

Michigan Tradesman.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, JANUARY 14, 1891.

NO. 382.

ALLEN DURFEE. A. D. LEAVENWORTH.
Allen Durfee & Co.,

FUNERAL DIRECTORS,

103 Ottawa St., Grand Rapids.

Wm. H. White & Co.,

MANUFACTURERS OF

HARDWOOD LUMBER,

Maple, Soft and Rock Elm, Basswood, Birch and Hemlock.

Mills at Boyne City, on Pine Lake, and at Boyne Falls, on the G. R. & I. R'y.
Correspondence Solicited.

BOYNE CITY, MICHIGAN.

How to Keep a Store.

By Samuel H. Terry. A book of 400 pages written from the experience and observation of an old merchant. It treats of Selection of Business, Location, Buying, Selling, Credit, Advertising, Account Keeping, Partnerships, etc. Of great interest to every one in trade. \$1.50.

THE TRADESMAN COMPANY,
Grand Rapids.

BEACH'S

New York Coffee Rooms.

61 Pearl Street.

Five Cents Each for all dishes served from bill of fare.

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

FRANK M. BEACH, Prop.

ESTABLISHED 1841.

THE MERCANTILE AGENCY

R. G. Dun & Co.

Reference Books issued quarterly. Collections attended to throughout United States and Canada.

For Fall painting you have to use a

DRYER

in mixing WHITE LEAD

USE OUR

CROWN JAPAN DRYER.

We call your attention to our CROWN JAPAN DRYER, that we can guarantee equal in every respect to any on the market.

Its points of superiority over all others, are:
1st. It will mix with RAW or boiled oil.
2d. It will dry any paint without tack.
3d. It will dry with a good gloss, thus ADDING a GLOSS to the paint, rather than making it FLAT, as most Dryers do.
4th. It is free from Rosin, and is entirely without sediment, and will not thicken.
5th. It is always reliable and is the STRONGEST LIQUID DRYER in the market.

Put up in one gallon square cans.

Write for special prices.

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

CINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists,
GRAND RAPIDS.

IT WILL PAY YOU
To Buy ALLEN B. WRISLEY'S
GOOD CHEER SOAP.
Leading Wholesale Grocers keep it.

DAVIS' CARBOLIC OIL LINIMENT.

DETROIT, Mich.
Gents—In 1856 I broke a knee-pan in the Providence, R. I., gymnasium, and ever since have been much troubled with severe pains in the knee joint. A few weeks ago I had a very severe attack of inflammatory rheumatism in the same knee, when I applied your Davis' Carbolic Oil Liniment, the third application of which cured me entirely. You have my permission to use my statements as you see fit. I am very thankful for the relief experienced. Yours truly,
ROBT. J. F. ROEHRM, Jeweler.

WILLIAMS, SHELEY & BROOKS

Successors to FARRAND, WILLIAMS & CO.

Beans and Clover Seed

Parties having beans or clover seed for sale will find a purchaser, if samples and prices are right.

We also want

Potatoes and Onions

In ear lots.

We pay highest market price and are always in the market.

W. T. LAMOREAUX & CO.

128, 130 and 132 West Bridge St.,

GRAND RAPIDS, MICH.

OYSTERS

We quote:

SOLID BRAND—Selects.....	24
" " R. F.	22
" " Standards.....	21
DAISY BRAND—Selects.....	22
" " Standards.....	18
" " Favorites.....	16
Standards, in bulk, \$1.25 per gal.	

Mince Meat.

BEST IN USE.

20-lb. Pails.....73c per lb.
40-lb. ".....73c "
2-lb. Cans (usual weight), \$1.50 per doz.

Oranges and Lemons, good stock and cheap.

Choice Dairy Butter, 20c.
Fresh Eggs, 22c.

E. FALLAS & SON

Prop's Valley City Cold Storage,
GRAND RAPIDS, MICH

Eaton, Lyon & Co.,

School Supplies,
Miscellaneous Books
School Books,
Stationery.

Our Fall Line Now Ready

EATON, LYON & CO.,

20 and 22 Monroe St., Grand Rapids.

1890.

Only a year
Leaving us here,
Only a drop from Eternity's ocean,
Thrown from a world by its annual motion
Far out of place,
Gone into space
Forever.

Only one star

Fallen afar
Through the blue depths of ethereal brightness,
Silently moves with aerial lightness:
Faded from sight,
Vanish'd in night
Forever.

Footprints of time,
Grand and sublime,
Point to the goal of terrestrial ending
And, in brief, whither mortality's tending.
Shall we remain
Always the same
Forever?

Echoless year
Gone from us here
Down 'neath the gloom of the fathomless future
Mingled with gaseous, atomless nature.

We shall not sleep,
Vigils will keep
Forever.

H.

UNMASKED AT LAST.

True History of a Pioneer Mercantile Firm.

Written for THE TRADESMAN.

On the shore of a lake which shall be nameless, stood a large, rough-looking building, the lower story of which was occupied as a general store. A narrow, deep and sluggish stream emptied its waters into this lake not more than eight or ten rods distant. Around a bend in the little river, well sheltered by a dense growth of willows, with the forest trees towering above them, was moored a large sail boat of fifty or sixty tons' burden. For many miles back from the lake the country was well settled; that is, a family was located on almost every other quarter-section of land, but the clearings were small. Many of these people were engaged in farming in a small way, others were hunters and trappers and still others were engaged in the manufacture of staves, hoops, shingles and various kinds and sizes of timber, all of which were shipped from the Landing, as the mouth of the stream was called. These shipments were made at certain times of the year when the winds and weather permitted schooners and barges to enter the mouth of the little harbor in order to load.

The firm of Sloan, Ester & Co., which owned the store building, the sail boat mentioned and twenty acres of land around the mouth of the river, had carried on a general mercantile business at this point for five or six years. They purchased almost everything the inhabitants had to sell, sometimes paying in cash, at other times in goods. The head of the firm, Mr. Sloan, was a middle-aged married man, and the two men and Mr. Sloan's wife were all who were ever seen to wait upon customers. Who the "Co." was, or whether it was a myth, no one knew; but it came to be tacitly understood that the parties had another store somewhere in the country. It is sufficient to say that the parties representing Sloan, Ester & Co. were decided favorites with the inhabitants, far and near, and were supposed to be very wealthy. If anyone desired a favor, the firm always seemed ready to grant it, even to loaning sums of money with no

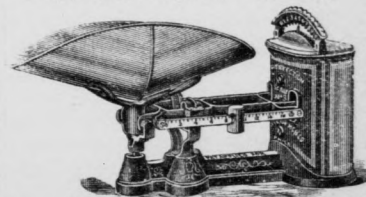
security other than a note of hand. They were so generous and just in all their dealings that it was rarely the case that any person abused their confidence. They never disputed with anyone in anger, nor was it known that they had an enemy. One thing the genial country people could not understand—this was the very retiring nature of those three people who carried on the store. While they were affable and courteous to all, always expressing interest in the health and welfare of their customers, they invited no company to their house except upon occasions when the weather was such that they could be entertained in the open air.

In the cabin of the *Fish Hawk*, as the sail boat was called, two German sailors of uncertain age presided. They had been seen in charge of the boat five years before, and had never been known to be away from it more than a few hours at a time. This boat was their only home. Their kitchen and laundry work was all done by themselves. Whenever the boat moved, they moved with it, usually accompanied by one of the men in the store. These old sailors were hired and liberally paid by the firm. Whether they could speak English or any other language than their native one was doubtful. Their employers always addressed them in German, and, if a stranger spoke to them, with a solemn shake of the head they invariably replied, "Nicht verstehe." During the summer and autumn months, the *Fish Hawk* made frequent trips to Chicago, carrying various kinds of produce and returning with boxes and packages of miscellaneous merchandise.

Although a number of times petitioned to do so, the firm would never accept the office of postmaster, and the postoffice remained two miles distant, on an old state road, at the private residence of a justice of the peace, whither one of the old sailors made weekly trips after letters and papers. At one time in warm weather, the old German carrier, on returning from the postoffice, lost one of the letters. This occasioned great anxiety and commotion at the store. For the first time in years, both of the men left the store at the same time, and both of the sailors left the *Fish Hawk*, all of them turning out to search the entire length of the road. Being unsuccessful in their quest, large rewards were offered for the letter, if returned unopened and in good condition. It was supposed that

Perfection Scale.

The Latest Improved and Best.



Does Not Require Down Weight.

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

a gust of wind had blown it out of the highway. It was afterward brought in by a little girl who said that she had found it while berrying. After carefully questioning the child, and closely examining the letter to see whether it had been tampered with, the offered reward of ten dollars was cheerfully paid for its recovery. The excitement occasioned by the loss of this letter and the generous reward given to obtain it were matters of much comment among the people, and it was not until many months after that their curiosity was gratified.

The subsequent autumn was one of unusual prosperity in this lake region, and the firm of Sloan, Ester & Co. seemed to be coining money. The *Fish Hawk* was on the wing between Chicago and the Landing nearly every day and night during the month of October, and the store was open for business early and late. About daybreak one Sunday morning, a small steam craft flying the United States flag, and which might have been taken for a revenue cutter, was seen heading for the landing. She was carrying a full head of steam and was tearing through the water as if on important business. The two merchants happened to be strolling along the beach. They saw the vessel as she first bore away toward the mouth of the river.

"William," said Mr. Sloan, and he placed his hand on Ester's shoulder, "after all our care and labor, and just as we were about to get away from this excitement and enjoy life, I am afraid we are caught! Say, what shall we do—talk fast—for in less than fifteen minutes that cutter will be inside here."

"James," answered his companion, "put on a bold front—an innocent one, of course—and invite search. They can't prove the first thing, and they will never find the lower vaults. As for the 'queer' in Chicago, I looked after that on the last trip with the *Hawk*. All is safe there. We can't lose very much anyway, and, if they don't hold us, it's all right. Here they come! Invite them in and let us treat them royally. There are no witnesses against us, and thank heaven, every man, woman and child in the county is our friend."

"A few rods further up you will find a better landing, sir," said Mr. Sloan in a loud voice to the captain, as the vessel moved slowly into the mouth of the river, as if about to land. A signal from the captain to the pilot, and the craft continued her course. "Bear a hand, Jacob," said Mr. Sloan, as one of the German sailors came in sight just as a bowline was cast ashore.

The man caught and quickly made it fast while the gang plank was being run out. Four gentlemen, including the captain, then landed and shook hands with Sloan and Ester and enquired if they were the proprietors of the store. Upon being answered in the affirmative and invited to walk in, one of them said, "In my official capacity and acting for the government, it is my disagreeable duty to take possession of this store for the time being, until search can be made for contraband goods."

"All right, sir," answered Mr. Sloan; "we shall place no barrier to your progress and will answer any questions you may see fit to ask." After a thorough search through the buildings and stock—having had free access to all the rooms—and a long consultation among themselves, the officers decided that there

was not sufficient evidence to hold the men, but that they must take possession of the keys to the building and place a seal upon the locks until the time expired in which further evidence could be obtained. This, of course, would close up the store, at all events for a few weeks. All the official work being finished, and the firm allowed to remove their few personal effects and wearing apparel, the officers went on board and the cutter took her departure. Mr. Sloan, his wife and Ester were sitting on a wooden bench outside their late home, watching the course of the cutter as she steamed away. Each was so absorbed in his own thoughts that few words had been said. It all appeared like a dream from which they had awakened to find it reality. Mr. Sloan looked toward Ester and laughed.

"Well," said Ester, soberly, "I don't see where the laugh comes in."

"Why, the fools never asked us if we had a boat of our own. It might have been worse for us, you see, if they had walked around the bend and caught the *Fish Hawk*. We should then have been without a roof to cover us and dependent upon our neighbors. And how about the goods you brought from Chicago day before yesterday, which, with the exception of one bag of coffee, are all on board yet. No seal is on these goods, and it won't be a criminal offence, as they belong to us and are paid for with good money, if we take them with us, will it? We must now remove these few goods on board the boat and to-night we will leave here forever. It will not do for us to take any chances in face of the evidence they will surely find against us. I am thinking," laughed Mr. Sloan "of our balance sheet of 'good luck vs. bad luck.'"

"I shall make that balance sheet look better than it does before we leave to-night," answered Ester. "I shall gain access to that store and get into those lower vaults. You know we have \$15,000 in good money there"—here the man arose and looked carefully in all directions—"well you know what else we have got there. Now, the question is, 'What shall be done with it?'"

"It is no crime to carry it with us," said Mr. Sloan, "and it may be good policy to carry it somewhere and bury it a few feet under ground."

"All right," replied Ester. "A little after dark, then, I will get it aboard the boat."

It was eleven o'clock on that eventful night when the *Fish Hawk* moved, with hardly a sound, out into the broad lake. We shall never know the thoughts of the honest old German sailors at what they were witnessing, but Sloan and Ester had assured them before leaving that it was for the last time and that, if they continued as faithful as heretofore, they should never want for home or friends and should always be kept with them and supplied with every comfort, even should they live to an age when incapable of labor.

"Do you leave the old home with any regrets, Will?" enquired Mr. Sloan of his companion, as they stood upon the deck together.

"Only this," was the answer, "that we were not permitted to quietly remain until next spring. It would have added \$25,000 more to our coffers. I have removed everything, both good and bad, from the lower vaults and transferred it

STANDARD OIL CO.,

GRAND RAPIDS, MICH.

Dealers in Illuminating and Lubricating

-OILS-

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave.

BULK STATIONS AT

Grand Rapids, Big Rapids, Cadillac, Grand Haven, Ludington, Howard City, Muskegon, Reed City, Manistee, Petoskey, Allegan.

Highest Price Paid for Empty Carbon and Gasoline Barrels.

BALL-BARNHART-PUTMAN CO.,

Tea, Coffee & Spice Department

THOMAS FERGUSON, Manager

Hit the Nail on the Head

By Handling Goods of Standard Purity and Strength, such as

Absolute Tea,

Absolute Spices,

Absolute Baking Powder.

One Trial will convince you of their Superiority. Manufactured only by

TELFER SPICE COMPANY,

GRAND RAPIDS.

LEMON & WHEELER COMPANY,

IMPORTERS AND

Wholesale Grocers

GRAND RAPIDS.

to the *Hawk*; consequently, should those vaults ever be discovered, no proof will be left against us of any crookedness. Of course, I could have placed a slow match in the basement—I did think of it—and destroyed every vestige before morning, but I consider it one of the most despicable of all crimes to destroy valuable property wantonly when there are so many in the world who are suffering from the want of it. I shall never get so bad as that, Jim."

"Our ideas are much the same on such subjects, Will," replied Mr. Sloan, "and I am pleased that it is so. The old store has done well for us, and if we now succeed in covering up all traces of our crooked transactions in the past, we shall have no disposition to repeat them; and we shall meet with a cordial reception as we pass out into the busy world, and no questions will be asked as to whether we inherited our wealth from some ancestor, or delved deep into the mines of Golconda for it. Whatever may be said against us by those revenue officers or others will never wholly eradicate the good opinion of the inhabitants in that region who have known us so long and intimately. Many of them have been the truest friends we ever had and I regret leaving them without a hope of ever meeting them again. If we all live to reach Brazil it is not probable we shall ever care to visit North America again. My wife is delighted that circumstances compel us to go at once. The constant anxiety and strain upon her nervous system for years past, caused by our peculiar situation in business life, is undermining her formerly robust constitution, and now she looks forward to quiet happiness. For years every stranger's voice has caused her cheeks to blanch, and the rustle of a leaf was the silent step of an officer to arrest us. She knows that she will find in Brazil an intelligent class of her own country women with whom she can associate, while here she has had no society whatever. We carry with us a large number of small notes of hand aggregating over \$500, but what is that amount to us when we think of the benefits it will confer upon thirty or forty families who are very poor in this world's goods. When we think of the thousands which we take with us, it will be a pleasure, Will, to witness these notes go up in smoke."

"Ha, ha!" laughed Ester, "that's a good one, Jim, but, then, you always were good in making a 'virtue of necessity.' Let us go to the cabin—the night air is cold—and we will continue the conversation." And the two partners went below. "I was going to ask you," continued Mr. Ester, "what amount is yet on the books uncollected?"

"Very little, indeed," answered Mr. Sloan. "I had nearly all in notes of hand or cash. And this reminds me of a question," he continued. "Did you never think what a strange view society takes in regard to the wealthy ones composing it? How careful it is to make no enquiries about the source whence wealth is obtained? It is more likely to ask, 'How much money has he?' than to ask, 'Is he an honorable man?' There is so very little place in the world for strict honesty and uprightness unless wealth is a partner therewith, and, as a rule, the public have no sympathy with poverty. It is regarded almost a crime to be poor. In the most aristocratic society it is quite the rule to say of a man, 'He

is a well-educated gentleman and a man of whom any community would be proud if he had any faculty to accumulate property, but he seems to have been born without any 'capacity' and has no business tact.' This means simply that he is honest and won't steal. Bah! The very ones who talk like that are rascals at heart. As one of my best friends once said to me, 'This world is h—l for a poor man.' Such ideas are held by what is termed 'the best society.' It offers a premium for crime, which is to be regretted."

"Well," replied Mr. Ester, "in regard to ourselves, we have indirectly wronged a few men; but our little errors in morals have been transactions with the general government and with men holding our own ideas of obtaining wealth. Henceforth, we shall probably do business on a different basis."

It was a cold, starry night at the early hour of 2 o'clock, a. m., when our friends concluded to retire to rest. The *Fish Hawk* was heading south on Lake Michigan. Whether she reached her destination we have yet to learn. It is the last I ever saw of those on board, with the exception of one of the old German sailors, who was very reticent concerning everything beyond giving an account of the conversation he overheard that night. He told me they were all alive and well, that he was, when I saw him, strictly on business and would surely return and spend the balance of his days with them.

My cousin is a detective in the service of the government. A few years ago, he was called upon to unearth a gang of counterfeiters whose headquarters was supposed to be Chicago. Large sums of counterfeit silver were finding their way into circulation, and were believed to come from that city. It was twenty-five, fifty and \$1 pieces only and so well executed as to have passed through many of the national banks unquestioned. It was assayed and found to be the most dangerous counterfeit coin ever made. It would be a criminal act for me to make its composition public, and the reader will, therefore, excuse the omission. It took over eight months to unearth and break up the gang, or rather company, for it was, in truth, a joint stock company. The spurious coin was all made at one place but was kept stored in the hands of "agents,"—men who were supposed, by the community in which they lived, to be most respectable persons,—in half a dozen places in the country, to whom orders were sent by mail to deliver certain sums in certain denominations to the persons therein named, at places mentioned, for which the party was to pay a stipulated price on delivery. The business was managed by ten agents selected from the stockholders, who met once in four months, but never twice in the same place, for the transaction of the business. All their books and accounts were kept in cipher, and all letters were written in the same mysterious characters. We sometimes hear of "honor among thieves" and, if the adage was ever true, it must have been so with this criminal company, as the books and papers found indicated such a condition. So far as known, all of the stockholders were highly educated, respectable and honorable men in every other particular. For obvious reasons—and, also, probably, a few bounden oaths

[CONTINUED ON FOURTEENTH PAGE.]

THE PUTNAM CANDY CO.,

Wholesale Manufacturers.

Fruit and Nut Jobbers.

ASK FOR PRICE LIST.

CHANGE IN FIRM.

Grand Rapids, Dec. 24, 1890.

The firm of Hawkins, Perry & Co. has been this day dissolved, Geo. R. Perry retiring. The business will be continued by the remaining members of the firm, Lewis E. Hawkins and Wm. L. Freeman, under the style of Hawkins & Company.

Bespeaking for the new firm a continuance of the kindly patronage accorded the house in the past and wishing our patrons a happy and prosperous New Year, we are

Yours Truly,

HAWKINS & COMPANY.

RINDGE, BERTSCH & CO.,

12, 14 AND 16
PEARL ST.
GRAND RAPIDS,

Ask our salesmen to call and see our improved and new lines of Men's, Boys' and Youth's Shoes for Spring trade.

We are making the best lines for service offered by any one.

Our river goods lead all others. We carry a full line of jobbing goods and offer most everything at old prices.



Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

Dress Goods, Shawls, Cloaks,
Notions, Ribbons, Hosiery,
Gloves, Underwear, Woolens,
Flannels, Blankets, Gingham,
Prints and Domestic Cottons

We invite the attention of the trade to our complete and well assorted stock at lowest market prices.

Spring & Company.

AMONG THE TRADE.

AROUND THE STATE.

Reed City—Merritt N. Witherell has opened a hardware store.

Manistee—J. Zimmer, of the drug firm of J. Zimmer & Son, is dead.

Monroe—Geo. Eisenmann has sold his harness stock to Fred. Sturm.

Coldwater—F. T. Eddy succeeds Eddy & Hanley in the cigar business.

Big Rapids—W. D. Moody has sold his livery business to Joseph Barton.

Charlevoix—Geo. Burns succeeds Burns & Stevens in the livery business.

Charlotte—G. V. Collins & Son succeed G. V. Collins in the drug business.

Flint—O. A. Marsh is succeeded by Bush & Jennings in the meat business.

Cross Village—Shurtleff Bros., general dealers, have put in a hardware stock.

Fenton—C. Feekensecker has sold his dry goods stock to E. C. Foote, of Detroit.

Milan—Stimson Bros. succeed Chas. Gauntlett in the boot and shoe business.

Saginaw—Christian Henning has sold his grocery stock to Steinart & Luellman.

Detroit—Isaac Boasberg succeeds Moses A. Lipsitz & Co. in the clothing business.

Kalamazoo—Weber Bros. succeed C. Weber & Son in the boot and shoe business.

Au Sable—Samuel Solomon succeeds J. Solomon & Son in the merchant tailoring business.

Saginaw—James Stinson is closing out his crockery stock and will retire from business.

St. Ignace—S. A. Wilson has sold his grocery stock to Conrad Bros. and retired from trade.

Grawn—Dohm Bros. are building a sawmill, which they expect to have in operation by Feb. 1.

Grand Ledge—W. R. Billings succeeds Billings & Campbell in the agricultural implement business.

West Bay City—Morrison, Rie & Co. are closing out their grocery stock and will retire from business.

Saginaw—Abner C. Hardin, of the firm of Brand & Hardin, manufacturers of flour, salt and shingles, is dead.

Saginaw—Robert Young purchased the merchant tailoring stock of Sherman & Blaise at U. S. Marshall's sale for \$453.

Stanton—F. W. Stevenson & Co. have opened a branch of their Ionia dry goods stock here, placing it in charge of A. G. Markham.

Detroit—E. J. Robinson, H. H. Ruckman and S. S. Smith have incorporated as the E. J. Robinson Lumber Co., with \$8,000 capital.

Flint—D. D. Aitken has retired from the firm of Geo. T. Warren & Co., manufacturers of cigars. The firm name remains the same.

Levering—It is reported that F. L. Burger and M. C. Crandall will consolidate their stocks here and also put in a branch store at Cross Village.

Cadillac—Morris Black has purchased a half interest in the grocery and bakery firm of E. D. Dunham. The new firm will be known as Dunham & Black.

Ionia—J. F. Hammell has sold an interest in the Hammell Cigar Co. to P. J. Hammell, of Howell. The working force will be immediately increased.

Owosso—James M. Tobin has opened a paint, oil, varnish and wall paper stock in one of the stores in the new Jackson block. He was formerly with Boydell Bros., at Detroit.

Detroit—The Western Knitting Mills has incorporated, with \$100,000 capital. William C. Yawkey, M. W. O'Brien, H. C. Moore, N. Maddock, C. S. Chapman and D. L. Robbins are the stockholders.

Coopersville—W. D. Reynolds announces his intention of closing out his grocery stock. Warren appears to have an aversion to staying long in one town, having made three changes in as many years.

Belding—Will Day, of the drug firm of Ives & Day, paid the costs in the case brought against him by the attorney of Board of Pharmacy and agreed to apply for registration at the next meeting of the Board.

Hersey—Upon complaint of Jas. H. Kinnane, attorney for the State Board of Pharmacy, Richard Kincaid was brought before Justice Dexter, last Saturday, charged with selling drugs without being a registered pharmacist or a registered assistant. He plead guilty and was fined \$10 and costs.

Stanton—E. D. Hawley has sold a half interest in his drug and grocery stock to W. H. Owen, and the firm will hereafter be known as Hawley & Owen. Mr. Owen has been employed by Mr. Hawley for years past as prescription clerk and is well known to the patrons of the store as an energetic and affable business man.

MANUFACTURING MATTERS.

Manton—Frank Rose's new sawmill, in Colfax township, has begun operations on hardwood.

Orville—R. Lyman is building a circular sawmill of 30,000 feet daily capacity, which will be stocked by Newton Bros.

Gladwin—The shingle mill of W. B. Tubbs & Co. is cutting 32,000 shingles daily. J. H. Cook will start a sawmill here soon.

Newaygo—The total sales of the Converse Manufacturing Co.'s store during 1890 show an increase of \$32,000 over the previous year.

Lexington—Fead & Son, the millers, have suspended operations until they can move into a larger factory and have additional facilities for carrying on their business.

Moline—Hon. E. N. Bates has purchased the interest of B. Gilbert in the general merchandizing firm of B. Gilbert & Co. The new firm will be known as Bates & Trautman.

Evart—Wm. L. Norris, of Edmore, has entered into an agreement with John McManus to operate his foundry and machine shop, the new firm to be known as McManus & Norris.

Detroit—Alfred A. Gray, Fred B. Gray, C. L. Williams, Fred B. Potter and C. W. Fox have incorporated the Michigan Upholstering and Furniture Co., with a capital of \$25,000, \$18,000 of which is paid in.

Lucas—J. L. Littlefield, of Farwell, started camp near here a week ago, where he will cut 1,500,000 feet of white pine, and the same quantity of hemlock. The logs will be railed to Farwell, and manufactured at his mill.

Belding—H. P. Whipple has arranged to remove his sawmill from South Boardman to this place, the Hall Bros. Manufacturing Co. having contracted to furnish him with 2,000,000 feet of logs yearly for five years. Both lumber and lath will be manufactured.

ESTABLISHED 1872.



MORRIS H. TREUSCH
WHOLESALE TOBACCONIST
 COR. MONROE & IONIA STREETS.
 DIRECT IMPORTER OF
 HAVANA AND KEY WEST CIGARS

Grand Rapids, Mich. July 24 1886

E. A. Stow and Bro
 Grand Rapids M
 Dear Sirs:-

If I ever had any doubts regarding the value of your paper as an advertising medium, the recent publication of the Grand Rapids cigar advertisement in The Tradesman dissipated my doubts completely. I have received over two hundred letters of inquiry and fully one hundred volunteer orders in response to the advertisement as soon as I can complete arrangements to get the cigars fast enough to fill orders, I shall again avail myself of the use of your columns, publishing a complete list of the dealers who are handling the goods.

Yours Truly
 Morris H. Treusch

Sherwood Nitch
 May 1/88

The Michigan Tradesman
 Grand Rapids M
 Sirs

Kind 1.00 herein postal note
 for payment in full of yours of
 4/28-

Yours ve
 W. R. Maudig's Admis

W. R. M.

I had an adv- in your daily of Detroit, four weeks and I have not had one fourth as good results as I had for four weeks ad in your weekly paper. It proves to me that you have a good circulation in Michigan.
 W. R. M.

GRAND RAPIDS GOSSIP.

E. J. Ward has arranged to open a grocery store at Marquette. I. M. Clark & Son furnished the stock.

A. Mulder & Sons have sold their grocery stock at 36 West Leonard street to E. L. Smith, who will continue the business.

B. Doyle & Son have removed their grocery stock from the corner of Fifth avenue and Center street to 699 South Division street.

The Western Plaster Agency has reduced the price of land plaster from \$3 to \$2.50 per ton and stucco from \$1.25 to \$1 per barrel in car lots.

The Priestly Express Wagon and Sleigh Co. will introduce a new feature the coming season—the manufacture of door and window screens. It is expected that from 5,000 to 10,000 dozen will be turned out.

T. Stewart White and Thos. Friant have purchased of S. H. Raymond his one-quarter interest in the Raymond carpet sweeper patents and contemplate joining with Wm. B. Remington, Fred E. Remington and E. J. Horton in the manufacture of sweepers.

Hawkins & Company are congratulating themselves over a streak of good luck which came their way in connection with the Holt & Co. failure, at Muskegon. The firm uttered three chattel mortgages on their stock, aggregating nearly \$1,800, filing them in the township of Muskegon, where the store was located.

An inventory of the stock revealed only about \$1,200 assets, which was not particularly encouraging for the unsecured creditors. Hawkins & Company belonged to the latter class, and conceived the idea of attaching the stock from the city end of Muskegon, on the ground that Holt lived within the city limits, albeit the store was over the line. Within a couple of days thereafter they were in receipt of a check for their \$450 claim and the mortgages were then filed with the city clerk.

S. K. Beecher, grocer at the corner of Jefferson and Wealthy avenues, recently uttered a chattel mortgage to W. R. Keasey for \$1,400, for alleged borrowed money, subsequently giving a second mortgage to S. M. Lemon for \$1,488, as trustee for the Lemon & Wheeler Company, Musselman & Widdicomb and several other local creditors. Mr. Lemon accepted the trust under a misapprehension of the facts in the case, and after he had time to consider the situation, concluded to attach the property at the corner of Jefferson and Wenham avenues, purchased by Beecher several months ago, but deeded to his mother the day after the filing of the mortgages. It is not unlikely that he will also attack the Keasey mortgage on the ground of fraudulent intent. As Beecher advised with his creditors before purchasing the Wenham avenue property, stating at the time that the payment of \$1,700 was made from the profits of his business, there is every indication that the attachment will be sustained by the court.

Pliny Watson, President of the Woolson Spice Co. and senior member of the wholesale grocery firm of Pliny Watson & Co., at Toledo, died on the 5th. The deceased was 47 years of age and a man of tremendous energy, having acquired a competence and won a commanding position in the commercial circles of Toledo.

Muskegon Notes.

MUSKEGON, Jan. 12.—Wm. B. Kieft, formerly engaged in the lumber business here, succeeds G. Amlotte as city salesman for the Muskegon Cracker Co.

The Nelson Piano Co. has let the contract for the construction of its factory at the Heights to Jacob Olson and Barnett & Shelhas for \$8,000. The contract calls for the completion of the building by April 1.

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—CLEAN STOCK, COMPRISING HARDWARE, groceries, crockery, harness and general Ironbarn's supplies. Stock will inventory from \$12,000 to \$15,000. To a purchaser with a considerable quantity of cash, a great bargain will be given. Pipp Bros. & Martindale, Kalamazoo, Mich. 124

FOR SALE—A CLEAN GROCER STOCK AT HART. County seat of Oceana County the Banner fruit belt. Will invoice at about \$1,200. Good reasons for selling. A crisp snap for a live man. Sanford & Henwood, Hart, Mich. 172

FOR SALE—WELL-SELECTED DRUG STOCK, INVENTORYING ABOUT \$1,200, situated in good country town of 500 people. Reason for selling, proprietor has other business. Address No. 173, care Michigan Tradesman. 173

FOR SALE—SPOT CASH CLOTHING AND MEN'S FURNISHING GOODS stock in live factory town of 2,000 people. No competition. Expenses light. For particulars write to M. J., 437 West Kalamazoo avenue, Kalamazoo, Mich. 170

FOR SALE—WELL-SELECTED DRUG STOCK AND NEW FIXTURES in desirable location in this city; will sell at invoice on reasonable terms; reason for selling, owner has other business. L. M. Mills, 54 South Ionia street, Grand Rapids. 135

FOR SALE—CLEAN STOCK AND BEST COUNTRY TRADE in Michigan. Beautiful new store and cottage for sale at half price. Post office and railway ticket office goes with store. Terms easy. Reason for selling, must retire from business. No. 159, care Michigan Tradesman. 159

FOR SALE—A COMPLETE DRUG STOCK AND FIXTURES; stock well assorted can be bought at a bargain. Address for particulars S. P. Hicks, Lowell, Mich. 124

WANTED—I HAVE SPOT CASH TO PAY FOR A general or grocery stock; must be cheap. Address No. 26, care Michigan Tradesman. 26

FOR SALE—FULL LINE OF GROCERIES, INCLUDING 150 bushels first class potatoes in a good location. Will sell cheap for cash. Enquire of Wm. Druke, 16 Crescent avenue. 166

FOR SALE—A FIRST CLASS FRUIT AND CONFECTIONERY store. Best location in the city. A well-worked-up wholesale and retail trade. Good reason for selling. Capital, stock and fixtures, about \$800. Address S. S. Mittenhals, 204 East Main Street, Kalamazoo, Mich. 176

SITUATIONS WANTED.

WANTED—SITUATION BY REGISTERED GRADUATE of the School of Pharmacy of the University of Michigan. Four years experience. German. W. C. Kirchgessner, Ph. C., 84 Canal St., Grand Rapids, Mich. 177

WANTED—POSITION BY REGISTERED PHARMACEUTIST. Four years practical experience. City preferred. Address Box 149, Hastings, Mich. 178

WANTED—SITUATION IN OFFICE BY YOUNG lady of 20, who has had the advantage of collegiate education; does not write short hand, but is good penman; wages of so much an object as a pleasant place to work. Address Z, care Michigan Tradesman 122

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 its effectiveness. Send for sample order, which will be sent prepaid on receipt of \$1. 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 Sutfitt Coupon Pass Book Co., Albany, N. Y. 564

FOR SALE—CLEAN DRUG STOCK, SITUATED ON best retail street in Grand Rapids. Expenses small good paying patronage. Address No. 162, care Mich. Tradesman. 162

F. J. DEYENHALER

JOBBER OF

Bulk and Canned

OYSTERS,

And Fresh and Salt

Lake Fish & Ocean Fish

Mail Orders Receive Prompt Attention.

See quotations in another column.

GRAND RAPIDS.

BANKRUPT SALE

Of Sporting Goods.

Having bought the entire stock of **Spalding & Co.,** 100 Monroe St., of the assignee, it must be sold out at once at way below wholesale prices. Avail yourselves of this opportunity.

C. B. JUDD.

RED STAR The most effective Cough Drop in the market. Sells the quickest and pays the best. Try them.

MANUFACTURED BY **A. E. BROOKS & CO.,** Grand Rapids, Mich. **COUGH DROPS** The Finest Line of Candy in the State.

C. N. RAPP & CO.,

WHOLESALE DEALERS IN

Foreign and Domestic Fruits.

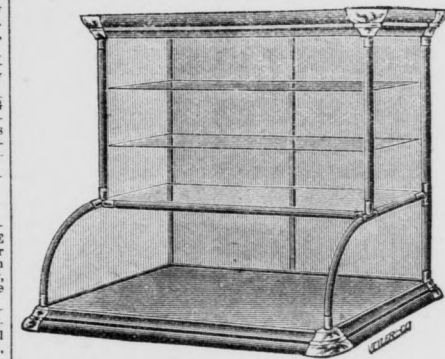
9 No. IONIA ST., GRAND RAPIDS, MICH.

HEADQUARTERS FOR

ORANGES, LEMONS and BANANAS.

Heyman & Company,

Manufacturers of



Show Cases

Of Every Description.

WRITE FOR PRICES.

First-Class Work Only.

63 and 65 Canal St., - GRAND RAPIDS.

SEEDS

GRAIN

Mention this paper.

W. H. MOREHOUSE & CO

Wholesale Dealers in

GRAIN, CLOVER and TIMOTHY Hungarian, White Clover, Red Top, Millet, Alfalfa or Lucerne, Blue Grass, Orchard Grass, Lawn Grass, POPCORN, etc.

CHOICE CLOVER and TIMOTHY SEEDS a specialty.

Orders for purchase or sale of Seeds for future delivery promptly attended to. Correspondence solicited. Warehouses—325 & 327 Erie St. } TOLEDO, OHIO. Office—46 Produce Exchange, }

Muskegon Cracker Co

CRACKERS, BISCUITS AND SWEET GOODS.

LARGEST VARIETY IN THE STATE

SPECIAL ATTENTION PAID TO MAIL ORDERS.

457, 459, 461, 463 W. WESTERN AVENUE, MUSKEGON, MICH.

No Connection with Any Cracker Trust.

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, JANUARY 14, 1891.

THE SIOUX SLAUGHTER.

We have now had several so-called "battles" with the unfortunate Sioux, causing serious losses of life among the United States troops, both men and officers, and entailing—of course—the consequences of wholesale slaughter upon the Indians who were engaged. We say the unfortunate Sioux, because, however much justification it may ultimately appear the troops and their commanders had for using the last argument of arms, it is perfectly certain that the Indians are comparatively innocent sufferers. They have had neither the advantages of their own mode of life nor of civilized ways. They have found themselves encroached upon and disturbed. Their great reservations they were forced into selling and breaking up—a process which, however necessary from the white man's point of view, was to most of them unwelcome and painful. Finally, having indulged the superstitious hopes awakened by the "Messiah" craze, they find themselves called on to surrender their guns and their ponies—the extremest form of Indian humiliation—or suffer the penalty of death.

It is a gross scandal to the American Republic that this condition of bloodshed should arise, for the Sioux are a people amenable to influences that would have avoided it. They have the qualities out of which a vigorous civilization may arise. They are hardy, energetic and brave. They have a large intelligence. They are capable of learning. They are easily made industrious. They can be led into Christian ways. Nobody doubts who has had friendly intercourse with them that they are entitled to better treatment than massacre.

Nor is it, unfortunately, only the "bad Indians," the "hostiles," the bands led by the late Sitting Bull and his lieutenants, who have suffered. As usual, the peaceful bands, including many who were endeavoring to farm, to build, to raise stock, to acquire implements, and to live in the civilized way, have been disturbed and robbed. Many of them, in terror at the approach of the troops, not knowing whether they would be protected or not, abandoned their property, and in the confusion it has been lost, or destroyed, or stolen.

It is very true, as has been suggested by the Indian Rights Association, in a circular just issued, that the expenditure of money in the present Dakota troubles will far exceed the sum which would have served, if used in time, to educate the Sioux to the point where they could not have been influenced by the barbarous and superstitious elements among them. A proper education would have made the "ghost dances" abortive, and have restricted the influence of Sitting Bull and other makers of mischief so far that it would have done no serious

damage. This, indeed, was largely the revolt of the heathen Indians against the progress and influence of the Christianized and civilized ones, and if there had been a timely educational effort made, the weight of the former would have been trifling in comparison with the latter.

It is too soon to judge how necessary it was to let the troops loose; it is not too soon to pity the unfortunate Sioux. Whenever the earthen crock swims with iron ones it is sure to suffer.

NOT SO BAD AFTER ALL.

In response to an urgent demand, Congress provided that the 1890 census should contain the mortgage indebtedness statistics of the whole country. The mortgages for the past decade have been taken from the records, and the census office reports a total of over \$850,000,000. The investigation into the purposes for which mortgages were incurred shows that about three-fourths of them were for purchase money or for improvements, and that one-tenth was for business uses. The total sum, though an immense one, is not alarming, considering the main causes for which it was assumed.

The total sum is very much less than what was supposed. Two years ago some mortgage statistics were going the rounds of the press that placed the farm mortgage indebtedness of Illinois alone at \$1,000,000,000. And the farm, not the total mortgages of Kansas, Illinois, Indiana, Ohio, Iowa, Michigan and Wisconsin were estimated to be over \$4,500,000,000. At that time it was shown that these figures were largely the result of loose guesswork, and THE TRADESMAN warned its readers that no reliance could be placed on them or on any political arguments based on them. Mortgages are grievous burdens, but the census returns show that they are not nearly as great as depicted.

The plan outlined by the officers of the proposed Patrons' Commercial Union, which is reproduced in another column, possesses several elements of weakness. In the first place, the work undertaken is proposed to be maintained on too cheap a basis. If the Union can secure the concessions it claims it can, the miserable pittance of 20 cents a year is altogether too insignificant a figure to charge for such service. THE TRADESMAN does not wish it to be inferred as believing that any material reduction in prices can be obtained in the manner proposed, but it is willing to stake its reputation as a prophet on the statement that it will be a cold day when the officers are able to announce that any considerable portion of the \$100,000 stock has been subscribed and paid for. The entire plan reads more like the phantom of a dreamer or the subterfuge of a schemer than the creation of a candid, well-balanced business man.

The knock-out given the woodenware combination by the Supreme Court of this State, in the case of the St. Louis men who embarked in the manufacture of tubs and pails after agreeing not to do so, will meet with the hearty commendation of people generally. Agreements of this character are not usually made voluntarily, but are extorted by oppressive monopolies after the business of the seller has been ruined or jeopardized by merciless and mercenary competition. The fact that such an agreement is ex-

acted is usually proof positive that the purchaser is so anxious to maintain a monopoly that he hopes to forestall future competition in this manner. In such cases, it is welcome news that the courts propose to uphold the liberty of the individual to pursue his own business in his own way, irrespective of the agreements which may be obtained through duress.

THE TRADESMAN heartily approves of the action implied by the complimentary vote of the druggists of the State in behalf of Geo. McDonald, as his own successor on the Board of Pharmacy. Mr. McDonald was one of the original members of the Board and has discharged all the duties devolving upon him in such connection with fidelity to himself and the State. While THE TRADESMAN has maintained that the appointive offices of this character should be "passed around" occasionally, it recognizes the fact that the wishes of the drug trade—to whom the Board owes its existence and from whom it derives its support—should be the sole guide of the appointive power, rather than the behest of the politicians. If Governor Winans hopes to maintain pleasant relations with the rank and file of the drug trade of the State, he will reappoint Mr. McDonald without unnecessary delay.

The validity of the Pharmacy Law bids fair to be brought to the test by Dr. Moorman, a practicing physician of Belding, who has been arrested on a charge of dispensing drugs without first obtaining the necessary license. The Doctor asserts his belief in his competency to dispense drugs and announces his determination of carrying the matter to the court of highest resort, if need be, to maintain his position. For the sake of testing the Law—the constitutionality of which has been denied by able legal lights—THE TRADESMAN hopes that Dr. Moorman will pursue the course he has mapped out.

The packer who was accused of putting up short-count pickles rather turns the tables on the grocer who registered his complaint in THE TRADESMAN of last week, giving emphasis to the old adage relative to glass houses. The writer of this week's communication displays an amusing phase of inconsistency, however, in condemning Mr. Snyder for "rushing into print"—and then doing the same thing himself. Such inconsistencies are not uncommon in business life, but are none the less enjoyable to the impartial observer.

The abandonment of the harvester trust is undoubtedly a wise move, as the antagonistic attitude of the farmers would probably have made the career of the proposed combination very stormy and unprofitable. The temper of the people is decidedly against combines of all classes and characters and the indications are that stringent legislation will shortly be enacted in many of the States—possibly by the general government.

A Cedar Springs dealer calls attention to another source of leakage in this week's paper—short measure oysters. How widespread this source of loss may be, and how many times it is suffered without the dealer's knowledge, is a subject which merits quiet investigation at the hands of every grocer.

Furniture

—AT—

Nelson, Matter & Co.'s

Styles New, Cheap,
Medium and Expensive.

Large Variety.
Prices Low.

AVOID THE

Curse of Credit

BY USING

"TRADESMAN" OR "SUPERIOR" Coupon Books



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.

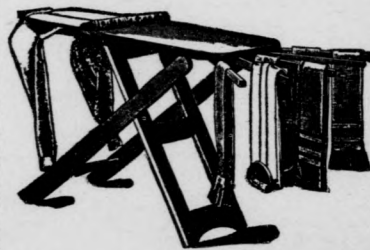
E. G. Studley,

4 Monroe St.,

GRAND RAPIDS

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

KNIGHTS OF THE GRIP



Would you like to carry a side line and establish agents or sell to the trade? If so, address

Bell Furniture and Novelty Co.,
NASHVILLE, MICH.

FINANCIAL.

Local Stock Quotations.

BANK.	
Fifth National	100
Fourth National	100
Grand Rapids National	140
Grand Rapids Savings	125
Kent County Savings	131
National City	135
Old National	135
People's Savings	105
JOBBER.	
Grand Rapids Packing and Provision Co.	103
Hazeltine & Perkins Drug Co.	100
Telfer Spice Co.	110
MANUFACTURING.	
Aldine Manufacturing Co.	60
Anti-Kalsomine Co.	150
Antrim Iron Co.	110
Belknap Wagon & Sleigh Co.	100
Grand Rapids Brush Co.	100
Grand Rapids Electric Light and Power Co.	75
Grand Rapids Felt Boot Co.	110
Grand Rapids School Furniture Co.	110
Michigan Barrel Co.	100
New England Furniture Co.	100
Phoenix Furniture Co.	80
Sligh Furniture Co.	85
MISCELLANEOUS.	
Alpine Gravel Road Co.	75
Canal Street Gravel Road Co.	80
Grand Rapids Fire Insurance Co.	130
Grandville Avenue Plank Road Co.	150
Plainfield Avenue Gravel Road Co.	25
Walker Gravel Road Co.	80

Financial Miscellany.

LOCAL AND STATE.

The First State Bank of Whitehall declared a dividend of 5 per cent. from the earnings from October 1 to January 1.

The Muskegon Savings Bank declared a dividend of 4 per cent.

Those who are in a position to know assert that the Raymond carpet sweeper patents — now owned by T. Stewart White, Thos. Friant, Wm. B. Remington, Fred E. Remington and E. J. Horton — will shortly be transferred to the Goshen Sweeper Co., in which event the capital stock of that corporation will probably be increased to admit the gentlemen named to the position of stockholders.

The Grand Rapids Fire Insurance Co. pays 6 per cent. dividend on its \$200,000 capital stock on the 15th and increases its surplus fund from \$38,356 to \$50,576 — a net gain of over 12 per cent. on the business of 1890. Considering the age of the corporation — eight years — the showing is a most remarkable one and speaks well for the shrewdness and carefulness of the management.

The First National Bank of Eaton Rapids declared a semi-annual dividend of 8 per cent.

The Marquette County Savings Bank will increase its capital stock to \$100,000 and put up a brown stone-building for its own occupancy at Marquette.

The Manistee Manufacturing Co. declares a dividend of 20 per cent., having made \$102,000 worth of furniture last year.

GENERAL.

The accumulation of wealth, estimated at 14 per cent. of the gross earnings of mankind, now aggregates \$5,000,000,000 per annum, and is increasing, relatively as well as absolutely, from year to year.

The annual report of the New Hampshire Bank Commissioners shows the aggregate deposits of the seventy-two savings banks of that State to be \$65,727,019, an increase during the year of \$8,426,428, the largest increase ever made. If these deposits were divided among the population of New Hampshire, each individual would receive \$175 against \$161 the previous year.

In a suit brought by the American Biscuit and Manufacturing Co. in the United States Court, at New Orleans, the Court gave a decision that, as it was a monopoly, with the design of controlling the production of bread, it had no standing in court.

An Improvement over Its Predecessors.

Secretary Bugbee favors THE TRADESMAN with a copy of the proceedings of the last meeting of the Michigan State Pharmaceutical Association. It is much less bulky than other reports of the Association, but nothing is lost to nineteenth of the members by reason of the omission of the scientific and technical papers which have usually overshadowed the conventions and overburdened the reports. Ex-President Inglis took a strong stand on this subject at the convention at Saginaw and Secretary Bugbee has ably seconded his efforts in this direction. The report as it stands is readable to every druggist in the State and will probably be preserved and referred to long after the more elaborate reports are buried in dust and forgetfulness.

Good Words Unsolicited.

Wm. Zeran, druggist, Eastport: "I like your paper very much and should not like to be without its weekly visits."

S. K. BOLLES.

E. B. DIKEMAN.

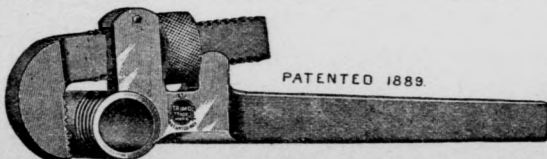
S. K. Bolles & Co.,

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.



TRIMO

Pipe Wrench

Made of Forged Steel and Interchangeable in all its Parts.

SOLD BY

HESTER & FOX, - - - Grand Rapids, Mich.

The "HOME RULE" Family OIL AND GASOLINE CAN.

Has a Strong Hinged Cover over entire Top, and may be carried in the Rain without getting Water in the Can. No Dirt in the Top to be washed into the Can with the Oil, and no Screw Top to get Lost or Damaged.



The Most Practical Family Can on the Market; Absolutely Rain, Dirt and Evaporation Tight. Has Steady Stream Pump, which is Removable from the Can in case of obstruction or for repairs. Every Can Guaranteed Perfect.

MANUFACTURED BY

THE WINFIELD MANUFACTURING CO.,

WARREN, OHIO.

AT WHOLESALE BY

- | | |
|--------------------------------------|-----------------------------------|
| FOSTER, STEVENS & Co., Grand Rapids. | DANDT, WATSON & Co., Saginaw. |
| CURTISS & Co., " | WELLS-STONE MERCT. Co., " |
| OLNEY & JUDSON GROCER Co., " | WALZ & KELLER, " |
| GUNN HARDWARE Co., " | G. W. BRUSKE, " |
| GEO. C. WETHERBEE & Co., Detroit. | JENNISON & Co., Bay City. |
| FLETCHER, JENKS & Co., " | WALSH & EDINBOROUGH, W. Bay City. |
| E. F. PERCIVAL, Port Huron. | H. D. WOOD & Co., Toledo. |
| D. ROBESON, " | DUNSCOMB & Co., " |
| ROBSON BROS., Lansing. | STALLBERG & CLAPP, " |

Wall Paper and Window Shades.

House and Store Shades Made to Order.

NELSON BROS. & CO.,

68 MONROE STREET.

SEEDS!

If You want to buy or sell Clover Seed or Beans, please correspond with us

The Alfred Brown Seed Store.

Seed Catalogues will be ready January 15.

RUBBERS

- WALES GOODYEARS, 38 and 6
- WOONSOCKETS, 40 and 5
- CONNECTICUTS, 38, 6 and 10.
- RHODE ISLANDS, 40, 5 and 10.
- HOME RUBBER CO., 60.



G. R. MAYHEW, - Grand Rapids.

Drugs & Medicines.

State Board of Pharmacy.
 One Year—Geo. McDonald, Kalamazoo.
 Two Years—Stanley E. Parkill, Owosso.
 Three Years—Jacob Jesson, Muskegon.
 Four Years—James Vernor, Detroit.
 Five Years—Ottmar Eberbach, Ann Arbor.
 President—Jacob Jesson, Muskegon.
 Secretary—Jas. Vernor, Detroit.
 Treasurer—Geo. McDonald, Kalamazoo.
 Meetings for 1891—Saginaw, Jan. 18; Grand Rapids, Mar. 3; Ann Arbor, May 5; Star Island (Detroit) July 7; Houghton, Sept. 1; Lansing, Nov. 4.

Michigan State Pharmaceutical Ass'n.
 President—D. E. Prall, Saginaw.
 First Vice-President—H. G. Coleman, Kalamazoo.
 Second Vice-President—Prof. A. B. Prescott, Ann Arbor.
 Third Vice-President—Jas. Vernor, Detroit.
 Secretary—C. A. Bugbee, Cheboygan.
 Treasurer—Wm Dupont, Detroit.
 Next Meeting—At Ann Arbor, in October, 1891.

Grand Rapids Pharmaceutical Society.
 President, W. R. Jewett, Secretary, Frank H. Escott
 Regular Meetings—First Wednesday evening of March, June, September and December.

Grand Rapids Drug Clerks' Association.
 President, F. D. Kipp; Secretary, W. C. Smith.

Detroit Pharmaceutical Society.
 President, J. W. Allen; Secretary, W. F. Jackman.

Muskegon Drug Clerks' Association.
 President, C. S. Koon; Secretary, A. T. Wheeler.

A Drug Party.

Away up in Northern Michigan in a little village, there lived a company of drugs. They had all moved from the city, and had gone up there for the purpose of bettering themselves financially and of doing all the good they could to mankind generally. Although there was a large family of them, they were very lonely, having been used to city life and larger and better room, and it is no wonder that they grumbled some at so great a change; so they thought that they would give a party and invite some of their city friends, so that they could see how people had to live in the woods.

Old Man Drake had the largest house, and, as he was one of the oldest of the drug family, it was decided to have the party at his house. He had a house-keeper by the name of Wort—"Mother Wort" she was called by everyone. She was a very good woman, although she was very bitter in some of her views, but, as old Man Drake and Mother Wort had been in the country long before the city drugs came with their new fangled notions, they were consulted as to who should or who should not be invited. First they invited Sally Ratus. They did not want to do this, for Sally had such a disagreeable way of getting everyone into a state of fomentation. She could not endure anything sour, so she quarreled with everything that had an acid tinge. Sal Soda was invited, also Ann Guentum, Bella Donna, Pink Root, Beth Root and their brother, Orris Root.

The young ladies did not like it because "Ann Guentum" was invited. Pink Root said that she would be sure to bring her two little adopted children, Penny Royal and Dandy Lion, with her, whereupon Mother Wort made the remark that, if they did come, it would spoil the whole party. Then that dear, little, soothing creature, Pare Goric, threw her arms around Mother Wort's neck and said, "I will take care of the children and sooth them to sleep if they become too noisy."

Pink Root had a great friend by the name of Senna. They were hardly ever separated: where one went the other had to go, and many were the errands of mercy on which they had been together; so, as a matter of course, Senna was bidden to the party. Then there was such a lot of aunts. Anti Pyrine was the most popular. Anti Febrine and Anti Mony were both invited. There was one old settler by the name of Frumentum who was one of the earliest settlers. He was always getting into trouble and mixing up with the other

drugs in a manner that was truly appalling, but come he would, invitation or no invitation.

At length, the great, eventful day came, and with it came the drugs from the city. They were dreadfully crowded on the cars, and old Solomon Seal was very tired from his long journey. Old Elder Flowers, who came along to deliver the oration, looked very ancient with his snowy, white head. They were all glad to see each other, and all went from the depot to old Man Drake's house. Mother Wort had dinner all ready, and in a short time they all went to the dining room and sat down to the table. Elder Flowers asked a blessing. Then came the bill of fare, which read as follows:

Wild Turnip and Skunk Cabbage.
 Ignatia Beans, flavored with Garlic.
 Wild Yams, Boiled and Fried.
 Baby Food, prepared with Condensed milk
 Simplex and Strained Honey.
 Beef Tea, Wine of Beef and Ginger Pop.

Everything passed off in a pleasing manner until old Frumentum commenced his work of mischief. He began first by telling them that they did not amount to anything without him, that they would soon die or be cast aside. Ann Guentum retorted by saying that his place was not in the drug store, and that he had better crawl off to some saloon and stay and not disgrace a respectable drug store. Old Frumentum looked at her a minute and said, "I wonder what some of the fellows would do if you shut me out of the drug store. When they came up here to 'paint the town red,' they would feel like 'a cat in a strange garret' if they did not see me behind the counter." One word followed another and the party broke up in a row, which is generally the case with every party that old Frumentum attends. MARION.

The Reason for McDonald's Popularity.

"How do you account for the large vote given Geo. McDonald in his race for the appointment to the Board of Pharmacy?" asked a TRADESMAN reporter of a Monroe street druggist.

"To the influence of those who have passed examinations before the Board," was the reply. "They tell me that when the other members of the Board are asked questions by applicants for registration at the examination sessions, they stand on their dignity and give the candidates as curt and unsatisfactory replies as possible. Mr. McDonald, on the other hand, unbends to that extent that enquirers are able to see a glimmer of light through the mist—that is, while he does not compromise himself or the Board by saying more than he ought to, he says just enough to enable the enquirer to get on the right track. It is not at all surprising that those who have been before the Board should appreciate this service and make their influence felt every time the opportunity is presented."

Wine in a Watermelon.

"I sold a man a pint of port wine one day last summer," remarked a Grand Rapids druggist, "and when I asked the purchaser his name and what use he proposed making of it, he replied: 'I'll bet \$10 you can't guess what I will do with this wine.'"

"Of course, I gave the matter up as a bad job, when the man replied:

"I shall pour that wine in a watermelon. I leave the melon in the refrigerator a couple of hours before dinner and when it is served, it makes a feast fit for the gods.'"



January 1, 1891



BEGIN THE NEW YEAR RIGHT!

Write for Samples and Prices, Stating about what You Want.

Our Stock of Stationery and Paper is so large and varied that we do not send a complete line of samples in response to requests, but send a few of the papers best adapted to the needs of the customer.

COUPON BOOKS.

HAVING PUT in special machinery for the manufacture of Coupons, we are prepared to quote low prices and guarantee accuracy. We make all kinds and varieties of Coupons, the "Tradesman" and "Superior" Coupons being most in demand.

We are the largest manufacturers of Coupons in the country.

It pays to Illustrate your Business



Use a cut of your building on your stationery.

Statements and Bill-heads.

DON'T Use a note head for a bill head. A properly ruled heading will cost you no more, and it will look more business-like. We furnish 1,000 statements for \$2.25 upward, and 1,000 bill heads \$2.50 upward.

We can save you money.

LETTER PAPER.

DON'T Use unprinted Letter Paper. In writing to a new house, you are judged by your stationery.

We furnish 1,000 note heads for \$2.25 upward.

We buy paper of the makers and save all unnecessary handling and transportation.

TAGS.

DON'T Use a bit of wrapping paper in addressing a case of eggs. It may get torn off and you know how easy it is to get your claim allowed by the railroad company.

We print 1,000 of the usual size tags for \$1.50--5,000 at 80 cents per 1,000.

We buy the maker in jobbing quantities

ENVELOPES.

DON'T Use unprinted envelopes. A corner card ensures return to you of a misdirected letter instead of to the dead-letter office.

We can print you 1,000 white envelopes for \$2.00 upward.

We buy of the maker and sell at jobber's price, or less.

ODD LOT No. 2.

We have a few thousand 7 lb. Hurlbut Cream Laid Note Heads, size 6 x 9½.

This is not a job lot, but a well-known brand of superfine paper. As we need the shelf-space we offer at same price as our common papers.

500 at \$1.85
 1,000 at 2.75
 2,000 at 5.00

Printed and blocked in tabs of 100 each. We cannot duplicate this lot when present supply is gone.

ODD LOT No. 3.

We have a few thousand 10 lb. Hurlbut Cream Laid Letter Heads, size 8 x 10½.

This is not a job lot, but a well-known brand of superfine paper. As we need the shelf-space we offer at same price as our common papers.

500 at \$2.35
 1,000 at 3.50
 2,000 at 6.30

Printed and blocked in tabs of 100 each. We cannot duplicate this lot when present supply is gone.



Goods can be delivered to any jobbing house for shipment with your goods.



DON'T Think that above is all we can do. We have four floors occupied by our Engraving, Printing and Binding Departments, and carry a full stock of paper and materials bought of first hands.

Wholesale Price Current.

Advanced—Linseed Oil, Turpentine. Declined—Gum Opium, Quinine P. & W., Glycerine

Table of wholesale prices for various goods including Aceticum, Benzoinum, and others, organized by category like ACIDUM, AMMONIA, ANILINE, etc.

Table of wholesale prices for various goods including Morphia, S. P. & W., Selditz Mixture, and others, organized by category like TINCTURES, MISCELLANEOUS, etc.

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 Guarantee Satisfaction.

All orders are Shipped and Invoiced the same day we receive them. Send in a trial order.

Hazeltine & Perkins Drug Co.,

GRAND RAPIDS, MICH.

GROCERIES.

Short Count Pickles vs. Short Weight Groceries.

GRAND RAPIDS, Jan. 7.—I see in this week's TRADESMAN an article stating that J. S. Walker's pickles are short count.

Now, I wish to say a little in regard to this matter of short count pickles. I am in the same boat that a great many other business men are—that is, I have to trust to the men whom I employ, to grade and put up my pickles. If my instructions were carried out, my pickles would always run full count and over. It is useless for me to take up space in your paper trying to explain how such men are apt to make mistakes by being a little careless in this matter, but for which I, of course, am responsible.

I think it very unbusinesslike in dealers to run and put such things in your paper when they are living in extremely large glass houses themselves. I went this morning to Mr. John Snyder's place of business and purchased of him, personally, one bushel of potatoes, which I found to be short six and one-fourth pounds; one-half peck white beans, which fell short 11 ounces, making five pounds, eight ounces short per bushel; also one-half pound pure mustard, and one-half pound pure cinnamon, for which he charged me forty cents per pound, that being the highest market price for pure goods. Instead of getting such goods, I got nothing but the poorest trash on earth, not worth the carrying home.

Now, I should think, to look at all sides of this question, and to take this whole matter, which is a large one, into consideration, it seems to me that the wisest course for the trade to pursue would be to interview or write to manufacturers or dealers about their little losses, giving them a chance to act the man toward them. You must bear in mind that pickles are not adulterated, neither do we sell wooden pickles, and, if there is any loss to the dealer, it is simply short count, a matter of twenty-five or fifty cents or, perhaps, one dollar per barrel.

J. S. WALKER.

The Lettuce Growers' Association.

THE TRADESMAN is informed that all but three or four small producers are now members of the Grand Rapids Lettuce Growers and Shippers' Association, which was organized a couple of months ago to secure uniformity in price and regularity of supply. The Association price is now 10 cents per pound in barrel lots and 12½ cents in smaller quantities, but the price to local dealers is 8 cents in any quantity. This price is made to compete with the quotations of those outside the Association.

For the finest coffees in the world, high grade teas, spices, etc., see J. P. Visner, 17 Hermitage block, Grand Rapids, Mich. Agent for E. J. Gillies & Co., New York City.

The Change from Bulk to Package.

The recent action of the compressed yeast manufacturers, in refusing to sell bulk yeast to the trade, appears to meet with the approval of grocers generally, only a few dealers opposing the introduction of yeast in tin foil. The change is certainly in the interest of both dealer and consumer. The former saves the time it takes to cut the yeast and wrap it up, besides the loss occasioned in giving so much for a cent that he fails to get his cost back. The consumer is pleased, because the package comes to him in clean, air-tight and uniform packages, instead of being handled by those whose hands are soiled by the odor of kerosene and codfish. Some dealers are so tenacious of the old method that they remove the tin foil, in order to give the appearance of handling bulk yeast, but the buyer resents such an uncleanly way of handling the goods, preferring to deal at those stores which adopt the most improved methods.

The Rebate on Tobacco.

GRAND HAVEN, Jan. 6.—What are they doing about the 2 cent rebate on tobacco? Are they not sending rebate cards to all dealers? By answering the above through the columns of your paper, we think you would inform a great number of merchants.

JOHN W. VERHOEKS & Co.

Under the act passed by Congress, provision is made for a rebate of the amount of the reduction from 8 to 6 cents per pound, to be paid to persons having stock on hand on which tax, at the rate of eight cents per pound, has been paid. In making claims for rebate, only unbroken packages on hand January 1 will be considered, and no claim for less than \$5 will be entertained, which will require that the claimant for rebate have on hand not less than 250 pounds of manufactured tobacco in unbroken packages. Two or more dealers cannot combine their stocks for the purpose of making a claim, and all claims must be filed with the Collector of the District within 60 days from January 1.

The Drug Market.

Gum opium is weak and lower. Morphine is unchanged. Quinine is steady for foreign brands. Domestic is 2 cents lower. Tonka beans are higher. Linseed oil has advanced. Turpentine is higher. Glycerine has declined.

The Grocery Market.

Hard sugars are a trifle weaker. Trout and whitefish are higher. Woodenware is lower.

PRODUCE MARKET.

Apples—Green, \$3.75@4.25 for choice eating and \$3@3.50 for cooking stock. Evaporated are firm at 13@13½¢, and sun-dried are strong at 8@10¢.
Beans—The market is more active, but no advance has taken place. Handlers pay \$1.65@1.80 for country picked and find no difficulty in making sales at \$2.05@2.10 for city picked.
Beets—50¢ per bu.
Butter—Dairy is firm and in good demand at 17@20¢ per lb. Creamery finds moderate sale at 25@26¢.
Cabbages—10¢ per doz. or \$4 per 100.
Carrots—2@25¢ per bu.
Celery—20@25¢ per doz.
Cooperage—Pork barrels, \$1.25; produce barrels 25¢.
Cranberries—Cape Cod commands \$11@13 per bbl. and Bell and Cherry are held at \$9.50@10.
Eggs—Fresh are firmly held at 23@24¢. Cold storage and pickled stock are about out of market.
Field Seeds—Clover, mammoth, \$4.60 per bu.; medium, \$4.10@4.30. Timothy, \$1.5 @1.60 per bu.
Lettuce—There is less demand than usual, owing to the great amount of celery on the market.
Onions—Nearly out of market. Dealers pay \$1 and hold at \$1.15 per bushel.
Potatoes—The market is more active and there is a better feeling at all the great consuming points. Shippers are paying from 80¢@90¢ per bu. Squash—1½¢ per lb.
Sweet Potatoes—Kiln dried Jerseys are scarce, readily commanding \$4.50 per bu.
Turnips—50@55¢ per bu.

PROVISIONS.

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

PORK IN BARRELS.	
Mess, new	11 00
Short cut	11 00
Extra clear pig, short cut	12 50
Extra clear, heavy	12 00
Clear, fat back	12 00
Boston clear, short cut	12 50
Clear back, short cut	12 25
Standard clear, short cut, best	12 50
SAUSAGE—Fresh and Smoked.	
Pork Sausage	6½
Ham Sausage	9
Tongue Sausage	9
Frankfort Sausage	7½
Blood Sausage	5
Bologna, straight	5
Bologna, thick	5
Head Cheese	5
LARD—Kettle Rendered.	
Tierces	6½
Tubs	7
50 lb. Tins	7
LARD—Family Compound.	
Tierces	5½
30 and 50 lb. Tubs	5½
3 lb. Pails, 20 in a case	6½
5 lb. Pails, 12 in a case	6½
10 lb. Pails, 6 in a case	6½
20 lb. Pails, 4 in a case	6
50 lb. Cans	6½
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	7 00
Extra Mess, Chicago packing	7 00
Boneless, rump butts	8 75
SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs.	8½
" " 16 lbs.	9
" " 12 to 14 lbs	9½
" picnic	6
" best boneless	9
Shoulders	5½
Breakfast Bacon, boneless	8
Dried beef, ham prices	8
Long Clears, heavy	5½
Briskets, medium	5½
" light	5½
FISH and OYSTERS.	
F. J. Dettenthaler quotes as follows:	
FRESH FISH.	
Whitefish	@10
" smoked	@ 8
Trout	@ 9
Hallbut	@18
Ciscoes	@ 4
Flounders	@ 9
Bluefish	@10
Mackerel	@25
Cod	@10
California salmon	@20
OYSTERS—Cans.	
Fairhaven Counts	@35
F. J. D. Selects	@28
Selects	@25
F. J. D.	@22
Anchor	@20
Standards	@18
Favorites	@16
SHELL GOODS.	
Oysters, per 100	1 25@1 50
Clams	75@1 00
BULK GOODS.	
Standards, per gal.	@1 25
Selects	@1 65
Scrimps	@ 1 50
Clams	@ 1 50
Scallops	@ 1 50

FRESH MEATS.

Swift and Company quote as follows:

Beef, carcass	5 @ 6½
" hind quarters	6 @ 7
" fore	3½ @ 4
" loins, No. 3	@10½
" ribs	@ 8½
" rounds	5½ @ 6
" tongues	@ 9
Hogs	4½ @ 4¾
Bologna	@ 5
Pork loins	@ 7
" shoulders	@ 5½
Sausage, blood or head	@ 5
" liver	@ 5
" Frankfort	@ 7½
Mutton	@ 7
Veal	@ 7

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.	
Standard, per lb.	@ 8
" H. H.	@ 8
" Twist	@ 8
" pails or packages, net weight	8½
" 24-lb. bbls	8
Boston Cream	10
Cut Loaf	10
Extra H. H.	10
MIXED CANDY.	
Standard, per lb.	7½
Leder	7½
Special	8
Royal	8
Nobby	8½
Broken	9½
Midget	10
English Rock	9½
Conserves	10
Cut Loaf	10
Ribbon	9½
Broken Taffy	10½
Peanut Squares	10½
Extra	11
Kindergarten	8½
French Creams	12
Valley Creams	14
FANCY—In 5 lb. boxes. Per Box	
Lemon Drops	60
Sour Drops	60
Peppermint Drops	90
Chocolate Drops	75
H. M. Chocolate Drops	90
Gum Drops	40@50
Licorice Drops	1 00
A. B. Licorice Drops	80
Lozenges, plain	70
" printed	75
Imperials	70
Mottos	75
Cream Bar	60
Molasses Bar	60
Caramels	16@18
Hand Made Creams	90@100
Plain Creams	80
Decorated Creams	1 00
String Rock	70
Burnt Almonds	1 00@1 10
Wintergreen Berries—In bulk	70
FANCY—In pails.	
Lozenges, plain, in pails	12
" printed, in pails	13
Chocolate Drops, in pails	13
Gum Drops, in pails	6
Moss Drops, in pails	10
Sour Drops, in pails	10
Imperials, in pails	12
ORANGES.	
Floridas, fancy 250-300 175-150	\$3 75@4 25
" " 138-126	3 75@3 50
" " 96	3 25@3 00
Russets, fancy 200-175-150-138	3 75
" " 126-112	3 50
Valencias, choice to fancy 420	3 00@3 25
Messinas, " " 300-240	3 00@3 25
" " 270	3 25
LEMONS.	
Messina, choice, 360	2 75@3 25
" fancy, 360	@ 3 50
" choice 300	@ 3 50
" fancy 390	3 75@4 00
OTHER FOREIGN FRUITS.	
Figs, Smyrna, new, fancy layers	18@20
" " " choice	@16
" " " "	@12½
" Fard, 10-lb. box	@10
" " 50-lb. "	@ 8
" Persian, 50-lb. box	@ 5½
NUTS.	
Almonds, Tarragona	@18
" Ivaca	@17
" California	@17
Brazils	@17
Filberts	@11½
Walnuts, Grenoble	@16
" Marbot	@12
" Chill	@10½
Table Nuts, No. 1	@16
" No. 1	@14½
Pecans, Texas, H. P.	14@16
Cocoanuts, full sacks	@4 50
PEANUTS.	
Fancy, H. P., Suns	@ 6
" " " Roasted	8 @ 8½
Fancy, H. P., Stars	@ 5
" " " Roasted	7 @ 7½
Choice, H. P., Ex Prime	@ 5
" " " Roasted	7 @ 7½
Fancy, H. P., Steamboats	@ 7
" " " Roasted	@ 7



Pennsylvania Lumberman's.
The best fitting Stocking Rubbers in the market. A full line of Lycoming Rubbers on hand. Try them.
GEO. H REEDER & CO.,
State Agents for
LYCOMING RUBBER CO.
158 and 160 East Fulton Street.

MOSELEY BROS.,

—WHOLESALE—

Fruits, Seeds, Oysters & Produce

All kinds of Field Seeds a Specialty.

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

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

CURTISS & CO.,

WHOLESALE

Paper Warehouse.

FLOUR SACKS, GROCERY BAGS, TWINE AND WOODEN WARE.

Houseman Block,

Grand Rapids, Mich.

Wholesale Price Current.

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

Table of wholesale prices for various goods including Apples, Butter, Flour, and other commodities. Columns list item names and prices per unit.

Table of wholesale prices for various goods including Tea, Coffee, Sugar, and other commodities. Columns list item names and prices per unit.

Advertisement for El. Puritano Cigar, featuring a portrait of a man and text: 'The Finest 10 Cent Cigar ON EARTH'. Includes manufacturer information: DILWORTH BROTHERS, PITTSBURGH. and dealer information: I. M. CLARK & SON, Grand Rapids. Also includes an advertisement for PERKINS & HESS Hides, Furs, Wool & Tallow.

UNMASKED AT LAST.

[CONTINUED FROM THIRD PAGE.]

—the utterers of this coin, no matter how low in the scale of humanity, kept silent. The key to the cipher in which their books were kept and all correspondence written was never wholly unraveled, but enough of it was made out to find a few of the agents, some of whom were arrested and punished, while others escaped. It will be remembered that a commotion was created in the house of Sloan, Ester & Co. at one time by the loss of a letter, which was afterward found. The discovery of one of those letters in cipher, and the consequences in more ways than one may readily be imagined. The person who was awaiting its instructions and the utterer, also, would be kept in ignorance and suspense. Treachery might be suspected and serious results follow. Ten or even twenty dollars was a small sum to pay for the recovery of such a letter.

In the formation of this joint stock company, men who were known or suspected to be guilty of smuggling were interviewed, and, if they were guilty of no greater crime and were well-educated, industrious business men, they were generally admitted as stockholders, and from these the "agents" were selected, according to the excellence of their location, etc. One wise law of the company was that no stockholder or agent should ever carry any piece of this coin in his pockets or about the person, or attempt to pass it, under any circumstances; neither should their employes or anyone about their premises be permitted to do so, or have it in their possession. Secret instructions and means for transporting it were always given by the secretary. The secretary of the company, whose headquarters was in Chicago, was the only medium between the mint where it was coined, the agents and the utterers. Six agents only were allowed, and there were usually from 500 to 800 utterers. To be one of the agents was to be certain of immense wealth—if not caught by the government. Such a system was never before nor since known in America, nor its secrets so well guarded. Among the agents was found the firm of Sloan, Ester & Co., but the birds had flown, no one knew whither.

Fenton—Henry S. Chapin has purchased the grocery stock of Snyder & Hinkle.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun.....	45
No. 1 ".....	50
No. 2 ".....	75
Tubular.....	75
LAMP CHIMNEYS.—Per box.	
6 doz. in box.....	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 Bastie.	
No. 1 Sun, plain bulb, per doz.....	1 25
No. 2 " ".....	1 50
No. 1 crimp, per doz.....	1 35
No. 2 " ".....	1 60
STONEWARE—AKRON.	
Butter Crocks, per gal.....	06 1/2
Jugs, 1/2 gal., per doz.....	75
" " ".....	90
" " ".....	1 80
Milk Pans, 1/2 gal., per doz. (glazed 75c).....	65
" " "..... (90c).....	78

THE SECOND ANNUAL

Meeting of the Knights of the Grip, at Kalamazoo.

The second annual meeting of the Michigan K. of G. convened at Music Hall, Kalamazoo, Monday afternoon, December 29. President Mills read his annual address, and was followed by Jas. R. Hayes, President of the Michigan Hotelkeepers' Association, who complimented the organization on the work it had accomplished and the general excellence of its membership.

Following the reports of the Vice-Presidents, Geo. F. Owen made the following report as chairman of the Committee on Railroads:

I much regret, I assure you, that I cannot be with you to-day, as I have looked forward to the time of this meeting with great pleasure. I surely expected to have been with you, but my health is such that I cannot attend. I wish to be remembered by all "the boys," and I assure them that my heart is with them, and my wish is that the coming year may be a prosperous one for the Association, and that the harmony that so far has prevailed may continue.

As to my duties as Chairman of the Railroad Committee, I don't think I have earned my wages. Everything has seemed to pass along very smoothly, and only a few grievances have been reported to me. In every instance they have been quickly remedied by the roads. There seems to be a general disposition on the part of the railroads to take care of the traveling men in good shape, except in the way of giving us the 5,000 mile interchangeable tickets. Why they will not do this I cannot understand, as they hold their monthly meetings and make rules and rates on every road in the country for a single ticket, and still they cannot give us a coupon ticket over the same roads. I hope to hear that you have taken some action in this direction, as I really think that concerted action on our part would accomplish all that we ask for; but, boys, when I say "concerted action," I don't mean to simply vote it in the convention and then have a chairman of the committee appointed and expect that he can do all the rest. It must be a long pull and a strong pull and a pull altogether, and I fully believe that if all of the Michigan traveling men would set apart just one week to talk 5,000 mile ticket, we would have it before the week was half gone.

Another matter, I think, needs a little attention at this time. I would like our Legislative Committee to be instructed to urge the incoming Legislature to make a law compelling conductors or porters of sleeping cars to close the upper berths when not in use, if requested to do so by the occupant of the lower berth. Some of the states have started the ball rolling, and I would favor our indorsing their action by a similar move.

The report was referred to the new Railroad Committee, when H. L. Peck presented the report of the Committee on 'Bus and Baggage, as follows:

We can report the continuation of the contracts still in force at Port Huron and Oscoda; the reduction of prices to 25 cents for round trip at Manistee; that arrangements were amicably made at Petoskey with Mr. Smith, the 'bus and baggage man at that place, on the same reasonable terms, and that arrangements have been made with Ball & Watters, of Grand Rapids, for round trip tickets to and from all hotels in that city, to begin Jan. 1, 1891. These were all the points to which our attention was called. The willingness with which these gentlemen complied with our requests leads us to think that all people engaged in this line are willing to be fair and honorable in their dealings with us.

We also wish to thank the members for the patronage which they have given to all the parties with whom we made these arrangements, which tends to show us that, if we hold together and act in unison, we shall have but little trouble in getting what is fair and honorable from all the 'bus and baggage men in the State.

No reports were received from the Committees on Hotels and Relief, the chairmen of both committees being absent. W. K. Walker presented the report

of the Committee on Employment, as follows:

In regard to my report as Chairman of your Employment Committee, I beg to make a few suggestions regarding this branch of your organization. There is no question but that this valuable branch is almost inoperative, and it is through your own fault, in not notifying the chairman of this Committee of vacancies. Men are prone, when they have a good position, to forget the claims which others may have on them. The strength of any mutual society is greatly due to the regard which members have for the welfare of each other. I would suggest that your Committee consist of three members, one to be taken from the eastern, one from the southern and one from the western parts of the State, one of whom shall have general charge of matters, but each to do as much as he can to take care of his own territory; also that each member of the K. of G., when he learns of a vacancy, shall notify the chairman of this Committee, in order that he may notify those wishing employment. I know by experience that there is not a member of this association who does not in the course of the year hear of some contemplated change or vacancy. It costs but a postal card and a moment's time to notify your Committee of this fact, which may be the means of relieving a worthy brother in distress. The report of your committee next year, instead of reading, "Applications 31, notifications 1," would read, "Applications 31, notifications 1,000." I hope that the members will, in the future, give this matter some thought and help to make this branch operative.

The report of the Secretary showed a total membership of 889. The financial showing was as follows:

Receipts.....	\$314 03
Disbursements.....	295 53
Balance on hand.....	\$ 34 98

The report of the Treasurer was as follows:

Receipts.....	\$516 52
Disbursements.....	481 54
Balance on hand.....	\$ 38 50

The report of the Committee on Resolutions was as follows:

Resolved—That the Michigan Knights of the Grip tender their hearty thanks to the citizens and press of Kalamazoo for their mutual efforts in making this, our second annual convention, a success.

Resolved—That the thanks of this Association be tendered the hotels of the State for faithfully carrying out their compacts and for kindly usage of our members; also to the press of the State for many friendly notices.

Resolved—That the thanks of this Association be tendered the Hon. Cyrus G. Luce for his many courtesies extended and hearty co-operation with "the boys," also to Congressman O'Donnell for his expressions of regret and best wishes for the success of our Association.

Resolved—That the thanks of this Association be tendered to Mr. Bush, manager of the Academy of Music, and to all others who have contributed to the welfare and success of our meeting.

Resolved—That the Association tender its thanks to the officers of the past year for the very efficient manner in which they have conducted the affairs of this Association.

Resolved—That a committee of three be appointed to confer with a joint committee of the Michigan Hotelkeepers' Association relative to the granting of privileges to the wives of traveling men, and it is the sentiment of this committee that the free entertainment of traveling men's wives should not exceed two days in any one year, at any one hotel.

Resolved—That the members of the Michigan Knights of the Grip tender their heartfelt sympathy to the families of our deceased members, Mr. Samuel Ekstein, of Lansing, and Mr. Chas. B. Remington, of Fenton, who have passed into rest during the past year, and that a copy of these resolutions be forwarded to them.

The reports of committees were all accepted, when the report of the Committee on Constitution was presented and adopted. It provides for an increase of the annual dues from 50 to 75 cents per

year and also for a death benefit fund of \$1 per member, to be contributed whenever the death of a member occurs, the beneficiary to receive all the proceeds of such collection, not to exceed \$500.

Several letters of regret were received from persons unable to be present, including the following from Wm. Connor, the Americanized Johnny Bull:

I have received the program of the second annual convention of the Michigan Knight of the Grip and deeply regret that I cannot be present on the occasion. I have entered into another two years' engagement with my house, and promised to renew my trip to Minnesota, as I had much success there, and I have to leave here immediately after Christmas and shall be absent for two weeks.

I notice some very excellent names among your list of officers, who, I think, are thoroughly competent to work into the Association a good insurance business based upon solid, equitable principles; not only an accident insurance, but also a life one, and not limiting the age to less than sixty-five, basing the premiums according to age, always remembering that many can help one where one cannot help many. Such an addition would tend very materially to strengthen the Association and will bring about more brotherly love among the Michigan Knights of the Grip. Anything I can do in connection with the insurance part of the Association will afford me pleasure.

Although I shall not be with you, in person, on the occasion of your convention, I shall be with you in thought, praying God to bless all your deliberations and that they bring forth good—very good—fruit.

I predict that you will have an excellent time at Kalamazoo, for I know the Kalamazoo commercial travelers are gentlemen of the first water, and the proprietors of the Kalamazoo House no less so.

President Mills and Secretary J. J. Bush were both re-nominated, but both declined re-election, owing to pressure of personal business.

The following officers were then elected:

- President—Geo. E. Bardeen, Kalamazoo.
- Secretary—J. L. McCauley, Detroit.
- Treasurer—Geo. C. Cooper, Lansing.
- VICE-PRESIDENTS.
- 1st District—W. V. Gawley, Detroit.
- 2d " —Ira C. Mason, Adrian.
- 3d " —Fred Williams, Jackson.
- 4th " —J. H. Sanborn, Kalamazoo.
- 5th " —J. H. Hammell, Ionia.
- 6th " —Jno. J. Bush, Lansing.
- 7th " —Frank Mosher, Port Huron.

- 8th District—R. P. Bigelow, Owosso.
- 9th " —D. G. Crotty, Muskegon.
- 10th " —Chas. E. Cook, Bay City.
- 11th " —F.M. Douglas, Marquette.

Board of Directors—L. M. Mills, Grand Rapids, Chairman; W. S. Cooper, Lansing; Wm. J. Richards, Union City; Geo. F. Owen, Grand Rapids; Wm. C. Phipps, Saginaw.

The Secretary was instructed to notify all members in arrears to pay up within twenty days or be dropped from the books.

The President was instructed to appoint the chairman of the State committees, when the meeting adjourned.

Four Gallons Instead of Five.

CEDAR SPRINGS, Jan. 10—I wish to warn the trade of Michigan against Louis Grebb, of Baltimore, from whom I purchased oysters the past season. Whenever I took the trouble to measure them, I found the five gallon packages contained only four gallons. After measuring several shipments, which I reported to the house from time to time, with no response of any kind, I came to the conclusion that the shortage was not unintentional.

ELLIOTT STONE.

Notice to Stockholders.

The annual meeting of the stockholders of the Grand Rapids & Indiana Railroad Company, will be held at the general office, in the city of Grand Rapids, Michigan, on Wednesday, March 4th, 1891, at one o'clock p. m., for the election of thirteen Directors to serve for the ensuing year, and for the transaction of such other business as may be presented at the meeting.

J. H. P. HUGHART, Secretary.

CHANGE OF BASE.

The Patrons Jump from the Frying Pan into the Fire.

The Patrons of Industry, through the medium of their organ, the *Patron's Guide*, now announce that the contract plan with merchants has been abandoned, as it failed to accomplish what its propagators anticipated. In its place, a new scheme has been evolved, the salient features of which are set forth in the following circular letter, which is being sent out to the Patrons by the so-called "grand officers:"

A joint stock company is incorporated under State laws with capital limited to \$100,000, the stock to be issued in shares of \$1 each. Any Patron of Industry in good standing can subscribe to one, and not more than ten shares of stock by paying its par value, or one dollar per share. The capital stock of the company thus incorporated shall be placed on interest at the best advantage possible, the interest alone being accessible for the expenses of the Union. In addition to this, if found necessary, there may be an assessment of 5 cents per quarter to be used for the expenses of the Union in transacting the business of the Union—the original investment remaining intact. This expense assessment of 20 cents a year and the interest on the original capital, would be amply adequate to conduct the business of the Union and often leave a surplus which could be rebated to the stock holders by cutting down the expense assessments.

The management of the Union is placed under the immediate supervision of a business manager, who is placed under \$20,000 bonds and held accountable to the company for every act. At the close of every quarter he is to render an accounting to the Board of Directors of the company, who shall receive no compensation except for the time actually employed in looking over the accounts of the company and directly employed as Directors of the Union. The work undertaken by the Union will be:

1. A purchasing agency between the consumer and the wholesaler or manufacturer thus securing to its stockholders all goods at wholesale or manufacturers' prices. To do this successfully it is proposed that all orders sent to the Union be amassed and forwarded to the trade centers where they may be bought to the best advantage, the goods to be sent direct from the wholesaler to the consumer with receipted bill, by express or freight as the purchaser may select. In this way the Union but forwards the order and remittance and the dealer sends the goods direct. In associations where several members are stockholders in the Union, the goods may be sent to some one of them and thus save freight on the separate parcels. On all such orders there will be no charge for purchasing, the expenses of the Union being provided for by the assessment.

2. As a selling agency. It is well known that a farmer is often mercilessly robbed by commission houses that would deal honorably with merchants for the simple reason that he knows the farmer's trade to be limited, while an honorable course with the merchant will probably secure a large amount of future consignments. In making all consignments under the direction of the Union, the commission house realizes that any unjust discrimination or crookedness will deprive him of a mammoth patronage, to say nothing of having his name published as a cheat and a fraud in the homes of the farmers from whom he must draw his support. In this, as in the first instance, all remittances will be made direct, duplicate invoices being placed on file in the office of the Union.

3. As a loan agency. It is known that millions of dollars are seeking investment in Europe and the East at 3 and 4 per cent, besides a heavy bonus to the loan agency. With a proper channel through which to secure this money, there is no reason why first mortgages on improved farms could not command loans at very near the prices paid by Eastern banks and manufacturers.

4. As an arbitrator in prices of farm products. In the South, the Alliance has secured for its members the optional loan of \$64,000,000 upon cotton in storage, so that the poorer members are not compelled to sell upon the ruinous prices denominated by the cotton kings and southern board of trade manipulators, but are enabled to hold their crop until the market demands it at living prices. The Union will stand in the same relation to the Patrons of Michigan and render every practical aid in its power.

It will be seen at once by any practical man that all this can be done with a small proportionate expense to each shareholder, as only the clerical work is undertaken by the Union. Not one ounce of produce or pound of merchandise is handled by the Union, the goods or produce going direct to and from the consumer and producer, yet conducted on such a mammoth yet systematic scale that wholesalers and jobbers will be glad to cater to the trade.

The object of making the Union a joint stock company, instead of a membership affair, is that no member loses his identity in the Union. There is no lapsing of membership, for he gets a certificate of stock that is transferable the same as any other property, with the single provision that every member must be a Patron of Industry. Every shareholder has an equal voice in electing the Board of Directors, and, whether acting independently or in unison with his neighbors, the full benefit of the Union is ever open to him. By making the original investment intact, the amount of stock issued by the company always indicates the commercial standing of the Union and gives it a position among the sound commercial institutions of the day. Indirectly, it will bind the order of the Patrons of Industry more closely to mutual interests than anything that could be devised.

The need of such a union is very apparent when it is known that many of the articles consumed by our farmers carry a profit between the manufacturer and the consumer of over 100 per cent, while manufacturers in every line are combining to control prices. Our order is now in a condition to take hold of such a Union, and, by one member in each family investing \$1 in a share of stock in the Union, the profit is saved which is now divided between the jobber, the wholesaler, the drummer, the retailer and the peddler, all of whom must, under the present system, have a profit in order to live—and the farmer and laborer foot the bill.

If you doubt the need of a Commercial Union, take any wholesale price current and compare it with the prices you have to pay. You will find that the 50-cent tea you buy wholesales at 27 cents; your 40-cent spices at from 17 to 28 cents, and many other things in proportion. In plows, harrows, cultivators, seeders, mowers and reapers, the agent's commission is 40 per cent.—\$4 for selling a \$10 tool—and, while not all dealers charge these prices, there are more that do than do not. To-day there is a trust of \$30,000,000, formed within the last sixty days, on harvesting machinery, and, unless our Union shall succeed in inducing some of the firms to secede from the combine in order to get the trade of Michigan, the farmers of this State will pay "ring" prices on every machine they buy.

EDMUND B. DIKEMAN
THE GREAT
Watch Maker
AND
Jeweler,
44 CANAL ST.,
Grand Rapids - Mich.

Grand Rapids & Indiana.

In effect December 7, 1890.
TRAINS GOING NORTH.
Arrive from Leave going South.

For Saginaw, solid train	5:15 a.m.	7:30 a.m.
For Traverse City & Mackinaw	9:20 a.m.	11:30 a.m.
For Saginaw, solid train	4:30 p.m.	6:45 p.m.
For Cadillac	2:15 p.m.	4:30 p.m.
For Mackinaw	3:30 p.m.	5:45 p.m.
From Kalamazoo	3:55 p.m.	6:10 p.m.

TRAINS GOING SOUTH.
Arrive from Leave going North.

For Cincinnati	6:00 a.m.	8:15 a.m.
For Kalamazoo and Chicago	10:15 a.m.	12:30 p.m.
From Saginaw	11:45 a.m.	1:00 p.m.
For Fort Wayne and the East	5:30 p.m.	7:45 p.m.
For Cincinnati	5:30 p.m.	7:45 p.m.
For Kalamazoo and Chicago	10:00 p.m.	12:15 p.m.
From Saginaw	10:30 p.m.	12:45 p.m.

Muskegon, Grand Rapids & Indiana.
For Muskegon—Leave. From Muskegon—Arrive.

7:00 a.m.	10:10 a.m.
11:15 a.m.	3:45 p.m.
5:40 p.m.	8:45 p.m.

Tickets and full information can be had by calling upon A. Almqvist ticket agent at Union Station, or George W. Munson, Union Ticket Agent, 67 Monroe street, Grand Rapids, Mich.
C. L. LOCKWOOD,
General Passenger and Ticket Agent.

Detroit, Grand Haven & Milwaukee.
GOING WEST. Arrives. Leaves.

Morning Express	12:50 p.m.	1:00 p.m.
Through Mail	5:00 p.m.	5:10 p.m.
Grand Rapids Express	10:25 p.m.	
Night Express	6:40 a.m.	7:05 a.m.
Mixed		7:30 a.m.
Detroit Express		6:50 a.m.
Through Mail	10:10 a.m.	10:20 a.m.
Evening Express	3:35 p.m.	3:45 p.m.
Night Express	9:50 p.m.	10:55 p.m.

Daily, Sundays excepted. *Daily.
Detroit Express leaving 6:50 a.m. has Wagner parlor and buffet car attached, and Evening Express leaving 3:45 p.m. has parlor car attached. These trains make direct connection in Detroit for all points East.
Express leaving at 10:55 p.m. has Wagner sleeping car to Detroit, arriving in Detroit at 7:20 a.m.
Tickets and sleeping car berths secured at D. G. H. & M. R.'s offices, 28 Monroe St., and at the depot.
JAS. CAMPBELL, City Passenger Agent.
JNO. W. LOUD, Traffic Manager, Detroit.

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

CHICAGO OCTOBER 5, 1890.
& WEST MICHIGAN RY.

DEPART FOR	A. M.	P. M.	P. M.	P. M.	P. M.
Chicago	19:00	11:00	11:35		
Indianapolis		11:09	11:35		
Benton Harbor	19:00	11:00	11:35		
St. Joseph	19:00	11:00	11:35		
Traverse City	17:25	15:05	11:35		
Muskegon	19:00	11:00	11:35	18:40	
Manistee	17:25	15:05			
Ludington	17:25	15:05			
Baldwin	17:25	15:05	11:30		
Big Rapids	17:25	15:05			
Grand Haven	19:00	11:00	11:35	18:40	
Holland	19:00	11:00	11:35	18:40	11:35

*Week Days. *Daily. \$ Except Saturday.
9:00 A. M. has through chair car to Chicago. 2 extra charge for seats.
1:00 P. M. runs through to Chicago solid with Wagner buffet car; seats 7 cts.
5:05 P. M. has through chair car to Manistee via M. & N. E. R. It is solid train to Traverse City.
11:30 P. M. solid train has sleeper for Traverse City.
11:35 P. M. is solid train with Wagner palace sleeping car through to Chicago, and also a combination sleeping and parlor car through to Indianapolis, via Benton Harbor.

DETROIT, NOVEMBER 30, 1890.
Lansing & Northern R R

DEPART FOR	A. M.	P. M.	P. M.
Detroit and East	17:25	11:30	16:25
Lansing	17:25	11:30	16:25
Howell	17:25	11:30	16:25
Grand Ledge	17:25	11:30	16:25
Lake Odessa	17:25	11:30	16:25
Plymouth	17:25	11:30	16:25
Howard City	17:30	11:35	
Edmore	17:30	11:35	
Alma	17:30	11:35	
St. Louis	17:30	11:35	
Saginaw City	17:30	11:35	

*Daily. †Every week day.
7:25 A. M. runs through to Detroit with parlor car; seats 25 cents. Arrive at New York 10:55 a. m.
1:20 P. M. runs through to Detroit with parlor car, seats 25 cents. Arrive at New York 4:00 p. m.
6:25 P. M. runs through to Detroit with parlor car, seats 25 cents. Arrive at New York 8:50 p. m.
For tickets and information apply at Union Ticket Office, 67 Monroe street, and Union depot.
GEO. DEHAVEN, Gen. Pass. Agt.

MICHIGAN CENTRAL
"The Niagara Falls Route."

DEPART	ARRIVE
Detroit Express	7:30 a.m. 10:00 p.m.
Mixed	6:30 a.m. 9:00 p.m.
Day Express	12:00 a.m. 10:00 a.m.
Atlantic & Pacific Express	11:15 p.m. 6:00 a.m.
New York Express	5:40 p.m. 1:15 p.m.

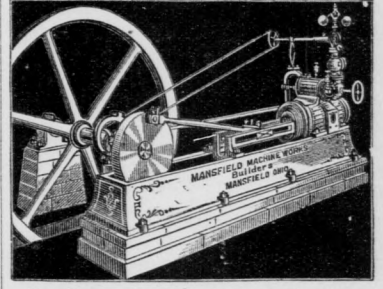
*Daily.
All other daily except Sunday.
Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.
Parlor cars run on Day Express and Grand Rapid Express to and from Detroit.
FRED M. BRIGGS, Gen'l Agent, 85 Monroe St.
G. S. HAWKINS, Ticket Agent, Union Depot.
GEO. W. MUNSON, Union Ticket Office, 67 Monroe St.
O. W. RUGGLES, G. P. & T. Agent, Chicago.

**FIT FOR
A Gentleman's
Table:**
All goods bearing the name of
THURBER, WHYLAND & CO.,
OR
ALEXIS GODILLOT, JR.

Grocers visiting New York are cordially invited to call and see us, and if they wish, have their correspondence addressed in our care. We shall be glad to be of use to them in any way. Write us about anything you wish to know.
THURBER, WHYLAND & CO.,
West Broadway, Reade & Hudson Streets
New York City

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.

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



For Portable or Stationary Engines, 1 to 500 Horse Power, Portable or Stationary Boilers, Saw Mills, Shafting, Pullies, Boxes, Wood-working Machinery, Planers, Matchers, Moulders, etc., call on
W. C. DENISON,
Manufacturers' Agent,
88, 90, 92 So. Division St., Grand Rapids,
Estimates given on Complete Outfits.

C. R. Electro Type
ELECTROTYPERS
Stereotypers
Photo & Zinc Engraving
LEAD, S. W. C. BRASS, R. I. F.
WOOD & METAL FURNITURE
Box Wood
MAPLE, ENVEST GRAND RAPIDS MICH.

Gripsack Brigade.

D. A. Harrison, the Celtic representative of Farrand, Williams & Clark, was in town a couple of days last week.

J. Henry Dawley has purchased the Winton residence at 69 Paris avenue and is removing to his new home this week.

R. B. Hyman is spending a couple of weeks at Albany, N. Y., exchanging compliments with his house, G. W. Van Slyke & Horton.

John Hagens, formerly engaged in the grocery business in the Eighth ward, has taken the position of city salesman for Theo. B. Goossen.

THE TRADESMAN'S annual list of Grand Rapids traveling men is as yet incomplete and its publication has been deferred another week.

Will C. Brown, a well-known traveling man of Marquette, has taken the management of the branch of the American Biscuit and Manufacturing Co., recently established there.

Chas. S. Wilcox, formerly on the road for Hawkins & Company, is now Secretary and Treasurer of the Harbison Grocer Co., recently organized with a capital stock of \$100,000 to carry on the wholesale grocery business at San Diego, Cal.

At the monthly meeting of the directors of the Michigan Commercial Travelers' Association, seven applicants were elected to membership and M. J. Matthews was re-elected to serve as Secretary and Treasurer for another year.

Frank B. Christopher, who traveled last year for a Toledo lumber firm, has engaged to represent the Western Plaster Agency during 1891. He is at present working around the State on land plaster.

Willard H. James, for several years on the road for C. M. Henderson & Co., of Chicago, has embarked in the real estate business in the Windy City, locating at 115 Dearborn street. Mr. James has many friends who will wish him success in his new departure.

Purely Personal.

Frank C. Sampson, the Cadillac shingle manufacturer, was in town Monday.

W. H. Hicks, the Morley druggist, put in a couple of days at Belding last week, on a prospecting trip.

A. K. Wheeler, Treasurer of the Lemon & Wheeler Company, is spending a week in Toledo, looking after business matters.

E. S. Day will sever his connection with I. M. Clark & Son and return to Custer to engage in the culture of red lanshong fowls. He will sell eggs at the rate of thirteen for \$2.50.

Jay Diamond, formerly of the drug

firm of Diamond & Winans, has taken the position of prescription clerk for H. & F. Thum, taking the place of Wm. C. Kirchgessner, resigned.

Jas. W. Moore, who has been associated with Allan Sheldon & Co. for nineteen years, has taken a similar position with Burnham, Stoepel & Co., of Detroit, covering the same territory as formerly.

D. W. Higgins, who has clerked for W. H. Hicks, the Morley druggist, for several years, has taken the position of prescription clerk for H. W. Sawyer, at Aberdeen, Wash. He is succeeded by Fred G. Hicks, son of the proprietor, who was summoned home from Albion College for that purpose.

Wools Higher--Hides Unchanged--Tallow Weaker--Furs Higher.

There is a fair quantity of wool being taken by the manufacturers, with no concession in price. Woolen goods have moved freely, from the effects of the cold weather, and manufacturers feel good over the future outlook. Stocks of wool are not large and markets are firm, which gives holders of wool considerable nerve to hold. The market is higher.

Hides have had, in the past week, a spurt to $\frac{1}{2}$ c. higher and fallen back again to the old price, with a tendency to go lower, especially on the late take-off. Farmers, being well supplied, would not pay higher prices, especially as leather is dull and slow of sale. The market is lower.

Tallow is weak and the demand is limited, with ample supplies.

Some kinds of furs have advanced, owing to the continued cold winter, which has created a demand for manufactured goods at home. Foreign markets show no activity or increase of values and the exporting demand is not good or favorable.

Still in Doubt.

The appointment of a member of the Board of Pharmacy, to succeed Geo. McDonald, of Kalamazoo, is still *in statu quo*. If the appointment is made to conform to the wishes of the rank and file of the drug trade of the State, it will undoubtedly go to Mr. McDonald, but various influences are at work to defeat the wishes of those most vitally interested in the appointment, and THE TRADESMAN will not be greatly surprised to see the plum go to Geo. Gundrum, of Ionia, or F. M. Alsdorf, of Lansing. Of the causes underlying this undercurrent of opposition, THE TRADESMAN will have more to say hereafter.

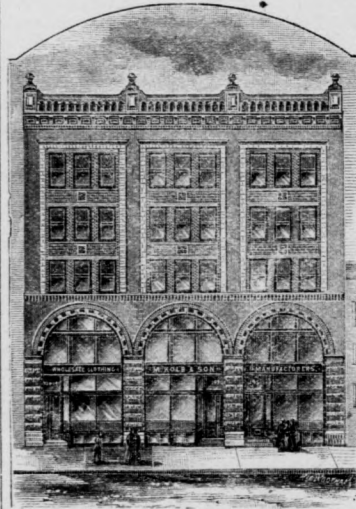
ESTABLISHED 30 YEARS.

Michael Kolb & Son,

ONE OF THE OLDEST AND MOST RELIABLE

Wholesale Clothing Manufacturers

ROCHESTER, N. Y.



A BUSINESS established 30 years speaks well for its integrity and it is just 30 years since Michael Kolb first entered into the wholesale Clothing Manufacturing Business at Rochester, N. Y., and it is an admitted fact through the trade generally that he has not a rival in style, fit and make up of every garment shipped out of that eminent house of Michael Kolb & Son. The senior member of the firm always was and is opposed to leaders or baits in any special line, he adopts the honest system of small profits, one price and quick returns.

The firm's representative in Michigan, William Connor, who is in his tenth year with us, will wait upon any of the trade and show our line, buy or not buy, giving every one an opportunity to see our line, learn our prices and equitable terms and trusting to future events. In addition, Mr. Connor attends periodically at Sweet's Hotel in Grand Rapids and will be there Thursday, Friday and Saturday, January 29, 30 and 31, when customers' expenses are paid who meet him there to buy. Such of the trade wishing him to call, kindly address William Connor, Box 346, Marshall, Mich.

MICHAEL KOLB & SON.

THE NEW YORK BISCUIT CO.,

S A SEARS, Manager

Cracker Manufacturers,

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

ORDER

Jennings' Extracts.

See Quotations.

F E R M E N T U M,

THE ONLY RELIABLE COMPRESSED YEAST.

L. WINTERNITZ, Agent, 106 Kent St., Grand Rapids.

"Fermentum" was introduced in this market in 1872, having been the pioneer compressed yeast in this territory. It has always held a commanding position, owing to its superiority and the cleanly method in which it has been handled. Several years ago we began putting up packages in tinfoil, which has since been adopted by our competitors. This method has met with such growing favor at the hands of the trade that we have discontinued the sale of bulk yeast altogether. The package yeast enables the dealer to be sure that he is handling the genuine article, all our packages bearing the famous white diamond shape label which has been our trade mark and a guarantee of excellence for over twenty years.

Sell "Fermentum" yeast only and your trade will be satisfied.