

Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, MARCH 19, 1890.

NO. 339.

SEEDS!

Write for jobbing prices on
Mammoth, Medium, Alsike and
Alfalfa Clover, Timothy, Orchard
Grass, Red Top, Blue Grass,
Field Peas, Beans, Produce and

WOOL.

C. Ainsworth,

76 So. Division St., Grand Rapids.



Apples,
Potatoes,
Onions.

FOR PRICES, WRITE TO

BARNEY BROS., Wholesale Dealers,
CHICAGO.

West Michigan BUSINESS UNIVERSITY
AND NORMAL SCHOOL.

(Originally Lean's Business College—Established 8 y'rs.)

A thoroughly equipped, permanently established and pleasantly located College. The class rooms have been especially designed in accordance with the latest approved plans. The faculty is composed of the most competent and practical teachers. Students graduating from this Institution MUST be efficient and PRACTICAL. The best of references furnished upon application. Our Normal Department is in charge of experienced teachers of established reputation. Satisfactory boarding places secured for all who apply to us. Do not go elsewhere without first personally interviewing or writing us for full particulars. Investigate and decide for your selves. Students may enter at any time. Address West Michigan Business University and Normal School, 19, 21, 23, 25 and 27 South Division St., Grand Rapids, Mich.

J. U. LEAN,
Principal.

A. E. YEREX,
Sec'y and Treas.

**BEN-HUR
CIGARS**

ARE SECOND TO NONE,

SUPERIOR TO ANY,

A DUPLICATE OF

NOTHING,

A MODEL FOR ALL.

SOLD EVERYWHERE.

MADE BY

**GEO. MOEBS
& CO.,**

92 WOODWARD AVE.,

DETROIT.

P. O. Voorheis,
GENERAL INSURANCE
AND LOAN AGENT,

TELEPHONE 980,
41 Widdicomb Building, Grand Rapids.

HARVEY & HEYSTEK,

Wholesale Dealers in

Wall Paper AND Picture Frame Mouldings.

Also a complete line of PAINTS, OILS and BRUSHES. Correspondence solicited.

74 & 76 Ottawa St., Grand Rapids, Mich

W. C. WILLIAMS. A. S. BROOKS. A. SHELEY.

**WILLIAMS,
SHELEY
& BROOKS**

Successors to Farrand, Williams & Co.,

Wholesale Druggists,

AT THE OLD TAND

Corner Bates and Larned Streets, Detroit.

ALLEN DURFEE. A. D. LEAVENWORTH.

Allen Durfee & Co.,

FUNERAL DIRECTORS,

103 Ottawa St., Grand Rapids.

Fehsenfeld & Grammel,

(Successors to Steele & Gardner.)

Manufacturers of

BROOMS!

Whisks, Toy Brooms, Broom Corn, Broom Handles, and all Kinds of Broom Materials.
10 and 12 Plainfield Ave., Grand Rapids.

D. D. Mason,
UNDERTAKER and EMBALMER

Prompt service given at all hours.

Telephone 1002. 34 South Division St.
GRAND RAPIDS, MICH.

Chas. Pettersch,
JOBBER OF
Imported and Domestic Cheese

Swiss and Limburger a Specialty.

161-163 West Bridge St., Telephone 123
GRAND RAPIDS, MICH.

WAYNE COUNTY SAVINGS BANK,
DETROIT, MICH.

500,000 TO INVEST IN BONDS
Issued by cities, counties, towns and school districts of Michigan. Officers of these municipalities about to issue bonds will find it to their advantage to apply to this bank. Blank bonds and blanks for proceeds supplied without charge. All communications and inquiries will have prompt attention.
January, 1890. S. D. ELWOOD, Treasurer.

BASEMENT TO RENT.

The large, light and dry basement under the Steele meat market, in the McMullen block, 19 and 21 So. Division street. Large doors in rear open even to alley. Apply on premises to
W. G. SINCLAIR & CO.

STATUS OF STATEMENTS

Made to Mercantile Agencies, as Established by the Supreme Court.

One of the hardest things business men have had to contend with was the failure to convict persons who made statements—afterward proven to be false—for the purpose of obtaining credit. So frequently have such prosecutions ended in failure that business men generally had come to regard recourse to law as a doubtful expedient, preferring to swallow their losses without a murmur, rather than suffer defeat in court at the end of a tedious and expensive suit. A recent decision of the Supreme Court, however, has placed the creditor on a substantial footing and dissipated the uncertainty which has heretofore clung to the subject.

The decision followed adjudication of the suit brought against Thomas Dudley, of Detroit, by the assignee of Wm. W. Mooney, of Columbus, Ind., the syllabus being thus stated by the clerk of the Supreme Court:

1. Copies of statements made by its agents to a commercial agency of what a merchant stated to them as to his financial standing, which were written down by them at the time, and which the testimony tends to show were subsequently approved of by the merchant, are admissible as evidence in favor of creditors who claim to have been defrauded by such representations.

2. It is the duty of a merchant who has furnished statements to commercial agencies of his financial standing for the purpose of gaining credit to give them notice of any material change for the worse, to the end that persons with whom he has commercial dealings may not be misled as to the extent of credit they may safely give him.

3. Statements made by an accountant from account-books, in evidence without objection, showing, as claimed, the condition of the owner's business at a given date, are admissible in evidence in connection with said books.

4. The presence of a defendant at a trial of a suit involving his alleged fraudulent representations as to his financial condition, which charge he was at liberty to refute by his own testimony, if untrue, and did not do so is a fact patent to the jury, and an instruction by the court that the plaintiffs were entitled to this circumstance in their favor is not erroneous.

5. The concealment of or misrepresentation as to the real financial condition of a vendee need not be willful nor intended in order to constitute such fraud as will vitiate a sale made in reliance thereon. It is sufficient if they have the effect to defraud.

The opinion, which was written by Justice Sherman and concurred in by Justices Champlin, Campbell and Long, is as follows:

Until March 10, 1886, the defendants did business in Detroit, as Dudley, Davis & Co. They were engaged in the wholesale leather and findings business. On that day Dudley succeeded this company, and took its business as such successor, and under the name of the Standard Leather Co. carried it on until January 7, 1888, when he made a general assignment to his former partner, E. J. Davis.

The plaintiffs were engaged in the tanning and harness leather business at Columbus, Indiana, in August, 1887. Mooney & Co. received an order from Dudley in July previous for some leather, and on making inquiry at Dun & Co.'s

agency for the financial standing of Dudley, and upon the plaintiffs receiving a favorable report, upon which they relied, they filled said order on August 5. It is claimed, and the undisputed testimony shows, that the report made by Dun & Co. was based upon the verbal statement of Dudley to Dun & Co.'s agent, from which the rating was made, and which was made in March, 1886, and was to the effect that the defendant's assets then amounted to \$39,882, and a mortgage indebtedness upon the real estate of \$3,500.

The second sale and shipment of leather was September 9, 1887. In this month the plaintiffs obtained a statement from the agency, and received the same report as in July as to Dudley's financial condition, and it is claimed that it was upon this last report the second shipment was made. Both of these bills were paid for, and none of the goods purchased upon these sales are now claimed for.

In December, 1887, Dudley wished to buy more leather, and at the same time plaintiffs consulted Bradstreet's agency as to his financial standing, and obtained a special report, and on this, together with what they had learned through Dun & Co.'s agency, plaintiffs, on the 12th of the month, sold to Dudley, as they claim, the third bill of goods, amounting to \$411.86; and these goods are those for which the present suit is brought in replevin. Dudley's schedule to his assignment showed his assets at the date of that instrument to be \$6,377.99, and his liabilities \$9,959.46.

This suit was commenced immediately after the assignment became known to the plaintiffs, to recover the goods sold in December, 1887, who claim that the fraudulent representations made by Dudley as to the credit of himself are sufficient to vitiate the sale of this bill of goods, and to entitle them to a return of their property.

Mooney testified that in making the sale to Dudley, his firm made inquiries of Dun's and Bradstreet's agencies, and that in making the last sale they relied upon the reports obtained from them; and the agencies averred that their source of information upon the subject was obtained from Dudley in the statements he gave to their agents.

The plaintiffs were subscribers to the commercial agency of R. G. Dun & Co., and the statements made by Dudley to Dun's agent as to the amount of defendant's property are not denied by anyone. In the testimony of Bradstreet's agent, he says he had a personal interview with Dudley as late as June 17, 1887, in which the latter referred to the statements made to both agencies in March, 1886, and said that there was no material change in the defendant's financial condition from the report then made, and the defendant's rating at that time was from \$25,000 to \$30,000, and his showing was that he had a surplus of over \$36,000.

The books of the defendant were offered in evidence, from which testimony it would appear that Dudley was insolvent at the time the goods in question were purchased.

The defendants offered no testimony upon the trial, and the plaintiffs obtained judgment for the property, with \$1 damages.

The defendants bring the case into this Court and ask for a reversal of the judgment, assigning twenty-two alleged errors as grounds therefor.

The principal question in the case is, were the goods in question obtained by the false representations and fraud claimed by plaintiffs?

No question is made upon the pleadings; and, if the defendant Dudley committed the fraud in question in making the purchase, the title to the goods never passed, and the suit was well brought. There was testimony given by the plain-

tiffs tending to show the misrepresentation and fraud alleged, and the jury have found for the plaintiffs, and it only remains to be seen whether the testimony by which the fraud of the defendant was made to appear was competent, and properly admitted.

It is claimed by defendants that the court erred in admitting copies of the statements of the financial condition and ratings of Dudley made by the agents of Dun & Co. and Bradstreet. We find nothing objectionable in this. It must be recollected that these statements were made by these agents as given verbally by Dudley. They were only statements given by these men of what Dudley told them, and written down at the time. The copies offered are of the same kind of evidence as those made at first, but of a different grade. Either was admissible. Neither was ever signed by the defendant, and, but for the testimony subsequently given tending to show his approval of the same, neither would have been admissible.

We further think the testimony tending to show Dudley's approval of these statements was so recent before the sale in question that he must be held bound thereby, or, at least, if there had been any material change in his financial standing after the statements were given, he should have notified the agencies to whom the information was given, that persons with whom he had commercial dealings should not be misled as to the extent of the credit they might safely give.

These agencies have become almost a necessity in the transaction of commercial business, and the rules by which they are governed, and the information they gather and impart, are well known to business and commercial men generally, and such information is, perhaps, more frequently relied upon among such men than that obtained from all other sources, and courts cannot shut their eyes to these facts; and the changes in Dudley's business relations we do not think were such as to affect the question now under consideration. The responsibility and the amount of assets over liabilities available for business purposes, or from which money could be realized for the exigencies of business, were the important questions presented to the creditors, and upon which they made sale of their property.

We think the views here expressed are fully supported by the authorities cited by counsel in their briefs upon both sides, and they need not be herein more definitely referred to.

* * * * *
No error appearing in the record, the judgment will be affirmed.

The P. of I. Dealers.

The following are the P. of I. dealers who had not cancelled their contracts at last accounts:

- Ada—L. Burns.
- Adrian—Powers & Burnham, Anton Wehle, L. T. Lochner, Burleigh Bros., Sharp & Baker.
- Allendale—Henry Dalman.
- Almont—Colerick & Martin.
- Altona—Eli Lyons.
- Armada—C. J. Cudworth.
- Assyria—J. W. Abbey.
- Aurelius—John D. Swart.
- Bay City—Frank Rosman & Co.
- Belding—L. S. Roell.
- Bellevue—John Evans.
- Big Rapids—W. A. Verity, A. V. Young, E. P. Shankweiler & Co., Mrs. Turk, J. K. Sharp, A. Markson.
- Blissfield—Jas. Gauntlett, Jr.
- Brice—J. B. Gardner.
- Bridgeton—Geo. H. Rainouard.
- Burnside—Jno. G. Bruce & Son.
- Capac—H. C. Sigel.
- Carson City—A. B. Loomis, A. Y. Sessions.
- Casnovia—John E. Parcell.
- Cedar Springs—John Beucus, B. A. Fish, B. Tripp.
- Charlotte—John J. Richardson, Daron & Smith, J. Andrews, C. P. Lock, F. H. Goodby.
- Chester—P. C. Smith.
- Chippewa Lake—G. A. Goodsell.
- Clio—John W. Hurd.
- Conklin—Wilson McWilliams.

- Coral—J. S. Newell & Co.
- Dorr—Frank Sommer.
- Dushville—G. O. Adams.
- Deerfield—Henry W. Burghardt.
- Eaton Rapids—Knapp & Rich, H. Kositchek & Bro.

- Evart—Mark Ardis, E. F. Shaw, Stevens & Farrar, John C. Devitt.
- Fenwick—Thompson Bros.
- Flint—John B. Wilson.
- Flushing—Sweet Bros. & Clark.
- Fremont—J. B. Ketchum, W. Harmon.
- Gladwin—John Graham, J. D. Sanford, Jas. Crockery.
- Gowan—Rasmus Neilson.
- Grand Ledge—A. J. Halsted & Son.
- Grand Rapids—Joseph Berles, A. Wilzinski, Brown & Sehler, Volmari & Von Keppel.

- Greenville—Jacobson & Netzog.
- Hart—Rhodes & Leonard.
- Hersey—John Finkbeiner.
- Hesperia—B. Cohen.
- Howard City—O. J. Knapp, Herold Bros., C. E. Pelton.
- Hubbardston—M. H. Cahalan.
- Imlay City—Cohn Bros.
- Ionia—H. Silver, Wm. Wing.
- Jackson—Hall & Rowan.
- Kalamo—L. R. Cessna.
- Kent City—M. L. Whitney.
- Laingsburg—D. Lebar.
- Lake Odessa—Christian Haller & Co., E. F. Colwell & Son, Fred Miller.
- Lakeview—H. C. Thompson, Andrew All & Bro.

- Langston—F. D. Briggs.
- Lansing—R. A. Bailey, Etta (Mrs. Israel) Gliceman.
- Lapeer—C. Tuttle & Son, W. H. Jennings.

- Lowell—Patrick Kelly.
- McBride's—J. McCrae.
- Manton—A. Curtis.
- Maple Rapids—L. S. Aldrich.
- Marshall—W. E. Bosley, S. V. R. Lepper & Son, Jno. Butler, Richard Butler, John Fletcher.
- Mecosta—Ferris & Parks.
- Milan—C. C. (Mrs. H. S.) Knight, Chas. Gauntlett, Jas. Gauntlett, Jr.
- Millington—Chas. H. Valentine.
- Morley—Henry Strope.
- Mt. Morris—H. E. Lamb, J. Vermett & Son, F. H. Cowles.
- Mt. Pleasant—Thos. McNamara.
- Nashville—Powers & Stringham, H. M. Lee.

- Newaygo—W. Harmon.
- North Dorr—John Homrich.
- Nottawa—Dudley Cutler.
- Ogden—A. J. Pence.
- Olivet—F. H. Gage.
- Onondaga—John Sillik.
- Orono—C. A. Warren.
- Potterville—F. D. Lamb & Co.
- Reed City—J. M. Cadzow.
- Remus—C. V. Hane.
- Richmond—Knight & Cudworth, A. W. Reed.

- Riverdale—J. B. Adams.
- Rockford—B. A. Fish.
- Shepherd—H. O. Bigelow.
- Sheridan—M. Gray.
- Shultz—Fred Otis.
- Sparta—Dole & Haynes.
- Springport—Powers & Johnson, Wellington & Hammond.
- Stanton—Fairbanks & Co., Sterling & Co.

- Stanwood—F. M. Carpenter.
- Traverse City—John Wilhelm, S. C. Darrow, D. D. Paine.
- Trufant—L. Terwilliger.
- Vassar—McHose & Gage.
- Wheeler—Louise (Mrs. A.) Johnson.
- H. C. Breckenridge.
- White Cloud—J. C. Townsend, N. W. Wiley.
- Whitehall—Geo. Nelson, John Haverkate.
- Williamston—Thos. Horton.

No Candy There.

Little Girl—If I should die and go to heaven, would I have wings?
 Mamma—Yes, my pet, and a crown and a harp.
 "And candy?"
 "No."
 "Well, I'm glad we've got a good doctor."

Rockford—The drug stock of the late Dr. Goodson has been sold to E. Treadgold, of Luther, who has shipped it to that place.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun	36
No. 1 "	38
No. 2 "	58
Tubular	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.	
No. 0 Sun	1 75
No. 1 "	1 88
No. 2 "	2 70
First quality.	
No. 0 Sun, crimp top	2 25
No. 1 " "	2 40
No. 2 " "	3 40
XXX Flint.	
No. 0 Sun, crimp top	2 60
No. 1 " "	2 80
No. 2 " "	3 88
Pearl top.	
No. 1 Sun, wrapped and labeled	3 70
No. 2 " "	4 70
No. 2 Hinge, " "	4 70
La Bastie.	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 " "	1 50
No. 1 crimp, per doz.	1 35
No. 2 " "	1 60
STONEWARE—AKRON.	
Butter Crocks, per gal	06 1/2
Jugs, 1/2 gal., per doz.	75
" " " "	90
" " " "	1 80
Milk Pans, 1/2 gal., per doz. (glazed 66c)	85
" " " " (" 90c)	78

HARDWOOD LUMBER.

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

Ash, Black, log-run	14 00@16 00
Ash, White log-run	14 00@16 00
Basswood, log-run	13 00@15 00
Birch, log-run	15 00@18 00
Birch, Nos. 1 and 2	22 00@24 00
Cherry, log-run	30 00@40 00
Cherry, Nos. 1 and 2	60 00@65 00
Cherry, Cull	@12 00
Elm, Grey, log-run	12 00@13 00
Maple, log-run	12 00@13 00
Maple, soft, log-run	11 00@13 00
Maple, Nos. 1 and 2	@20 00
Maple, clear, flooring	@25 00
Maple, white, selected	25 00@30 00
Red Oak, log-run	30 00@32 00
Red Oak, Nos. 1 and 2	32 00@38 00
Red Oak, 1/4 sawed, 6 inch and upwd.	38 00@40 00
Red Oak, 1/4 sawed, regular	30 00@32 00
Red Oak, No. 1, step plank	@25 00
Walnut, log-run	@55 00
Walnut, Nos. 1 and 2	@75 00
Walnuts, cull	@25 00
Whitewood, log-run	20 00@22 00
White Oak, log-run	17 00@18 00
White Oak, 1/4 sawed, Nos. 1 and 2	42 00@43 00

REMUS ROLLER MILLS,
Remus, Mich., Jan. 20, 1890.

Martin's Middlings Purifier Co., Grand Rapids, Mich.:

Gentlemen—The roller mill put in by you last August has run from twelve to fifteen hours every day since it started and is giving entire satisfaction.

Your Purifier and Flour Dresser are dandies. I have used nearly all the best purifiers and bolting machines made, and can say yours discounts them all.

Any miller who intends making any change in his mill will save money to use your machines, for They Can Do the Work.

Yours truly,
D. L. GARLING.

Magic Coffee Roaster.

The Best in the World.

Having on hand a large stock of No. 1 Roasters—capacity 35 lbs.—I will sell them at very low prices. Write for Special Discount.

ROBT. S. WEST,

48-50 Long St., CLEVELAND, OHIO.

A. D. Spangler & Co

WHOLESALE DEALERS IN

FRUITS AND PRODUCE

And General Commission Merchants.

EAST SAGINAW, MICH.

We buy and sell all kinds of fruit and produce and solicit correspondence with both buyers and sellers.

**Nelson,
Matter
& Co.,**

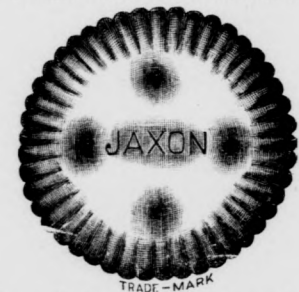
—FOR—

Furniture.

See what they can do for you.

Old Grocers

Unanimously agree that the famous



Is the most uniform brand on the market and gives the best general satisfaction. If you are not handling this brand, send a trial order to the factory.

JACKSON CRACKER CO.,
JACKSON, MICH.

BEFORE BUYING GRATES
Get Circular and Testimonials. Sent Free.
Economical, Sanitary, Cleanly and Artistic.
ALDINE FIRE PLACE, GRAND RAPIDS, MICH.

SOME OF THE REASONS WHY.
From the Pentwater News.
Protective leagues have been in vogue
In this fair land for many seasons;
All the professors, and all trades
Have organized for special reasons.

The lawyers joined in self defense,
The bankers called for more protection,
The doctors met in private ways,
To study up some rare dissection.

The Knights of Labor made a league
To try and better their condition;
And skilled mechanics took a pledge
Against cheap labor competition.

The manufacturers did combine
To make raw products come in cheaper;
And wholesale merchants joined their hands
And made their prices a little steeper.

The drummers, retail merchants, all
Could see advantage in uniting;
And no one thought of finding fault,
Or acting wild, or talk of fighting.

But when the farmers found they must
Incorporate or go to ruin,
A cry went up from Egypt then,
And busy-bodies went to stewing.

What's right for one is right for two:
The farmer's slow, he don't deny it;
But he will get there just the same,
At least he calculates to try it.

And he expects to pay in full
For benefits in this combining.
It is an ism, it is weak,
But other leagues may be declining.

It may die out within a year.
It will not die from opposition,
That principle has given it birth,
And enters in its composition.

I'll say to my poetic friend,
He puts the question to us squarely,
How we could live without the towns
And railroads; I will answer fairly.

Our forefathers have lived that way.
Don't never think that we can't do it,
For, if you crowd us to the test,
Perhaps your railroad towns may rue it.

The towns and railroads are all right,
But then, the farmer is their father;
And if they don't show him respect,
I think he'll make the boys some bother.

Good-Bye to the P. of I.

The following are among some of the
merchants who have been under contract
with the P. of I., but have thrown them
overboard:

- Blanchard—L. D. Wait.
- Cedar Springs—L. A. Gardiner.
- Chapin—J. I. Vanderhoof.
- Clio—Nixon & Hubbell.
- Dimondale—Elias Underhill.
- Eaton Rapids—G. W. Webster.
- Fremont—Boone & Pearson.
- Grand Rapids—F. W. Wurzburg, Van Driele & Kotvis, John Cordes.
- Harvard—Ward Bros.
- Howard City—Henry Henkel.
- Kent City—R. McKinnon.
- Lake Odessa—McCartney Bros.
- Lowell—Chas. McCarty.
- Millbrook—T. O. (or J. W.) Pattison.
- Millington—Forester & Clough.
- Minden City—I. Springer & Co., F. O. Hetfield & Son.
- Nashville—Powers & Stringham.
- Olivet—F. H. Gage.
- Otisco—G. V. Snyder & Co.
- Ravenna—R. D. Wheeler.
- Reed City—J. M. Cadzow.
- Rockford—H. Colby & Co.
- St. Louis—Mary A. Brice.
- Sand Lake—C. O. Cain, Frank E. Shattuck, Brayman & Blanchard.
- Sparta—Woodin & Van Wickle.
- Springport—Cortright & Griffin.
- Sumner—J. B. Tucker.
- Williamston—Michael Bowerman.

Disagreeable Things.

There is a power which is always needed, and which few people possess to a certain degree, *i. e.*, the power of doing disagreeable things. In every employment, however congenial it may be upon the whole, there are certain things which are unpleasant or less pleasing than the rest, and these are often postponed from time to time, and frequently neglected. Other things being equal, he who can and does so conquer his inclination as to fulfill promptly and cheerfully that part of his work which he likes the least, without mincing or delay, will be the most valuable worker. It requires courage, self-control, persistence; but the habit, once formed, will contribute largely to his success and happiness.

Are You
Using
Coupons?

Note quotations
of TRADESMAN
COUPONS in the
Grocery Price Cur-
rent.

Send in sample
order, and put
your business on
a CASH BASIS.

If Not,
You Are
Losing
Money!

THE TRADESMAN COMPANY,
Grand Rapids.

February 1st, 1890,

The ST. PAUL, MINNEAPOLIS & MANI-
TOBA RY. and its branches became the
GREAT NORTHERN RY. LINE.

IF YOU ARE GOING

TO THE FREE FARMS OF THE MILK RIVER
VALLEY,

TAKE THE

GREAT NORTHERN RY. LINE

TO THE GOLD, SILVER, COPPER, IRON AND
COAL MINES OF MONTANA,

TAKE THE

GREAT NORTHERN RY. LINE

TO GREAT FALLS, THE FUTURE INDUS-
TRIAL CENTER OF THE NORTHWEST,

TAKE THE

GREAT NORTHERN RY. LINE

TO HELENA, BUTTE, SPOKANE FALLS AND
THE COAST CITIES,

TAKE THE

GREAT NORTHERN RY. LINE

TO FARGO, CROOKSTON, GRAND FORKS
AND WINNIPEG,

TAKE THE

GREAT NORTHERN RY. LINE

TO ALL MINNESOTA, SOUTH DAKOTA,
NORTH DAKOTA, MONTANA, IDAHO,
OREGON, WASHINGTON, CALIFOR-
NIA AND MANITOBA POINTS,

TAKE THE

GREAT NORTHERN RY. LINE

For tickets, maps and guides, apply to your
home ticket agent or write to

F. I. WHITE,

Gen. Pass. and Ticket Agent,
GREAT NORTHERN RAILWAY,
St. Paul, Minn.

The **GREAT NORTHERN RAILWAY**
LINE runs its own magnificent Dining Cars,
Palace Sleeping Cars, Special Apartment Cars and
Free Colonist Sleepers on Daily Through Trains.

SUSPENDED!



By His "Better Half,"

For allowing the dealer to impose
on him by selling him Shoe
Dressing other than

JETTINE.

Warranted not to Thicken, Sour or Mold in
any climate. Quality Guaranteed Against Injury
by Freezing. All others worthless after freez-
ing. See quotation. **MARTELL BLACKING**
CO., Sole Manufacturers, Chicago, Ill.

Putnam Candy Co.,
HEADQUARTERS FOR
FLORIDA ORANGES, LEMONS, NUTS, ETC

A. HIMES,

Wholesale and Retail Dealer in

Lime, Cement, **COAL AND WOOD,**
Fire Brick, etc.

Main Office, 54 Pearl St., Grand Rapids, Mich. Yard and Warehouse on Line of
G. R. & L., C. & W. M. and L. S. & M. S. Rys.

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 RAPID

EDWIN FALLAS,

JOBBER OF

Butter, Eggs, Fairfield Cheese, Foreign Fruits, Mince Meat, Nuts, etc.

Oyster and Mince Meat Business Running Full Blast. Special Bargain in Choice
Dairy Butter. Let your orders come.

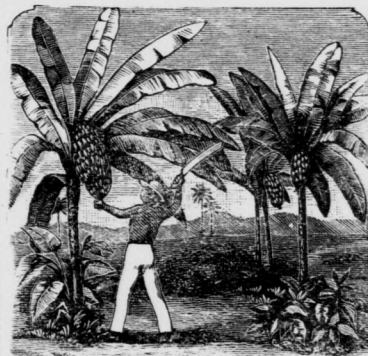
Office and Salesroom, No. 9 Ionia St., Grand Rapids, Mich.

Grand Rapids Fruit and Produce Co.

JOBBER OF

FOREIGN FRUITS.

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



We are headquarters for the cele-
brated

Bluefield Bananas,

Receiving regular consignments. Also
direct receivers of

**CALIFORNIA
ORANGES & LEMONS**

A. J. BROWN,

Grand Rapids, Mich.

EGG CASES & FILLERS.

Having taken the agency for Western and Northern Michigan for the LIMA
EGG CASES and FILLERS, we are prepared to offer same to the trade in any
quantity.

No. 1—30-do. Cases, complete.....	Lots of 100.	Less than 100.
	33 c.	35c.
No. 1—Fillers, per set.....	9 1/2 c.	10c.

Parties ordering Fillers have to buy one Case with every 10 sets of Fillers (no
broken cases sold), making 10 sets with Case \$1.25 (10 Fillers and 8 Dividing Boards
constitute a standard set). Strangers to us will please remit money with their
orders or give good reference.

W. T. LAMOREAUX, 71 Canal St., Grand Rapids, Mich.

GRAND RAPIDS GOSSIP.

The firm style of Amos S. Musselman & Co. has been changed to Musselman & Widdicombe.

John Moore succeeds Moore & Needveldt in the grocery and notion business on Sinclair street.

The Ball-Barnhart-Putnam Co. shipped a new grocery stock, last week, to E. T. Lockerby, at Keno.

D. E. Watters has removed his drug stock from Freeport to this city, locating on South Division street.

The option given the syndicate which contemplates the purchase of the gas works has been extended to April 1.

Joseph C. McKee has sold his grocery stock, at South Grand Rapids, to Grace & Johnson, who will carry a general stock.

Walter E. Cummings succeeds Cummings & Yale as manufacturers' agents for crockery and glassware at 19 South Ionia street.

Wasson & Lamb will remove their grocery stock from their present location on Monroe street to 17 South Division street, the change taking place about April 1.

Chas. A. Cushing, formerly engaged in the cigar and tobacco business at Charlotte, has opened a tobacco store at Jackson. The Lustig Cigar Co. furnished the stock.

Simon Schack has re-engaged in general trade at Reed City. The Olney & Judson Grocer Co. furnished the grocery stock. The dry goods stock was purchased in Detroit.

Guy A. Johnston has retired from the wholesale produce firm of Lamoreaux & Johnston. The business will be continued at the old location by the remaining partner, W. T. Lamoreaux.

The suit brought against Tucker, Hoops & Co. by Edson, Moore & Co., of Detroit, is for goods sold the assignee of the former firm of Wilson, Luther & Wilson, of Luther, prior to the purchase of the stock by its present owners.

B. Zeebuyth, formerly book-keeper for Voigt, Herpolsheimer & Co., has engaged in the dry goods business at Silverton, Oregon. Voigt, Herpolsheimer & Co. furnished the stock. This is probably the longest distance Grand Rapids has ever shipped a merchandise stock.

At a meeting of the directors of the Priestley Express Wagon and Sleigh Co., held last week, Oliver S. Waters was elected a director to take the place of T. F. Richards, deceased. As the death of Mr. Richards left the corporation without an official head, Jas. A. Hunt was elected President, Sidney F. Stevens taking Mr. Hunt's former position as Vice-President.

W. L. Freeman was in Ithaca last Friday and Saturday, prosecuting the attachment suit brought against W. J. Gould & Co., of Detroit, through the failure of the grocery firm of Laughlin & Co. Hawkins, Perry & Co.'s agent took an order from the firm one Friday morning and the same afternoon the firm gave a chattel mortgage to W. J. Gould & Co. The following Monday the mortgage was foreclosed, and when the goods ordered from Hawkins, Perry & Co. arrived, they were taken in by the agent of Gould & Co. and inventoried with the regular stock. On the sale of the stock

by Gould & Co., Hawkins, Perry & Co. replenished the goods included in their last order, which was defended by Gould & Co. in the Gratiot County Circuit Court. A decision is expected to-day.

Gripsack Brigade.

Geo. Fowler, of Owosso, has gone on the road for the Owosso Mattress Co.

Two omissions have been noted in the list of Grand Rapids traveling men recently published in THE TRADESMAN—Wm. Van Zee, who travels for Nelson Bros. & Co., and Fred L. Fallas, who is on the road for E. Fallas.

Frank N. Mosher has resigned his position with Williams, Sheley & Brooks, to take a position on the road for Farrand, Williams & Clark. He will continue to reside at Port Huron, making the same territory as formerly.

H. P. Nicholson has severed his connection with Samuel Lyon, of Chicago, and engaged to travel for Curtis & Co. Manufacturing Co., of the same city. He will continue to devote his entire attention to his Michigan and Indiana trade.

Harry Joy, who has been coming to this city for the past dozen years as the representative of Moore, Smith & Co., of Boston, died on March 10. The hat trade of the State will be pained to hear of his demise, as he was a universal favorite.

C. F. Williams, formerly engaged in the drug business at Caledonia, but more recently on the road for the Zoa Phora Medicine Co., of Kalamazoo, has engaged to travel for L. Perrigo & Co., manufacturing chemists of Paw Paw. He will visit the trade of Michigan and Northern Indiana.

Bank Notes.

J. C. Lamb & Son have opened a bank at Dryden.

E. H. Rollins & Son have opened a bank at Sault Ste. Marie.

Plainwell would accord a hearty support to another bank.

Dix & Wilkinson have opened an exchange bank at Berrien Springs.

C. D. Beebe, cashier of Hastings City Bank, has purchased a heavy interest in the Schoharie County Bank, at Schoharie, N. Y.

The Arenac County Bank has just begun business at Standish. C. L. Judd is president and S. J. Reynolds, cashier. Its capital is \$25,000.

The First National Bank of Marquette has increased its capital stock from \$100,000 to \$150,000 by a unanimous vote of its stockholders. The new stock was immediately taken, the amount paid in full and the necessary papers sent to Washington. The stock is at a premium and can hardly be bought from its present holders.

The Hardwood Lumber Market.

Black ash is dull and tending lower. White ash is about the same. Basswood is not very active. Birch has been very quiet, but is now more sought after. Cherry is in good demand. Gray elm is about the same, only a reasonable amount being called for. Maple is not active and is in poor demand, although the Phoenix Furniture Co. has paid \$30 for some lots of Nos. 1 and 2, selected. Red oak is active. Quarter-sawed white oak is in good demand. The manufacturers are looking around for some wood to take the place of oak, which has been the prevailing style for about two years. Walnut is dead in this market. White-wood is in no demand.



LION COFFEE



Merchants,
YOU WANT THIS CABINET
Thousands of Them

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

Every Wide-Awake Merchant
Should Certainly Sell

LION, THE KING OF COFFEES.

An Article of Absolute Merit.

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

Woolson Spice Co., TOLEDO, OHIO.

L. WINTERNITZ, Resident Agent, Grand Rapids.

Equal to Custom

Made means a great deal. It means that extra care is taken in the cut; that great pains throughout is required in the stitching; that every portion of the work must receive the closest attention; that the garment when completed shall be perfect.

You do not often get these qualities in the shirts you buy.

It is just that fact that gives us (Michigan Overall Mfg. Co., Ionia, Mich.) such a trade on our shirts.

We not only try to turn out a perfect shirt, but we DO.

Our shirts are immense in size. Large enough to fit a double-breasted man, and fit him easily, too.

Long, wide, ample, three big things in a shirt.

These qualities, when combined in a well-made, neatly-fashioned garment, make shirts that sell—sell easily and at good profits.

Our line of fancy chevots and domets range from \$4.50 to \$7.50 per dozen. The styles are exquisite, all the new patterns and pleasing combinations of handsome coloring.

We should like to have you ask us to send you, at our expense, samples of our line, that you can compare them with your present goods and see the difference in every way.

Will you?

Dry Goods.

Growth of the Velveteen Trade.

From an English Exchange.

Velveteens seem to have obtained a permanent position in the world of fashion as a dress material. The great perfection attained in the production of this really beautiful fabric will, no doubt, make it yet more popular, as the cloth not only lends itself gracefully to draping and to the curves of any figure, but is a perfect and satisfactory substitute for silk velvet, with the decided advantage of being cheaper in cost, while at the same time possessing good wearing qualities.

The improvements made during the past few years in the manufacture and finish of velveteen have greatly increased its usefulness. When dyed in the old way it looked attractive, but after being worn a short time, and especially at the seaside, it would fade and look rusty, the pile giving way, and a most expensively made-up dress thus became valueless. Now, we have permanent colors which never fade, and fast pile which will stand the most severe wear to the very end. In fact, as some merchants have frequently remarked, with rueful countenance, the wearing qualities are if anything too great, for as one can readily perceive, it is not always advantageous to trade for a cheap fabric to be too durable.

Velveteen manufacturers are certainly entitled to some recompense, after the careful study which they have made with a view toward the improvement of their productions, both in regard to quality and design, and the "art" shades which are now produced have never been equaled. Retailers are experiencing a better inquiry for velveteens, and it is an encouraging fact that one sees dresses of the material more frequently worn by ladies, while for trimming purposes it is also largely employed. The fashionable color at present is violet in all shades, from reddish violet to a gray shade of heliotrope. A grand and effective shade called rhododendron is also coming into vogue.

Englishmen After the Duck Mills.

From the Hartford Times.

An agent of an English syndicate has been negotiating for some time past for the purchase of the cotton duck factories at New Hartford, Moodus and Leesville, Connecticut, the two latter places thriving villages in East Haddam. The mills there are the Williams mills and the factories of the Atlantic Duck Co. All three have a prosperous business and make an article of cotton duck which commands ready sale in New York and other markets. The negotiations for these mills have been in progress for some weeks, and it is understood that the agent of the syndicate is well satisfied with the properties, but that he has not yet been able to meet the views of the proprietors as to figures. The factories employ several hundred persons, and, outside of some twine manufacturing, are the chief source of income of the residents of Moodus and Leesville. It is understood that if the sale is effected, the management of the factories will remain practically as at present, but that the purchaser will dictate the marketing and prices of the goods. It is reported that the purchase of the Greenwood Co.'s mill, at New Hartford, has been effected by the syndicate. This mill is the chief industry in the village, employing 700 hands. The capital of the company is \$400,000, the business has been prosperous for many years, and the value of the plant and business is roughly estimated at \$1,000,000. It is reported, in connection with the sale, that the present managers of the property will be continued in the management. In response to an inquiry, last Saturday, as to the terms of the purchase, Mr. R. R. Smith, agent of the company, telegraphed: "We are not prepared to give any definite information regarding it."

Some Handsome Fabrics.

Lovely Scotch gingham have been brought to New York, and many of them now retail under the title of French gingham in the most exclusive stores of

that city. The fine quality is a standard feature, but the lovely colorings of the present season lend them new attraction. Old rose, pink, lavender, tan, gray, faint green and China blue are among the lighter shades, while red, brown and navy blue are standbys at all times. Plaids, checked and striped effects lead, and chintz ideas prevail to a large extent. Solid and shaded stripes are arranged in fine combinations, and plain and plaid grounds are decorated with broche figures in small and large designs, sold under the name of fancies and novelties. Brocaded stripes, single and in clusters of three, are new. A stripe of raised white cotton, like couching in embroidery, is novel and refined in appearance.

Vegetable Flannel.

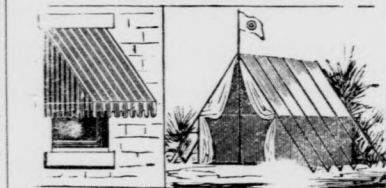
Vegetable flannel is a textile material now being largely manufactured in Germany out of pine leaves. The fiber is spun, knitted and woven into undergarments and clothing of various kinds. In the hospitals, penitentiaries and barracks of Vienna and Breslau, blankets made of this material are exclusively used. One of the chief advantages is that no vermin will lodge in them. The material is also used as stuffing, closely resembling horse-hair, and is only one-third the cost. When spun and woven, the thread resembles that of hemp, and is made into jackets, spencers, drawers and stockings, flannel and twills for shirts, coverlets, body and chest warmers, and knitting yarn. They keep the body warm without heating, and are very durable. The factories are lighted with gas made from the refuse of these manufactures.

The Dry Goods Market.

Cotton goods are firmer, on account of the high price of raw cotton. Light prints are 1/8c cheaper. Cambrics are firmer. Dress silks are firm and advancing, the Patterson manufacturers declining to book orders for future delivery at present prices.

One of the strongest evidences of the great revival in manufacturing industry, which is now taking place in England, is the fact that there is actually a scarcity of labor. It is reported that the application for skilled workmen is such that the unions cannot supply all that are needed. Overtime is very general in most of the large works.

AWNINGS AND TENTS.



Flags, Horse and Wagon Covers, Seat Shades, Large Umbrellas, Oiled Clothing, Wide Cotton Ducks, etc. Send for Illustrated Catalogue.

CHAS. A. COYE, 11 Pearl Street. Telephone 106.

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of Staple and Fancy

Dry Goods

Manufacturers of

Shirts, Pants, Overalls, Etc.

Complete Spring Stock now ready for inspection. Chicago and Detroit prices guaranteed.

48, 50 and 52 Ottawa St.,

GRAND RAPIDS, - - MICH.

Prices Current.

Table of market prices for various goods including UNBLEACHED COTTONS, BLEACHED COTTONS, DRESS GOODS, CORSET JEANS, PRINTS, AWNINGS, and various other commodities.

P. STEKETEE & SONS,

JOBBERS OF

Dry Goods and Notions.

Overalls, Pants, Jackets, Jumpers, Waists, Flannel Shirts, Domet Shirts, Cotton and Calico Shirts in all qualities. Embroideries, Lace Caps, Ruchings, Linen Collars and Cuffs, Aprons, Lace Collars, Bibs, and a Complete Line of Ladies' Windsor Ties.

Selling Agents for Valley City, Georgia and Atlanta Bags. Twines, Batts, Peerless Warp, Waddings. Correspondence Solicited.

83 Monroe and 10, 12, 14, 16 & 18 Fountain Sts., GRAND RAPIDS

The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

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, MARCH 19, 1890.

JUSTIFIABLE, BUT INEXPEDIENT.

While the deep-seated antagonisms toward legitimate merchants engendered in the minds of the Patrons of Industry by the rascally organizers of that order are deplorable and fully justify the merchant in adopting retaliatory measures, THE TRADESMAN does not think it expedient to take such a course and is, therefore, not in harmony with the spirit of the following communication, from the pen of an Elsie merchant:

It seems that the business men of several Michigan towns have been discussing the advisability of organizing to counteract the purpose of the Patrons of Industry.

The writer, having a personal interview with one of the parties concerned, gives the following in their own language:

We, as business men, have felt somewhat keenly the depressed condition of business which is so general—and, after a careful investigation, we have concluded that it is but the natural result of the present system of exchange—unavoidable and inevitable; a result so unerring that it has been typed "the periodical hard times;" aided, in central and lower Michigan, by the open winter, deterring the pursuit of profitable business. We believe this to be the true condition, and that no individual or class of individuals in particular are to blame.

We, therefore, find reason to censure, distrust and condemn the wanton, vicious and unjust persecution by the organization known as the Patrons of Industry, in their tirade upon the merchants and mechanical industries; by their acts, retarding an already stagnated condition of business, causing labor to be unemployed, in their efforts to intimidate capital, making themselves felt like a thorn in the side; showing a cowardly disposition to strike their man while he is down, creating in the breast of all honorable men the distrust and contempt it richly merits.

In times like the present, we believe that men should feel a sympathy for their fellow-men, prompting them to acts of kindness, making the burden the easier to be borne; also, that we owe to one another a debt of gratitude for many accommodations rendered in the past; and by our experience as merchants we know that there is no class of men who should feel this obligation more keenly than the Patrons of Industry, as nine-tenths of them have been carried by the merchant, at the sacrifice of money and sleep.

But such is life! The lunatic assails his best friend, necessitating upon the part of the friend the most mild and decisive mode of defense that in his mind the occasion may require.

After careful thought, we conclude that as our interests are mutual, we, as grain buyers, merchants, factorymen, mechanics and laborers, being the principal consumers of farm products, believe it advisable to form an organization or combination for mutual protection.

We find, by careful canvass in the different vicinities, that there are enough farmers out of the organization of the Patrons of Industry to supply all farm products in demand.

We also recognize the fact that where there are twelve to sell a commodity and but one to buy, the buyer has the advantage; also, that where the farmer has to pay money interest, and money tax, that he must realize from his farm products.

We hope, by organization, to be able to boycott all Patrons of Industry, thereby paying them 20 per cent. less for their products than we pay all farmers out of the organization of the Patrons for the same kind of products.

We believe it possible, by making a judicious division of the 20 per cent. thus obtained, paying the same out as we may propose, to hold all grain buyers and non-Patron farmers firm to our cause, also pay the whole expense of the organization.

The best method of dealing with the P. of I. fever is to treat it as a disease, which temporarily deprives the patient of his reasoning faculties, rendering him wholly unaccountable for his acts. As soon as convalescence approaches, the mind resumes its normal condition and the patient is able to look at matters in the calm light of reason. Any policy which tends to punish a man for acts done while he is out of his head should be avoided, and any semblance of such a policy will not be tolerated by conservative merchants.

The men who deserve punishment for the demoralization incident to the P. of I. craze are the irresponsible and disreputable organizers, who go from town to town and from school house to school house, uttering the most infamous falsehoods against the men who have stood by the farmer in sunshine and storm, assisting him in adversity and sharing in his prosperity. A policy of retaliation which would react on these miserable whelps would be justified under the circumstances; but the project of the Elsie merchant would not affect the men who fomented the trouble, but, instead, would result to the injury of the men who are already the victims of deceit and fraud—men who eventually come to see the pitfalls prepared for them by the organizers and get out of the order as soon as possible. The rank and file of the P. of I. are, in the main, honorable men, who leave the organization as soon as they are satisfied that its tenets are based on deception and its results are an injury to the honest farmer.

Merchants should remember that "two wrenes do not make one right" and govern themselves accordingly.

THE CRAZE FOR BARGAINS.

It is the fashion to talk as if women were the only dupes of the sellers of bargains. Undoubtedly, the glowing advertisements of "¼ off" sales and "slaughter" sales allure the feminine mind in a way they do not the masculine; but what about the horse that is offered for sale privately, because the owner is "hard up?" What about the gold watch that is hawked about because the owner is sick and must realize on it? What about the diamond ring which was the wedding gift of a friend and is offered at half its real worth, because the owner "does not know its value"? No; the passion for bargain buying is too universal for any of us to throw stones at our neighbor's weakness in this respect. The richest share it with the poorest; nay, the richest people are often the most zealous bargain hunters. A collector will pride himself as much on the low price paid for his treasure as on the treasures themselves. "I picked it up for a mere song" is a favorite boast, and, perhaps, in many instances, this price was quite fair, as in the case of the lady who offered Edwin Booth a tragedy "for nothing," to which he replied that the authoress had accurately estimated the value of her work.

Many absurd stories might be told of the experience of bargain buyers. One of the most amusing tales which has been brought to the attention of THE TRADESMAN is the experience of a clergyman whose congregation was too poor to afford an organ. Happening to attend the sale of a rich man's effects, the pastor was struck with the cheapness of a large music box which played "Old Hundred" and other hymn tunes, and bid it in. Delighted with his bargain, it was arranged that its music should accompany his choir on the ensuing Sunday; and the box played the hymn tune to general satisfaction. But what were the feelings of the pastor when, instead of decorously stopping at the end of the last verse, the profane box struck up "The Blue Bells of Scotland!" The chorister hurried to the rescue, but, unfortunately, touched a wrong spring, and only converted the Scottish song into the yet more indecorous melody, "The Suawnee River." Amid the stifled titters of the congregation, the offending instrument was hurried out of the church, and was heard at intervals in the churchyard cheerfully carolling a succession of lively airs. The bargain-loving clergyman was afterward content to manage without music, as hereto-fore.

The quite uncalled-for criticism of Mr Porter as Commissioner of the Census has abated, not only because its own baselessness was evident enough, but because of the organizing talent he has shown, and the good judgment he has displayed in the selection of his subordinates. The enumeration of the population, which is the chief work of the census, begins on the 1st of July. Mr. Porter feels confident of being able to place the results before the country by the first day of August. The supervisors have all been appointed already. New and improved machinery for making calculations has been obtained. And the nation will know how big it is, and where the new drift of population has put the political center of gravity, within the shortest time in which that feat has ever been accomplished. That the effect will be to increase greatly the voting power of the Northwest, both in Congress and in the electoral college, hardly admits of any doubt.

Framed to Strike at the Due Bill.

Editor Michigan Tradesman:

I desire to call your attention to an editorial in your last issue in reference to a bill before the New York Legislature. In it you failed to mention the principal object aimed at by the bill. It is not expected that if made a law, it will make close and careful buyers out of spendthrifts; but it is intended, and was originated for the express purpose of preventing the use of "due bills" in the payment of employes. This bill is the result of an exposure (made by the N. Y. World), showing the degrading tendencies—commercial slavery—of the due bill system, as practiced by a corporation in that State. You will admit that a law, compelling weekly cash payments in this respect, would not be a useless measure; and is one which many localities in this State are in great need of. It is the right of every American laborer to receive, and he should demand his wages in the legal tender of the government.

ERNEST MOOREHOUSE.

Pentwater, March 10, 1890.

The P. of I. ran a ticket at the village election at Davison, a few days ago. No man on the ticket came within gunshot of election.

Meet Your Bills Promptly.

In the grocery trade, as in other commercial pursuits, will be found merchants who feel that their credit should not be questioned, as they are able to meet all obligations at maturity, but who are somewhat careless in making prompt payments. With some it may be a feeling that there is no hurry; with others, an inclination to let the day pass by while occupied by other things, and one day of delay begets another and another, and the obligation remains unsatisfied. It is undoubtedly true that many a good and responsible merchant is brought into disfavor with the wholesale house by letting his bills run a week or ten days overtime. It should be the pride of every good merchant to meet his bills the day they become due, and thus inspire the trade with confidence and make his business sought after. Country merchants often write to their city houses, asking why there is such a delay in shipping their goods. The reason may often be found in the fact that the merchant is behind in his payments, and the order is placed on file to await a remittance. In all first-class city houses there is an intimate relation existing between the book-keeper and the shipping clerk, and when the book-keeper cannot report "nothing past due," the shipping clerk is likely to be derelict in the matter of filling orders. Orders for goods received by the credit man from those who make prompt payments are seldom delayed in shipment.

A Small Army.

Few who have not given the matter a thought have any idea of the importance of the work undertaken each year by the Muskegon Booming Co., which superintends the delivery of all logs cut along the line of the Muskegon River. The drive is started from Harrison about March 1 and the tail end of the drive does not reach Muskegon Lake until the fore part of November. To handle the 300,000,000 feet of logs comprising the drive requires the services of 350 men, who are boarded and provided with sleeping accommodations on seven scows, which accompany the drive. Aside from the large amount of groceries and provisions required to feed so large a number of men—which are furnished this year by a Grand Rapids house—several thousand dollars' worth of produce are purchased of the farmers along the line of the drive. Thos. Coughlin, who has "bossed the job" for several years, continues to superintend the company's operations.

"Mistakes of Mulliken."

THE TRADESMAN of next week will contain a review of the career of Jas. B. Mulliken as manager of the D., L. & N. and C. & W. M. Railways, setting forth some of the reasons which caused the directors to ask for his resignation.

VISITING BUYERS.

Phillips & Soule, Hastings	Lee Deuel, Bradley
John De Vries, Jamestown	W N Hutchinson, Grant
M Kinderhout, Hanley	F Narrogang, Byron Center
T Arnock, Wright	Cutler & Wright, Morley
W S Adkins, Morgan	Geo E Marvin, Clarksville
C C Fields, Hastings	Smallegan & Pickard,
Machemer & Spencer,	Forest Grove
Plainwell	Henry Avary.
S W Perkins, Traverse City	Slocum's Grove
Darling & Smith, Fremont	L M Wolf, Hudsonville
E T Lockery, Keno	R J Side, Kent City
E S Botford, Dorr	R Hoffman, Montague
Hessler Bros., Rockford	Munger, Watson & Devoist,
P S Fancher, Mt Pleasant	Sullivan
Barry & Co., Kodyne	H Thompson, Canada, Cors
Neal McMullan, Rockford	CA Baker, Kalamazoo
S J Koon, Lisbon	E O Bellows, Six Lakes
A Norris & Son, Casnovia	Colborn & Bro., Caledonia
W A Swarts & Son, Fennville	Eli Funnels, Corning
Hamilton & Milliken,	E H Hewitt, Rockford
Traverse City	John Gunstra, Lamont
Geo F Goodrich, Fennville	Jos Deal, Gun Marsh
G J Stephenson, Bangor	M Walsh, Spring Lake
L Ferrigo & Co., Paw Paw	Jas A Gale, Parmelee
W R Lawton, Berlin	G Ten Hoer, Forest Grove
A M Church, Englishville	Cole & Chapel, Ada
Ezra Brown, Englishville	B Zeeagman, Grand Haven
Walling Bros., Lamont	H Van Noord, Jamestown
E J Manshaem, Fisher Sta	H Mejerling, Jamestown
A Yates, Allen Creek	C S Comstock, Piers-n
N F Miller, Lisbon	H Ade, Conklin
F Shattuck & Co., SandLk	Den Herder & Tanis,
J R Harrison, Sparta	Vriesland
W H Harrison, Harrisburg	J Raymond, Berlin
Anderson Bros., White Cld	John Damstra, Githcell
C B Shaver, Kalkaska	John Kamps, Zupthen
Maston & Hammond,	J A Holmes & Co., KentCity
Grandville	Carrington & North, Trent
C H Deming, Dutton	

Comments of the Trade and State Press.

Reed City Clarion: THE MICHIGAN TRADESMAN has been much improved by a change in form. It is always full of interesting pointers for merchants.

Pentwater News: THE MICHIGAN TRADESMAN in its new form is much improved in appearance. We have always regarded it as one of the brightest and best edited papers in Michigan.

Manistique Sun: "THE MICHIGAN TRADESMAN has been changed from the old newspaper form to a sixteen-page magazine, and is now one of the hand-somest periodicals that reaches our table."

Plainwell Enterprise: "THE MICHIGAN TRADESMAN, which is one of the most excellent and successful trade papers in the country, has become the property of a stock company. THE TRADESMAN appeared last week in a new form—sixteen four-column pages."

Big Rapids Current: "THE MICHIGAN TRADESMAN has changed its form to that of a four-column, sixteen-page journal, and is now printed upon a good quality of book paper. THE TRADESMAN is one of the best publications of its class in the country, and it is receiving a generous support."

Big Rapids Herald: "THE MICHIGAN TRADESMAN, always a first-class paper and devoted to the best interests of its patrons, is better, if possible, now that it has changed from eight pages of seven columns to sixteen pages of four columns, and bound and cut in magazine style. THE TRADESMAN is more convenient."

Battle Creek Call: "THE MICHIGAN TRADESMAN, published at Grand Rapids in the interest of the "retail trade of the Wolverine State," comes to us this week in a changed form. Heretofore it was an eight-page, seven-column paper. Its present form is a sixteen-page quarto. It looks much better as it is now and is much more convenient."

Greenville Call: Instead of a newspaper, THE MICHIGAN TRADESMAN comes printed in book form of 16 pages, neatly bound. The paper, while not exactly having changed hands, is now run by a stock company. E. A. Stowe, the bright and able editor who has so long conducted the paper, still remains a member of the company, holding the same position.

Merchant's Review: "E. A. Stowe, editor of THE MICHIGAN TRADESMAN, has greatly improved the appearance of his excellent journal by reducing the size of its pages and increasing the weight of the paper on which it is printed. The blanket sheet form appears to be unsuitable to the modern trade journal and very few of our exchanges still retain it."

American Grocer: "The Tradesman Company is the name of a new corporation which controls THE MICHIGAN TRADESMAN, edited by E. A. Stowe. The former owners of the paper hold a controlling interest in the stock of the new company. The style of the paper has been changed from a blanket sheet to one 10 1/2 x 14 inches, much in the style of the *Christian Union*. We have no doubt that both changes will tend to increase the prosperity and favor which this paper has enjoyed from the start."

Davison Index: "THE MICHIGAN TRADESMAN is to be congratulated upon the great improvement of its make-up. It is now a four-column, sixteen-page magazine instead of a quarto, as formerly, which makes it more convenient for its readers. THE TRADESMAN has been merged into a stock company, with a capital of \$30,000. The present able editor, E. A. Stowe, will continue to wield his pen on its crisp editorials."

Shelby Herald: "THE MICHIGAN TRADESMAN has been changed to a sixteen-page magazine form, using book paper, etc! It is a very neat and enterprising sheet, but to the writer, who was connected with that paper four pleasant and prosperous years, it seems like parting with an old, true and tried friend whose place is taken by another to whom we are not attached by all the ties of long association. However, we have unbounded confidence in the business foresight and ability of the editor and publishers, and know that the policy which

has prevailed in the past will continue to make it the best paper of its class in the country."

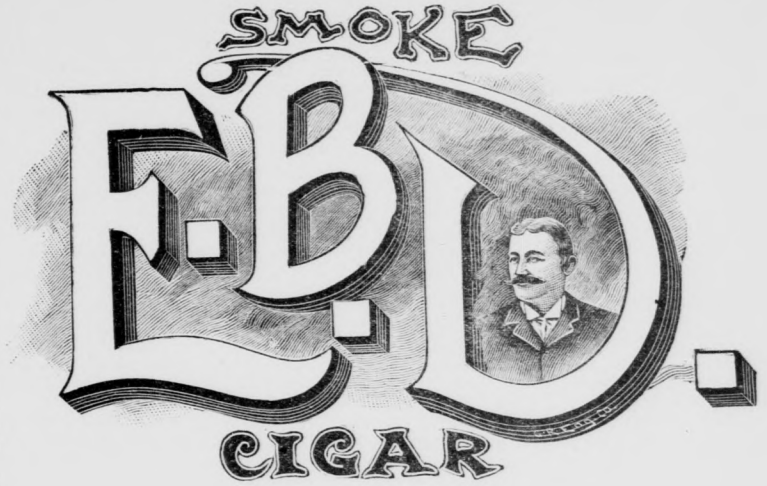
Shoe and Leather Gazette: "THE MICHIGAN TRADESMAN, which is published at Grand Rapids, came to hand this week in the form of the *Gazette*, although it is without a cover. Our contemporary has very wisely dropped the old newspaper form, and it now appears in the habiliment of a trade journal. The paper is vastly improved in appearance, and is one of the neatest class papers published in this country. It has also passed into the hands of a corporation with a paid-up capital stock of \$30,000. Bro. Stowe is to be congratulated on the liberal returns that he is now receiving from several years of indefatigable journalistic labor. THE TRADESMAN is one of the most welcome exchanges that weekly find their way to the *Gazette* editorial rooms."

Why Co-operative Ventures Are Usually Unsuccessful.

The co-operative stores of Kensington, near Philadelphia, were established about fifteen years ago, and carried on an exceptionally successful business during several years, having at one time 3,000 shareholders and eight stores. Each stockholder had to invest at least \$5. The business amounted to \$10,000 per week; dividends were 9 per cent. The company had \$100,000 in bank. But it decayed, and it has just been published that the last of the stores remaining must be given up, the assets of the concern being valued at \$28,000, against liabilities of \$38,000. It may be inferred that too much money was kept idle; but it is as likely that the key to success was an excellent individual leadership in the organization and management in the growing stage, and correspondingly the decline would date from some change in the management. The great majority of all business ventures, even under individual proprietorship, are failures; but when a number of workmen form a company, they are, with scarcely an exception, unwilling to allow sufficient pay and scope for management. Generally some man of force of character, with his best energies devoted to their service, builds up their institution and the members take all as a matter of course. He is displaced or dies, and the downward road is trodden from that hour. The case may be, however, that a bright man, after working for a few years for the company and finding his efforts thwarted by ignorance and jealousy, will turn in disgust and conquer the unworthy opposition, but for himself, as he feels that he has wasted enough time for small appreciation.

The Discovery of Coffee.

Toward the middle of the fifteenth century, a poor Arab was traveling through Abyssinia, and, finding himself very weak and weary from fatigue, he stopped near a grove. Then, being in want of fuel to cook his rice, he cut down a tree covered with dead berries. The meal being cooked and eaten, the traveler discovered that the half-burned berries were very fragrant. He collected a number of these, and on crushing them with a stone he found their aroma increased to a great extent. While wondering at this, he accidentally let fall the substance in a can which contained a small supply of water. Lo, what a miracle! The almost putrid liquid was instantly purified. He brought it to his lips; it was agreeable, and in a few moments after, the traveler had so far recovered his strength and energy as to be able to resume his journey. The lucky Arab gathered as many of the berries as he could carry, and having arrived at Ardea, in Arabia, he informed the Mufti of his discovery. The worthy divine was an inveterate opium smoker, who had been suffering for years from the influence of the poisonous drug. He tried an infusion of the berries, and was so delighted with the recovery of his own vigor that in gratitude to the tree he called it *cafnah*, which in Arabic means *force*. And this is the way coffee was discovered.



FRUIT Headquarters for Oranges, Lemons, Bananas, Nuts, Peanuts, Figs, Dates, Citron, etc. Ask for Price List.
The Putnam Candy Co.

*Heyman & Co Learning Dec '6 1889
Gents your show case has arrived in good shape it is just Splendid!
For price and quality it knocks 'em all out on first round
Respectfully
M. C. Crandall & Co*

We still continue to sell our oval or square front show cases with metal corners for \$1.50 Per Foot—6 Feet or Over.
HEYMAN & CO., - Grand Rapids.

Cook & Bergthold,
MANUFACTURERS OF
SHOW CASES.
Prices Lower than those of any competitor. Write for catalogue and prices.
106 Kent St., - Grand Rapids, Mich.

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.

Drugs & Medicines.

State Board of Pharmacy.
 One Year—Geo. McDonald, Kalamazoo.
 Two Years—Stanley E. Parkill, Owosso.
 Three Years—Jacob Jesson, Muskegon.
 Four Years—James Vernor, Detroit.
 Five Years—Ottmar Eberbach, Ann Arbor.
 President—Jacob Jesson, Muskegon.
 Secretary—Jas. Vernor, Detroit.
 Treasurer—Geo. McDonald, Kalamazoo.
 Meetings during 1890—Star Island, June 30 and July 1; Marquette, Aug. 13 and 14; Lansing, Nov. 5 and 6.

Michigan State Pharmaceutical Ass'n.
 President—Frank Ingalls, Detroit.
 First Vice-President—F. M. Alsdorf, Lansing.
 Sec'd Vice-President—Henry Kephart, Berrien Springs.
 Third Vice-President—Jas. Vernor, Detroit.
 Secretary—H. J. Brown, Ann Arbor.
 Treasurer—Wm Dupont, Detroit.
 Executive Committee—C. A. Bugbee, Cheboygan; E. T. Webb, Jackson; D. E. Prall, East Saginaw; Geo. McDonald, Kalamazoo; J. J. Crowley, Detroit.
 Next Meeting—At Saginaw, beginning third Tuesday of September, 1890.

Grand Rapids Pharmaceutical Society.
 President, J. W. Hayward, Secretary, Frank H. Escott.
Grand Rapids Drug Clerks' Association.
 President, F. B. Kipp; Secretary, Albert Brower.

Detroit Pharmaceutical Society.
 President, J. W. Allen; Secretary, W. F. Jackman.
Muskegon Drug Clerks' Association.
 President, C. S. Koon; Secretary, J. W. Hoyt.

MADE ANOTHER'S FORTUNE.

How a Wide-awake Merchant Decided a Knotty Medical Dispute.

"I have made one fortune in my time," said an old merchant, the other day, "and—"

"Spent it," broke in the writer.

"Didn't have that pleasure."

"Lost it?"

"No, sir; the fortune I made was that of another man."

"How was that?" asked the writer.

"After I left college," replied the first speaker, "I knocked about the country, here and there, for a few years, before I settled down in this city. In the course of my wanderings I met an old school friend who had gone to a medical college and was then just starting to build up a practice in a small country town. When I ran across him he was in a dreadful fit of the blues, and I said to him, after first greetings had been exchanged: 'Why, old man, you're not like your former self at all. You haven't been practicing long enough to have killed anybody yet, have you?'"

"No, no! my boy," he answered, "not that. But, if I may confide in you with safety, as I think I can, I will tell you my difficulties. I'm madly in love with the most beautiful girl in all the world and she loves me, but all her people are opposed to our marriage, because the old man is wealthy and I am poor. They want her to marry a rich suitor who is after her, and I feel like a brute in asking her to wait for me till I am able to support her, while that prospect seems so distant. I've been in this town for six months now, and not a single patient have I secured."

"How many rivals have you got here?" I enquired.

"Only one," he answered, "old Dr. Scroggs, but he has been here for forty years or more, all by himself. He resents my intrusion as a personal insult, and so do his patients, I think. There seems to be a prejudice against young doctors, anyway, and I am heartily discouraged."

"Why don't you try some of the time-honored old tricks of the trade?" I said. "You know them as well as I do. Have a boy rush into church and whisper in your ear, where you sit, well up toward the front. Then grab your hat and make as much noise as you can going out. Get up half a dozen prescriptions and have the bottles directed to Mrs. Smith, Mr. Brown, etc., and then see that they are delivered to the wrong houses. Send for them again, explaining that, in the rush of business, these little mistakes will sometimes happen. There are a dozen such little dodges that—"

"No use, my dear boy," he answered, with a sigh. "All those pretty games are N. G. in a small town. If Mrs. Smith has a tootache nearly everybody else here knows it, or will hear of it some day. The tricks would all be discovered here to a dead certainty, and I would be worse off than ever. They are all right enough in a big city, but—"

"What's that?" I exclaimed, as a terrific banging was heard at the outer door. Charley, my friend, went to the door, and a girl's voice came out of the darkness, saying, "Come down to the hotel,

doctor, there's a traveler there took down with a fit or somethin' and he's like to die."

"Charley grabbed a case of instruments, and we both started for the hotel on a run. We got there a few minutes before old Scroggs, for whom the girl who told us had also gone. Before Scroggs got up to the traveler's room, Charley had diagnosed the case to his own satisfaction, and was looking very wise, indeed. Scroggs seized the insensible patient by the wrist, listened to his heart-beats, and, before Charley had said a word, rapped out:

"Case of apoplexy; bring some—"

"But Charley was not to be ignored in that way. 'It's a plain case of ep—' he began, but just then I pulled him to one side and whispered in his ear.

"I was about to remark, Dr. Scroggs," resumed Charley, with considerable dignity, "that the case is undoubtedly one of morphine poisoning."

"Nonsense, young man," said old Scroggs, rudely, "I say it's apoplexy."

"A stomach-pump will soon prove who's right," said Charley, as he unlocked his case and produced one.

"The little crowd of hotel employees and villagers who had crowded into the room, a big one, seemed rather amused by the arguments of the doctors, and as the patient was a stranger to all, the application of a stomach-pump, if only to settle the controversy, met with general approval.

"Well, to make a long story short, morphine it was, sure enough. This diffeomiture of old Scroggs spread abroad. Charley soon built up a practice, married his heiress and lived happily ever afterward."

"And how did you discover it was morphine, just in time to prevent your young friend from declaring in favor of epilepsy?" asked the writer.

"That's just what Charley asked me, when it was all over," replied the narrator. "The fact is, while Charley and old Scroggs were engaged in looking wise over the patient and guessing at his malady, I was looking about the room. There in a corner, behind a footstool, I spied a bottle. Picking it up, I saw that it was labelled, 'Morphine, poison,' and that it had been recently emptied, as the outside of it was still moist. That was enough for me, and I just had time to hiss in Charley's ear, 'Morphine,' before he committed himself."

Knitted Carpets.

From the Canadian Manufacturer.

An item is going the rounds of the papers to the effect that the making of knitted carpets is a home industry in Germany, being carried on by all classes of the population, from peasant women and girls to ladies of leisure and good position. Knitted carpet schools have been established in many towns, and itinerant carpet makers travel from place to place teaching the art of carpet knitting for a small remuneration. This is no new thing in Canada, the writer of this having knowledge of such work being done here. The carpet here alluded to is knit of strips of textile goods, such as woven rag carpet is made of. The knitting is done with wooden needles, and for convenience the carpet is made only about 12 inches wide, the widths being joined together by sewing in the usual manner. The knitted carpet is more durable than woven rag carpet. Knitted in strips from 6 to 8 inches wide, it serves admirably as a border for remnants or short pieces of Brussels or other carpets made into rugs.

The Drug Market.

Gum opium is lower. Morphia is unchanged. Quinine is steady. Pure cream tartar and tartaric acid have declined. Gum camphor has advanced. Beeswax has advanced. Oil wintergreen has declined. Oil cloves is lower. Linseed oil has advanced.

The last cotton corner at Liverpool cost mill owners over \$150,000, by reason of the increase in price of the article, and on which they had short stocks. As another corner is said to be in process of formation, the mill owner should not be caught sleeping.

A Wrong Righted at Last.

About five years ago Geo. C. W. Richards, who was then engaged in the drug business at Sheridan, left the stock in charge of a clerk and started for the West, sending the Hazeltine & Perkins Drug Co. a written order to take possession of the stock in satisfaction of its account. As the order amounted to a bill of sale, the Drug Co. proceeded to do as requested, subsequently selling the stock to Jacob Vander Berg, buyer for the Chippewa Lumber Co., at Chippewa Lake.

No sooner had Vander Berg taken possession of the stock than Steere & Brown, the Stanton lawyers, swooped down on him with an alleged order from the former owner to protect his interests, and attached the stock, which was subsequently sold at attachment sale. Mr. Vander Berg then brought suit against Steere & Brown to recover the amount he had paid the Drug Co. and L. M. Mills took a trip to Kansas and obtained an affidavit from Richards to the effect that he had given Steere & Brown an order to look after his exemption only—that the further claim of the legal firm was false fraudulent and that the alleged authority therefor must have been interlined by them subsequent to the execution of the document.

Cognizant of the contents of the affidavit, Steere & Brown threw every possible obstacle in the way of the speedy trial of the case, and it was not until last week that the matter came up for a final hearing in the Montcalm Circuit Court, at Stanton. On being given to the jury, a verdict was immediately rendered for the full amount claimed—\$900, interest and costs.

In the light of the verdict, Steere & Brown stand in a peculiar light before the business community and the legal fraternity, as the jury concluded that the firm was guilty of tampering with a legal document after it had been signed—an offense which would warrant the court in disbarring them from further practice.

It is understood that other cases of a similar character are pending against Steere & Brown.

Farrand, Williams & Clark.

As predicted by THE TRADESMAN last week, the style of the new wholesale drug house at Detroit is Farrand, Williams & Clark. The latest addition to the list makes six houses now in the field, as follows:

Williams, Shely & Brooks.

Farrand, Williams & Clark.

T. H. Hinchman & Sons.

Jas. E. Davis & Co.

John J. Dodds & Co.

Lambert & Lowman.

So many houses in a field necessarily limited by the Great Lakes indicates that Detroit will be a close drug market for some years to come.

Do You Observe the Law?

If not, send \$1 to

THE TRADESMAN COMPANY,

For their combined

LIQUOR & POISON RECORD.

THE MOST RELIABLE FOOD

RIDGE'S FOOD
 For Infants and Invalids.
 Used everywhere, with unqualified success. Not a medicine, but a steam-cooked food, suited to the weakest stomach. Take no other. Sold by druggists. In cans, 35c. and upward. WOOLRICH & Co. on every label.

CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists, GRAND RAPIDS.

ACME WHITE LEAD & COLOR WORKS
 DETROIT,
 MANUFACTURERS OF
 LATEST
 ARTISTIC
 SHADES
 OF
**FOR
 Interior
 AND
 EXTERIOR
 DECORATION**

Paint

**F. J. WURZBURG, Wholesale Agent,
 GRAND RAPIDS.**

Drug Stock For Sale.

For the next ten days we offer the F. H. Escott Drug Store, on Canal street, this city, at a reduction of 10 per cent. from inventory, or \$3,750—Cash. This is a rare chance for a good druggist to start in business at an old and established stand.

Hazeltine & Perkins Drug Co.

"THE WEAR IS THE TRUE TEST OF VALUE."

We still have in stock the well-known brand

Pioneer Prepared Paint.

MIXED READY FOR USE.

Having sold same to our trade for over ten years, we can say it has fulfilled the manufacturer's guarantee. Write for sample card and prices before making your spring purchases.

Hazeltine & Perkins Drug Co.,
 GRAND RAPIDS, MICH.

SOLE AGENTS
POLISHINA THE FURNITURE FINISH.

CURE

TRADE MARK
"La Grippe"

A sure cure for the Russian Malady is selling like Hot Cakes.

Order a sample dozen of your jobber. Price \$8 per doz. Or sent prepaid to any part of the U. S. on receipt of \$1 or six for \$5.

"La Grippe" Medicine Co.
 252 Grandville Ave.,
 GRAND RAPIDS, - - MICH.

GROCERIES.

Grand Rapids Lettuce.

Kalamazoo has come to be a household word through the production of a fine grade of celery, and Grand Rapids has won the same distinction by reason of its ability to supply the leading markets of the West with the finest lettuce known to the trade.

The species of lettuce which has given Grand Rapids such a reputation abroad and brought such handsome returns to the market gardeners in this vicinity was hybridized from the "Black Seeded Simpson" and "Hanson" varieties by Eugene Davis, a market gardener living about half a mile south of the city, who has netted several thousand dollars from the sale of the seed and plants to other growers and the succulent plant to the commission men. The greatest care has been used to prevent the seed falling into the hands of outside growers or seedsmen, to the end that the variety might be monopolized by Grand Rapids growers as long as possible. Two years ago D. M. Ferry & Co. offered \$50 for a half pound of the seed, which appears to have met with success, as the Detroit house is advertising Grand Rapids lettuce seed in its catalogue for this year. If the seed is genuine—and there is no reason to doubt its genuineness—the monopoly so satisfactorily enjoyed by local growers is undoubtedly at an end.

The new variety is large, thin and crisp, and finds a ready market in Chicago and Cincinnati at from 15 to 20 cents a pound. One grower received 20 cents in the Cincinnati market last week on a consignment of 600 pounds, while lettuce grown in the vicinity of the Queen City commanded only 7 to 8 cents. The high price secured for the local product has been due solely to the superiority of the variety, which is a long ways ahead of any species ever heretofore procreated.

Abhorring Monopolies, They Create an Oppressive Monopoly of Their Own.

Samuel Moffett, the Flint grocer, writes as follows:

The last of the industrial classes to organize is the farmer. The capitalist, the manufacturer, merchant and laboring man are all organized more or less thoroughly, and now the farmer proposes to take a hand in the combination business and ascertain, if possible, why it is that the wealth produced by the soil, with the assistance of his labor, is so unevenly distributed. That organization and united action among the laboring classes has been the means of righting many wrongs and bettering their condition in numerous instances is an undisputed fact, and the same or even greater results may be accomplished by the P. of I., providing harmonious and united action be taken for the good of all concerned. But the P.'s of I must not overlook the fact that there are enough evils already in existence to combat which will tax their greatest efforts without building up other and greater evils they know not of. We refer to their contract system in the purchase of merchandise. Any man of average intelligence can plainly see that such a contract is a one-sided affair and that merchants who sign such contracts either do so blindly through ignorance or else with the expectation of violating the contract without the knowledge of the Patrons. However this may be, let the merchant be ever so honest in his intentions when he signs the contract, if he continues doing a contract business for six months, the tendency will be to make him a dishonest man. We venture the assertion that no merchant has yet signed the contract to sell goods to the P.'s of I. on

their terms who, in every instance, has lived up to the letter of the contract. Monopolies are conspicuous targets on which the P.'s of I. are training their guns, but, were it possible for their contract system to be carried to a successful termination, there would be created the most dangerous monopoly which was ever permitted to exist. And not only this, but, by eliminating the competition in trade, they destroy their home markets and force others into farming for a living, thereby increasing the supply of farm products, causing prices to decline still lower and, consequently, reducing the market value of farm property. That honesty of purpose actuates a majority of the P.'s of I. is not doubted. Granted this, we ask, would not the honorable way to settle this matter of purchasing supplies be to form co-operative stores, where only their own ability and capital will be at stake, or else abolish this unreliable contract experiment and do business on a "live and let live" plan, where all honest dealers will be glad to meet them half way and remedy any actual wrongs that may exist.

The Grocery Market.

Sugar is a little lower than a week ago, and may go a little lower before the end of the week, although the statistical position is strong. Prunes and raisins are still higher and coffee is bound to sustain further advances. Evaporated apples are higher.

Association Notes.

Quincy Herald: "The Business Men's Association held a rousing meeting Wednesday evening, a grist of new members being admitted. The question of substantial improvements occupied a great deal of time. The subject of a public hall and opera house, on the ground floor, was discussed at length, and the present season will certainly see such an enterprise carried out. The building will be an ornament to the town, and will have a capacity sufficient to accommodate large public meetings and entertainments of any kind. The subject of a park was mentioned and everybody favored it. C. N. Wilcox thought that eight acres wouldn't be any too big and would look all the better; others maintained that a smaller plot could be handled easier. The discussion lasted half an hour after the meeting adjourned. The matter amounts to just this much: There has been talk enough already, action is necessary. Let the council meet to-day and submit the question to the village electors at Monday's election, whether we have a park or not. Such a course would save the expense of a special election, and at the same time popular sentiment could be determined. There is plenty time enough, if the matter is set going at once."

Good Words Unsolicited.

D. E. Lockwood & Co., general dealers, Dollarville: "We like your paper."
J. Carroll, general dealer, Horton's Bay: "It is very handy in its present form. Long live THE TRADESMAN!"
C. L. Keiser, grocer, Bliss: "I am very much pleased with the present style of THE TRADESMAN and do not wish to let my paper cease coming."

E. J. Mason & Co.,

Proprietors of

Old Homestead Factory

GRANT, MICH.

MANUFACTURERS OF

Preserves, Evaporated Apples

Jellies and Apple Butter.

Our goods are guaranteed to be made from wholesome fruit and are free from any adulteration or sophistication. See quotations in grocery price current.

The Grand Rapids trade can be supplied by GOSS & DORAN, 138 South Division street. Telephone, 1150.

PRODUCE MARKET.

Apples—Golden or Roxbury russets command \$3.50 per bbl.
Beans—Dealers pay \$1.25 for unpicked and \$1.35 for picked, holding at \$1.65 per bu.
Beets—40c per bu.
Butter—The market is a little higher, owing to the fact that the bad roads have kept the farmers at home. Dealers pay 14¢@15c for good grades and hold at 16¢@17c per lb.
Buckwheat Flour—\$1.75 per 100 lbs.
Cabbages—\$7@89 per 100.
Cheese—Fair stock of full cream commands 11¢@12c.
Cider—10c per gal.
Cooperage—Pork barrels, \$1.25; produce barrels 25c.
Cranberries—Bell and Bugle command \$4 per box or \$14 per bbl. Bell and Cherry are held at \$3.50 per box or \$11 per bbl.
Dried Apples—Evaporated are held at 7½¢@8c and sundried at 4¢@4½c.
Eggs—Dealers pay 12c per doz. and hold at 13½¢@14c.
Field Seeds—Clover, mammoth, \$3.50 per bu.; medium, \$3.50. Timothy, \$1.50 per bu.
Honey—In good demand. Clean comb commands 13½¢@14c per lb.
Lettuce—20c per lb. for Grand Rapids grown.
Maple Sugar—\$6@10c per lb., according to quality.
Onions—The high price has curtailed consumption very materially. Dealers hold at \$1.5¢@1.75 per bu.
Pop Corn—4c per lb.
Potatoes—The market is without material change. Dealers pay 25c and hold at 35c per bu.
Squash—Hut bard, 2c per lb.
Sweet Potatoes—Illinois stock commands \$4.50 @55 per bbl.
Tomatoes—Early Southern stock commands \$1 per peck (7 qts.) box.
Turnips—25c per bu.

FRESH MEATS.

Swift and Company quote as follows:
Beef, carcass 5 @ 6½
" hind quarters 6 @ 8
" fore " 4 @ 5
" loins, No. 3 @ 10
" ribs 8 @ 8½
" tongues 8 @ 10
Hogs @ 6
Bologna @ 5
Pork loins @ 7
" shoulders @ 5½
Sausage, blood or head @ 5
" liver @ 5
" Frankfurt @ 8
Mutton 8 @ 8½

OYSTERS AND FISH.

F. J. Dettenthaler quotes as follows:
FRESH FISH.
Whitefish @ 7½
" smoked @ 8
Trout @ 6
Halibut @ 15
Haddies @ 7
Ciscos @ 4

OYSTERS—CANS.

Fairhaven Counts @ 35
Selects @ 27
F. J. D.'s @ 20
Anchors @ 18
Standards @ 16
Favorites @ 14

OYSTERS—Bulk.

Standards @ \$1 15
Selects @ 1 50
Clams @ 1 50
Shrimps @ 1 50
Scallops @ 1 50
Horseradish @ 75
Shell oysters, per 100 1 00 @ 1 50
" clams, @ 75

PROVISIONS.

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

PORK IN BARRELS.
Mess, new 11 00
Short cut 10 75
Extra clear pig, short cut 12 00
Extra clear, heavy 12 00
Clear, fat back 11 50
Boston clear, short cut 12 00
Clear back, short cut 12 00
Standard clear, short cut, best 12 00

SAUSAGE—Fresh and Smoked.
Pork Sausage 6½
Ham Sausage 9
Tongue Sausage 9
Frankfort Sausage 8
Blood Sausage 5
Bologna, straight 5
Bologna, thick 5
Head Cheese 5

LARD—Kettle Rendered.

Tierces 6½
Tubs 7
50 lb. Tins 7½

LARD—Family.
Tierces 5½
30 and 50 lb. Tubs 5½
3 lb. Pails, 20 in a case 6½
5 lb. Pails, 12 in a case 6½
10 lb. Pails, 6 in a case 6½
20 lb. Pails, 4 in a case 5½
50 lb. Cans 5½

BEEF IN BARRELS.

Extra Mess, warranted 200 lbs. 7 00
Extra Mess, Chicago packing 7 00
Boneless, rump butts 8 50

SMOKED MEATS—Canned or Plain.
Hams, average 30 lbs. 9
" 16 lbs. 9½
" 12 to 14 lbs. 10
" picnic 6½
" best boneless 8
Breakfast Bacon, boneless 8½
Dried beef, ham prices 8
Long Clears, heavy 5½
Briskets, medium 6
" light 6

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:
STICK.
Standard, 25 lb. boxes 9
Twist, 25 " 9
Cut Loaf, 25 " 10½

MIXED.
Royal, 25 lb. pails 9
" 200 lb. bbls. 8½
Extra, 25 lb. pails 10
" 200 lb. bbls. 9½
French Cream, 25 lb. pails 11½

FANCY—In 5 lb. boxes.
Lemon Drops 12
Sour Drops 13
Peppermint Drops 14
Chocolate Drops 14
H. M. Chocolate Drops 18
Gum Drops 10
Licorice Drops 18
A. B. Licorice Drops 14
Lozenges, plain 14
" printed 15
Imperial 14
Mottos 15
Cream Bar 13
Molasses Bar 13
Caramels 16@18
Hand Made Creams 18
Plain Creams 16
Decorated Creams 20
String Rock 15
Burnt Almonds 22
Wintergreen Berries 14

FANCY—In bulk.
Lozenges, plain, in pails 12½
" " in bbls. 11
" " printed, in pails 12
" " in bbls. 11½
Chocolate Drops, in pails 12
Gum Drops, in pails 6½
" " in bbls. 5½
Moss Drops, in pails 10
" " in bbls. 9½
Sour Drops, in pails 12
Imperial, in pails 11
" " in bbls. 10½

FRUITS.
Oranges, Florida, choice 3 50 @ 3 75
" " Ex. " 3 50 @ 3 75
" " fancy, 3 75 @ 4 25
" " golden russets, 3 50 @ 3 75
Lemons, Messina, choice, 300 @ 3 25
" " " 300 @
" " fancy, 300 @ 3 75
" " " 300 @ 4 00
" Malagas, choice, ripe @
Figs, Smyrna, new, fancy layers 14 @ 15
" " choice " 12 @ 12½
" choice, 7 lb. @
Dates, frails, 50 lb. @
" ½ frails, 50 lb. @
" Fard, 10-lb. box @ 10
" " 50-lb. " @ 8
" Persian, 50-lb. box 6 @ 6½

NUTS.
Almonds, Tarragona @ 16
" Ivaca @ 15
" California 15 @ 16
Brazilis @ 11½
Walnuts, Grenoble @ 15½
" California @ 13
Pecans, Texas, H. P. 10 @ 13

PEANUTS.
Fancy, H. P., Bells @ 8½
" " Roasted @ 10½
Fancy, H. P., Suns @ 8½
" " Roasted @ 10½
Choice, H. P., G. @ 7½
" " Roasted @ 9

WM. SEARS & CO.,

Cracker Manufacturers,

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

*You can make more money
by using Perfection Scales -
Why don't you?*

For Sale by Leading Wholesale Grocers.

Wholesale Price Current.

The quotations given below are such as are ordinarily offered cash buyers who pay promptly and buy in full packages.

Table listing various goods and their prices, including categories like BAKING POWDER, BUTTERINE, CANDLES, CANNED GOODS, and CHEESE.

Table listing various goods and their prices, including categories like COFFEE, COFFEES—Package, CLOTHES LINES, CONDENSED MILK, COUPONS, and CRACKERS.



Table listing various goods and their prices, including categories like GUN POWDER, HERBS, JELLIES, LICORICE, MOLASSES, PICKLES, PIPES, PRESERVES, RICE, and SEEDS.

Table listing various goods and their prices, including categories like SALT, SALTED BUTTER, SALERATUS, SODA, SYRUPS, and TEAS.

Table listing various goods and their prices, including categories like TOBACCO, TOBACCO—Plug, TOBACCO—Fine Cut, TOBACCO—Smoking, and TWINES.

Table listing various goods and their prices, including categories like MEAL, FLOUR, MILLS, MISCELLANEOUS, and WOOL.

Advertisement for A. E. BROOKS & CO., Wholesale Manufacturers of Pure Candies. Includes the text 'The Only House in the State which puts Goods up NET WEIGHT' and 'DETROIT SOAP CO'S Queen Anne Soap'.

MICHIGAN KNIGHTS OF THE GRIP.



Address from Secretary Bush.

LANSING, March, 1890.

I have the pleasure of presenting herewith a complete list of hotels granting concessions to our members; any new ones which may from time to time be added will be duly published in our official organ, THE MICHIGAN TRADESMAN.

In one or two instances I have heard complaints because of my action in re-numbering the 1890 certificates. Allow me one word in justification of my course: The new certificates came to me in consignments from the printer, and as many had already paid their dues for 1890 and were continually importuning me for their certificates, I sent them out in alphabetical order as their dues were paid, not waiting until all had paid, or until I had received all the certificates from the hands of the printer.

W. K. Walker, of Lansing, chairman of the Committee on Employment, has inaugurated an Employment Bureau to bring together firms wishing travelers and members of this Association desiring positions.

Our beloved order now numbers over 1,000 members, all of whom appear to be working in unison and harmony to promote our welfare.

Let us not be so zealous in securing new members as to overlook the character of those whom we may invite to join, as no person who does not stand well among his fellow men should be admitted to membership among us.

If you have not already remitted your 1890 dues, please do so at your earliest convenience, as the year is already well advanced, and there are certain necessary expenses connected with the running of this Association which constantly require available funds.

Fraternally yours, JOHN J. BUSH, Sec'y

CHAIRMAN OF COMMITTEES.

The following have been designated chairmen of the committees named:

- Legislation—N. B. Jones, Lansing. Railroads—Geo. F. Owen, Grand Rapids. Hotels—D. S. Hangh, Grand Rapids. Press—J. W. Palmer Jackson, Ionia. Relief—F. J. Hunt, Battle Creek. Employment—W. K. Walker, Lansing.

The Coat Was Not Accepted.

A telegraph operator in a neighboring town admired an overcoat which a friend had purchased, because it was claimed to be all-wool and sure to do many years' good service. So he repaired to the clothing store whence it came and asked the proprietor, to whom he was unknown, for its mate.

"Those all-wool coats? I am very sorry, sir, but we are entirely out. But, if you wish, I will telegraph for one, and it will be here to-morrow."

"That will do. I want the all-wool one, remember."

"Every thread is wool, sir; we'll guarantee it. Will wear like iron. Nothing like them on the market."

The operator gave his order and returned to the office. Shortly afterward he received the following message for transmission, written by the clothier:

"Send by to-night's express one of those cotton-mixed overcoats, size 36."

A Chicago Case.

Chicago Clergyman (as the bridegroom hands him his fee)—Four dollars, please. Bridegroom—But I thought your fee was only \$2.

□ Clergyman—It is; but, if you remember, you owe me for last time.

Ionia Pants & Overall Co.

E. D. Voorhees, Manager.

MANUFACTURERS OF

Pants, Overalls, Coats, Jackets, Shirts, Etc.

Warranted Not to Rip.

Fit Guaranteed.

Workmanship Perfect.

Mr. Voorhees' long experience in the manufacture of these goods enables him to turn out a line especially adapted to the Michigan trade. Samples and prices sent on application.

IONIA, MICH.

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.

ANY JOBBER WILL BE GLAD TO FILL YOUR ORDERS.

HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY

Send for Catalogue and Prices.

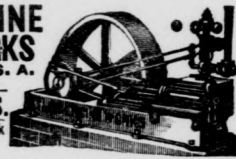


ATLAS ENGINE WORKS

INDIANAPOLIS, IND., U. S. A.

MANUFACTURERS OF STEAM ENGINES & BOILERS.

Carry Engines and Boilers in Stock for immediate delivery.



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

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

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

Advertisement for D. W. Archer's Trophy Sugar Corn. Features a circular logo with 'TROPHY' and 'SUGAR CORN' text, and 'D. W. ARCHER'S' at the top. Below the logo is a 'DIRECTIONS' section and the 'Davenport Canning Co.' logo.

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.

Take a Specialty of Collections. Accounts of Country Merchants Solicited.

Advertisement for C. R. Hester & Fox, Electrotypers. Lists services like Photo & Zinc Engraving, Wood & Metal Furniture, and location in Grand Rapids, Mich.

TIME TABLES.

Grand Rapids & Indiana.

In effect Nov. 17, 1889.

Table of train schedules for Grand Rapids & Indiana, listing departure and arrival times for various routes.

GOING SOUTH.

Table of train schedules for Grand Rapids & Indiana, listing departure and arrival times for southern routes.

Train leaving for Cincinnati at 6 p. m. and arriving from Cincinnati at 9:20 p. m., runs daily, Sundays included.

Muskegon, Grand Rapids & Indiana.

In effect Nov. 10, 1889.

Table of train schedules for Muskegon, Grand Rapids & Indiana, listing departure and arrival times.

Detroit, Grand Haven & Milwaukee.

GOING WEST.

Table of train schedules for Detroit, Grand Haven & Milwaukee, listing departure and arrival times for westbound routes.

GOING EAST.

Table of train schedules for Detroit, Grand Haven & Milwaukee, listing departure and arrival times for eastbound routes.

Detroit Express and Evening Express have parlor cars attached and make direct connections in Detroit for all points East.

Toledo, Ann Arbor & Northern.

For Toledo and all points South and East, take the Toledo, Ann Arbor & North Michigan Railway from Owosso Junction.

MICHIGAN CENTRAL

"The Niagara Falls Route."

Table of train schedules for Michigan Central, listing departure and arrival times for various routes.

All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.

PARLOR CARS run on Day Express and Grand Rapids Express to and from Detroit.

Hardwoods in Northern Michigan.
From the Timberman.

A movement is on foot in the northern part of the lower peninsula of Michigan, now that it is becoming evident that its wealth of pine stumpage is being exhausted, to develop the other natural resources, and an organization has been formed for that purpose under the title of the "Northern Michigan Development Association." Many have supposed that when the pine forests which have heretofore formed a goodly portion of the wealth of the state were cut off, emigration would be all that was left for the lumberman, unless he was willing to turn to the more prosaic agricultural pursuits. But although it has become evident that in many portions of northern Michigan pine has been dethroned, hardwood has been crowned king in its place. Speculators are turning their attention to hardwoods, out of which they confidently expect to make more money than they have out of pine.

The value of the timber in Michigan is much better appreciated than it was ten years ago. Scientific men who have made a study of this subject, say there is a greater variety of valuable woods in this state than in any other in the Union, and that the finer woods extend much further north here than elsewhere. In evidence of the growing appreciation of this fact it may be noted that many factories consuming hardwood are being established in the Grand Traverse region. At Harbor Springs there is a manufacture of toothpicks; at Manton, billiard cues and shoe lasts, and the latter are made at some other places. At Mancelona there is a large concern making the thin oval butter dishes that have come into general use, and that are sent all over this country and into foreign countries. The manufacture is so extensive that it has denuded quite a section of the surrounding country of maple and elm. At Bellaire and other points there is a large production of wooden bowls, rolling pins, potato mashers and other small articles of household use, in which there is a trade as far as Australia. There is a large industry in butter ladles and the manufacture of broom handles is conducted at a dozen places. A well-informed man engaged in the business states that there are 200,000,000 feet of lumber used annually in making broom handles in this country, and of this Michigan furnishes a fair share. There are very large clothes-pin manufacturing establishments along the shore, and a good deal is done in making veneer from maple and black ash dots.

These are all institutions turning out small articles, but there seems to be no reason why the work of the factories should be confined to this class of goods. The ornamental wood for fine furniture is cut here, and some of the choicest woods used in car building come from these forests, and it is probable that the Association mentioned above will present the facts regarding their section in such a light, as to lead to the establishment of factories engaged in the two latter industries.

The development of this section is being greatly aided by the progress recently made in railroad building, several lines now being in course of construction through the most valuable portion. Other projects of a like nature are being considered, and the capital will undoubtedly be secured for carrying them out.

A Substitute for Cotton.

It is reported from New York that both jute and cotton are likely to be superseded by another plant known as okra. It has long been known that okra produces a good fiber, but heretofore faults of cultivation and manufacture have prevented growers making a commercial success of it. Recent improvements in the methods of handling okra have, however, been so successful that the manufactured article is said to be superior to cotton, ramie, jute and all similar fibers. Okra, of course, is vastly cheaper than any of the fibers named, and it has the further advantages of being a quick-growing annual, and of producing a fruit for which there is always a ready market.

**S PROUL *
AND MCGURRIN**

Plumbing,

Steam and Hot Water Heating, Brooks' Hand Force Pump, Instantaneous Water Heater, Hot Air Furnaces, Mantels, Grates and Tiling, Gas Fixtures, Etc.

Wholesale and Retail Dealers in

Plumbers' Supplies.

184 East Fulton St., Head of Monroe,

Telephone No. 147.

21 Scribner Street,

Telephone No. 1109.

GRAND RAPIDS, - MICH.

Eaton, Lyon & Co.,

JOBBERS OF

Fishing Tackle,
Base Balls and
Supplies,
Croquet,
Hammocks,
Lawn Tennis, Etc.

State Agents for A. J. Reoch & Co.'s

Sporting Goods.

Send for Catalogue.

EATON, LYON & CO.,

30 & 22 Monroe St., Grand Rapids.

SEEDS!

If in want of Clover or Timothy,
Orchard, Blue Grass, or Red Top,
or, in fact, Any Kind of Seed,
send or write to the

Seed Store,

71 Canal St., GRAND RAPIDS.

W. T. LAMOREAUX.

EDMUND B. DIKEMAN

THE GREAT

Watch Maker

AND **Jeweler,**

44 CANAL ST.,

Grand Rapids - Mich.

Michigan Fire and Marine Insurance Co.

ORGANIZED 1881.

CASH CAPITAL \$400,000.

CASH ASSETS OVER \$700,000.

LOSSES PAID \$500,000.

D. Whitney, Jr., President.

Eugene Harbeck, Sec'y.

The Directors of "The Michigan" are representative business men of our own State.

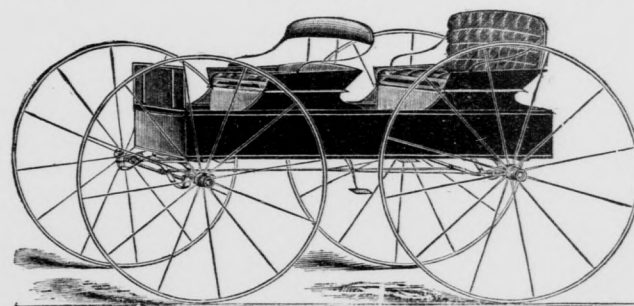
Fair Contracts,

Equitable Rates,

Prompt Settlements,

Insure in "The Michigan."

Duplex Pleasure OR Business Wagon



One of the most perfect wagons ever produced, combining strength, durability and cheapness of price. Just the wagon for light delivery, farmer's run-about, or for pleasure. Send for price list and description.

THE BELKNAP WAGON & SLEIGH CO., Grand Rapids.



The Best Fitting & Wearing Stocking Rubber.

GEO. H. REEDER,

State Agent

Lycoming Rubbers

and Jobber of

Medium Price Shoes.

Grand Rapids, Mich.

RINDGE, BERTSCH & CO., GRAND RAPIDS.



Bijah

The best heavy shoe made. Has as much wear in it as a \$5 boot. Cut from veal kip or Pfister & Vogel's Milwaukee grain. Made in two soles or two soles and tap. In buckle or hook lace.

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

EXCLUSIVE AGENTS FOR THE KEYSTONE BINDERS' TWINE.

Houseman Block,

Grand Rapids, Mich.

The Coupon System.

A lively and growing interest in this comparatively new feature of granting credit is manifested by merchants all over the country. It has a great many desirable points that mean better net profits for the retailer. It does away with that pest of dealer and consumer, the pass book. It is a safeguard against that unknown amount of loss which comes through neglect to charge credit customers with goods they have purchased. It lessens the expense of book-keepers, avoids controversy between the merchant and his customers; such, for instance, as frequently arises through charging goods to one person that should properly be charged to another. The coupons are finished in neat and attractive style and in themselves are a good advertisement. They come in various denominations and are neatly bound in book form in amounts representing \$2, \$5, \$10 and \$20.

It needs no argument to convince a retailer that it is quicker, better and cheaper to charge to a person worthy of credit a coupon book for \$20 than to keep a running account for several weeks wherein fifty to one hundred and fifty entries have been made, besides being compelled to check and compare the pass book with a ledger at settling day.

A subscriber at Detroit sends out a neat circular, which announces to his patrons that on April 1 he will introduce the coupon system. The reasons he assigns for abandoning the pass-book plan are as follows:

1. Daily charges to your account will be avoided, because at the first of the month, or at other suitable times, a book of coupons will be charged to you—\$5, \$10 or \$20, as the case may be. When goods are delivered to you, the clerk will have a ticket naming the goods, the price and the total amount; when you will give to him coupons to the amount of his ticket, and the ticket is then marked paid.

2. Pass books will be entirely abolished (there being no necessity for them), thereby saving much annoyance to the customer and avoiding many disputes over supposed discrepancies.

3. It prevents fraud, because sometimes customers' names and pass books are used by unauthorized persons.

4. Long itemized monthly bills can be avoided, because if you file my daily tickets, you have a memorandum of your purchases always on file in your possession. My monthly bill against you will simply read: One coupon book, No.—, \$20 or \$10 or \$5, as the case may be.

5. If you are charged with a \$20 book and use only \$15, you can pay for only what you have used. If you pay for a book of coupons and do not use them, they will be redeemed upon presentation.

6. Customers having friends whom they would like to help, will find these coupons a great advantage, as they can be used only for the purpose intended. We know that the gift of money is sometimes improperly used.

With this simple announcement, I respectfully ask that you will try the coupon system for one month, and if the system does not work to your entire satisfaction, we can return to the old method.

Mastered Its Intricacies.

Man—Are you getting an insight into your employer's business?

Boy—Well, I should smile! I know it better than he does.

"How long have you been here?"

"A week."

The importation of American swine meat into Germany is again permitted, but only at one port—that of Kiel—where such an elaborate system of inspection has been established that it is thought impossible for any danger to exist of diseased meats slipping through.

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.

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 So. Ionia St., Grand Rapids.

S We respectfully call your attention to the fact that we carry the most complete stock of seeds in Western Michigan. Send **E** for our wholesale price list and catalogue before buying

E Clover, Timothy, Red Top, Etc., Etc. **D** In fact, everything in our line at lowest market values.

S Brown's Seed Store,

GRAND RAPIDS, MICH.

Something New

Bill Snort

We guarantee this cigar the best \$35 cigar on the market. Send us trial order, and if not ENTIRELY SATISFACTORY return them. Advertising matter sent with each order.

Charlevoix Cigar M'fg Co.,

CHARLEVOIX, MICH.

S. K. BOLLES.

E. B. DIKEMAN.

S. K. Bolles & Co.,

77 CANAL ST., GRAND RAPIDS, MICH.

Wholesale Cigar Dealers.

"TOSS UP!"

We will forfeit \$1,000 if the "TOSS UP" Cigar is not a Clear Long Havana Filler of excellent quality, equal to more than the average ten cent cigars on the market.

Lemon & Peters,

WHOLESALE GROCERS.

SOLE AGENTS FOR

Lautz Bros. & Co.'s Soaps, Niagara Starch, Amboy Cheese

GRAND RAPIDS.

"Our Leader" Goods.

Having stood the test of time and the battle of competition and come off victorious, we have no hesitation in recommending to the trade our line of

Our Leader Cigars,
Our Leader Smoking,
Our Leader Fine Cut,
Our Leader Baking Powder,
Our Leader Saleratus,
Our Leader Brooms.

WHICH ARE NOW

LEADERS IN FACT

In hundreds of stores throughout the State. If you are not handling these goods, send in sample order for the full line and see how your trade in these goods will increase.

I. M. CLARK & SON.