

Michigan Tradesman.

VOL. 7.

GRAND RAPIDS, WEDNESDAY, APRIL 30, 1890.

NO. 345.

S. G. KETCHAM,
DEALER IN
Lime, Hair, Cement
BRICK, SEWER PIPE, TILE, ETC.,
14 West Bridge St.,
GRAND RAPIDS, MICH.

P. O. Voorheis,
GENERAL INSURANCE
AND LOAN AGENT,
TELEPHONE 980.
41 Widdicomb Building, Grand Rapids.

HARVEY & HEYSTEK,
Wholesale Dealers in

Wall Paper AND **Picture Frame Mouldings.**

Also a complete line of PAINTS, OILS and BRUSHES. Correspondence solicited.
74 & 76 Ottawa St., Grand Rapids, Mich.

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.

Best and Cheapest
Thorough, Practical and Complete.

The West Michigan Business University
AND NORMAL SCHOOL.

McMullen Block, 23 South Division St., GRAND RAPIDS, MICH.

Is the Best Place to obtain a Thorough, Practical and Complete Education. The Best ACTUAL BUSINESS Department in the State. The most thorough and practically conducted Short-Hand and Typewriting Department in the West. Do not fail to write for particulars.
A. E. YEREX, President.

SEEDS!

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

WOOL.

C. Ainsworth,
76 So. Division St., Grand Rapids.

Fine Millinery.

WHOLESALE AND RETAIL.

Bought directly from Importers and Manufacturers. Goods the Best Quality and Prices the Lowest.

Adams & Co.,
90 MONROE ST.,
OPPOSITE THE MORTON HOUSE.

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

WILLIAMS, SHELEY & BROOKS

Successors to Farrand, Williams & Co.,

Wholesale Druggists,

AT THE OLD STAND.

Corner Bates and Larned Streets, Detroit.

ALLEN DUFFEE. A. D. LEAVENWORTH.

Allen Duffee & Co.,

FUNERAL DIRECTORS,

103 Ottawa St., Grand Rapids.

SEEDS!

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

Grand Rapids Seed Store,

71 Canal St., GRAND RAPIDS.

W. T. LAMOREAUX.



Apples,
Potatoes,
Onions.

FOR PRICES, WRITE TO

BARNETT BROS., Wholesale Dealers,
CHICAGO.

HISTORICAL DEAD-BEATS.

Some Ancient and Modern Specimens of the Genus.

"Sue a beggar," says an old proverb, "and catch a louse." If I were called on to define a dead-beat I would describe him as a man that it is useless to sue, and I shall endeavor to distinguish hereafter between the honest and the dishonest dead-beat.

"Pity the Poor Debtor!" such was the inscription over the collecting box at the Fleet prison in London, abolished years ago by the powerful writing of Charles Dickens. Although the prison may be abolished, there still remain the debtors, and we may generally pretty safely assume their poverty. The question arises, Do they deserve our pity? This requires a little consideration.

The rule has been laid down by many a learned judge that a man "gives credit at his peril," and such in effect is the wise policy of American law. In Athens, a few centuries ago, Solon was led to conceive the same view, for he enacted that no person should be imprisoned for debt, and went even further than this, for he declared all mortgage debts *ipso facto* discharged and cancelled. This was the first occasion of the use of the word "discharge" in connection with debts. Solon having unwisely talked the matter over with some friends in an after-dinner conference, these speculative gentlemen quickly proceeded to open real estate offices and to buy up all the mortgage equities in the market. It is needless to say that immediately the new law came into operation they held their property discharged from the mortgage debts, and selling out, retired with large fortunes, into private life. Who shall say the Athenians were lacking in enterprise? Athens at this time must have been the Paradise of dead-beats, a happy spot, where the claims of the poor were respected and where poverty was not regarded as contemptible.

It has been said that "it is hard for an empty sack to stand upright," nor are there often found men who are not ashamed of their poverty. Aristides was a noble exception to the rule; an upright man, though a very empty sack, he publicly gloried in his poverty, amidst the applause of the citizens.

It would really seem, from the frequent recurrence of the circumstance, that poverty confers a special title to nobility of character or mental genius. Go where we will, we find poverty and genius arm in arm. Euclid, the world's greatest mathematical reasoner, and Epictetus, one of the sublimest of philosophers, were both slaves and by law incapable of possessing property. Cicero, the great orator, is said to have married his second wife in order to enable him to pay the debts, for which he was responsible, of his first lady.

Rome, in his time, was the home of a multitude of impoverished noblemen and swell dead-beats, many of them peradventure ruined by the lavish extravagance of a single banquet. Juvenal, in his first Satire, presents a lively picture of his time. The noble patrician, forced by want to turn shepherd, or, if not yet reduced to an ebb so low, at least compelled to apply the succor obtained under the guise of alms for a distressed friend or needy client to the relief of his own extremities. Turning shepherd seems to have been a fashionable "last resource" of dead-beats in those days, and it will be remembered that the prodigal son in the parable turned swineherd. In the present day "real estate and insurance" has been found to possess superior attractions.

I have spoken of men of genius included in the category of dead-beats. A thousand cases in point will readily occur to everyone; a few painful and no-

torious instances therefore will suffice. The poet Tasso was reduced to such poverty that he had not the wherewithal to buy candles, and so was without light to write verses. Cervantes, the immortal author of Don Quixote, was reduced to the very verge of starvation. The great French dramatist, Peter Corneille, died in great poverty. Rabelais declared himself a dead-beat with the whimsical humor which was part of his nature. His noncupative will was as follows: "I owe much; I have nothing; the rest I give to the poor." His story of Master Francois Villon, the lord of Basche, and the ingenious contrivance he used to free himself from the hordes of "duns, apparitors and catch-poles" by whom he was beset, shows us with some significance the author's profound sympathy with those in trouble, and we may well imagine that Rabelais himself was never overburdened with cash. Pope and Dryden both suffered poverty. Chatterton, in despair, poisoned himself in a Holborn attic. Goldsmith was almost a born dead-beat, but a heart as light as his purse enabled him to bear with indifference such outrageous fortune as would have overwhelmed another man.

Sir Walter Scott, as is well known, was involved in the ruin of his publisher, and, to retrieve his fallen fortunes, wrote his celebrated novels, which constituted the most lasting moments of his fame, paid off the whole of the enormous debt for which he was liable, and made a noble fortune for himself in the bargain. This is an instance of a resuscitated dead-beat, but unfortunately such instances have been rare. Dr. Sam Johnson occurs to me as another instance of a poor, friendless author, disdaining patronage, and nobly fighting his way to fame.

More often, however, the picture is a sad one. Witness the poet Dryden selling several thousand verses for a few shillings to pay for a week's keep; Boecaccio, so poor that without the charitable assistance of Petrarch, he must needs have given up his studies by reason of his lacking money to purchase books. Petrarch left him 50 florins by will to purchase a winter suit.

I turn with relief to a few political dead-beats, sovereigns and statesmen, who have earned the distinction. King John, nicknamed "Lackland," occurs at once to us. The crusades and other wars; the tournaments and knightly jousts, and the costly apparel worn, all contributed to the creation of an army of dead-beats. King Henry VI., to recruit his empty treasury, practiced alchemy with a zeal and devotion that was, it is to be feared, but poorly rewarded.

Charles I. and James II. were abject paupers and James only kept his head above water by a disgraceful contract to sell his country for French gold, and having obtained the price, fraudulently repudiated and cried off. We may perhaps pity the dead-beat father, but the fraudulent son is beneath contempt.

A pauper prime minister is almost as pitiable a spectacle as a royal "stiff." Such, in fact, was Sir Francis Walsingham, who had the honor of discovering the plot against the life of Queen Elizabeth; both he and his contemporary, Raleigh, sailor, courtier, poet and statesman, died heavily in debt. In the following century Lord Chancellor Clarendon, immortal for his elegant and honest history of his time, died, was buried and sold up.

Philosophy is not without its victims and Lord Bacon is a remarkable instance; he died in debt to the tune of \$100,000. The claims of fashion to be represented must not be ignored. "Beau Nash," the leader for many years of Bath society, and prince of dudes and mashers, and well known in his time as the "King of Bath," ultimately died in great poverty.

Serjt. Ballantyne, the ablest English lawyer of his time, was a chronic dead-beat. A later example is Gen. Boulanger, if current reports are to be believed.

In England the "jubilee jugglins," Mr. Arthur Benzon, has achieved an unenviable notoriety as a huge dead-beat. He managed to get through \$1,000,000 in two years, and he is now a bankrupt. In order to get a little money, he wrote a book, which has had a large sale, giving his adventures.

A bold face, plenty of bluff, and just enough money to pay for necessities—that is, the things he cannot get credit for—are the stock in trade of the fashionable dead-beat. There are in English and, I believe, in American society, hosts of actual and potential dead-beats. They are known, and as long as they observe society's unwritten law, are tolerated. But let these beware how they game with the sons or flirt with the daughters, for to these there pertaineth a day of wrath they know better than to invoke.

Poverty seems unattractive in the present day, when boot-blackening costs five or ten cents, but in the past many have made it a profession. Of such were Diogenes and the cynics, of such were the stoics, the early Christians and the prophets before them, and later, the numerous orders of begging friars, monks and hermits. All were dead-beats, from a commercial point of view.

In conclusion, a word of advice. As "it is not the cowl that makes the monk," so, also, it is not the clothes that denote the dead-beat. There are, of course, different species of the same genus, and their ways and habits differ. There is the high-toned commercial, banking, speculating, stock-broking or gambling fraud; on the other hand, do we not all know the humble dead-beat who has somehow managed to acquire just sufficient to purchase a comfortable homestead, within the statute, but for the life of him can never get a cent more to pay his debts? Finally, beware of collecting agencies. They are generally of little use in extracting cash and often keep what they get for their expenses, while to the honest dead-beat they bring terror and perhaps ruin. Remember this and sometimes "pity the poor debtor."

W. H. S.

Good-Bye to the P. of I.

The following are some of the merchants who have been under contract with the P. of I., but have found the level profit plan a delusion and a snare:

Big Rapids—Verity & Co.
Blanchard—L. D. Wait.
Bridgeton—Geo. H. Rainouard.
Cassopolis—John E. Parcell.
Cedar Springs—L. A. Gardiner.
Central Lake—H. Sissons.
Chapin—J. I. Vanderhoof.
Chester—B. C. Smith.
Clio—Nixon & Hubbell.
Coopersville—W. D. Reynolds & Co.
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, Huntley Russell.
Harvard—Ward Bros.
Howard City—Henry Henkel.
Kent City—R. McKinnon.
Lake Odessa—McCartney Bros.
Lowell—Charles McCarty.
Maple Rapids—L. S. Aldrich.
Marshall—John Fletcher, John Butler, Charles Fletcher.
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 & C.
St. Louis—Mary A. Brice.
Sand Lake—C. O. Cain, Frank E. Shattuck.
Brayman & Blanchard.
Sparta—Woodin & Van Winkle, Dole & Haynes.
Stanton—Fairbanks & Co.
Summer—J. B. Tucker.
Williamston—Michael Bowerman.

Made Money by Heeding a Presentiment.

Not long ago a Monroe street business man received a large sum of money as treasurer of an organization too late for a deposit, so he took it home with him to his suburban residence. It worried him, this money, in a way he could not understand. He kept thinking, "Am I going to lose this money which does not belong to me?" So strong was this feeling that

he could not get to sleep. Yet he was ashamed of himself.

Saying nothing to his wife, he got up, took the money from his coat pocket, put it in his stocking and threw it under the bed. In the morning his wife said to him, in a joking way, "I wonder what condition you were in when you came to bed last night? There's your coat on the floor, your vest is out in the hall, and your trousers are across the door-sill." Being a man of steady habits, it did look suspicious. It did not take him long, however, to discover that burglars had been through the house and his own money and watch taken.

But the stocking under the bed was safe.

Furniture

— A T —

Nelson, Matter & Co's

STYLES:

New,
Cheap,
Medium
AND
Expensive.

Large Variety and Prices Low.

S. A. Morman,

WHOLESALE

PETOSKEY, MARBLEHEAD AND OHIO LIME,

AKRON, BUFFALO AND LOUISVILLE

CEMENTS,

Stucco and Hair, Sewer Pipe, Fire Brick and Clay.

Write for prices.

69 CANAL ST., GRAND RAPIDS.

**Weatherly
and Pulte**

(Formerly Shriver, Weatherly & Co.)

CONTRACTORS FOR

Galvanized Iron Cornice,

Plumbing & Heating Work.

Dealers in

Pumps, Pipes, Etc., Mantels and Grates.

Weatherly & Pulte,

GRAND RAPIDS, - - MICH.

El. Puritano Cigar.

The Finest 10 Cent Cigar
ON EARTH

MANUFACTURED BY

DILWORTH BROTHERS,
PITTSBURGH.

TRADE SUPPLIED BY

I. M. CLARK & SON,
Grand Rapids.
BRADDOCK, BATEMAN & CO.,
Bay City.
T. E. BREVOORT, - Detroit.



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.
Along and Buy the Genuine FRAZER Grease in Boxes, Cans, Pails, Kegs & Bbls.

Ball-Barnhart-Putman-Co

CIGAR DEPARTMENT.

We are Michigan Agents for Carl Upmann, New York, and can confidently recommend the goods of his manufacture as possessing absolute merit and being particularly adapted to the taste of the trade.

We are direct importers of Havana cigars, which enables us to put the goods on the market at half the margin usually charged.

Send for our Cigar List.

WHO URGES YOU
TO KEEP

SAPOLIO?

THE PUBLIC!

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

ANY JOBBER WILL BE GLAD TO FILL YOUR ORDERS.

The Condition of Trade.

From the New York Shipping List.

The agitation of the eight hour movement by labor organizations, both at home and abroad, is gradually spreading and threatens serious interruption to all industrial enterprises, thereby creating an uneasy feeling and a disposition to delay important operations until the result of this disturbance has been definitely settled. The preparations for a general demonstration two weeks hence will precipitate the struggle that has already commenced in the building trades in this country, and whatever may be the final outcome, the alternative is presented of the heavy losses that will be entailed by the enforced idleness of extensive strikes and the increased cost of production that will be permanently established if the movement is successful. The struggle is likely to be one of the most formidable that has yet taken place, but the proposed change is so radical in its character and far-reaching in its influence that the laborer is likely to be the greatest sufferer in the end, whatever may be the ultimate result. The revival of speculative interest, which was so marked a feature of the produce markets last week, has extended to the stock market, which has displayed a firmer tone and a broadening field of operations, but the improvement thus far has been due to a change in the sentiment of professional operators, rather than to a disposition among outsiders to invest in railroad securities. The excellent exhibit of railroad earnings, the prospect of silver legislation that will materially enhance the value of the metal as well as inflate the volume of money, and reports of greater harmony among competing roads, have lessened the chances of successful operations on the bear side, but as yet there have been no indications of an aggressive bull campaign. The tariff question is being eagerly watched by those whose interests are likely to be affected by the proposed changes, but in the absence of any test as to the temper of Congress with respect to the measure, either as a whole or in part, trade has not been visibly influenced. The new week has commenced with continued activity in grain, cotton and provisions, but the markets have been less buoyant, and values have shown more or less of a tendency toward reaction. The business transacted in wheat last week was phenomenal, and the advance in values based upon reports of damage to the crop, which were exaggerated, are somewhat neutralized by the favorable accounts of the seeding of spring wheat. The advance in other cereals was altogether sympathetic, and hence the reaction has been general. So far as general trade is concerned, there has been fair activity, and from all interior cities a good distributive demand is reported, with money easy and mercantile collections fairly prompt. The volume of business in progress is indicated by the large gain in bank clearances compared with last year, and the heavy eastward tonnage reported by the trunk line roads from Chicago. The export movement is falling off, as is usually the case at this season of the year, the most important decrease being the shipments of cotton.

Interesting to Cheesemongers.

From the New England Grocer.

John Barbour, of Brockton, Mass., has perfected a simple arrangement by which cheese can be cut without the wearisome labor of using a knife and main strength. It is an attachment to be placed upon the knife ready for use. It is made to fit any ordinary cheese knife, the power of force coming directly over the knife blade, causing the knife to advance easily, thereby always leaving the cheese as smooth as glass and inviting to customers. By its use the hardest cheese can be cut with ease and without waste.

Lack of Symmetry in the Eyes.

When the average man or woman comes to be fitted with the first pair of glasses, some curious discoveries are made. Seven out of ten have stronger sight in one eye than the other. In two cases out of five, one eye is out of line. Nearly one-half the people are color-blind to some extent, and only one pair of eyes out of every fifteen are all right in all respects.

Crockery & Glassware

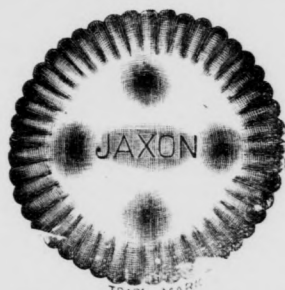
LAMP BURNERS.	
No. 0 Sun	40
No. 1 "	45
No. 2 "	60
Tubular	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.	
No. 0 Sun	1 75
No. 1 "	1 88
No. 2 "	2 70
First quality.	
No. 0 Sun, crimp top	2 25
No. 1 "	2 40
No. 2 "	3 40
XXX Flint.	
No. 0 Sun, crimp top	2 60
No. 1 "	2 80
No. 2 "	3 80
Pearl top.	
No. 1 Sun, wrapped and labeled	3 70
No. 2 "	4 70
No. 2 Hinge, " "	4 70
La Basic.	
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 60c)	65
" 1 "	78

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.

THE JAXON CRACKER
IS THE BEST IN THE MARKET.

SEND A TRIAL ORDER TO

JACKSON CRACKER CO.,
Jobbers of Candy, Nuts, Cheese and Cigars.
JACKSON, MICH.**EDMUND B. DIKEMAN**

THE GREAT

Watch Maker
AND **Jeweler**

44 CANAL ST.,

Grand Rapids - Mich.**We Manufacture**
Everything in the line of**Candy**Correspondence solicited and prices quoted with pleasure.
Write us.**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**BANANAS!**

We are receiving from two to four carloads of bananas a week, which is more fruit than can be handled by any other house at this market. Remember

We Are Headquarters.**GRAND RAPIDS FRUIT AND PRODUCE CO.**

HEADQUARTERS FOR

BANANAS.**A. J. BROWN,**

Wholesale dealer in Foreign, Tropical and Domestic

Fruits and Seeds.

Direct Receivers of

California Oranges

—AND—

Messina Lemons.

When in want of large lots of California Oranges, we are prepared to make you low prices from fresh cars.

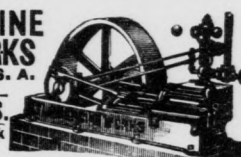
16 and 18 North Division St., GRAND RAPIDS, MICH. Send for Price List, Issued Weekly

HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY,

Send for Catalogue and Prices.

**ATLAS ENGINE WORKS**
INDIANAPOLIS, IND., U. S. A.
MANUFACTURERS OF
STEAM ENGINES & BOILERS.
City Engines and Boilers in Stock for immediate delivery.

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

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

Write for Prices.

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

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.

AMONG THE TRADE.

AROUND THE STATE.

Manistee—W. F. Lott has opened a grocery store.

Campbell—Weter & Wise have opened another harness shop.

Freeport—D. E. Watters has removed his drug stock to Remus.

Lyons—M. J. Fisk succeeds Fisk & Lester in the meat business.

Marengo—A. W. Palmer has removed his general stock to Jackson.

Vicksburg—Mrs. C. A. Payne & Co. have opened a millinery store.

Coral—L. Swem and Geo. Harris will soon engage in the meat business.

Ludington—H. Blumenfeld, merchant tailor, has retired from business.

Saginaw—Peter Baum, Jr., succeeds Robert C. Hierd in the meat business.

Caro—John Axford succeeds L. Axford & Son in the hardware business.

Ann Arbor—John Goetz succeeds John Goetz & Son in the grocery business.

Milford—L. Tenney & Co. succeed Bennett & Tenney, furniture dealers.

Allegan—Kent & Austin have sold their meat market to Jewett & Town.

Byron—Walker & Miner have moved their grocery business to Springtown.

Fenton—Murray & Turbush have sold their stock of clothing to N. C. Belding.

Ann Arbor—Emanuel Wagner has sold his stock of groceries to John Goetz, Jr.

Ypsilanti—A. D. Morford is succeeded by Morford & Hyzer in the drug business.

Battle Creek—G. G. Robinson succeeds Chas. W. Robinson in the meat business.

Jackson—John Carey succeeds Carey & Delehanty in the undertaking business.

Lawton—Ross & Rollins, of Kalamazoo will open a drug store here about May 1.

Harrison—Witherspoord & Sugnet succeed P. E. Witherspoord in the drug business.

Aral—C. L. Crossett & Co., dealers in lumber and general merchandise, have assigned.

Clio—Nixon & Hubbell, general dealers are succeeded by the Hoyt Dry Goods Co.

Ludington—Dr. C. K. Merriam will remove his stock of drugs from this place to Chicago.

Franklin—Mark B. Armstrong has purchased the stock of groceries of O. G. Armstrong.

Grandville—Mrs. J. H. Bulliment has opened a dry goods, fancy goods and millinery store.

Sault Ste. Marie—Beck & Royce, grocers, have dissolved. Mr. Royce continues the business.

Escanaba—L. N. Schemmel is succeeded in the grocery business by Bittner & Schemmel.

Muskegon—J. P. King, late of Grand Rapids, has opened a bakery and creamery at 87 Third street.

Plainwell—F. V. Collister has sold his stock of paints, oils, glass, brushes, etc., to O. B. Granger.

Chesaning—C. L. Robinson & Co. have sold their stock of dry goods and groceries to J. W. Getson.

Detroit—H. J. Naumann & Co. succeed Naumann, Dueweke & Starke in the flour and commission produce business.

Detroit—William A. and George F. Teed, doing a grocery business at 79 Grand River avenue as Teed Bros., have filed chattel mortgages on their stock, horses and wagons, etc., to cover an indebtedness of nearly \$4,000.

Freeport—S. R. Hunt has purchased the millinery stock of Miss Molony & Co. and Mrs. Hunt will take charge of the same.

Coopersville—Henry Miller & Co., of Conklin, have opened a branch store here, for the sale of agricultural implements.

Muskegon—O. F. & W. P. Conklin have closed their "Popular" dry goods store and are removing the stock to Ravenna.

Hilliards—The season's output of the Cold Spring cheese factory has been contracted to Musselman & Widdicomb, of Grand Rapids.

Flushing—Chas. N. Talbot has retired from the firm of H. H. Chatters & Co., general dealers. H. H. Chatters will continue the business.

Clarksville—Anson Burleigh, Ed. Cole and T. J. Justice have bought the Clarksville elevator of Nims & Co., and will continue the business.

Eaton Rapids—Knapp & Rich, hardware dealers, have dissolved. E. F. Knapp purchased his partner's interest and will continue the business.

Sherman—A. Bennett and W. G. Shane have purchased B. H. Rose & Son's hardware business. It is reported that Rose & Son will soon open a hardware store at Harrietta.

Hastings—S. E. Phillips has purchased the interest of Geo. Soule in the dry goods and grocery firm of Phillips & Soule, and will continue the business under his own name.

Fife Lake—John T. Snushall and John Swain have purchased the hardware stock of E. H. Foster and will continue the business under the style of the Fife Lake Hardware Co.

Mulliken—D. E. Hallenbeck, W. H. Dorkin, B. I. Whelpley, Abram Shinkle and Chas. Ingles have been bound over for trial in the Eaton Circuit Court for "hypothecating" the Crane stock of merchandise.

Detroit—Gilbert W. Lee, who has been connected with the wholesale grocery house of D. D. Mallory & Co. for the past five years, has purchased the interest of Ward L. Andrus. The business will be continued under the same style and at the old stand.

Plainwell—The W. D. Case boot and shoe stock was bid in at chattel mortgage sale, last Tuesday, by Pingree & Smith, of Detroit, who bid \$1,550 and assumed four mortgages amounting to \$862. D. Stern & Co., of Allegan, and Oscar F. Conklin, of Grand Rapids, were unsuccessful bidders. The owners of the stock have turned it over to Mr. Case, who will manage it in their interest until able to re-purchase it.

MANUFACTURING MATTERS.

Charlevoix—Sam. Lobdell has purchased the cigar factory of F. A. Smith.

Charlotte—H. D. Cove has purchased H. J. Hart's shop and will run a planing mill and wood finishing shop.

Detroit—F. A. Wright & Co., have bought the Greenville plow works and will enlarge the plant at once.

Olivet—A. D. Benham, manufacturer of insulator pine, has sold his factory to A. P. Green and A. T. Storr.

Perrinton—Pettit & Estey's excelsior factory and sawmill burned on the 24th. Loss, \$4,000, with no insurance.

Bay City—S. G. M. Gates has about 8,000,000 feet of logs on skids at Lowell station, on the Gladwin road, which will be shipped here this spring by rail.

Bay City—G. H. Merrill & Co.'s planing mill, which has been undergoing improvements, \$5,000 having been expended, will resume operations this week.

Nashville—A company has been organized to engage in the manufacture of furniture in the Kellogg plant. Stock to the amount of \$9,000 has been already subscribed.

Alpena—Adams & Smith, of Saginaw, put 16,000,000 feet of logs for Saginaw parties into Thunder Bay river waters the past winter. The logs will be manufactured here.

Bay City—The Flint & Pere Marquette Railroad has leased a portion of its dock near the Pitts & Cranage mill to a local syndicate, and a lumber yard is likely to be located there.

Detroit—Frank a Rasch, H. H. Gray, O. L. Drouillard, A. Bennett and others have incorporated as the United States Optical Co., with \$25,000 capital, of which 10 per cent. is paid in.

Negaunee—The Anthony Powder Co. will rebuild at once upon the site of the recent explosion. The disaster was the third of the kind which the company has sustained, and yet it prospers.

Bay City—It is said that a syndicate contemplates purchasing the Rust Bros. & Co.'s mill site, and will put up a large factory and planing mill. Another planing mill in South Bay City is contemplated.

Coldwater—The stock of the Road Cart Co. has been sold on a chattel mortgage to A. B. Dickinson, of Hillsdale, for \$11,000. The Southern Michigan National Bank bought the plant for \$28,000.

East Saginaw—The Mackinaw division of the Michigan Central is actively at work hauling logs. It is estimated that there are fully 100,000,000 feet yet to be hauled, in addition to a large quantity of square timber.

Detroit—F. B. Dickerson, C. H. Smith, H. H. Humphrey and J. F. Shawhan have incorporated under the style of the Shawhan Motor Co., to make motors for storage battery cars. The nominal capital is \$2,000,000.

Ontonagon—The Diamond Match Co. lately bought 1,800 acres of pine land, estimated to have 10,000,000 feet on it, and situated on the Ontonagon River, for \$40,000, from Webster, Plumb & McCormick, of Saginaw.

Bay City—Baker & Barnes, who operate a mill in Gladwin county, were able to secure but a portion of their expected log crop during the winter, owing to the lack of cold weather. They will be forced to build a tram road to get the balance of the stock on skids.

Muskegon—The West Michigan Lumber Co. has decreased its capital stock from \$281,250 to \$187,500. The number of shares are reduced from 11,250 to 7,500, the reduction to be effected by the purchase of 3,750 shares, as authorized at a meeting of stockholders held April 14.

Au Sable—There is a rumor that the insurance companies may replace the Au Sable Lumber Co.'s sawmill, which was recently burned. The owners doubtless prefer the insurance, as they have no timber, and the days of building sawmills with no timber resources behind them are practically over in this section.

East Saginaw—The manufacture of rafting pins, which are used by the Tittabawassee Boom Co., is quite an industry. D. Hardin & Co. have had the

contract for furnishing them for several years. They have just received twenty-five car loads of maple logs from Grayling, which will be converted into pins.

East Saginaw—Charles Lee has his new planing mill in operation. In the summer of 1888 his extensive plant was totally destroyed by fire, involving a loss of \$50,000, with no insurance, and Mr. Lee being over 70 years old, it was hardly expected that he would rebuild; but he could not content himself with inactivity, and has a small but well equipped mill in active operation.

J. P. Visner, Michigan representative for the famous house of E. J. Gillies & Co., jobbers of teas, coffees, spices, syrups, etc., wants to correspond with every close buyer in the grocery line in Michigan. Write him in care of room 17, Hermitage block, Grand Rapids.

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.

FOR SALE—HAVING DECIDED TO GO OUT OF general merchandise business for good, I offer my stock and trade for sale; a rare chance. Address C. M. Wight, Novi, Mich. I will take one-half in improved real estate in Detroit. 21

FOR SALE—WELL-SORTED STOCK OF DRY goods and groceries of about \$1,500 in summer resort town of Charlevoix, Mich.; sales \$25,000, easily increased; rare bargain to quick purchaser. Address J. L. Hurd, 99 Washington St., Chicago. 17

FOR SALE—STOCK OF DRY GOODS, CARPETS, boots and shoes in town of 1,200 inhabitants in Southern Michigan; new double store; clean, fresh stock of about \$8,000; an established paying business; junction two railroads; good reasons for selling. Address No. 15, care Michigan Tradesman. 15

FOR SALE—STOCK OF DRUGS, MEDICINES AND fixtures in town situated in a thriving farming community, which is also a growing summer resort; ten miles distant from any town containing drug store; a good place to make money on a small capital; reasons for selling, other business. Address Druggist, Crystal, Mich. 16

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

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

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

SITUATIONS WANTED.

WANTED—POSITION BY REGISTERED ASSISTANT pharmacist; best of references furnished. S. R. Smith, Coopersville, Mich. 18

WANTED—SITUATION BY REGISTERED PHARMACEUT; city preferred; good references. Address Lock box 265, Lakeview, Mich. 19

MISCELLANEOUS.

ABOLISH THE PASS BOOK AND SUBSTITUTE THE Tradesman Coupon, which is now in use by over 5,000 Michigan merchants—all of whom are warm in praise of the effectiveness. Send for sample order, and be sent prepaid on receipt of \$1. The Tradesman Company, Grand Rapids.

RENT FREE FOR TWO YEARS TO COMPETENT landlord who will furnish summer resort hotel. E. A. Stowe, Secretary Traverse Point Association, Grand Rapids, Mich.

FOR SALE—ONE NEARLY NEW STEAM POWER located mill; good location; owner unable to attend to business on account of sickness; this valuable property will be sold very cheap. Address A. S. Johnson, Mecosta, Mich. 20

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, Grand Rapids.

SAMPLES OF TWO KINDS OF COUPONS FOR RETAILERS will be sent free to any dealer who will write for them to the Suttiff Coupon Pass Book Co., Albany, N. Y. 564

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

SEEDS Clover, Timothy, Red Top, Etc., Etc.

ONION SEEDS

In fact, everything in our line at lowest market values.

Brown's Seed Store,

GRAND RAPIDS, MICH.

GRAND RAPIDS GOSSIP.

Rademacher & Konkle, grocers at 140 West Bridge street, have dissolved. Joseph Rademacher will continue the business.

The Sullivan Lumber Co. has added a line of drugs to its general stock. The Hazeltine & Perkins Drug Co. furnished the stock.

Foster, Stevens & Co. have foreclosed their mortgage on the hardware stock of A. J. Provin, at Cedar Springs, and have advertised the stock for sale.

It is understood that the copartnership heretofore existing between Ben. S. White and Chas. M. Goodrich, dealers in grain and options, has been dissolved.

Chas. E. Williams and Chas. L. Lawton both authorize THE TRADESMAN to state that the report that they propose to join hands in a new grocery venture is untrue.

The Grand Rapids Indicator and Advertising Co. was organized in Chicago last week and a re-organization will be effected in this city before the end of the week. Jas. Quinn, Jr., has acted as promoter of the enterprise, and it is understood that Jas. S. Knox will take the active management of the business, which will consist of operating boxes in the street cars of both local lines, indicating the names of cross streets, and incidentally, the names of houses which arrange for advertising space.

New Substitute for Coffee.

According to the *London Grocer*, a Swedish dairy engineer has recently succeeded in obtaining a patent for a very novel substance which he proposes to be used as a substitute for coffee. Whey from milk, or whey mixed with milk, is evaporated down in open vessels or vacuum apparatus until most of the water is driven off and a thick paste remains. During the process the whey is kept constantly stirred, and the stirring is continued until the pasty mass becomes cold. The paste is then molded or rolled into cakes, which are afterward dried at the temperature of boiling water, and then broken up into pieces about the size of a coffee bean. The next operation is that of roasting, which is preferably performed after some raw coffee beans have been mixed in. Roasting turns this whey-paste a fine brown color. On cooling, the pieces are crushed and ground, either alone or mixed with any percentage of coffee. Of course, this substance cannot form a substitute for coffee, although it is said to yield a pleasant beverage. It may find some use, however, as a harmless ingredient in cheap so-called coffee preparations.

A Shrewd Baker.

The meanest or the most ingenious man, which you will, in the world has been heard from, and he lives in Brooklyn. He is a baker, and every Saturday a crowd of small boys may be seen around the doors of his place waiting for a chance to pick over raisins, for which they get fifty cents for the day's work. Each boy is asked in turn by the baker: "Do you whistle?" If the urchin replies, "Naw," he is not hired. If he starts off airily on "Down Went McGinty" or the "Boulangier March," he is set to work forthwith. The idea is evident. While a boy is whistling, he is not eating raisins. The baker has used this device for some time and he says that it works admirably. This baker has probably discovered the only occupation in the world in which a boy is more useful because he keeps up an everlasting whistling.

Baron Liebig the great German chemist says that "as much flour as can lie on the point of a table knife contains as much nutritive constituents as eight pints of the best and most nutritious beer that is made."

MICHIGAN KNIGHTS OF THE GRIP.



Address from President Mills.

GRAND RAPIDS, April 28, 1890.

To the Members of Michigan Knights of the Grip:

It is with much satisfaction that, in response to letters to our Congressmen and through the daily press, I learn that they are unanimously in favor of the so-called Caruth's amendment to the inter-state commerce law, and such representative men as Hon. Jas. O'Donnell, of Jackson, Hon. J. C. Burroughs, of Kalamazoo, Judge Chipman, of Detroit, and Hon. Chas. E. Belknap, of Grand Rapids, have pronounced themselves as endorsing this amendment and will support it to the best of their ability. This has been brought about largely by the earnest and effective work of our Vice-Presidents and members during the past year, who thoroughly canvassed every congressional district in the State to this end; but I desire to ask every member and officer to still improve every opportunity to urge forward this matter, which is of so much importance to every commercial traveler in our State. If you are not personally acquainted with the Congressman from your district, get some influential friend of his to write him a personal letter, requesting his influence in the passage of the above amendment.

Our able Chairman of the Legislative Committee, N. B. Jones, of Lansing, is doing valiant work.

The outcome of our bus venture, at Oscoda and Au Sable, has been satisfactory, both to our members and Mr. Elliott, and has demonstrated beyond a doubt, that any aggressive measures deemed necessary by our officers will be heartily endorsed and supported by every member, which encourages our Buss and Baggage Committees to take the proper steps to correct such evils in these matters as the future may develop, knowing that such action is supported by 1,300 active and earnest commercial travelers.

A meeting of the Board of Directors, at which each Vice-President is requested to be present, if possible, will be called shortly, and any matters of interest or suggestions from any of our members can be brought before the Board, if filed with the Secretary before date of meeting.

It has also been suggested that our annual convention be held during August or September, Saginaw, Flint and Owosso have been mentioned in this connection and an expression of our members on above time and places is requested.

Respectfully submitted,
L. M. MILLS, Pres.

A Common Incident.

I entered a shoe store kept by a friend a few evenings ago to buy a pair of shoes. He was very busily engaged with a young lady, who was accompanied by a fine-looking elderly woman. The floor and counter were strewn with shoes of all shapes and makes. His salesman had just left for supper, and as there was no one else present to wait on me, I took a seat and started to read the evening paper. I waited a long time, but just as my patience was about to give out my friend produced a pair that seemed to fit the "tough customer" (that's what I called her), perfectly. She expressed her delight at having such a "beautiful fit," and said that she would take that pair. Then she suddenly asked: "What size are they?" My friend blushed, then turned pale, and seemed not a little confused. He stammered that he thought they were about number six. Thereupon the young lady angrily upbraided him in the most emphatic terms for trying to sell her a pair of shoes that were two sizes too large. She immediately unbuttoned them, and, putting on her old ones, left the store in a huff.

Gripsack Brigade.

R. A. Kanter, who has been covering the trade of the Holland colony for Lemon & Peters, has severed his connection with that house.

Frank C. Adams, Wisconsin and Minnesota traveling representative for Geo. W. Cady & Co., of Cleveland, has purchased a new residence on Charles street and took possession of the same on Monday.

A Bay City traveling man, who has carried a stiff leg for nineteen years, in stepping from a freight train at Brown City sustained a fracture of the knee joint, which the doctor says will prove a lucky break, and will probably leave him with a leg as good as new.

John Giles, the Lowell grocer, was in town one day last week.

WM. R. KEELER,
Wholesale Confectioner,

AND JOBBER IN

FOREIGN AND DOMESTIC FRUITS.

412 SOUTH DIVISION ST.

TELEPHONE 92-3R.

I am Sole Agent for Rueckheim Bros.' Penny Goods, which are absolutely the Best Goods of the kind on the market.

BEST
IN THE
WORLD!

Our Pantaloon, Overalls, Shirts and Jackets are the Best Made.

Every Pair Guaranteed and Warranted.

Buy these Goods--Perfect in Fit, Make, Style and Workmanship.

Every Garment Felled Seam Throughout.

TRIAL ORDERS SOLICITED.

Michigan Overall Mfg. Co.,
IONIA, MICH.



We are now ready to make contracts for the season of 1890.

Correspondence solicited.

81 SOUTH DIVISION ST., GRAND RAPIDS.

DETROIT SOAP CO'S

FAMOUS

Queen Anne Soap

The Best Known, Most Popular and Fastest Selling Laundry and General Family Soap in the Market. No Grocery Stock Complete Without This Brand. Handsome Oleograph, Size 15x20 inches, given for 25 QUEEN ANNE SOAP WRAPPERS. Our Laundry and Toilet Soaps are sold by all Wholesale Grocers.

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

Dry Goods.

Calico and Its History.

Many centuries ago, in India, the first monarch of the province of Malabar gave one of his towns to a chief. He presented this chief with his sword and all the land in the limits of which a cock could be heard crowing from a small temple. This formed a dominion named *Calicoda*, or the cock crowing. It was afterward called Calicut. Here large quantities of cotton goods were manufactured, and were imported into England under the name of Calico. This name is given to white cotton cloth in England, but here in the United States it is applied to nearly all colored or printed cotton cloth. In France what we call calico goes by the name of *Indienne*, and in Italy it is known by the name of *Indiana*, which indicate the source or country from which the method of calico printing was received by Europeans. Calico printing, or calico painting, has for centuries been one of the industries of India, and is very skillfully done. The people of Asia Minor, China, and possibly of Egypt also, were acquainted with methods of printing similar to those of India. Into Europe the art of calico-printing was introduced from India. The French people, who have always been clever and skillful, took to printing cotton cloths, and some towns in France became celebrated for their excellent printed cottons, and have remained so. In 1696 we find the art introduced into England, but did not become an industry of any note until after 1768. The silk-weavers vigorously opposed the introduction of calico, and the government listened to their remonstrances and imposed a heavy duty on Indian calico, and prohibited its importation altogether. In 1720 a new law was passed affecting calico, which forbade anyone to wear the goods. It appears this was done to satisfy the silk and woolen manufacturers. However, the course of time brought about changes, for we observe that ten years later the English Parliament allowed the people to wear and manufacture printed cloth made of cotton weft and linen warp, but fixed a duty of sixpence a yard upon it. After hard labor and much annoyance, permission was obtained in 1774 from Parliament to print an all cotton cloth, but not until 1831 were all the restrictions and oppressive laws repealed and this branch of manufacturing industry left to develop naturally under the management of competent manufacturers. It grew rapidly, and is now a very important industry. Calico-printing was introduced early in the history of this country. We find that as early as 1824 the New England States produced printed cottons to the amount of 60,000 yards a week. The quantity produced in this country is about the same as that of England. We consume more calico for the amount of population than almost any other country in the world.

Summer Flannels.

From the Chicago Dry Goods Reporter.

The amount of summer flannels which have been sold in this market this season has beat anything of the kind heretofore seen. From the South as well as the North, and the Southeast as well as the West, the demand has been strong, and one is led to suppose that very little cotton underwear will be worn compared with previous years. The reason is not far to seek. The past two summers have been cool, with severe fluctuations in the temperature. Cool nights have been universal. Squalls from the Northwest, even in midsummer, have been frequent. This calls for warm clothing, though light, even in midsummer.

The same effect is seen in men's wear all the way through. Flannels stand extremes of heat and cold better than any other class of moderate priced goods. They are therefore favorites, and everybody wants them.

The Same Old Dun.

"Did you tell the grocer that I am not receiving calls of any kind to-day?"

"Yes, sir; but he said as how you ought to appoint a receiver, then."

Prices Current.

UNBLEACHED COTTONS.	
Atlantic A	7
" H	6 1/2
" P	6
" D	6
" LL	5 1/2
Atlanta A A	6 1/2
Archery Bunting	4
Amory	7 1/2
Beaver Dam A A	5 1/2
Berwick L	6 1/2
Blackstone O 32	4 1/2
Black Rock	7
Boot, FF	6 1/2
" C	5 1/2
" A	7 1/2
" PL, 40 inch	8 1/2
Continental, C	7 1/2
" D, 40-in	8 1/2
" E, 42-in	9
" W, 45-in	11 1/2
" H, 48-in	12 1/2
Chapman	4
Cohasset A	7 1/2
Comet	7
BLEACHED COTTONS.	
Amsburg	7
Blackstone A A	8
Beats All	4 1/2
Cleveland	7
Cabot	7 1/2
Cabot, %	6 1/2
Dwight Anchor	8 1/2
" shorts	8 1/2
Edwards	8 1/2
Empire	8 1/2
Farwell	7 1/2
Fruit of the Loom	8 1/2
Fitchville	7 1/2
First Prize	6 1/2
Fruit of the Loom %	8
Fairmount	4 1/2
Full Value	6 1/2
Geo. Washington	8 1/2
HALF BLEACHED COTTONS.	
Cabot	7 1/2
Farwell	7 1/2
UNBLEACHED CANTON FLANNEL.	
Tremont N	5 1/2
Hamilton N	6 1/2
" L	7
Middlesex AT	8
" X	9
" No. 25	9
BLEACHED CANTON FLANNEL.	
Hamilton N	7 1/2
Middlesex P T	8
" A T	9
" X A	9
" X F	10 1/2
DRESS GOODS.	
Hamilton	8
" "	9
" "	10
G G Cashmere	21
Nameless	16
" "	18
CORSET JEANS.	
Biddeford	6
Brunswick	6 1/2
PRINTS.	
Allen, staple	5 1/2
" fancy	5 1/2
" robes	5
American fancy	6
American indigo	5 1/2
American shirtings	4 1/2
Arnold	6 1/2
" long cloth B	10 1/2
" C	8 1/2
" century cloth	7
" gold seal	10 1/2
" Turkey red	10 1/2
Berlin solids	5 1/2
" oil blue	6 1/2
" green	6 1/2
Cochecho fancy	6
madders	6
Eddystone fancy	6
Hamilton fancy	6 1/2
" staple	5 1/2
Manchester fancy	6 1/2
" new era	6 1/2
Merrimack D fancy	6 1/2
" indigo blue	10 1/2
TICKINGS.	
Amoskeag A C A	12 1/2
Hamilton N	7 1/2
" D	8 1/2
" Awning	11
Farmer	12
First Prize	11 1/2
COTTON DRILL.	
Atlanta, D	6 1/2
Boot	6 1/2
Clifton, K	6 1/2
DEMONS.	
Amoskeag	12 1/2
" 9 oz	14 1/2
Andover	11 1/2
Everett, blue	12
" brown	12
SATINES.	
Simpson	10 1/2
" "	18
Cochecho	10 1/2
GINGHAMS.	
Glenarven	6 1/2
Lancashire	6 1/2
Normandie	8
Renfrew Dress	8
Toil du Nord	10 1/2
Amoskeag	6 1/2
" AFC	10 1/2
Persian	10 1/2
Bates	8 1/2
Warwick	8 1/2
CARPET WARP.	
Peerless, white	18 1/2
Peerless colored	21
GRAIN BAGS.	
Amoskeag	17
Harmony	30
Stark	19 1/2
American	17
THREADES.	
Clark's Mile End	45
Coats, J. & P.	45
Holyoke	22 1/2
KNITTING COTTON.	
No. 6	33
" 8	34
" 10	36
" 12	36
No. 14	37
" 16	38
" 18	39
" 20	40
CAMBRICS.	
Slater	4 1/2
White Star	4 1/2
Kid Glove	4 1/2
Newmarket	4 1/2
Edwards	4 1/2
RED FLANNEL.	
Fireman	32 1/2
Creedmore	27 1/2
Talbot XXX	30
Nameless	27 1/2
MIXED FLANNEL.	
Red & Blue, plaid	40
Union R	22 1/2
Windsor	18 1/2
6 oz Western	21
Union B	22 1/2
DOMET FLANNEL.	
Nameless	8 @ 9 1/2
" "	8 1/2 @ 10
CANNVASS AND PADDING.	
Slater, Brown, Black, Slate, Brown, Black.	
9 1/2	9 1/2
10 1/2	10 1/2
11 1/2	11 1/2
12 1/2	12 1/2
Severin, 8 oz.	9 1/2
Mayland, 8 oz.	10 1/2
Greenwood, 7 1/2 oz.	9 1/2
Greenwood, 8 oz.	11 1/2
WADDINGS.	
White, doz.	25
Colored, doz.	20
SILKES.	
Slater, Iron Cross	8
" Red Cross	9
" Best	10 1/2
" Best AA	12 1/2
CORSETS.	
Coralline	40
Shilling's	9 00
SEWING SILK.	
Corticelli, doz.	85
twist, doz.	42 1/2
50 yd, doz.	42 1/2
HOOKS AND EYES—PER GROSS.	
No 1 Bl'k & White	10
" 2	12
" 3	12
No 2-20, M C	50
" 3-18, S C	45
COTTON TAPE.	
No 2 White & Bl'k	12
" 4	15
" 6	18
SAFETY PINS.	
No 2	28
No 3	36
NEEDLES—PER M.	
A. James	1 50
Crowley's	35
Marshall's	1 00
TABLE OIL CLOTH.	
5-4	2 25
" 2 10	3 10

P. STEKETEE & SONS,

JOBBERS OF

Dry Goods and Notions.

We have just received 100 Cases of Boys', Youths', Men's, Misses' and Ladies' Straw Hats in Rush, Chip and Straw, which we offer at Very Low Prices.

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

Cook & Bergthold,

MANUFACTURERS OF

SHOW CASES.

Prices Lower than those of any competitor. Write for catalogue and prices.

67 Canal 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.

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

Level-Headed

Business Men

Use Coupons and put their Business on a

CASH BASIS.

We are the largest manufacturers of Coupons in this country and solicit a trial of either our "Tradesman" or "Superior" brands. Note quotations in Grocery Price Current.

THE TRADESMAN COMPANY, Grand Rapids.

A W N I N G S

AN TENTS.



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

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

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of Staple and Fancy

Dry Goods

Manufacturers of

Shirts, Pants, Overalls, Etc.

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

48, 50 and 52 Ottawa St., GRAND RAPIDS, - - MICH.

The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

Subscription Price, One Dollar per year, payable strictly in advance.

Advertising Rates made known on application. Publication Office, 100 Louis St.

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, APRIL 30, 1890.

The Patrons of Industry hold a county convention at Ionia on Thursday. It is understood that a resolution will be proposed asking the sun to stand still during the deliberations of the convention.

Is the combination of Detroit cracker factories a trust? It has every appearance of being a trust. It has all the machinery of a trust. It has eliminated all local competition, which is the distinguishing feature of a trust. The matter rests with the stockholders and the grocery trade of the State will watch the indicator.

The decision of the Inter-state Commerce Commission, ordering the D., G. H. & M. Railway to desist from making free cartage at Grand Rapids, meets merited denunciation at the hands of the business public and tends to strengthen the feeling at this market that the law is unnecessary and the Commission unduly arbitrary.

St. Clair, Lenox, Richmond, Romeo, Lakeville, Oxford, Ortonville, Goodrich, Flint, Flushing, New Lathrop and Chesaning are very much interested in a railroad between the points named and are urging every reason possible to induce the Michigan Central people to build it. The Vanderbilt system has numerous short lines which do not pay half so well as would the proposed road from St. Clair to Chesaning.

The charter of the Louisiana Lottery is about to expire, and it might seem that this is a good opportunity to put an end to this demoralizing institution. But the managers of the vile concern offer to pay the State half a million a year for a renewal for twenty-five years, and there is good reason to believe that the offer will be accepted. The existence of the Lottery is defended by even decent people in Louisiana on the ground that the State cannot do without the money. Ever since the war it has been all but impossible to make both ends meet—and, thanks to its repeated repudiation of its debts, the State has no power to borrow more. It is pleaded that if the commonwealth is to continue its existence, it must do so by chartering a body of its citizens to defraud and demoralize the people of its own and other states. To most people this will appear a case for applying the retort of Dr. Johnson to the fellow who apologized for a life of infamy by saying, "But I must live!" "Really, I do not see the necessity," replied the staunch moralist. If Louisiana can continue to exist only at such a moral cost as sinks it from the lever of a State to that of a band of pirates, the sooner it extinguishes itself the better.

John T. Snushall, of the Fife Lake Hardware Co., was in town last Wednesday.

Purely Personal.

Walter McBrien is in Chicago for a day or two.

Frank Smith, general dealer at Leroy, was in town last Tuesday.

B. C. Smith, general dealer at Chester, was in town last Thursday.

Mr. Bunker, buyer for the Sullivan Lumber Co., at Sullivan, was in town Monday.

Oscar R. Wilmarth has taken the management of the Grand Rapids Hand Screw Co.

G. W. Hughston, of the firm of Hughston & Read, general dealers at McBain, was in town last Wednesday.

W. S. Spencer, the Petoskey boot and shoe dealer, is in town for a few days, buying goods and visiting friends.

C. K. Buck, of the firm of Buck & Kyselka, grocers at Traverse City, was in town a couple of days last week.

Geo. J. Stephenson, the Bangor druggist was married one day last week to an estimable young lady of that village.

C. F. Walker, general dealer at Glen Arbor, is in town for a few days, on his way home from Milwaukee and Chicago.

Geo. M. Alden, of the former firm of Alden Bros., has taken a position as salesman in the retail department of Foster, Stevens & Co.

Quincy A. Hynes, formerly buyer for Dr. E. H. Lathrop, the Hastings druggist, has purchased the drug stock of Henry Arbour, at Delton.

J. N. Zimmerman, the hickory handle manufacturer of Augusta, was in town a couple of days last week, consulting with his partner, P. J. Coppens.

Fred W. McKinney has resigned the cashiership of the Manistique Bank, being succeeded by W. C. Marsh, formerly teller in the same institution.

Chas. Reitz, of the Chas Reitz Salt and Lumber Co., of Manistee, died of paralysis on the 26th, aged 66 years. It was through his enterprise salt was discovered in Manistee.

Jas. A. Morrison was called to Worthington, Pa., last Tuesday, to attend the funeral of his mother, who died on Monday and was buried Friday. He is expected back to-day.

Harry Matthews, the Chase druggist, and Thos. Heffernan, the Baldwin druggist, spent several days in Chicago last week, taking in the sights of the World's Fair City for the first time.

P. J. Coppens has returned from Tennessee and Alabama, where he spent a couple of weeks in search of pleasure and profit. Mrs. Coppens will tarry at Chattanooga for a month or six weeks yet.

Frank Stone has gone to Columbus, Ohio, to attend a meeting of the crockery jobbers east of Chicago and west of Pittsburg. The main object of the meeting is to organize an association for mutual protection.

Jas. S. Cowan, formerly engaged in the drug business at Sand Lake and this city, but for the past few years engaged in the extract business at Omaha, has returned to Sand Lake and will devote his attention to a trio of farms he owns in that vicinity.

Chas. McCarty, the Lowell grocer, was in town last Friday for the purpose of witnessing "McCarty's Mishaps." It would be interesting to know whether the play reminded him of the mishaps he experienced during his brief courtship with the contracting committee of the P. of L.

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.

FIT FOR

A Gentleman's Table:

All goods bearing the name of

THURBER, WHYLAND & CO.,

or

ALEXIS GODILLOT, JR.

F. J. DETMERTHALER

JOBBER OF

Fresh and Salt

Lake Fish

—AND—

Ocean Fish

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

GRAND RAPIDS.



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,

4 Monroe St.,

GRAND RAPIDS

Call and see them
or send for large,
illustrated catalogue.

S. K. BOLLES.

E. B. DIKEMAN.

S. K. Bolles & Co.,

77 CANAL ST., GRAND RAPIDS, MICH.

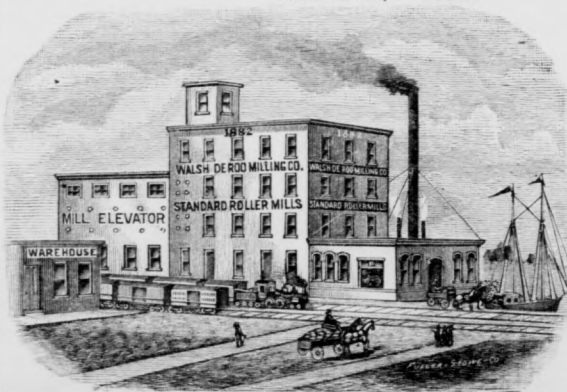
Wholesale Cigar Dealers.

"TOSS UP!"

The "TOSS UP" Cigar is not a competitor against any other 5c brands, but all 10c brands, because it is equal to any 10c cigar on the market.

THE WALSH--DE ROO MILLING CO.,

HOLLAND, MICH.



Daily Capacity.
400 Bbls.

BRANDS:

SUNLIGHT,
DAISY,
PURITY,
MORNING STAR,
HOLEWILD,
DAILY BREAD,
ECONOMY.

SPECIALTIES:

Graham
Wheatens,
Buckwheat Flour,
Rye Flour,
Bolted Meal,
Rye Meal,
Wheat Grits,
Buckwheat Grits,
Pearl Barley,
Oat Meal
Rolled Oats.

CORRESPONDENCE SOLICITED.

P. of I. Gossip.

Pickett Bros. have signed with the Patrons at Wayland.

C. L. Moses has signed the Patrons' contract at Caldwell.

T. Thurston has arranged to open a P. of I. store at Yankee Springs.

Verity & Co. write THE TRADESMAN that they dropped the P. of I. contract two weeks ago.

North Irving correspondence Freeport Herald: "The P. of I. meeting held at the Quigley school house proved a failure."

B. C. Smith, the Chester general dealer, is no longer a contract merchant, having declined to renew his agreement with the Patrons.

Creswell correspondence of Bellaire Breeze: "The Creswell P. of I. has died a natural death and leaves only a few mourners."

Dole & Haynes, the Sparta agricultural implement dealers, declined to renew their contract with the P. of I. on its expiration.

Campbell correspondence Saranac Local: "Patrons of Industry, Canada thistles and Red root are noxious weeds. Look out for them."

THE TRADESMAN wishes to keep its roster of contract dealers as correct as possible and will esteem it a favor to be made acquainted with any inaccuracies in the list.

A Maple Rapids correspondent writes: "Take the name of L. S. Aldrich from your list of P. of I. dealers. He says the Patrons have no regard for their word and he has got enough."

Graafschap correspondence Allegan Journal: "The P. of I. fraternity have been trying hard to organize a society here, but so far have failed. Their speaker gave them lots of taffy the other night, judging from the time he occupied."

North Leighton correspondence Allegan Gazette: A P. of I. lecturer made a feeble attempt to organize a lodge in this vicinity recently, but to no effect. He only secured the names of three, one of those being a boy and one other a person he brought with him."

A Stanton correspondent writes: "Last Saturday Fairbanks & Co. were open and looking hungry for trade from their P. of I. friends, but Monday morning the curtains were down and an examination showed that the better part of their small stock had been packed up and sent out of town during the night. A sheriff was sent in pursuit, with an attachment gotten out by their salesman and a party to whom they owed quite a bill for rent, and now the stock is in the hands of the law. So you can safely cross their name from your list of contract dealers."

Delton correspondence Hastings Banner: "Speaking about P. of I., reminds us that they have not as yet affected Delton's trade. On the contrary, they continue to find it profitable to buy their goods and sell their produce here. One of them, a prominent member, too, about to build a new house, went to the P. of I. store at Cloverdale to figure on a bill of hardware. After getting the figures, and in order to see how closely they came to those of other dealers, who do not pretend to do business on an impossible margin of 10 per cent., he came to Evans & Brooks' here, stating that he had figures from the said P. of I. institution. Mr. Brooks promptly told him that he could not compete with any 10 per cent. profit figures, as he was bound to live,

and live honestly, and couldn't do it on that margin. Being pressed to make the same figures he would to any customer, Mr. Brooks did so, and said he could furnish the desired material for \$7.90. The P. of I. figures were \$9.31 for them. It is needless to say that the P. of I. went away with a wholesome idea on the 10 per cent. question. Now there it is, P. of I. friends. You can draw the lesson without having it hammered in. The same individual got Evans & Brooks' prices on other articles, and found them 10 per cent. below those he said were charged at the Cloverdale P. of I. hardware store."

Another Button Fastener in the Field.

Articles of association will be filed with the county clerk to-morrow providing for the incorporation of the Elliott Button Fastener Co., which has been formed to engage in the manufacture of the Elliott patent button fastener and other novelties in the manufacturing line. The capital stock of the new corporation is \$150,000, \$100,000 of which has already been taken, as follows:

Wm. E. Elliott.....	\$40,000
Dr. Chas. S. Hazeltine.....	15,000
Thos. J. O'Brien.....	15,000
Geo. R. Mayhew.....	15,000
E. A. Lowe.....	15,000

As soon as the balance of the stock is taken—and applications for about \$40,000 of the stock have already been received—the company will lease a factory building and put in machinery suitable for the manufacture of the Elliott automatic button fastener, which is the only machine ever invented which makes its own fasteners, taking the buttons from the hopper and the wire from the spool. The machine has been on exhibition at THE TRADESMAN office for a couple of weeks and everyone who has witnessed its operations pronounces it the perfection of mechanism. Its superiority over the Peninsular, Heaton and Trojan machines is so marked that every shoe dealer who has seen the new machine asserts that he will supplant his present fastener with an Elliott machine as soon as the same is on the market.

As four of the five incorporators of the new company were formerly identified with the Peninsular Novelty Co., which introduced the Ely and Peninsular fasteners, their experience in the business will be of material assistance in directing the operations of the new enterprise.

Fehsenfeld & Grammel,
(Successors to Steele & Gardner.)
Manufacturers of

BROOMS!

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

Playing Cards

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

Daniel Lynch,

19 So. Ionia St., Grand Rapids.

I. M. CLARK & SON.,

Importers and Jobbers of

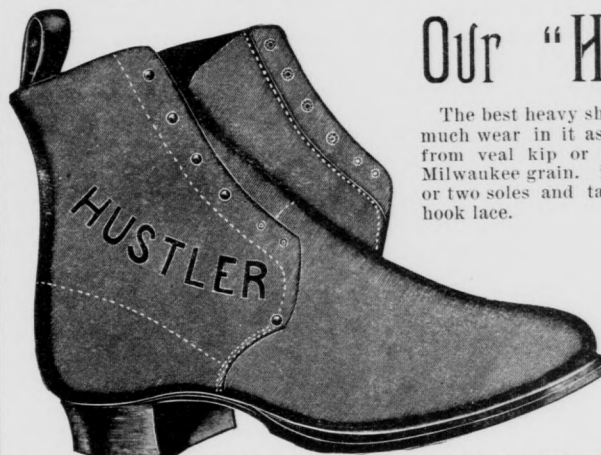
Fine Havana, Key West and Domestic

CIGARS!

Sole Agents for V. Martinez Ybor & Co., "El Principe de Gales" Factory, Key West; Baltz, Clymer & Co.'s "El Mereto" and "Henry Clay" brands;

Celestino Palacio & Co.'s "La Rosa" (full line); Seidenberg & Co.'s "Figaro" and "Knapsack."

We want your trade on Havana and Key West goods and are prepared to give you satisfaction in every instance.

I. M. CLARK & SON.**RINDGE, BERTSCH & CO.,**

Our "Hustler"

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

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

LEMON & PETERS,**Wholesale Grocers.**

SOLE AGENTS FOR

Lautz Bros. & Co.'s Soaps,

Niagara Starch,

Acme Cheese--Herkimer Co., N. Y.

GRAND RAPIDS.

Drugs & Medicines.

State Board of Pharmacy.
 One Year—Geo. McDonald, Kalamazoo.
 Two Years—Stanley E. Parkhill, Owosso.
 Three Years—Jacob Jenson, Muskegon.
 Four Years—James Vernon, Detroit.
 Five Years—Ottmar Eberbach, Ann Arbor.
 President—Jacob Jenson, Muskegon.
 Secretary—Jas. Vernon, 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. Aisdorf, Lansing.
 Sec'd Vice-President—Henry Kephart, Berrien Springs.
 Third Vice-President—Jas. Vernon, 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 East Saginaw, beginning third Tuesday of September, 1890.

Grand Rapids Pharmaceutical Society.
 President, J. W. Hayward, Secretary, Frank H. Escott.
 President, F. D. Kipp, Secretary, W. C. Smith.

Grand Rapids Drug Clerks' Association.
 President, J. W. Allen, Secretary, W. F. Jackson.

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

NEW VS. OLD.

Legal Complications Arising from a Confusion of Firm Names.
 From the Detroit News, April 25.

When Williams, Sheley & Brooks succeeded to the business of the old-established drug firm of Farrand, Williams & Co., it was thought that Mr. Farrand was becoming too old to again enter upon a commercial life, but he has done so and organized a firm of hustlers, which adopted the name of Farrand, Williams & Clark. This was displeasing to the old firm, which complains to the Wayne Circuit Court that the name under which the new firm proposes to transact business is misleading in its character, and asks that an injunction issue restraining the new firm from using the name under which the old house was known for many years. The bill of complaint states that the firm of Farrand, Williams & Co. was organized in 1860, but that it was known as Farrand, Sheley & Co. until 1870, when it was changed to Farrand, Williams & Co. The members of the firm at that time were Alanson Sheley, William C. Williams, Jacob S. Farrand, Harvey C. Clark and Richard P. Williams. On January 25 last, it further says, Jacob S. Farrand submitted a proposition from himself, Jacob S. Farrand, Jr., R. P. Williams and H. C. Clark to pay the other members of the firm—Sheley and Brooks—\$60,000 for their share in the business, or, if that was not satisfactory, the first named members would sell out to the other two for \$120,000. The latter proposition was accepted. One Williams went out and one remained with the old house. The complaint now is that Williams, Sheley & Brooks purchased the good name of the firm when they bought the interests of the outgoing members, and that when the new firm adopts a new name it is misleading and, therefore, injurious. Farrand, Williams & Clark are charged with using a similar style of stationery as the old firm, and also that they are advertising themselves as "the oldest and the youngest drug house in Detroit," and sending out circulars asking for a continuance of the friendly acquaintance with the trade which "has been enjoyed for many years." It is a perpetual injunction which is asked for, and the motion will be heard in a few days.

The above is a concise explanation of the trouble between the two great drug houses as it appears thus far in the courts, but gives no adequate idea of the row that is on hand. The confusion of names has resulted in endless complications, and their adjustment seems impossible save through amicable compromise or judicial finding. A lively fight has been inaugurated, there is plenty of money on both sides, and the go will be to a finish.

A. S. Brooks, in discussing the matter with the *News* this morning, said: "We have considered the situation carefully, consulted Ashley Pond and Wm. P. Wells, who represent us in this matter, and pursuant to their advice have asked for the restraining order referred to. As everybody knows, the old firm was Farrand, Williams & Co. W. C. Williams was the man who advised the organization under such name, and is still

with us. Richard P. Williams, now with the new firm, is a son-in-law of Mr. Farrand, and, though much the junior of Mr. Clark in the business, appears before him in the firm name, the evident purpose being to impress the public with an idea that in dealing with them it is dealing with the old house.

"When we bought out Farrand, Williams & Co. we not only paid them for their stock, but gave them \$20,000 outright for their name and good-will. Immediately they went down on Woodward avenue and organized—not exactly under the old name, but as nearly so as was possible under the circumstances. As they have a Farrand and a Williams in their firm, this may be legitimate, were it not that they take advantage of the suggestions of such name and by other means seek to promote their interests in a manner that would be impossible were our mutual agreement carried out in good faith, as we understand it.

"Now, look at this blue envelope. We were the only drug house in Michigan that used it, and it had grown to the importance of a trade mark. They have adopted as near a *fac simile* as possible, and, in my judgment, invade our territory by so doing. We have used that envelope for forty years.

"Here's an article in THE MICHIGAN TRADESMAN of this month, published at Grand Rapids and widely circulated among the druggists of the State. You see that in this they say that they 'are the oldest representatives of this important commercial industry in Detroit,' while in fact they sold us the good-will of the 'oldest representative,' at a good, round figure. To show how misleading is their title, here is a bill for that very same article sent to us. Our city papers have been fooled in the same way, and mistakes made would be laughable were they not of such importance.

"This is a letter sent to W. Parks, of Reese, Mich. See, it's written on a letter head of Farrand, Williams & Clark, yet it is plainly signed, Farrand, Williams & Co. If that isn't dealing in a commodity that had already been sold, then I can't understand the significance of a contract or read good, plain hand writing.

"This box contains hundreds of letters, every one of them suggested by mistakes or misunderstanding in regard to names. There are enquiries as to which is the successor of the old firm. There are admissions made that orders had been given to the new house which had been intended for us, and even stronger claims, which we propose using in the prosecution of our action."

The Camphor Market.

From the Oil, Paint and Drug Reporter.

The German government has decided to give up the use of camphor as an ingredient of smokeless powder, the cause assigned being the too great volatility of the gum. This would indicate either that some substitute has been discovered by the inventors of the new explosive, or that their experiments have been useless, and that camphor having failed to fill the office expected of it, the introduction of a smokeless gunpowder will have to be postponed, if not finally abandoned. So much secrecy has been observed with reference to all attempts at manufacturing a smokeless powder that no one but the experimenters seem to have had any clear idea of the importance or unimportance of the part played by camphor in the process of making the explosive. If the statement accompanying the announcement that the German government had abandoned camphor is true, the quantity of the gum used in the manufacture of powder heretofore has been much smaller than was generally believed. The report is that instead of 10 per cent. of camphor only $\frac{1}{4}$ of 1 per cent. was used by the German inventors.

Since the rapid rise in the price of camphor was partially attributed to the increased use of the gum by the makers of smokeless powder, it follows that stoppage of consumption for these purposes should result in a corresponding decline in the market values. So far no appreciable decline has occurred, but this might be attributed to the reluctance

of the trade to accept as true the first reports of the abandonment of camphor by those who have been making the new explosive; or it may be that the alleged new outlet had really no bearing upon the advance, and hence, remaining open or being permanently closed, it could have little or no effect upon the subsequent course of the market. Dealers in camphor are inclined to view the recent slight reaction in the market for the crude gum as the result of natural causes, such as usually follow a great rise in the value of any commodity. While undoubtedly they attach the greatest importance to the prospect opened up by the use of camphor in smokeless powder, now that there is ground to believe that the drug will not answer the purpose, they seem disposed to convey the impression to the consuming trade that they never set a very high value on the expected new outlet.

Whatever may be the ultimate effect of this smokeless powder episode upon the camphor market, it is evident no immediate important decline in the price of the refined gum can occur without a considerable loss to the refiners. It is extremely improbable that any marked reduction in values will originate with them, for the reason that not only is their supply of crude for the next six or seven months barely sufficient to meet the most ordinary requirements for consumption, but all the crude gum that has been contracted for to arrive during that period has cost them almost if not quite the equivalent of the present spot market price of refined. Should there be a large consuming demand for the latter this year, much higher prices may be expected. On the other hand, a prolonged continuance of the present dullness of trade will no doubt increase the offerings from second hands, the bulk of whose supplies did not cost anything near present prices and the result would be a decline. Recent offerings from dealers at half a cent below manufacturers' prices might be taken as indicating the beginning of such a downward movement.

The Drug Market.

Citric acid is tending higher. Oxalic acid is still advancing. Balsam capaiba is lower. Spermacetti has again advanced and is very scarce. Gum opium and morphia are steady. Quinine declined, but has again advanced. Gum camphor is easier, but not quotably changed. Gum guaiac has advanced and is very scarce. Oil cubels is lower. Oil peppermint has advanced. Golden seal root is lower. Jalap root is higher. Nitrate silver has advanced. Flax seed has advanced.

IF YOU USE LABELS
 BOXES Etc.,

—WRITE TO—

C. W. Johnson & Co,
 DRUGGISTS' PRINTERS,

44 West Larned St., DETROIT, MICH

—FOR CATALOGUE—

THEY CAN SAVE YOU MONEY

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. WOODRICH & Co. on every label.

CINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists,
 GRAND RAPIDS.

"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.

ACME WHITE LEAD & COLOR WORKS
 DETROIT,
 MANUFACTURERS OF
 LATEST
 ARTISTIC
 SHADES
 OF
 FOR
 Interior
 AND
 EXTERIOR
 DECORATION
 F. J. WURZBURG, Wholesale Agent
 GRAND RAPIDS.

SUSPENDED!



By His "Better Half,"
 TRADE MARK
 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.

Eaton, Lyon & Co.,

JOBBERS OF

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

State Agents for A. J. Reoch & Co.'s
 Sporting Goods.
 Send for Catalogue.

EATON, LYON & CO.,
 20 & 22 Monroe St., Grand Rapids

Wholesale Price Current.

Advanced—Tartaric Acid, Gum Guaiac—po., Oil Peppermint, Jalap Root po., Nitrate Silver, Spermaceti. Declined—Balsam Copaiba, Oil Cubebs, Golden Seal Root—po.

ACIDUM.		TINCTURES.	
Aceticum	80¢ 10	Aconitum Napellis R	60
Benzoeum German.	80¢ 10	Alces	60
Boricum	40¢ 45	Alces and myrrh.	60
Carbolicum	50¢ 55	Arnica	50
Citricum	30¢ 5	Asafetida	50
Hydrochlor	10¢ 12	Atrope Belladonna	60
Nitrosum	10¢ 12	Benzoin	60
Oxalicum	12¢ 14	Bismuth	50
Phosphoricum dil.	14¢ 14	Bismuth	50
Salicylicum	14¢ 14	Bismuth	50
Sulphuricum	14¢ 14	Bismuth	50
Tannicum	14¢ 14	Bismuth	50
Tartaricum	40¢ 42	Bismuth	50
AMMONIA.		Bismuth	50
Aqua, 16 deg.	40¢ 6	Bismuth	50
18 deg.	40¢ 6	Bismuth	50
Carbonas	11¢ 13	Bismuth	50
Chloridum	12¢ 14	Bismuth	50
ANILINE.		Bismuth	50
Black	2 00¢ 25	Bismuth	50
Brown	80¢ 10	Bismuth	50
Red	45¢ 50	Bismuth	50
Yellow	2 50¢ 30	Bismuth	50
BACCÆ.		Bismuth	50
Cubeae (po. 1 60.)	1 75¢ 85	Bismuth	50
Juniperus	80¢ 10	Bismuth	50
Xanthoxylum	25¢ 30	Bismuth	50
BALSAMUM.		Bismuth	50
Copaiba	60¢ 65	Bismuth	50
Peru	60¢ 65	Bismuth	50
Terabin, Canada	45¢ 50	Bismuth	50
Tolutan	40¢ 45	Bismuth	50
CORTEX.		Bismuth	50
Abies, Canadian	18	Bismuth	50
Cassiae	11	Bismuth	50
Cinchona Flava	18	Bismuth	50
Euonymus atropurp.	30	Bismuth	50
Myrica Cerifera, po.	20	Bismuth	50
Prunus Virgin.	12	Bismuth	50
Quillaja, grd.	12	Bismuth	50
Sassafras	12	Bismuth	50
Ulmus po. (Ground 12)	10	Bismuth	50
EXTRACTUM.		Bismuth	50
Glycyrrhiza Glabra.	24¢ 25	Bismuth	50
po.	33¢ 35	Bismuth	50
Haematox, 15 lb. box.	11¢ 12	Bismuth	50
18.	13¢ 14	Bismuth	50
1/4s.	14¢ 15	Bismuth	50
1/8s.	16¢ 17	Bismuth	50
FERRUM.		Bismuth	50
Carbonate Precip.	15	Bismuth	50
Citrate and Quinia.	23¢ 50	Bismuth	50
Citrate Soluble.	80	Bismuth	50
Ferrocyanidum Sol.	50	Bismuth	50
Solut Chloride.	15	Bismuth	50
Sulphate, com'l.	1 1/2¢ 2	Bismuth	50
pure.	7	Bismuth	50
FLORA.		Bismuth	50
Arnica	14¢ 16	Bismuth	50
Anthemis	30¢ 35	Bismuth	50
Matricaria	30¢ 35	Bismuth	50
FOLIA.		Bismuth	50
Barosma	10¢ 12	Bismuth	50
Cassia Acutifol, Tin-	25¢ 28	Bismuth	50
ively.	35¢ 50	Bismuth	50
Salvia officinalis, 1/4s	10¢ 12	Bismuth	50
and 1/8s.	8¢ 10	Bismuth	50
Ura Ursi.	8¢ 10	Bismuth	50
GUMMI.		Bismuth	50
Acacia, 1st picked.	21 00	Bismuth	50
2d	20 00	Bismuth	50
3d	19 00	Bismuth	50
sifted sorts.	18 00	Bismuth	50
po.	17 00	Bismuth	50
Aloe, Barb. (po. 60.)	50¢ 60	Bismuth	50
Cape, (po. 20.)	50	Bismuth	50
Socotri, (po. 60.)	50	Bismuth	50
Catechu, 1s, 1/4s, 1/8s.	1 00	Bismuth	50
Ammoniac	25¢ 30	Bismuth	50
Assafetida, (po. 30.)	15	Bismuth	50
Benzoinum	30¢ 55	Bismuth	50
Camphora	60¢ 65	Bismuth	50
Euphorbium po.	35¢ 10	Bismuth	50
Galbanum	23¢ 00	Bismuth	50
Gamboge, po.	80¢ 85	Bismuth	50
Guaiacum, (po. 60.)	20	Bismuth	50
Kino, (po. 25.)	20	Bismuth	50
Mastic	20 00	Bismuth	50
Myrrh, (po. 45.)	40	Bismuth	50
Opil, (pc. 5 20.)	3 55¢ 35	Bismuth	50
Shellac	25¢ 35	Bismuth	50
bleached.	25 35	Bismuth	50
Tragacanth	30¢ 75	Bismuth	50
HERBA—In ounce packages.		Bismuth	50
Absinthium	25	Bismuth	50
Eupatorium	20	Bismuth	50
Lobelia	25	Bismuth	50
Majorum	25	Bismuth	50
Mentha Piperita	25	Bismuth	50
Vir.	25	Bismuth	50
Rue	25	Bismuth	50
Tanacetum, V.	25	Bismuth	50
Thymus, V.	25	Bismuth	50
MAGNESIA		Bismuth	50
Calcined, Pat.	55¢ 60	Bismuth	50
Carbonate, K. & M.	20¢ 25	Bismuth	50
Carbonate, Jennings.	35¢ 36	Bismuth	50
OLEUM.		Bismuth	50
Absinthium	5 00¢ 5 50	Bismuth	50
Amygdalae, Dulc.	45¢ 75	Bismuth	50
Amygdalae, Amarae	8 00¢ 8 25	Bismuth	50
Anisi	1 90¢ 2 00	Bismuth	50
Aurant Cortex	2 00¢ 2 25	Bismuth	50
Bergamoti	2 80¢ 3 25	Bismuth	50
Cajuputi	90¢ 1 00	Bismuth	50
Caryophylli	1 25¢ 1 30	Bismuth	50
Cedar	35¢ 65	Bismuth	50
Chenopodii	61 75	Bismuth	50
Cinnamonoli	1 35¢ 1 40	Bismuth	50
Citronella	75	Bismuth	50
Conium Mac.	35¢ 65	Bismuth	50
Copalba	1 20¢ 1 30	Bismuth	50

Morphia, S. P. & W.	2 85¢ 3 10	Seidlitz Mixture	25
S. N. Y. Q. & C.	2 85¢ 3 10	Sinapis	18
Moschus Canton.	40	opt.	30
Myristica, No. 1	70¢ 75	Snuff, Maccaboy, De	35
Nux Vomica, (po. 20.)	10	Voes	35
Os. Sepia	35¢ 35	Snuff, Scotch, De. Voes	35
Pepsin Saag, H. & P. D.	2 00	Soda Boras, (po. 13.)	12¢ 13
Co.	2 00	Soda et Potass Tart.	1 1/2¢ 2
Picis Liq, N. C., 1/2 gal	2 00	Soda Carb.	5
doz	2 00	Soda, Bi-Carb.	5
Picis Liq, quarts	2 00	Soda, Ash	3 1/2¢ 4
" pints	2 00	Soda, Sulphas.	2
Pil Hydrarg, (po. 80.)	50	Spts, Ether Co.	50¢ 55
Piper Nigra, (po. 25.)	18	" Myrcia Dom.	2 00
Piper Alba, (po. 35.)	35	" Myrcia Imp.	2 50
Pix Burgun.	7	" Vini Rect. bbl	2 15
Plumbi Acet.	14¢ 15	Less 5c gal, cash ten days.	2 10
Pulvis Ipecac et opii.	1 10¢ 1 20	Strychnia Crystal	3 1/2
Pyrethrum, boxes H	21 25	Sulphur, Subl.	2 1/2
& P. D. Co., doz	30	" Roll	3
Pyrethrum, pv	30	Tamarinds	10
Quassia	8¢ 10	Terebenth Venice	25
Quinia, S. P. & W.	41¢ 46	Theobromae	50¢ 55
" S. German	30¢ 36	Vanilla	9 00¢ 16 00
Rubia Tinctorum	12¢ 14	Zinci Sulph.	7¢ 8
Saccharum Lactis pv.	25		
Salacin	1 80¢ 2 00		
Sanguis Draconis	40¢ 50		
Santonine	4 50		
Sapo, W.	12¢ 14		
" M.	8¢ 10		
" G.	15		
Whale, winter	Bbl. Gal		
Lard, extra	55		
Lard, No. 1	45		
Linseed, pure raw	62		

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,
Gins, 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.

Hazeltine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

GROCERIES.

Wool, Hides and Tallow.

Wools are apparently at bottom, and the goods market is still below it. Manufacturers have no stock, and are free buyers, if holders of wool are willing to let go at prices that they can use it at, which has been the case in many instances to close out the deal of last year, and at heavy loss. Growers are building their hopes on the McKinley bill for high prices the coming season, while dealers have met with heavy losses, or are still holding, and manufacturers and clothiers wish to sell, even at a loss, what goods they have made and have on hand. It is said that nothing but the movement of the goods market can help the situation.

Hides have had a sharp advance, from scarcity, which tanners are loth to pay. They have advanced prices on leather and hold firm. The larger tanners are well stocked, but enough are in want to make the demand good.

Pelts are dull and slow sale, in sympathy with wool.

Tallow is in fair demand, at the old prices.

The Grocery Market.

Sugars are lower again. Package coffee manufacturers have declined their prices $\frac{1}{2}$ c. Canned apricots are higher. Canned peaches are firmer in Baltimore, on account of the high price of dried fruits. Canned squash and pumpkin are virtually out of market, and if jobbers had to purchase anew, to fill their orders, they would be compelled to charge \$1.50, instead of \$1.35. The jelly manufacturers have advanced the price of their product $\frac{1}{4}$ c per lb. Hemp and rape seed are higher. The manufacturers have advanced tubs \$1 per dozen.

"El Puritano" Cigar.

M. Kern, who has covered this territory for the past seven years for Dilworth Bros., of Pittsburg, has just placed on the market a strictly hand-made Havana cigar, which he has designated "El Puritano." He has placed the brand in the hands of three jobbers in this State, whose names are given in the advertisement in another part of this week's paper, and is confident it will meet with a hearty reception at the hands of the trade. If the cigar wears half as well as its father, it will always be in active demand.

E. J. Gillies & Co., New York, are the largest scheme spice and tea house in the world. Write J. P. Visner, agent, 17 Hermitage block, Grand Rapids, for special inducements.

VISITING BUYERS.

W N Hutchinson, Grant
Thos Heffernan, Baldwin
H Matthews & Co., Chase
J L Thomas, Cannonsburg
J B Watson, Coopersville
W H Hicks, Morley
Neal McMillan, Rockford
Hessler Bros., Rockford
Maston & Hammond,
Grandville
A W Fenton, Bailey
Severance & Rich,
Middleville
N Bouma, Fisher
John Graves, Wayland
R G Beckwith, Bradley
E S Botsford, Dorr
C H Deming, Dutton
L M Wolf, Hudsonville
Sevey & Herrington,
Herrington
A H Barber, Saranac
John Gunstra, Lamont
J H Manning, Lake P O
Sullivan Lum Co., Sullivan
Bakker Bros., Drenthe
J H Harrison, Sparta
Mrs J H Bulliment, G'dville
J Hoogstraet, Conklin
L Cook, Bauer
Wm VerMeulen, Beaver Dam
N Harris, Big Springs
Wm Karsten, Beaver Dam
Smallegan & Pickard,
Forest Grove
W S Adkins, Morgan
A Purchase, So Blenden
Field & Ballard, Sparta
N O Ward, Stanwood
F Narrengang, Byron Center
Silas Loew, Burn's Cors
E Young, Ravenna
J L Clark, Big Rapids
B C Smith, Chester
E L Lockery, Keno
Fife Lake Hardware Co.,
Fife Lake
Buck & Kyselka,
Traverse City
W S Spencer, Petoskey
Hughston & Read, McBain
W S Hart, Lake Odessa
Frank Smith, Leroy
Geo Meijering, Vriesland
Pickett Bros., Wayland
E M Smith, Cedar Springs
G S Putnam, Fruitport
H Van Noord, Jamestown
Jno Farrowe, So Blenden
Munger, Watson & Devoist,
Sullivan
J S Toland, Ross
W G Tefft, Rockford
W H Watts, Bowne Center
Eli Runnels, Corning
Geo A Sage, Rockford
E E Hewitt, Rockford
A D Farling, Millbrook
Gilbert Bros., Trent
C F Walker, Glen Arbor

A Question of Correctness.

THE TRADESMAN of last week contained the following statement:

Kalamazoo has seventy-four grocery stores, fully two-thirds of which are conducted by Holland people.

The Kalamazoo Telegraph copied the item and added:

You are wrong in both statements. Kalamazoo has seventy-eight groceries and the proportion conducted by Holland people is not nearly so large as you state.

THE TRADESMAN thereupon enclosed both clippings to its informant, N. J. Whitney, Kalamazoo representative for the Vienna Yeast Co., asking that the matter be thoroughly investigated. Mr. Whitney's reply is as follows:

Regarding the number of grocery stores in Kalamazoo, I was perfectly right. There are just seventy-four grocery stores here and more than half are conducted by Holland people. Since receiving your enquiry of the 24th, I have spent some time looking into the matter, and find that my previous statement to you was absolutely correct.

As Mr. Whitney's business compels him to make a complete circuit of the grocery trade of Kalamazoo every day, THE TRADESMAN insists that its statement was correct and will continue to maintain its correctness until the Telegraph presents something more than an unsupported statement to the contrary.

Four grocery stores is a small matter to quarrel over, but THE TRADESMAN does not propose to permit its reputation for accuracy to be impugned by anyone—much less so good a paper as the Telegraph.

Consolidation of the Detroit Cracker Factories.

The four cracker factories of Detroit—Lawrence Depew & Co., the Vail & Crane Cracker Co., the Morton Baking Co. and the Detroit Cracker Co.—have consolidated under the style of the United States Baking Co. The new corporation has a capital stock of \$2,000,000, of which \$200,000 is paid in, divided among five stockholders in the following amounts:

Lawrence Depew	\$40,000
Geo. M. Vail	50,000
Robert Morton	20,000
Henry B. Copeland	40,000
Wm. S. Crane	50,000

The corporation is officered as follows:
President—Wm. S. Crane.
Vice-President—H. B. Copeland.
Secretary and Treasurer—Lawrence Depew.

The organization has every appearance of being a trust, but THE TRADESMAN hopes—for the good of the trade at large—that such is not a fact.

A Sweet and Wholesome Substitute for Butter.

From the American Analyst.

The cheapness of sugar in England has resulted in an enormous extension of the jam manufacturing business, and the consumption of jam has become almost universal. It is used by the poorer classes as a cheap and wholesome substitute for butter, costing from four to ten cents a pound less. The centers of the jam manufacturing are at London, Glasgow and Dundee. During the season, about 100 tons of soft fruit are made into jam in London each day. Every town of considerable importance has jam factories, the most of these having originated in recent years. Several years ago jam manufacturing began on a small scale in the city of Dundee, in Scotland, and already a single firm, that of Clarke, Nicholls & Coombs, employs over 1,000 hands. There are many firms in the manufacturing centers which turn out as much as twelve tons of jams and preserves a day. During the season of 1887, the single city of Glasgow received daily thirty tons of strawberries, besides large quantities of other fruits from one Scotch valley which lies between Hamil-

ton and Lanark, and from this valley Dundee also draws a large part of its supply. So extensive has this industry become that the factories now consume about two-thirds of the entire small-fruit crop, and they serve, also, as a great stimulus to production. In 1887 there were more than 48,000 acres devoted to small fruits. In the county of Kent there are many growers who plant 100 acres in strawberries alone, and some who plant several hundred. About 50,000 persons in this county alone are engaged in the production of small fruits. The consumption of sugar by England's jam and preserve factories reaches the enormous figures of 300,000,000 pounds annually.

PRODUCE MARKET.

Apples—Golden or Roxbury russets command \$3.50@4 per bbl.
Beans—Dealers pay \$1.40 for unpicked and \$1.50 for picked, holding at \$1.75@18.5 per bu.
Beets—40c per bu.
Butter—The market is easy, except for strictly choice. Creamery is in good demand at 26c. Choice grades of dairy are in fair demand, dealers paying 14@15c and holding at 16@17c.
Buckwheat Flour—\$1.75 per 100 lbs.
Cabbages—Florida stock is scarce and higher, commanding \$4.25 per crate. The cold weather in the South has delayed the maturing of the crop very materially.
Cheese—New full cream stock commands 11½@12c, but the tendency is downward.
Cooperage—Pork barrels, \$1.25; produce barrels 25c.
Cucumbers—\$1 per doz.
Dried Apples—Evaporated are held at 10@11c and sun dried at 5½@6c.
Eggs—Dealers now pay 10c and hold at 11c.
Field Seeds—Clover, mammoth, \$3.50 per bu.; medium, \$3.50. Timothy, \$1.50 per bu.
Honey—Scarce and nearly out of market.
Lettuce—12c per lb. for Grand Rapids grown.
Maple Sugar—8@10c per lb., according to quality.
Malt Syrup—75@85c per gal.
Onions—Green, 20c per doz. Bermuda, \$3 per crate.
Parsnips—60c per bu.
Pieplant—1.75 per crate of 50 lbs.
Pop Corn—4c per lb.
Potatoes—The market is lower all around, no sales having been made during the past week at over 50c per bu. on track. It is quite likely that the price will advance again, but the extreme figures of a few weeks ago are not looked for.
Rushes—35c per doz bunches.
Spinach—75c per bu.
Tomatoes—Early Southern stock commands \$1 per peck (7 qts.) box.
Turnips—25c per bu.
Vegetable Oysters—30c per doz.

PROVISIONS.

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

PORK IN BARRELS.
Mess, new, 13 75
Short cut, 12 50
Extra clear pig, short cut, 14 00
Extra clear, heavy, 14 00
Clear, fat back, 14 00
Boston clear, short cut, 14 00
Clear back, short cut, 14 00
Standard clear, short cut, best, 14 00

SAUSAGE—Fresh and Smoked.
Pork Sausage, 7
Ham Sausage, 9
Tongue Sausage, 9
Frankfort Sausage, 8
Blood Sausage, 5
Bologna, straight, 5
Bologna, thick, 5
Head Cheese, 5

LARD—Kettle Rendered.
Tierces, 7½
Tubs, 7½
50 lb. Tins, 7½

LARD—Family.
Tierces, 6½
30 and 50 lb. Tubs, 8
3 lb. Pails, 20 in a case, 7
5 lb. Pails, 12 in a case, 6½
10 lb. Pails, 6 in a case, 6½
20 lb. Pails, 4 in a case, 6½
50 lb. Cans, 6½

BEEF IN BARRELS.
Extra Mess, warranted 200 lbs., 7 00
Extra Mess, Chicago packing, 7 00
Boneless, rump butts, 7 00

SMOKED MEATS—Canned or Plain.
Hams, average 30 lbs., 9½
" 16 lbs., 10½
" 12 to 14 lbs., 10½
" picnic, 7
" best boneless, 8½
Breakfast Bacon, boneless, 8½
Dried beef, ham prices, 9
Long Clevers, heavy, 6½
Briskets, medium, 6½
" light, 6½

OYSTERS and FISH.

F. J. Detenthaler quotes as follows:

FRESH FISH.
Whitefish, 7½
" smoked, 8
Trout, 6
Halibut, 15
Cliscoes, 4

OYSTERS—CANS.
Fairhaven Counts, 25
Selects, 25
F. J. D.'s, 25
Anchors, 22

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass, 5½@ 6½
" hind quarters, 7 @ 8
" fore, 4½@ 4½
" loins, No. 3, 10
" ribs, 8½
" tongues, 8 @ 10
Hogs, 5½ @ 6
Bologna, 5
Pork loins, 6
" shoulders, 6
Sausage, blood or head, 5
" liver, 5
" Frankfort, 8
Mutton, 9

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK.
Standard, 25 lb. boxes, 8½
Twist, 25, 8½
Cut Loaf, 25, 10

MIXED.
Royal, 25 lb. pails, 8½
" 200 lb. bbls, 8
Extra, 25 lb. pails, 10
" 200 lb. bbls, 9½
French Cream, 25 lb. pails, 11½

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

FANCY—In bulk.
Lozenges, plain, in pails, 11½
" in bbls, 10½
" printed, in pails, 12
" in bbls, 11
Chocolate Drops, in pails, 12
Gum Drops, in pails, 6½
" in bbls, 5½
Moss Drops, in pails, 10
" in bbls, 9
Sour Drops, in pails, 12
Imperial, in pails, 11
" in bbls, 10

FRUITS.
Oranges, Messina, choice, 4 00
" fancy, 4
" Florida, choice, 4 00
" fancy, 4
" Riverside, fancy, 4 25
" Mountain, 4 00
" Wash. Navals, fancy, 4
" Valencia, large, 4

Lemons, Messina, choice, 300, 3 50
" 300, 3 75@4 00
" fancy, 300, 4 00
" 300, 4 25@4 50
Figs, Smyrna, new, fancy layers, 15 @ 16
" choice, 7 lb., 13 @ 14
Dates, frails, 50 lb., 2
" ½ frails, 50 lb., 2
" Fard, 10-lb. box, 10
" 50-lb., 8
" Persian, 50-lb. box, 5½

NUTS.
Almonds, Tarragona, 16
" Ivaca, 15
" California, 14
Brazil, 11
Walnuts, Grenoble, 16
" California, 13
Pecans, Texas, H. P., 11 @ 14

PEANUTS.
Fancy, H. P., Bells, 9
" Roasted, 10½
Fancy, H. P., Suns, 9
" Roasted, 10½
Choice, H. P., G., 8
" Roasted, 9½

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

For Sale by Leading Wholesale Grocers.

Wholesale Price Current.

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

APPLE BUTTER. E. J. Mason & Co.'s goods. 6	CHICORY. Bulk. 6 Red. 7 1/2	GUN POWDER. Kegs. 5 25 Half kegs. 2 88
AXLE GREASE. Frazier's. 82 60 Aurora. 1 75 Diamond. 1 60	COCOA SHELLS. Bulk. 4 @ 4 1/2 Pound packages. 67	HERBS. Sage. 9 Hops. 14
BAKING POWDER. Absolute, 1/4 lb. cans, 100s. 11 75 " 1/2 lb. " 50s. 10 00 " 1 lb. " 50s. 18 75	COFFEE EXTRACT. Valley City. 85 Felix. 1 10	JELLIES. E. J. Mason & Co.'s goods. 6 Chicago goods. 3 1/2
Acme, 1/4 lb. cans, 3 doz. 75 " 1/2 lb. " 2 " 1 75 " 1 lb. " 1 " 3 00 " bulk. 20	COFFEE—Green. Rio, fair. 21 " good. 21 " prime. 23 " fancy, washed. 24 " golden. 23 " Santos. 23 " Mexican & Guatemala. 23 " Java, Interior. 24 " Mandehing. 27 " Peaberry. 22 " Mocha, genuine. 26	LAMP WICKS. No. 1. 30 No. 2. 40 No. 3. 50
Our Leader, 1/4 lb. cans. 45 " 1/2 lb. " 20 " 1 lb. " 1 50	COFFEE—Package. McLaughlin's XXXX. 25 1/2 " in cabinets. 25 1/2 Durham. 25	LICORICE. Pure. 30 Calabria. 25 Sicily. 18
Telfer's, 1/4 lb. cans, doz. 45 " 1/2 lb. " 85 " 1 lb. " 1 50	CONDENSED MILK. Eagle. 7 50 Anglo-Swiss. 6 00 @ 7 60	MATCHES. No. 9 sulphur. 2 00 Anchor parlor. 1 70 No. 2 home. 1 10 Export parlor. 4 00
BATH BRICK. English, 2 doz. in case. 80 Bristol, 2 " 75 American, 2 doz. in case. 70	COUPONS. " per hundred. 2 50 " 1/2 per hundred. 3 00 " 1/4 per hundred. 4 00 " 1/8 per hundred. 5 00 " 1/16 per hundred. 6 00	MOLASSES. Black Strap. 20 Cuba Baking. 24 @ 25 Porto Rico. 30 @ 35 New Orleans, good. 24 @ 28 " choice. 30 @ 35 " fancy. 42 @ 45
BLUING. Dozen Mexican, 4 oz. 30 " 8 oz. 60 " 16 oz. 90	CLOTHES LINES. Cotton, 40 ft. per doz. 1 25 " 50 ft. " 1 50 " 60 ft. " 1 75 " 70 ft. " 2 00 " 80 ft. " 2 25 " 90 ft. " 2 50 " 100 ft. " 2 75	OATMEAL. Muscatine, Barrels. 5 00 " Half barrels. 2 65 " Cases. 2 15 @ 2 25
BROOMS. No. 2 Hurl. 1 75 No. 1 " 2 00 No. 2 Carpet. 2 25 No. 1 " 2 50 Parlor Gem. 2 75 Common Whisk. 1 20 Fancy. 1 30 Mill. 3 25 Warehouse. 2 75	CONDENSED MILK. Eagle. 7 50 Anglo-Swiss. 6 00 @ 7 60	ROLLED OATS. Muscatine, Barrels. 5 00 " Half bbls. 2 65 " Cases. 2 15 @ 2 25
BUTTERINE. Dairy, solid packed. 12 1/2 " rolls. 13 Creamery, solid packed. 13 1/2 " rolls. 14	CANDLES. Hotel, 40 lb. boxes. 10 Star, 40 " 10 Paraffine. 10 Wickless. 25	OIL. Michigan Test. 9 1/2 Water White. 10 1/2
CANNED GOODS—Fish. Clams, 1 lb. Little Neck. 1 20 Clam Chowder, 3 lb. 2 10 Cove Oysters, 1 lb. stand. 1 15 " 2 lb. " 1 95 Lobsters, 1 lb. picnic. 1 75 " 2 lb. " 2 65 " 1 lb. Star. 2 35 " 2 lb. Star. 3 25 Mackerel, in Tomato Sauce. 2 85 " 1 lb. stand. 1 20 " 2 lb. " 2 00 " 3 lb. in Mustard. 2 85 " 3 lb. soured. 2 85 " 3 lb. family. 2 85 " biscuit. 6	CANDLES. Hotel, 40 lb. boxes. 10 Star, 40 " 10 Paraffine. 10 Wickless. 25	PICKLES. Medium. 7 00 Small, bbl. 4 00 " 1/2 bbl. 7 50
CANNED GOODS—Fruits. Apples, gallons, stand. 3 00 Blackberries, stand. 80 Cherries, red standard 1 10 @ 1 20 " pitted. 1 40 Damsons. 1 15 Egg Plums, stand. 1 15 @ 1 35 Gooseberries. 1 00 Grapes. 1 15 @ 1 35 Peaches, yellow, stand. 1 75 @ 1 85 " second. 1 10 @ 1 45 " Pie. 1 00 Pears. 1 25 Pineapples, common. 1 10 @ 1 50 " Johnson's. 2 50 @ 2 75 Quinces. 1 00 Raspberries, extra. 1 75 " red. 1 40 Strawberries. 1 15 @ 1 35 Whortleberries. 75	CANDLES. Hotel, 40 lb. boxes. 10 Star, 40 " 10 Paraffine. 10 Wickless. 25	PIPES. Clay, No. 216. 1 75 " T. D. full count. 1 75 Cob, No. 3. 1 25
CANNED VEGETABLES. Asparagus, Oyster Bay. 85 Beans, Lima, stand. 21 25 " Green Limas. 21 25 " Strings. 20 " Stringless, Erie. 90 " Lewis' Boston Baked. 1 40 Corn, Archer's Trophy. 90 " Morn'g Glory. 90 " Early Golden. 90 Peas, French. 1 68 " extra marrowfat. 21 25 " soaked. 80 " June, stand. 1 40 " sifted. 1 65 @ 1 85 " French, extra fine. 1 50 Mushrooms, extra fine. 2 15 Pumpkin, 3 lb. Golden. 21 35 Succotash, standard. 90 @ 1 40 Squash. 1 10 Tomatoes, Red Coat. 21 00 " Good Enough. 21 00 " Ben Har. 21 00 " stand br. 21 00 Snider's, 1/2 pint. 1 35 " pint. 2 30 " quart. 3 50	CANDLES. Hotel, 40 lb. boxes. 10 Star, 40 " 10 Paraffine. 10 Wickless. 25	PRELIMINARY. E. J. Mason & Co.'s goods. 8 Carolina head. 6 1/2 " No. 1. 5 1/2 " No. 2. 5 1/2 @ 5 1/2 " No. 3. 5 1/2 @ 5 1/2 Japan. 5 1/2 @ 6 1/2
CHEESE. Fancy Full Cream. 12 Good. 11 1/2 Part Skimmed. 9 Sap Sago. 19 Edam. 21 00	CANDLES. Hotel, 40 lb. boxes. 10 Star, 40 " 10 Paraffine. 10 Wickless. 25	RICE. Superior. 3 30 Queen Anne. 3 85 German Family. 3 00 Mottled German. 3 00 Old German. 2 70 U. S. Big Bargain. 2 00 Frost, Pioneer. 75 Cocoa Castle. 3 00 Cocoa Castle, Fancy. 3 36
CHOCOLATE—BAKER'S. German Sweet. 22 Premium. 35 Pure. 38 Breakfast Cocoa. 40 Broma. 37	CANDLES. Hotel, 40 lb. boxes. 10 Star, 40 " 10 Paraffine. 10 Wickless. 25	SNUFF. Scotch, in bladders. 37 Maccaboy, in jars. 35 French Rappee, in jars. 43
CHURNING GUM. Rubber, 100 lumps. 25 " 200. 35 Spruce. 35	CANDLES. Hotel, 40 lb. boxes. 10 Star, 40 " 10 Paraffine. 10 Wickless. 25	SOAP. Detroit Soap Co.'s Brands. Superior. 3 30 Queen Anne. 3 85 German Family. 3 00 Mottled German. 3 00 Old German. 2 70 U. S. Big Bargain. 2 00 Frost, Pioneer. 75 Cocoa Castle. 3 00 Cocoa Castle, Fancy. 3 36

SEEDS. Mixed bird. 4 1/2 @ 6 Caraway. 9 Canary. 3 1/2 Hemp. 3 1/2 Anise. 8 Rape. 6 Mustard. 7 1/2	YOUNG HYSON. Common to fair. 18 @ 26 Superior to fine. 30 @ 40	BOWLS, 11 inch. 1 00 " 13 " 1 25 " 15 " 2 00 " 17 " 2 75 " assorted, 17s and 19s 2 50 " 15s, 17s and 19s 2 75 Baskets, market. 40 " bushel. 1 50 " with covers 1 90 " willow el'ths, No. 1 5 75 " " " No. 2 6 25 " " " No. 3 7 25 " splint. No. 1 3 50 " " No. 2 4 25 " " No. 3 5 00
SALT Common Fine per bbl. 80 Solar Rock, 56 lb. sacks. 27 28 pocket. 1 90 60 " 2 00 100 " 2 25 Ashton bu. bags. 75 Higgins " 75 Warsaw " 35 " 1/2 bu. 30 Diamond Crystal, cases. 1 50 " 28-lb sacks. 25 " 56-lb " 50	SODA. Boxes. 5 1/2 Kegs, English. 4 1/2	GRAINS AND FEEDSTUFFS WHEAT. White. 85 Red. 85 All wheat bought on 60 lb. test. MEAL. Bolted. 1 20 Granulated. 1 30 FLOUR. Straight, in sacks. 4 30 " barrels. 4 50 Patent " sacks. 5 30 " barrels. 5 50 MILLSTUFFS. Bran. 14 00 Ships. 14 00 Screenings. 12 00 Middlings. 15 00 Mixed Feed. 15 50 Coarse meal. 15 50 CORN. Small lots. 42 Car. 38 OATS. Small lots. 32 Car. 30 RYE. No. 1. 45 BARLEY. No. 1. 1 10 No. 2. 1 06 HAY. No. 1. 10 00 No. 2. 9 00 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HIDES. Green. 4 1/2 @ 5 1/2 Part Cured. 4 1/2 @ 5 Full. 5 1/2 @ 6 Heavy steers, extra. 5 @ 6 Dry Kips. 5 @ 6 Calfskins, green. 3 @ 6 " cured. 5 @ 6 1/2 Deacon skins. 10 @ 25 1/2 off for No. 2. PELTS. Shearlings. 10 @ 25 Estimated wool, per lb. 20 WOOL. Washed. 20 @ 25 Unwashed. 10 @ 18 MISCELLANEOUS. Tallow. 3 @ 3 1/2 Grease butter. 1 @ 2 1/2 Switches. 14 @ 2 1/2 Ginseng. 2 00 @ 2 50 Above prices are nominal and for immediate delivery only.
TOBACCO—Plug. S. W. Venable & Co.'s Brands. Nimrod, 4x12 and 2x12. 37 Reception, 2-2-12, 16 oz. 36 Vince, 1x6, 4 1/2 to 10. 30 Big 5 Center, 3x12, 12 oz. 34 Wheel, 5 to 10. 37 Trinket, 3x9, 9 oz. 25 Jas. G. Butler & Co.'s Brands. Something Good. 38 Double Pedro. 36 Peach Pie. 36 Wedding Cake, blk. 35 " Tobacco. 37	TOBACCO—Shorts. Our Leader. 15	PAPER & WOODENWARE PAPER. Curtiss & Co. quote as follows: " Light Weight. 160 " Heavy. 200 Sugar. 180 Hardware. 24 Bakers. 24 Dry Goods. 6 Jute Manila. 8 Red Express No. 1. 5 No. 2. 4 TWINES. 48 Cotton. 22 Cotton, No. 2. 30 " 3. 18 Sea Island, assorted. 18 No. 5 Hemp. 18 No. 6 " 17 Wool. 8 WOODENWARE. Tubs, No. 1. 8 00 " No. 2. 7 00 " No. 3. 6 00 Pails, No. 1, two-hoop. 1 50 " No. 1, three-hoop. 1 75 Clothespins, 5 gr. boxes. 55
TEAS. JAPAN—Regular. Fair. 14 @ 16 Good. 18 @ 22 Choice. 24 @ 28 Choicest. 32 @ 38 SUN CURED. Fair. 14 @ 15 Good. 16 @ 20 Choice. 24 @ 28 Choicest. 30 @ 32 BASKET FIRED. Fair. 20 @ 22 Choice. 25 @ 28 Choicest. 35 @ 38 Extra choice, wire leaf. 40 @ 42 GUNPOWDER. Common to fair. 25 @ 35 Extra fine to finest. 50 @ 65 Choicest fancy. 75 @ 85 IMPERIAL. Common to fair. 30 @ 35 Superior to fine. 40 @ 50 ENGLISH BREAKFAST. Fair. 20 @ 22 Choice. 25 @ 30 Best. 35 @ 40 Tea Dust. 8 @ 10	PAPER & WOODENWARE PAPER. Curtiss & Co. quote as follows: " Light Weight. 160 " Heavy. 200 Sugar. 180 Hardware. 24 Bakers. 24 Dry Goods. 6 Jute Manila. 8 Red Express No. 1. 5 No. 2. 4 TWINES. 48 Cotton. 22 Cotton, No. 2. 30 " 3. 18 Sea Island, assorted. 18 No. 5 Hemp. 18 No. 6 " 17 Wool. 8 WOODENWARE. Tubs, No. 1. 8 00 " No. 2. 7 00 " No. 3. 6 00 Pails, No. 1, two-hoop. 1 50 " No. 1, three-hoop. 1 75 Clothespins, 5 gr. boxes. 55	

Heyman & Co. Serving Dec '16, 1887
Let's your show Case has
arrived in good shape
it is just Splendid
For price and quality it
Knocks 'em all out on first
round Respectfully
M. C. Crawford & Co.

We still continue to sell our
 oval or square front show cases
 with metal corners for
 \$1.80 Per Foot—6 Feet or Over.
HEYMAN & CO., - Grand Rapids.

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.
Allendale—Henry Dolman.
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, Lightstone Bros.
Bellaire—Schoolcraft & Nash.
Bellevue—John Evans.
Big Rapids—A. V. Young, E. P. Shankweiler & Co., Mrs. Turk, J. K. Sharp, A. Markson.
Blissfield—Jas. Gauntlett, Jr.
Brice—J. B. Gardner.
Burnside—John G. Bruce & Son.
Caldwell—C. L. Moses.
Capac—H. C. Sigel.
Carlton Center—J. N. Covert.
Carson City—A. B. Loomis, A. Y. Sessions.
Cedar Springs—John Beucus, B. A. Fish, B. Tripp.
Charlotte—John J. Richardson, Daron & Smith, J. Andrews, C. P. Look, F. H. Goodby.
Chippewa Lake—C. A. Goodsell.
Clam River—Andrew Anderson.
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. Kositschek & Bro.
Evart—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. Crockery.
Gowan—Rasmus Neilson.
Grand Haven—N. J. Braudry & Co.
Grand Ledge—Frank O. Lord.
Grand Rapids—Joseph Berles, A. Wilzinski, Brown & Sehler, Houseman, Donnelly & Jones, Ed Struensee, Wasson & Lamb, Chas. Pettersch, Morse & Co., Famous Shoe Store, Harvey & Heystek, Mrs. E. J. Reynolds, E. Burkhardt.
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., Porter Megan.
Ionia—H. Silver, Wm. Wing, E. S. Welch.
Jackson—Hall & Rowan.
Jenisonville—L. & L. Jenison (mill only).
Kalamo—L. R. Cosma.
Kent City—M. L. Whitney.
Lansing—D. Lehar.
Lake City—Sam. B. Ardis.
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. Jennings.
Lowell—Patrick Kelly.
McBain—Sam. B. Ardis.
McBride's—J. McCrae.
Mancelona—J. L. Farnham.
Manton—A. Curtis, Mrs. E. Liddle.
Marshall—W. E. Bosley, S. V. R. Lepper & Son.
Mecosta—Robert D. Parks, J. Netzorg.
Milan—C. C. (Mrs. H. S.) Knight, Chas. Gauntlett, James Gauntlett, Jr.
Millington—Chas. H. Valentine.
Monroe Center—Geo. H. Wightman.
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.
Orange—Trew & Son.
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, John Bradley.
Shelbyville—Samuel Wolcott.
Shepherd—H. O. Bigelow.
Sheridan—M. Gray.
Shultz—Fred Otis.
Spencer Creek—M. M. Elder.
Spring Lake—Geo. Schwab, A. Bitz.
Springport—Powers & Johnson, Wellington & Hammond.
Stanton—Sterling & Co.
Stanwood—F. M. Carpenter.
Traverse City—John Wilhelm, S. C. Darrow, D. D. Paine.
Vassar—McHose & Gage.
Wayland—Pickett Bros.
Wheeler—Louise (Mrs. A.) Johnson, H. C. Breckenridge.
White Cloud—J. C. Townsend, N. W. Wiley.
Whitehall—Geo. Nelson, John Haverkate.
Williamston—Thos. Horton.
Woodland—Carpenter & Son.
Yankee Springs—T. Thurston.

A Boston wholesale grocer recently sold pepper that he didn't know was adulterated and was fined \$112.20 for the same. He claimed that the goods were made in New York and sold to him as pure pepper.

Greenville—T. E. Johnson has engaged in the retail cigar business.

EGG CASES & FILLERS.

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

No. 1—30-doz. Cases, complete..... Lots of 100. 33 c. Less than 100. 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.

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. & I., C. & W. M. and L. S. & M. S. Rys.

—ALL SHIPMENTS MADE PROMPTLY.—



Putnam Candy Co.

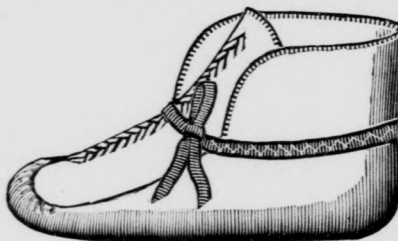
HEADQUARTERS FOR

Oranges,
Lemons,
Bananas,
Figs, Dates, Nuts, etc.

Infants' Genuine Chamois Moccasins.

These goods are all worked in
SILK and WARRANTED NOT TO
SHRINK. Sent post paid for \$2.25
per dozen.

Send for our catalogue and note
our specially low price on Shoe
Dressings.



HIRTH & KRAUSE, 118 Canal St., Grand Rapids, Mich.

FIREWORKS!

Besides our FINE LINE of CANDY, we are agents for the Best ALL COLORED FIREWORKS, and have many specialties in this line on which you can make some money. No old chestnuts to work off. Send for catalogue and get our prices before ordering.

If you want the BEST CANDY put up NET WEIGHT, ask for our goods.

A E BROOKS & CO.,

CODY BLOCK, 158 EAST FULTON ST., GRAND RAPIDS, MICH.



TIME TABLES.

Grand Rapids & Indiana.

THAINS GOING NORTH.

Trains	Arrive	Leave
Traverse City & Mackinaw.....	9:20 a m	7:10 a m
Traverse City Express.....	9:20 a m	11:30 a m
Traverse City & Mackinaw.....	3:25 p m	4:10 p m
From Cincinnati.....	9:15 p m	
Cadillac (Mixed).....	9:15 p m	6:30 p m

Through coaches for Saginaw on 7:10 a m and 4:10 p m train.

GOING SOUTH.

Trains	Arrive	Leave
Cincinnati Express.....	7:15 a m	
Fort Wayne Express.....	11:45 a m	12:25 p m
Cincinnati Express.....	5:30 p m	6:45 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.

Trains	Arrive	Leave
Leave 7:00 a m.....		10:15 a m
11:15 a m.....		3:45 p m
5:40 p m.....		6:00 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 Office, 67 Monroe St., Grand Rapids, Mich.

C. L. LOCKWOOD, Gen'l Pass. Agent.

Detroit, Grand Haven & Milwaukee.

GOING WEST.

Trains	Arrive	Leave
Morning Express.....	12:50 p m	1:00 p m
Through Mail.....	4:10 p m	4:20 p m
Grand Rapids Express.....	10:40 p m	
Night Express.....	6:40 a m	7:00 a m
Mixed.....		7:30 a m

GOING EAST.

Trains	Arrive	Leave
Detroit Express.....	10:10 a m	6:50 a m
Through Mail.....	10:10 a m	10:30 a m
Evening Express.....	3:35 p m	3:45 p m
Night Express.....	10:30 p m	10:55 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. Ry'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. FAISLEY, Gen'l Pass. Agent

MICHIGAN CENTRAL

"The Niagara Falls Route."

Trains	DEPART	ARRIVE
Detroit Express.....	6:45 a m	10:15 p m
Mixed.....	6:50 a m	5:30 p m
Day Express.....	11:55 a m	10:00 a m
Atlantic & Pacific Express.....	10:45 p m	6:00 a m
New York Express.....	5:40 p m	1:35 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. BIGGS, 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.

DRINK

LION
COFFEE

A True Combination of MOCHA, JAVA and RIO.

Picture Card Given
With every pound package. For
Sale everywhere. Woolson Spice Co., Toledo, O.

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

C. R. FLETCHER & CO.
ELECTROTYPERS
Stereo Typers
Photo & Zinc Engraving
Also LEADS, SWGS, BRASS RULE
BOX WOOD, MAPLE, EQUEST
GRAND RAPIDS MICH.

THE DRUMMER'S STRATAGEM.

How a Traveling Salesman Got Even and Gained a Customer.

Take the ordinary man—add to his faith, virtue, and to his virtue, knowledge, and to his knowledge, temperance, and to his temperance, patience, and to his patience, godliness, and to his godliness, brotherly kindness and charity. Then to these ancient and fundamental virtues add certain more modern and superficial ones—a well-dressed and well-mannered personality, a determined but tactful presence, a shrewd insight into human nature, and the ability to tell a capital story. All these before you can have the successful commercial traveler—that characteristic exponent and product of American business methods and business life.

"It is a hard life, that of the drummer," said one, yesterday, to whom thirty years of hard work has given the right to speak with authority. "It's a hard life, but it's an interesting one, and it gives a man a close hold on hard facts and realities. The drummer learns in a hard school, but he does learn, and the lessons pay. What is the first lesson he has to learn? How to manage men; how to approach a reluctant, or an indifferent, or a suspicious buyer, so as to win his confidence and overcome his disposition.

"Experience teaches this better than anything else, though some men learn it more easily than others. I remember when I began to travel as salesman—on my very first trip, I think it was, when I was hardly more than a lad—I had an experience that proved very valuable to me. There was one old fellow on my route who had been known for years as the terror of all traveling men. He was declared to be absolutely the worst-natured, worst-mannered fellow they had met anywhere, but I hadn't even heard of him then, and so I entered his store very confidently and handed him my card. He took it without even glancing at it, tore it into bits and threw the pieces on the floor. 'Now, sir,' he said, turning to me, 'get out of my store.' There were two pretty young girls in the store who did not understand the proceeding, and who looked at me as I walked out as if I were an escaped convict.

"Well, I smarted for several days over that affair, during which time I had made up my mind that I'd even matters up with him if I could next time. So before I started out I had a card made expressly for my good friend. It looked exactly like the one I had used before, only that it was made of tin. When I reached his town I waited until I saw the store pretty well filled with people, and then I walked in, saluted the proprietor and gave him my card. He took it, just as before, glared at me and gave the card a twist. But it didn't fall in bits on the floor this time, and he only succeeded in giving his wrist a wrench and raising a titter among the customers.

"I was nearly out of the door this time, for I really didn't think my life was safe. But he called after me and I went back. 'Come into my office,' he said. I went in, expecting never to come out.

"What did you want to sell me?" he asked.

"Dress goods," I said.

"Well, go on." And I actually sold the old curmudgeon over \$1,000 worth of cloths before I left. For years after—as long as he lived, in fact—he was one of my best customers, and one of the best friends I ever made in my business."

Why Business Was Poor.

Drummer (at Moonshineville, Kentucky)—Good-morning, Mr. Crossroads; how's business?

Store-keeper (disconsolately)—Mighty poor, mighty poor. You see a new store started up in opposition to me, and, of course, I couldn't stand that, so I jest give my friend's th' wink, an' they commenced killin' off his customers; but he had more trade than I kalkerlated on, an' w'en his customers began to shoot back it made a purty even fight, and both sides killed each other off so fast that now there ain't either of us got any customers.

BEACH'S
New York Coffee Rooms.

61 Pearl Street.

OYSTERS IN ALL STYLES.

Steaks, Chops and All Kinds of Order
Cooking a Specialty.

FRANK M. BEACH, Prop.

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.

[Established 1780.]



"LA BELLE CHOCOLATIERE."

W. BAKER & CO.'S REGISTERED TRADE-MARK.

No Chemicals are used in any of *Walter Baker & Co.'s* Chocolate and Cocoa Preparations.

These preparations have stood the test of public approval for more than one hundred years, and are the acknowledged standard of purity and excellence.

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.

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.
January, 1890. S. D. ELWOOD, Treasurer.

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

EXCLUSIVE AGENTS FOR THE KEYSTONE BINDERS' TWINE.

Houseman Block,

Grand Rapids, Mich.

SUGAR

The *Fine Frosting Sugar* now being sold in this market is the finest goods known for frosting fine cakes, and all pastry work, and easily used. To prepare icing, simply mix the sugar with a little warm milk or water to the proper consistency and flavor to taste. No trouble to make, no eggs, no beating or boiling to be done.

The *Fruit Powdered Sugar*, for all kinds of table use, especially for fruit, berries, jellies, etc., and for lemonades and all kinds of summer and winter drinks, has no equal. It dissolves quickly, and when once introduced is always in demand. These Sugars are warranted strictly pure, and sold in pails, half-barrels and barrels by all the wholesale grocers in Grand Rapids.



The Best Fitting & Wearing Stocking Rubber.

GEO. H. REEDER,

State Agent

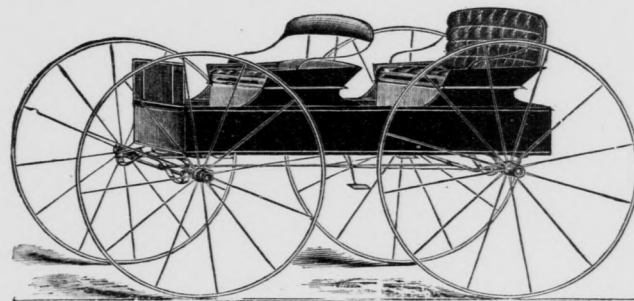
Lycoming Rubbers

and Jobber of

Medium Price Shoes.

Grand Rapids, Mich.

Duplex OR Business Wagon



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

THE BELKNAP WAGON & SLEIGH CO., Grand Rapids.

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.

WM. SEARS & CO.,

Cracker Manufacturers,

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

THE MICHIGAN TRADESMAN.

Ball-Barnhart-Putman Co.,

IMPORTERS AND JOBBERS OF

GROCERIES.

Ionia and Louis Streets,

GRAND RAPIDS - - MICH.

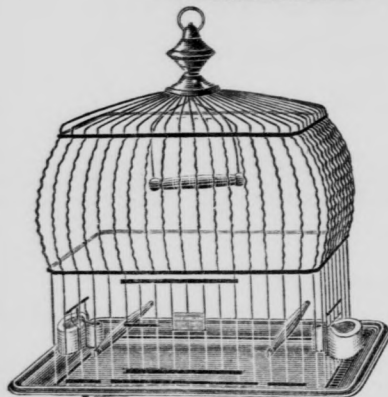
H. LEONARD & SONS, Grand Rapids, Mich.

Headquarters for Seasonal Goods.
ASK FOR PRICES BEFORE PLACING YOUR ORDERS.

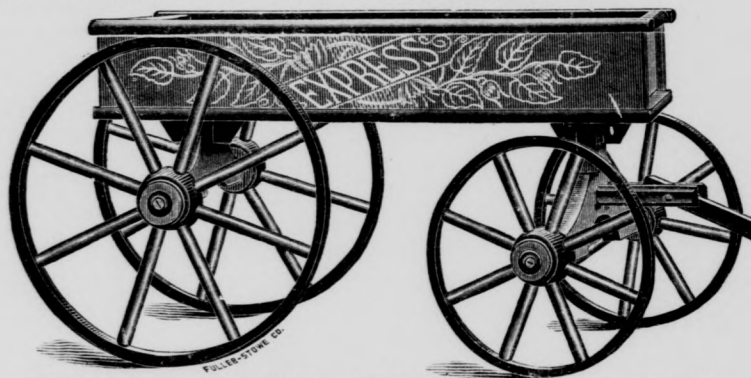
WIRE
DISH
COVERS.

\$4.50 per Dozen
Nests.

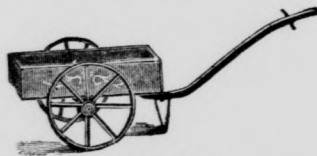
Also a full line of
Glass Dish Covers.



BIRD CAGES—An Endless Variety.



BOYS' EXPRESS WAGONS—All Styles

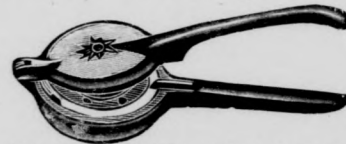


TOY CARTS.



ICE TONGS,

From \$1.00 to \$2.25
Per Doz.



Lemon Squeezers from 80c to \$4.35 doz



SAFETY BICYCLE.



VELOCIPEDES.



GIRLS' TRICYCLES



Ladies' Floral Tools

From \$2 to \$7 per Doz Sets.