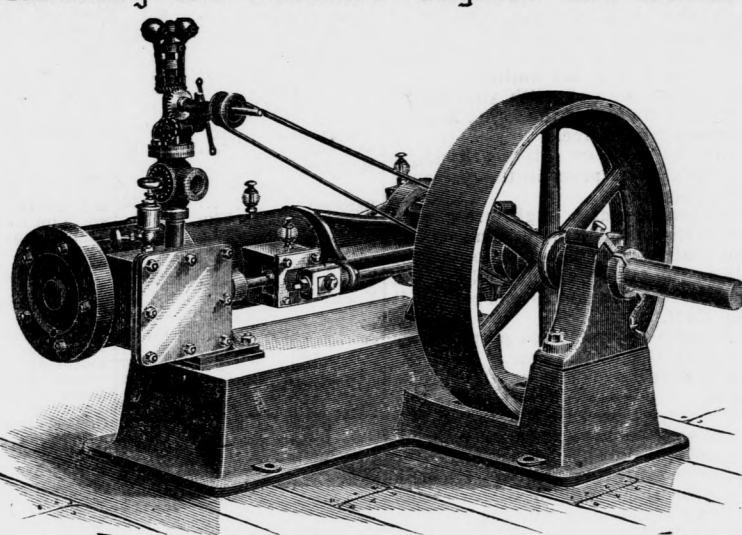
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The trade of all marketmen and meat dealers is solicited. Our Wholesale Branch House, L. F. Swift & Co., located at Grand Rapids, always has on hand a full supply of our Beef, Mutton and Provisions, and the public may rest assured that in purchasing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

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Union Stock Yards,
CHICAGO.

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

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The Most Popular Cigar. The Best Selling Cigar on the Market.

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strictly Pure and Warranted, in tierces, barrels, half-bbls., 50 lb. cans, 20 lb. cans, 3, 5 and 10 lb. 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.

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WE ARE HEADQUARTERS

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Arctic Baking Powder,

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RED STAR BAKING POWDER,

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Every Barrel and Sack guaranteed.
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Houseman Building, Cor. Pearl & Ottawa Sts.,

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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.