

The Michigan Tradesman.

273

VOL. 6.

GRAND RAPIDS, WEDNESDAY, MAY 15, 1889.

NO. 295.

"Our Leader"

The Finest 5-Cent Cigar on the Market.

MANUFACTURED BY
J. E. Kenning & Co.,
56 CANAL ST.

F. J. DEYENTHALER

JOBBER OF

Fresh and Salt

Lake Fish

AND

Ocean Fish

Mail orders receive prompt attention.
See quotations in another column.

GRAND RAPIDS.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

GEO. C. PIERCE, Vice President.

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CAPITAL, - - - \$300,000.

Transacts a general banking business.

Make a Specialty of Collections, Accounts
of Country Merchants Solicited.Daniel G. Garnsey,
EXPERT ACCOUNTANT
AND
Adjuster of Fire Losses.Twenty Years Experience. References furnished
if desired.
24 Fountain St., Grand Rapids, Mich.

The Economy

Combination Heater is no experi-
ment. Having been on the market
five years, it now has a National
Reputation as the BEST HEATER in
the World.WILLIAM MILLER, Agent,
24 South Ionia St.

FLOUR

Owl, Crown Prince, White Lily,
Standard, Rye, Graham.Bolted Meal,
Feed, Etc.

MAIL ORDERS SOLICITED.

NEWAYGO ROLLER MILLS.

DO YOU WANT A SHOWCASE?

SPECIAL OFFER—This style of oval case, best
quality, all glass, heavy double thick, panel
sliding doors, full length mirrors and spring hinges;
solid cherry or walnut frame, with or without metal
corners, extra heavy base, silveta trimmings;
6 feet long, 28 inches wide, 15 inches high. Price,
\$11, net cash.
I make the same style of case as above, 17 inches
high, from walnut, cherry, oak or ash, for \$2 per foot.
Sizing and carriage free.D. D. COOK,
106 Kent St., - Grand Rapids, Mich.

Eaton, Lyon & Co.

Base Balls,
Rubber Balls,
Marbles.Base Ball Bats,
Fishing Tackle,
Archery.

BOXING GLOVES. STATIONERY.

Eaton, Lyon & Co.,
20 and 22 Monroe St.
GRAND RAPIDS, - MICH.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

AND
Jeweler,44 CANAL ST.,
Grand Rapids, - Mich.

THE "EDITOR'S CHOICE."

FLINT, Mich., April 9, 1889.
To Whom It May Concern:
We, the undersigned committee, se-
lected by Geo. T. Warren & Co. to can-
vass the list of names and select one for a
Cigar Label from the many names sent
in by the contestants, have this day
selected the following, viz: EDITOR'S
CHOICE, sent in by Sig Wolf, of
Toledo, Ohio.
JOHN J. COOK, Editor Flint Journal
F. H. RANKIN, Jr., of Wolverine Citizen
A. L. ALDRICH, of the Flint Globe.

OUR NEW BRAND OF CIGARS.

"EDITOR'S CHOICE"

Will be ready for shipment in about
two weeks.

Price, Thirty-Three Dollars per Thousand.

We shall be pleased to receive a sample order
from you. Yours respectfully,

Geo. T. Warren & Co.

G. M. MUNGER & CO.,

GRAND RAPIDS.

Successors to Allen's Laundry.

Mail and Express orders attended to with
promptness. Nice Work, Quick Time
Satisfaction Guaranteed.

W. E. HALL, JR., - - - Manager.

Read! Ponder!—Then Act!

OFFICE OF
KING & COOPER,
Fancy Grocers.

ST. JOSEPH, Mich., Feb. 23, 1889.

DANIEL LYNCH, Grand Rapids:

DEAR SIR—Permit us to con-
gratulate you upon the trade we
are working upon your Imperial
Baking Powder. We have had
it tested by the most competent
cooks in the city and they pro-
nounce it fully equal to any
powder on the market.
Yours very truly,
KING & COOPER.

IRWIN & CO'S

APOTHECARY'S BRAND.

Los Doctores

CUBAN HAND MADE HAVANA CIGARS

10 CIGARS FOR 25 CENTS

FREE FROM ALL ARTIFICIAL FLAVORING

DOCTORES

EVERY CIGAR BRANDED

Is free from AR-
TIFICIAL FLA-
VORING, is a ci-
gar that will hold
fire, contains one-third more pure Havana tobacco
than any ten-cent Key West or two for 25 cents
imported cigar you can get.

FREE SMOKING, MILD AND RICH.

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

J. H. I. Cigar.

The Very Best Nickel Cigar in America.

Hazelton & Perkins Drug Co.,

Wholesale Agts., Grand Rapids

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

Martin's Middlings Purifier Co.,

GRAND RAPIDS, MICH.

BEANS

And all dealers are invited to send sam-
ples and write for prices that can be ob-
tained in this market.We do a COMMISSION BUSINESS
and our aim is to obtain the highest mar-
ket price for all goods sent us. Not only

but also ALL KINDS OF PRODUCE.

We can sell as well as anyone.

We invite correspondence.

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

FINE FRESH AND FRAGRANT.

"FLOR DE MOEBES,"
Straight 10c."BEN HUR,"
3 for 25c.

"Record Breakers,"

"Detroit Sluggers,"

Favorite 5-Centers.

Sold by Dealers Everywhere.

ASK FOR THEM.

MANUFACTURED BY

GEO. MOEBES & CO.,

92 WOODWARD AVE.,

DETROIT.

HEYMAN & COMPANY

Show Case

MAKERS.

Prices Lower than Ever

QUALITY THE BEST.

Write for Prices.

63-65 CANAL ST.

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of

Dry Goods

STAPLE AND FANCY.

Overalls, Pants, Etc.,

OUR OWN MAKE.

A COMPLETE LINE OF

Fancy Groceries and

Fancy Woodenware

OUR OWN IMPORTATION.

Inspection Solicited. Chicago and De-
troit prices guaranteed.

ACTUAL BUSINESS

PRACTICE at the Grand Rapids

Business College. Ed-

ucates pupils to transact and record business as

it is done by our best business houses. It pays

to go to the best. Shorthand and Typewriting

also thoroughly taught. Send for circular. Ad-

dress A. S. PARISH, successor to C. G. Swens-

berg.

GRAND RAPIDS

Paper - Box - Factory,

W. W. HUELSTER, Prop.

Paper Boxes of Every Description Made to
Order on Short Notice.

We make a specialty of

Confectionery, Millinery and

Shelf Boxes.

All work guaranteed first class and at low
prices. Write or call for estimates on anything
you may want in my line. Telephone 850.

OFFICE AND FACTORY,

81 & 83 Campau St.,

GRAND RAPIDS, MICH.

LIFE IS STRANGE.

A blind man by the way

Fiddles with main and might:

His heart is happy, his face is gay,

His locks are thin and white.

As the pennies drop in his hat,

He is merry and free from care,

Though he plays but a single tune, and that

Is an ancient, hackneyed air.

The little birds in the park

Sing sweetly unto him.

From morning till the fall of dark

At the gurgling fountain's rim.

While he fiddles away in glee—

This man with the drooping form.

Who looks like a gaunt and withered tree

Tossed in a wintry storm.

Across the busy square

Upon a neighboring block.

A millionaire with never a care

Jumps headlong off the dock.

But, somehow, it seems to me

He closes his life so soon.

Because the blind man ceaselessly

Fiddles that same old tune.

R. K. MUNKITTRICK.

CLOUDEDALE'S WIFE.

(CONCLUDED.)

"Are you going to ride this morning?"

I asked, quite casually.

"Yes, as usual."

"Alone?"

"Yes."

I moved a step nearer and said:

"Am I very intrusive in asking to ac-

company you?"

"If you are I shall say no."

"May I?"

"Yes."

I was afraid my face flushed with the

almost sharp sense of pleasure I ex-

perienced when she said that word.

I turned a little from her as I inquired

when her horse was ordered.

"For half an hour hence."

"Then I must go and get mine." I

lingered imperceptibly to see if she

would not look at me. No; when she

raised her eyes from the oleander, she

went directly up the stairs.

I was at the door when she came down,

and I was off my horse, ready to put her

upon hers.

She stepped on the horse-block and

said, coolly:

"I always mount this way."

We started.

"In which direction?" I asked.

"If you go with me," she said, looking

around with a smile, "you must always

go one way—out toward Fair Oaks."

"You don't mean to say that you go

that road every time?" I questioned.

"There are scores of lovely rides about

the city—out to the reservoir; the Brook

road; and it is fine on Libby Hill."

"I know them all," she replied, "but

since I came to Mrs. West's, I go this

way."

"In other words," I said to myself,

"since she was married."

I had not yet heard her mention

Clouddale's name in any way, but the

omission had not seemed marked. I

knew that it might be interpreted either

way, but it was certainly agreeable to me

that she had been so silent.

"Is it for penance that you will not

ride in any other direction?"

"Yes," she answered, gravely.

"For what offense?" I persisted.

"I wish to remind myself of a certain

levity of disposition, and to guard

against it."

She spoke apparently with perfect sin-

cerity, and I looked at her in amazement.

"Perhaps it betokens a light disposi-

tion in you that you have allowed me to

converse with you now and then," I said,

carelessly.

We were cantering along easily, and

she was as graceful in the saddle as she

was everywhere else. She certainly pos-

sessed the gift of elegance of movement.

Looking at her dark face now, I felt

that her lack of beauty was a kind of

chain upon me. It was so very piquant

to be half in love with an ugly woman.

She looked at me brilliantly, but she

did not smile.

"Certainly a lightness of nature that I

should enjoy such conversation," she

said.

"Do you mean—" I began, quickly. I

hesitated, then went on: "Of course, it

is impossible that you can care in the

least for the few moments each day when

I can talk with you."

She laughed gayly, now.

"Really," she said, "I would never

have thought that you, of all men,

would have so humble an opinion of

your power of charming."

I dared not press the question as I

wished to do. I only said:

"Do I, then, strike you as being so

very well satisfied with myself?"

"You do not seem to be unhappy at

your own shortcomings."

"Perhaps not. I know of only one

person in the world with whom I would

change."

"Pray, who is that?" she asked, with

an evident entire absence of thought as

to what the answer would be.

"Ames Clouddale," I replied, distin-

ctly.

I was looking at her as I spoke, and

my very eyes throbbed with the intensity

which suddenly thus came to the sur-

face.

She turned and gave me one quick look

that was like a keen thrust through my

heart.

A dull color came over her dark

cheeks, and there was some unintelli-

gible movement of her lips. It was a

perceptible space of time before she

spoke, but when she did, face and voice

were as usual.

She did not reply to my words, but

made a remark upon some scene we were

passing.

I did not pretend to respond. I was

gazing at her with burning eyes; thus to

look at her was some consolation, some

comfort to me. This was the first time I

had been alone with her—the first time

when I did not need to veil my glance

lest others should see it.

Was I not afraid to displease her?

Yes, I was afraid; but the effect she had

upon me transcended that fear. Thus to

be riding alone with her was a joy that

must for the moment overwhelm every-

thing else.

Only for a brief space, however, was I

so unwise as to risk a rebuff which might

deprive me of her acquaintance. That

risk must be avoided at any cost.

"Do you like a fast canter?" I asked,

breaking the silence; "if you do, here is

the place."

I pointed to the level stretch before us.

She nodded her head, and away we

went. I soon discovered that her horse

was far superior in speed to mine; it

covered the ground with such easy steps

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Chas. W. Hake succeeds Wm. Hake in the wholesale liquor business.

F. S. Lalone has removed his grocery stock from 54 to 88 South Ionia street.

Sisson & Livingston have engaged in the grocery business at Ada. I. M. Clark & Son furnished the stock.

L. B. Spurgeon has engaged in the grocery business at Fife Lake. I. M. Clark & Son furnished the stock.

The firm of Kortlander & Grady, wholesale liquor dealers, has dissolved. H. B. Grady continues the business.

Mrs. E. J. Adams has opened a millinery and bazaar store at Clarksville. Adams & Co. furnished the millinery.

Thos. H. Redmond has arranged to open a native wine house at 31 Canal street, under the style of the California Wine Co.

M. A. Vickers has engaged in the grocery business on Terrace street, Muskegon. Hawkins, Perry & Co. furnished the stock.

Mrs. C. A. Dimling has added a line of groceries to her dry goods and boot and shoe stock. I. M. Clark & Son furnished the stock.

Shula & Mihalak have engaged in the grocery business at the corner of Davis and Seventh streets. I. M. Clark & Son furnished the stock.

The new factory of the Michigan Adamant Plaster Co. is so near to completion that it is expected to begin operations therein by the first week in June.

James Lane, the bankrupt lumberman, is attempting to affect a settlement on the basis of 10 cents on the dollar. So far as learned, the offer meets no takers.

Albert Fecht and Mr. Kiefer, both of Detroit, have removed to Grand Rapids to engage in the sheepskin pulley business. They have not yet fully decided on a location.

Silas K. Bolles and Ed. B. Dikeman have formed a copartnership under the style of S. K. Bolles & Co., and will engage in the wholesale cigar business at 77 Canal street.

Thos. Wasson has sold his bakery at 111 Canal street to Jos. Tschauer, formerly engaged in the bakery business at West Bay City, but for the past year in the employ of A. Bradford and F. C. Hammerschmidt.

J. F. Trout, for twelve years house salesman for Spring & Company, has platted his twenty-five-acre farm, just south of the city, into 128 lots. The tract is between Madison avenue and Grand Boulevard.

Chas. E. Hall, formerly engaged in the retail grocery business at North Muskegon, but for the past two years on the road for C. G. A. Voigt & Co. and the O. E. Brown Milling Co., has engaged in the produce and commission business at 20 Scribner street.

Assignee Jewell has sold the C. E. Kellogg drug stock to Mrs. Ella A. Kellogg, who will continue the business at the old stand. The sale did not bring enough to cover the secured indebtedness, leaving the \$4,500 of unsecured claims entirely out in the cold.

J. W. C. Smith, for the past eight years proprietor of the Kalamazoo Oil House, at Kalamazoo, has taken the management of Scofield, Shurmer & Teagle's oil business at this market, succeeding J. N. Anisansel. Mr. Smith will continue to look after his Kalamazoo business as well.

Not content with selling its share of the oil and gasoline handled at this market, the West Michigan Oil Co., which is only another name for the Standard Oil Co., has begun selling gasoline to the consumers here in the city, peddling the same from door to door. The business is carried on under the name of F. G. Ellinwood, but is owned and managed by the local representative of the Standard.

AROUND THE STATE.

Ada—Headley & Sisson, meat dealers, have dissolved.

Onsted—Palmer & Kane is the style of the new drug firm.

East Saginaw—Chas. Sandhoff, boot and shoe dealer, is dead.

Ryerson—Wm. Peer is putting a new front in his grocery store.

Eaton Rapids—E. D. Corbin has disposed of his crockery stock.

Nashville—Elmer Griggs has opened a confectionery and fruit store.

Dorr—Mr. and Mrs. Anway will open a new millinery establishment.

Dushville—E. H. Allyn succeeds Edgar & Allyn in the drug business.

Hart—H. Marshall will open a bakery and restaurant establishment.

Perrinton—J. H. Kennedy, formerly of Manton, has engaged in the furniture business.

Martin—Eugene Jacobs has sold his meat market to L. W. Hooper.

Muskegon—William Wenton will open a grocery store on Sixth street.

Champion—John Hickey has sold his general stock to W. J. Dawson.

Reed City—Morse & Baker succeed C. H. Coles in the jewelry business.

Lausling—E. W. Baker, of the jewelry firm of E. W. Baker & Son, is dead.

Belding—Wilson & Friedly have added a line of parlor furniture and couches.

Schoolcraft—Briggs Bros. succeed J. W. Briggs, Jr., in the drug business.

Three Rivers—Shepard & Strutz succeed Wm. H. Shepard in the drug business.

Kalkaska—Geo. Parker has bought F. E. Darby's bakery and restaurant business.

Shelby—Wesley Fisher and Dr. W. T. Stringham will engage in the drug business.

Charlesworth—Archie Anderson has closed out his business and gone to Shelbyville.

Birch Run—The grocery firm of Beach & Hadsill has dissolved. M. S. Beach continues.

Shelby—J. W. Corpe, of Dowagiac, will open a tailor shop over Rankin's drug store.

Marquette—N. & A. Johnson succeed Hoffman & Werner in the grocery and produce business.

Middleville—Dr. A. Hamlin is fitting up his vacant store and will remove his drug stock to it.

Howell—R. C. (Mrs. Andrew) Whitaker's news and cigar stock has been taken by creditors.

Battle Creek—J. C. Bauer, of Jackson, has purchased the gunsmith stock of goods of W. T. Davis.

Montague—W. H. Ricaby denies the report that he will remove his jewelry stock to Benton Harbor.

Evart—F. A. True has sold his stock of jewelry to Wolf Bros. It is understood they will close it out.

Kalamazoo—Eugene Scott & Co. is the style of the firm succeeding Eugene Scott in the saloon business.

Vicksburg—H. G. Baker has engaged in the drug and grocery business. He is a son of R. Baker, of the firm of Baker & Carlisle.

Eaton Rapids—Mrs. Weeks and Miss Bentley, both of this place, will open a millinery store at Springport.

Clarksville—Lake Odessa parties are arranging to establish a furniture store and undertaking business here.

Kalamazoo—Huntley & Baker are removing their stock of agricultural implements to the Baumann block, on North Rose street.

Evart—R. A. Allured, of the Evart Hardware Co., has bought the hardware stock of E. F. Birdsall, at Meredith, and moved it here.

Kalamazoo—E. J. Mann, of Chicago, has purchased the confectionery business of Chase & Harvey. He will make catering a specialty.

Owosso—Theo. Laubengayer will move his store to some other location, to make room for the new building which is to be erected on the site of the old one.

Hastings—Geo. Soule has bought Wm. Fuller's interest in the dry goods and grocery firm of Phillips & Fuller and the firm name is now Phillips & Soule.

Big Rapids—W. J. Sanders, dealer in groceries, etc., has flitted from his old quarters on North Michigan avenue to the store in the Raven block, recently vacated by W. H. Smith.

Ryerson—The Ada L. Johnson building, at the corner of Lake and Mann avenues, is nearly completed. It is a handsome brick-veneered building and will be used as a dry goods and drug store.

Nashville—A. W. Whitmer, formerly of the firm of W. A. Aylsworth & Co., of this place, recently at Morley, has sold his interest in the clothing business there to his partner, J. W. Walker, and taken a position in the insurance office of H. F. Burtch, at Grand Rapids.

Sand Lake—T. J. Blanchard and James H. Brayman are erecting a two-story frame store building, 40x80 feet in dimensions. It will be divided into two stores, one side being occupied by Mr. Brayman's hardware stock and the other side by Mr. Blanchard's furniture stock.

MANUFACTURING MATTERS.

Lisbon—E. King is repairing his sawmill.

Detroit—Jas. Hartness, soap manufacturer, is dead.

Mulliken—B. L. Whelpley began making brick last week.

Atwood—D. Flanigan is putting up a frame for a sawmill.

Beachwood—Billman & Godshall are building a shingle mill.

Big Rapids—S. S. Wilcox is operating a shingle mill at Alletton.

Nashville—S. Springett started his sawmill, northwest of this village, last week.

Lake Odessa—Fire destroyed \$500 worth of logs in G. L. Hinkley's yard on May 6.

Spring Lake—The business men here have taken steps toward raising \$15,000 to establish and operate a furniture factory.

Whitehall—L. W. Mapes has opened a cigar factory on Division street.

Pottsville—The Pottsville Brick & Tile Co.'s factory has resumed operations.

Carson City—A receiver has been appointed for King, Smith & Boyer, lumber dealers.

Woodland—The old grist mill is being remodeled for a cooper shop and stove factory.

Owosso—Miles Parker has begun operations at his brick yard in West Owosso.

Hartwick—Hicks & Collins are operating their shingle machinery in Shore Bros.' mill.

Manistique—The Chicago Lumbering Co.'s new warehouse at the dock is nearly completed.

Mancelona—D. A. Foote has purchased an interest in the business of the Mancelona Cigar Co.

Owosso—The Owosso Cigar & Candy Co. will move into the new Burhan's building next week.

Sears—J. H. Lamphear will soon have his shingle mill running. He has a good stock of bolts on hand.

Bay City—Alexander Folsom, of the firm of Folsom & Arnold, lumber and salt manufacturers, is dead.

Grand Ledge—The Grand Ledge Chair Co. must double the capacity of its factory to keep up with its orders.

Morley—The Bracket shingle mill, five miles west of this place, was destroyed by fire last week. Loss, \$2,000.

Charlevoix—The Charlevoix Cigar Manufacturing Co. is established in the new quarters in the Lewis block.

Leland—W. F. Gill and L. J. Grobbin have rented the Leland Iron Co. mill, which they intend to run this summer.

Detroit—Edward C. Kirchberg, junior member of the furniture manufacturing firm of Aertz, Meyers & Kirchberg, is dead.

Naubinway—Nelson Holland's mill has been thoroughly rebuilt, enlarged and improved. The shingle mill is also in operation.

Cheboygan—H. A. Blake has put up a new office and repaired all the damages to his machine shop caused by the fire of April 30.

Owosso—The Estey Manufacturing Co. shipped 350 complete bedroom sets in one week recently, the largest week's record in its history.

Dorr—Gray Bros., millers, contemplate building a grain house soon. They will handle grain for the Merrill Milling Co., of Kalamazoo.

Jackson—The John Hutchison Manufacturing Co. has arranged to erect a series of buildings, for use as a manufactory of mill machinery.

Allegan—J. B. Streeter & Son have removed the boiler from their paper mill to their sawmill, to form a battery to furnish power for both establishments.

Bay City—A new enterprise here is a kindling wood factory, which is now being erected. It will be running in three weeks, and will convert refuse pine into kindling.

Bay City—Another large box factory is to be located here, W. W. Crapo, of New Bedford, having purchased a site, and is interested with other Eastern capitalists in the project.

Plainwell—W. H. Hooper has sold his interest in the Hooper Stave Co. to his partners, Joseph Deal and John N. Soncrant, who will continue the business under the same style.

Mancelona—Wallbrecht Bros. are repairing their flouring mill. Among the improvements will be a new elevator, a new stone foundation and rollers substituted for the old stones.

Big Rapids—The Falcon Manufacturing Co. is building a new dry kiln on the west side of the race, opposite its factory. Improved kiln facilities will be used in its construction.

East Saginaw—J. H. Freney has rebuilt the shingle mill destroyed by explosion at the south end of this city last season. He is also operating the shingle mill he purchased from E. R. Phinney.

Muir—The Muir Corn Binder Co. has an order for 50,000 pieces of packing for the tunnel under the St. Clair river, at Port Huron, and the factory is already turning out the job. A thousand of the corn binders are now ready for the market.

Kalamazoo—Fuller & Matthews, of Jackson, contemplate building a carriage factory here, if a bonus of \$5,000 can be secured. The factory will be 60x300 feet in dimensions and the firm guarantee employment to 100 men for three years.

Benton Harbor—Wm. Newland has bought the old Conkey-Watkins brick yard north of the Paw Paw river and will soon put it in operation. So great is the local demand for brick that the two yards now running are unable to meet the wants of builders.

East Saginaw—The Saginaw Lumber & Salt Co.'s mill has begun operations. The company contemplates sawing 10,000,000 feet of Georgian Bay stock at its mill this season and will sort it at the yard. The logs will be brought over in rafts. The mill on Spanish River, which it rented and has operated for two years, will also cut 10,000,000 feet.

Bay City—Briscoe & Co.'s box factory has just filled an order for a firm in Australia. The idea of shipping Saginaw valley lumber products to the antipodes is novel, to say the least.

Detroit—The Cole Conduit Co., of which Wm. B. Moran, James A. Randall, James A. Phelps, Ralph Phelps and Charles B. Cole are officers and sole owners of the \$75,000 capital, all paid in, will begin on June 1 to construct subways for carrying electric wires underground, under the Cole patents.

Big Rapids—J. T. Dawson, who has occupied the position of bookkeeper for Crocker & Hudnutt and the Falcon Manufacturing Co. successively for several years past, is about to relinquish his situation to accept the management of a wood finish establishment in Detroit, with a handsome salary and an interest attached.

Detroit—The Moore & Whipple Lumber Co. has filed articles of association. It will do business in Kentucky and Tennessee with a Detroit office. The capital is \$30,000 and the stockholders are Stephen, H. C. and L. S. Moore, S. M. Cutcheon, A. C. Stellwagen and A. H. Fleming, all of Detroit, and Benjamin Whipple, of Pinesville, Ky.

Manistee—There is talk of a new industry at this point in the shape of a factory for dipping shingles. The dipping is to be done under the Jaquet patent, and the company talks of putting up a dry kiln with a capacity of about 100,000 a day to start with. The shingles have to be first dried, then dipped and passed through rollers to even and harden the preparation, and then repacked. The cost is about \$1 extra, but as the shingles are ready to lay, and the cost is less than painting, and they are thought to be much better and will last longer than when painted, the promoters are sanguine that they have struck a first-class thing, and that this is just the place to handle it.

STRAY FACTS.

East Saginaw—A considerable quantity of the shingles cut on this river will be moved out by rail this season. S. W. Tyler & Son, at Crow Island, are shipping several car loads weekly.

Bay City—A good deal of lumber has been bought on this river for the South American trade. It goes to Boston and is shipped there on ocean craft. The Shepard & Morse Lumber Co., of Boston, bought a number of million feet here for this trade.

Bay City—Charles Graham will build a spur track a mile and a half long, to connect with the Mud Lake branch of the Detroit, Bay City & Alpena Railway, and will put in 3,000,000 feet of long timber, which will be rafted to Tawas bay and thence rafted to Tonawanda.

Bay City—The drouth continues, and some of the mills are short of logs already, and the outlook is anything but encouraging. Some of the smaller lumbermen, who have logs still lying on the rollways of streams, will be practically ruined, as their capital is tied up in logs, and unless they can get them out they will lose heavily.

Manistee—The buyers who are going to invest in the pine lands of the estate of the Manistee Salt & Lumber Co. are evidently keeping very quiet on the subject as so far there have been no enquiries for estimates, or anything of that kind that would lead the receivers to suppose that buyers were climbing over one another with eagerness to get at the good things that they were offering.

East Saginaw—J. T. Hurst, who purchased, not long ago, a tract of 150,000,000 feet of pine on the Tobacco river, of Whitney & Stinchfield, the consideration being something like \$800,000, has sold over \$300,000 worth of the timber already. The Saginaw Salt & Lumber Co. invested \$150,000 in this timber; Gebhart & Estabrook took a quantity, and one or two other parties. A portion of the timber purchased will be lumbered this summer.

Manistee—There was a fire last Monday on the Stokoe & Nelson dock, and for a time things looked pretty blue for the mill, but, fortunately, the wind was off the mill, and by tearing down all the trams the flames were prevented from running in that direction. There was a large quantity of high grade lumber on the pier dock, and by hard fighting they managed to save it, but had it not been for the tug Smith, with her pump, they could not have kept the fire from spreading.

Bay City—N. B. Bradley is clearing a large farm at the mouth of the Quincassie River, and by means of dredging he expects to reclaim about 2,000 acres of lowland which will make fine pasture and meadow. Nearly every lumberman of wealth in the Saginaw valley is engaged in farming, and if they have not made any money as yet, they have cleared up and put under cultivation thousands of acres of land hitherto wild and uncultivated; and in so doing have added much to the improvement of this region. Some of the finest farms in the valley are owned by lumbermen, among them Judd & Judd, John Welch, William Callam, I. A. Clark, the Rusts, the Bliss brothers, A. P. Bliss, T. Jerome, L. P. Mason, John G. Owen, C. M. Hill and others.

Gripsack Brigade.

B. F. Emery has resumed work on the road for E. W. Gillett.

L. L. Loomis has taken the position of house salesman for Lemon, Hoops & Peters.

Fred W. Powers has gone to Ohio, where he will spend a month among the retail furniture trade.

Aaron Hufford has started on the road again after a month's enforced retirement by reason of illness.

Hugh Driggs, of Palmyra, is on the road selling fruit and fancy groceries for E. M. Keene & Co., of Toledo.

Alonzo Fiero and Carl C. Clark will travel for the Muir Corn Binder Co. Mr. Fiero's field is Michigan. Mr. Clark goes West.

Neil McCoull, Chicago representative for Allen & Ginter, the Richmond cigarette manufacturers, was in town last Thursday, on his way home from Lansing.

The death of Homer Eaton, which occurred at Lincoln, Neb., last Saturday night, was a surprise to his friends and acquaintances. The funeral will occur on Wednesday.

Edward Telfer and J. F. Ferris went to Rockford Saturday and enjoyed a day's fishing with Geo. A. Sage and Jackson Coon. According to their story, they caught all the fish and the Rockford men captured all the glory.

Dave Holmes is very active in furthering the erection of a church at Woodville. His zeal in the matter naturally suggests him as an available candidate for the first vacancy which occurs in the deaconship. It is understood that in case he receives the appointment, he will endeavor to secure Steve Sears for sexton, Greg. Luce for usher and Max Mills for leader of the choir.

The Specific Tax Bill.

Senator Colgrove, who was in the city last Friday evening on his way to his home in Hastings, informed a reporter of THE TRADESMAN that the Senate Insurance Committee—of which he is chairman—will favorably report the 2 per cent. specific tax bill on Tuesday of this week. It is understood that the recommendation will also include an amendment permitting companies which have been doing an underground business in the State—that is to say, taking insurance without the proper authorization from the Insurance Commissioner—to solicit business regularly by paying a fine of \$250 and conforming to the provisions of the present law.

Come One, Come All!

THE TRADESMAN is requested by the Committee of Arrangements to invite all merchants, who can make it convenient to be in Grand Rapids on May 23, to attend the annual picnic of the Grand Rapids Mercantile Association, on the afternoon and evening of that day, at Reed's Lake. An interesting and varied programme has been prepared and a general good time is anticipated.

The Hardwood Market.

Cherry is firm and in good demand. The same is true of red oak, which has advanced about \$2 per M. There is no longer any demand for walnut among furniture manufacturers, that wood having ceased to be used for that purpose. Whitewood is dull, but it is used to a considerable extent by casket and coffin manufacturers. Birch is dull.

Everybody praises "Our Knecker" cigars. Morris H. Treusch & Bro. sell them.

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 verification taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

WANTED—PARTNER WITH \$1,000 TO TAKE HALF interest in the best paying business in the city. Address Real Estate, care Tradesman.

FOR SALE—A FIRST-CLASS DRUG STOCK in a thriving town in Michigan. For information address Michigan Tradesman.

FOR SALE—IN CENTRAL MICHIGAN—STOCK OF drugs, medicines and fixtures, valued at \$12,000; daily cash sales, \$15; also store buildings, a stock of goods. J. C. McKee, 23 Fountain St.

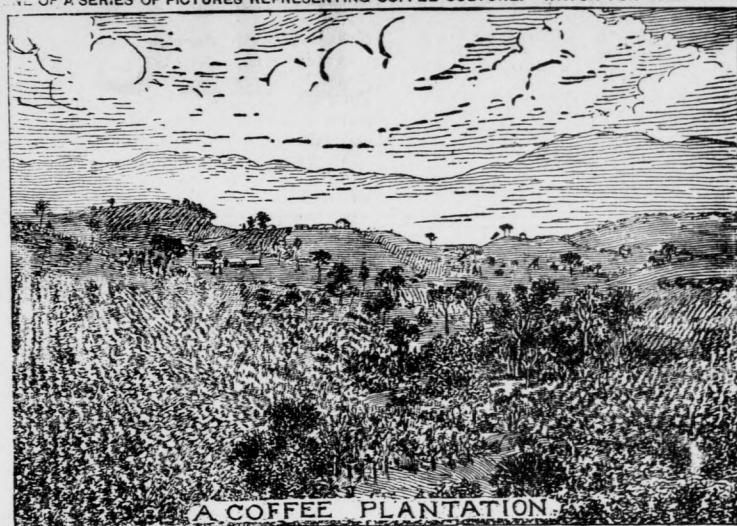
WANTED—1,000 MORE MERCHANTS TO ADAPT OUR Improved Coupon Pass Book System. Send for samples. E. A. Stowe & Bro., Grand Rapids.

FOR SALE—GOOD RESIDENCE LOT ON ONE OF the most beautiful streets in the city. Will exchange for stock in any good institution. Address 256, care Michigan Tradesman.

FOR RENT—A TWO STORY 24x30 BRICK STORE centrally located on Main St. in a lively manufacturing town in Northern Michigan, upper story fitted for living room, good opening for boot & shoe, clothing, hats and caps and gents' furnishing goods, or for grocery business. Campbell & Underwood, 35 Monroe St. Grand Rapids Mich. or N. C. Weber, Mancelona Mich.

WANTED—EVERY STORE-KEEPER WHO READS this paper to give the Stitt 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 trial 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. Stitt, Albany, N. Y.

OF A SERIES OF PICTURES REPRESENTING COFFEE CULTURE. WATCH FOR THE NEXT.



SCENE ON A COFFEE PLANTATION. CHASE & SANBORN.

OUR COFFEES HAVE A NATIONAL REPUTATION REPRESENTING THE FINEST GROW.

SEAL BRAND COFFEE JAVA and MOCHA, surpassing all others in its richness and delicacy of flavor. Justly called The Aristocratic Coffee of America. Always packed whole roasted (unground) in 2 lb. air-tight tin cans.

CRUSADE BLEND A skillful blending of strong, flavorful and aromatic high grade coffees. Warranted not to contain a single Rio bean, and guaranteed to suit your taste as no other coffee will, at a moderate price. Always packed whole roasted (unground), in 1 lb. air-tight parchment packages.

RETAIL CROCCERS Tell us that their coffee trade has doubled and trebled since buying and selling our coffees. What it has done for them it will do for you. Send for samples to

CHASE & SANBORN,

BROAD STREET, - BOSTON, MASS.

Western Department:

HERBERT T. CHASE,

Representative for

Michigan and Northern Ohio,

GRAND RAPIDS.



LION COFFEE



Merchants,

YOU WANT THIS CABINET

Thousands of Them

Are in use all over the land. It does away with the unsightly barrels so often seen on the floor of the average grocer. Beautifully grained and varnished and put together in the best possible manner. Inside each cabinet will be found one complete set of castors with screws.

Every Wide-Awake Merchant

Should Certainly Sell

LION, THE KING OF COFFEES.

An Article of Absolute Merit.

It is fast supplanting the scores of inferior roasted coffees. Packed only in one pound packages. Put up in 100-lb cases, also in cabinets of 120 one-pound packages. For sale by the wholesale trade everywhere. Shipping depots in all first-class cities in the United States.

Woolson Spice Co.,

TOLEDO, OHIO.

L. WINTERNITZ, Resident Agent, Grand Rapids.



Product of Our Factory at Dixon, Ill.

In view of the fact that we have GREATLY INCREASED our FACILITIES for MANUFACTURING in OUR THREE FACTORIES and owing to the PECULIAR and CLOSE COMPETITION existing in MICHIGAN, C. M. Henderson & Co. have concluded to MAKE A DECIDED CUT ON VARIOUS LINES of our goods, which will ENABLE ME to make it to YOUR ADVANTAGE to purchase your stock NEARER HOME the coming fall season.

Our LADIES' FINE GOAT, DONGOLA, GLOVE and OIL GRAINS to retail at \$2, and FINER GRADES of GOATS and DONGOLAS, which consumers can buy at \$2.50 and \$3.00, together with the MEDIUM PRICED lines of MEN'S CALF, DONGOLA, and KANGAROO Shoes of our own make, and all having the MERIT of SOLIDITY and STYLE—with satisfaction guaranteed—will be worthy your CAREFUL CONSIDERATION. Our heavier grades of SPLIT, GRAIN, KIP, VEAL, and CALF BOOTS are UNEQUALLED, and the "Celebrated Red School House Shoes" AS USUAL takes the "First Place."

C. M. HENDERSON & CO., Chicago.

Headquarters for the Celebrated Wales Goodyear Rubber Goods

Factories:

Fond du Lac, Wis.

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.

Subscription Price, One Dollar per year, payable
strictly in advance.
Advertising Rates made known on application.
Publication Office, 100 Louis St.

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, MAY 15, 1889.

JOBBER SELLING TO CONSUMERS.

THE TRADESMAN is in receipt of the following communication from the President of the Harbor Springs Business Men's Association, accompanied by an urgent request to publish same:

HARBOR SPRINGS, May 9, 1889.
E. A. Stowe, Grand Rapids:

DEAR SIR—THE MICHIGAN TRADESMAN is considered by retailers generally throughout the State to be the proper medium of disseminating general information to the trade, and the paper itself a very valuable aid to merchants.

The political issue during the last campaign was based principally on the question of free trade or protection and had able exponents on both sides. While we have no intention of discussing the matter politically, we would like to say a few words in regard to protection to retail merchants generally. Strong competition, together with an inferior class of merchants, has caused a general demoralization of the jobbing trade of Michigan and an infringement on the rights of the retail trade by jobbers selling to consumers. It has become a very common occurrence now for traveling men who have no particular trade in a town to drum the hotels and boarding houses and thereby effect a sale of a small bill of goods, keeping the matter, however, as quiet as possible, and in no instance effecting such sale where they have any trade with merchants.

We have vivid examples of such trickery on the part of the jobbing trade and find an instance this week of a small bill of goods shipped to one of our hotels from a grocery firm in your city having for its initials B. & P., while but a few days ago a small bill of crockery came in for the same hotel from a so-called jobbing house in your city. These are only two of many such instances and the writer has no personal animosity in speaking of the above cases, as his trade is not affected thereby, but uses the above as a citation and asks the retail trade throughout the State if at the next annual meeting of the Michigan Business Men's Association it would not be advisable to discuss ways and means for a proper protection of the interests of the retail trade. Jobbers have ironclad contracts with manufacturers, prohibiting them from any commercial intercourse with the retailer, except through them, and we fail to see any good reason why retailers should not formulate some plan for the better protection of their interests from unscrupulous jobbers. Of course, there are a few retailers who are owned by the jobbers and can not help themselves, while the same is equally true of the jobbers with the manufacturer or importer, but the majority of the men engaged in the retail trade of the State are men of education and good, sound judgment and are thoroughly capable of raising the standard of retailers to a higher plane.

Discussion on the subject is invited.
Very respectfully,
W. J. CLARKE,
President Harbor Springs B. M. A.

It is a matter of profound regret on the part of THE TRADESMAN to be compelled to publish the above communication, as it tends to place in an unfavorable light before the retail trade a jobbing house which at one time aspired to do—and did do—the leading wholesale grocery business at this market. If it was the first complaint against the house in question, little attention would be paid to it. As a matter of fact, THE TRADESMAN has found it necessary to file frequent remonstrances over the sale of goods to consumers, saloons, restaurants, hotels and co-operative stores. The desire to sell goods appears to have completely overshadowed a proper regard for the rights and well-being of the retail trade.

Nor does THE TRADESMAN wish to infer that the house above referred to has been the only transgressor in this respect. It is a matter of common knowledge that several houses in the State, purporting to do a jobbing business, have opened their arms to the consumer and come into direct and disastrous competition with the retail trade. THE TRADESMAN believes, and has always maintained, that a house claiming to be exclusively a wholesale house should confine its operations to a legitimate jobbing trade. As a matter of fact, the crazy desire to get rich frequently impels men to cultivate both branches of the business, while it is not an uncommon occurrence for a jobbing house to drum the hotels, restaurants and camp trade of a town, through a spirit of vindictiveness, because the regular dealers will not patronize the house. Such appears to be the case at Harbor Springs in the matter above referred to.

THE TRADESMAN heartily favors the suggestion of Mr. Clarke that the adjustment of the relations between the jobber and retailer be made a special order of business at the coming convention of the Michigan Business Men's Association, to the end that a thorough understanding may be arrived at and definite agreements reached.

Every reader of THE TRADESMAN will bear evidence of the truth of the assertion that it has been the policy of this paper to bring the wholesaler and retailer into more intimate relations and place them on more confidential terms. THE TRADESMAN has always maintained that the interests of the wholesaler and retailer are identical, and that only when one or the other oversteps the mark that it becomes necessary to resort to harsh and severe measures. That such measures will not often be necessary is certainly the sincere wish of all concerned.

THE WORLD IS GETTING ON.
The world is worrying over new puzzles. It used to be satisfied to discuss such questions as "Was Hamlet insane?" "Did Bacon write Shakespeare?" "Who was Cain's wife?" and other exciting but harmless enquiries. But we are getting deeper now. "Is life worth living?" "Is marriage a failure?" "Does it pay to get rich?" "Is it a crime to be a woman?" "Is popular suffrage a failure?" and so on.

A great deal of magazine space that might be better given to soap advertisements is wasted in efforts to answer senseless questions which admit of no general answer. Whether life is worth living or not, most of us are willing to take any quantity of unpalatable medicine to keep a feeble grip on life; whether marriage is a failure or not, young hearts will go on uniting as long as there are boys and girls on this distracted globe; whether it pays to get rich or not, men will struggle for them until the last man buries the next last for a fee; whether popular suffrage is a failure or not, it is permanent.

Everything is a failure because mankind is a failure, if by failure we mean a falling short of perfection. There is no quick and summary remedy for any general evil. If an evil stands, it is because mankind is not ready for its removal. Ancient abuses have a use until they disappear, and they disappear just as soon as mankind is ready for it. Things could not be different. They are what they are because mankind is what it is, and mankind is what it is from impalpable antecedent causes. The great thing is to know that we are improving; that we have got to improve, regardless of any will in the matter; that we are helplessly or hopefully moving toward a perfection, however unreachable. We simply can't help but move in that direction. We can accelerate the movement, in fact our aid is wrong from us whether we will or no, but in the long run we cannot retard it. If there is a momentary obstacle, the movement bursts through and goes on with accumulated force, and gets along finally on schedule time. This is not the best possible world, but it is the best world possible for us.

It is because the world is bound to get better and that we are bound to help make it better, whether we will or not, that we can afford to hear about the dangers that threaten democracy, and this republic particularly, without becoming hysterical. The time is ripening for such a republic as we want and no dangers of wealth, of labor-capital contests, of class warfare can destroy it. We shall get whatever we are ripe for and nothing else. But we are never to be satisfied, whatever we get. Whoever is satisfied with things as they are, no matter how they are, is intellectually petrified. Things will never content people who are alive, but the calming thing is that we are always getting on. Looking ahead from the quaternary man, whose skull was like an ape's, we find nothing but upward growth. We may stand still for a few centuries, or even drop back for a century, but only to go forward again with increased speed. Every loss of time is fully made up by this great humanity train. Individual efforts are useful. They are a part of the motive force, but we waste a good deal of energy in seeking immediate results, which, however desirable and in the end inevitable, wouldn't stick if obtained prematurely. The holding up of great principles, rather than the fretting after small and immature results, is a part of the getting-on process.

The main thing is to retain a cheerful and helpful confidence in the upward progress of humanity. We are passengers on a through train, running on schedule time.

The defeat of the meat inspection bill, at Lansing, last Thursday, will enable the Chicago dressed beef men to continue their business without interruption. Had it been passed, they would probably have found some way of evading it, by establishing branch slaughter houses within the borders of the State. In the meantime the Supreme Court would undoubtedly have declared the act unconstitutional—certainly such a result would have been secured on appeal to the Supreme Court of the United States.

A Typical Leader of the Patrons.
A. P. Waterhouse is the name of a man who lives on a farm a few miles west of Cedar Springs. For some time past, Mr. Waterhouse has been raking in the shekels, assisting the down-trodden

farmers in the organization of Patrons of Industry lodges. A peculiar feature of the matter is that Waterhouse is a first-class, double-distilled dead-beat, many merchants in his vicinity being willing to sell accounts they hold against him for 10 cents on the dollar. Of such is the kingdom of the Patrons.

The Meat Inspection Bill Downed.
The Senate made short work of the House meat inspection bill last Thursday, by a vote of 19 to 10. When the vote was announced, it was reconsidered and indefinitely postponed, for the purpose of killing the bill beyond any hope of recall.

The same programme was carried out with Senator Colgrove's bill, which was identical with the House measure. This puts an end to the hope of any inspection legislation at the hands of the present Legislature.

Death of the Cigarette Bill.
The Senate voted on the 7th to kill the Jackson bill, absolutely prohibiting the sale of cigarettes, by indefinitely postponing its consideration, 17 to 9. By way of recompense, it took up and passed Representative Rogers' bill prohibiting the sale of tobacco in any form to minors under 17 years of age without a written order from their parents or guardians. The Governor will undoubtedly sign the bill.

A Clear Conscience.
"Ma," said Bobby, "is it wrong for little boys to tie tin kettles to dogs' tails?"
"Decidedly wrong," Bobby. I hope you'll never do such a thing as that."
"No, indeed, ma," replied Bobby, emphatically, "all I do is to hold the dog."

HARDWOOD LUMBER.
The furniture factories here pay as follows for dry stock, measured merchantable, mill culls out:

Basswood, log-run	13 00/15 00
Birch, log-run	13 00/15 00
Birch, Nos. 1 and 2	15 00/22 00
Black Ash, 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
Maple, log-run	12 00/13 00
Maple, soft, log-run	11 00/13 00
Maple, Nos. 1 and 2	20 00
Maple, clear, flooring	25 00
Maple, white, selected	25 00
Red Oak, log-run	20 00/21 00
Red Oak, Nos. 1 and 2	34 00/45 00
Red Oak, 1/4 sawed, 6 inch and up w'd	38 00/40 00
Red Oak, 1/4 sawed, regular	30 00/35 00
Red Oak, No. 1, step plank	45 00
Walnut, log-run	25 00
Walnut, Nos. 1 and 2	67 00
Walnuts, cull	25 00
Grey Elm, log-run	12 00/13 00
White Oak, log-run	14 00/15 00
Whitewood, log-run	30 00/32 00
White Oak, log-run	17 00/18 00
White Oak, 1/4 sawed, Nos. 1 and 2	42 00/45 00

SILVER STARS

No Equal in the State.

Wherever Introduced it is a Stayer!

TO THE TRADE:
I guarantee "SILVER STARS" to be a long, straight filler, with Sumatra wrapper, made by union labor, and to give complete satisfaction.

A. S. DAVIS,
Sole Manufacturer,
127 Louis St., GRAND RAPIDS

WHIPS AND LASHES.
Lowest Prices for Mail Orders.
GRAHAM ROYS,
54 Lake Ave., Grand Rapids.

A W N I N G S
AND TENTS.



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

Chas. A. Coye,
Telephone 106. 11 Pearl St.

\$1,000 REWARD!!

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



We agree to forfeit One Thousand Dollars to any person proving the Filler of these Cigars to contain anything but Havana Tobacco.
DILWORTH BROTHERS.

Amos S. Musselman & Co.
SOLE AGENTS,
GRAND RAPIDS, MICH.

ALFRED J. BROWN, WHOLESALE DEALER IN Foreign, Tropical and California FRUITS.



Headquarters for Bananas.

16 AND 18 NORTH DIVISION ST. - GRAND RAPIDS, MICH.

Detroit Soap Co., DETROIT, MICH SOAPS

Manufacturers of the following well-known brands of

QUEEN ANNE, TRUE BLUE, MONDAY, MOTTLED GERMAN, SUPERIOR, PHOENIX, MICHIGAN, CZAR, WABASH, ROYAL BAR, MANSCOTTE, CAMEO.

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

MICHIGAN CIGAR CO., Big Rapids, Mich.

MANUFACTURERS OF THE JUSTLY CELEBRATED

"M. C. C." "Yum Yum"

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

SEND FOR TRIAL ORDER.

RINDGE, BERTSCH & CO., Manufacturers and Wholesale Dealers in

BOOTS and SHOES

AGENTS FOR THE

Boston Rubber Shoe Co.,
12, 14 & 16 Pearl Street, Grand Rapids, Mich.

P. STEKETEE & SONS, WHOLESALE

Dry Goods and Notions,

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

New Line of Prints, Seersuckers, Toile Du Nord, Gingham, Dress Goods, Hosiery, Underwear, White Goods, Laces, Embroideries and Full Line of Neck Wear.

STARK, FRANKLINVILLE, AMERICAN, HOOKER, BURLAPS.

Sole Agents for Valley City and Georgia Bags. Mail orders receive prompt and careful attention.

EDWIN FALLAS, JOBBER OF

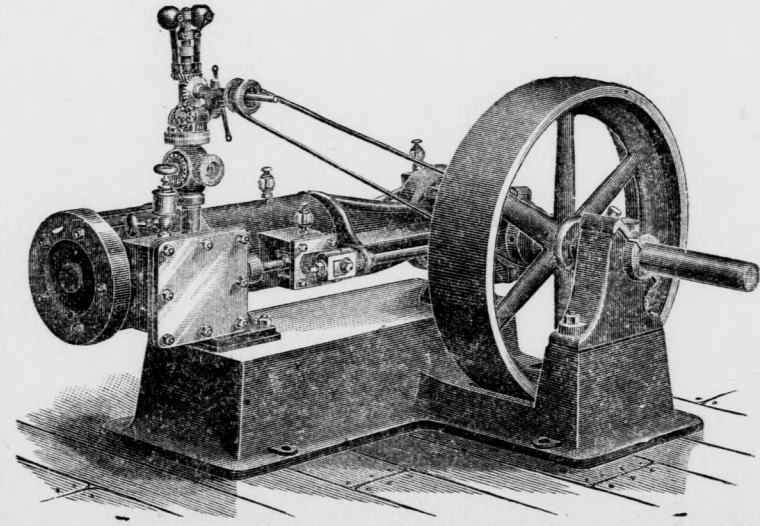
Butter, Eggs, Oranges, Lemons, Bananas, Mince Meat, Nuts, Figs, Etc.
Eggs Crate Factory in connection. Price List furnished on application.

Mail Orders Filled Carefully and Promptly at Lowest Market Price.
Cold Storage at Nos. 217 and 219 Livingstone St.

Office and Salesroom, No. 9 Ionia St., Grand Rapids, Mich.

W. C. DENISON, GENERAL DEALER IN

Stationary and Portable Engines and Boilers.



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

Estimates Given on Complete Outline.

88 90 and 92 SOUTH DIVISION ST., - GRAND RAPIDS, MICH

WM. SEARS & CO., Cracker Manufacturers,

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

Oranges!
We are wholesale agents for the Fancy California Mountain Seedlings and headquarters for all kinds of Messina oranges.
PUTNAM & BROOKS.

CURTISS & Co.,

Successors to CURTISS & DUNTON.

WHOLESALE

Paper Warehouse,

Houseman Building, Cor. Pearl & Ottawa Sts.,

GRAND RAPIDS, - MICHIGAN.

W. STEELE

Packing and Provision Co.

GRAND RAPIDS, MICH.

WHOLESALE DEALERS IN

Fresh and Salt Beef, Fresh and Salt Pork, Pork Loins, Dry Salt

Pork, Hams, Shoulders, Bacon, Boneless Ham, Sausage

of all Kinds, Dried Beef for Slicing.

LARD

strictly Pure and Warranted, in tierces, barrels, half-bbls., 50 lb. cans, 30 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.

WHO URGES YOU TO KEEP SAPOLIO? THE PUBLIC!

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

ANY JOBBER WILL BE GLAD TO FILL YOUR ORDERS.

LEMONS!

Our lemons are all bought at the cargo sales in New Orleans and are as free from frost or chill as in June.

PUTNAM & BROOKS.

HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY,

Send for Catalogue and Prices.

ATLAS ENGINE WORKS

INDIANAPOLIS, IND., U. S. A.

MANUFACTURERS OF

STEAM ENGINES & BOILERS.

Carry Engines and Boilers in Stock for immediate delivery.

Planers, Matchers, Moulders and all kinds of Wood-Working Machinery,

Saws, Belting and Oils.

And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for Sample Pulley and become convinced of their superiority.

Write for Prices. 44, 46 and 48 So. Division St., GRAND RAPIDS, MICH.

WHY BE A SLAVE

To the Pass Book System

With its attendant losses and annoyances, when you can supplant it by so inexpensive and labor-saving a system as the

Tradesman Credit Coupon Book,

Which is now used by over 2,000 Michigan merchants.

The Tradesman Coupon is the cheapest and most modern in the market, being sold as follows:

\$ 2 Coupons, per hundred.....	\$2.50	SUBJECT TO THE FOLLOWING DISCOUNTS:	
\$ 5 " " " "	3.00	Orders for 200 or over.....	5 per cent.
\$10 " " " "	4.00	" 500 " "	10 "
\$20 " " " "	5.00	" 1000 " "	20 "

SEND IN SAMPLE ORDER AND PUT YOUR BUSINESS ON A CASH BASIS.

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

The Michigan Tradesman

WEDNESDAY, MAY 15, 1889.
LEISURE HOUR JOTTINGS.

Written for THE TRADESMAN.
BY A COUNTRY MERCHANT.

The greatest incentive among merchants to the enlargement of an undesirable credit list is the fear of losing customers. In communities where there is but little transient trade, and the income of the dealer must be mainly derived from the patronage of regular buyers, it is very desirable to use every reasonable means to keep the steady customer good-natured and well satisfied with your treatment of him, and no one knows this better than the individual whose credit is far from being "gilt-edge," and the ingenious devices by which he works himself into the confidence of his intended victim make the observance of his operations an interesting and instructive one.

And the singular feature of these operations is that, probably in nine cases out of ten, the dealer is perfectly conversant with the general reputation of the party who designs adding him to his list of victims. He knows that Smith, Brown, Jones and Robinson are anxiously watching for some opportunity to adjust their claims against the operator, at almost any sacrifice, but he relies implicitly upon his new customer's effusive friendship and interest in his business, and assures himself that "he may be a little shaky with the other fellows, but he wouldn't think of beating me under any circumstances."

But Smith, Brown, Jones and Robinson all made similar or identical remarks themselves.

"After I had been in business a few years," said an old trader to the writer, "I flattered myself that I was pretty well posted on these gentlemen and their tactics. I made it a rule to refuse credit to all applicants whom I knew had beaten or attempted to beat my neighbors, and I can't call to mind that I ever lost any very valuable custom in consequence of it. My books were so free from doubtful accounts for a year or two in the '70's that I got a little egotistical over my sharp-sightedness, but that was all taken out of me by Bill Riker, one of the most notorious dead-beats of my section. Bill had struck Peters, my next-door neighbor for all he could stand, and, after the usual quarrel, had drifted into my place of business as a regular buyer. I knew his game and was watching for him, but quite a time passed without any symptoms of Bill's taking me for a sucker, until I began to think that he had concluded not to waste any of his fine arts on me.

"One day Bill came into the store and said: "Say, J—! I wish you'd take care of this watch for me this winter. I've taken a lumber job up north, and I don't want to take it into the woods. Them's none of your plated or filled cases; solid gold; first-class movement, and cost a clean \$150. And, by the way, J—! my folks will be wanting truck in your line while I'm gone. Let 'em have what they want, and, if you don't think I'm good, hang on to that watch till you get your pay."

"In a day or two I took the watch over to the jeweler, who, after looking it over carefully, pronounced it a solid. No. 1 article, worth at least \$100.

"So I went back and told the boys to let Riker's folks have what goods they wanted, up to a reasonable amount, and put the timepiece in the safe.

"Some six or eight weeks after this Dodds, the deputy sheriff, came in and remarked:

"Got that watch of Riker's here yet haven't you? Yes! Well I guess I'll have to relieve you of it! Why? Why on account of this chattle mortgage: \$75 and a year's interest; due to-day."

"I looked the mortgage over; saw the watch was accurately described, and gave it to the officer because I couldn't help it. Then I went to my books and found Riker's account to be about \$65; levied on the watch, subject to the lien, and lost five or six dollars more in costs; tried to get Bill arrested for obtaining goods under false pretenses, but lawyers said he hadn't made any misrepresentation; tried to coax and scare something out of Riker, but only wasted time and stationery; sued that foxy individual to keep the matter from outlawing, and would now like to sell the judgment for the costs I paid out on it."

The class of customers in question usually begin fishing for credit very modestly and reasonably. They have left their pocket books at home, and want a little tobacco or tea, which they pay for their next visit. Then they lack a dollar or so in having change enough for their purchases which they adjust promptly. In the meantime they are constantly impressing you with the fact that they are doing all their trade with you, and are inducing their neighbors to patronize you also, until this part of their programme becomes almost offensive. At last, if they find you sufficiently

gullible they "strike you" for every cent you will stand, and become your avowed and vindictive enemies until they imagine the transaction forgotten.

But it is often impossible to gauge the amount which it will require to induce one of these gentry to sever all business and friendly relations with you. I once had a d. b. customer who was a cash buyer for a year or more, until I very foolishly gave him credit for a half dollar, and for some two years thereafter he never opened my door, or noticed me on the streets, but I have recently formed a new acquaintance with him which I intend shall not be jeopardized in the same manner as the former one.

An individual who, I think, regards me with as little toleration as any one I know, is one who, at one period, was a steady and profitable cash customer. His reputation for paying debts was decidedly unsavory, and I had made an iron-clad resolution not to trust him a dime's worth, but one winter himself and family were all stricken with some epidemic, and, as a matter of charity rather than business, I supplied him with necessities to a considerable amount. When he recovered he transferred his trade to another dealer, and his coldness and contempt, when we met accidentally, would probably depress and dishearten a more sensitive person than myself.

From a number of years of experience I am of the opinion that the dealer who extends credit to a doubtful customer, for the purpose of retaining his trade, makes a serious mistake, nine times out of ten. As a rule he is wonderfully thick-skinned in these matters, and although he may possibly leave you, temporarily, he will almost invariably return when his credit circle has been completely traversed. And it is certainly an almost universal trait of these parasites of trade that their cash transactions are seldom done with merchants whose property they have legally purchased.

G. R. ICE & COAL CO.,
Wholesale and Retail Dealers.

Now—Before any Advance—Write for Prices on Coal.

Grand Rapids Ice & Coal Co.,
52 PEARL ST.

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 peas—nuts to perfection.

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

HYDRAULIC ELEVATORS
Water Motors and Specialties
Send for New Catalogue.
Tuerk Hydraulic Power Co.,
NEW YORK: CHICAGO: 12 Cortland St. 39 Dearborn St.

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 37 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 217 miles; to Seattle by 177 miles, and to Portland by 324 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 1889 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.

C. R. Electro-Fox
ELECTROTYPERS
Stereotypers
Photo & Zinc Engraving
ALSO LEADS SUGAR, BRASS RULE
WOOD & METAL FURNITURE
Box 1000
MAPLE, ERECT GRAND RAPIDS MICH.

20,000 Sold to the Trade

In Grand Rapids in the past 30 days. Over 150 retail dealers in Grand Rapids are handling the Famous Five Cent Cigar.

"THE WHITE DAISY"

This cigar we guarantee to be the best nickel cigar in the State, all Grand Havana filler with a Sumatra wrapper. It is sold to the trade for 85¢ per M. Remember, you take no chances in ordering, for we guarantee the cigar to give entire satisfaction or they can be returned.

Beware of Imitations.

The genuine will have our signature on inside of cover of each box. Send in your orders by mail. The White Daisy is manufactured only by

MORTON & CLARK,
462 S. Division St., Grand Rapids.

HARVEY & HEYSTEK
JOBBER IN

Wall Paper and
Paints, Oils, Etc.

We are offering to the Trade some SPECIAL BARGAINS in Wall Paper at Less than Manufacturers' Prices. Your Correspondence is Solicited.

74 and 76 Ottawa St.,
Grand Rapids, Mich.



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

Jackson Cracker Co., JACKSON MICH.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun.	50
No. 1 "	35
No. 2 "	25
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 50
No. 1 "	2 20
No. 2 "	1 90
Pearl top.	
No. 1 Sun, wrapped and labeled.	3 70
No. 2 "	4 70
No. 2 Hinge.	4 70
La Bastic.	
No. 1 Sun, plain bulb.	1 25
No. 2 "	1 50
No. 1 crimp.	1 40
No. 2 "	1 60
Butter Crooks, per gal.	
Jugs, 1/2 gal., per doz.	65
" 1 "	90
" 2 "	1 80
Meat Tubs, 10 gal., each.	
" 12 "	75
" 15 "	1 00
" 20 "	1 25
Milk Pans, 1/2 gal., per doz. (glazed 60c.)	
" 1 "	75
" 2 "	75

H. SCHNEIDER & CO.,

Manufacturers of the famous

Dick and George,
Elks' Social Session

And other Popular Brands of Cigars, and
Jobbers of All Brands of

Fine Cut, Plug and
Smoking Tobaccos

21 Monroe St., Grand Rapids.

BUY

Muscatine

ROLLED

OATS

IF YOU WANT

THE BEST!



Wholesale A. HIMES Retail.

Cement, Lime and Hair. **Coal and Wood**

FIRE BRICK. **FIRE CLAY.** Office Opposite Powers' Opera House, 54 Pearl Street.

Sewer Pipe and Drain Tile. **Grand Rapids, Mich.** Telephone, 490-1 R.

Special Prices to Builders.

The Best Fitting Stocking Rubber in the Market.

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

CORLISS THE LANE & BODLEY CO. AUTOMATIC CUT OFF ENGINES

UNRIVALLED FOR STRENGTH DURABILITY AND CLOSE REGULATION.

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

H. Leonard & Sons.

Grand Rapids, Mich.

Near Union Depot. Cor. Spring and Fulton Sts.

The "GEM" Tricycle.

This is the most perfect tricycle on the market for Ladies and Children. It is recommended by Physicians as the First and Only Machine invented that Ladies and Girls of a delicate constitution can ride with benefit.

The GEM has Steel Wire Wheels with Grooved Steel Tires and Forged Steel Axles. It also has an

Adjustable Spring Seat

Upholstered with plush, filled with Japanese hair, which retains its elasticity, making it easy for the rider.

Prices quoted without fenders:

No. 1—20 inch Rear Wheels, for 3 to 7 years of age, \$6.67 Each.	
No. 2—24 " " " 7 to 11 " " " 8.00 "	
No. 3—28 " " " 11 to 14 " " " 9.34 "	
No. 4—32 " " " 14 to 18 " " " 12.00 "	

Same with rubber tires:

No. 7—20 inch Rear Wheels for 3 to 7 years, \$11.34 Each.	
No. 8—24 " " " 7 to 11 " " " 12.67 "	
No. 9—28 " " " 11 to 14 " " " 14.00 "	
No. 10—32 " " " 14 to 18 " " " 18.00 "	

We also carry Boy's Bicycles and Tricycles.

ASK FOR QUOTATIONS.

H. Leonard & Sons,

Mistress Mary
(quite contrary)
How does she
washing go;
With dainty lace,
and pillow-case,
And dresses
all in a row?
Their whiteness surely shames the snow
Twas Santa Claus Soap that made them so.

SANTA CLAUS SOAP.
All Grocers sell SANTA CLAUS SOAP.
Made by N. K. FAIRBANK & CO., CHICAGO.

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.

Grand Rapids Fruit and Produce Co.,
(SUCCESSOR TO GEO. E. HOWES & CO.)
Jobbers of

FOREIGN FRUITS.
Oranges, Lemons and Bananas a Specialty.
3 NORTH IONIA ST., GRAND RAPIDS.

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 BEST DELIVERY WAGON ON EARTH.



We Manufacture to Order: Horse 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.

Buy the Best.

It Is the Cheapest.

And you can always find the BEST Belting, Hose, Packings, Saws, Files, Emery Wheels, Shingle Bands, Band Nails, Oils and Greases, Lath Yarn, Cotton Waste, Oil and Grease Cups, Lubricators, and Anything Else in Mill Supplies that you may desire at the

LOWEST PRICES

For the Quality.

Samuel Lyon,

Corner Waterloo and Louis Sts.

GRAND RAPIDS, - MICH.

Amboy Cheese.

We have the pleasure to advise the trade that we have received the agency and sole control in this State of the "Amboy" Cheese, handled for many years by Messrs. Wm. Sears & Co. The quality of this brand has always been kept uniform and in every sense "Strictly Full Cream," making it so well and favorably known and appreciated by the trade that no further recommendation or guarantee is necessary.

Acme Cheese.

We are also the Sole Agents for the "Acme" Cheese, made in Herkimer Co., N. Y. This brand is a Strictly Full Cream Cheese and cannot fail to give satisfaction.

Please send us your orders.

Lemon, Hoops & Peters.
Grand Rapids, April 24, 1889.

GROCERIES.

The Sugar Situation.

From the New York Shipping List.

The heavy advance that has been established in the world's price of sugar since the first of January, or even since before that date, has attracted more usual attention in the commercial world, and as this advance seems likely to be maintained for some time to come, it may be interesting at the present moment to inquire into the causes that have resulted in the present unique condition of affairs, especially as the most reliable estimates of the yield of the current crop year are slightly in excess of the quantity actually produced last year. This gain, however, is due solely to the increased supply that is expected to become available from the European beet crop, for the world's production of cane sugar is found to have fallen below the estimates that were made four months ago. All the large producing countries—Cuba, Brazil and Java—have from different causes decreased their production to an extent that has not been compensated for by the countries showing an increase—Philippines Islands, Mauritius, Demerara and the Sandwich Islands. According to the estimates of Licht, the comparison for three years stands as follows:

The shortage here shown of about 83,000 tons is not of itself sufficient to account for an advance of 1½ cents per pound since the first of January, even when taking into consideration the increase in consumption, for, under normal conditions of the world's available supply, this discrepancy would scarcely be felt or cause such radical changes as have been in progress during the past month. The fact is that the present prices and statistical outlook are primarily the result of a small yield during 1887-88, which made it necessary to so far absorb the usual reserves that are carried over from one season to another that the present crop commenced without there being virtually any surplus of old sugar either in consuming or producing countries. The shipments from the island of Cuba alone from September 1 to December 31, 1888, were only 35,000 tons, against 111,000 tons for the corresponding period the previous year, which is equal to a falling off of 76,000 tons from that island before the new season begins, and which becomes all the more serious when the new crop is found to be short. It is, therefore, the result of a small crop the previous season that is making itself felt now, and is likely to become still more serious in its results, for the world has not only used up its normal surplus, but the present crop affords no opportunity for replenishing, because it will be barely sufficient to cover the requirements of an increased consumption. Under these circumstances it is easy to foreshadow that prices will gradually advance to a point where they will act as a check upon consumption; whether that point has yet been reached remains to be seen. Such a condition of affairs is likely to stimulate production, but after two years of short supplies the world will be in a position to absorb an abnormally large crop without bringing depression from oversupply.

Secretary Mills Reports Progress with the Knights of the Grip.

GRAND RAPIDS, May 13, 1889.
To the members of Michigan Knights of the Grip:

At the meeting of the Board of Directors, held in Lansing on April 19, the following members were elected a Board of Trustees, who are to be the custodians of the bonds and property of the association:

C. W. Gregg, Jackson, chairman; S. H. Rowe, Lansing; Harry Mest, Eaton Rapids.

The following bills were presented and orders on the Treasurer ordered drawn for the amounts:

Orders No. 1, 2, 3 and 4, Mich. Div., T. P. A., typewriter, \$50.00
Order No. 5, Fuller & Stowe Company, stationery, 30.00
Order No. 6, books and postage for Secretary's office, 11.45
Order No. 7, books and postage for Treasurer's office, 1.63
Order No. 8, labor in Secretary's office, 30.00

Total \$123.08

The President and Secretary were instructed to obtain a suitable lithographed or engraved certificate of membership, to be on parchment paper, and of their own design.

The Secretary was authorized to get up an official hotel hanger, containing the constitution and by-laws, objects and list of officers of the association, and to place one copy in each of the leading hotels of the State at no expense to the association, but to secure sufficient advertisements from hotels to be placed thereon to cover all expenses.

The Secretary was instructed to procure a suitable seal for the association.

Our present membership is 436, and our President is very anxious to make it 500 by June 1. If every member will do his part, we can swell the number far beyond that.

Our officers are actively doing their part, and each member can do much to aid them.

L. M. MILLS, Sec'y.

Wool, Hides and Tallow.

The wool market does not change. There is but little on the market, and that little is held at higher prices than will pay to manufacture. If any quantity was offered, prices would go lower. The Texas clip moves slowly, no sales being reported. Sales of the year are 13,000,000 pounds less than the corresponding period of one year ago. Cloths must sell more freely to make the raw goods any higher.

Hides still drag and are no higher, but have apparently touched bottom. Sales can be made only at low prices, which seemingly are low enough to tempt tanners, but prices of leather are equally low. Selections are close.

Tallow is lower, with little doing. Packers are asking ½¢ over what seapars want to pay.

The Coffee Market.

Chase & Sanborn describe the situation as follows:

Since the date of our last report the markets, both in this country and in Europe, have again developed the strong features reflected from the producing points. This fact, in connection with a marked improvement in the country demand and the more animated appearance of option trading, have served to advance prices ¼¢ to ½¢ per pound for actual coffee, and some 30 points for the speculative article.

The strength of the statistical position of nearly every variety of mild coffee has imparted an additional degree of firmness to this class of goods, some of the more desirable descriptions being in eager request, and prices equal to the highest paid for some two years past have been realized.

The recent decline in the rate of the Brazilian Exchange having promptly been met by a corresponding advance in the coffee market, the cost of importation from this country was not lessened even for a temporary period.

Latest cable communications from Rio and Santos are as follows:

	Strs.	Bags.
Rio purchases for United States during the week	55,000	
Rio purchases for Europe and other countries	24,000	
Steamers loading at Rio for United States	5	
Total Santos stock	280,000	
Santos purchases for United States	30,000	
Santos purchases for Europe and other countries	56,000	
Steamers loading at Santos for United States	1	
Total	6	445,000

The most important factor in connection with the improved tone of the market is undoubtedly the increased volume of the distributive trade, and (as it is well known that the consuming trade are in no position to delay their purchases) a continuance of like business conditions will likely tend to establish a still higher range of values. In view of all the facilities at present existing for the obtaining of correct facts respecting the position of the spot supply, and the reliable information concerning the future outlook, together with the well-known fact that the jobbing and retail trade are paying no margin of actual profit to the importer and the manufacturer, it is, indeed, somewhat surprising that a large proportion of the trade appear disinclined to carry even a fair working stock of coffee. A very slight comprehension of the nature of the conditions now in control of the coffee situation would seem to be sufficient to prove to the trade in general that any material decline in the market is neither probable or possible for a long time to come, and it, therefore, would appear that a strictly hand to mouth system of buying is an unwise and an unbusinesslike policy for the intelligent dealer to pursue.

Sugar and Coffee Growing in Mexico.

E. A. Moseley tells some very interesting stories about his recent trip to and through Mexico. He was particularly impressed with the crude methods in vogue in Vera Cruz in the cultivation of sugar cane and coffee. Instead of seeing the growers sow the cane seed, he was surprised to find that the cane was grown from stalks, planted in rows, and that one planting sufficed for from four to seven years. The crop is cultivated with primitive implements which would not be tolerated in any backwoods section of the United States, while the harness used deserves a place in the British Museum. The pressing of the cane is also done in the most crude manner imaginable, the juice being boiled down in pans not suggestive of great cleanliness, and kept in large stone jars. A mixture of clay and water, placed in the jars, clarify the contents sufficiently to enable the natives to market it.

The same fertile valleys where cane is cultivated also contain many coffee plantations. The soil is black, rich and moist. The coffee trees are about the size of our wild cherry trees, being surrounded by other trees and bushes for the sake of the shade, and the ripe coffee greatly resembles our native cherries when hanging on the trees. The crop is picked by the women and children, who reach it by means of ladders and step-ladders, when it is spread on the ground for a month or six weeks to rot the shell sufficiently to enable it to be taken off by means of the huller. The crop is handled mostly by brokers, who represent American buyers.

The high price of most articles of diet at the principal Mexican cities was a matter of considerable surprise. In the City of Mexico, for instance, ordinary crackers are 25 cents per pound, smoked ham 40 cents, figs 50 cents and Ivory soap 75 cents a cake. Those articles raised in Mexico are comparatively cheap, but—for an American palate—they are ruined in cooking.

The Grocery Market.

Refined sugars are a trifle lower, granulated being offered this week as low as 8.81, and in exceptional cases at 8½¢. The general opinion seems to be that the price will not vary much for a couple of weeks, when the ground recently lost is expected to be regained. Lemons have sustained a sharp advance, as the receipts of foreign fruit are 200,000 boxes short of a year ago. Warm weather would send the price still higher, while a continuance of the present cool weather would probably cause a considerable decline.

East Saginaw—Thomas Merrill and others recently attached 300,000 feet of lumber in the yard of Ring & Stevens, at Saginaw City, the lumber belonging to Dwight & Co., recently failed at Detroit.

Identification.

From the Toledo Blade.

"There is no source of annoyance to a traveling man so great," remarked Mr. E. S. Hedges, who is on the road for the Gendrons, to me the other evening, "as the necessity to which we are frequently put of securing men to identify us when we desire to cash drafts or money orders. We are, all of us, annoyed and embarrassed at such times, and I never saw any scheme to do away with the difficulty until one day last week in Des Moines, Iowa."

"After dinner, a friend of mine said to me, 'Come down to the bank a minute. Want to show you something.'"

"We went down, and he remarked to the paying teller:

"Draft here for me?" giving his name.

"Yes, sir," responded the banker.

"Photograph accompany it?"

"Yes, sir."

"Please look at it and see if I am the man."

"The clerk did so, he was the man, and a moment later he had his money, and had been subjected to no trouble or mortification at all."

"He told me, as we went out, that he immediately returns the photograph to his house and they always inclose it with drafts. It's the cleverest scheme I ever saw."

Playing for a Pension.

"Why, Mr. Snifkins, one of the fingers on your right hand is gone," said a young woman.

"Yes, I lost that in eighteen-sixty-three."

"During the war?"

"Yes."

"Where did you lose it?"

"At Tompkin's sawmill."

Smoke "Our Knockers" and enjoy good health. Sold by Morris H. Treusch & Bro., exclusive wholesale tobacconists.

Branch: Seefield, Shurmer & Teagle, Cleveland, Ohio.

A Difference of Opinion.

"My dear," said the wife, "you are not ordering enough groceries for the family, now that mother and sister Helen are with us."

"Plenty of groceries, but too much family," responded the unfeeling husband.

Cider—10¢ per gal.

Copperage—Pork barrels, \$1.25; produce barrels 25¢.

Butter—Creamery is in plentiful supply at 20¢.

Dairy is in plentiful supply at 16¢ to 17¢.

Beans—Handlers are paying about \$1.25 for unpecked and getting \$1.65 for hand-picked.

Cabbages—Southern stock is in fair demand at 8¢ per crate.

Cider—Out of market at present.

Cider—10¢ per gal.

Copperage—Pork barrels, \$1.25; produce barrels 25¢.

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Cabbages—Southern stock is in fair demand at 8¢ per crate.

Cider—Out of market at present.

Cider—10¢ per gal.

Copperage—Pork barrels, \$1.25; produce barrels 25¢.

Butter—Creamery is in plentiful supply at 20¢.

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Drugs & Medicines.

State Board of Pharmacy.
One Year—Ottmar Eberbach, Ann Arbor.
Two Years—Geo. McDonald, Kalamazoo.
Three Years—Stanley E. Parkhill, Owosso.
Four Years—Jacob Jenson, Muskegon.
Five Years—James Verner, Detroit.
President—Geo. McDonald.
Secretary—Jacob Jenson.
Treasurer—James Verner.
Next Meeting—At Star Island House, near Detroit, Tuesday and Wednesday, July 2 and 3.

Michigan State Pharmaceutical Ass'n.
President—Geo. Gundrum, Ionia.
First Vice-President—E. M. Alder, Lansing.
Second Vice-President—H. M. Dean, Niles.
Third Vice-President—O. Eberbach, Ann Arbor.
Secretary—H. J. Brown, Ann Arbor.
Treasurer—Win Dupont, Detroit.
Executive Committee—A. H. Lyman, Manistee; A. Bassett, Detroit; F. J. Wurzburg, Grand Rapids; W. A. Hall, Greenville; E. T. Webb, Jackson.
Local Secretary—A. Bassett, Detroit.

Grand Rapids Pharmaceutical Society.
President, J. W. Hayward, Secretary, Frank H. Escott.
President, F. E. Kipp, Secretary, Albert Brower.

Grand Rapids Drug Clerks' Association.
President, J. W. Caldwell, Secretary, B. W. Patterson.

Detroit Pharmaceutical Society.
President, J. W. Caldwell, Secretary, B. W. Patterson.

Muskegon Drug Clerks' Association.
President, C. S. Koon, Secretary, J. W. Hoyt.

Favors a Change in the Place of Meeting.
The May issue of the *Pharmaceutical Era* contains the following editorial expression:
The next meeting of the Michigan State Pharmaceutical Association will be held, according to announcement, in the city of Detroit. There could be selected no pleasanter meeting place, nor one where the visiting pharmacists would be more welcome. But there exists considerable dissatisfaction, we learn, among the membership of the Association regarding this choice. It is argued that Detroit had the last meeting, hence a different section of the State should be favored this year. This city, situated way down in a corner of the State, is far from being the most desirable as a meeting place for a representative State association. That it has many attractions for the druggist from the interior of the State is undeniable. In attending the annual meeting of the Association he combines pleasure with profit, seizing the opportunity presented by cheap railroad and hotel rates to make a visit of several days' duration, buying goods in person from the various jobbing houses, and participating in many of the pleasures offered by a city of this size. But a strong opinion prevails that some other portion of the State should have been selected for the gathering this season, many, even of the officers, feeling that in meeting in Detroit there would be little or no representation from certain far away sections which it is greatly desirable should be reached at this time.

We are aware that this matter was very fully discussed last September. The drug trade of Detroit, and we especially, are always glad to welcome the society, and it is from no feeling that its visits are wearisome that we speak as we do. There can be arranged no better programme of amusements and other inducements than that offered here, but a good time is not the first and greatest desideratum in such a meeting. There are other considerations of paramount importance.

Against holding the meeting in Detroit has been raised the objection that druggists here are heavily taxed to entertain their brother pharmacists, but this objection has no weight, for the expense to our druggists is much less than when they go away.

The reason for our advocacy of a reconsideration of the decision of last year is, that different sections of the State should be visited in rotation, and, as Detroit was honored last year, some other locality should now be chosen. We but voice the expressed sentiments of many members in suggesting a change of place, even at this somewhat late date, naming no particular city, but leaving the choice entirely to those whose duty it is to decide the matter. The M. S. P. A. has held but half a dozen meetings, as it is yet in its infancy, but of these Detroit has been the gathering place for three. Surely 50 per cent. ought to satisfy the most exacting.

As many members are opposed to the present arrangement, and as it is not too late for a reconsideration of the matter, the *Era* would be much gratified to receive the opinions of any interested, and offers its correspondence columns for a free discussion.

The *Era's* intentions are, no doubt, good enough, but it is probably not aware of the fact that no other city than Detroit dare put in an invitation for the meeting. The experience of Grand Rapids has served as a warning to other interior cities which might cherish an ambition in that direction. At the close of the Grand Rapids meeting, three years ago—during which time the local druggists, wholesale and retail, had exhausted every resource to make the convention a pleasant one—Ex-President Bassett invited the Association to hold the next meeting in Detroit on the ground that "Detroit is the only place in the State where the Association can be properly entertained."

If the *Era* man had been present at that convention, and had witnessed the dejected look depicted on the faces of Grand Rapids druggists, he would not now be advocating a change of meeting place from Detroit.

Mr. Damon Refutes the Rumors.
Readers of *The Tradesman* will probably recall the reference in last week's paper to the rumors current on the floor of the House concerning the former business habits of the author of the Damon liquor bill, which is unnecessarily severe on the druggists. Mr. Damon takes exception to the publication of the rumors in the following mild-mannered fashion:

STATE OF MICHIGAN,
REPRESENTATIVE HALL,
LANSING, May 10, 1899.
E. A. Stowe, Grand Rapids.

DEAR SIR—In your issue of May 8, under the head of "Editorial Correspondence," you take occasion to make a scurrilous and unwarranted attack on me. I challenge you to name one "reputable" man who knows anything about me or my method of doing business, pres-

ent or past, who will say that your charges or insinuations are well founded, or even that there is a shadow of truth on which to base them. I am and have been a law-abiding citizen and am sincere and honest in my legislative efforts. You owe me an apology and a full retraction in your paper of the libelous statements made in the issue above indicated, which I trust you will be just, manly and honorable enough to make.

Yours, etc., JNO. A. DAMON.
P. S.—I would also like the names of your informants.
As *THE TRADESMAN* made no statements on its own authority, but contented itself with repeating rumors as its editor heard them, Mr. Damon's denial is a sufficient refutation in itself.

How a druggist, however, could father a bill which would place his brother druggists on a par with saloonkeepers is more than *THE TRADESMAN* is able to comprehend. If Mr. Damon has any curiosity to know how his action is regarded by his brother druggists all over the State, it would be well for him to attend the annual meeting of the Michigan State Pharmaceutical Association, at Detroit, next fall. Somebody will be dropped from the roll of members about that time with a dull and heavy thud.

Explosive Drugs and Chemicals.
Chlorate of potash is the most explosive substance with which chemists and druggists have to deal. By itself it seldom gives rise to serious accidents, but the violence of its character is occasionally shown, and that most frequently and disastrously in the case of colored fire-works. We learn from the report of Her Majesty's Inspector of Explosives that Dr. Dupre, the chemist to this department, last year had to investigate an accident in Pain's fire work factory, arising from the explosion of colored stars. The results are of interest as corroborating previous observations regarding the highly sensitive nature to percussion and friction of chlorate mixtures, particularly at highly elevated temperatures. The chemicals employed in the manufacture of the stars were found to be chlorate of barium and potassium, nitrate of strontium, shellac, coal, and lamp-black.

Lamp-black is liable to contain an appreciable quantity of free sulphuric acid, but there was none in this case. It was found, however, that one of the ingredients (Chertier's copper) of one of the stars was distinctly acid, and was the cause of the explosion.

Chertier's copper is a mixture of chlorate of potassium and sulphate of copper, which has been moistened with ammonia and dried. When freshly made it is alkaline, but in time it loses ammonia, becomes acid, and evolves chlorine compounds, owing to the decomposition of the chlorate of potassium by the sulphate of copper. In other words, Chertier's copper is liable to spontaneous decomposition, and the presence of such substance in a combustible or explosive mixture can do but be highly dangerous.

It is marvelous how little is required to induce "spontaneous" decomposition in these explosives. Thus the paste used for making pill boxes becomes acid, owing to a change in the alum of the paste; and as no chlorate mixture should ever be brought into contact with materials that are either acid in themselves or liable to become acid in the course of keeping, it is obvious that the spontaneous ignition of such mixtures kept in these boxes becomes merely a question of time and circumstances. These remarks apply more particularly to fire works, but pharmacists will do well to keep the facts in mind when they are handling powders or other preparations containing chlorates.

How to Cure a Sprained Ankle.
From the New York Tribune.
During the past season, when the sidewalks were occasionally covered with ice, one was apt to slip, and the result too frequently was a sprained ankle. Just what to do with an injury of this kind has frequently benighted the best physicians and surgeons. That numerous individual, John Smith, comes forward and says that such an injury is only trivial and that the victim can be got on his feet again in twenty-four hours, with the ankle free from pain, strain or swelling. This person was baptized John Smith, but he is called "Happy Jack."

He is a trainer of athletes, and has piloted many pedestrians to victory in the walking matches at Madison Square Garden during the past few years.

"When a person gets a sprained ankle," says "Happy Jack," "he goes to a physician, has the leg painted with iodine and stays in the house for a week or ten days. How I cured John L. Sullivan of a sprained ankle will serve to illustrate my system. I found him in his saloon in Boston, laid up with a badly swollen limb. He asked me what I could do for him, and I went to work.

"What's that?" said I, taking his foot and removing a lot of bandages.
"My doctor has painted my foot and ankle with iodine," said the man of muscle.
"All right, I will fix you," said I. I went over to a grocery store and got a pound of common soda. Then I got a pot of boiling water, put it in a tub and put the soda into it. Then I got some woolen rags, dipped them in the solution and wrapped them around the injured member. I wrapped dry cloths around do its work thoroughly. I changed the bandages every fifteen minutes, and had his nurse do the same when I went home at night. When I called the next day my patient was all right. It would have taken two weeks for the iodine to have done its work.

"A peculiarity about this treatment," said "Happy Jack," "is that no swelling remains and that the flesh is not even discolored."

The Usual Way.
"My husband is the stingiest man I know, he won't give me a cent for pin money without a quarrel."
"I never have any trouble in getting money from my husband."
"How do you accomplish it?"
"I wait until he is asleep."

The Drug Market.
Prices are steady and there are few changes of importance. Opium is steady. Quinine and morphia are unchanged. Cattle bone is lower. Gambier has advanced. Linseed oil is higher. Turpentine has declined.

Obey the Law
by keeping a record of your liquor sales. If you have not a record book, send \$1 to E. A. Stowe & Bro., Grand Rapids, and receive one by return mail.

Carry the News to Stoketee.
Dr. Grimand claims that the use of any natural sulphur water as a drink and as an occasional cathartic is an infallible cure for and preventive of pin worms.

Special attention to druggists and grocers. Order "Our Knockers" cigars from M. H. Treusch & Bro., wholesale tobaccoists.

ADULTERATION OF LARD.
Compound Lard Sustained if Sold Under Proper Representations.
From the Commercial Bulletin.
The reported action of the French Government adverse to adulterated lard is in accordance with a sentiment to which we cannot afford to remain indifferent. The leading nations of the Old World and the new have declared un-

mistakably their opposition to the importation into their markets under the name of lard of a compound freely denounced in its own country as an adulteration and a deception. England, France, Germany, Canada and Mexico are in virtual accord on this question, and a verdict to which they all subscribe cannot be attributed to unfriendliness nor a desire to discriminate against a product so important to their people. They have accepted the declaration, persistently made and sustained by committees of our own legislatures and Congress, that our lard trade is largely based on fraud, and they are, one by one, taking steps to protect themselves against deception. It is true that American lard is an important item in the food supply of the world, and that by discriminating against it foreign nations injure their own people; but it is also true that it is an important item of our commerce, and that we cannot afford to invite action by other nations excluding it from their markets. The so-called pure lard movement in this country has resulted in an attack on the integrity of our product that affords ample excuse for restrictive legislation wherever public sentiment insists on fair dealing and honest trade representation, and has supplied the pretext for hostile action wherever the spirit of "protection" or resentment prompts a desire to exclude our lard from a foreign market. In view of the testimony submitted to Congressional committees, we cannot complain of any action yet taken, nor be surprised at more radical measures, if we do not ourselves adopt some means of removing the pretext for prohibitions and restrictions. The case has been made out that of our so-called lard production a very large percentage is not lard in the sense of an unadulterated hog product, but is a compound equally wholesome and nutritious, as well or better adapted to many uses, specially fitted for some branches of foreign trade, and cheaper than the unadulterated article. The facts in this case have been given as widespread publicity as has ever been accorded to the merits of any commercial controversy. The so-called refined or compound lard has received its scientific testimonials endorsed by Congressional committees, and its merits and comparative advantages have been as widely and freely advertised as the pure lard movement has exercised its influence. The nations of the world have listened to an unseemly fight between two factions of our lard trade, and have declared their judgment that in the interest of fair dealing our products should be sold for what they are, and that so long as we denounce a large portion of our lard trade as a deceptive adulteration, we had better protect themselves. In view of the present state of affairs, it seems almost incredible that there should be a difference of opinion as to the advisability of requiring lard and its compounds to be sold under truthful representations as to their character. Deception and misrepresentation can never confer substantial or lasting advantage; but in this case the secret is out, and whatever motive may have existed for concealing the fact of lard adulteration it has been destroyed by the complete exposure. There can be no reason, even on the lowest ground, for refusing to act openly on a state of affairs so generally understood. There should be an acknowledgment of the presence in our own markets and port trade of two distinct articles—a pure and a compound lard—clearly distinguished, plainly designated, and competing for favor on their merits. If the compound lard is recognized and accepted at home, its cheapness appreciated, and its sale conducted openly, it will find as much favor abroad as its merit deserves, and will be as fairly treated. If it is sold under false pretenses at home and the inference justified that it fears to forfeit favor by avowing its character, not only will the present contest continue and the criminal of rivals afford pretext for additional restrictions and decrees of exclusion, but the scandal will reflect discredit on other branches of American trade, and exercise influences as injurious and far-reaching in their evil consequences as the attempted deception is demoralizing and dishonest.

Fifty Years an Apothecary.
In Vienna, recently, Edouard Steinebach, the imperial court apothecary, celebrated the jubilee of his service. Herr Steinebach is a councillor of the empire and a knight of the order Franz-Josef, and on the day on which he completed his fifty years of service was visited and congratulated by the officials of the imperial court, of the order to which he belongs, and by the president of his gremium, besides hosts of less distinguished persons and private friends.

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A Heavy Dose.
A Canal street druggist recently received the following order, written on a dirty piece of note paper:
Mister Druggist: Please send ipecac enough to throw up a four-year-old girl.

LIQUOR & POISON RECORD
COMBINED.
Acknowledged to be the
Best on the Market.
E. A. STOWE & BRO., 100 Louis St., GRAND RAPIDS.

Wholesale Price Current.
Advanced—Gambler, Linseed Oil. Declined—Cutter Bone, Turpentine.

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Good News for Druggists.
THE TRADESMAN is informed that the Senate Committee on Liquor Traffic decided on two important amendments to the Damon bill last Friday—one striking out the clause compelling purchasers of liquor to sign their names in the record book and the other changing the time for filing the record with the township, village or city clerk from one month to three months. In this form the bill will go before the Senate.

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Polishina HAZELTINE & PERKINS DRUG CO.
This is the Time to Paint.
The Best is Always the Cheapest.
WE HAVE SOLD THE
Pioneer Prepared Paint

For many years and
GUARANTEE
Same to
Give Satisfaction.

Dealers in paints will find it to their interest to write us for prices and sample cards.

HAZELTINE & PERKINS DRUG CO.,
GRAND RAPIDS, MICH.

CINSENC ROOT.
We pay the highest price for it. Address
PECK BROS., Wholesale Druggists,
GRAND RAPIDS.

Wholesale Price Current.
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The Michigan Tradesman

UNMASKED.

There used to live a learned man,
As wise as wisdom could be,
You'd find it very hard to find,
A wiser man than he.

He'd studied all theologies,
And knew them all by heart;
No man was better versed than he
In science or in art.

His neighbors all revered him, and
Deferred to him with awe;
They thought he was the wisest man
This old world ever saw.

But even this wise man proved no
Exception to the rule:
For finally he fell in love
And acted like a fool.

THE OKLAHOMA DELUSION.

Written for THE TRADESMAN.

It is now more than half a century since Dr. Andrew Reed visited this country as the delegate of the English Congregational Union, and wrote a valuable book on America and its ecclesiastical and social life. He visited what was then the Far West of Southern Ohio and Indiana, and in traversing the country on a stage he remarked to the driver that the settlers had got their land very cheap at a dollar and a quarter an acre. The driver replied that there was more appearance than reality in this cheapness, for that when it was considered what hardships and privations the settlers of a new country had to endure, it probably would be found that no land in this country was so dear as that purchased from the public domain. This shrewd remark is exactly in the line of the soundest views in political economy. No part of Henry C. Carey's work in this field is more valuable than his exposition of the nature of land-value. As he long ago showed by both sound reasoning and many instances, it is not the natural qualities of any soil which impart to it its power to command rent and price, but human labor expended either upon that land or upon land in its immediate vicinity. The most fertile part of the earth's surface is the Amazon Valley, and a square mile of that valley is worth less in the land market than an acre of the Grand River Valley. An acre of Massachusetts land is worth seven times as much as an acre in Mississippi, although the natural fertility is in about the opposite ratio. Land, like everything else, derives its utilities, which constitute it a part of human wealth, from human labor.

The opposite view is that which has controlled the conduct of the masses of our settlers on the public domain. The idea that in some way the mere possession of land conferred wealth, instead of merely conferring the potentiality of wealth, has drawn millions across the Atlantic and hundreds of thousands from the older States to begin life on a "homestead." In many cases the sons of our Eastern farmers have left the old for a new, and always under the mistaken idea that the government was conferring a great boon on them by letting them have a hundred and sixty acres for the cost of survey. A Vermont newspaper mentioned one case in which the three sons of a farmer in that State agreed that the oldest should take his father's farm, and that the other two with his help should strike out for the West. It says that thus far the Vermont farm has been feeding the occupants of the other two.

Partly this land mirage retains its hold over the masses of men because they do not easily realize what they are giving up in making their homes in a new country. They are leaving the accumulations of past generations behind them. Churches, school-houses, public roads, a thousand and one accumulated advantages of an older society, seem hardly to enter into the account, and some of them are the less felt as losses because the people of older settled communities act with great generosity in helping to supply many of their wants. The schools and churches and colleges of the West are very largely the gift of Eastern philanthropy, and if the new community had been left to shift for itself in these matters, and to educate its own ministers, lawyers and physicians, it might have furnished a sorrowful comment upon the argument of Dr. Bushnell's great discourse, "Barbarism the First Danger."

Besides this, the West has been subsidized from the East in another very important way. Our railroad system, although built mainly by Eastern capital and credit, has been managed so as to deprive the East as much as possible of the advantages of proximity to great centers of population. The rates for the transportation of Western produce have been put low, at the expense of the Eastern farmer, who has been obliged to pay as much to have his wheat carried a hundred and fifty miles, as the Minnesota farmer has to pay for ten times that distance. Indeed the railroads have been approaching the principle of the Post Office in their charges, so that we might have expected them by-and-by to announce that goods would be carried at rates proportional to weight, and irrespective of distance. But the operation of the Inter-State Commerce law cannot but tend to deprive the West of the unfair advantage of getting its produce carried for "what the traffic will bear."

The sudden settlement of Oklahoma is the crowning instance of this folly of rushing at new land as though it were an agricultural El Dorado. Already a large proportion of the new settlers have made the discovery that there is another side to bargains such as they have been making there. Many of them have left the territory and others are going. Not that it will be abandoned. American grit may be trusted to make the best of a bad bargain in this as in many other instances. Exposure to cold and malaria, hunger and unwholesome food, and similar Malthusian "checks" may be expected to thin out the weaklings. Something like one-half the Indian tribes transported from the Southern States to the Territory died within the first five years after their transfer. The white man, in this as in other cases, will prove somewhat tougher. But the graves of thousands of these first settlers will be the only mark they will leave on the land. And the remainder will make out life for years in huts, tents and dug-outs, deprived of all the advantages of civilized life, to find themselves at the last in possession of farms which cost them in labor-price in reclaiming at least as much as a farm in the Eastern States would have done. And socially, morally and intellectually, they will have suffered through their deprivation of what really makes life worth living, and they will have developed a type of society such as Mr. Howe has described for us in his "Story of a Country Town."

Economically, they will have had reason to believe that land is much more like other property than they had been led to suppose—that a farm is as much a manufactured article as a ship, and a good deal more costly than the prices of the Land Office had suggested. They will find that nearness to market is quite as important to a farmer as fertility of the soil, and that the best that a farmer in a new country can do to bring the soil under cultivation is insufficient to make effective use of its most valuable resources. Oklahoma is anything but happily situated as regards access to the centers to which the farmer must look for his customers. It makes its start at a time especially unfavorable for new localities far from their market. Its Western rivals were well under way before the railroads were called to account for their favoritism to the prairie farmer. It begins under the rule of the Inter-State Commerce Commission. They generally started when the foreign market for our produce was sufficient to consume our surplus. Unless the failure of the crops in Australia should increase the demand for our cereals, there is no likelihood that we shall make a better market this year than for some time past.

WOLVERINE.

Facts for the Public.

BY H. F. BURTON.

Any company having a paid up capital of \$100,000 can gain admittance to do a fire insurance business in Michigan; no deposit is required in this State and there is not one company that has any deposit with the State authorities for the protection of its policies. Any company with only \$100,000 capital can be impaired \$14,999.99 and do business in Michigan under the law.

Why will business men pay the same rates to small irresponsible companies with little or no surplus, when they can procure policies in the following companies at the same rates? The first five companies have the largest surplus to policy holders of any companies doing business in the United States:

Assets. Surplus.
Etna of Hartford.....\$ 9,781,732 \$ 7,696,515
Home of N. Y.....8,961,657 4,502,463
North America of Phila-
delphia.....8,696,957 5,638,967
Hartford of Hartford.....5,750,081 3,483,985
German American of N. Y.....5,388,533 3,174,475
Continental of N. Y.....5,028,345 2,226,692
Franklin of Philadelphia.....3,292,842 1,353,236
Springfield F. & M. of Mass.....3,290,142 1,867,992
Pennsylvania of Phila-
delphia.....3,106,553 1,691,076
Niagara of N. Y.....2,326,281 270,549
National of Hartford.....2,260,135 1,507,120
Queen of England.....2,133,892 845,438
Underwriters of N. Y.....3,386,894 2,655,173
Total.....\$63,524,233 \$36,842,646

H. F. BURTON.

54 Pearl street, Grand Rapids.
Telephone No. 732.

SEEDS!

If in want of Clover, Timothy,
Hungarian, Millett, Orchard
Blue Grass, Seed Corn—Early
Yellow or Dent, Turnip or Ruta
Baga, or, in fact, Any Kind
Seed, send to the

Seed Store,
71 Canal St., GRAND RAPIDS.
W. T. LAMOREAUX.

WANTED!

We want stocks of goods in exchange
for \$100,000 worth of productive real
estate in Lansing city property and im-
proved farms.

R. A. CLARK & CO.
Real Estate Brokers Lansing Mich.

Advertising Cards and Specialties.

We carry a larger stock of these goods than any
other house in this country.
Are Manufacturers, Importers and Publishers of
7,000 styles. Catalogue free. Samples we
charge at cost and allow a rebate after we
receive orders sufficient to justify us.
AGENTS WANTED.
Novelty Card and Advertising Co.,
105-57 Monroe St., Chicago, Ill.

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.

E. C. STUDLEY,
Manufacturer and dealer in

Leather and Rubber Belting,
Rubber Goods, Sporting Goods,
Mill and Fire Department Supplies

We manufacture the VERY BEST Pure Oak
Tanned, Short Lap, Leather Belt that is made,
and make them either Riveted, Pegged or Sewed.
Belts repaired, made endless and put on.

Agent for the New York Belting and Packing
Company's Rubber Belting, Hose and Rub-
ber Goods for mechanical purposes.

Lubricating Oils and Greases of all
kinds, Cotton Waste, Lath Yarn, Hay and
Hide Rope, Lace Leather, Belt Fastenings
of all kinds, Babbit Metal, Emery Wheels,
Disston's Saws, Nicholson's and Black
Diamond Files, Hancock Inspirators,
Brass Valves of all kinds, Steam and
Water Gauges, Lubricators and Grease
Cups, Packings of all kinds, Boiler Com-
pound.

Sole Agent for A. G. Spaulding & Bro.'s sporting
Goods, and L. Candee & Co.'s rubber
boots and shoes.

SEND FOR ILLUSTRATED PRICE LIST.

N 4 Monroe Street,
Grand Rapids, - - Mich.



Every garment bearing the above ticket is
WARRANTED NOT TO RIP, and, if not as re-
presented, 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.

WHY WEAR PANTS
That do not fit or wear satisfac-
torily, when you can buy the
Detroit Brand, that are perfect in
style and workmanship.

JACOB BROWN & CO'S
PERFECT FIT.
Superior Make
**PANTS and
OVERALLS.**
ASK FOR THEM!

TIME TABLES.

Grand Rapids & Indiana.
GOING NORTH.
Traverse City & Mackinaw.....Arrives. Leaves.
Traverse City & Mackinaw.....9:05 a.m. 11:30 a.m.
From Cincinnati.....7:30 p.m.
For Potoskey & Mackinaw City.....3:35 p.m. 5:00 p.m.
Saginaw Express.....11:30 a.m. 7:20 a.m.
Saginaw.....10:30 p.m. 4:10 p.m.
Saginaw express runs through solid.
7:00 a.m. train has chair car to Traverse City.
11:30 a.m. train has chair car for Potoskey and Mackinaw City.
5:00 p.m. train has sleeping car for Potoskey and Mackinaw City.
GOING SOUTH.
Cincinnati Express.....7:15 a.m.
Fort Wayne Express.....10:30 a.m. 11:45 a.m.
Cincinnati Express.....4:40 p.m. 5:00 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 a.m.
Sleeping car rates—\$1.50 to Potoskey or Mackinaw City; \$2 to Cincinnati.
All trains daily except Sunday.

Muskegon, Grand Rapids & Indiana.
Leave.
7:15 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 Bridge street depot 7 minutes later.
C. L. LOCKWOOD, Gen'l Pass. Agent.

Detroit, Grand Haven & Milwaukee.
GOING WEST.
Arrives. Leaves.
Morning Express.....1:05 p.m. 1:10 p.m.
Through Mail.....5:00 p.m. 5:10 p.m.
Steamboat Express.....10:40 p.m. 10:45 p.m.
Night Express.....6:50 a.m. 7:00 a.m.
Mixed.....7:45 a.m.
GOING EAST.
Detroit Express.....6:45 a.m. 6:50 a.m.
Through Mail.....10:30 a.m. 10:35 a.m.
Evening Express.....3:40 p.m. 3:50 p.m.
Limited Express.....6:25 p.m. 6:30 p.m.
Daily Sundays 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 to Detroit connecting at Milwaukee Junction with through sleeper to Toronto, and at Detroit for through sleeper to Niagara Falls.
Through tickets and sleeping car berths secured at D. & M. R. R. office, 25 Monroe St., and at the depot.
JAS. CAMPBELL, City Passenger Agent.

Toledo, Ann Arbor & Northern.
For Toledo and all points South and East, take the Toledo, Ann Arbor & North Michigan Railway from Owosso Junction. Sure connections at above point with trains of D. & M. R. R. and connections at Toledo with evening trains for Cleveland, Buffalo, Columbus, Dayton, Cincinnati, Pittsburgh, Creston, Orville and all prominent points on connecting lines.
A. J. PAISLEY, Gen'l Pass. Agent

Thompson's

Sold Only by

J. H. THOMPSON & CO.,

IMPORTERS OF

Teas, Coffees

AND

Spices,

DETROIT, MICH.



COFFEE.

C. H. CORNELL,

(Successor to CORNELL & KERRY.)
Wholesale and Commission

Fruits and Produce.

Agent for the Wayland Cheese.

30 NORTH IONIA STREET, TELEPHONE 253, GRAND RAPIDS, MICH.

I. M. CLARK & SON,

WE ARE HEADQUARTERS

—FOR—

**Teas
Syrups
Molasses**

Wholesale Grocers

**BROWN'S
SEEDS**

Clover,
Timothy,
Alfalfa,
Alsike,
Red Top,
Hungarian,
Millett.

We carry a large assortment of all kinds of Seeds, Onion Sets and Seed Potatoes.
Parties wishing anything in this line please write to us.

We have taken great pains to have our seeds pure and reliable. Our stock is fresh, and if you want anything in the way of Garden or Field Seeds, you can get them of us cheaper than sending out of the State.

Alfred J. Brown's Seed Store,
GRAND RAPIDS, MICH.

PERKINS & HESS
DEALERS IN
Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE

To dealers and Consumers;
Our offer of \$1000.00
reward for shoddy or spurious leather
of any kind found in any shoe made
by us has never been claimed and
is still continued. Yours truly
Detroit, May 1889,
Pine & Smith

CANDY! We manufacture a full
line, carry a heavy stock,
and warrant our goods to
be STRICTLY PURE and
first class.
PUTNAM & BROOKS.

No Chemicals.

**W. BAKER
& CO.'S**

Breakfast Cocoa

Is absolutely pure

and it is soluble.



To increase the solubility of
the powdered cocoa, various expedi-
ents are employed, most of them
being based upon the action of some alkali, potash, soda or
even ammonia. Cocoa which has been prepared by one of
these chemical processes can usually be recognized at once
by the distinct alkaline reaction of the infusion in water.

W. Baker & Co.'s Breakfast Cocoa
is manufactured from the first stage to the last by perfect
mechanical processes, **no chemical being used in
its preparation.** By one of the most ingenious of these
mechanical processes the greatest degree of fineness is
secured without the sacrifice of the attractive and beautiful
red color which is characteristic of an absolutely pure and
natural cocoa.

W. Baker & Co., Dorchester, Mass.

Seventeen Years on the Market

With a steady increase in demand.

Jennings' Flavoring Extracts

ARE ALWAYS RELIABLE AND UNIFORM IN QUALITY AND PRICE, BEING
MADE EXCLUSIVELY FROM THE FINEST FRUIT THAT GROW CANNOT
BE OTHERWISE THAN THE FINEST FLAVORS PRODUCED.

Dealers will always find Jennings' Extracts saleable and profitable
goods to add to their stock. Order through your Jobber or direct from

Jennings & Smith,

Grand Rapids, Mich.

SEE QUOTATIONS THIS PAPER.

Nuts

We carry a large stock of Foreign
and Domestic Nuts and are at all
times prepared to fill orders for
car lots or less at lowest prices.

Putnam & Brooks.

THE OLD RELIABLE

PUT UP IN

Boxes, Cans, Pails, Kegs, Half
Barrels and Barrels.

Send for sample of the celebrated

Frazer Carriage Grease

The Frazer Goods Handled by the Jobbing
Trade Everywhere.

