

# The Michigan Tradesman.

281

VOL. 6.

GRAND RAPIDS, WEDNESDAY, MAY 22, 1889.

NO. 296.

**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.****"Our Leader"****The Finest 5-Cent Cigar on the  
Market.****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.****H. W. NASH, Cashier.****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.****NEWAYCO 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; silvets, trimmings;  
6 feet long, 28 inches wide, 18 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.  
Boxing and cartage free.****D. D. COOK,****106 Kent St., - Grand Rapids, Mich.****Millers, Attention****We are making a Middlings  
Purifier and Flour Dresser that  
will save you their cost at least  
three times each year.****They are guaranteed to do  
more work in less space (with  
less power and less waste)  
than any other machines of  
their class.****Send for descriptive cata-  
logue with testimonials.****Martin's Middlings Purifier Co.,  
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 se-  
lect 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. COON, 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 up on 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****APOTHECARYS BRAND.****Los Doctores****CUBAN HAND MADE HAVANA CIGARS****10 Cents Each****3 for 25 Cents****FREE FROM ALL ARTIFICIAL FLAVORING****DOCTORES****EVERY CIGAR BRANDED****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.****Hazeltine & Perkins Drug Co.,****Wholesale Agts., Grand Rapids****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 520.****OFFICE AND FACTORY,  
81 & 83 Campau St.****GRAND RAPIDS, MICH.****BARNETT BROS.****159 South  
Water Street,  
CHICAGO.****Commission Merchants****AND DEALERS IN****FRUITS.****We handle all lines of Foreign  
and Domestic.****ORDERS PROMPTLY FILLED AND  
CONSIGNMENTS SOLICITED.****FINE****"FLOR DE MOEBS,"****Straight 10c.****"BEN HUR,"****3 for 25c.****"Record Breakers"****"Detroit Sluggers,"****Favorite 5-Centers.****FRAGRANT.****Sold by Dealers Everywhere.****ASK FOR THEM.****MANUFACTURED BY****GEO. MOEBS & 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.****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.****TREAT HIM GENTLY.****Warnly press his jeweled finger.****Ask him how he likes to-day;****Speak to him in accents chipper.****List to all he has to say;****Greet the envoy from the centers.****From the marts of every land—****Lo, behold! the drummer enters****With his sample case in hand!****For you will not see him ever.****Some day he'll be laid away.****With his little yarn together****Hidden far from light of day.****Then remorse your peace will scatter****If you ever did give him pain.****And you'll miss his merry chatter****When the robins nest again.****Hearken, then, O merchant Cress!****To his merry little tale;****Think of home joys that he misses****In his life upon the rail;****Think what you would do without him****And his grip and sample case—****What a charm there is about him****From his toes to smiling face.****He it is that ever brings in****All the latest and the best.****Makes you buy the very things in****Which you know you'd never invest:****Calls you "Tom" or "Dick" or "Jimmy,"****Teases you all the latest new.****If you're not in first rate trim, he****Quickly drives away the blues.****Greet him, then, with welcome cheery:****And when his race has run.****When at last of life he's weary****And his last yarn he has spun,****Plant him 'neath the weeping willow—****Sign of all that's sad and meek,****With a grip sack for a pillow****And a rock upon his cheek.****UNFORGOTTEN WORDS.****"Have you examined that bill, James?"****"Yes, sir."****"Anything wrong?"****"I find two errors."****"Ah! let me see."****The lad handed his employer a long****bill that had been placed upon his desk****for examination.****"Here is an error in the calculation of****\$10 which they have made against them-****selves, and another of \$10 in the foot-****ing."****"Also against themselves?"****"Yes, sir."****The merchant smiled in a way that****struck the lad as peculiar.****"Twenty dollars against themselves,"****he remarked, in a kind of pleasant sur-****prise. "Trusty clerks they must have."****"Shall I correct the figures?" asked****the lad.****"No! let them correct their own mis-****takes; don't examine bills for other****people's benefit," replied the merchant.****"It will be time to rectify those errors****when they find them out. All so much****gain as it now stands."****The boy's delicate moral sense was****shocked at so unexpected a remark. He****was the son of a widow, who had****given him to understand that to be just****was the duty of men.****Mr. Carman, the merchant in whose****employment he had been for only a few****months, was an old friend of his father's,****in whom he reposed the highest confi-****dence. In fact, James had always looked****upon him as a kind of model man, and****when Mr. Carman agreed to take him****into his store, he felt that a good fortune****was in his way.****"Let them correct their own mistakes."****These words made a strong impression****on the mind of James Lewis. When first****spoken by Mr. Carman, and with the****meaning then involved, he felt as he****had said, shocked; but as he turned****them over again in his thoughts, and****connected their utterance with a person****who stood so high in his mother's esti-****mation, he began to think that perhaps****the thing was fair enough in business.****Mr. Carman was hardly the man to do****wrong. A few days after James had****examined the bill, a clerk from the house****by which it had been rendered called for****settlement. The lad, who was present,****waited with interest to see whether Mr.****Carman would speak of the error. But****he made no remark. A check for the****amount of the bill rendered was filled up****and a receipt taken.****"Is that right?"****James asked himself this question.****His moral sense said no; but the fact****that Mr. Carman had so acted bewildered****his mind.****"It may be the way in business"—so****he thought to himself—"but it don't look****honest. I wouldn't have believed it of****him."****Mr. Carman had a kind of way with****him that won the boy's heart, and natu-****rally tended to make him judge what-****ever he might do in a most favorable****manner.****"I wish he had corrected that error,"****he said to himself a great many times****when thinking in a pleased way of Mr.****Carman, and his own good fortune in****having been received into his employ-****ment. "It don't look right, but may be****it's the way of business."****One day he went to the bank and drew****the money on a check. In counting it****over he found that the teller had paid****him \$50 too much, so he went back to the****counter and told him of his mistake.****The teller thanked him, and he returned****to the store with the consciousness in his****mind of having done right.****"The teller overpaid me \$50," he said****to Mr. Carman, as he handed him the****money.****"Indeed!" replied the latter, a light****breaking over his countenance; and he**



# The Michigan Tradesman

## AMONG THE TRADE.

### GRAND RAPIDS GOSSIP.

D. A. Hillyer succeeds Hillyer & Gates in the grocery business.

Mrs. M. Pell succeeds Mrs. Cadilly in the grocery business at 614 Canal street.

A. M. Porter has engaged in the grocery business at Moreland. I. M. Clark & Son furnished the stock.

Beekman & Schram succeed H. H. Beekman in the jewelry business at 9 North Division street.

Roesink Bros. have opened a grocery store at the corner of Indiana and Dayton streets. Amos S. Musselman & Co. furnished the stock.

A. E. Combs has engaged in general trade at Hoytville. Olney, Shields & Co. furnished the groceries and Spring & Company the dry goods.

A number of Grand Rapids creditors are interested in the failure of Ed. Stinchcomb, the Sunfield general dealer who has lately paid more attention to horses than merchandizing.

Hester & Fox have sold a fifty-horsepower engine and boiler to the Vesey Lumber Co., at Harbor Springs, and a twenty-horsepower engine and boiler to Julius Berkey, for use in his new building on Canal street.

Putnam & Brooks will have a new wagon on the streets next week, which will eclipse in beauty anything of the kind ever put out by any local jobbing house. It will be manned by John Ver Venne and hauled around by a spanking span of coal-black steeds.

Wm. H. Hoops has purchased an interest in the lumber firm of Tucker & Barrett, which will hereafter be known as Tucker, Hoops & Co. The firm owns a lumber plant at Leetsville and controls the entire output of the Wilson, Luther & Wilson mill, at Luther. Mr. Hoops' exceptional abilities will prove a valuable acquisition to the firm, enabling it to take a commanding position in the lumber trade.

### AROUND THE STATE.

Allegan—Chas. Facer has opened a meat market.

Brutus—Snyder Bros. have sold their general stock.

Muskegon—H. A. Spink has closed out his grocery stock.

Freeport—Chas. V. Riegler has opened a new grocery stock.

Climax—Warren Smith has sold his drug and grocery stock.

Grand Ledge—F. C. Foreman has sold his boot and shoe business.

Battle Creek—S. E. Daigneau has purchased Chas. E. Gridley's laundry.

Rockford—G. H. Spencer has added a line of crockery to his grocery stock.

Ferry—L. M. Young & Co. succeed Young & Fox in the grocery business.

Big Rapids—Augustus Friberg and P. H. Blake have opened a tailor shop.

Charlotte—Reynolds Bros., dry goods dealers, are repairing their store room.

Manistique—J. F. Cary & Co. have sold their banking business to the Manistique Bank.

Kalamo—C. M. Woodward, general dealer, is building an addition to his store.

Kingsley—J. & L. Van Hyming are building an addition to their grocery store.

Big Rapids—Miss M. A. Gorman will remove her millinery stock into the Moon block.

Tecumseh—Geo. H. Seelye has purchased the boot and shoe stock of W. V. Wimple.

Adrian—Geo. C. Schneider, is succeeded in the boot and shoe business by his sons.

Excelsior—Jas. Greachen succeeds Greachen & Dennis in sawmill and general trade.

Muskegon—Wilcox & Finnerlin have opened a meat market at the foot of brewery hill.

Fennville—Eastman & Gray have opened a meat market in the old post-office building.

Cedar Springs—C. F. Bell is arranging to rebuild his harness store, which was recently burned.

Ada—Patrick Duff, of the firm of Duff & McMurray, dealers in agricultural implements, is dead.

Stimson—H. S. Tenny has erected a two-story store building and put in a stock of groceries.

Kalkaska—W. F. Stuart has bought a complete grocery stock of J. H. Thompson & Co., of Detroit.

Elm Hall—Dr. J. A. Shaffer has bought the drug stock of A. L. Rings and will continue the business.

Howard City—E. G. Pipp is closing out his boot and shoe stock, preparatory to removing to Kalkaska.

Owosso—Jas. McKeand, of Pontiac, has purchased an interest in the clothing business of Wm. McKeand.

Palo—C. L. Grace is putting in a stock of hardware. H. B. Dodson will occupy a part of the same building with a stock of agricultural implements.

Ann Arbor—Goodspeed Bros. succeed A. A. Terry in the hat and cap business. Romeo—H. H. Lippincott has purchased the grocery stock of Thos. Corson.

Owosso—M. J. (Mrs. C. L.) Harrington's millinery stock has been destroyed by fire.

Manistee—F. Sullivan has opened a restaurant and confectionery establishment.

Charlevoix—Mrs. M. & Mrs. C. H. Litney will open a stock of ladies' furnishing goods in the Wheat building.

Oakdale Park—W. F. Willemijn has moved to this place from Wetzell and will engage in the grocery business.

Reed City—The firm of Marvin & Barrett, dealers in agricultural implements, has dissolved. O. Barrett continues.

Allegan—Miss Ida Anway, of Hopkins, will open a fancy store in the building formerly occupied by Visner & White.

Adrian—G. W. Marvin has rented the store lately occupied by Moreland Bros. & Crane, and will occupy it with his auction business.

Shelby—The Davis general stock, at Ferry, was bid in at sheriff's sale, on May 14, by J. K. Flood, of Hart, who sold it to Joseph Tyler and C. W. Fisher, of this place.

Manistee—Deputy U. S. Marshal Daniels levied on the goods in V. Schoenfeld's store, Saturday, on an attachment issued at the instance of Laundaur & Co., of Milwaukee.

St. Joseph—The drug firm of Willson & Howard has been changed to Howard & Pearl, L. S. Wilson having sold his interest to Joseph F. Pearl, formerly of Benton Harbor.

Harriette—W. R. Seney and Albert Miller are putting up a store, which they will stock with general merchandise. John R. Beagle & Son are putting in a stock of dry goods. Carland & Kinney have their store stocked with general merchandise. F. H. Phillips has his restaurant completed. Jourdan & Morgan have their sawmill completed.

### MANUFACTURING MATTERS.

Pierson—B. Decker, wagon-maker, is dead.

East Campbell—Gill & Co.'s sawmill will soon be in operation.

Bravo—Walters & Sprague's sawmill is running again full blast.

Marion—Both sawmills are expected to begin running this week.

Traverse City—G. Piltz is building a new shop for his marble works.

New Lothrop—Parshall & Veits have completed their new roller mill.

Hoytville—The old cheese factory has been converted into a comb factory.

Ewart—The Ewart Paving Co.'s block factory began running last Tuesday.

Coldwater—Albert A. Wood, manufacturer of cigar boxes, has sold out.

Sears—M. G. Slezzer's bowl factory is turning out 100 dozen bowls per week.

Hazletton—Mr. Leland's grist mill and sawmill were burned May 12. No insurance.

Mancelona—The new sawmill of Kimball & Hatch will soon be in active operation.

Ionia—The Michigan Overall Co. began operations in its new building last Monday.

Ellsworth—Mr. Fulton has his machinery in place and will soon be running his mill.

Culver—J. W. Dunn's saw and shingle mill was burned May 11. Loss \$5,000, with no insurance.

Cedar Springs—The sawmill firm of Worden & Ainsworth has dissolved. J. W. Worden continues.

Hopkins—Mr. Dadds, the Delton miller, is considering the project of building a flouring mill here.

Charlotte—Local capitalists contemplate the inauguration and operation of a cane-seat chair factory.

Holly—The creamery has passed into the hands of H. J. Strachan, who has begun operating the same.

Rothburg—J. C. Monroe & Bros. sawmill, which has been idle since the recent fire, began operations May 14.

Muskegon—The Michigan Shingle Co.'s mill is now running full blast, turning out half a million shingles per day.

Ferry—W. E. Hightower has taken the shingle machinery out of Powers' sawmill and is putting it in Bode's mill.

Muskegon—The Muskegon Chemical Engine Co.'s new factory is nearly completed and will soon be in active operation.

Owosso—Friescke Bros. expect to start fires under their first kiln of brick this week. They have about 300,000 ready to burn.

Enslay—Bush & McConnell are erecting a portable lumber, lath and shingle mill on Smith Thompson's farm, near Conover Lake.

Ionia—The Consolidated Cigar Co., of Detroit, is now in possession of the cigar plant at the State House of Correction.

Bay City—The Walworth & Lawton Manufacturing Co., of South Bend, Ind., extensive manufacturers of telephone and telegraph cross arms, is about to remove to this city for the purpose of increasing facilities and being near the seat of supplies.

East Saginaw—Stevens & La Due's mill has received a raft of logs from the Kawkawlin River, and has resumed operations.

Muskegon—C. D. Nelson is organizing a stock company to engage in the planing mill and lumber yard business at Port Sherman.

Deer Lake—The Osterhout & Fox Lumber Co.'s lumber mill and Daniel McCoy's planing mill are both running night and day.

Traverse City—Caselberg & Milloy will remove their "Red Letter" cigar factory from its present quarters into the old old bank building.

Muskegon—Strong & McBride have finished rebuilding their shingle mill, which was recently burned, and will start up again early in June.

Whitehall—A. P. Conner & Co., of Muskegon, will open a branch boot and shoe factory here this week, under the management of Arthur Boucher.

S. Ignace—The Mackinac Lumber Co. has sold 2,500,000 feet of logs to Thompson, Smith & Sons, of Cheboygan, and 1,000,000 feet to Krause & Sons, of Cleveland.

Saginaw—E. O. & S. L. Eastman & Co. have purchased the Jerome mill property, at Carrollton, and have commenced the erection of a large planing mill and box factory.

East Saginaw—E. O. & S. L. Eastman & Co., who are operating a lumber yard on the west side of the river, have begun the erection of a new planing mill on their premises.

Mancelona—R. B. Thompson has disposed of his interest in the Mancelona Manufacturing Co. to P. G. Rogers, his former partner, who will assume the management of the business.

Manton—C. E. Northrup has purchased a tract of land near Haire, containing about 3,000,000 feet of standing pine. He will put a mill on the tract and begin the manufacture of shingles.

Glen Arbor—There is a general business revival here. A shingle mill, sawmill and store are soon to be erected, also, a jewelry store, and the report is thirteen new families are to come soon.

East Saginaw—C. H. Plummer has purchased the machinery in the old Crapo mill, at Flint, and in September will remove it to Arkansas, where he has purchased about 50,000 acres of timber. At Ogemaw Springs he has about 1,500,000 feet of pine still standing, which will be manufactured there. He is at present filling an order for 50,000 feet of long Norway bill stuff, to go to Toronto, at \$20 a thousand.

East Saginaw—Last season one of the shingle mills of J. H. Freney was wrecked by an explosion. He has erected a new mill, which is provided with two machines, will have a capacity of 50,000, and will begin operations this week. He is operating another mill purchased last season of E. R. Phinney, which is cutting 50,000 daily. He has sufficient stock to keep both mills running. Mr. Freney is an African of the deepest dye, but is an enterprising citizen and good business man.

Muskegon—Some of the mills, notably those of Rodgers, Le Boeuf & Co. and Hovey & McCracken, have shut down because their dock capacity has been exhausted. They carried over pretty heavy stocks, and have been running to the full capacity; consequently, shipments being light, they have used up all their dock room. At Hovey & McCracken's mill, there was another reason for suspending operations. The water in the lake, being nearly two feet lower than usual, it has been impossible for vessels to reach part of their lumber. Dredges are being employed, and the obstructions will be removed in a few days.

### STRAY FACTS.

Menominee—The Circuit Court recently awarded John Sherman \$5,000 damages for a leg lost in 1883 in the Menominee River Lumber Co.'s sawmill. The case had been sent back from the Supreme Court for re-trial. An appeal was taken.

East Saginaw—The Saginaw Lumber & Salt Co. put in 6,000,000 feet of logs on Fitzwilliam island, Georgian bay, last winter, and is arranging to tow them to this city, having sent over booms for the making up of the raft. They will be manufactured here.

Bay City—The situation as to the logs coming out looks dubious. The Au Gres drive is hung up, and there are 30,000,000 feet of logs hung up in the Rife, that will not come down without a heavy rainfall. It is the first time in a quarter of a century that logs have been hung up in large quantities on this stream. N. B. Bradley & Sons have 13,000,000 feet hung up in the Saginaw, and will be forced to shut down their mill soon if logs are not received. Several million feet are also tied up in the Kawkawlin. The railroad is helping out the manufacturers as far as possible, the Michigan Central bringing down about 5,000,000 feet a week. But these and those delivered by the Tittabawassee Boom Co. will not be sufficient to keep all the mills in operation. Tousey & Turner are receiving 500,000 a week by rail from Ogden and Pinconning.

Alpena—Fletcher, Pack & Co., who have hauled 20,000,000 feet of logs over their Hubbard Lake railway the past season, have ceased hauling, and will probably bring no more that way until next winter, unless the water in the North Branch should fail.

Bay City—A Bay City business man who had to pay a debt under protest made his check payable to the order of his creditor, and added, "the meanest, most penurious and despicable man in Bay City." He was forced to give a clean check in exchange for the one containing his personal views.

Hart—The case of Bird vs. Benona Lumber Co. was decided by Judge Dickerman in favor of Bird, and a perpetual injunction was ordered to not overflow Stony Lake. The defendants were cited to appear before the Circuit Court July 1, and show cause why they should not be fined for contempt for not obeying the temporary injunction.

Alpena—Four log trains are bringing logs to Alpena from the Mud Lake branch of the Detroit, Bay City & Alpena Railway, making each one trip per day. The amount of logs thus brought daily to the city is about 300,000 feet. Every one of the twenty locomotives of the railroad are at work, nearly all hauling logs, as lumbermen are alarmed about forest fires and desire to have logs skidded along the railway removed from danger.

Bay City—Linwood, a small manufacturing point, twelve miles from this city, where is located the manufactory of P. L. Sherman & Co., and one or two stove and hoop mills, proposes to have water outlet, and a canal connecting the place with Saginaw bay is projected. The object is to enable tugs and small craft to reach the town from the bay for the shipment of products, rail rates not being satisfactory. The distance is short and the canal said to be feasible.

East Saginaw—The Tittabawassee Boom Co. has rafted about 35,000,000 feet of logs, and there is a jam of about 100,000,000 feet in sight. There has been no increase in the volume of water, and driving will last all summer. The drives on Bailey Creek, the Salt, and 16,000,000 feet on the Molasses, are hung up. On the latter stream 2,000,000 feet have not been broken in. The drive on the Cedar will all come out, although it will be late. A number of million feet are hung up on the Tobacco. The Pine River drive is dragging along slowly. On the Kawkawlin, Saginaw, Rife and Au Gres fully 80,000,000 feet are hung up. Some of them will come out late in the season. In this district fully 15,000,000 feet of logs depend upon excessive rainfall to bring them out, and \$2,225,000 worth of property is thus laid up.

East Saginaw—The suit of Col. Michael Jeffers against Torrent & Ducey to recover damages in a land deal, which Mr. Jeffers fixes at about \$300,000, will come up in the Circuit Court at Detroit on May 28. It was called last week, but owing to the absence of Roderick McDonald, a material witness, was postponed. Some time ago, Col. Jeffers claims to have contracted with McDonald, as agent for Torrent & Ducey, for 160,000,000 feet of timber in the Upper Peninsula. Col. Jeffers sets forth that the defendants failed to carry out their contract, hence the suit. A portion of the timber was subsequently purchased by the Eldlys here. It is said that the defendants claim that Jeffers himself failed to carry out his part of the contract. The whole suit seems to hinge on the question of fact as to McDonald being the agent of the defendants, and also as to whether Jeffers carried out his part of the contract. It will be an interesting litigation.

### Gripsack Brigade.

Shelby Herald: If anyone has lost a fine jointed fish-pole, with reel attachment, he is hereby informed that Johnny McIntyre was in town Monday with just such a rig, and would give no satisfactory account of where he got it. Ed. Pike started out this week again after a three weeks' enforced lay-off, on account of illness. Mr. Pike has purchased a desirable lot on Fourth avenue, between South Division and South Ionia streets, and is erecting a pleasant residence thereon.

### Postponement of the Picnic.

On account of the Masonic celebration on the 21st, it has been deemed advisable to postpone the annual picnic of the Grand Rapids Mercantile Association from May 23 to June 6. The same invitation extended the outside trade is cordially renewed.

It is reported, on excellent authority, that the Northern National Bank of Big Rapids will wind up business at the expiration of its charter, next year, and retire from business. A large portion of the stock is held by outsiders, and President Stearns is not anxious to continue the management of the bank under such circumstances.

A pastor some time since sought financial help for an important charity. Among those whom he asked to give something was a lady who, unfortunately, bore a vinegary face. She declined to give money, but promised to "lend her countenance" to the cause. He retired in dismay.

### Purely Personal.

John Giles, the Lowell grocer, was in town Monday.

Dr. J. A. Shaffer, the Elm Hall druggist, was in town Saturday.

Claude D. Freeman has taken the position of shipping clerk for the Telfer Spice Co.

Robert Armstrong, the Reed City clothier, was in town a couple of times last week on his way to and from Chicago.

W. J. Price, formerly of this city, but for the past two years engaged in the wholesale cigar business at Lincoln, Neb., has failed.

J. F. Trout left Sunday night for Missouri, where he will close a deal for 2,200 acres of pine land. He expects to be gone a week or ten days.

Sidney F. Stevens succeeds Chas. M. Goodrich as Secretary and Treasurer of the Grand Rapids Safety Deposit Co., the election having occurred on Monday.

Miss Edith Hawkins, daughter of the genial book-keeper for the Grand Rapids Packing & Provision Co., is a leading contributor to the current issue of the Detroit Dilettante.

O. V. Monroe, formerly engaged in the grocery business at Reed City, but now a prosperous flour and feed dealer at East Portland, Oregon, was in town a couple of days last week.

"Dick" Prendergast, formerly book-keeper for John Caulfield, but for the past eighteen months city salesman for Amos S. Musselman & Co., has taken the position of bookkeeper for the Telfer Spice Co.

H. L. C. Hall, confidential clerk for the Hazeltine & Perkins Drug Co., and Miss E. May Morse, were married at the residence of the bride's parents last Wednesday evening, by Rev. J. Donally. D. D. The happy couple have taken up their residence at 197 Mt. Vernon street.

Employers More at Fault than Clerks.

Now and then we read that a clerk has swindled his employer; that a book-keeper has embezzled the firm's money; that a trusted employee has taken advantage of the trust reposed in him. There is, certainly, no excuse for such ingratitude; they deserve severe punishment. The most despicable man on God's footstool is he who takes advantage of an employer's generosity and confidence. But, on the other hand, isn't it a fact that some employers put temptation in the way of clerks? Do they not deliver them into temptation rather than from it?

Their salaries may not be large, and yet thousands of dollars are unreservedly placed in their keeping. There is no oversight. The employer mixes up in outside affairs—takes his clerks' word for granted—never investigates—never ascertains how he can live in the extravagant manner he does upon the salary paid—in fact, makes it easy for the clerk to slide down hill into the slough of embezzlement and crime. These business men need reformation. They encourage bad habits in the young men and the certain result is sorrow to both employer and employee.

Hold your clerks to a strict accountability; pay them good salaries; trust them—but don't give them the full rein—don't encourage them to believe that they, and not you, are the owners of the store. The honest clerks desire this close supervision, and the dishonest and bad object to it.

The selfish man's head is like a man's coffin; is just his own measure, long enough and broad enough to hold himself, with room for no one else.

### FOR SALE, WANTED, ETC.

Advertisements will be inserted under this heading at the rate of two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisement taken for less than 50 cents. Advance payment.

### BUSINESS CHANCES.

FOR SALE—DRUG AND BOOK STORE IN SOUTHERN Michigan; invoice about three thousand. Address W. F. Hahn, Jeweler, Lansing, Mich. 436

FOR SALE—LIVELY JEWELRY STOCK AND FIXTURES in live town 1,000 population; inventory \$1,400; cash buyer meaning business; reason, sickness; references given. Address H. P. Shina, Bancroft, Mich. 434

FOR SALE—ONE CHAPMAN PORTABLE SODA fountain, marble top, double draught tube, ready for use; no generator to buy; price \$50, will sell for \$30. Ask Thurston, Grand Rapids, Ohio. 435

WANTED—PARTNER WITH \$1,000 TO TAKE HALF interest in the best paying business in the city. Address Best, East, care Tradesman, care Tradesman. 432

FOR SALE—A FIRST-CLASS DRUG STOCK IN A thriving town in Michigan. For information address Lock 255, Hillsdale, Mich. 438

FOR SALE—IN CENTRAL MICHIGAN—STOCK OF drugs, medicines and fixtures, valued at \$1,200; daily cash sales, \$15; also store building, storehouse and residence combined, valued at \$800; seasons, other business. Address No. 430, care Michigan Tradesman. 439

### HELP WANTED.

WANTED—A YOUNG MAN ACQUAINTED WITH THE grocery trade in Grand Rapids to sell notions on commission for Detroit jobbing house; one acquaintance with notion trade preferred. Address, stating experience and references, "X Y Z," care Michigan Tradesman. 437

WANTED—COMPETENT DRUG CLERK—ENCLOSE references from last employer. Address F. D. Paquette, Ludington. 433

### SITUATIONS WANTED.

WANTED—SITUATION AS BOOK-KEEPER BY MAN of eight years' experience, who is familiar with general merchandise. Address A. E. Chambers, 305 Monroe Street, Grand Rapids, Mich. 407

### MISCELLANEOUS.

FOR SALE CHEAP—A DOUBLE ECLIPSE MILK Shake and a Jack Frost Ice Shaver, nearly new and in excellent condition. Address No. 430, care Michigan Tradesman. 430

WANTED—FRESH, LIGHT, BANKRUPT STOCK of general merchandise; terms cash; correspondence confidential. Address, O. D. Cleveland, Stanton, Mich. 427

TO EXCHANGE—I HAVE A NEW, BRIGHT, WELL-selected little stock of hardware to exchange for a farm or city real estate. Address No. 401, care Michigan Tradesman. 401

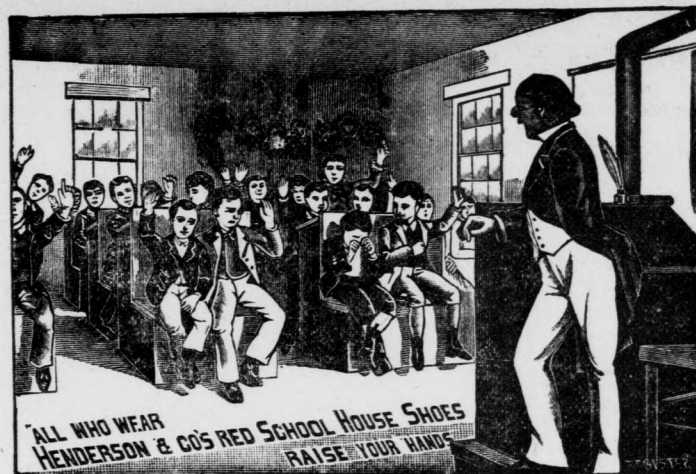
I HAVE SOME FIRST-CLASS PROPERTY, WELL improved and nicely located, in South Dakota, also some other property to exchange for a stock of goods. J. C. McKee, 25 Fountain St. 391

WANTED—1,000 MORE MERCHANTS TO ADOPT OUR Improved Coupon Book System. Send for samples. E. A. Slovic & Bro., Grand Rapids. 414

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

FOR RENT—A TWO STORY 24 x 30 BRICK STORE centrally located on Main St. in a lively manufacturing town in Northern Michigan, upper story fitted for living rooms; good opening for boot & shoe, clothing, hats and caps and gentle farming goods, or for grocery business. Campbell & Underwood, 95 Monroe St., Grand Rapids Mich. or S. C. Weter, Mancelona Mich. 422

WANTED—SEND A POSTAL TO THE SUTLIF CO., upon Pass Book Co., Albany, N. Y., for samples of the new Excelsior Pass Book, the most complete and finest on the market and just what every merchant should have, progressive merchants all over the country are now using them. 427



## 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







## 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 22, 1889.

### BREAKERS AHEAD.

The same annoyance and loss sustained by Michigan merchants through the inauguration of lodges of the Patrons of Industry are also experienced by merchants in other states through the medium of similar organizations, sailing under the names of Agricultural Wheels, Farmers' Alliances, etc. There seems to have dawned an era of discontent on the part of the farmers of the country, owing to the frequent failure of crops during the past half dozen years and the prevalence of low prices. In some localities this discontent has become so marked as to develop into a spirit of discouragement, inimical to present success or future progress. In their despair, the farmers will not admit that their trouble comes from any shortcomings of their own; but cast about for other shoulders on which to throw the blame. What more natural than that wily schemers, seeing their opportunity, should seek to array the farmers against the traders, for a monetary consideration?

While the situation is a grave one, THE TRADESMAN does not look upon it with serious apprehension. A season of good crops and good prices would soon bring about a readjustment of the relations between the dealer and the producer, but, even though the present depression in farm products continues, the farmers will not be slow in discovering that the methods of the Patrons and other organizations of that ilk are detrimental instead of beneficial, when the abandonment of such organizations will follow as a matter of course. It should be the policy of the merchant to abstain from crimination and abuse, so far as possible; to treat the farmer fairly and honorably, selling him his goods on as low a margin as is consistent with good business principles; to assist him in securing a good market and the best possible prices for his products. Such co-operation cannot fail to appeal to the sturdy good sense of the rural classes and eventually break down any false barriers which may come up between the great body of producers and traders.

### ASSAILING THE INTER-STATE LAW.

The railroads are getting in their returns under the demand of the Inter-State Commerce Commission to have their list of free passes submitted to its inspection. Some of them make a full display of what they are doing in this matter; others make imperfect returns and talk of consulting their legal advisers as to their obligation to do more. Especially they seem to claim that passes between points within the same State do not come under the jurisdiction of the Commission. Judge Cooley seemed to take a different view. The Pennsylvania railroad submitted no names, but a list of classes of persons who have been receiving passes, with a request to be informed whether any of these classes are forbidden by the law under which the Commission is acting.

There is evidence of a purpose to assail the law along the whole line, with a view to obtaining its repeal at the next session of Congress. It is attacked in so many quarters at once as to suggest some sort of concert in this procedure. Especially it is hoped that the agricultural States of the Northwest will rally against it as having deprived them of low rates for the transportation of their crops to the seaboard. It therefore behooves the friends of the law to be on the alert in the face of this danger, and to resist it not merely by opposition to repeal, but with readiness to amend those features which give the enemies of the law their best opportunities of criticism. Such, however, are not the parts of the law which make it dearer to carry wheat from Western than from Eastern points to the New York market. That is essential to the law as a measure of bare justice to the Eastern farmer, who should not be obliged to pay for carrying both his own crop and that of the competing farmer in the West. But the prohibition against pooling should be converted into an authorization of the Commission to sanction such arrangements, with due regard to the rights of the public in adjusting their terms.

### WORSE INSTEAD OF BETTER.

Whenever any complaints were made of the poorness and inadequacy of the telephone service of the city, during the past year, fulsome promises were volunteered as to the effectiveness of certain reforms which would be inaugurated as

soon as the exchange was located in new quarters. The change is now two months old and the number of telephones assigned to each operator has been reduced from 100 to 75, notwithstanding which the service is infinitely worse than it was a year ago. Instead of becoming better, it has grown worse, until it is now a disgrace to the city. THE TRADESMAN does not wonder that some subscribers refuse to pay more than half price for the use of their telephones, and that the management is glad to get even that percentage. If more men did likewise, the telephone company would be compelled to bring the service up to modern requirements or cease business.

### WHICH IS METROPOLITAN?

East Saginaw and Saginaw people can ride on the street cars for 3 cents a trip or purchase ten tickets for a quarter. Grand Rapids people, when they patronize the street cars, pay 5 cents a ride or purchase eleven tickets for 50 cents. But, then, Grand Rapids is a metropolitan city!

Not metropolitan in all respects, however. Although the ordinances of the two companies operating here provide that the names of all cross streets shall be called out by the car conductors, the provision has not been observed within the memory of the oldest inhabitant. People who are familiar with the streets ring at the proper place and are carried to the middle of the block and landed in a mudpuddle, if possible. Strangers are carried beyond their destination, in order to get a fare out of them to return again. Such are the advantages of being metropolitan!

The bad precedent set by our dealing with Oklahoma on the Naboth's Vineyard principle is followed, as might be expected, by demands for similar acts of aggression. The Governor of California proposes the annexation of several adjacent provinces of Mexico, of course with the proviso that we pay the Mexicans for them, but without any reference to the nice question of the willingness of the sister republic to have her bounds still further retrenched in order to extend "the area of Anglo-Saxon civilization." The Sioux reservation in Dakota also is under discussion, and it is asked what an Indian tribe wants of a square mile of land for each of its members. A square mile is very short allowance for men in the lower grades of civilization, who have to live by hunting and fishing. And the Sioux have shown their readiness to have their reservation broken up, if they are allowed to get the full market price of their lands from the incoming settlers. It was the attempt to make a hard bargain which defeated the negotiations of two years ago. In the vicinity of Oklahoma itself there is trouble over the seizure of parts of the Cherokee strip by settlers who did not find themselves suited in the new settlement. Always, in Naboth's eyes the piece of land that does not belong to him is the very best to be had—just the place for his garden of herbs.

When a man tells you that THE TRADESMAN's quotations are incorrect, he is either seeking to injure the paper or charge you more than goods are worth. If he offers you prices lower than THE TRADESMAN's quotations, he is either selling goods below the standard or throwing out leaders, in hopes of securing your order for goods in which there is a large margin. The Price Currents of THE TRADESMAN are corrected by the leading jobbers at this market, the grocery quotations being the joint product of six jobbing houses, supervised and compiled by the editor in person. No Price Current was ever put out under more favorable auspices or with the stamp of authenticity more thoroughly established. So, when any one is so foolish as to assert that the quotations are unreliable—if any such there be—regard him with suspicion. He is a good man to watch.

The photographers of the country are about to form a trust. They have over 40,000 members and \$100,000 in their treasury. In order to head off the howl that would otherwise go up from the young women of the dramatic profession upon the receipt of this intelligence, it may be stated right here that the photographers' combine is going to operate in a very peculiar manner. Prices are to be reduced to a ridiculously low figure in order to drive out of the business all those who refuse to join the association. While this driving is being done, it will be in order to lay in a stock of pictures.

The so-called English "syndicate" is succeeding in buying up three or four big American breweries per day. It looks as though the moneyed Britons were in earnest in their intention to produce all the beer that Americans drink, and so long as the quality of the beverage is kept up to the mark, nobody is likely to care very much who makes it. No kicks may be expected until the English evince a desire to meddle with our whisky.

An Association worker in Southern Michigan informs THE TRADESMAN that a representative of one of the worthless

scheme collection agencies of Chicago is endeavoring to secure a following in Coldwater and Colon. Of course, he will succeed. The average business man would rather give \$8 for nothing—providing the promises are profuse enough—than \$2 and a little time for something worth 100 times as much—a B. M. A.

Horace Greeley is to have a statue at last. It has taken seventeen years to find this out, but it is now announced. The design, it is thought, will present the great editor with his hand outstretched toward the setting sun, and underneath in letters all in gold will be the words, "Go West, young man."

Profit-sharing is a very pleasant way of transacting business for the man who puts in no capital, except when there is a loss instead of a profit. The system makes no provision for that circumstance.

### \$1,000 REWARD!!

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



Amos S. Musselman & Co.

SOLE AGENTS,  
GRAND RAPIDS, MICH.



Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun.	30
No. 1 " "	35
No. 2 " "	40
Tubular.	75
LAMP CHIMNEYS.	
6 doz. in box.	
No. 0 Sun.	1 90
No. 1 " "	1 30
No. 2 " "	1 60
First quality.	
No. 0 Sun, crimp top.	2 15
No. 1 " "	2 25
No. 2 " "	2 35
XXX Flint.	
No. 0 Sun, crimp top.	2 58
No. 1 " "	2 80
No. 2 " "	3 00
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.	25
No. 2 " "	50
No. 1 crimp.	1 40
No. 2 " "	1 60
STONEWARE—AKRON.	
Butter Crocks, per gal.	96 1/4
Jugs, 1 gal., per doz.	95
" 2 " "	90
" 3 " "	1 80
Meat Tubs, 10 gal., each.	75
" 12 " "	12
" 15 " "	1 05
" 20 " "	1 25
Milk Pans, 1/2 gal., per doz. (glass side).	90
" 1 " "	75

### TO MONTANA, OREGON AND WASHINGTON.

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

The Northern Pacific owns and operates 621 miles, or 36 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 207 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.

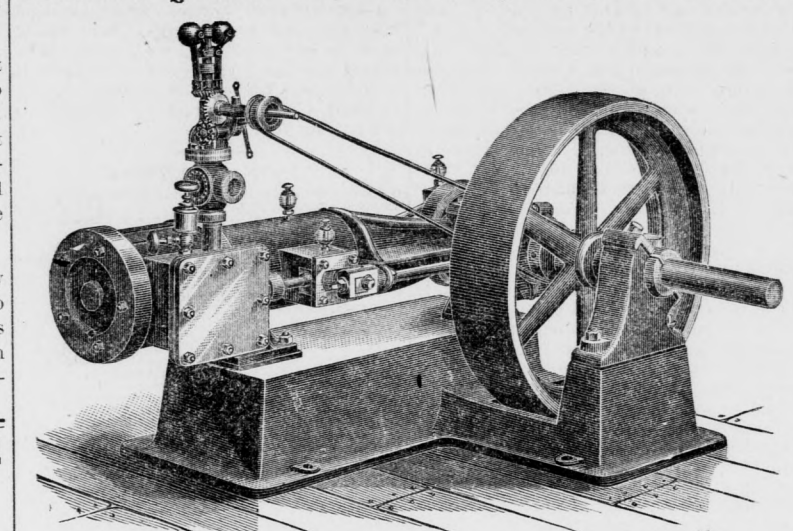
Address your nearest ticket agent, or CHAS. S. FEE, General Passenger and Ticket Agent, St. Paul, Minn.

**C. R. Electro-Fdy**  
**ELECTROTYPERS**  
Stereotypers  
Photo & Zinc Engraving  
ALSO LEADS SWISS BRASS RULE  
WOOD & METAL FURNITURE  
Box 1600  
MAPLE, ERIE, 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 Outfits.

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

## DETROIT SOAP CO.,

Manufacturers of the following well-known brands:

QUEEN ANNE, TRUE BLUE, MOTTLED GERMAN, ROYAL BAR, CZAR, PHOENIX, SUPERIOR, MASCOTTE, CAMEO, AND OTHERS.

For quotations in single box lots, see Price Current. For quotations in larger quantities, address,

W. G. HAWKINS, Salesman for Western Michigan, LOCK BOX 173, GRAND RAPIDS.

## 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,

## 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.

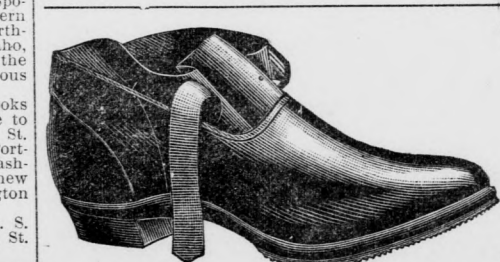
## RINDGE, BERTSCH & CO.,

Manufacturers and Wholesale Dealers in

## BOOTS and SHOES

AGENTS FOR THE

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

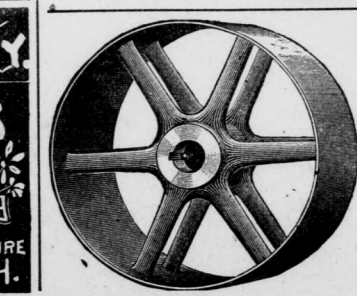


The Best Fitting Stocking Rubber in the Market.

Geo. H. Reeder,

Sole Agents,

Grand Rapids, Mich.



## SHAFTING, HANGERS, AND PULLEYS A SPECIALTY.

FIRST-CLASS IN EVERY RESPECT.

Send Specifications for Estimates before Contracting.

THE LANE & BODLEY CO.

2 to 48 JOHN ST., CINCINNATI, O.

# 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    "			

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

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

## 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, 20 lb. cans, 3, 5 and 10 lb. pails

Pickled Pigs' Feet, Tripe, Etc.

Our prices for first-class goods are very low and all goods are warranted first-class in every instance. When in Grand Rapids, give us a call and look over our establishment. Write us for prices.

## 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,



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.



## The Michigan Tradesman

WEDNESDAY, MAY 22, 1889.

### LEISURE HOUR JOTTINGS.

Written for THE TRADESMAN.

BY A COUNTRY MERCHANT.

There has probably never been a time or place, within the memory of the oldest inhabitant, where prices and profits, in trafficking transactions, occasioned as little grumbling and protests among buyers as within the lines of the Union army during the rebellion. A case of "Jeweling," among the boys in blue, was seldom, if ever, heard of, and no matter how exorbitant the percentage placed on the desired article, the purchaser always seemed to regard the seller as having conferred a favor upon him rather than otherwise.

The army merchant of those days didn't have to announce the arrival of new goods by a great display of advertising. With almost telegraphic quickness, the advent of a fresh stock was heralded by the first customers from camp to camp, and, especially after a long deprivation of luxuries, a day or two was sufficient to clean out the heaviest loaded wagon. The trouble with the sutler was always the difficulty in bringing goods to front—the disposal of them, when this was safely accomplished, was a matter already settled.

\* \* \* \* \*

In a great many years' experience in handling merchandise, I can call to mind but one occasion on which I was completely exhausted with two or three hours' work. A day or two before the battle of Chickamauga, the sutler of a Michigan regiment managed to reach the front—then on the summit of the Raccoon mountains—with a full load of eatables, and a couple of barrels of stale beer, and I was solicited to assist the proprietor and his clerk in disposing of the goods. We opened up about dark, and by 9 o'clock the residue of the stock wouldn't have fed a family of rats. Minute glasses of beer sold for fifteen cents, or two for a quarter, and every drinker, who succeeded in keeping his place long enough, usually invested in from four to a dozen glasses. An hour witnessed the disappearance of four big cheese at forty cents per pound. Crackers were thirty cents, herring fifty cents a dozen, sardines and other canned goods fifty cents, eggs a dollar a dozen and butter a dollar a pound, and a five-gallon demijohn of bourbon, for the shoulder-strapped customers, netted exactly \$120. But, notwithstanding the prices, when the load was disposed of there were hundreds of would-be purchasers waiting to be served, and when the lights were extinguished a howl of disgust, disappointment and indignation arose from every point of the compass.

\* \* \* \* \*

But those duly authorized to sell goods were not the only ones who profited by the anxiety of the boys to empty their pocket-books. The vast majority of the soldiers seemed, at least during their initial months of service, to be averse to anything like the hoarding of greenbacks, but there was yet among them a large number of sharp, calculating and speculating fellows who succeeding in reaping rich harvests from the extravagance of their comrades. I remember a non-commissioned officer of an Illinois regiment who, when our forces first occupied Chattanooga in '63, took possession of a deserted cigar and tobacco store and pocketed some \$600 before his title to the property was disputed. About the same time three or four Michigan soldiers discovered a dozen barrels of flour and some Indian meal secreted in an old barn, and started a flourishing and profitable bakery. At one place in Tennessee a small lot of battered and badly "piled" type, and an antiquated press, together with a few rolls of wall paper, enabled some wolverine troops to issue a little paper, which sold like "hot cakes" for ten cents a copy; and out of the remains of a small barber shop, in the same town, a couple of Wisconsin men "raked in" over \$200 in a fortnight in twenty-five cent shaves. And such instances could be multiplied by the hundreds.

But the great scheme for evaporating the money of the soldier was the game of "chuck-a-luck," a combination of play with cards and dice which gave the "banker" two chances of winning to his opponent's one. Although gambling was always prohibited by general orders, this game was perennial in nearly every camp, and so universally profitable was it to the proprietor of the "lay out" that it was no uncommon spectacle to see private soldiers, who were the owners of gambling outfits, coming back from their speculating sojourns with every pocket swelled with greenbacks.

\* \* \* \* \*

Personally, I had but little opportunity to take advantage of the prevalent mania for spending money among the soldiers, but a few experiences convinced me that never, before or since, has there been, under favorable circumstances, such an opportunity to profit by small trading transactions as during the civil war.

Before I personally engaged in the

"unpleasantness," I had had considerable dealings with a Cincinnati jewelry house, and, knowing this fact, a soldier of my regiment, while we were quartered in a Southern town which had not been deserted by its female residents, conceived the idea that an assortment of broaches, ear rings and trinkets of a like nature would find a ready sale among the yellow damsels, importuned me to furnish him a trial stock, and I finally sent in an order to the firm for a small lot of cheap, plated goods, to be sent by mail. A considerable time passed without hearing from the house, and I finally concluded that my location and business was such that it declined to re-open an account with me. Finally the would-be speculator was taken sick and sent to the rear, and we started out on a lively campaign which lasted six months, and, at its close, we found ourselves camped a couple of hundred miles south of our former quarters. Here, one day, I was disagreeably surprised at the arrival of the invoice of jewelry, which had faithfully followed us on our march and reached me safely, barring a few pieces which had worked through the numerous holes and cracks of the sorely tried box. I was in a decided quandary to know what to do with the stuff. Excepting a few antiquated Africans, there wasn't a dozen females within fifty miles of us, and I finally concluded to take chances in returning the goods, and offering to pay any damages sustained by the dealers. As I commenced packing up the articles a soldier of the regiment came into my tent on an errand, and, of course, had to question me regarding the lay out of jewelry, and, to make the matter as brief as possible, he induced me to let him experiment in selling the goods through the camps, and, greatly to my surprise, in a couple of days the entire lot of trinkets, intended solely for female adornment, was disposed of to the troops at an average profit of some 400 per cent. In all my experience in mercantile matters, I never saw a trading transaction as singular and unexplainable as this.

Shortly after this, I ordered for the same party two dozen silver watches at \$8 each, which he disposed of in less than three days at \$30 apiece; but, unfortunately, the commencement of a long and tiresome campaign, about this time, prevented me from further speculative enterprises.

\* \* \* \* \*

The ambition of a large proportion of young soldiers was to possess a big silver watch, and the one whose timepiece exceeded in avoidupois any other in his regiment was deemed a particularly lucky and enviable individual.

Just before we left Chattanooga for the "march to the sea," I became, by sundry trades and changes, the possessor of an English lever of mediæval aspect and antiquated interior, which probably cost me \$15. I soon found it to be almost the counterpart of Captain Cuttle's remarkable timepiece, but its reputation was so wide-spread among the boys that it would have been difficult to obtain a \$5 purchaser for it. Shortly after we started on our march eastward, and on arriving at Atlanta found that Sherman's army had just been paid off, and that the men were suffering from the possession of greenbacks with nothing in sight to exchange them for. On the first day of our arrival, I was wandering about the city when I was accosted by a soldier who enquired, without preamble:

"Say, pardner!" You know of anybody that's got a good, big watch to sell?"

"No!" I replied, slowly, "not exactly. I've got a good-sized one, but I hadn't thought about selling it!"

"Lemme see it, pardner!"

I pulled the watch out, and, luckily, it was ticking. He examined it carefully, and then said: "What's your figgers, soldier, s'posin' you'd sell?"

"Seventy-five dollars!"

Instantly the watch went into his pocket, and the money was counted out from a big roll of bills. As he left me, he observed:

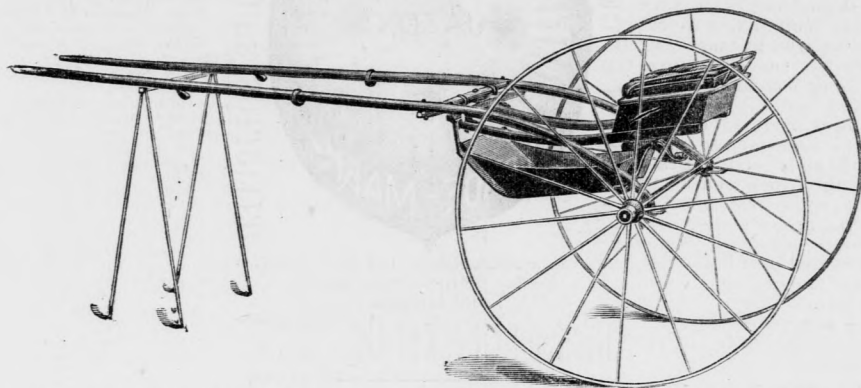
"You could jist as well had a hundred, pardner!"

## Our New Flag Cigar

GOOD FIVE CENT CIGAR.

To introduce this brand we will give free with each order for 1,000 at \$35

### The Fauntleroy Cart.



This Cart is especially adapted to Michigan roads, will seat two passengers and is attractive in appearance.

REMEMBER—The cart is given free with 1,000 of our New Flag cigars at \$35.

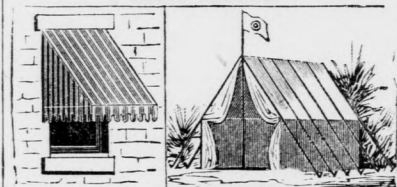
## W. J. QUAN & CO.,

49 and 51 Michigan Avenue, Chicago, Ill.

### 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.

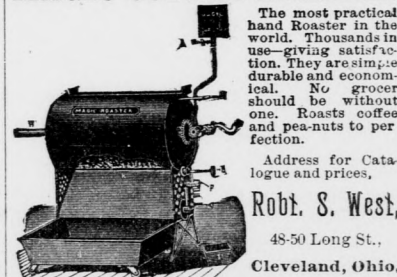
### G. R. ICE & COAL CO.,

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 pea-nuts to perfection.

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

### 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.

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.

### EDWIN FALLAS,

JOBBER OF

Butter, Eggs, Oranges, Lemons, Bananas, Mince Meat, Nuts, Figs, Etc.  
Eggs Grate 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.

### C. H. CORNELL,

(Successor to CORNELL & KERRY.)

Wholesale and Commission

### Fruits and Produce.

Agent for the Wayland Cheese.

30 NORTH IONIA STREET, 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.

### 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, GRAND RAPIDS, MICH.  
Telephone 269.

### 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 and 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.

## 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.

## 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.

## FIRE! FIRE!

We are selling the BEST RUBBER HOSE in 3-4, 1, 11-4, 11-2, 2 and 21-2 inch Cotton Mill Hose, Rubber Lined; also unlined Linen Hose in all sizes for fire protection.

## Our Prices are Rock Bottom

We have the Best Lubricator, Grease Cup, Oil Cup, Lath Yarn, Saw Gummer and the Best General Stock of Mill Supplies in this State.

## SAMUEL LYON.





## GROCERIES.

### The Coffee Market.

Chase & Sanborn describe the situation as follows:

The markets of the world continue to rule firm at the advanced prices. Large blocks of coffee have the past week been taken for American and European accounts, and the producing markets are, therefore, in better condition than ever to maintain or further strengthen the present estimates of the probable production of coffee for the crops commencing June 30, 1890, and concluding June 30, 1891, owing to climatic influences and other causes, may be subjected to slight change as the season advances, the question of future supply, as far as all practical purposes are concerned, may safely be considered as being definitely and accurately settled.

As supply and demand must eventually tend to subordinate the effect of all other features in connection with the market, it is quite essential that the relations existing between these two factors should be of a healthy and harmonious nature. Statistics show that the consumption of Brazilian coffee for the past ten months was 9,200,124 bags, or an average of 920,000 bags per month. In addition to this, there are fully 1,200,000 bags of mild coffees consumed annually in this country, which makes a total of about 10,400,000 per year, or nearly 30,000 bags per day for both countries.

The fact that the consumption of coffee for the past ten months shows but a slight falling off, as compared with the low-priced years, is a striking illustration of the growing popularity of the article, and also an apparent confirmation of the opinion held by many of the trade that the consumers do not curtail their purchases at a less price than 20c for fair Rio.

Inasmuch as the consumer has thus far only paid about 50 per cent. of the advance which has actually occurred, and as present prices demanded by a majority of the retail trade would indicate a 15-cent rather than a 20-cent market, this question of consumption has not as yet been offered the opportunity of working out its own solution.

There can be no doubt but that the extreme prices reached during a part of 1887 exerted a material check upon the consumptive demand, and the retail prices at that time were relatively as low as now, and probably did not represent more than an 18-cent first hand Rio market, although the worth of this grade was at one time 22c per pound.

The average prices of 1885 and 1886 were the lowest touched since 1852, and during these periods the retail prices ruled at about 25 to 30c for roasted Java and about 18 to 20c for roasted Rio. On the above basis with the additions which are warranted and made possible by the advanced markets, the respective grades would now represent excellent value at 40c for Java and 32c for Rio.

A continued selling of goods without regard to profit might be good policy were the existing market conditions supposed to be of a temporary nature, but as a pursuance of a like system will admit of a consumption of some 10 million bags, and as the coming crops are expected to furnish but about 7-10ths of this quantity, it would seem that a general revision of the prices to the consumer is not only advisable but of the utmost necessity at this time.

The benefits which would accrue to all branches of the trade as a result of a proper adjustment of prices other than the establishing of a fair margin of profit, would doubtless be a steady market and in any event would eliminate the possibility of an unnatural inflation of values by the speculative element.

### The Grocery Market.

Sugar is without important change, the situation being thus described by the Shipping List:

The volume of business transacted since our last issue has been of moderate proportions, but the market has ruled strong, with a good demand and buyers for full prices. Notwithstanding the unsettled feeling that has been caused by excessive speculation in beet, the underlying feature of a short supply provides a very secure foundation upon which the markets undisturbed by speculative hurries that may temporarily rattle the surface. So far as this country is concerned, there has been very little offering from any quarter, while the readiness of refiners to bid on all available parcels shows that they are pretty well assured that the position warrants them in carrying pretty full stocks. A few lots of muscovades that have recently arrived have been taken by local refiners at the same price that was paid early in the week, holders considering it a fair price in view of the expense of landing and storing that is thereby saved, and further lots could easily be placed at the same price, but the majority of holders have been unwilling to sell. Philadelphia has paid 5 cents cost and freight for 96 test Centrifugals, and would no doubt take further offerings at the same price, but local buyers have been unwilling to pay this figure, and the inference is that they are pretty well supplied with Centrifugals.

Bulk coffees have advanced  $\frac{1}{2}$ ¢, but the package manufacturers have failed to take advantage of the situation as yet. Kingsford has reduced the price of Oswego corn starch 1c, making the selling price 6c. Gloss still sells at 7c. The plug tobacco manufacturers are abandoning their contracts, in consequence of the passage of anti-combination laws by most of the Legislatures of the Western States.

### Fresh Creamery Butter.

Dealers wishing to arrange for a supply of creamery butter would do well to address J. B. Horton, proprietor of the Grandville creamery, Grandville. Goods delivered to any dealer in Grand Rapids.

Morris H. Treusch & Bro. are sole agents for this market for the celebrated "Our Knacker" cigars, which are having a large sale.

## MEN MADE OF GALL.

A Specimen of Triple-plated Cheek with Wire Edge and Brass Tip.

A Monroe street restaurant man was looking gloomy, the other day, as he gazed from the window at the dusty landscape. Being surrounded by a representative of the lever which moves the world, he commenced to unbosom himself. "There came in here this morning," he said, "a stranger of distinguished appearance. He was haughty in his bearing; yes, very haughty. The days of the years of my journey in the land have been many, but I don't think I ever struck a more commanding-looking man. He took a seat at the table and glanced over the bill of fare very critically. Finally he ordered a porterhouse steak, with innumerable vegetables. He asked me if I had any new cucumbers. I hadn't any. 'Well,' said this haughty gentleman, 'send out and get some. And tell your infernal waiter that I don't want to become a centenarian before the meal is brought me.' I was deeply impressed by his imperious manner and I rustled around and hurried the cook, and in a very short time the meal was placed before him, and it was a nice one. He seemed to enjoy it. He ate slowly, sipped three cups of coffee, and repeated several of his vegetable orders. Finally he concluded the repast, and came to the cashier's desk where I was on duty. He picked his teeth calmly, and then said: 'I am ready.' 'Ready for what?' I enquired. 'Ready to be fired. I haven't a red cent.' Now, how was that for unlauded, double and twist, fast-dyed gall? How does it strike you as a sample of nerve with a wire edge and brass tip? I was too paralyzed to fire him. I just invited him to go, and told him that if he ever came to my fashionable rendezvous again I would sweeten his coffee with sulphuric acid. He smiled blandly and went his tortuous way." And the proprietor of the hash emporium sighed wearily. "I can recall another instance of gall," he said, after a while. "When I was a boy I worked in a butcher shop, flashing out sausage and stuff to intelligent patrons. The urbane butcher had an old hound which had outlived its usefulness, but for which he wouldn't have taken a thousand dollars. The dog used to lie on the sidewalk in front of the shop from morning to night, and, as everybody knew him, he received many a caress. Well, one day I was in the shop alone, when a genteel and handsome stranger entered. 'My boy,' he said, in the most pleasant manner in the world, 'would you be as good as to lend me a cleaver for a moment?' Flattered by his politeness to me, I immediately handed him the toy asked for. He went out of the shop, and I heard a dull, sickening thud. He returned in a minute or two, carrying the cleaver, which was dripping with gore. 'Now, my little man,' said he, as pleasantly as ever, 'tell you master when he gets another dog he should keep it. This pleasant stranger had hacked the poor old dog's head off. The proceeding, I think, was as cool as the arctic regions. I don't see how such men can have hearts, lungs or livers. I should think the gall they carry around would occupy all the available space.'

## Too High to Buy.

A lady tells this: "We needed eggs one morning, and old Maggie was sent to the grocery to get some. Later in the day Maggie volunteered the general remark that 'eggs is high.' 'Are they?' I replied. 'How much?' 'Forty cents a dozen, mum. Sure I'd be after buying no eggs at that price, mum, and so I borrowed them of the neighbors?'"

W. J. Quan & Co., Chicago wholesale grocers, have rented four floors of the store adjoining their present location and two floors of the double store on the other side of their house.

A country lawyer who ordered a table to be made by a cabinet-maker annoyed the latter very much by not calling for it as he had agreed to. When he did arrive, a year after his order was given, the cabinet-maker said: "You are the most un-com-for-table customer I have ever had."

## Losses from Overweight.

In the current number of the London Grocer is a discussion on the important subject of overweight given by storekeepers to customers. The question arose through a letter from an experienced grocery clerk, stating that it was foolish for retailers to hire inexperienced assistants at low wages rather than capable men at higher wages, as some grocers had been reported doing. The letter writer, in the interest of good wages for his class, mentions, among other reasons for skilled clerks, that the grocer usually loses more in overweight than he gains in salaries by employing cheap and poor help. One clerk gives an instance of a young man at the butter counter to weigh out lard for next day's sales. The employer counted out the number of packages necessary to make twenty-eight pounds and found that they together weighed thirty-one and a half pounds, a loss of three and one-half pounds—equal to the grocer's profit. In another case a quarter-pound of cheese weighed six ounces, and in still another, some sausages were two or three ounces overweight to the pound.

## The Retail Grocery Clerks Ready for the Fray.

GRAND RAPIDS, May 20, 1889. To the Wholesale Grocery Clerks of Grand Rapids:

We, retail clerks of Grand Rapids, hereby challenge the clerks of the wholesale grocers to play a game of base ball on the day of the Grocers' picnic, at Reed's Lake, June 6.

Geo. McInnes, Cliff Herrick, J. O. Boone, Committee.

## THE ACME OF UTILITY AND ECONOMY IN STORE SHELVING.

WHEN IT IS REACHED THE KOCH PATENT IS ADJUSTABLE REVERSIBLE BRACKETS.

Liberal discount to the trade. Special inducements to parties introducing this system of store-fitting in any locality. Manufactured by KOCH A. B. CO., 354 Main St., PEORIA, ILL. BORDEN, SELLECK & CO., AGTS., 48-50 Lake St., Chicago, 114 Water St., Cleveland.

## HEAVENRICH BROS.

Wholesale Clothiers

MANUFACTURERS OF Perfect-Fitting Tailor-Made Clothing AT LOWEST PRICES.

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

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

## We Are Headquarters

Pure Cider and White Wine Vinegar.

Consult your own interests by getting our prices before purchasing elsewhere.

## Telfer Spice Company

NELSON BROS. & CO.,

Wall Paper and Window Shades.

GRAND RAPIDS, - MICH.

"Where are you going my pretty maid?"

"I'm going washing, sir," she said.

"What hold you in your hand so tight, With a face so gay and a step so light?"

"That which all prize their dearest treasure— Makes washing and scrubbing only a pleasure,

Keeps the clothes so clean and white; The doors and windows a beautiful sight.

For your own household you'll get it, I hope, Five cents buys a bar of SANTA CLAUS SOAP."

SOLD BY ALL GROCERS.

Made only by N. K. Fairbank & Co. Chicago, Ill.

Almonds, Tarragona. @16 1/2

"Ivan. @15

Brazil. @14

Filberts, Sicily. @10 1/2

Walnuts, Grenoble. @11 1/2

French. @12

Pecans, Texas, H. P. @12 1/2

Cocounts, per 100. @4 50

PEANUTS. @8 1/4

Peacocks. @7 1/4

Yacht. @6 1/4

## PRODUCE MARKET.

Apples—Choice stock is hard to get; fair stock commands \$2.50 per bbl.

Bears—Hunters are paying about \$1.25 for hand-picked, and getting \$1.50 for fair hand-picked.

Cabbages—Southern stock is in fair demand at \$3.50 per crate.

Celery—Out of market at present.

Cider—10c per gal.

Cucumbers—Pork barrels, \$1.25; produce barrels, 25c.

Beans—String, \$1 per bu. crate; wax, 83c per bu. crate.

Butter—Creamery is in plentiful supply at 20c.

Dairy is in plentiful supply at 14c.

Bermuda Onions—\$1.50 per crate.

Cranberries—About out of market.

Cucumbers—75c per doz.

Dried Apples—Commission men hold sun-dried at 30c; evaporated at 30c; 5c per lb.

Eggs—Hens are paying 11c and holding at 12c.

Field Seeds—Clover, \$4.75 per bu.; timothy, \$1.50 per bu.

Green Onions—12c per doz. bunches.

Honey—More plenty, being easy at 15c.

Lettuce—10c per lb.

Maple Sugar—10c per lb.

Onions—Dry, \$1 per bbl.

Potatoes—There is a limited demand for old stock from the Southern markets, offerings of 3c per bu. having been made for fancy stock.

Radishes—20c per doz. bunches.

Spinach—30c per bu.

Standard clear, short cut, best. 14c.

Tomato Plants—50c per 100.

THE GRAND RAPIDS PACKING AND PROVISION CO.

quotes as follows:

Mess, new. 12 1/2

Short cut Morgan. 13 1/2

Extra clear pig, short cut. 14 1/2

Extra clear, heavy. 14 1/2

Clear cut, short cut. 14 1/2

Boston clear, short cut. 14 1/2

Clear back, short cut. 14 1/2

Standard clear, short cut, best. 14 1/2

SMOKED MEATS—CURED OR PLAIN.

Hams, average 20 lbs. 9 1/2

" 16 lbs. 10 1/2

" 12 to 14 lbs. 10 1/2

" picnic. 10 1/2

" test boniness. 10 1/2

Shoulders. 7 1/2

Breakfast Bacon, boniness. 10

Dried Beef, extra. 6

Long Cured, heavy. 7

Briskets, medium. 7

" light. 7

LARD—Kettle Rendered.

Tierces. 8 1/2

50 lb. Tins. 8 1/2

LARD—Compound.

Tierces. 7 1/2

30 and 50 lb. Tins. 7 1/2

3 lb. Pails, 20 in a case. 7 1/2

5 lb. Pails, 12 in a case. 7 1/2

10 lb. Pails, 6 in a case. 7 1/2

20 lb. Pails, 4 in a case. 7 1/2

50 lb. Cans. 7 1/2

EXTRA MEAT—FRESH AND SMOKED.

Pork Sausage. 12

Ham Sausage. 12

Frankfurt Sausage. 12

Bologna Sausage. 12

Bologna, straight. 12

Bologna, thick. 12

Head Cheese. 12

PIGS' FEET.

In half barrels. 1 1/2

In quarter barrels. 1 1/2

TRIPE.

In half barrels. 3 1/2

In quarter barrels. 3 1/2

In kits. 3 1/2

CANNED GOODS—FRESH.

Apples, galls, stand. 1 1/2

Blackberries, stand. 1 1/2

Cherries, red standard. 1 1/2

" pitted. 1 1/2

Damsons. 1 1/2

Egg Plums, stand. 1 1/2

Gooseberries. 1 1/2

Guavas. 1 1/2

Green Gages. 1 1/2

Peaches, all yellow, stand. 1 1/2

" seconds. 1 1/2

Pears. 1 1/2

Pineapples. 1 1/2

Quinces. 1 1/2

Raspberries, extra. 1 1/2

" red. 1 1/2

Strawberries. 1 1/2

Whortleberries. 1 1/2

CANNED VEGETABLES.

Asparagus, Oyster Bay. 80

Beans, Lima, stand. 80

" Green Limas. 80

" Strings. 80

" Stringless, Erie. 80

" Lewis' Boston Baked. 80

Tomatoes, Red Coat. 80

" Early Golden. 80

" extra marrowfat. 80

" soaked. 80

" June. 80

" French, extra fine. 80

" Marrowfat. 80

" Succotash, standard. 80

" Squash. 80

" Good Enough. 80

" Ben Har. 80

" stand. 80

CHEESE.

Michigan Full Cream. 9 1/2

Sap Sago. 16 1/2

CHOCOLATE—BAKERS.

German Sweet. 25

German Baking. 25

Cocoa. 25

Breakfast Cocoa. 25

Broma. 25

Rubber, 100 lumps. 25

" 200. 25

Spruce. 25

Bulk. 25

Red. 25

COFFEE—Green.

Rio, fair. 17 @19

" good. 18 @20

" prime. 19 @21

" fancy, washed. 19 @22

" golden. 20 @23

" Santos. 20 @23

" Mexican & Guatemala. 20 @23

" Peaberry. 20 @23

" Java, Interior. 20 @23

" Premium. 20 @23

" Mocha, genuine. 25 @27

" To ascertain cost of roasted coffee, add 5c per lb. for roasting and 15c per cent. for shrinkage.

COFFEES—Package.

Lion. 24 1/2

" In cabinets. 24 1/2

" McLaughlin's XXXX. 24 1/2

" Acme. 25 1/2

" Thompson's Honey Bee. 25 1/2



# Drugs & Medicines.

**State Board of Pharmacy.**  
One Year—Otto Eberbach, Ann Arbor.  
Two Years—Geo. McDonald, Kalamazoo.  
Three Years—Stanley E. Parkhill, Owasco.  
Four Years—Jacob Jenson, Muskegon.  
Five Years—James Vernon, Detroit.  
President—Geo. McDonald.  
Secretary—Jacob Jenson.  
Treasurer—James Vernon.  
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—F. M. Alford, Lansing.  
Second Vice-President—J. M. Dean, Niles.  
Third Vice-President—O. Eberbach, Ann Arbor.  
Secretary—H. J. Brown, Ann Arbor.  
Treasurer—Wm. Dupont, Detroit.  
Executive Committee—A. R. Lyman, Marquette; A. B. Bassett, Detroit; F. J. Wurdzberg, Grand Rapids; W. A. Hall, Greenville; E. T. Webb, Jackson.  
Local Secretary—J. Bassett, Detroit.

**Grand Rapids Pharmaceutical Society.**  
President, J. W. Hayward, Secretary, Frank H. Eacott.  
**Grand Rapids Drug Clerks' Association.**  
President, F. D. Kipp, Secretary, Albert Brower.

**Detroit Pharmaceutical Society.**  
President, J. W. Caldwell, Secretary, E. W. Patterson.  
**Muskegon Drug Clerks' Association.**  
President, C. S. Koon, Secretary, J. W. Hoyt.

## Constituent Elements of Some Popular Preparations.

**ROUGH ON RATS.**  
This preparation consists principally of arsenic colored with lamp black or similar substance. A good substitute, but one containing far less arsenic, is:  
White arsenic.....10 parts  
Wheat flour.....50  
Lard.....50  
Lamp black.....1-30  
Oil anise.....1-30  
Make into globules.

**BLOOM OF YOUTH.**  
Flake white.....6 drs.  
Caroline (No. 40).....2  
Glycerine.....2  
Rose water.....7 1/2 ozs.  
Mix in a mortar. Shake before using, and apply with a sponge.

**LAVENDER TOILET CREAM.**  
Lanolin.....4 drs.  
Powdered soap (Pears' or castile).....2  
Spirit of bergamot (1 to 16).....2 fl. ozs.  
Rose water.....1 fl. oz.  
HAGAN'S MAGNOLIA BALM.

Pure oxide of zinc.....1 oz.  
Rose water.....4 ozs.  
Glycerine.....1 dr.  
Perfume.....q. s.

**COSMETIC CREAM.**  
Powdered white castile soap.....140  
Glycerine.....230  
Oil of sweet almonds, in winter.....1399  
Oil of sweet almonds, in summer.....1086  
Oil of the ylang-ylang.....4  
Oil of bergamot.....8  
Oil of rose.....2  
Mix the powdered soap and the glycerine in a mortar, then add the oil of almonds and incorporate by means of rapid trituration. Finally add the perfume.

**BAY RUM HAIR TONIC.**  
Bay Rum.....5 pints  
Glycerine.....16 fl. ozs.  
Tincture of Cantharides.....8  
Tincture of soap bark.....8  
Rose water.....8  
Orange flower water.....8  
Mix and filter, if necessary.

**VIOLET WATER.**  
Ext. of violet (pomade).....8 fl. ozs.  
Ext. of cassia (pomade).....4  
Strong tincture of orris root.....6  
Ext. of musk.....1/2  
Ext. of rose.....1/2  
Ext. of damask.....1/2  
Deodorized alcohol.....9 pints  
Distilled water.....1 fl. oz.  
Carb. magnesium.....q. s.  
Mix, and if it should appear in any wise cloudy, filter the product through a cloth, with the cautious addition of tincture of sage or tincture of common grass.

**VERBENA WATER.**  
Oil of verbena.....2 fl. ozs.  
Oil of orange.....1/2  
Oil of lemon.....1/2  
Oil of neroli.....1/2  
Ext. of jasm. ....1/2  
Strong tr. orris.....1/2  
Rose water.....1 pint  
Deodorized alcohol.....8 pints  
Carb. magnesium.....q. s.  
Mix and proceed as above.

**FLORIDA WATER.**  
Oil of bergamot.....3 fl. ozs.  
Oil of lavender.....1/2  
Oil of cloves.....1/2  
Oil of cinnamon, best.....1/2  
Oil of neroli.....1/2  
Oil of lemon.....1/2  
Ext. of jasm. ....1/2  
Ext. of musk.....1/2  
Rose water.....1 pint  
Deodorized alcohol.....8 pints  
Carb. magnesium.....q. s.  
Mix and proceed as above.

**NEWPORT'S FAVORITE WATER.**  
Oil of bergamot.....3 fl. ozs.  
Oil of lemon.....1/2  
Oil of orange.....1/2  
Oil of neroli.....1/2  
Oil of cloves.....1/2  
Oil of cinnamon, best.....1/2  
Ext. of jasm. ....1/2  
Ext. of musk.....1/2  
Rose water.....1 pint  
Deodorized alcohol.....8 pints  
Carb. magnesium.....q. s.  
Mix and proceed as above.

**STODDARD'S MEAD--HONEY WINE.**  
From the National Druggist.

The basis of all "meads" is honey, with some ferment, and the variations are largely a matter of individual taste in flavoring:

**NEW ORLEANS MEAD.**  
Honey.....14 av. lbs.  
Water.....10 gals.  
Yeast.....3 ozs.  
Hops.....2  
Boil the hops in a pint of the water and strain, mix the honey and the balance of the water, and add the infusion of hops. Bring the whole to a boil, and then let it simmer for half an hour, skimming off the scum as it arises. When cold put into a cask, add the yeast, and let ferment.

**STODDARD'S MEAD.**  
Strained honey.....16 lbs.  
Water.....10 gals.  
Burned white ginger.....3 ozs.  
Hops.....2  
Yeast.....2  
Mix the honey, water and ginger together, and slice in two or three lemons, bring to a boil, and five minutes later add the hops. Continue the boiling for half an hour, let cool, put into a cask, and add the yeast. Fermentation finishes the product.

**HONEY WINE.**  
Honey.....30 av. lbs.  
Cider.....12 gals.  
Rum.....4 pints  
Brandy.....4 pints  
Cream tartar.....2 ozs.  
Oil of bitter almond.....5 drops.  
Yeast.....1 pint.  
Dissolve the honey in the cider, add the yeast, and let ferment. When clear, dissolve the essential oils in the brandy, add the solution along with the other ingredients. Let stand for three or four days, rack off, and bottle.

## Why Not Pass Them Around?

Correspondence Pharmaceutical Era.  
In the appointment annually of a member to the State Board of Pharmacy by the Executive, there are some things which demand consideration. The same things may be said regarding the annual elections in our State Association. In this the average druggist is not favorably disposed to kick against the powers that be, for with the Board—the laws enacted by the legislative branch of the government—it (the Board) is faithfully bound to enforce. The appointment by the Governor upon this Board is supposed to be from a non-political, non-partisan basis, but is it? If so, will it always be so?

Again, as to re-appointments and re-elections—unless guaranteed to the contrary by special meritorious services—I am essentially a one term man. In this discussion I have no "axe to grind," nor do I find fault with what has already been accomplished by the State Board, nor say aught against its "personnel." It is composed of gentlemen and men representative of the profession, who, as far as I know, do not do any "cutting" or run any "annex" or other "side issue" to make their drug business pay.

I do not believe, as I have said, in re-appointments, unless controlled by special circumstances. The chronic office-holder should have no chance to obtain a life security or tenure in any official position upon the Board or the Association. Why? Continuation in office begets arrogance, "ringism" and *cliquery*. The temptation to retain an appointment or an office once gained is a serious danger to deliberate and progressive scientific advancement. Such re-appointments upon the Board breed partiality and the caprice of favoritism; such officers seek to control the Association instead of serving or representing it. Some have said: "If there is any patronage connected with any of these positions, it is not being fair that each should have a chance to enjoy them." While there may be some truth in this, it to my mind is not the point in question, nor should such be the object of the Board. It has, as our Association has set forth in its constitution, for its object the ultimate "restriction of the practice of pharmacy to properly qualified pharmacists." This, I believe, can only be brought about by the appointment of men who have an ascertained fitness for the work and of those who will faithfully discharge the duties of the Association.

These qualifications are not usually *chronic* nor do they figure as candidates at every election in our Association. Such men make good officers and also know when they have had enough.

I therefore for one say, infuse new blood into the Board every year if possible, and also honor the much good material now unhonored in our Association before re-appointments and re-elections shall establish a precedent, which, if followed, will eventually get us too deeply into the rut, and the "winter" of much "discontent" draw near too soon.

## "Persian" Insect Powder.

The following is taken from a Russian journal devoted to the industrial interests of the Caucasus:

The flowers of the pyrethrum (*pyrethrum roseum*) are used for making the powder, which is sold under various names—"insect powder," "Persian powder," "death to insects," etc. In Europe these flowers are only found in Dalmatia, but these are white, and not rose-colored, like those of the Caucasus. The Dalmatian pyrethrum is greatly appreciated, and when its crop is scarce the Caucasian flowers are eagerly sought for, and their price increases by from 200 to 300 per cent; this was the case in 1887 and '88. Prices, which had varied between 3 and 7 roubles for the previous ten years, reached all at once, in 1887, 15 and 16 roubles at Tiflis. Formerly a certain quantity of pyrethrum in powder was exported from the Caucasus, but Europeans were not satisfied with receiving this delicate article in this form because it was discovered to be mixed with foreign substances, and growers in the Caucasus could not reduce it to the impalpable state requisite to preserve its efficacy. At the present time the flowers only are exported. It is necessary that they should be cut as short as possible at the stalk, gathered when ripe, dried in the shade and in a current of air, because in the sun the bloom and rose color are lost, and, lastly, that they should not be mixed with other herbs when being gathered. Recently a fraud has been noticed in the packages of Caucasian flowers, other flowers resembling the pyrethrum, and dyed the same color, being found. The exports amounted to between 175,000 and 200,000 kilogrammes last year; of those three-fourths were badly prepared, the season having been a very rainy one.

## Muskegon Drug Clerks' Association.

MUSKEGON, May 18, 1889.  
E. A. Stowe, Grand Rapids:

DEAR SIR: The Muskegon Drug Clerks' Association held its regular meeting on May 14, with a full attendance.

A paper on "Galenic Preparations" was assigned Geo. Le Fevre, to be read at the next meeting, on May 30.

The Association was presented with a year's subscription to the *Druggists' Circular*, by Wm. A. Padley.

The meeting adjourned, after two hours' industrious work. Yours,  
JESSE W. HOYT, Sec'y.

## Back from the Wedding Trip.

F. W. R. Perry, the Detroit druggist, was married in New York, April 29, to Miss Lila D. Henry, of Florida, who came North to meet her future husband.

The marriage is a happy surprise to Mr. Perry's friends. After July 1, Mr. and Mrs. Perry, who are now at the Russell House, will be at home at 31 Parsons street.

## The Drug Market.

There are no important changes to note. Castor oil has advanced 1/2 cent per pound. Linseed oil is very firm and will be higher. Opium is firmer, but unchanged. Quinine and morphia are steady. Mercenaries are very firm at the advance.

## Grand Rapids Drug Clerks' Association.

At a meeting of the Association, held at THE TRADESMAN office, Friday evening, May 17, the usual order of business was carried out.

The committee appointed to confer with Mr. Osborne in regard to non-attendance reported having seen him and that he stated it was impossible for him to attend.

V. H. Middleton was elected First Vice President by acclamation, to fill the vacancy caused by the resignation of Mr. Osborne.

John A. Tinkholt was elected by ballot Second Vice President.

A motion was made to tender a vote of thanks to Geo. G. Steketee and Dr. H. E. Locher for closing their stores on Sunday afternoons from 1 to 6, and that it be published in the daily papers. Carried.

It was decided to hold the regular meeting of the Association the second Tuesday evening of each month, at 9 o'clock, the place to be decided by the Executive Board.

A letter of congratulation was received from the Muskegon Drug Clerks' Association, read and accepted with thanks.

W. C. Smith was appointed to read, at our next meeting, a paper on the benefits of a drug clerks' association.

A. BROWER, Sec'y.

## Adulterated Teas for American Tea Drinkers.

A Washington dispatch, under date of May 7, is as follows:

A rather sensational report upon the subject of teas sent to the American market has been made to the State Department by Consul Crowell at Amoy, China. He says that while this year's crop shows a shrinkage of 23,000 half-chests, its inferiority is fully equal to last year's crop. The Consul says a large proportion of the Amoy oolong is poorly cultivated, poorly picked and cured, dirty and adulterated. The Commissioner of Customs at Amoy called it "stuff," which was also wanted in America. Nearly the whole crop is marketed in the United States. It is the greed of importers and exporters that alone makes it possible to impose this vile stuff upon the American public. The Consul hopes that the tea drinkers of America may be protected against the so-called tea known as Amoy oolong, and that the existing laws against the importation of bad and adulterated teas is sufficient to do it if properly enforced. Most of the oolong goes to New York, and honest inspection there would prevent the imposition.

## A New Use for Cats.

According to the *Hospital*, it was a stroke of genius to find an occupation in life for the laziest exquisites among the domestic animals. The happy inspiration came to a gentleman who had reason to suspect that his house drains were defective.

He threw the entire establishment open to the inspection of his cat, and then poured a strong infusion of valerian into the pipes. The plot succeeded to a marvel. Puss, who is as fond of perfumes as any client of Mr. Rimmel's, soon discovered three leaks, at each of which she established herself in turn, to enjoy the pungent odor at her leisure.

Thus not only were the householder's suspicions confirmed, but the actual situation of the leaks was revealed as accurately as if they had been indicated by a sanitary inspector.

## Microscopes Coming into General Use.

Says a St. Louis druggist: "There is not another city the size of St. Louis with as many druggists who use the microscope in their business. This instrument is a comparatively new implement in the hands of the druggists, but those who sell medicines here are learning how to use it in the detection of adulterations, while the doctors use it in diagnosing diseases. The increased demand for microscopes has brought down the price so that \$25 will now buy as fine a one as \$50 would a few years ago. I think the time will come when not only doctors and druggists will use microscopes for scientific purposes, but most society folks will own them as a means of amusement and entertainment for their friends."

## Help Yourself.

Fight your own battles. Hoe your own row. Ask no favors of any one, and you will succeed a thousand times better than one who is always beseeching some one's influence and patronage. No one can ever help you as you can help yourself, because no one will be so heartily interested in your affairs. The first step will be a long one, perhaps; but carving your own way up the mountain you make each one lead to another, and stand firm while you chop still another out. Men who have made fortunes are not those who have had \$5,000 given them to start with, but boys who have started fair with a well-earned dollar or two.

## "Depends on How You Take It."

"How dismal you look!" said a bucket to his companion, as they were going down the well.

"Ah!" replied the other, "I was reflecting on the uselessness of our being filled; for, let us go away ever so full, we always come back empty."

"Dear me! How strange to look at it in that way!" said the other bucket.

"Now, I enjoy the thought that, however empty we come, we always go away full. Only look at it in that light, and you'll be as cheerful as I am."

## Perry Davis' Pain Killer.

The *New Idea* gives the following as the formula of this once very popular remedy:

Alkanna.....1 oz.  
Guaiac, pulverized.....3  
Guaiaac resin.....2  
Camphora.....2  
Tincture opii.....4  
Capsicum.....4  
Alcohol.....2 pints.  
Aqua.....2

Macerate for several days, and filter.

## Luck and Labor.

Luck is ever waiting for something to turn up.

Labor, with keen eyes and strong will, will turn up something.

Luck lies in bed, and wishes the post-man would bring him news of a legacy.

Labor turns out at 6 o'clock and, with busy pen or ringing hammer, lays the foundation of a competence.

Luck whines.

Labor whistles.

Luck relies on chance; Labor, on character.

Luck slips downward to indolence.

Labor strides upward, and to independence.

Druggists should not fail to carry a line of "Our Knocker" cigars. Sold only by Morris H. Treusch & Bro.

## 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—Castor Oil. Declined—Nothing.

ACIDUM.		
Aceticum, German.	80 1/2	30
Benzolium, German.	80 1/2	30
Carbolicum.	40 1/2	45
Citricum.	50 1/2	55
Chloric.	30 1/2	35
Nitricum.	10 1/2	12
Oxalicum.	13 1/2	14
Phosphoricum dil.	1 40 1/2	80
Salicylicum.	1 1/2	5
Sulphuricum.	1 40 1/2	80
Tannicum.	1 40 1/2	80
Tartaricum.	45 1/2	50

AMMONIA.		
Aqua, 16 den.	3 1/2	5
18 den.	4 1/2	6
Carbonas.	11 1/2	13
Chloridum.	12 1/2	14

ANILINE.		
Black.	2 00 1/2	25
Brown.	45 1/2	50
Yellow.	2 00 1/2	25

BACCAR.		
Cubebae (po. 100).	1 85 1/2	20
Juniperus.	80 1/2	10
Xanthoxylum.	25 1/2	30

BALSAMUM.		
Copallina.	65 1/2	70
Peru.	60 1/2	65
Terabinthina.	50 1/2	55
Tolutana.	45 1/2	50

CORTEZ.		
Abies, Canadian.	11	18
Cinchona Flava.	11	18
Eunonymus atropurp.	11	18
Myrica Cerifera, po.	11	18
Prunus Virgin.	11	18
Quillaja, grd.	11	18
Sassafras.	11	18
Ulmus P. (Ground 12).	11	18

EXTRACTUM.		
Glycerhiza (Glabra).	24 1/2	25
" po.	33 1/2	35
Haematox, 15 lb. box.	11 1/2	12
" 34.	14 1/2	15
" 48.	14 1/2	15
" 148.	16 1/2	17

FERRUM.		
Carbonate Precip.	65 1/2	70
Citrate and Quinia.	65 1/2	70
Carbonas.	65 1/2	70
Ferrocyanidum Sol.	65 1/2	70
Solut Chloride.	65 1/2	70
Sulphate, com.	11 1/2	12
" pure.	7	8

FLORA.		
Aralia.	14 1/2	15
Antemiss.	30 1/2	35
Matricaria.	30 1/2	35

FOLIA.		
Barosma.	100 1/2	110
Cassia Acutifolia, Tin.	25 1/2	30
privelly.	25 1/2	30
Alex.	35 1/2	40
Salvia officinalis.	100 1/2	110
and isg.	80 1/2	90
Ura Ursi.	80 1/2	90

GUMMI.		
Acacia, 1st picked.	60 1/2	65
" 3d.	60 1/2	65
" sifted sorts.	60 1/2	65
Alga, Barb. (po. 60).	50 1/2	55
" Cape, (po. 20).	60 1/2	65
" Socotri, (po. 60).	60 1/2	65
Benzoicum, one lb. 148.	10	11
Ammoniac.	25 1/2	30
Assafetida, (po. 30).	35 1/2	40
Benzoinum.	30 1/2	35
Camphora.	30 1/2	35
Euphorbium po.	35 1/2	40
Gamboge.	80 1/2	85
Gamboge, (po. 45).	60 1/2	65
Kino, (po. 25).	60 1/2	65
Mastic.	60 1/2	65
Myrrh, (po. 45).	30 1/2	35
Opil, (po. 450).	3 00 1/2	35
Shellac.	25 1/2	30
" bleached.	25 1/2	30
Tragacanth.	30 1/2	35

HERBA--In ounce packages.		
Absinthium.	25	30
Eupatorium.	25	30
Lobelia.	25	30
Majonica.	25	30
Mentha.	25	30
Vir.	25	30
Rue.	30	35
Tanysum.	25	30
Thymus.	25	30

MAGNESIA.		
Calced, Pat.	55 1/2	60
Carbonate, Pat.	30 1/2	35
Carbonate, M. & M.	30 1/2	35
Carbonate, Jennings.	35 1/2	40

OLEUM.		
Absinthium.	5 00 1/2	50
Anygdalae, Dulc.	45 1/2	50
Anygdalae, Amarae.	7 25 1/2	30
Anisi.	1 75 1/2	85
Aurant Cortex.	62 1/2	65
Bergamit.	2 50 1/2	25
Cajuputi.	90 1/2	95
Caryophylli.	60 1/2	65
Cedar.	35 1/2	40
Chenopodii.	60 1/2	65
Cinnamon.	1 00 1/2	20
Citronella.	60 1/2	65
Conium Mac.	35 1/2	40
Hedoma.	15 1/2	20
Cubebae.	15 50 1/2	160
Excelsitios.	90 1/2	95
Erigeron.	1 30 1/2	35
Euonymus.	1 15 1/2	20
Geranium, ounce.	60 1/2	65
Gossipii, Sen. gal.	50 1/2	55
Hedoma.	1 15 1/2	20
Juniperi.	50 1/2	55
Lavendulae.	90 1/2	95
Monarda.	90 1/2	95
Mentha Piper.	2 35 1/2	40
Mentha Verid.	2 50 1/2	55
Morruuae, gal.	80 1/2	85
Myrica, ounce.	15 1/2	20
Oliva.	1 00 1/2	20
Piperis Liquida, (gal. 35).	10 1/2	12
Rosmarini.	75 1/2	80
Rose, ounce.	60 1/2	65
Succini.	40 1/2	45
Sassafras.	90 1/2	95
Santal.	3 50 1/2	35
Sassafras.	55 1/2	60
Sassafras.	55 1/2	60
Tigili.	60 1/2	65
Thyme.	40 1/2	45
Theobromas.	15 1/2	20

POTASSIUM.		
Bi Carb.	15 1/2	18
Microbrom.	15 1/2	18
Bromide.	37 1/2	40



## The Michigan Tradesman

### THE FRENCH REVOLUTION.

In 1832 Coleridge said of the French Revolution that people were still too near to the event to judge accurately of its character. The lapse of more than half a century has done something toward making a just estimate possible, but evidently much still remains to be done in weighing the forces of that great movement and their results.

The American War for Independence, miscalled a revolution, has presented a much less difficult problem to mankind. Its effects were of a more limited character. The principles involved were less far-reaching. In spite of Jefferson's and Paine's efforts to import the questions raised by Rousseau into the struggle, the average American saw in it mainly an effort to secure to himself and his posterity the blessings of that liberty which the English Revolution of 1688 had secured to the residents of the mother country. He was not engaged in any crusade for "the rights of man," and he was amply satisfied with a peace which secured the rights of Americans. As a consequence, the purpose of his uprising against British power has been attained much more fully than can be said of the aims and purposes of the revolutionists of 1789. The concrete result in the creation of the American Republic is one of whose worth any one can form for himself an adequate judgment. It only can be a matter of dispute how far the success of the colonies aided in precipitating a similar, greater struggle in France.

We incline to think the influence of events in America has been much exaggerated. Monarchy in France was not discredited by having taken the winning side in the struggle between England and her colonies. Aristocracy was not discredited by several of its brightest ornaments sacrificing the comforts and luxuries of life at home to take part in the battle for liberty in the new world. The American Federalists, who thought that the friendship shown us by the king and the nobility of France, entitled the victims of the French Revolution to more of our sympathy than its authors could claim, have a good deal to say for their view. It was not the events in America but in France which made the collapse of 1789 inevitable, and they would have done so, if the American colonies had remained part of the British Empire, or had been allowed to separate peacefully from the mother country. This is not the view which is most flattering to our own sense of our importance in the world's history; but nothing is more likely to obscure the true perspective of historical events than excessive national self-esteem.

The French Revolution was the effect of a double, intellectual influence acting upon an intolerable system. The plan of government established by Louis XIV. in France, was one which absorbed the nation in the personality of the king. In Asia that idea of monarchy is workable. In Europe, especially since the Protestant Reformation emphasized the worth of the individual man, it is not so. We have reached a stage in the development of personality and individuality which puts it out of the question.

The *grande monarchie* was cut out by nature for an emperor of China. He was a fatal mistake in a European kingdom. His system was wrecked just where such systems are sure to come to grief—on the economic side. Under it the income of the kingdom was the personal income of the king, and subject to demands as proportionally ample as that of a private person. To escape the stigma of absolute meanness the king must squander the revenues of the kingdom on his courtiers and friends, or he must abandon the maxim "*L'état c'est moi!*" That maxim carried with it very serious consequences as well as advantages. The nobility whom it degraded into puppets must be recompensed for their degradation by pensions and places. The omnipotent king must be "made of money." The result was the total wreck of French finances, and the demand of Necker that the Estates General should be called to consider what should be done to restore them. That proposal has been much criticised, but it was instinctively reasonable. All efforts to save the country from financial ruin had failed, because such ruin was a necessary outcome of the royal governments theory of its place and prerogatives. The king must come face to face with his people, and arrange a reconstruction.

But the convocation of the Estates General had consequences which nobody had foreseen, because nobody was able to calculate the effect of other forces at work in French society, and those of two almost contradictory kinds. They are represented especially by the names of Voltaire and Rousseau.

The party of cynical criticism had been undermining the confidence of the privileged classes in their own prerogatives. It had made it the fashion to treat all institutions as equally jest-worthy, and equally incapable of serious vindication. We commonly think

of Voltaire's work on its religious side, and thus fail to do justice to the breadth of his influence. His thought was a dissolving acid in which old social and public sanctities of all kinds were destroyed. He filled the salons of France with light-hearted scoffers, whom the events of 1789 and the years that followed challenged for a reason for their continuing to enjoy the distinctions and discharge the duties which tradition had assigned them. They gave way in a moment because they did not believe in themselves. The "sons of the crusaders" in our times are proud of their Catholic devoutness. That is the fashion since Chateaubriand. But a hundred years ago there was no such fashion. To be a noble was to be an *esprit fort*, and to put the *Encyclopedie* above the Bible. So the old system of society gave way without a blow, and the nobles fled out of the country, deserting the king in the hands of his enemies.

But Voltaire did not furnish the constructive ideas of the Revolution. That was the work of Rousseau, the most representative thinker of the eighteenth century. It was he who opposed the idea of what was natural in life and society to the conventional and artificial France of his day. He taught France to believe in the rights of man, and he filled France with enthusiasm for those rights not only for Frenchmen but for the whole world. He supplied the watchwords of the Revolution, Liberty, Equality, and Fraternity! And when the Girondists attempted to control the revolutionary movement by critical considerations of the school of Voltaire rather than of Rousseau, it was as the embodiment of Rousseau's ideas that the Mountain crushed them and sent them to the scaffold. It was, indeed, chiefly the disciples of Voltaire of all parties, monarchist and Girondist equally, that the guillotine was busy with; and M. Taine, who best represents the Voltairian idea in our age, has shown a right instinct in arraying himself against the revolutionary idea.

It was Rousseau's influence which made the Revolution cosmopolitan, in contrast to the struggle for national and historical liberties in England and America. For history, Voltaire and his school had very little use, as they showed in their criticisms of Montesquieu. But they also had no substitute for it as a guide. Rousseau substituted a devotion to an unhistorical ideal of human liberty and happiness, which filled the vacuum created by destructive criticism. This ideal has no national because no historical character. It was common to all mankind. So the revolutionary propaganda preached the rights of man to liberty and happiness independently of all boundaries, and in this they coincided with the unhistorical cosmopolitanism of the age. It was natural that Edmund Burke, the clearest-headed of all the antagonists of the Revolution, should find it necessary to rehabilitate the conception of the historical for not only England, but all Europe.

Since Burke's time, in spite of the Free Trade propaganda in England, the dominant tendency of thought is historical and national even in France. This was curiously indicated in the celebration a few Sundays ago. As the kings neither would come to the opening of the Exhibition, nor allow their ministers to attend it, the performances had a strictly national, and as one might say, a domestic character. The revolutionists of 1789 would neither have wanted the kings nor looked for their ministers. They would have extemporized a delegation of the oppressed peoples of every country in Europe, and would have made their presence in the procession a boast and a menace. They cared nothing for governments. They appealed directly to the people as individuals, as subjects for liberation. And this is at once the glory and the weakness of the uprising of 1789. It is this which has made the French Revolution a chief agency in breaking down the reign of privilege and inequality throughout Europe, and of establishing that equality before the law, which is the greatest advance in governmental methods of our age. It is this, also, which gives the whole movement the appearance of a phantasmagoria of extravagances controlled by cranks.

In yet another way the celebration of Sunday indicates how much the world has moved in a century. Our industrial age commemorates the cataclysm of 1789 by an industrial exhibition, and not by a feast of pikes or a constitutional oath-taking or any other of the historic methods dear to the *citoyen actif* of last century. And the proper day of commemoration is ignored, because, as it came on Saturday, its observance would have interrupted the labor of the populace. Sunday is taken instead, for a reason which a Frenchman of 1789 would have thought as unfit as would an old English Puritan. We are living in a world of other ideas than those of 1789, however much the advocates of the rights of man may have contributed to the better order of public life of Europe.

Ironton—Dugal Galbraith will engage in the grocery business.

### WHY WEAR PANTS

That do not fit or wear satisfactorily, 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!**

### 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.,  
 108-5-7 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.

### Facts for the Public.

BY H. F. BURTON.

Any company having a paid up capital of \$100,000 can gain admittance to 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.
Etma of Hartford.....	\$4,781,732	\$7,066,515
Home of N. Y.....	\$4,061,657	4,502,463
Insurance Company of North America of Philadelphia.....	8,696,957	5,638,907
Hartford of Hartford.....	5,750,080	2,483,983
German American of N. Y.....	5,388,533	3,174,415
Continental of N. Y.....	3,022,345	2,320,095
Franklin of Philadelphia.....	3,202,802	1,385,326
Springfield F. & M. of Mass.....	3,200,142	1,867,592
Pennsylvania of Philadelphia.....	3,106,553	1,691,076
Niagara of N. Y.....	2,326,581	379,540
National of Hartford.....	2,300,135	1,507,120
Queen of England.....	2,133,562	845,438
Underwriters of N. Y.....	3,586,854	2,055,173
Total.....	\$65,524,233	\$36,842,646

H. F. BURTON,  
 54 Pearl street, Grand Rapids.  
 Telephone No. 732.

Lot 796  
 Size 30-30  
 Price



STANTON, SAMPSON & CO.,  
 Manufacturers, Detroit, Mich.

### TIME TABLES.

Grand Rapids and 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.	5:00 p.m.	
For Petoskey & Mackinaw City.....	3:35 p.m.	7:30 a.m.	
Saginaw Express.....	11:30 a.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 Petoskey and Mackinaw City.			
GOING SOUTH.			
Cincinnati Express.....	7:15 a.m.	11:45 a.m.	
Fort Wayne Express.....	10:30 a.m.	5:00 p.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 p.m.			
Sleeping car rates—\$1.50 to Petoskey or Mackinaw City; \$2 to Cincinnati.			
All Trains daily except Sunday.			
Muskegon, Grand Rapids and Indiana.			
Leave.	Arrive.		
7:00 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.		
4:00 a.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.	
Mixed.....	6:50 a.m.	7:45 a.m.	
GOING EAST.			
6:45 a.m.....	6:50 a.m.		
Through Mail.....	10:20 a.m.	10:30 a.m.	
Evening Express.....	3:40 p.m.	3:50 p.m.	
Limited Express.....	6:50 p.m.	6:50 p.m.	
Daily, Sundays excepted. *Daily.			
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. G. H. & M. R. Y. offices, 23 Monroe St., and at the depot.			
JAC. CAMPBELL, City Passenger Agent.			
Toledo, Ann Arbor and Northern.			
For Toledo and all points South and East, take the Toledo, Ann Arbor & North Michigan Railway from Orosco Junction. Sure connections at above point with trains of D. G. H. & M., and connections at Toledo with evening trains for Cleveland, Buffalo, Columbus, Dayton, Cincinnati, Pittsburg, Creston, Orville and all prominent points on connecting lines.			
A. J. PAISLEY, Gen'l Pass. Agent			

## 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

## Thompson's

Sold Only by

J. H. THOMPSON & CO.,

IMPORTERS OF

Teas, Coffees

AND

Spices,

DETROIT, MICH.



COFFEE.

Done in Good Style.

The following is an extract from a circular lately issued by a well-known coal company: "All coal shipped from this mine is carefully polished by experienced artists in their line, and every lump neatly wrapped in tissue paper. Particular care is exercised to have each nugget reach the consignee, sparkling in all its pristine splendor. If you are desirous of possessing any of these gems, fresh from our lapidary, an order to the writer will receive immediate attention. A reward of no small amount is offered for any paste specimens found after a strict microscopic search."

IF YOU WANT COAL IN CAR LOTS WRITE FOR MY CIRCULAR

MAIN OFFICE, 54 PEARL ST., GRAND RAPIDS, MICH.

## I. M. CLARK & SON,

If our Travelers

do not see you regularly, send for our Samples and Prices before purchasing elsewhere. We will surprise you.

Mail Orders always receive prompt attention and lowest possible prices.

## WE ARE HEADQUARTERS

—FOR—

Teas  
 Syrups  
 Molasses

## Wholesale Grocers

## 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.

Bags.

Warps, Geese Feathers,

Waddings, Batts

and Twines.

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

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,  
 Jennings & Smith



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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.

## CANDY!

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

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No Chemicals.



W. BAKER & CO.'S

Breakfast Cocoa

Is absolutely pure and it is soluble.

To increase the solubility of the powdered cocoa, various expedients 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 CAN NOT 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.