

# Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, MARCH 26, 1890.

NO. 340.

**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 proceedings supplied without charge. All communications and inquiries will have prompt attention.  
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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  
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**AND LOAN AGENT,**  
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Also a complete line of PAINTS, OILS and BRUSHES. Correspondence solicited.  
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Alfalfa Clover, Timothy, Orchard  
Grass, Red Top, Blue Grass,  
Field Peas, Beans, Produce and

**WOOL.**

**C. Ainsworth,**  
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**AND NORMAL SCHOOL.**  
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J. U. LEAN, Principal.  
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**UNDERTAKER and EMBALMER**  
Prompt service given at all hours.  
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Corner Bates and Larned Streets, Detroit.

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**FUNERAL DIRECTORS,**

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Manufacturers of

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



**Apples,**  
**Potatoes,**  
**Onions.**

FOR PRICES, WRITE TO

**BARNETT BROS.,** Wholesale Dealers,  
CHICAGO.

## FOOD INSPECTION.

The Necessity of a State Inspector--  
Where the Dairymen Stand.

No inconsiderable portion of the time of the recent convention of the Michigan Dairymen's Association, held at Allegan, was devoted to a discussion of the necessity of securing the enactment of a measure providing for the appointment and maintenance of a State Food Inspector, whose duty it shall be to enforce the numerous laws now on the statute books having for their object the improvement of the food supply of the people. The President and Secretary of the Association both recommended such an enactment, the Committee on Legislation reported in favor of the measure, and Hon E. N. Bates, the Moline cheesemaker, came to the rescue with the following comprehensive paper on the subject:

One needs to go among the people in all their different capacities, in order to get an adequate idea of the condition of the public mind. The producer needs to come in contact with the consumer, that the wants of the one may have their modifying effect upon the products of the other. When the contact is thus close, there is less difficulty in arriving at conclusions satisfactory to both parties than when there are several intermediate hands.

In the case of one class, at least, of dairy products, the intermediate treatment may be wholly responsible for the unsatisfactory condition of the article when it reaches the hands of the consumer, and as complaint comes wandering back it leaves the one who is not to blame in a doubtful state of mind as to what he must do to avoid a repetition of offenses. Needed legislation! "Well," said a grocer with whom I was recently talking, "I think that we ought to have a law that would punish a farmer for making a lot of bad butter and then bringing it into town to sell, and furthermore, we ought to have a law that would punish a man who would make a lot of A No. 1 butter and then keep it until it is spoiled and then try to palm it off as good!"

Yes, that sounds well, but would not such a law necessarily have, as a basis, a knowledge of the exact amount required for consumption, so that production and consumption could travel on exactly parallel lines? Without doubt, we will probably get that about the same time that we arrive at certain other idealistic positions of which we sometimes dream. Our present law is competition and not co-operation, and that law has very strong provisions of just such a character as that of which our friend, the grocer, spoke. The express terms of that law are that every pound of butter shall be bought and sold upon its comparative merits; that is to say, if Mr. A. produces a better article than Mr. B., he must receive more for it, and the law has provided an officer to see that these provisions are lived up to, and that officer, under our present competitive system, is the dealer.

Let us stand by and notice its workings. Here comes a lady customer, bringing a jar of butter. Her appliances at home are not of the best and, in fact, she is not very neat about her work, and the product shows it in several ways. The grocer puts his trier down through it and smells and tastes of that brought out and thinks—oh, but I dare not tell what he thinks, for he is like the Dutchman's boy who was punished for swearing—"he thinks vat he dare not say." But a part of what he does "tink" is in the form of a soliloquy and runs about like this: "Mrs. A. is a good customer of mine, and, although her butter is poor, I shall lose more if I lose her trade than I will

on what little butter she makes; and, if I tell her her butter is worth less than the market price, she will go across the street, and they will buy it just to get her trade." So he takes the butter and says, "We will allow you 14 cents, the highest market price." But here comes Mrs. B., also with a jar. She does not make a specialty of butter-making and is not near any large town; so she markets here what extra butter she makes, as it helps to pay the grocery bill. The grocer tries it, as before, and thinks, "I'll take that home with me to-day," or, "I'll keep that for Mr. C. He told me to save him some nice butter." So he says to Mrs. B., "We will allow you 14 cents for your butter."

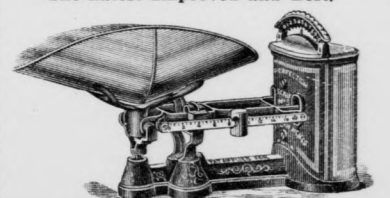
Now, Mr. Officer, we have an indictment against you. Under the great and glorious law of competition under which we are now working, you, as an officer, were charged with the duty of discerning between the merits of articles brought to you for inspection and of dealing out rewards in accordance therewith. You were charged with the duty of not only dealing out rewards according to merit, but of proclaiming merit, that in this way producers might be stimulated to bring forth articles of more excellence. You have failed to proclaim merit, and you have awarded to one that which belonged to another. You have appropriated meritorious goods and declared market values on inferior articles, and your punishment shall be loss of meritorious goods and a surplus of inferior ones; and, you, producers, who have taken no pains to learn the better way and who have thrust upon the market goods of exceeding great strength, to your action is due the fact that good goods are brought into competition with one devoid of merit except that it is cheaper and will, perhaps, keep longer than pure butter. This, I fancy, is the real cause why I have been required to publish this paper.

The condition of trade in this class of goods this winter is almost without precedent. Grocermen's cellars and commission houses, as well as cold storage houses, are full of old butter, which is a constant menace to the trade. What is the cause? Have the people really consumed less than usual? The price early in the fall was very fair; in midsummer it was low, as usual. Many were storing their butter in expectation of very high prices, on account of dry weather, and, while they were saving their butter to spoil, the imitation butter man got in his work in good shape irrespective of law.

The States of New York, Ohio, Wisconsin, Minnesota and some others have appointed Dairy or Dairy and Food Commissioners, who have given their time to seeing that the laws enacted in those States prohibiting the sales of impure goods, including dairy products, were enforced. The New York Commissioner, in his 1889 report, says: "No oleomargarine or imitation butter is now made in this State, so far as we have been able to ascertain, and it is confidently believed that none is made." He also says, in

**Perfection Scale.**

The Latest Improved and Best.



**Does Not Require Down Weight.**

Will Soon Save Its Cost on any Counter.  
For sale by leading wholesale grocers.

this report, on page 484, that six of the leading manufacturers of oleomargarine, in a statement over their own signatures, say that, in 1886, there were manufactured 100,000,000 pounds of this article, and we must remember that nearly all of this was put upon the market as butter and at a price equal to that asked for butter. But, says some man, "If it could not be told from butter and tasted like butter, where was the harm?" With equal propriety we might ask if a spurious \$10 bill which could not be told from a good one by ordinary men is found in circulation and answers every purpose of a good one, where is the harm? The fact is that they are both counterfeits and both deserve the same treatment.

In 1887, it was enacted by the people of the State of Michigan that "Any person who knowingly sells, or offers for sale, any oleomargarine or butterine as butter shall be guilty of a misdemeanor, and every hotel keeper or restaurant or boarding house keeper who shall use the same without causing a sign or notice of the fact to be posted in some conspicuous place in the dining room, so that all who eat at such a place may know what they are eating, shall also be deemed guilty of a misdemeanor." I have never seen anything that looked like compliance with that law, and yet I know of several so-called first-class hotels where butterine is used; and when I have tried to contract with them to furnish them with butter, their only plea was, "We can get the other cheaper."

During the first year that the cheese factory was run in our place, a lot of cheese was sold to a certain wholesaler, and after a few days one cheese was returned with a brand around the cover in large capitals, "Jersey Full Cream." Accompanying the cheese was a statement that it was not merchantable. Our salesman immediately returned the box, saying that there must be some mistake, as we did not make or sell that kind of cheese at our factory.

During the session of 1889, there was enacted a law in relation to cider vinegar, which said: "All vinegars sold or offered for sale shall be without artificial coloring and shall have acidity equivalent to the presence of not less than 4 per cent., by weight, of absolute acetic acid, and, in the case of cider vinegar, should contain, in addition, not less than 1 1/2 per cent. of cider vinegar solid."

Speaking of the results of this law, the editor of THE MICHIGAN TRADESMAN says:

"This law went into effect on July 1, 1889, but all sorts of vinegar continue to be sold under the brand of 'cider' or 'apple' vinegar, and quite as much vinegar below the standard is sold as ever. When the law went into effect, there was a general sentiment in favor of observing its provisions, but as soon as it was seen that no concerted effort was made to punish those who violated the law—that no provision was made for an officer to attend to its enforcement—all thought of the law and its penalties faded into forgetfulness."

President Almendinger is reported to have said, in the course of his annual address before the Fruit Manufacturers' Association, which convened recently at Benton Harbor:

"I saw a single shipment of glucose jelly from a Detroit concern of 4,000 gallons to one wholesale house, labeled, 'Pure Fruit Jelly' and sold as such, when there was probably not 100 pounds of pure fruit in the whole lot, that single shipment taking the place of more than 750 barrels of cider boiled into jelly."

Commenting upon the above, the editor of THE TRADESMAN continues:

"True as the above charge probably is, the cities do not turn out all the unwholesome food. The fruit manufacturers themselves are not faultless in the matter, as a circumstance known to THE TRADESMAN bears sufficient evidence. Within a hundred miles of Grand Rapids, a jelly factory converted into jelly hundreds of barrels of cider made from rotten apples, straw, manure and other articles of a foul character. A glance at the pile of filth shoveled into the cider press was enough to turn the strongest stomach."

Mr. President, we might continue to

cite instances of the adulteration of spices, candies, lards, liquors, etc., and especially of spices. It is stated in one of our National Agricultural Reports that it is a common thing for wholesalers on a large scale to enquire what priced goods their customers desire, and then put into the hopper as much pure as can be afforded for the price named and make up the weight with useless material.

Now, some one will doubtless say, "Why did you not prosecute the keeper of the hotel who told you he could get butterine cheaper than he could your butter?" Well, simply because I could not afford to, and, besides, almost all such prosecutions have the appearance of simply gratification of spite; and, furthermore, it is not right that such prosecutions should be done at the expense of individuals, nor should it even be done at the expense of a class of individuals—that is to say, it is neither my place nor the place of the Dairyman's Association to prosecute such cases. It is an expense for the benefit of the public and should be instituted and carried through by an officer appointed for that purpose. It is the testimony of the New York State Dairy Commissioner that, while his efforts were strongly resisted at first, there came afterward a sentiment so much in favor of the object he was seeking to accomplish that resistance has given place to assistance, and dealers have expressed a desire to aid in compelling every article to go upon the market under its appropriate name.

So, Mr. President, I believe that we need, first, a law for branding these so that the different qualities will bear their proper marks, and, if butter can be helped by the same method, then compel every maker of butter to brand the date upon which made—and, if required, anyone could have a private brand by making application to the Commissioner, giving statement of process used, number of cows kept, submitting to inspection, etc.—and, last, but by no means least, we should have a Dairy and Food Commissioner appointed, to see that these laws are strictly enforced. Among other things, it should be his duty to visit every factory, either in person or by deputy, and report its condition, and where difficulty is met he should be ready to assist and give instructions in the manufacture. He should be required to prosecute every case of adulteration where the same comes to him with satisfactory evidence and proof, and thereby stamp out this tendency to cheapen goods by the addition of useless or harmful material.

I was one of a committee to whom this matter was given in charge at the last convention, and, after looking it over, we did not recommend it, because we saw the apparent ease with which new officials are created and understood their wonderful tenacity of life; and, furthermore, we confess to not have given the other side of the question due consideration; but, after seeing what has been accomplished in New York, Ohio and other states through their Dairy Commissioners, we are thoroughly convinced that it is more necessary to have what laws we have at present enforced, than to continue to pile up enactments only to be wholly ignored. A very good example in this line is the history of our game and fish laws. Perhaps no class of enactments were observed as little as those for the protection of game and fish until after the appointment of Game Warden Smith, but, during the time from March 15, 1887, until December 15, 1888, there have been not less than 482 arrests, or an average of 29 per month, and of this number 398 were convicted and fines were imposed and collected to the amount of \$5,632.

And when we think of the relative importance to the people of this State of the dairy interests as compared with fish and game, and when we see the utter disregard of the present laws relating to dairy products, and also remember the necessity of more stringent laws to compel all products of this kind to bear the appropriate brand, then do we feel like saying, "Let this Association take the initial step toward securing such an officer, and let the effort be backed up by all lovers of good laws and their observance, as the legislation most needed."

## Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun.....	36
No. 1 ".....	38
No. 2 ".....	58
Tubular.....	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.....	1 75
No. 0 Sun.....	1 88
No. 1 ".....	2 70
No. 2 ".....	2 25
First quality.	
No. 0 Sun, crimp top.....	2 40
No. 1 ".....	3 40
No. 2 ".....	2 60
XXX Flint.	
No. 0 Sun, crimp top.....	2 80
No. 1 ".....	3 80
No. 2 ".....	3 80
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 1/4
Jugs, 1/2 gal., per doz.....	75
" 1 ".....	90
" 2 ".....	1 80
Milk Pans, 1/2 gal., per doz. (glazed 66c).....	65
" 1 ".....	78



Bicycles,  
Tricycles,  
Velocipedes

AND

## General Sporting Goods

Agents for A. G. Spalding & Bro.'s  
Sporting and Athletic Goods and  
American Powder Co.'s Powder.

We have on hand a complete line of Columbia, Victor and other cheaper bicycles, also a splendid assortment of Misses' Tricycles, Children's Velocipedes and small Safety Bicycles.

E. G. Studley,

Call and see them  
or send for large,  
illustrated cata-  
logue.

4 Monroe St.,

GRAND RAPIDS

SUSPENDED!



JETTINE.

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

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.

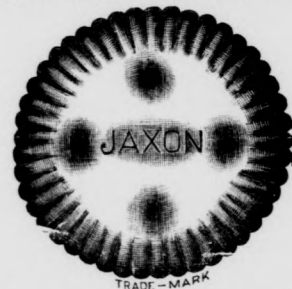
Your Purifier and Flour Dresser are dandies. I have used nearly all the best purifiers and bolting machines made, and can say yours discounts them all.

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.

## 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.

## 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.

Nelson,  
Matter  
& Co.,

—FOR—

## Furniture.

See what they can do  
for you.

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.



## A BOARDING-HOUSE LITANY.

John S. Grey in the New Jersey Retail Merchant.

From landladies who put on airs,  
And talk about their past affairs,  
When rank and opulence were theirs—  
May heaven preserve us!

From tea too weak to stand alone;  
From tenderloins all fat and bone;  
From eggs which have quite ancient grown—  
May heaven preserve us!

From soup in which a mystery lies;  
From meat which human teeth defies;  
From pudding strange, and doubtful pies—  
May heaven preserve us!

From poultry of a by-gone age,  
Which, stuffed with onions, bread and sage,  
Would put a Spartan in a rage—  
May heaven preserve us!

From butter, strong in smell and taste;  
From buckwheat cakes like office paste;  
From mutton chop with cinders graced—  
May heaven preserve us!

From latch keys which are useless quite,  
To let you in when late at night,  
Though in the day-time they're all right—  
May heaven preserve us!

From lady boarders, gaunt and lean,  
Who always better days have seen,  
Whose uncles have great statesmen been—  
May heaven preserve us!

From rooms through which the draughts will  
play;  
From stoves which smoke by night and day;  
From modern boarding houses, pray—  
May heaven preserve us!

## The Immorality in Competition.

W. S. Lilly in February Forum.

The cheapening of commodities by unrestricted competition has been the guiding idea of manufacture and of commerce, during the last half century. To get out of men the utmost exertion of which they are capable, for the smallest wages they can be induced to accept, is very widely supposed to sum up the whole duty of an employer toward his "hands." We have forgotten that these "hands" are men. Well, I say, unhesitatingly, that to pit a destitute man among his destitute fellows, and to wring from him his labor for the scantiest pittance to which he can be ground down, is wrong. The necessity of the seller does not make it just to underpay him. If I give him less than a just payment, an equitable price, for his work, I do in fact rob him. And this is at once the most common and most disgraceful form of theft. The most common, for it is found in all departments of life; the most disgraceful, because it is the most cowardly. But the very notion of a just price has well nigh died out of the popular mind, which sums up its code of commercial morality in the maxim: "Buy in the cheapest market and sell in the dearest." Freedom of contract? Good. But to constitute freedom of contract there must be parity of condition. What parity of condition is there between the replete capitalist and his starving "hand?"

Assuredly, nothing can be less reasonable than the regime of competition, in support of which so many ponderous tomes of nonsense, dignified as political economy, have been inflicted upon a long-suffering world. The task which lies before the world is the reorganization of industry upon an ethical basis. The abuses of the old-world organization were manifest. They have disappeared. But the organization has disappeared, too. The old fellowship of labor is a thing of the past. The new fellowship of labor is the hope of the future. The era is certainly approaching when, in Herbert Spencer's happy words, "One man will not be suffered to enjoy without working, that which another produces without enjoying;" when what Mr. Mill justly calls "the great social evil of a non-laboring class" will no longer be tolerated; when the true answer to socialism, with its barbarous schemes for the abolition of capital, will be given by a vast extension of co-operation which will make every laborer a capitalist. Co-operation! That word is the key to a solution of the great problem. The introduction of machinery and steam, it is said, has brought about the vast conflict between capital and labor. Machinery and steam! Change in economic condition! There is more struggle. There is this: That our industrial system has been based upon competition, while it should have been based upon co-operation.

## 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.	20 00@22 00
Red Oak, Nos. 1 and 2.	26 00@28 00
Red Oak, 1/4 sawed, 6 inch and up w'd.	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.	27 00
Walnut, Nos. 1 and 2.	27 00
Walnuts, cull.	20 00
Whiteoak, log-run.	17 00@18 00
White Oak, 1/4 sawed, Nos. 1 and 2.	42 00@43 00



94 Miles the Shortest and the Quickest.  
Cincinnati to New Orleans.

Time 27 Hours.

Entire Trains, Baggage Car, Day Coaches and Sleepers run through without change.

110 Miles the Shortest. 7 Hours Quickest.  
Cincinnati to Jacksonville, Fla.

Time 27 Hours.

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## ONLY LINE FROM CINCINNATI TO

Chattanooga, Tenn., Fort Payne, Ala., Meridian, Miss., Vicksburg, Miss., Shreveport, La.

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5 Hours Quickest Cincinnati to Knoxville, Tenn.  
116 Miles the Shortest Cincinnati to Atlanta and Augusta, Ga.

114 Miles Shortest Cincinnati to Anniston, Ala.  
26 Miles Shortest Cincinnati to Birmingham, Ala.  
15 Miles Shortest Cincinnati to Mobile, Ala.

Direct connections at New Orleans and Shreveport for

Texas, Mexico and California.

Trains leave Central Union Depot, Cincinnati, crossing the Famous High Bridge of Kentucky and rounding the base of Lookout Mountain.

PULLMAN BOUDOIR SLEEPERS  
On all Through Trains.

Over One Million Acres of Land in Alabama, the future Great State of the South, subject to pre-emption. Unsurpassed climate.

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A. E. LIPPINCOTT, Northern Pass. Agent,  
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Are You  
Using  
Coupons?

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

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

If Not,  
You Are  
Losing  
Money!

THE TRADESMAN COMPANY,  
Grand Rapids.

## EGG CASES &amp; 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.

	Lots of 100.	Less than 100.
No. 1—30-doz. Cases, complete	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.



Putnam Candy Co.

HEADQUARTERS FOR

Oranges,  
Lemons,  
Bananas,  
Nuts, etc.

A. HIMES,

Wholesale and Retail Dealer in

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

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.

—ALL SHIPMENTS MADE PROMPTLY.—

MOSELEY BROS.,

—WHOLESALE—

Fruits, Seeds, Oysters and Produce.

All kinds of Field Seeds a Specialty.

If you are in market to buy or sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.

26, 28, 30 and 32 Ottawa St., - - GRAND RAPIDS

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.

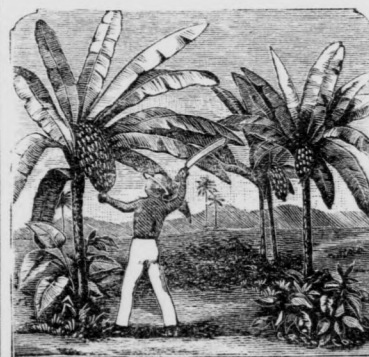
Grand Rapids Fruit and Produce Co.,

JOBBER OF

FOREIGN FRUITS.

Oranges, Lemons and Bananas a Specialty.

3 NORTH IONIA ST., GRAND RAPIDS.



We are headquarters for the celebrated

Bluefield Bananas,

Receiving regular consignments. Also direct receivers of

CALIFORNIA

ORANGES & LEMONS

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## AMONG THE TRADE.

## AROUND THE STATE.

Manistee—H. P. Vandevender will open a grocery store.

Manistee—Albert Mukautz has opened a grocery store.

Muskegon—John Timmer has opened a dry goods store.

Bronson—C. J. Kerps has sold his grocery stock to L. M. Leet.

Allegan—D. H. Dowd has sold his meat market to Kent & Austin.

Albion—E. F. Mills has sold his stock of dry goods to M. D. Galloway.

Owosso—Chas. F. Goodhue is making preparations to go into the seed business.

Leroy—Frank Sprague succeeds Sprague & Everett in the meat business.

Edmore—L. M. Mills has sold his furniture stock to R. L. Carl, late of Sheridan.

Tustin—Compton & George succeed G. A. Skagland in the flour and feed business.

St. Charles—Mrs. E. Deitzler succeeds Chas. Deitzler Jr. & Co. in the grocery business.

Ann Arbor—Wines & Worden have sold their stock of dry goods to E. F. Mills & Co.

Frank R. Miles is at Caledonia for a day or two, inventorying the Bergy hardware stock.

Middleville—H. L. Moore has opened a candy store in connection with his boot and shoe store.

Pewamo—Houck & Fox, general dealers, have dissolved. They are succeeded by Houck & Cotter.

Carsonville—W. R. Harvey & Co., hardware dealers, have sold their stock to Sherman & Reed.

Ferris—Martha Walker is conducting a dry goods and grocery business in the store formerly occupied by J. E. Bennett.

Evart—Fred Mills has purchased the interest of the late C. F. Leasia in the confectionery and fruit firm of Mills & Leasia.

Mulliken—B. I. Whelpley has purchased the interest of his partner, Alvin Cogswell, in the hardware business of Whelpley & Cogswell.

Leroy—August Swanson has sold his interest in the general firm of Swanson & Gustafson to Peter Olsen, and the firm is now known as Gustafson & Olsen.

Adrian—Henry Meyer has sold his bakery to Louis Emmer and Joseph Schwarz, who will continue the business under the style of Emmer & Schwarz.

Bellevue—Tompkins & Squires, grain and produce dealers, have dissolved. Mr. Tompkins has purchased the interest of his partner and will continue the business.

Plainwell—The death of Morrison Bailey dissolved the partnership lately formed with J. M. Travis, to engage in the drug business. The surviving partner, Mr. Travis, does not think it advisable to embark in the business alone.

Leroy—Frank Smith has added a line of drugs to his grocery stock. The new department will be under the management of Fred Pollock, who formerly clerked for M. V. Wilson, the Sand Lake druggist.

Caledonia—A. & E. Bergy have bargained to sell their hardware stock to Stephen Brooks, formerly engaged in the meat and stock business under the style of Stow & Brooks. Unless a disagreement occurs on the matter of inventory, the transfer will occur this week.

Kent City—Elmer Thompson has purchased the interest of the late John A. Holmes in the grocery and dry goods business of John A. Holmes & Co., and the new firm name is O'Connor & Thompson. Mr. Thompson was formerly in the employ of L. B. Lull and of A. L. Power.

Saranac—Johnson & Rogers, grocers, have not been getting along very pleasantly for some time, and it was decided that an inventory should be taken with a view to the retracing of one of the firm. The morning after the agreement, Mr. Johnson went to the store to find that during the night every dollar's worth of goods had been removed. Mr. Johnson will appeal to the courts and establish his rights in the premises.

## MANUFACTURING MATTERS.

Zeeland—Jas. Boone has retired from the firm of De Pree, Boone & Co., wagon makers.

Hamilton—The Hamilton Brick Manufacturing Co. is succeeded by Veneklasen's Sons.

Manistiquette—E. G. Sovereign has banked 2,000,000 feet of pine near here and is now cutting cedar ties and posts.

Ionia—Webber Bros. are putting in a small stock of pine logs, which come by rail from a point about sixty miles north of here.

South Manistiquette—Hall & Buell have secured most of their anticipated cut of 50,000,000 feet for their mills here and hereabouts.

Cadillac—W. J. Williams has rented the Ballard shingle mill, at Pleasant Lake, and will run it this season. It was idle all last year.

Manistee—The East Shore Furniture Co. has begun making cheap bedroom furniture and will soon work into the finer grades of goods.

Eaton Rapids—Wm. Smith has the contract for making the wood work of 500 fence machines for the United States Fence Machine Co., at Charlotte.

St. Ignace—J. B. Kanouse, of West Bay City, is negotiating to operate the mill of the Mackinaw Lumber Co., but wants a bonus from the business men of the place.

Albion—W. C. Holt will start a lambs' wool rug factory here. There are only two institutions of the kind in the country now, one in Detroit and the other in Wyandotte.

Cadillac—G. A. Bergland has sold 300,000 feet of standing pine in Boon township, Missaukee county, to John Moon for \$3,000. He will cut it into square timber.

Hamilton—The Zeeland Brick & Tile Co. has purchased the brickyard formerly owned by Oosting, Van Ark & Co. The yard will be improved to the extent of \$6,000 and will be run to its utmost capacity next season. The price paid was \$7,500.

Detroit—W. K. Anderson, Joseph Taylor and D. R. Shaw, of this city, and J. D. Norton, of Pontiac, are stockholders in a \$1,000,000 company organized to manufacture safety railroad signals, invented by Eugene Fontaine, of Toledo. The factory will probably be located in this city.

Kalamazoo—The American Playing Card Co. has been organized with a capital stock of \$50,000, to engage in the manufacture of playing cards. The factory will have a daily capacity of thirty-five gross of packs of cards, necessitating the employment of about fifty hands, mostly girls.

Pineconning—Brown & Hudson, who have been cutting elm, ash, maple and other hardwood logs near here, have completed their cut of 1,300,000 and broken camp. The logs go to Bay City and Saginaw by rail.

Bay City—The sawmill of Rust Bros. & Co. burned to the ground on the 17th, except the engine and boilers in the brick house adjoining the mill. The loss is estimated at \$40,000, and the insurance \$20,000. A drill house belonging to the salt block adjoining was destroyed, but there was \$5,500 insurance on the salt block. None of the lumber in pile on the docks was injured. The mill was a pioneer establishment, having been built in 1861 with 4,000,000 capacity, but had undergone numerous alterations and improvements, and was a small circular and gang mill, with 20,000,000 annual capacity, with latest improved machinery which was being put in as fast as produced.

## P. of I. Gossip.

Owosso Press: "M. L. Burch, of this city, has commenced suit in the Circuit Court against James Fee, Secretary of the County P. of I., for \$2,000 damages, for slander."

Wexford correspondence Grand Traverse Herald: "Two lecturers of the P. of I. held a meeting here last week, with a view to organizing an association. After the lecture closed, a secretary pro tem. was elected to receive names of charter members, but none responded."

Thomas Sloan is the leading merchant of Dimondale. The Patrons recently placed a boycott on his town, and trade was rather slim for a few days. Tom didn't like that, as he prefers to see things go off lively. So he came to Grand Rapids and counseled with the ablest legal luminary of the city. Then he went home and called a meeting of the bell-wethers of the P. of I. lodge. He firmly and plainly informed them that they must remove the boycott instanter or criminal suits for conspiracy would be promptly instituted. The committee consulted an attorney, satisfied themselves that they were acting contrary to law, and the boycott was declared off.

An East Paris correspondent writes: "There was a meeting here last night for the purpose of organizing a P. of I. society. The speaker made the rankest kind of statements. He said he had no proofs of anything—all he knew about it was what he could see and hear. He made the statement that the retail grocers all had one price; that there were 250,000 traveling men in the United States, costing more money than would pay the National debt—and the farmer paid it all. He said he saw in THE MICHIGAN TRADESMAN a statement that the wholesalers would not sell to private families, hotels and boarding houses, and that the retail grocers made from 33 1/3 to 150 per cent. on everything they sold."

## Suspension of the Free List.

The change in form in THE TRADESMAN involves so much additional expense that it has been deemed necessary to suspend the free list altogether, except in the case of trade journal and newspaper exchanges. The few who have been receiving the paper through the courtesy of the publishers will be reluctantly dropped from the list.

## FOR SALE, WANTED, ETC.

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

## BUSINESS CHANCES.

GRAND OFFER—IF TAKEN BEFORE MAY 1, I will sell my stock of drugs and groceries at a discount of \$1,000; a rare chance for some one. R. Baker, Vicksburg, Mich. 5

FOR SALE OR RENT—FOUNDRY AND MACHINE shop in one of the finest villages in Michigan. Correspondence solicited by R. Baker, Vicksburg, Mich. 6

FOR SALE—STORE, DRUG STOCK AND FIXTURES, including postoffice fixtures, for sale on easy terms, owing to ill health; only drug store in town, situated in center of fine fruit section. Address Dr. S. J. Koon, Lisbon, Mich. 4

FOR SALE—AN ATTRACTIVE DRUG STORE FOR exchange, situated on a principal business street of Grand Rapids; good reasons for selling. Address Physician, care Carrier No. 15. 3

WANTED—GROCERY STOCK; MUST BE CHEAP for cash. Church & Fenn, Charlotte, Mich. 596

NASHVILLE, MICHIGAN, OFFERS FINANCIAL inducements to manufacturers looking for desirable locations. Address C. W. Smith, Secretary Improvement Committee, for particulars. 599

WANTED—TO EXCHANGE FARM OF 120 ACRES OR village property for stock of goods, hardware preferred. Address No. 573, care Michigan Tradesman. 573.

FOR SALE—HARDWARE STOCK, INVENTORING about \$4,000, doing a very prosperous business; can reduce the stock to suit purchaser; best of reason for selling. Address A. L. Paine & Co., Reed City Mich. 568

I HAVE SEVERAL FARMS WHICH I WILL EXCHANGE for stock of goods, Grand Rapids city property, or will sell on easy payments; these farms have the best of soil, are under good state of cultivation, and located between the cities of Grand Rapids and Muskegon. O. F. Conklin, Grand Rapids, Mich. 568

## HELP WANTED.

WANTED—REGISTERED PHARMACIST OR ASSISTANT. A. E. Gates, M. D., Crystal, Mich. 594

## SITUATIONS WANTED.

WANTED—SITUATION BY REGISTERED PHARMACIST; two years' experience and graduate of Chicago College of Pharmacy. Address Box 94, Richmond, Mich. 10

WANTED—A REGISTERED OR ASSISTANT PHARMACIST; would prefer one who speaks the Holland language. Jonker & Bruqua, Grand Rapids 8

WANTED—POSITION BY FIRST-CLASS DRUGGIST; nine years experience. Address C. M. Shaw, Sparta, Mich. 2

## MISCELLANEOUS.

WANTED—EXPERIENCED MAN, WHO WILL FURNISH outfit, wants partner with \$500 or \$1,000 to engage in the meat business. Address No. 7 care Michigan Tradesman. 7

COMPLETE HISTORY OF THE PATRONS OF INDUSTRY, from the inception of the organization; only a few copies left; sent postpaid for 10 cents per copy. Address The Tradesman Company, G'd Rapids

BEGIN THE NEW YEAR BY DISCARDING THE annoying Pass Book System and adopting in its place the Tradesman Credit Company. Send \$1 for sample order, which will be sent prepaid. E. A. Stowe & Bro., Grand Rapids.

## Embossed Cards,

## Picture Advertising Cards,

## Advertising Folders.

Having a lot of the above goods, consisting of several thousand of different designs, we offer the cards much less than our usual prices.

The Tradesman Company,  
GRAND RAPIDS.

Cook & Berghold,

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.



## GRAND RAPIDS GOSSIP.

Peter Vegter has removed his bakery business from Zeeland to this city.

E. H. Manley opened his new grocery store at 400 East street last Saturday.

M. A. Bellows has opened a grocery store at Six Lakes. Lemon & Peters furnished the stock.

Evans & Co. have opened a grocery stock at Lagrange, Ind. The stock was purchased at this market.

L. Sams has engaged in the grocery business at Woodruff, Ind. The stock was furnished by a Grand Rapids house.

E. A. Bignall has opened a grocery store at the corner of East Bridge and Union streets. The Olney & Judson Co. furnished the stock.

It is reported that a number of vinegar manufacturers will shortly make a raid on the city trade, with a view to flooding the market with cheap goods—cheap in quality, as well as in price.

W. H. Price, of the former firm of Hale & Price, general dealers at Orleans, will open a general store at Lyons about April 1. The Olney & Judson Grocer Co. furnishes the groceries and Burnham, Stoepel & Co. the dry goods.

The matter of establishing a city market is again under consideration in official circles. One of the most available locations for a market is the tract of land on the east side of Kent street, between Crescent avenue and Bridge street.

L. F. Morton and C. J. Clark, formerly engaged in the manufacture of cigars at 462 South Division street, under the style of Morton & Clark, have formed a co-partnership under the style of the Diamond Cigar Co. and will engage in the same business at 463 South Division street about April 1, running a retail cigar store in connection.

The bread bakers have cut the price of their product until 5 cents per loaf is now the ruling price, at wholesale, in this market. The reduction is due altogether to the fierce competition for the grocery trade, which has led the bakers into granting concessions which never would have been accorded retail customers. The retail price remains the same as before—8 cents per loaf.

## Gripsack Brigade.

S. Mainzer is now on the road for Curtiss & Co.

It is understood that Steve Sears is carrying a side line of crockery and queen's-ware now—at least, such was the case at Pentwater one day last week.

Leo A. Caro is confined to his house with a serious attack of inflammation of the bowels. He has suffered two weeks and is likely to spend another fortnight in bed.

Chas. S. Robinson has been called to Fayetteville, N. Y., by the serious illness of his father. His route is being taken this week by the immaculate dude, Will Granger.

"By Gee Crip" Jennings, who has pounded a pillow for past two weeks by reason of a severe attack of pneumonia, is rapidly recovering and will soon be on the warpath again.

THE TRADESMAN has in preparation a list of traveling men who live in Grand Rapids but represent outside houses, and solicits the name and house of every person coming under that head.

Will F. Griffith is out with a card to the trade, announcing the fact that he is now with the house of Farrand, Williams & Clark, of Detroit. He will cover the same territory as in the past and will continue to reside at Howell.

Geo. W. Kellogg, who has been behind the counter for the H. M. Patrick Co., of Leroy, for the past five years, has engaged with Leahy & Hardy, the Muskegon dry goods dealers, and will spend about half his time on the road.

Chas. W. Mansfield has purchased a farm of seventy-two acres, located in the suburbs of Ypsilanti, which he will conduct as a dairy and poultry farm. Mrs. Mansfield and daughter have gone to Toronto, where the latter will undergo medical treatment for a year.

Frank Parmenter expects his wife home from Adrian Friday, where she has been for the past eight weeks in search of renewed health. The many friends of the family will be glad to learn that her health is almost restored and that she is on the speedy road to complete recovery.

L. L. Loomis requests THE TRADESMAN to return his heartfelt thanks to Joe F. O. Reed for his generosity in returning the watch recently won by him in a raffle. Loomis thinks that Joe's heart is built on the same plan as his body and will ever hold him in thankful remembrance.

Five more omissions have been noted in the list of Grand Rapids traveling men recently published in THE TRADESMAN—Leo Kymer and Geo. Rayner, who travel for Eaton, Lyon & Co., and Albert C. Antrim, T. P. S. Hampson and Geo. W. Gage, who represent the Alabastine Co. and the Anti-Kalsomine Co.

Secretary Seymour is receiving very liberal responses to the request for contributions to furnish a traveling men's room at the new St. Mark's Home and Hospital. He requests THE TRADESMAN to state that all who have not yet contributed to the fund, and wish to do so, are requested to do so without delay.

## Purely Personal.

J. H. Williams, the "Slim Jim" grocer of Leroy, spent Sunday in the city.

Walter H. McBrien succeeds H. F. Hastings as broker for Arbuckle Bros. Coffee Co. at this market.

J. E. Bennett, the Madison avenue general dealer, spent several days at Vestaburg and Ferris last week.

Geo. R. Mayhew, the Monroe street boot and shoe dealer, has purchased the summer cottage of Gen. Withington, of Jackson, at Harbor Point.

B. A. Hoxie, the West Side druggist, is rejoicing over the advent of a son, who put in an appearance on the 15th. Weight, nine pounds, avoirdupois.

Gaius W. Perkins, President of the Grand Rapids School Furniture Co., and Chas. F. Pike, Receiving Teller of the Old National Bank, left Friday for New Orleans, where they will be joined by Jas. M. Barnett, Vice-President of the Old National Bank, and make a four weeks' tour of Mexico.

The belt formerly worn by John Caulfield, as the champion pugilist of the wholesale grocery trade, which has since been in the possession of Wm. H. Hoops and Wm. Widdicomb, is now claimed by Samuel M. Lemon, by reason of a victorious scrimmage which he recently had with a railway employe who attempted to collect a bill for demurrage.

## 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?

*Heyman & Co. Learning Dec 16 1899  
Sent to your show cases has  
arrived in good shape  
it is just Splendid!  
For price and quality it  
knocks 'em all out on first  
round Respectfully  
W. 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.

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

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

## Dry Goods.

## A Pleased Customer.

From the Dry Goods Economist.

"I am disgusted with the majority of salesmen and saleswomen whom I am obliged to employ," said a buyer last week.

"What is the matter with them?"

"The whole matter is lack of interest in the goods which they sell, lack of interest in the stock for which they work, and lack of interest in their customers. I have made innumerable plans for the mutual benefit of customer, firm and salesmen, and yet the best plans will not make a good salesman."

The gentleman was in a bad humor, and not without cause. He had just finished selling a lady some hosiery under circumstances which will be readily recognized by buyer and customer throughout the length and breadth of the land. The lady, going up to the counter, said: "A friend of mine purchased last week some striped hose from you, and I want to get some of the same. It is rather difficult to describe, but if I saw it I would recognize it at once."

"What kind of hose did you say?"

It would be only tiresome to give the dialogue; but the questions were many.

"What price goods?"

"When were they bought?"

"Did the clerk tell you what quality they were?"

"Are you sure that your friend purchased the goods here?"

The lady could give no information as to price or quality, and it was plain that she was not pleased with the examination which she was undergoing, for she arose to leave, when the buyer stepped up just in time, and saying "I will show you the goods you are after, madam," threw out upon the counter box after box, style after style, until the lady was dazzled with the display.

Now, as a matter of fact, the buyer had no idea what particular pattern the lady was in search of, but he did know that she wanted to buy something in hosiery, and therefore he had a plain line to follow. Samples must be shown, and a favorable impression made, so that even if the particular thing which she desired was not in the lot, she would be just as well pleased with something else and purchase it. When the goods were spread before her, she saw the style which she wished, and exclaimed: "There is the very thing I was looking for, but I see so many other styles which are prettier, that I will select from them."

She selected two and a half dozen, only because she saw so many pretty styles that she did not know when to stop; but the best feature of the sale was the fact that she went away pleased, and a pleased customer always makes more, while a displeased customer can do more harm than a full page advertisement can do good.

"I have drilled my clerks to say little and do much with excellent results in some cases; but, as I said, with poor or no result in the majority. I believe the reason is that many young men and women think that all that is necessary to make them valuable employees is for them to go behind a counter and chin to the customer. They firmly believe that if they do that, the ducats will flow out of the customer's pocket into the cashier's desk with the volume of a Niagara. These are the people that wonder why they are not taken into the firm, and can never get over the 'dumb luck' of other clerks whose books show a larger number of sales. You take my word for it, and tell the *Economist* readers that the modern retail dry goods merchant does not so much want men who talk as men who act. The modern customer can often give points to the salesman. The best man that ever sold goods behind this counter was a dumb man—or rather he had so exaggerated an impediment in his speech that he might as well have been dumb. He had a pad on which was written, 'I am dumb, but I can hear all that you say, and I will be glad to sell you what you want.' Did he sell anything? He sold more than any other three clerks in the place. He watched his customers' actions so closely that he anticipated their wishes. He is now

drawing a large salary for a position which he holds in the treasurer's office of one of our largest railroad companies."

## Zeal in Selling Goods.

Mr. A. T. Stewart, in strolling through his retail store one day, overheard a new clerk trying to make a sale. Every art of which the young man was master was brought into play, and at length the customer purchased some dress material. She was not pleased, however, for she had not been able to secure the article she desired, and had purchased something in its stead which the clerk had forced upon her by his eloquence and zeal.

After the customer had departed, Mr. Stewart took the clerk aside and said: "I see that you are a new man and have not yet become familiar with my ideas of doing business. You will learn them in time, but there is one rule which I wish you to learn at once—no customers of mine must be made to buy what they really do not want. You have a good share of zeal, but it is not well to have too much. If a customer takes home something which she has bought only to shut up a clerk's mouth, she is not a satisfied customer, and she will not return with pleasure to my store. I want my customers to have only what they select themselves."

"I will do as you wish in future," replied the clerk, "but it is a great temptation to run up a bill."

## The Dry Goods Market.

Light prints have dropped to 4½¢; standard indigos to 5½¢; Allen Chambrays to 5½¢, and off brands can be bought as low as 4¼¢@5¢. Unbleached cottons are about the same, two brands having dropped ¼¢. Bleached cottons are a little firmer, Fruit and Lonsdale being ¼¢ higher.

Some elegant silks have alternate stripes of brocade and satin, others of plain goods and brocade in black and white. Heavy surahs have stripes and bars of both narrow and broad white satin. In some instances the fine lines are increased in width and number till a plaid effect is produced.

Orleans—A. J. Hale is the name of the successor to the general firm of Hale & Price.

## Voigt, Herpolsheimer &amp; Co.,

Importers and Jobbers of Staple and Fancy

## Dry Goods

Manufacturers of

## Shirts, Pants, Overalls, Etc.

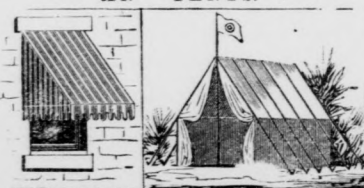
Complete Spring Stock now ready for inspection. Chicago and Detroit prices guaranteed.

48, 50 and 52 Ottawa St.,

GRAND RAPIDS, MICH.

## A W N I N G S

A N' T E N T S.



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.

## Prices Current.

UNBLEACHED COTTONS.		DEMINS.	
Atlantic A.	7	Clifton C C C.	6½
" H.	6½	Conqueror XX.	4½
" P.	6	Dwight Star.	7½
" D.	6½	Exeter A.	6½
" LL.	5½	Full Yard Wide.	6½
Atlanta A. A.	6½	Great Falls E.	7
Archery Bunting.	4	Honest Width.	6½
Amory.	7½	Hartford A.	5½
Beaver Dam A. A.	5½	Integrity XX.	5
Berwick L.	6½	King, E. F.	6½
Blackstone O. 32.	4½	" E. X.	6½
Black Rock.	7	" E. C. 32 in.	5½
Boat, FF.	6½	Lawrence L. L.	5½
" 2X.	6	New Market B.	5
" C.	5½	Noibe R.	5½
" A. L.	7½	Newton.	6
" PL, 40 in.	8½	Our Level Best.	6½
Continental, C.	7½	Riverside XX.	6½
" D, 40 in.	8½	Sea Island R.	4½
" E, 42 in.	8½	Sharon B.	6½
" W, 45 in.	11	Top of the Heap.	7½
" H, 48 in.	12	Williamsville.	7
Chapman.	4	Comet, 40 in.	8½
Cohasset A.	7½	Carlisle.	7½
Comet.	7	New Market L, 40 in.	7½
BLEACHED COTTONS.		GRAIN BAGS.	
Amsburg.	7	Valley City.	16
Blackstone A. A.	8	Georgia.	16
Beats All.	4½	Pacific.	14
Cleveland.	7½	American.	16½
Cabot.	7½	Burlap.	11½
Cabot, ½.	6½	THREADS.	
Dwight Anchor.	9	Clark's Mile End.	45
" shorts.	8½	Cot. J. & P.	45
Edwards.	6	Holyoke.	22½
Empire.	7	KNITTING COTTON.	
Farwell.	7½	White. Colored.	
Fruit of the Loom.	8½	No. 6.	33
Fitchville.	7½	" 8.	34
First Prize.	6½	" 10.	36
Fruit of the Loom ½.	8	" 12.	36
Fairmount.	4	CAMBRICS.	
Full Value.	6½	Slater.	4½
Geo. Washington.	8½	White Star.	4½
HALF BLEACHED COTTONS.		Kid Glove.	4½
Cabot.	7½	Newmarket.	4½
Farwell.	7½	Edwards.	4½
UNBLEACHED CANTON FLANNEL.		RED FLANNEL.	
Tremont N.	8½	Fireman.	32½
Hamilton N.	6½	Creedmore.	27½
" L.	7	Talbot XXX.	30
Middlesex AT.	8	Nameless.	27½
" X.	9	MIXED FLANNEL.	
" No. 25.	9	Red & Blue, plaid.	40
BLEACHED CANTON FLANNEL.		Union R.	22½
Hamilton N.	7½	Windsor.	18½
Middlesex T.	8	6 oz Western.	21
" A. T.	9	Union B.	22½
" X. A.	9	DOMEST FLANNEL.	
" X F.	10½	Nameless.	8 @ 9½
DRESS GOODS.		"	8½ @ 10
Hamilton.	8	CANVASS AND PADDING.	
"	9	Slater.	9½
"	10½	Brown.	9½
G G Cashmere.	21	Black.	13
Nameless.	18	Slater.	13
CORSET JEANS.		10½.	10½
Biddeford.	6	11½.	11½
Brunswick.	6½	12½.	12½
PRINTS.		12½.	20
Allen, staple.	5½	DUCKS.	
" fancy.	5½	Severen, 8 oz.	9½
" robes.	5	Mayland, 8 oz.	10½
American fancy.	6	Greenwood, 7½ oz.	9½
American indigo.	5½	White, doz.	18
American shirtings.	4½	Colored, doz.	14
Arnold.	6½	SILKES.	
" long cloth B.	10½	Slater, Iron Cross.	8
" century cloth.	8½	" Red Cross.	9
" gold seal.	10½	" Best.	10½
" Turkey red.	10½	" Best AA.	12½
Berlin solids.	5½	CORSETS.	
" oil blue.	6½	Coraline.	40
" green.	6½	Schilling's.	40
Cocheo fancy.	6	SEWING SILK.	
" madders.	6	Corticelli, doz.	85
Eddystone fancy.	6	twist, doz.	42½
Hamilton fancy.	6½	50 yd, doz.	42½
" staple.	5½	HOOKS AND EYES—PER GROSS.	
Manchester fancy.	6	No 1 B'l'k & White.	10
" new era.	6½	" 2 "	12
Merrimack D fancy.	6½	" 3 "	12
TICKINGS.		" 4 "	12
Amoskeag A C A.	12½	" 5 "	12
Hamilton N.	7½	" 6 "	12
" D.	8½	" 7 "	12
" Awning.	11	" 8 "	12
Farmer.	8	" 9 "	12
First Prize.	11½	" 10 "	12
COTTON DRILL.		" 11 "	12
Atlanta, D.	6½	" 12 "	12
Boat.	6½	" 13 "	12
Clifton, K.	6½	" 14 "	12

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# 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.

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Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, MARCH 26, 1890.

### TRUTH ABOUT FARM MORTGAGES.

Joel Benton, the individual who contributed a prominent article on "The Decadence of Farming," in one of the popular magazines, must hail from the Indiana rubber State, judging from the stretches he gave his vivid imagination in the employment of figures to substantiate his arguments. It is a matter of serious regret that one should appear before the public as a writer on so vital a topic, without giving some authority for his arithmetical assumptions. It may be bold, but it cannot be said to be prudent, to assert that "in the Western States the farm mortgages amount to three billion four hundred and twenty-two million dollars. This is equivalent to a debt of two hundred dollars per capita for each person, or one thousand dollars to each head of a family." It is not prudent, because the statement, without evidence of authoritative endorsement, carries no weight with it, and its influence may be bad on unsuspecting individuals. THE TRADESMAN inclines to the opinion that the figures were obtained from what has been peddled around the country as an "authority in financial matters," a certain bankers' journal. That "authority" says the mortgages on farms in the following states are:

Kansas.....	\$ 235,000,000
Indiana.....	635,000,000
Iowa.....	570,000,000
Michigan.....	500,000,000
Wisconsin.....	357,000,000
Ohio.....	1,127,000,000
Total.....	\$3,430,000,000

It must not be supposed that it is an easy matter to disprove such broad and sweeping assertions, in the absence of almost any official statistics bearing on the subject. Too frequently advantage is taken of just such a condition of things by persons having a special axe to grind. Happily, in the case of Michigan, we have some definite information, which will not only enable us to place our State in its true light, but form a reasonably correct basis for calculations in the remaining states.

Hon. A. H. Heath, Commissioner of Labor Statistics, in his most excellent report for the year 1888, gives the following useful information: The number of farms embraced in the report was 90,803, or 58 per cent. of all within the borders of the State, and which had an assessed value of \$194,854,633. The true value of these is estimated by that official at \$243,568,291, and 43,079 farmers out of the 90,803 reported that their farms were carrying mortgages amounting in the aggregate to \$37,456,272. There can be no disputing the figures thus far. The Commissioner estimates the assessed value of all the farms in Michigan at \$335,000,000—their actual market value \$420,000,000. Assuming the same ratio of mortgage on all farms as those actually known to be mortgaged, the total mortgage indebtedness would be \$65,000,-

000, or 15½ per cent. of the figures assumed by the prolific calculator.

It must be borne in distinct remembrance that the vast quantity of money that has been pouring into Michigan has not all been plastering mortgages on farms. A very large percentage has gone toward developing internal improvements, building up cities and enterprises of all kinds and character. If the statement of Mr. Benton were true, that each head of a family was saddled with an average financial burden of \$1,000, we should be tempted to write down the State as hopelessly bankrupt. But the commonest kind of common sense suggests the absurdity of such a statement.

### REGULARITY OF HABIT.

One of the most difficult of all minor habits to acquire is that of regularity. It ranks with that of order. The natural inclination of most persons is to defer until the last possible moment, or to put it off to another time, where this can possibly be done. Yet habits of regularity contribute largely to the ease and comfort of life. A person can multiply his efficiency by it. All know persons who have a multitude of duties, and who perform a vast deal of work daily, who set apart certain hours for given duties, and are there at the moment and attend rigidly to what is in hand. This done, other engagements are met, each in order, and a vast deal accomplished, not by strained exertion, but by regularity. The mind can be so trained to this that at certain hours in the day it will turn to a particular line of duty, and at other hours to other and different labors. The very diversity is restful, when attended to in regular order. But let these run together, and the duties mixed, and what before was easy is now annoying and oppressive, and the exact difference between many is at this point. There are those who confuse and rush and accomplish little, while another will quietly proceed from one duty to another, and easily accomplish a vast amount of work. The difference is not in the capacity of the two, but in the regular methods of the one as compared with the irregular and confused habits of the other.

### ERRONEOUS STATEMENTS.

So much misrepresentation has been made about the mortgaged indebtedness of Michigan farmers, that we may be pardoned if what may seem to be a more than proper amount of space is devoted to removing the false impressions produced by them. One salutary effect these misleading statements will have will be an incentive to local organizations to gather together reliable statistics bearing on the subject. It is a strange feature of this matter that the farmers themselves, under the cover of their Patrons of Industry lodges, have contributed more than their just portion to sending forth erroneous statements. This is done evidently under the smarting heat of other oppressions, which were not altogether allied to that of their own financial burdens. We are rather inclined to think the weapon used will prove a boomerang, and that they will find credit in farm loans as desirable securities will be shaken, rendering it difficult to procure funds at future dates when most needed by them. There has been taken a too narrow view of the debt question.

The time ought to speedily come when

every state will have a yearly census taken, showing the extent of mortgage indebtedness, both on farm and other property. This would not entail a great amount of additional expense and labor, if the work of the assessors could be made to include it; for we think this is where it properly belongs, where there are no separate bureaus or departments for that purpose.

### LIABLE TO INDICTMENT.

THE TRADESMAN has it on the authority of one of the leading legal counselors of Grand Rapids that any one who votes to place a boycott on a merchant or the merchants of an entire community, because they refuse to contract to sell goods at a stipulated price, is guilty of conspiracy and can be indicted under the law for such offense.

In the light of these facts, the Patrons of Industry who are placing boycotts on merchants and towns would do well to consider the liability attaching to their actions.

Some farmers never make any money, simply because they don't keep track, in a methodical way, of what they gain and lose. It is all guess work. Last year, in Virginia, sixty-five out of eighty-nine counties reported their farmers as keeping no accounts whatever. How long would a merchant or manufacturer stand that kind of business.

### Comments of the Trade and State Press.

**Hastings Banner:** THE MICHIGAN TRADESMAN is now issued in book form. THE TRADESMAN is bound to get to the front and is one of the leading trade journals in this part of the country.

**Shoe and Leather Review:** That ably edited journal, THE MICHIGAN TRADESMAN, has wisely abandoned the old-fashioned folio form. It is now issued in book form, with pages about the size of the Review.

**Northwestern Trade:** THE MICHIGAN TRADESMAN, an able journal published at Grand Rapids, Mich., comes to hand this week in sixteen page book form, a handsome improvement over the old-fashioned folio which it succeeds.

**Pennsylvania Grocer:** "THE MICHIGAN TRADESMAN has been changed from the old-fashioned and troublesome blanket sheet to a neat sixteen-page paper. It is now one of the most attractive trade papers in the country, and deserves all the success it is getting."

**Charlevoix Journal:** THE MICHIGAN TRADESMAN has been changed to a four column paper of sixteen pages, stitched and trimmed. The change is decidedly for the better. It is convenient for handling, reading, filing, binding, and the paper can be increased in size, to suit convenience or necessity, by adding pages. It is the best possible style for a publication of the character of THE TRADESMAN.

**Merchant's Criterion:** THE MICHIGAN TRADESMAN comes to our table this week decked out in a new dress and made up in a new form. It is a vast improvement over the old way and we are glad to note this evidence of material prosperity. The success of one trade paper ought always to be a matter of congratulation to all the rest. It is evidence that the people are beginning to recognize the usefulness of such sheets, and the legitimacy of their mission.

**Business World:** When Bro. Stowe, of THE MICHIGAN TRADESMAN, makes up his mind to do anything, he proceeds straightway to ask the advice of his subscribers and the rest of his enemies. The latest instance of this is the form of THE TRADESMAN which came to us last week in a neat octavo, looking much like the *Business World* without a cover. The change promises to be more convenient for the reader and advertiser than for the publisher, but we suppose the latter will have to endure it, if the former like it.

### MULLIKEN'S MISTAKES.

#### Some Reasons Which Led to His Enforced Retirement.

IF THE TRADESMAN were to be called upon to enumerate some of the mistakes which rendered ex-Manager Mulliken so unpopular with the business public and finally induced the directors to ask for his resignation, it would epitomize them about as follows:

1. The overbearing, arrogant manner which characterized his treatment of men whom he did not consider his equals or superiors.

2. The almost prohibitive rate charged non-competing points previous to the enactment of the Inter-state Commerce law and the pools maintained at such points as Ionia and Big Rapids. Under the exorbitant rate charged non-competing points, such towns as Grand Ledge, Portland and Greenville were stunted almost beyond the hope of recovery. Buyers of grain and produce were at a tremendous disadvantage, as compared with similar dealers at Grand Rapids, Lansing and Owosso, and the merchants were compelled to pay freights which were little short of prohibitive. The pool entered into with the D., G. H. & M. Railway, putting a higher tariff on Ionia than was exacted of Grand Rapids, was a hard blow to that city and the effects of the discrimination used against that place will be felt for many years to come.

3. Failing to cultivate the lumber traffic of Montcalm, Isabella and Mecosta counties, to the end that the D., L. & N. might carry out the enormous quantity of fine timber naturally tributary to the line in those counties. By maintaining exorbitant rates on the lumber business, the men who owned the timber were compelled to seek other outlets, as a result of which most of the timber which could have been diverted to the D., L. & N.—resulting in the creation of several lively towns, as well as increasing the business of the road—was permitted to go down Grand River by means of the Flat River and other tributaries. This mistake the road will never be able to recover from, as the lack of strong towns between Ionia and Howard City and Ionia and Big Rapids will militate against the profitability of those portions of the road for all time to come.

4. The construction of a bridge across the Muskegon River at Big Rapids, which cost the system \$60,000 and has never been used enough to keep the track from rusting. It was built for the ostensible purpose of handling the freight traffic between Detroit and Muskegon, but the enactment of the Inter-state Commerce law rendered that route impracticable.

5. The construction of the connecting line between Grand Ledge and this city. However advantageous this route may be to Grand Rapids and Detroit, it was a sorry investment for the stockholders. No expense was spared in its construction and thousands of dollars were wasted unnecessarily. The bull-headed policy pursued by the General Manager resulted in his paying twice what the right of way was worth and every contract was subject to criticism. It is reported that the contract for grading was let with the understanding that the Manager's son-in-law should receive a salary of \$500 a month as paymaster—a stipend fully \$400 in excess of what the work performed was worth. The extension was built and equipped on the express



promise of the Manager that it would add \$300,000 a year to the net earnings of the road. As a matter of fact, it did not pay running expenses and will not do so for some time to come. The reason for this is obvious: The road is dependent almost wholly on local traffic, both freight and passenger. Through passengers or freight go either over the Michigan Central or Grand Trunk systems.

6. The purchase of the Saginaw Valley & St. Louis line, after the country tributary to the road had been completely "skinned" by John Elwell. The passenger traffic is small and the country is passing through the transition period from lumber to farm products, which will not afford any considerable shipping business for years yet. "Mulliken's Folly" would seem to be a particularly appropriate name for this purchase.

7. The unification of the C. & W. M. and D., L. & N. Railways, placing both under the same management at the munificent salary of \$17,000 per year.

8. The adoption of an aggressive policy toward Muskegon, resulting in the growth of a cordial hatred of the road on the part of business men—a spirit which has culminated in turning over a fraction over half the freight business of the city to the G. R. & I. Railroad.

9. The leasing of the belt line of tracks at Muskegon—which could have been secured by no other man than ex-Manager Kimball—to the G. R. & I.—a concession which put the road at the mercy of a strong and better-liked competitor. This course was so contrary to the rules of business and the primary principles of railroading as to give ground for the belief that the man who authorized such a transfer must have been actuated by singular motives.

10. Making Pentwater a terminus, when a short extension would carry the road to the thriving cities of Ludington and Manistee. To the ordinary observer, this looks a good deal like climbing to the gates of Paradise and then refusing to go inside.

11. Building an extension from Baldwin to Traverse City through a long stretch of country which would not support a goat—the jack pine tract of Manistee county. This extension will be a good thing for Traverse City and the country along the line, but it will not pay running expenses the year round carrying summer tourists during July and August.

12. The "rule or ruin" spirit manifested at the time the T., A. A. & N. M. attempted to cross his line at Howell and the treatment accorded the Newaygo Manufacturing Co., at Newaygo, because that corporation attempted to prevent the railroad from trespassing on its property.

13. His inability to treat his subordinates with the commonest kind of respect. Nearly every man in the employ of the road was prevented from exercising his best judgment, by reason of the domineering spirit of the General Manager, who insisted upon dictating how every detail should be arranged and how every arrangement should be carried out. So offensive was Mulliken in this respect, that it was frequently stated that no one could serve under him and maintain his self-respect. While this statement is probably overdrawn, it is, nevertheless, a fact that the lieutenants of the deposed Manager labored with less enthusiasm than those of any other railway in the State.

14. His inability to meet shippers on common ground and treat them as equals, no matter how large might be their business or how profitable it could be made to the road. To this weakness is largely due the antipathy felt toward the road, in greater or lesser degree, at every point it touches.

Such, in brief, are some of the mistakes which caused Mulliken's downfall and plunged the roads under his supervision into the deplorable condition above depicted.

It is to be hoped that the new Manager will profit by the experience of his predecessor, avoid the mistakes made by Mr. Mulliken, thus giving the roads under his charge a character and standing which one of them enjoyed, to a remarkable extent, while under the management of Mr. Mulliken's predecessor.

#### Directors Elected.

At a meeting of the Michigan Lumber Manufacturers' Association, held at East Saginaw on the 20th, twelve directors were elected, as follows:

A. T. Brown (Brown & Ryan), East Saginaw.

John Torrent (Smith Lumber Co. & Torrent), Kalkaska.

H. M. Loud (H. M. Loud & Sons Lumber Co.), Au Sable.

Ephraim Smith (Thompson Smith's Sons), Cheboygan.

F. P. Eatherly (Moffatt & Eatherly), Detroit.

R. Hanson (Salling & Hanson), Grayling.

W. W. Cummer (Cummer & Sons), Cadillac.

W. H. Hoops (Tucker, Hoops & Co.), Grand Rapids.

F. W. Gilchrist, Alpena.

H. Howard, Port Huron.

John Welch, Bay City.

J. Littlefield, Farwell.

Another meeting will be held at East Saginaw on the 28th, at which time officers will be elected.

#### Impending Boom at Muskegon.

Arrangements have been made by a syndicate of Muskegon gentlemen to inaugurate a real estate boom at that place in the near future. L. G. Mason, Geo. Erwin, Postmaster Holbrook and others have purchased a large tract of land south of the city, platted it somewhat after the style of the Oakdale Park addition to Grand Rapids and have arranged for the services of a number of professional boomers, who will shortly put in an appearance. One street in the new addition will be set aside for manufacturing purposes, and business and residence lots will be sold on the guarantee of the syndicate that a certain amount of manufacturing will be located on the addition within a specified time.

#### Referred to the Board of Trade.

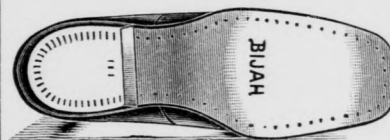
ITHACA, March 20, 1890.

Editor Michigan Tradesman:

Grand Rapids is pretty well supplied with outlets, in the shape of railroads, but a line could penetrate one direction and open up a comparatively uncovered field. A railroad from Grand Rapids to this place, a distance of sixty miles, running through Carson City and Belding, would undoubtedly be a good investment, as it would penetrate splendid farming regions all the way. Should circumstances seem to warrant it, the road could be extended to Saginaw, thus making a connection thirty miles shorter than the Saginaw Valley & St. Louis.

I suggest that you call the attention of your Board of Trade to this project, or, better yet, enlist the co-operation of a set of men with less sail and more

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20 & 22 Monroe St., 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—Otmar 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 Inglis, Detroit.  
 First Vice-President—F. M. Alsford, 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. D. 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.

### Gossip Among the Trade.

Frank Bogard has transferred his allegiance from Williams, Sheley & Brooks to Farrand, Williams & Clark.

L. M. Mills is sadly afflicted these days. The family cat died one day last week and the next day the dog disappeared.

C. A. Soule, of the drug firm of Brainard & Soule, at Eaton Rapids, is taking a course in the medical department at the Ann Arbor University.

Harry Tremayne, formerly on the road for Jas. E. Davis & Co., but for the past two years traveling salesman for T. H. Hinchman & Sons, now represents Williams, Sheley & Brooks.

It is still thought that the drug house of John J. Dodds & Co. will be merged into the new house of Farrand, Williams & Clark, as negotiations with that end in view are still in progress.

Many complaints come to THE TRADESMAN of the failure of transportation companies to adjust losses sustained in the shipment of goods. Many payments are avoided in this manner, most of which are probably just claims. Unless losses are paid promptly and honorably, THE TRADESMAN'S advice is to bring suit against the company's agent, as such a course almost invariably brings the companies to time.

A recent shipment of goods to Owen & Bullis, at Maple Rapids, included a barrel of whisky. When the goods reached Fowler, one of the brakemen on the train attempted to unload the whisky alone, but let the barrel drop, the chime striking on the rail and breaking it in such a manner that but two gallons remained in the barrel when it was righted. The man immediately left the employ of the road, and Owen & Bullis are now endeavoring to secure an adjustment of the loss at the hands of the railway company—a proceeding the company will probably delay as long as Owen & Bullis desist from forcing collection by legal process.

### A Dual Traveling Man.

A Carson City correspondent writes as follows:

Harry Tremayne was in town last Friday, representing two drug houses at the same time. He sold B. F. Sweet a bill of goods for T. H. Hinchman & Sons and went across the street and sold Kelly & Cadwell a bill for Williams, Sheley & Brooks. Just where the dividing line between the two houses lies is just now a matter of speculation. One thing is not in doubt, however—when Tremayne is on the north side of the street, he represents Williams, Sheley & Brooks; when he is on the south side of the street, he is in the employ of T. H. Hinchman & Sons.

The circumstance which appears to be

so singular to THE TRADESMAN'S correspondent can be easily explained. Mr. Tremayne has transferred his allegiance from Hinchman & Sons to Williams, Sheley & Brooks and the old contract probably terminated and the new contract probably went into effect while Mr. Tremayne was walking across the street on the day in question.

### Hair Turned Black by Jaborandi.

Dr. Prentiss relates a remarkable occurrence following the use of jaborandi. The patient was a woman, aged 72, who had snow-white hair for twenty years. For the symptoms of beginning uræmia, due to contracted kidney, twenty or thirty minims of extract of jaborandi was prescribed several times daily.

The drug was taken from October, 1886, to February, 1888. During the autumn of 1887 the eyebrows were becoming darker, and the hair of the head became also darker in patches. This continued until the patches of hair were quite dark, contrasting with the natural patches of snow-white hair. The hair did not universally change before her death. In 1881 Dr. Prentiss had published another case of kidney disease, pyclopnephritis, treated with pilocarpine. The hair of the patient, a lady twenty-five years old, changed from blonde to black under the influence of the drug. The pilocarpine was administered hypodermically (one-sixth of a grain) twenty-two times in the course of two months; the dose was then increased. In one month after beginning the treatment the hair changed from a light blonde to a chestnut brown; four months later it was "almost a pure black." It is satisfactory to find that eight years afterward the hair is again a dark brown.

### Who Shall Draw the Trade.

Which is the better way for proprietors to manage a business; to look to the clerks for drawing a trade, or to draw trade by their own exertions and devices?

We like the instructions given by a certain large retail firm to their clerks. The firm says in substance: "We do not expect you to draw trade, nor do we hire you for that purpose. It is our business to draw customers, and what we ask of you is to sell them goods after they get here. We will do the drawing; you are to do the selling."

We believe it is a great mistake to depend upon the clerks for the drawing of customers. By so doing the proprietor confers upon the clerks the work which he himself should do, and makes his future success depend upon holding that clerk and his "trade." We are aware that the amount of trade a clerk can control is not as large as the clerk generally supposes, yet when a store is run upon that plan the loss of a clerk means the loss of trade. If the owners of a store do not know how to get customers into their places of business, they had better resign, and let the clerk who can draw trade take their places.

Is it any wonder that proprietors complain that when they get a good clerk he soon leaves and goes into business for himself. Well, why shouldn't he? He has been doing the business of the proprietor before, and no wonder he prefers to be proprietor for himself instead of for someone else.

When a merchant depends on his clerks for trade, the wisest thing he can do is to give those clerks an interest in the business, and thus their services will be retained, and they will be in their proper position as proprietors.

### The Drug Market.

There are no important changes to note this week. Quinine and opium are tending lower. Morphine is unchanged. Soda ash, sal soda and bi-carbonate sodas are higher. Japonica has advanced. Turpentine is higher.

### They Come High.

Customer—I'd like to get about fifty cents' worth of these cucumbers, if you please.

Dealer in fine groceries, tropical fruits, etc. (with withering scorn)—Can't you afford to buy a whole one?

### A Bank Where the Directors Meet to Direct, and Do It.

From the New York Sun.

"There is one bank in this country that will never get in trouble as long as it has its present Board of Directors," said a well-known Orange county lawyer, "and that is the Chester Bank, in our county, up among the onion farmers. Every director of that bank is a farmer, and every Saturday the entire Board is present at the bank promptly at 2 o'clock to examine the affairs of the institution, to see that nothing has gone wrong. The cashier is a man that any member of the Board would mortgage his farm to get money to loan to him, on his own security, if he wanted it, and the President the Board would trust with all its individual wealth and take his word for the disposal of it. But when they meet at the bank of a Saturday, these rural censors of its management drop all individuality. They are bank directors then, and they are there to direct. They don't take the cashier's word or the President's word or statement for anything. The cashier can't show them a package and tell them there is so much money and such and such securities in it and then put it in the safe without being asked to show it up. These model directors say:

"Fetch out your books. Empty the vault and safe, and undo all your packages."

"Every envelope is opened, and its contents examined and noted. Every bill is counted and scrutinized. Every coin is enumerated down to the last copper in the till. Then the books are looked into and gone over with the same care, and they have to balance to a cent or the directors will know the reason then and there. The cashier of the bank told me once that at one of these weekly examinations of the bank's affairs, it was discovered that the cash on hand did not agree with the books. There was twenty-five cents entered on the books which was not on hand, and it could not be accounted for. Every package was re-examined by each one of these farmer bankers, and every dollar of cash re-counted, but still the twenty-five-cent deficiency was apparent. After an hour's search for the missing money without it being found, the President of the bank, who had grown tired of the business, said to the Board that as the discrepancy was evidently the result of some little error that the clerks would discover and correct on Monday, he would put the missing twenty-five cents in the cash out of his own pocket, so that the books could be balanced and the Board could adjourn. But, no, sir-ee!

"It may be an error, and it may be something else," said the watchdog of the bank's treasury. "Whatever it is, it must be cleared up before this meeting adjourns."

"The safe was emptied of its contents six different times, the counting gone over every time, and the books examined as many times more. The sixth time the contents of the safe were dragged out the missing quarter was found in a big envelope, where it had caught in some way under a loose flap. The coin was turned out on the table and counted in with the cash. This made everything all straight; the directors passed on the acts of the bank's officers and approved them, and the meeting adjourned. The Chester Bank isn't a very big one, but no Claassen or Pell or any other 'kitters' or wreckers could get their work in on it while that Board of Directors is looking after the affairs of the concern. Not by a jugfull they couldn't."

### Taking Very Little.

"Have you taken anything for your trouble?" asked the doctor of a long, lank, hungry-looking man, who came to him complaining of being "all run down," so that he didn't seem to be "no manner o' correct," his appearance verifying his words.

"Well, I ain't been taking much of anything, doc., that is, nothing to speak of. I tuk a couple o' bottles o' Pinkham's bitters a while back, an' a bottle of Quackem's invigorator, with a couple o' boxes o' Curem's pills, and a lot o' quinine and some root bitters my old

woman fixed up. I've got a porous plaster on my back an' a liver pad on, an' I'm wearin' an 'lectric belt an' takin' red clover four times a day, with a dose or two o' salts every other day; 'ceptin' for that I ain't taken nothin'."

## CINSENC ROOT.

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

## Do You Observe the Law?

If not, send \$1 to  
**THE TRADESMAN COMPANY,**  
 For their combined  
**LIQUOR & POISON RECORD.**

**THE MOST RELIABLE 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.**

**ACME WHITE LEAD**  
**& COLOR WORKS**  
 DETROIT,  
 MANUFACTURERS OF

**LATEST**  
**ARTISTIC**  
**SHADES**  
**OF**

**Point**

**FOR**  
 Interior  
 AND  
 EXTERIOR  
 DECORATION

**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 16 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.**



## Wholesale Price Current.

Advanced—Soda Ash, Turpentine.

Declined—Quinine, Opium.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	
Benzolcum German.	80 10 00	Aloes.	" and myrrh
Boric	30	Arnica	
Carbolicum	40 45	Asafetida	
Citricum	50 55	Atrope Belladonna	
Hydrochlor	30 5	Benzoin	
Nitricum	10 12	Sanguinaria	
Oxalicum	10 12	Barosma	
Phosphoricum dil.	20	Cantharides	
Salicylicum	1 40 10	Capsicum	
Sulphuricum	13 40 5	Cardamon	
Tannicum	1 40 10	" Co.	
Tartaricum	35 38	Castor	1 00
AMMONIA.		Catechu	
Aqua, 16 deg.	3 5	Cinechona	
" 18 deg.	4 6	" Co.	
Carbonas	11 13	Columba	
Chloridum	12 14	Conium	
ANILINE.		Cubeba	
Black	2 00 25	Digitalis	
Brown	80 10	Ergot.	
Red	45 50	Gentian	
Yellow	2 50 30	" Co.	
BACCAR.		Guaica	" ammon
Cubae (po. 1 60)	1 85 2 00	Zingiber	
Juniperus	8 10	Hyoseyamus	
Xanthoxylum	25 30	Iodine	
BALSAMUM.		" Colorless.	
Copaiba	70 75	Ferri Chloridum	
Peru	61 30	Kino	
Terabin, Canada	45 50	Lobelia.	
Tolutan	40 45	Myrrh	
CORTEX.		Nux Vomica	
Abies, Canadian	18	Opli	
Cassiae	11	" Camphorated.	
Cinchona Flava	18	" Deodor	2 00
Euonymus atropurp.	30	Aurant Cortex	
Myrica Cerifera, po.	20	Quassia	
Prunus Virgin.	12	Rhatany	
Quillaja, grd.	12	Rhel	
Sassafras	12	Cassia Acutifol.	
Ulmus Po (Ground 12)	10	" Co.	
EXTRACTUM.		Serpentaria	
Glycyrrhiza Glabra	24 25	Stromonium	
" po.	33 35	Tolutan	
Haematox, 15 lb. box.	11 12	Valerian	
" 18	13 14	Veratrum Veride	
" 1/8	14 15	MISCELLANEOUS.	
" 1/4	16 17	Ether, Spts Nit, 3 F.	26 25
FERRUM.		" 4 F.	30 35
Carbonate Precip.	15	Alumen	2 1/2 3 1/2
Citrate and Quinia	23 50	ground, (po.	
Citrate Soluble	80	7)	3 1/2
Ferrocyanidum Sol.	50	Annatto	55 60
Solut Chloride	15	Antimoni, po.	42
Sulphate, com'l.	1 1/2 2	" et Potass T.	55 60
" pure.	7	Antipyrin	35 40
FLORA.		Antifebrin	40
Arnica	14 16	Argent Nitras, ounce	60
Antemis	30 35	Arsenicum	50
Matricaria	30 35	Balm Gilead Bud.	38 40
FOLIA.		Bismuth S. N.	2 10 2 1/2
Barosma	10 12	Calcium Chlor, 1s, 1/2s	
Cassia Acutifol, Tin-	25 28	11; 1/2s, 12)	
nivelly	25 28	Cantharides Russian,	
" Alix.	35 50	po.	61 75
Salvia officinalis, 1/2s	10 12	Capsici Fructus, af.	
and 1/4s.	10 12	" po.	
Ura Ursi	8 10	" B po.	
GUMMI.		Caryophyllus, (po. 20)	15 18
Acacia, 1st picked	21 00	Carmine, No. 40	23 75
" 2d	21 00	Cera Alba, S. & F.	50 55
" 3d	21 00	Cera Flava	33 35
" sifted sorts.	65	Coccus	40
" po.	75 100	Cassia Fructus	40
Aloe, Barb. (po. 60)	50 60	Centraria	15
" Cape, (po. 20)	12	Cetaceum	30
" Socotri, (po. 60)	50	Chloroform	50 55
Catechu, 1s, 1/2s, 14 1/2s,	10 12	" squibbs	61 00
16)	8 10	Chloral Hyd Crst.	1 50 2 1/2
HERBA—In ounce packages.		Chondrus	20 25
Abisinthium	25	Cinchonidine, P. & W	15 25
Eupatorium	20	" German	42 1
Lobelia	25	Corks, list, dis. per	
Majorum	25	cent	
Mentha Piperita	23	Creasotum	60
" Vir.	25	Creta, (bbl. 75)	
Rue	30	" prep.	50 60
Tanacetum, V.	22	" precip.	80 100
Thymus, V.	25	" Rubra	
MAGNESIA.		Crocus	35 35
Calcined, Pat.	55 60	Cudbear	20
Carbonate, Pat.	20 22	Cupri Sulph	80
Carbonate, K. & M.	20 25	Dextrine	100 110
Carbonate, Jennings	35 36	Ether Sulph	68 70
OLEUM.		Emery, all numbers	
Absinthium	5 00 25 50	" po.	
Amygdalae, Dulc.	45 75	Ergota, (po.) 60	50 55
Amygdalae, Amarae	8 00 25 25	Flake White	13 15
Anisi	1 90 2 00	Galla	
Aurant Cortex	2 50	Gambier	8 9
Bergamii	2 80 3 25	Gelatin, Cooper	9
Cajuputi	90 10	" French	40 60
Caryophylli	1 25 1 30	Glassware flint, 75 per cent.	
Cedar	35 65	by box 62 1/2 less	
Chenopodii	61 75	Glue, Brown	90 110
Cinnamonil	1 35 1 40	" White	130 220
Citronella	75	Glycerina	220 225
Conium Mac.	35 65	Grana Paradisi	40
Copaiba	1 20 1 30	Humulus	25 40
POTASSIUM.		Hydraag Chlor Mite.	
Bi Carb.	15 18	" Cor	
Bichromate	13 14	" Ox Rubrum	61 00
Bromide	37 40	" Ammoniat.	61 10
Carb.	13 15	" Unguentum	45 55
Chlorate, (po. 18)	16 18	Hydrargyrum	
Cyanide	50 55	Ichthyobolla, Am.	1 25 1 50
Iodide	2 80 2 90	Indigo	50 55
Potassa, Bitart, pure.	28 31	Iodine, Resubl.	3 75 3 80
Potassa, Bitart, com.	15	Iodoform	64 70
Potass Nitras, opt.	8 10	Lupulin	85 100
Potass Nitras	7 9	Lycopodium	55 60
Prussiate	25 28	Macis	80 85
Sulphate po.	15 18	Liquor Arsen et Hy-	
RADIX.		drag Iod.	
Aconitum	20 25	Liquor Potass Arsenitis	100 110
Althae	25 30	Magnesia, Sulph (bbl	
Anchusa	15 20	1 1/2)	
Arum, po.	25	Mannia, S. F.	45 50
Calamus	20 25		
Gentiana, (po. 15)	10 12		
Glycyrrhiza, (pv. 15)	10 12		
Hydrastis Canaden,	40 45		
(po. 45)	40 45		
Helibore, Ala, po.	15 20		
Inula, po.	15 20		
Ipecac, po.	25 30		
Iris plox (po. 20 22)	18 20		
Jalap, pr.	30 35		
Maranta, 1/2s	35		
Podophyllum, po.	15 18		
Rhel	75 100		
" cut.	21 75		
" pv.	75 100		
Spigelia	48 53		
Sanguinaria, (po. 25)	40 45		
Serpentaria	40 45		
Senega	45 50		
Similax, Officialis, H	40 45		
" M	40 45		
Scilla, (po. 35)	10 12		
Symplocarpus, Foti-	40 45		
dus, po.	40 45		
Valeriana, Eng. (po. 30)	40 45		
" German	15 20		
Zingiber a	10 15		
Zingiber j.	25 30		
SEMIN.			
Anisum, (po. 20)	15		
Apium (graveleons)	10 12		
Bird, 1s.	4 6		
Carui, (po. 18)	8 12		
Cardamon	1 00 1 25		
Corlandrum	10 12		
Cannabis Sativa	3 1/2 4		
Cyclonum	75 100		
Chenopodium	10 12		
Dipterix Odorata	1 75 1 85		
Foeniculum	15		
Foenugreek, po.	6 8		
Lini	4 4 1/2		
Lini, grd. (bbl. 4)	4 1/2 4 1/2		
Lobelia	35 40		
Pharlaris Canarian	3 1/2 4 1/2		
Rapa	8 9		
Sinapis, Abu.	8 9		
" Nigra	11 12		
SPIRITUS.			
Frumentil, W. D. Co.	2 00 2 50		
" D. F. R.	1 75 2 50		
" 100 1 50	1 75 2 50		
Juniperis Co. O. T.	1 75 2 50		
Saacharum N. E.	1 75 2 50		
Spt. Vini Galli	1 75 2 50		
Vini Oporto	1 25 2 00		
Vini Alba	1 25 2 00		
SPONGES.			
Florida sheeps' wool	2 25 2 50		
Nassau sheeps' wool	2 00		
Velvet extra sheeps'	1 10		
wool carriage	85		
Extra yellow sheeps'	85		
carriage	65		
Grass sheeps' wool car-	75		
riage	1 40		
Hard for slate use	1 40		
Yellow Reef, for slate	1 40		
use			
SYRUPS.			
Accacia	50		
Zingiber	50		
Ipecac	50		
Ferri Iod.	50		
Aurant Cortes.	50		
Rhei Arom.	50		
Similax Officialis	50		
" Co.	50		
Senega	50		
Scilla	50		
" Co.	50		
Tolutan	50		
Prunus virg.	50		

Morphia, S. P. & W.	2 85 3 10	Selditz Mixture	25	Lindseed, boiled	65	68
C. Co. S. N. Y. Q.	2 85 3 10	Sinapis	18	Neat's Foot, winter	50	69
Moschus Canton	40	" opt.	30	strained	49	55
Myristica, No. 1	70 75	Snuif, Maccaboy, De	35	Spirits Turpentine	49	55
Nux Vomica, (po 20)	10	Voes	35	PAINTS.	bbl. lb.	
Os. Sepia	32 35	Snuif, Scotch, De. Voes	35	Red Venetian	1 1/2	2 1/2
Pepsin Saac, H. & P. D.	2 00	Soda Boras, (po. 13)	12 13	Ochre, yellow Mars	1 1/2	2 1/2
Picis Liq, N. C., 1/2 gal	2 00	Soda et Potass Tart.	30 33	" Ber	1 1/2	2 1/2
Co	2 00	Soda Carb.	2 24	Putty, commercial	2 1/2	2 1/2
Picis Liq, quarts	2 00	Soda, Bi-Carb.	2 24	" strictly pure	2 1/2	2 1/2
doz	2 00	Soda, Ash	4 5	Vermilion Prime Amer-	13 1/2	16
Pil Hydrarg, (po. 80)	2 00	Soda, Sulphas	50 55	ican	75 80	
Piper Alba, (po 22)	2 00	Spts. Ether Co	2 24	Vermilion, English	70 75	
Piper Burgun	7	" Myrcia Dom	2 24	Green, Peninsular	70 75	
Plumbi Acet	14 15	" Myrcia Imp.	2 24	Lead, red	67 1/2	
Pulvis Ipeac et opii	10 12 20	" Vini Rect. bbl.	2 05	" white	67 1/2	
Pyrethrum, boxes H	2 24	Less 5c gal., cash ten days.	2 15	Whiting, white Span	67 1/2	
& P. D. Co., doz.	2 24	Strychnia Crystal	2 10	Whiting, Gilders	67 1/2	
Pyrethrum, pv	30 35	Sulphur, Subl.	2 10	White, Paris American	1 00	
Quassia	8 10	" Roll	2 10	Whiting, Paris Eng.	1 00	
Quinia, S. P. & W	44 49	Tamarinds	8 10	cliff	1 40	
Vanilla	9 00 16 00	Terebenth Venice	20 21	Pioneer Prepared Paint	20 21	4
Zinci Sulph	7 8	Theobromae	50 55	Swiss Villa Prepared	1 00 21	30
		Vanilla	9 00 16 00	Paints	1 00 21	30
				VARNISHES.		
				No. 1 Turp Coach	1 10 21	20
				Extra Turp	1 60 21	70
				Coach Body	2 75 30	00
				No. 1 Turp Furn	1 00 21	10
				Eutra Turk Damar	1 55 21	60
				Japan Dryer, No. 1	70 75	
				Turp.	70 75	

HAZELTINE  
& PERKINS  
DRUG CO.

Importers and Jobbers of

## --- DRUGS ---

Chemicals and Druggists' Sundries.

Dealers in

Patent Medicines, Paints, Oils, Varnishes.

Sole Agents for the Celebrated Pioneer Prepared Paints.

We are Sole Proprietors of

WEATHERLY'S MICHIGAN CATARRH REMEDY.

We have in stock and offer a full line of

Whiskies, Brandies,  
Cins, Wines, Rums.We are Sole Agents in Michigan for W. D. & Co.,  
Henderson County, Hand Made Sour Mash  
Whisky and Druggists' Favorite  
Rye Whisky.We sell Liquors for Medicinal Purposes only.  
We give our Personal Attention to Mail Orders and Guar-  
antee Satisfaction.  
All orders are Shipped and Invoiced the same day we re-  
ceive them. Send in a trial order.Hazeltime & Perkins Drug Co.,  
GRAND RAPIDS, MICH.

## GROCERIES.

## Wool, Hides, Pelts and Furs.

There are no new elements in the wool trade. Wool is low and manufacturers are willing to take it at price, only as their wants require, but will not buy ahead of those wants. A heavy failure in the woolen goods trade does not help matters any for the better. While the sales are considerable in amount, the prices do not give dealers a new dollar for their old one by considerable.

Hides are poor in quality and low in price, with a fair demand for choice. Most tanners are stocked with early hides, and buy present take off only when offered at a low price.

Tallow is low, in large supply. The market is weaker on account of soapers not being able to get caustic or vessels to get lading, owing to strikes in England. Large lots of stearine have been exported this week, which may relieve the market.

Furs have had another black eye at the Lampson and Hudson Bay Co.'s sales in London, and many exporters have quit. There is no demand at home or abroad, and dealers are tired and will only buy at extreme low prices.

## Failure of Walling Bros., at Lamont.

Walling Bros., who have conducted a general store at Lamont for the past twenty years, have finally gone under. On the afternoon of the 18th, they executed a chattel mortgage to W. D. Stevens, as trustee for Foster, Stevens & Co., Old National Bank, Hazeltine & Perkins Drug Co., Hawkins, Perry & Co. and Eaton, Lyon & Co., whose claims aggregate \$4,000. The following day the stock and building were attached by Edson, Moore & Co., of Detroit, on a year-old claim for \$7,000, and on the 22nd the mortgage was foreclosed by the trustee, who advertises the property for sale on the 29th.

The stock is estimated to be worth \$8,500 and the building about \$1,500. The firm bought a stock farm several years ago, paying \$1,000 and giving a mortgage for \$3,500, but as no interest has been paid in the meantime, the firm has really no equity in the property.

## Sold to the Syndicate--Childs Stays Out.

The J. P. Morgan Paper Co.'s straw board mill, at Battle Creek, has been transferred to the American Straw Board Association, but the business will be managed, the same as heretofore, by J. P. Morgan.

H. H. Childs, the Childs' Mills paper maker informs THE TRADESMAN that he has been solicited to sell out to the Association, but says he would rather continue business as an independent institution. He does not make straw board for builders' use, but wrapping paper for merchants.

## She Might Regret It.

Wife—John, if we go to the theatre to-night will you have to go out between the acts to see a man.

Husband—I'm very much afraid I shall. Wife—Well, here's a dollar and a half, extra. Get a ticket for him and let him sit with us.

Jas. T. Watson, shipping clerk for Foster, Stevens & Co., has invented an automatic alarm for elevators, which is the simplest device ever used for that purpose. A patent has been asked for on the invention.

## The Grocery Market.

Sugars are a little easier and have declined about a sixpence, but there is no particular reason for looking for a lower market. Currants, prunes, raisins and dried fruits are higher and firmer. The demand for currants is large and the price is rapidly advancing. It is predicted that Ondara raisins will touch 12c in New York inside of thirty days. Sal soda is a little higher. Pearl barley has advanced a fraction.

## Will Need Vapor Burners No Longer.

William C. North, of Cleveland, Ohio, one of the pioneers in the vapor stove business, died recently of Bright's disease, aged 73 years. He began experimenting with vapor burners something like fifteen years ago, and for the past ten years has been identified with the manufacture of the "Front Rank" vapor stove. Recently he brought out North's ventilated boiler, which is well known to the trade. He was one of the organizers of the "Consolidated Vapor Stove Association" and was active in all matters connected with it.

## Dirty, but Dignified.

"Mornin' paper, sir?" sang out the newsboy. "Only two cents."

"Here's five cents, sonny," replied the facetious customer. "Keep the three cents, buy a cake of soap with it, and give your face a washing."

The newsboy handed back the change with great dignity.

"Keep the change yourself, sir," he said, "and use it in buying a book on decorum, sir!"

As a remarkable instance of rapid national debt liquidation, this country stands pre-eminent. Only a few years ago we paid in interest nearly as much as Great Britain; to-day we have to pay only \$35,000,000, against Great Britain's \$130,000,000; France's \$258,000,000; Austro-Hungary's \$126,000,000; Italy's \$100,000,000; Russia's \$220,000,000, and Spain's \$56,000,000; while of the German states Prussia alone pays \$44,000,000.

Few trade journals start out under more flattering circumstances than the New Jersey Retail Merchant, which bears every evidence of a long and profitable career.

## Association Notes.

The Citizens' Mutual Fire Insurance Co. was organized at Muskegon last week, under the auspices of the B. M. A. of that place. John A. Miller was elected President and M. C. Kelly Secretary. The company will confine its operations to Muskegon, Oceana and Ottawa counties.

It is understood that the Northern Michigan Development Association, recently organized at Traverse City under the auspices of the B. M. A. of that place, will hold another meeting in this city the latter part of April or the first part of May. President Milliken is sending out circulars to the jobbing trade, soliciting the co-operation of that branch of business.

## VISITING BUYERS.

Alex Denton, Howard City	John Damstra, Gitchell
J B Watson, Coopersville	H Seegmiller, Kingsley
C F Sears, Rockford	P Osterhoff, Ferrysburg
Isaac Quick, Allendale	G Putnam, Fruitport
W H Pierce, Lyons	H Daimon, Allendale
E E Hewitt, Rockford	Den Herder & Tanis,
J S Crosby, Olga	Vriesland
E S Botsford, Dorr	G F Cook, Grove
G Ten Hoer, Forest Grove	S H Ballard, Sparta
Hessler Bros., Rockford	E Heintzelman, Logan
Carrington & North, Trent	P Bresnahan, Farnell
Dr F B Smith, Coopersville	Wm Barker, Sand Lake
Henry Avery,	T Armock, Wright
Slocum's Grove	C A Warren, Milton June
G M Hunterley, Reno	J Raymond, Berlin
J C Scott, Lowell	K Kinney, Kinney
W E & C J Darrach,	Maston & Hammond,
Big Rapids	Grandville
S Cooper, Jamestown	D R Stocum, Rockford
L Cook, Bauer	M Heyboer & Bro., Oakland
C S Comstock, Pierson	John Gunstra, Lamont
C H Deming, Dutton	C Engels, Muskegon
E Young, Ravenna	Jno Farrowe, So Blendon
H Brownyard, Lake	A Purchase, So Blendon
Walling Bros., Lamont	L M Wolf, Hudsonville
Boonegaard & Son, Gd Haven	Thompson & O'Conner,
John Cole, Fremont	Kent City
O B Granger, Plainwell	F E Boosinger, East Jordan
B Gilbert & Co., Moline	J H Williams, Leroy
Ashley & Bennett,	S C Sibole, Breedsville
Howard City	W R Lawton, Berlin
L Schorck, Clarksville	N Bouma, Fisher
J J Butler, Sand Lake	E J Runnels, Corning
Struik Bros., Byron Center	Gilbert Bros., Trent
Smallegan & Pickard,	Mrs E Scott, Dunningville
Forest Grove	R Gannon, White Cloud
T H Condra, Lisbon	J L Thomas, Cannonsburg
H Van Noord, Jamestown	

## PRODUCE MARKET.

Apples—Golden or Roxbury russets or Northern Spys command \$3.50 per bbl. Beans—Dealers pay \$1.25 for unpicked and \$1.35 for picked, holding at \$1.50/\$1.65 per bu. Beets—40c per bu. Butter—Scarce and higher. Creamery is in fair demand at 28c. Choice grades of dairy are in active demand, dealers paying 15¢/17¢ and holding at 17¢/19¢. Buckwheat Flour—\$1.75 per 100 lbs. Cabbages—\$8/\$9 per 100. Cheese—Fair stock of full cream commands 11¢/12¢. Cider—10¢/11¢ per gal. Cooperage—Pork barrels, \$1.25; produce barrels 25¢.

Cranberries—About out of market. Cucumbers—Too high to quote. Dried Apples—Evaporated are held at 9¢/10¢ and sundried at 5¢/6¢. Eggs—Dealers now pay 11¢ and hold at 13¢. Consumption is enormous and the tendency is higher.

Field Seeds—Clover, mammoth, \$3.50 per bu.; medium, \$3.50. Timothy, \$1.50 per bu. Honey—White clover is in fair demand at 15¢. Dark is in small demand at 12¢/c. Lettuce—15¢ per lb. for Grand Rapids grown. Maple Sugar—8¢/12¢ per lb., according to quality.

Onions—The high price has curtailed consumption very materially. Dealers hold at \$1.90/\$2.20 per bu.

Pop Corn—4c per lb. Potatoes—The market is without material change. Dealers pay 25¢ and hold at 35¢ per bu.

Radishes—35¢ per doz. Squash—Hut bard, 2¢ per lb.

Sweet Potatoes—Illinois stock commands 8¢ per bbl.

Tomatoes—Early Southern stock commands \$1 per peck (7 qts.) box.

Turnips—25¢ per bu.

## FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass.....	5 1/2 @ 6 1/2
" hind quarters.....	7 @ 8
" fore.....	4 @ 5
" loins, No. 3.....	@ 10
" ribs.....	8 @ 8 1/2
" tongues.....	8 @ 10
Hogs.....	@ 6
Bologna.....	@ 5
Pork loins.....	@ 7 1/2
" shoulders.....	@ 6
Sausage, blood or head.....	@ 5
" liver.....	@ 5
" Frankfort.....	@ 8
Mutton.....	8 @ 8 1/2

## CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

Standard, 25 lb. boxes.....	9
Twist, 25 ".....	9
Cut Loaf, 25 ".....	10 1/2
Royal, 25 lb. pails.....	9
" 300 lb. bbls.....	8 1/2
Extra, 25 lb. pails.....	10
" 300 lb. bbls.....	9 1/2
French Cream, 25 lb. pails.....	11 1/2

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
Imperials.....	14
Mottos.....	15
Cream Bar.....	13
Molasses Bar.....	13
Caramels.....	16 @ 18
Hand Made Creams.....	18
Plain Creams.....	30
Decorated Creams.....	20
String Rock.....	15
Burnt Almonds.....	22
Wintergreen Berries.....	14

FANCY—in bulk.

Lozenges, plain, in pails.....	12 1/2
" " in bbls.....	11
" printed, in pails.....	12
" " in bbls.....	11 1/2
Chocolate Drops, in pails.....	12
Gum Drops, in pails.....	6 1/2
" in bbls.....	5 1/2
Moss Drops, in pails.....	10
" in bbls.....	9 1/2
Sour Drops, in pails.....	12
Imperials, in pails.....	11
" in bbls.....	10 1/2

## FRUITS.

Oranges, Messina, choice.....	@ 3 25
" " choice.....	@ 3 50
" Florida, choice.....	3 75 @ 4 00
" " fancy.....	4 25 @ 4 75
" Riverside, fancy.....	3 75 @ 4 00
" Mountain, ".....	3 50 @ 3 75
" Wash. Navals, fancy.....	4 25 @ 4 50
" Valencia, large.....	@ 6 00
Lemons, Messina, choice, 300.....	@ 3 25
" " 300.....	@ 3 00
" " fancy, 300.....	@ 3 75
" " 300.....	@ 4 00
Figs, Smyrna, new, fancy layers.....	14 @ 15
" " choice.....	12 @ 12 1/2
Dates, frails, 50 lb.....	@ 2
" 1/2 frails, 50 lb.....	@ 2
" Fard, 10-lb. box.....	@ 10
" 50-lb.....	@ 8
" Persian, 50-lb. box.....	6 @ 6 1/2

## NUTS.

Almonds, Tarragona.....	@ 16
" " choice.....	@ 15
" California.....	15 @ 16
Brazils.....	@ 11 1/2
Walnuts, Grenoble.....	@ 15 1/2
" California.....	@ 13
Pecans, Texas, H. P.....	@ 10

## PEANUTS.

Fancy, H. P., Bells.....	@ 8 1/2
" " Roasted.....	@ 10 1/2
Fancy, H. P., Suns.....	@ 8 1/2
" " Roasted.....	@ 10 1/2
Choice, H. P., G.....	@ 7 1/2
" " Roasted.....	@ 9 1/2

## 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.....	6 1/2
Ham Sausage.....	9
Tongue Sausage.....	9
Frankfort Sausage.....	8
Bologna Sausage.....	5
Bologna, straight.....	5
Bologna, thick.....	5
Head Cheese.....	5

## LARD—Kettle Rendered.

Tierces.....	7 1/2
Tubs.....	7 1/2
50 lb. Tins.....	7 1/2

## LARD—Family.

Tierces.....	5 1/2
30 and 50 lb. Tubs.....	5 1/2
3 lb. Pails, 20 in a case.....	6 1/2
5 lb. Pails, 12 in a case.....	6 1/2
10 lb. Pails, 6 in a case.....	6 1/2
20 lb. Pails, 4 in a case.....	5 1/2
50 lb. Cans.....	5 1/2

## BEEF IN BARRELS.

Extra Mess, warranted 300 lbs.....	6 50
Extra Mess, Chicago packing.....	7 00
Boneless, rump butts.....	8 50

## SMOKED MEATS—Canvassed or Plain.

Hams, average 20 lbs.....	9
" " 16 lbs.....	9 1/2
" " 12 to 14 lbs.....	10
" picnic.....	7
" best boneless.....	3
Breakfast Bacon, boneless.....	8 1/2
Dried beef, ham prices.....	8
Long Clears, heavy.....	5 1/2
Briskets, medium.....	6
" light.....	6

## OYSTERS and FISH.

F. J. Dettenthaler quotes as follows:	
FRESH FISH.....	
Whitefish.....	@ 7 1/2
" smoked.....	@ 8
Trout.....	@ 6
Halibut.....	@ 15
Haddies.....	@ 7
Ciscoes.....	@ 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
Horseshell.....	@ 75
Shell oysters, per 100.....	1 00 @ 1 50
" clams.....	@ 75

## 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.

## E. J. Mason &amp; 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.



## Wholesale Price Current.

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

APPLE BUTTER.		COFFEE—Green.		White, No. 1, 1/4 bbls. 5 50/65 5 50/65	
E. J. Mason & Co.'s goods. 6		Rio, fair. @21		" " 12 lb. kits. 8 25	
AXLE GREASE.		" good. 21 @22		" " 10 lb. kits. 8 50	
Frazer's. \$2 60		" prime. @23		" Family, 1/2 bbls. 2 50	
Aurora. 1 75		" fancy, washed. @24		" " kits. 50	
Diamond. 1 60		" golden. 23 @24		GUN POWDER.	
BAKING POWDER.		Santos. 22 @23		Kegs 5 25	
Absolute, 1/4 lb. cans, 100s. 11 75		Mexican & Guatemala 23 @24		Half kegs 2 85	
1/2 lb. " 50s. 10 00		Java, Interior. 24 @25		HERBS.	
1 lb. " 50s. 18 75		Mandehling. 27 @26		Sage. 9	
Acme, 1/4 lb. cans, 3 doz. 2 50		Peaberry. 22 @24		Hops. 14	
1/2 lb. " 2 " 1 50		Mocha, genuine. 26 @28		JELLIES.	
1 lb. " 1 " 3 00		To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15 per cent. for shrinkage.		E. J. Mason & Co.'s goods. 6	
" bulk. 45		COFFEES—Package.		Chicago goods. 3 1/2	
Our Leader, 1/4 lb. cans. 20		Lion. 25 1/4		LAMP WICKS.	
" 1/2 lb. " 90		" in cabinets. 25 1/4		No. ... 30	
" 1 lb. " 1 60		McLaughlin's XXXX. 25 1/4		No. 1. 40	
Telfer's, 1/4 lb. cans, doz. 45		Durham. 25		No. 2. 50	
" 1/2 lb. " 85		CLOTHES LINES.		LICORICE.	
" 1 lb. " 1 50		Cotton, 40 ft. per doz. 1 25		Calabria. 30	
BATH BRICK.		" 50 ft. 1 50		Sicily. 25	
English, 2 doz. in case. 80		" 60 ft. 1 75		MATCHES.	
Bristol, 2 " 75		" 70 ft. 2 00		No. 9 sulphur. 2	
American, 2 doz. in case. 70		" 80 ft. 2 25		Anchor parlor. 1	
BLUING. Dozen		" 90 ft. 2 50		No. 2 home. 1 10	
Mexican, 4 oz. 30		Jute 60 ft. 1 25		Export parlor. 4 00	
" 8 oz. 60		" 72 ft. 1 15		MOLASSES.	
" 16 oz. 90		CONDENSED MILK.		Black Strap. 20	
BROOMS.		Eagle. 7 50		Cuba Baking. 24 25	
No. 2 Hurl. 1 75		Anglo-Swiss. 6 00 @7 60		Porto Rico. 30 25	
No. 1 " 2 00		COUPONS.		New Orleans, good. 30 25	
No. 2 Carpet. 2 25		" " "Coupons—"Superior." 5 1/2		" choice. 30 25	
No. 1 " 2 50		\$ 1 per hundred. 2 50		" fancy. 42 1/2	
Parlor Gem. 2 75		\$ 2, " 3 00		One-half barrels, 3c extra	
Common Whisk. 90		\$ 5, " 4 00		OATMEAL.	
Fancy. 1 20		\$10, " 5 00		Muscatine, Barrels. 5 25	
Mill. 3 25		\$20, " 5 00		" Half barrels. 2 75	
Warehouse. 2 75		COUPONS—"Tradesman." 2 00		Cases. 2 15 @2 60	
BUTTERINE		\$ 2, per hundred. 2 50		ROLLED OATS.	
Dairy, solid packed. 12 1/2		\$ 5, " 3 00		Muscatine, Barrels. 25 25	
rolls. 13		\$10, " 4 00		" Half bbls. 25 75	
Creamery, solid packed. 13 1/2		\$20, " 5 00		Cases. 2 15 @2 60	
rolls. 14		Subject to the following discounts:		OIL.	
CANDLES		200 or over. 5 per cent.		Michigan Test. 10 1/2	
Hotel, 40 lb. boxes. 10 1/4		500 " 10		Water White. 9 1/4	
Star, 40 " 12		1000 " 30		PICKLES.	
Paraffine. 12		CRACKERS.		Medium. 26 50	
Wicking. 25		Kenosha Butter. 7 1/2		" 1/2 bbl. 3 75	
CANNED GOODS—Fish.		Seymour. 5 1/2		Small, bbl. 7 50	
Clams, 1 lb. Little Neck. 1 20		Butler. 7 1/2		" 1/2 bbl. 4 25	
Clam Chowder, 3 lb. 2 10		" family. 7 1/2		FIPES.	
Cove Oysters, 1 lb. stand. 1 10		" biscuit. 6		Clay, No. 216. 1 75	
" 2 lb. " 1 90		Boston. 6 1/2		" T. D. full count. 7 75	
Lobsters, 1 lb. picnic. 1 75		City Soda. 6 1/4		Cob, No. 3. 1 25	
" 2 lb. " 2 65		Soda. 7 1/4		PRESERVES.	
" 1 lb. Star. 2 15		S. Oyster. 5 1/2		E. J. Mason & Co.'s goods. 8	
" 2 lb. Star. 3 15		City Oyster, XXX. 5 1/2		RICE.	
Mackerel, in Tomato Sauce. 2 85		Picnic. 5 1/2		Carolina head. 6 1/4	
" 1 lb. stand. 1 20		CREAM TARTAR.		" No. 1. 5 1/4	
" 2 lb. " 2 40		Strictly pure. 38		" No. 2. 5 1/2	
" 3 lb. in Mustard. 2 85		Grocers' " Domestic. 25		" No. 3. 5 1/4	
" 3 lb. soused. 2 85		DRIED FRUITS—Domestic.		Japan. 5 1/2 @6 1/4	
Salmon, 1 lb. Columbia. 2 00		Apples, sun-dried. 4 1/2 @5 5		SCOTCH, IN SNUFF.	
" 1 lb. Alaska. 1 90		" evaporated. @10		Scotch, in snuffs. 37	
Sardines, domestic 1/4s. 5		Apricots. @17		Maccaboy, in jars. 35	
" 1/8s. @9		Blackberries " 5 @6		French Rappee, in Jars. 43	
" Mustard 1/4s. @16		Nectarines " 14		SOAP.	
" imported 1/4s. 10 1/2 @19		Peaches " 14		Detroit Soap Co.'s Brands.	
" spiced, 1/4s. 10 @16		Plums " 14		Superior. 3 30	
Trout, 3 lb. brook. 2 60		Raspberries " 25		Queen Anne. 3 85	
CANNED GOODS—Fruits.		DRIED FRUITS—Prunes.		German Family. 3 00	
Apples, gallons, stand. 2 75		Turkey. 6 1/4 @6 1/2		Mott'd German. 3 00	
Blackberries, stand. 90		Bosna. 9 @11		Old German. 2 00	
Cherries, red standard 1 10 @20		California. 9 @11		U. S. Big Bargain. 2 00	
" plitted. 1 40		DRIED FRUITS—Peel.		Frost, Floater. 3 75	
Damsons. 1 15		Lemon. 18		Cocoa Castile. 3 00	
Egg Plums, stand. 1 15 @35		Orange. 18		Cocoa Castile, Fancy. 3 30	
Gooseberries. 1 00		DRIED FRUITS—Citron.		Allen B. Wrisley's Brands.	
Grapes. 1 15 @125		In drum. @23		Happy Family, 75. 2 95	
Green Gages. 1 15 @125		In boxes. @25		Old Country, 80. 3 30	
Peaches, yellow, stand. 75 @185		DRIED FRUITS—Currants.		Una, 100. 3 65	
" seconds. 1 10 @145		Zante, in barrels. @6		Bouncer, 100. 3 15	
" Pie. 1 10 @145		" in less quantity. @6 1/4		SEEDS.	
Pears. 1 25		DRIED FRUITS—Raisins.		Mixed bird. 4 1/2 @6	
Pineapples. 1 10 @150		Valencias. @10		Caraway. 9	
Quinces. 1 00		Ondaras. @11		Canary. 3 1/4	
Raspberries, extra. 1 75		Sultanas. 10 @12		Hemp. 3 1/4	
" red. 1 40		London Layers, California. 2 50 @2 75		Anise. 6	
Strawberries. 1 15 @35		London Layers, for'n. 2 50 @2 75		Rape. 6	
Whortleberries. 75		Muscateles, California 1 75 @2 25		Mustard. 7 1/4	
CANNED VEGETABLES.		Farina, 100 lb. casks goods. 3 00		SPICES—Whole.	
Asparagus, Oyster Bay. 85		Hominy, per bbl. 4 00		Allspice. 10	
Beans, Lima, stand. 20		Macaroni, 60 lb box. 60		Cassia, China in mats. 8	
" Green Limas. @21 26		" imported. @9 1/2		" Batavia in bund. 11	
" Strings. @90		Pearl Barley. @2 1/2		" Saigon in rolls. 40	
" Stringless, Erie. 90		Peas, green. @1 10		Cloves, Amboyne. 26	
" Lewis' Boston Baked. 1 40		" split. 3		" Zanzibar. 20	
Corn, Archer's Trophy. 1 00		Sago, German. @6 1/4		Mace Batavia. 80	
" Morn'g Glory. 1 00		Tapioca, fl'k or pr'l. @6 7/8		Nutmegs, fancy. 80	
" Early Golden. 1 00		Wheat, cracked. @5 10		" No. 1. 75	
Peas, French. 1 68		Vermicelli, imported. @6 10		Pepper, Singapore, black. 18	
" extra marrowfat. @25		" domestic. @60		" white. 26	
" soaked. 80		FISH—SALT.		" shot. 30	
" June, stand. 1 40		Cod, whole. 5 @6		SPICES—Ground—in Bulk.	
" sifted. 1 65 @185		" boneless. 6 1/2 @7 1/4		Allspice. 15	
" French, extra fine. 1 50		Hallbut. 9 1/2 @10		Cassia, Batavia. 20	
Mushrooms, extra fine. 2 15		Herring, round, 1/2 bbl. 2 65		" and Saigon. 25	
Pumpkin, 3 lb. Golden. @110		" gibbed. 2 75		" Saigon. 42	
Succotash, standard. 90 @140		" Holland, bbls. 12 00		Cloves, Amboyne. 32	
Squash. 1 10		" kegs, new. 75		" Zanzibar. 25	
Tomatoes. 95 @100		" Scaled. 30 @22		Ginger, African. 12 1/4	
" Good Enough. 95 @100		Mack. sh's, No. 2, 1/2 bbl. 12 00		" Jamaica. 15	
" Ben Har. 95 @100		" " 12 lb kit. 1 30		Mace Batavia. 90	
" stand br. 95 @100		" " 10 " 1 20		Mustard, English. 22	
CHEESE.		Trout, 1/4 bbls. 4 00 @4 25		" and Trie. 25	
Michigan Full Cream 1 1/4 @12		" 10 lb. kits. 60		" Trieste. 27	
Sap Sago. 16 @16 1/2				Nutmegs, No. 2. 80	
CHOCOLATE—BAKERS.				Pepper, Singapore, black. 21	
German Sweet. 23				" white. 30	
" Alden Premium. 28				Cayenne. 25	
Cocoa. 38				SUGARS.	
Breakfast Cocoa. 48				Cut Loaf. 7 1/2 @7 3/4	
Broma. 37				Cubes. 7 1/2 @7 3/4	
CHEWING GUM.				Powdered. 7 1/2 @7 3/4	
Rubber, 100 lumps. 25				Standard Granulated. 6 1/4	
" 200 " 35				" Fine. @6 1/4	
Spruce. 30				Confectioners' A. 6 1/4	
CHICORY.				White Extra C. 6 1/4	
Bulk. 6				Extra C. 6	
Red. 7 1/2				C. 5 1/2 @5 3/4	
COFFEE EXTRACT.				Yellow. 5 1/2 @5 3/4	
Valley City. 85					
Felix. 1 10					

Would Make the Work of the Ohio Commissioner Easier.

The following letter, from the Assistant Food Commissioner of Ohio, is self explanatory:

JEFFERSON, Ohio, March 20, 1890.  
Editor Michigan Tradesman:

I am glad to note that you approve of the action of your State Dairymen's Association in petitioning for the appointment of a State Food Inspector. We all hope that Michigan will speedily follow the example set by several other Western States.

In Ohio we would gladly hail a good set of food laws for Michigan and a Food Commissioner to enforce them. Your city of Detroit now furnishes an immense quantity of the vilest of maple syrup and vinegar and no city in the nation needs to have her morals more thoroughly renovated, except Chicago, which is, without any doubt, the bed rock for cussedness on the face of the earth.

If your Legislature would enact our maple syrup law, vinegar law, oleo-margarine law and the pure food law now before the General Assembly and then appoint a Dairy and Food Commissioner for the State, the same as Ohio has done, with no greater salaries or expenses, you would soon find patriotic, capable men who would do the work (not politicians), and for an expense to the State of \$6,000 you could save the farmers of Michigan over one million dollars per year, in the advanced sale and price of dairy goods, besides nearly as much more on the maple syrup and vinegar product of the State; and also at the same time give to consumers honest goods and exactly such as they pay for. The manufacture of counterfeit money and passing the same is of much less importance and lesser in magnitude of crime than fraud in food. Both injure us financially exactly alike, but our health and happiness goes from us by the consumption of impure food.

I am gratified to note the increasing attention given this subject all over the new world and I most devoutly hope to see Congress give us such national laws that fraud in food will be no more. Until that time and in order to create a public sentiment that would sustain it, our respective States must champion the good cause and press it to success. We have had to tear down Legislatures in Ohio and build them up again, committed to these needed reforms, and this action depends so largely upon the work of the farmer that they must not neglect it. In no other way can they serve their interests better at the present hour.

Respectfully,  
HENRY TALCOTT.

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 Ledge—A. J. Halsted & Son.
- 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.

## Are you Sour? Lost Trade? Cheap Grease!

NO DEALER EVER LOST A CUSTOMER BY SELLING HIM

## THE FRAZER

ALWAYS UNIFORM. OFTEN IMITATED. NEVER EQUALLED.  
KNOWN EVERYWHERE. NO TALK REQUIRED TO SELL IT.

Good Grease Makes Trade. Cheap Grease Kills Trade.

Let Petroleum and Imitation Greases **FRAZER** Every Package Bears our Trade Mark. Alone, and Buy the Genuine **FRAZER** Put in Boxes, Cans, Pails, Kegs & Bbls.

## 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.

## HESTER & FOX,

Manufacturers' Agents for

## SAW AND CRIST MILL MACHINERY



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

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

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



## 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.

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

## TIME TABLES.

Grand Rapids & Indiana.

In effect March 16, 1890.

TRAINS GOING NORTH.

Arrive.	Leave.
Traverse City & Mackinaw.....	7:10 a m
Traverse City Express.....	9:30 a m
Traverse City & Mackinaw.....	11:30 a m
From Cincinnati.....	4:10 p m
Cadillac (Mixed).....	6:30 p m
Through coaches for Saginaw on 7:10 a m and 4:10 p m train.	

GOING SOUTH.

Cincinnati Express.....	7:15 a m
Port Wayne Express.....	11:45 a m
Cincinnati Express.....	5:30 p m
From Mackinaw & Traverse City.....	10:40 p m
From Cadillac.....	9:55 a m

Train leaving for Cincinnati at 6 p. m. and arriving from Cincinnati at 9:20 p. m., runs daily, Sundays included. Other trains daily except Sunday. Sleeping and Parlor Car Service: North—7:00 a. m. and 4:10 p. m. trains have sleeping and parlor cars for Mackinaw City. South—7:15 a. m. train has chair car and 6 p. m. train Pullman sleeping car for Cincinnati.

Muskegon, Grand Rapids & Indiana.

In effect Nov. 10, 1889.

Leave.	Arrive.
7:00 a m.....	10:15 a m
11:15 a m.....	3:45 p m
5:40 p m.....	8:45 p m
Leaving time at Bridge street depot 7 minutes later. Through tickets and full information can be had by calling upon A. Almquist, ticket agent at depot, or Geo. W. Munson, Union Ticket Agent, 67 Monroe St., Grand Rapids, Mich.	
C. L. LOCKWOOD, Gen'l Pass. Agent.	

Detroit, Grand Haven & Milwaukee.

GOING WEST.

Arrives.	Leaves.
*Morning Express.....	1:00 p m
*Through Mail.....	4:10 p m
*Grand Rapids Express.....	10:40 p m
*Night Express.....	7:00 a m
*Mixed.....	7:30 a m
GOING EAST.	
*Detroit Express.....	6:50 a m
*Through Mail.....	10:10 a m
*Evening Express.....	3:35 p m
*Night Express.....	10:30 p m
*Daily, Sundays excepted. *Daily.	

Detroit Express and Evening Express have parlor cars attached and make direct connections in Detroit for all points East. Morning express and Grand Rapids express have parlor cars attached. Night express has Wagner sleeping car to Detroit, arriving in Detroit at 7:20 a. m. Through railroad tickets and ocean steamship tickets and sleeping car berths secured at D. G. H. & M.'s offices, 23 Monroe St., and at the depot. JAS. CAMPBELL, City Passenger Agent. JNO. W. LOUD, Traffic Manager, Detroit.

Toledo, Ann Arbor & Northern.

For Toledo and all points South and East, take the Toledo, Ann Arbor & North Michigan Railway from Owosso Junction. Sure connections at above point with trains of D., G. H. & M., and connections at Toledo with evening trains for Cleveland, Buffalo, Columbus, Dayton, Cincinnati, Pittsburg, Creston, Orville and all prominent points on connecting lines.

A. J. PAISLEY, Gen'l Pass. Agent

## MICHIGAN CENTRAL

"The Niagara Falls Route."

DEPART.	ARRIVE
Detroit Express.....	6:45 a m
Mixed.....	6:50 a m
Day Express.....	11:55 a m
*Atlantic & Pacific Express.....	10:45 p m
New York Express.....	5:40 p m
*Daily.	

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. FRED M. BRIGGS, Gen'l Agent, 85 Monroe St. G. S. HAWKINS, Ticket Agent, Union Depot. GEO. W. MUNSON, Union Ticket Office, 67 Monroe St. O. W. RUGGLES, G. P. & T. Agent, Chicago

**C. R. Electro-Fry**  
**ELECTROTYPERS**  
Stereotypers  
Photo & Zinc Engraving  
ALSO LEADS, SUCS, BRASS RULE  
BOX WOOD WOOD & METAL FURNITURE  
MAPLE, ERIE, GRAND RAPIDS MICH.



**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.  
Carlton Center—J. N. Covert.  
Carson City—A. B. Loomis, A. Y. Ses-  
sions.  
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.  
Coldwater—J. D. Benjamin.  
Conklin—Wilson McWilliams.  
Coral—J. S. Newell & Co.  
Dorr—Frank Sommer.  
Dushville—G. O. Adams.  
Deerfield—Henry W. Burghardt.  
Eaton Rapids—Knapp & Rich, H. Kosit-  
chek & Bro.  
Ewart—Mark Ardis, E. F. Shaw, 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. Croskery.  
Gowan—Rasmus Neilson.  
Grand Ledge—Frank O. Lord.  
Grand Rapids—Joseph Berles, A. Wil-  
zinski, Brown & Sehler, Volmari & Von  
Keppel, Houseman, Donnally & Jones,  
Ed Struensee.  
Greenville—Jacobson & Netzorg.  
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.  
Kalama—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) Glicman.  
Lapeer—C. Tuttle & Son, W. H. Jen-  
nings.  
Lowell—Patrick Kelly.  
McBride's—J. McCrae.  
Mancelona—J. L. Farnham.  
Manton—A. Curtis.  
Maple Rapids—L. S. Aldrich.  
Marshall—W. E. Bosley, S. V. R. Lep-  
per & 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—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.  
Pottersville—F. D. Lamb & Co.  
Remus—C. V. Hane.

Richmond—Knight & Cudworth, A. W.  
Reed.  
Riverdale—J. B. Adams.  
Rockford—B. A. Fish.  
Sebewa—P. F. Knapp.  
Shepherd—H. O. Bigelow.  
Sheridan—M. Gray.  
Shultz—Fred Otis.  
Sparta—Dole & Haynes.  
Springport—Powers & Johnson, Well-  
ington & 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 Haver-  
kate.  
Williamston—Thos. Horton.

**A Book-keeper Gone.**

"Well," he said, as he stepped aboard  
the car, "my book-keeper is gone."  
"No!"  
"Yes."  
"When did it happen?"  
"Last night."  
"Phew! Well, do you know, I've al-  
ways had my suspicions of that man, and  
once or twice I have felt as if I ought to  
warn you. How much are you stuck?"  
"Stuck! Why, the man is dead!"  
"Oh! You meant that he died, instead  
of skipping to Canada?"  
"Yes."  
"Well, I always believed he would die  
or do something of the sort. He had a  
bad, bad head on him."

**S PROUL**  
**McGUIRRIN**  
AND

**Plumbing,**

Steam and Hot Water Heating,  
Brooks' Hand Force Pump, In-  
stantaneous 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.



BY ONE MAN. Write for descriptive catalogue containing testimonials from hundreds of people who have saved from 4 to 9 cords daily. 25,000 now successfully used. Agency can be had where there is a vacancy. A NEW INVENTION for filing saws sent free with each machine, by the use of this tool everybody can file their own saws now and do it better than the greatest expert can without it. Adapted to all cross-cut saws. Every one who owns a saw should have one. Ask your dealers or write FOLDING SAWING MACHINE CO., 505 to 511 South Canal Street, Chicago, Ill.

**CURTISS & CO.,**

WHOLESALE

**Paper Warehouse.**

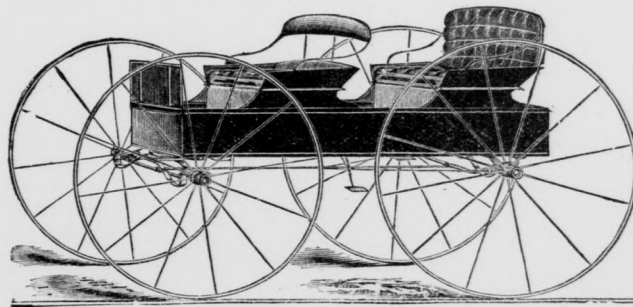
EXCLUSIVE AGENTS FOR THE KEYSTONE BINDERS' TWINE.

Houseman Block,

Grand Rapids, Mich.

WE ARE HEADQUARTERS FOR  
**FRUIT** Oranges, Lemons, Nuts,  
Bananas, Peanuts, Figs,  
Dates, Citron, Etc.

SEND FOR PRICE LIST.

**The Putnam Candy Co.****Duplex Pleasure Wagon**  
OR  
Business

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 & Wear-  
ing Socking Rubber.

GEO. H. REEDER,  
State Agent

Lycoming Rubbers  
and Jobber of

Medium Price Shoes.

Grand Rapids, Mich.

**Rindge, Bertsch & Co.****Satin Oil Galf**

The dandy line  
of medium weight  
goods. Made in  
congress or bals,  
regular or old  
gents' width, and  
in first or second  
quality.

12, 14 AND 16 PEARL ST., GRAND RAPIDS, MICH.

**WM. SEARS & CO.,****Cracker Manufacturers,**

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

RANDOM REFLECTIONS.

Sentiment in favor of school savings banks appears to be on the increase. And there would seem to be no reasonable reason why the youthful mind should not receive daily instruction in thrift, economy and matters of finance, as well as physiology and dozens of dry subjects, some of which will not be of the least practical value in after life. It is mighty seldom that Latin nouns and Greek roots prove to be an aid in solving the perplexing and intricate problems of the business day. This is a hustling age, and, to a certain extent, the mental training of our youth should conform in some manner to its present and prospective demands. The National Bureau of Education has given its emphatic endorsement to the school system of savings, and other educational bodies, and men of thought and brain, have lent it their approval. About \$58,000 thus far has been deposited by 9,700 scholars in the different states. Aside from the educational effect on the youthful mind, the gratitude of parents throughout the country will be earned, if, instead of looking to legislation to correct such vicious and destroying habits as smoking cigarettes and the like, the habits of thrift, economy and the care of the physical body, and the little pennies turned into these savings banks can be made to correct these pernicious evils.

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The question of endorsing paper as an accommodation for a friend is one that recent occurrences in business circles have again brought into prominence. "It is time," said a leading bank officer to a reporter, "that the old weakness of endorsing and becoming security for others on a basis of friendship should be discontinued. The woes that have followed this folly and wrong can never be adequately told. To be responsible, and to make oneself and one's family responsible for that which he cannot control, is too unbusiness-like an undertaking to be reasoned about calmly. The accommodation endorser, even for solvent friends, is always on the anxious seat, but when he allows himself to be used by acquaintances or friends who are not solid in business connections and financial standing, he generally has to meet the loss himself. There is no act so irrational, from a business point of view, as this accommodation endorsing, and the friend who requests it is unjust in asking for it, and unfair in receiving it."

\*\*\*  
"The increase in the number of merchants who discount their bills is remarkable," observed Samuel M. Lemon, the other day. "I note that many dealers are now discounting who never thought of such a thing a year ago, and this leads me to repeat what I have stated a hundred times before, that the merchant who does not discount his bills is not a good merchant and is not doing squarely by himself. The change made by the sugar refiners in this respect—increasing the cost discount from 1/2 to 3/4 per cent.—shows the drift of public sentiment on this important matter. Although rich almost beyond computation, the refiners find it to be good policy to stimulate the discounting of their bills. The jobbers go them one better by granting the retailer 1 per cent. discount on sugar, pork, ham, lard and provisions generally, and the man who does not take advantage of his discounts is sure to be left in the race or supremacy."

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.

FIT FOR  
A Gentleman's  
TABLE:

All goods bearing the name  
of Thurber, Whyland  
& Co. or Alexis  
Godillot, Jr.

F. J. DETTENTHALER

JOBBER OF

Fresh and Salt

Lake Fish

—AND—

Ocean Fish

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

GRAND RAPIDS.

SE  
We respectfully call your attention to the fact that we carry the most complete stock of seeds in Western Michigan. Send for our wholesale price list and catalogue before buying  
Clover,  
Timothy,  
Red Top,  
Etc.,  
Etc.

Brown's Seed Store,

GRAND RAPIDS, MICH.

"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.

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.