

Michigan Tradesman.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 4, 1891.

NO. 385



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 splen-
did 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 cata-
logue.

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.

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.

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 car 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.

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

OYSTERS

We quote:

SOLID BRAND—Selects	24
“ “ “ E. F.	22
“ “ “ Standards	20
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)	\$1.60 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

ESTABLISHED 1841.

THE MERCANTILE AGENCY

R. G. Dun & Co.

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

DAVIS' CARBOLIC OIL
LINIMENT.

DETROIT, Mich.

Gents—In 1856 I broke a knee-pan in the Prov-
idence, 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 thank-
ful for the relief experienced. Yours truly,
ROBT. J. F. ROEHM, Jeweler.

WILLIAMS, SHELEY & BROOKS

Successors to FARRAND, WILLIAMS & Co.

Spring Season 1891.

If You desire to sell

Carpets by Sample

Send for

Circular and Price List.

Smith & Sanford,

GRAND RAPIDS.

PAUL EIFERT

Manufacturer of

Trunks, Traveling Bags and Cases

SAMPLE TRUNKS AND CASES
MADE TO ORDER.

Write for Prices.

41 SO. DIVISION ST.,

Grand Rapids, - - Michigan.

PORT SHELTON.

Graphic History of a Long Forgotten
City.

Written for THE TRADESMAN.

Nearly all history sometimes repeats
itself, and that which may appear to this
generation new and strange may have
been new to others long ago passed
away; or it may re-appear to succeeding
generations in some other form, to be
known by a new and novel name. With-
in the past twenty years a term has been
coined, or, rather, another meaning has
been given to an old word, to designate a
rapid and morbid growth of a city, vil-
lage or country. This term is "a boom,"
and I often hear it said that booms never
occurred until within the period named.
That the word had no meaning in the
sense now used is certain; yet "booms,"
such as hardly have an equal to-day, did
take place in the first half of this century;
and, if we take into account the com-
parative poverty of the country at that
time, the great scarcity of available cash
and the almost entire absence of million-
aires, I think it will be conceded that
the boom of which a condensed history
will here be given has seldom or never
been equalled on this continent.

On the Eastern shore of Lake Mich-
igan, in the county of Ottawa, township
of Olive, and near the mouth of Pigeon
Lake, where it empties into that great
inland sea, once stood the nucleus of
a city by the name of Port Sheldon.
Where, over half a century ago, was
heard the sound of axe and hammer and
the noise of machinery, where shipping
lay at anchor off shore, and busy hands
were loading and unloading merchandise,
all is now a comparative waste of marsh
and sand, with hardly a building left
standing to mark the spot where 160
acres of land was cleared of trees and
stumps, and surveyed into lots and
streets for a city to be. Few people are
now living whose hopes and happiness
were centered in the rise and progress of
Port Sheldon as a commercial center, and
few in Grand Rapids know anything of
its history. The "boom" of Port Sheldon,
although startlingly rapid and on a scale
of gorgeous magnificence, lasted for the
short period of about two years.

THE TRADESMAN's reporter is indebted
to Mr. A. W. Pike, of this city, for most
of the information herein contained,
whose courtesy in affording its repre-
sentative with all of historic and statistic
interest connected with Port Sheldon at
that period is hereby acknowledged.

Mr. Pike, who was born at Cincinnati and
came to St. Joseph, Mich., in 1827, ap-
pears to be the only gentleman living in
this section of the country, if not the
only one anywhere, who is able to give a
concise account of what transpired in
that embryo city. He is a genial, well-
preserved gentleman of 77 years, retain-
ing all his faculties to a remarkable
degree. He possesses the best possible
facilities for furnishing the information
required, from the fact that he was long
a resident Indian trader in this section of
Michigan and, after the collapse of the
Port Sheldon bubble, was appointed

resident agent there for a length of time,
empowered to dispose of the real and
personal property then owned by the
company. He has been a resident of
Grand Rapids most of the time since it
was a small village.

The moving spirit in the inception and
building of Port Sheldon was a gentle-
man of French descent, from Philadel-
phia, by the name of Alex. H. Jaudon—
a man of wealth, measured by what con-
stituted wealth at that time. This was
in the year 1837. It was during what
was known as the "wild cat" period in
Michigan, which really meant unlimited
free banking privileges, with little or no
basic coin behind their promise-to-pay
issues. The entire State may be said to
have been "booming" then, and by most
people in the Eastern States it was con-
sidered not only the promised land of
milk and honey, but as possessing almost
exhaustless wealth in timber, soil and
mines.

A number of other gentlemen from
Philadelphia and one, at least, from New
York joined with Mr. Jaudon in the en-
terprise of making Port Sheldon a com-
mercial city, and a company was formed,
known as the "Port Sheldon Land Co.,"
during the year 1837-8, which expended
at least \$110,000 the first eighteen months
in clearing the land, in erecting build-
ings and making other improvements.
As previously mentioned, 160 acres of
land was first cleared and platted for the
new city. This original plat was
lithographed and is still in the possession
of Mr. Pike. After the city was laid out
and while building was in progress,
many strangers came, attracted by
rumors of a growing city in the wilder-
ness and with the intention of casting
their fortunes with it. Still others came,
in order to obtain work, as, for the time
being, cash was paid by the company for
all kinds of labor required.

At the end of the first six months,
fifteen first-class buildings were fin-
ished and occupied. Among these build-
ings were the following: a large general
store building for the company, which
was at once filled with a stock of every
class of goods imaginable, many of them
far too rich and fashionable for the in-
habitants of the new country, if we pos-
sibly except a few families in Port Shel-
don itself; a saw mill, which was one of
the earliest necessities constructed; a
large hotel was among the first buildings
furnished. All the buildings were prin-
cipally of wood, as no other material was
then as available. The dimension of the
"Ottawa House," as the hotel was called,
are not definitely known, but there were
two very high stories and an attic. It had
a frontage of eighty-eight feet. A balcony
with balustrade ran across the entire
front, supported by Grecian columns.
For that day it was superbly finished
throughout, at a cost of \$60,000, and was
then by far the finest hotel in the State.
Its location was on the shore of Pigeon
Lake and in full view from Lake Mich-
igan. A railroad was surveyed during
this year from Port Huron, in a nearly
due west line, to run *via* Grand Rapids

(then a small village), with its terminus at the future metropolitan city of Port Sheldon. The western end of this road, for about two miles, was cleared of the forest trees and stumped and graded all ready for the ties. The determination and animus of those engaged in city and railroad building was shown in the erection of a depot building, the roof of which was supported by Grecian columns. It was finished the first year, at a cost of \$8,000 or \$10,000.

With all the hurry and hustle of modern "booms" and modern railroad building, it is doubtful whether an instance is on record of such a building, with so many offices, being completed ready for business with so small an amount of initial work.

The harbor at this port, in a state of nature, was, like all the others on the eastern shore Lake Michigan, obstructed by sand bars, so that only small yachts or barges could enter, until piers were built and a considerable amount of dredging done. The real harbor here was Pigeon Lake, the depth of its water at that time being from forty to sixty feet, and its surface area about three-fourths of a mile one way and half a mile the other. Relying, probably, upon the important location of their to be city, the company expected that the general government would, eventually, remove all obstructions from the entrance to an otherwise excellent harbor. To further that desirable end, and also to bring the matter into public, and especially into marine notice, the company erected a good light-house at the mouth of Pigeon Creek, as the outlet of the harbor was called, and were so enterprising as to keep, at their own expense, a light burning during the following year. Vessels of heavy tonnage might anchor near shore but dared not attempt to enter.

A recital of the apparently reckless and foolish expenditure of such large amounts of money in a land where so large a number of its inhabitants were wandering tribes of Indians, and where the prospect of either interest or dividends was in the dim, shadowy distance, not only excites the surprise of the reader but seems incredible.

In speaking of the condition of affairs, Mr. Pike said: "There was comparatively little gold or silver coin in circulation here in Michigan, if we except that paid annually to about 6,000 Indians who received their annuity at Grand Rapids. These wards of the nation were truly children as regarded the value of money, and usually but few days transpired before poor Lo's last dollar was transferred to the pocket of the white man. It was not squandered, by any means, but was paid for provisions, clothing and guns and ammunition with which to supply themselves with the wild game with which the country abounded. The Indians were always paid in silver, with only one exception of which I remember, and that year, for some reason best known to the government, they were paid in gold coin. They did not like paper money, although, in making their purchases, they were sometimes obliged to take it in change."

From two hotel registers of the Ottawa House, now in possession of Mr. Pike, were gleaned a few items which may be of interest to THE TRADESMAN'S readers. The older of these registers is an ordinary commercial day book, 8x12 inches

in size, containing about 100 pages, with good heavy cap paper, half bound in paper and with leather back and corners. The first date in this book is December 1, 1838, and the last date March 1, 1842. It appears that the landlord of this hotel was Charles T. Badger, as is shown by the following copy from a print executed in New York:

The subscriber, late of the Marshall House, Philadelphia, begs leave to inform the public and travelers generally that he has taken that large and commodious hotel lately erected at Port Sheldon, Michigan, known as the Ottawa House, which he intends opening about the first of June next. The house will be furnished in a style not surpassed by any house in the country. His furniture will be entirely new, selected from the eastern cities. His bar will be furnished with wines and liquors of superior quality and choice brands, all selected in New York and Philadelphia. The subscriber, from his long experience in business and unremitting attention, hopes to share a portion of public patronage.

CHARLES T. BADGER, Proprietor.

Above this notice is a cut of the hotel. The headings and rulings between the four words at the top of the pages of this register were all done with a pen in the plain writing of that date and were simply, "Date. — Name. — Residence. — Destination." It also appears that the Port Sheldon Land Co. appointed agents who were prominent men residing in different parts of the Union; but no mention is made of the duties and requirements of these gentlemen.

One of the Ottawa House registers contains the following entry:

Agents for Port Sheldon.
Feb. 20th, Chas. T. Badger, Port Hudson, Louisiana.

Feb. 20th, A. H. Jaudon, New Orleans, Louisiana.

Aug. 9th, S. S. Taylor, Philadelphia, Penn.

Aug. 14th, W. T. Aubrey, Mobile, Ala.
Aug. 14th, S. Coates, Mobile, Ala.

During the first half of the present century, people looked upon dancing as not only one of the most graceful and healthful, but also the most moral and refined of all amusements, and its indulgence was almost universal, especially in the Middle and Western States; and, to judge from these registers, balls, or dancing parties, were among the chief amusements at this young city during the winter months. Probably there were more then who believed in the truth of the old French motto, adopted and placed upon the royal arms of Great Britain, than there are to-day: "Honi soit qui mal y pense." The following is a verbatim record of one party and contains the names of many from Grand Rapids who attended:

Grand Ball Party, Jan. 29, 1840.
Wm. Butts and Lady, Grandville.
Judge Almy " " Grand Rapids.
Capt. David Carver, Grand Haven.
Doc. Williams, Do Do
A. W. Richardson, Rush Creek.
Wm. H. Godfroy, Grand Rapids.
R. Godfroy, and Lady Do Do
Louis Campau and lady, Do Do
John Almy " " Do Do
General Brown " " Tecumseh, Mich.
N. H. White " " Grandville.
J. N. Eliert " " Port Sheldon.
C. Edgerly " " Grandville.
S. M. Edgell " " Do
J. Wendell " " Grand Rapids.
J. W. Pierce " " Do Do
E. Jewell " " Grand Rapids.
C. Smith " " Do Do
Nathan Throop and Lady, Grand Rapids.
David McIntosh, " " Do Do
Capt. Sims,
W. T. Wood, Ohio City.
George Comstock, Grand Haven.

In regard to these festivities, Mr. Pike

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.

THE NEW YORK BISCUIT CO.,

S. A. SEARS, Manager.

Cracker Manufacturers,

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

LEMON & WHEELER COMPANY,

IMPORTERS AND

Wholesale Grocers

GRAND RAPIDS.

TELFER SPICE COMPANY,

MANUFACTURERS OF

Spices and Baking Powder, and Jobbers of Teas, Coffees and Grocers' Sundries.

1 and 3 Pearl Street,

GRAND RAPIDS

BALL-BARNHART-PUTMAN CO.

IMPORTERS AND

Wholesale Grocers,

GRAND RAPIDS.

Fine Line of Canned Goods and California Fruits.

said: "It was not unusual for from twenty to thirty couples to attend from Grand Rapids and vicinity. As a trail was cut through the woods from Grandville to Port Sheldon, thirty-four miles distant, it was followed in the winter season, as near as might be, the sleigh-loads winding in and out among the trees. Grandville was then at the head of river navigation for heavy draft vessels and was expected to become a very important place."

The name and fame of Port Sheldon must have spread far and wide, as persons from long distances are found registered at the Ottawa House. One secretary of legation registers in French July 4, 1839, as follows: "Le Comte L de Baillet, Secretaire de Legation de S. M., le Roi des Belges." The Count was acquainted with some of the gentlemen composing the Port Sheldon Land Co. and, it is said, came to visit them, probably at their invitation, and was accompanied by his personal servants. July 27, the same year, the steamboat *G. W. Cole* arrived from St. Joseph, which city was then larger than Chicago, bringing the following passengers, who registered: E. P. Deacon, A. G. Deacon, E. North and R. F. Kellogg. July 29, the same year, is registered the name, "Lieutenant Macomb, U. S. Army," who wrote as his destination, "On a Fancy Trip;" October 12, the same year, "Gov. Lewis, Lewisburg," "Victoria" being given as his destination; March, 1840, "Capt. Simons, of the Patriot Service," the latter, no doubt, having reference to the Canadian Rebellion which had occurred a year or two previous. One, D. W. McIntosh, of Grand Haven, registers Jan. 15, 1840, and remarks in the column marked "Destination," that he is "After galls"—whether to attend a party, or for servants, or for wives is not stated.

The nearest house to Port Sheldon occupied by white people was at Grand Haven, thirteen miles distant. The buildings generally were far better than those in Grand Rapids at that day. All lots in Port Sheldon were 64x128 feet. Board sidewalks were constructed and the streets were well cleared, portions being graded. Said Mr. Pike, "Some fifty or sixty votes were cast at their first election, and the greatest resident population at any one time would not exceed 300." The inhabitants were not lacking for meat, as bear, deer and wild turkeys were very numerous, although during the unusually hard winter of 1842-3 most of the turkeys died.

Tribulations of a Retail Grocerymen.
Written for THE TRADESMAN.

"Henry, stop the clock—it makes too much noise. And take that pile of accounts and see if you can't do a little collecting. Hold on! Let me look them over—well, I guess you needn't go. Every one of those fellows has a bill against me and"

Telephone rings.

"Hello! Yes'm."

(Now, a great deal depends upon how you say this "yes'm." You want to give it a soft, persuasive accent, like molasses sliding down a cellar door.)

"Yes'm, what is it?"

"Where are the groceries I ordered of you a little while ago?"

"Wagon just going out—will get to your place in a few minutes."

"Now, see here, sir. What time have I got to order groceries in order to get them the same week? Do you suppose I

want to get up at 5 o'clock in the morning to order groceries for dinner? I am expecting company for the World's Fair, and, if I should give you an order now, I shouldn't expect to get the goods until after it was all over. You are not dealing with Doctor Tanner, but, if we should keep on buying groceries of you, we could beat his record and not half try!"

Bang!

Another customer gone, and the rent's due next week! Proprietor goes out in front of the store, kicks an innocent dog that happens to be running along, and has about made up his mind to slip another gallon of water into the oysters when a female—and a woman at that—enters and, holding out two tickets and a smile, says, "Two dollars, please."

The proprietor wishes she had never been born—that her mother had died an infant. He remembers that he hasn't paid his hired girl in four weeks and that the baby has got to have a new pair of shoes, but he also remembers that this woman is a good customer and that they are too scarce to take any chances with; so, while his mind fastens upon that little passage of Scripture about the wind being "tempered to the shorn lamb" he smilingly hands her the amount asked for, which, at the time, looks to him bigger than the entire National debt. In return, he receives two tickets on a silk quilt, to be raffled for the benefit of the "Pastors' Aid Society."

Delivery boy shows up about this time and says: "Oats are all gone, and you'll have to get some more hay in a few days. And say! That woman up at 742 Cypress street wants another half pound of butter, and she says that if it don't make any difference to you, she'd like some that aint quite so energetic as the last you sent her. It got away and she had to chase it half way back to the store before she caught it."

The proprietor docks the boy for fifteen minutes lost time in delivering the message and is about to start out to see if his competitors are doing any business when the telephone rings again.

"Hello! Is this the proprietor?"

"What can we do for you?"

"Please send up a compressed yeast cake, and have your boy take back that granulated sugar and change it. My girl didn't have good luck with her last cake, and she lays it to the sugar, and"

"Madam, it gives me great pleasure to inform you that the proprietor of this store is dead. The immediate cause of his death, the doctors say, was a clot on the brain. He was hopeful to the last and seemed to be resigned to his fate. The stock is to be sold to the first capitalist who comes along with a dollar and twenty-five cents in cash, and who wishes to engage in a good, paying business that will consume his entire time, and which will fit him for an early grave. Funeral to-morrow—creditors will attend in a body."

THE PARSON.

A New House.

One of Hudson's new divines called on one of his parishioners at his store soon after he came to town. The storekeeper did not recognize in his visitor the preacher whom he had heard expound the doctrine from the pulpit the previous Sunday, but mistook him for a drummer. "Let's see," said the merchant, "what house do you represent?" "The house of the Lord," responded the dominie.

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.

RINDGE, BERTSCH & CO.,

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

Ask our salesmen or 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.



THE PUTNAM CANDY CO.,

Wholesale Manufacturers.

Fruit and Nut Jobbers.

ASK FOR PRICE LIST.

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.

AMONG THE TRADE.

AROUND THE STATE.

Kingsley—M. S. Brownson has put in a new grocery stock.

Hastings—A. Leins has sold his meat market to H. J. Mead.

Bay City—L. Fontaine & Son have opened a new shoe store.

Rollo—Jacob H. Yerdan is succeeded by Ayers & Son in general trade.

Northville—Samuel Knapp succeeds Knapp Bros. in the grocery business.

Saginaw—Otto M. Rohde, grocer, has sold out to Anna (Mrs. August) Rohde.

St. Louis—Julia M. (Mrs. E. M.) Johnson has sold out her furniture business.

Lansing—T. S. Guy has sold his bakery and restaurant to C. E. Davis & Co.

Charlotte—D. G. McClure succeeds C. H. McClure & Co. in the grain business.

Edmore—John S. Burgess succeeds Burgess & Joslin in the furniture business.

Edmore—A. C. Morehead is succeeded in the grocery business by John B. Harrison.

Sherman—R. D. Frederick has sold his book and stationery stock to L. P. Champenois.

Colon—John Fair has removed his general stock from Greenfield Mills, Ind., to Colon Junction.

Saginaw—John C. Schnell has opened a grocery store at the corner of Jones and Sixth street.

Oden—The Northern Mich. Lumber Co. has both its sawmills and shingle mills in operation.

Reed City—D. C. Williams succeeds Williams & Kerry in the grocery and boot and shoe business.

Standish—J. B. Sperry & Co. succeed Geo. N. Schillinger in the hardware and agricultural implement business.

Nashville—H. L. Walrath has decided to close out his grocery stock and continue the harness business alone.

Bloomington—J. G. Lockard & Son succeed W. R. Scott & Bro. in the confectionery and tobacco business.

Tekonsha—Henry P. Aldrich has exchanged his general stock for residence property in the suburbs of Detroit.

Owosso—H. W. Parker has sold his grocery stock to F. W. Gardner, who was formerly engaged in trade at St. Johns.

Kalamazoo—W. E. Birge, of the former firm of Brown & Birge, has taken the management of the drug department of R. L. Parkin.

Detroit—T. H. Hinchman & Sons will discontinue their wholesale grocery business and devote themselves wholly to the jobbing of drugs.

Spring Grove—B. F. Marr & Co. have moved their general stock to Whiting, Ind. J. S. Marr will shortly resume business here with a fresh stock.

Walkerville—Benj. F. Stone has traded his store property and furniture stock here for the drug stock of Horace Peck, at Walton. He is succeeded in the undertaking business by Daunt Beals.

Fennville—Wm. M. Bale has purchased the interests of John Barron and A. M. Johnson in the grocery and crockery firm of W. M. Bale & Co. and will continue the business under his own name.

Stanton—Epley & Devine have sold their grocery stock to Curtis Ball and Warren McLean, who will continue the business under the style of Ball & McLean. Possession was given Feb. 2.

Muskegon—A. A. Wood has retired from the Muskegon Hardware Co. The

business will be continued under the same style by Chas. H. Hackley, Geo. R. Selkirk, H. J. Vanzalingen and John Baninga.

Eastmanville—Assignee Goodrich advertises to sell the assets in the Adam Wagner matter at public sale on Feb. 18. The assets comprise the general stock and 750 acres of land in Ottawa and Newaygo counties.

Saginaw—Ferdinand Daudt, of the Daudt-Watson Co., has purchased an interest in the Daudt Glass and Crockery Co., at Toledo, and has gone to that city to reside. Mr. Daudt retains his interest here, but the business will be managed by Mr. Watson.

Detroit—The late Bishop Borgess held a \$2,000 chattel mortgage on the stock of Harris & Karpp, 215 Woodward avenue, which was recorded Dec. 28, 1887. Two days later a \$3,000 mortgage was filed by Pforzheimer, Keller & Co., of New York, and later they took possession of the stock under their second mortgage. The Bishop did not present his claim for the reason that, should he take possession of the stock, he would be harassed by replevin suits from creditors of the firm. After the Bishop's death Fr. M. J. P. Dempsey, administrator of his estate, brought suit against Pforzheimer, Keller & Co. to recover the \$2,000 secured by the first mortgage. Judge Gartner decided the case on the 28th in favor of Fr. Dempsey for \$2,000 and interest.

MANUFACTURING MATTERS.

Bay City—Eichone Bros. are cutting 30,000 shingles daily at their mill at White Feather.

Battle Creek—The Battle Creek Knitting Co. has uttered chattel mortgages aggregating \$15,000.

Saginaw—Wylie Bros. have begun the work of building a new shingle mill on the site of the one recently burned.

Coleman—C. D. Cope, of Mt. Pleasant, has rented F. B. Simons' shingle mill for several years and is getting in a stock of bolts.

Saginaw—Campbell & Koons have put 300,000 feet of logs into the Little Sugar, and have sold the logs to Bliss & Van Auken.

Ontonagon—The Diamond Match Co. is putting in a shingle mill here, which will be ready for business on the opening of navigation.

West Branch—Charles Cline's sawmill manufactured 6,000,000 feet of lumber last season. He says by the thousand for D. Wright & Co. of Saginaw.

Coldwater—The Coldwater Cutter Co., which has been in financial straits, has made a settlement with its creditors by which it will be allowed to go on.

Bay City—The sawmill of H. W. Sage & Co. makes the best record during the decade ending with 1890. During that period it manufactured 416,445,251 feet of lumber.

Baraga—William Coach, who has been South looking over his timber interests in Louisiana, has returned, and is devoting his energies to his operations on the Otter river.

Muskegon—Chas. Watson has purchased the interest of Peter Jungen in the firm of Jungen & Fink, cigar manufacturers. The new firm will be known as Watson & Fink.

Bay City—The Eddy, Avery & Eddy sawmill is undergoing extensive improvements. The structure will be overhauled

and some new machinery put in, and a brick refuse burner is being erected.

Kingsley—M. S. Brownson's hardwood sawmill will begin operations in a few days. He expects to light the mill with electricity, having ordered a dynamo and the necessary wiring and lamps.

Kalamazoo—Cornelius Barkenbus has retired from the firm of Bevans & Barkenbus, manufacturers of carriages. The business will be continued by T. R. Bevans under his own name.

Avron—Arnott & Dickson are putting up a small mill near this place for cutting hemlock ties, they having the contract to furnish ties for the new Iron Range & Huron Bay Railway.

Greenville—H. L. McNutt has closed a contract for the erection of a shingle mill on his 320-acre farm on sections 25 and 26, in Douglas township. The mill is to be running in 60 days.

Kalamazoo—T. S. Skinner has purchased a half interest in the harrow manufactory of L. C. Lull & Co. and will take the business management of the enterprise. The firm name remains the same.

Harrison—W. H. & F. A. Wilson have sold the machinery in their sawmill to the Poplarville Lumber Co. and it will be shipped to Mississippi, where the purchaser owns timber, and proposes to operate on an extensive scale.

Menominee—Stinchfield, Whitney & Co. recently brought suit against the city of Menominee and recovered between \$800 and \$900 taxes on logs floated to that place that had previously been taxed in Florence county, Wis., under the State law.

Avron—C. M. Turner is overhauling his sawmill and adding some new machinery. He has taken a contract to get out 1,000,000 feet of hemlock and maple for the new Huron bay ore dock, and will saw in addition a small amount of pine.

Bay City—S. A. McLean has struck another lead. He has stopped boring for natural gas in Bay City, coal in Tuscola, and has gone to Port Arthur, Ont. It is said pay dirt has been struck in a silver mine there in which he is interested to the extent of being half owner. He has also a half interest in 2,000 acres of mineral land in that locality, which has been located this winter.

Manistee—Stokoe & Nelson, who have been doing a custom business at this point for the past few years, have about decided to try their hands at cedar exclusively this year, and with that end in view are buying all of the cedar possible. As they had already some pine and hemlock contracted for, they have sold that class of stock to some of the other mill firms at this point, but they will probably saw up a little hardwood, of which they were not able to dispose so readily. The venture will be looked upon with some interest, as it has not heretofore been considered possible to run a mill profitably at this point on cedar alone.

The Fish Law a Farce.

No MAN'S LAND (near Traverse City) Jan. 30.—In all human probability, I owe the State of Michigan more than any land lubber who ever trespassed on school lands. As near as I can estimate, I am indebted to this glorious commonwealth to the tune of \$6,000,000. The recent fish and game law prescribes that a fisherman shall use a mesh in gill nets not less than 4 1/4 inches and 3 1/2 inches with pound nets. Besides being a manifest injustice to pound net fishermen, the entire law is ridiculous,

as very few whitefish could be caught in pound nets with meshes larger than 4 inches. I use a 4 inch mesh and a 3 inch mesh with pound nets, and as I am rendering myself liable to a fine of \$100 every time I do so, a summer resorter who is good at figures estimated that I was indebted to the State about \$5,500,000 last summer. As I have fished about two months since, I probably owe the commonwealth a half million more by this time.

The most foolish feature in the law, to my thinking, is the restriction regarding herring and perch nets. The legal mesh is 2 1/2 inch, but the man who could catch a herring or perch in such a net would be an attraction in a dime museum. The entire law, so far as it applies to fishermen, is foolish and unnecessary. The Legislature might as well require a farmer to use a wagon in winter and a sleigh in summer as to restrict the fisherman in such a way. After he selects his fishing ground, it does not pay him to make a change again soon, and he takes pains to catch no fish which are not marketable. It is not to his interest to do anything which would injure the fishing, for if he does so he will have to move, thus losing all the improvements he has made. If any of the champions of the law will visit me at my "Island Home" next summer, the "Hermit of Traverse Bay" will satisfy even the most obturate of the futility of the law.

DICK BASSETT.

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—CLOTHING & FURNISHING GOODS BUSINESS, established five years in good town of 1,800 people. A snap for someone, as there is but one clothing store here. L. R. Hinsdill, Hartford, Mich. 181

FOR SALE—STOCK OF GENERAL MERCHANDISE about 23 miles south of Grand Rapids; also stock of drugs in connection, if desired. All clean stock. Good reasons for selling. Will sell cheap. Rent reasonable. Address No. 183, care Michigan Tradesman, 183

HARDWARE—FOR SALE, CLEAN STOCK OF HARDWARE in one of the best towns in Michigan; a rare opportunity for someone; terms cash. Address Wood & Atwood, Flint, Mich. 182

WANTED—SITUATION BY AN EXPERIENCED DRY goods, clothing, boot and shoe and grocery salesman. Would invest a few hundred dollars in a good paying business in a live town. Address No. 179, care Michigan Tradesman. 179

FOR SALE—CLEAN STOCK, COMPRISING HARDWARE, groceries, crockery, harness and general lumberman'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, Kalkaska, Mich. 178

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

FOR SALE—WELL-SELECTED DRUG STOCK, INVENTORY 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—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—A COMPLETE DRUG STOCK AND FIXTURES; stock well assorted can be bought at a bargain. Address for particulars S. F. 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

I WANT A STOCK OF GOODS IN EXCHANGE FOR a good farm between Muskegon and Grand Rapids or a house and lot in Grand Rapids. Write, giving particulars, to O. F. Conklin, Grand Rapids. 180

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

SITUATIONS WANTED.

WANTED—TO LEARN OF GOOD OPENING FOR practicing physician. Address 184, care Michigan Tradesman. 184

WANTED—REGISTERED DRUG CLERK TO TAKE position at once at a moderate salary to start with. Must be temperate and of good moral character. Address No. 186, care Michigan Tradesman. 186

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.

FOR SALE OR RENT—CORNER LOT AND 5-ROOM house on North Lafayette st., cellar, brick foundation, a soft water in kitchen. \$1,200. Terms to suit. Cheap enough for an investment. Address No. 187, care Michigan Tradesman. 187.

GRAND RAPIDS GOSSIP.

E. Burger has sold his grocery stock to Herman Burger.

The Ball-Barnhart-Putman Co. furnished the stock for the new grocery store of W. J. Smith at 161 Monroe street.

Henry Hocksma compromised the claim of the Olney & Judson Grocer Co. and the attachment on his grocery stock on Grandville avenue was withdrawn.

Frank O. Lord & Co. expect to open their new grocery store at the corner of Ionia and Fountain Streets next Saturday. I. M. Clark & Son will furnish the stock.

J. Schripsma has purchased the grocery stock of Matthews Ashterhof at 369 South East street and added a line of notions. P. Steketee & Sons furnished the stock.

The Holland grocers who prefer bulk yeast to tin foil are endeavoring to secure the location of an independent agency here, so that supplies can be obtained from first hands.

Alvin B. Moseley and Geo. F. Stevens have been admitted to partnership in the firm of Moseley Bros., produce and commission dealers. The firm name remains the same as before.

I. M. Clark & Son foreclosed their mortgage on the grocery stock of M. F. Tuck, at Greenville, subsequently disposing of the same to W. D. Reynolds & Co., the Coopersville grocers, who will remove to Greenville and continue the business.

E. S. Pierce has decided to re-engage in the clothing business, having leased the store in the Aldrich block now being vacated by Korl, Knott & Co. He will form an alliance with a popular young man whose identity he is not yet ready to disclose, carrying both ready made and custom made goods.

Purely Personal.

Frank E. Leonard and Frank Stone have gone to New York to purchase goods for the spring and summer trade.

Geo. R. Mayhew has returned from New York and Boston, where he has been for the past three weeks.

Ben. W. Putnam, President of the Putnam Candy Co, has returned from a ten days' visit to the cities of the seaboard.

J. W. Milliken, of the dry goods house of Hamilton & Milliken, at Traverse City, was in town Saturday on his way to New York. He will spend a couple of weeks at Boston and his old home in Maine before returning.

J. Steinberg, the Traverse City clothier, was in town last Wednesday for the purpose of securing plans for the new brick building he proposes to erect the coming season. The structure will be 56x100 feet in dimensions and two stories high.

Hon. E. B. Martin, who was formerly engaged in the grist mill business at Reed City, has concluded to remove to Bozeman, Mont., in March, having purchased a tract of land adjacent to the town on the occasion of his recent visit to the Northwest. It is not unlikely that he will embark in the manufacture of flour at his new location.

Gripsack Brigade.

F. D. Carleton has gone on the road for the Princess Dressing Case Co.

J. Vanderwerp and D. B. Crater have parted company with I. M. Clark & Son. If any errors or omissions occur in THE TRADESMAN'S list of traveling men, as given this week, a knowledge of the same will be thankfully received.

Scott Swigart, who is now on the road for the Globe Tobacco Co., was in town Monday on business connected with his investment in the Michigan Fire Ladder and Truck Co.

T. G. Selleck has severed his connection with the Waddell Manufacturing Co. and embarked in the manufacture of furniture ornaments at Rockford in company with his brother, Frank H. Selleck.

Dick Warner has severed his connection with the Telfer Spice Co. and engaged with the Lemon & Wheeler Company. Under the new arrangement, he will continue to visit his "solid trade" outside the city, but will spend the most of his time among the city trade. Mr. Warner is one of the oldest men now in the business and will naturally carry considerable new trade to his new connection.

Snyder vs. Walker.

GRAND RAPIDS, Jan. 27.—J. S. Walker, in his reply to "Short Count Pickles," crawfishes out of the blame by throwing it upon his employes. His reply is evidently made by the same parties who count his pickles, for that, too, is "short count" and morally oblique.

He did buy a bushel of potatoes of me and got very generous measure, as I am prepared to prove by an eye witness. Here, there can be no question of short weight, since they are sold by standard measure, and, being there personally to receive them, he should and would have kicked then if there had been any shortage. Moreover, he, no doubt, had them weighed by those who count his pickles and with equal accuracy. The same applies to the beans. Again, Mr. Walker's treacherous faculty for numbers misleads him when he says he paid 40 cents per pound for the spices, as I never charged anyone over 35 cents; and what he calls "the poorest trash on earth" gives my trade great satisfaction.

Allow me to revert once more to the pickle deal. Mr. Walker's man came to me and the following colloquy took place:

"Don't you want to buy some pickles?"
 "I just bought some."
 "Why don't you buy them where they are put up and get them cheap?"
 "What do you get for them?"
 "Four dollars for a half and \$7.50 per barrel."

"I can get them for \$7."
 "They can't sell them for that."
 "I don't care—that's their business."
 "Yes, but do you get full count then?"
 "I don't know, but, as you put them up, you ought to know about that."
 "Well, you see, we want to sell—and must sell—the wholesalers, and sometimes so cheap that we can't afford to—well, you know how that goes in business."

Comment is superfluous. Now, Mr. Walker claims that, if his instructions were followed, his pickles would run full count and over. This is amazing, because the keg which I found short count was *chuck full!*

His explanation—as well as his business methods—stands in great need of thorough revision and emendation. Meanwhile, what I say to one of my colleagues with reference to the pickle trade, I say unto all—*watch.*

JOHN SNYDER.

Willing to Wager on the Count.

GRAND RAPIDS, Jan. 30 —I have four barrels of J. S. Walker's pickles in my cellar and stand ready to wager \$50 that every barrel is short count. I made Mr. Walker this offer in THE TRADESMAN office, but he declined to accept it. I now offer to wager the same amount with any of his friends, agreeing to permit any disinterested party to make the count.

JOSEPH TSCHAUNER.

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.

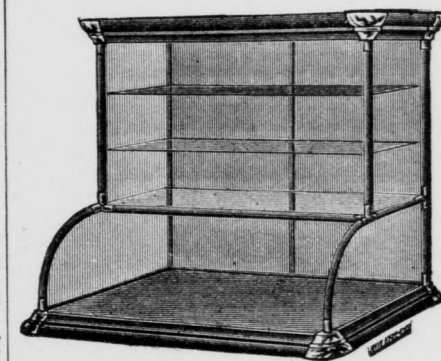
RED The most effective Cough Drop in the market Sells the **STAR** quickest and pays the best. Try them. **COUGH DROPS**

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

Coupon Books Buy of the Largest Manufacturers in the Country and Save Money.
 The Tradesman Company, Grand Rapids

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.

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.

Dry Goods.

Pertinent Observations on Current Topics.

"I have a good joke on Berdan & Co., the extensive Toledo grocery jobbers," remarked Geo. B. Horton, the cheese king of Lenawee county, the other day. "I received a card from the house last spring, requesting me to ship them 100 boxes of a certain brand of cheese every morning. I suspected that the man making the order meant to say 'every Monday morning,' but the order was plainly written in typewriter and there was no alternative for me but to send the goods as instructed. This I did for five consecutive days, when I received a letter from the house, asking my authority for shipping so many cheese. In reply, I mailed the order to the house, when I received an amended order. As the price slumped off shortly afterward, the frequent shipment had worked to my advantage, but I ceased to rejoice when I learned that the mistake caused the typewriter her position."

"I wish Lansing would make more of an effort to secure manufacturing enterprises, remarked General Manager Heald the other day. "I would gladly do all I could to further such endeavors; even to the extent of transporting materials for buildings free of cost. Manufacturing is what makes a town great and prosperous."

"There's a man who will always be as poor as Job's turkey," remarked a merchant of a clerk in his employ, "because he is never content to do as he is told. I have my own way of running things, and I have told him repeatedly that I wanted him to observe my way, but he ignores me completely. If I remonstrate, he always has a plausible excuse at his tongue's end, and I keep him out of sympathy, although frequently tempted to ask him to find another place. I have seen many such cases in a business career of thirty years, and never knew a bull-headed clerk to get a step above the station in which he began. The same is true, I imagine, in other branches of business. An editorial friend of mine tells me that an editor in his employ was always sure to go contrary to instructions, but his faithfulness in other things insures him a steady situation in an inferior position, although his ability is such that he would receive frequent promotion but for the fatal defect in his character—the determination to subjugate his employer's will to his own."

"One of the puzzles which I am unable to unravel is the manner in which manufacturers of jelly pay 5 cents a pound for apple parings and cores and then sell us the manufactured product so we can job it at 4 cents a pound," observed Amos S. Musselman, the other day. "The pail and label does not cost less than 1/2 cent a pound, which leaves the manufacturer only about half what he paid for the raw product. It would be worth a man's time to visit a jelly factory and ascertain how the thing is done."

Will M. Hine, formerly assistant book-keeper for Spring & Company, is now on the road for a specialty hardware house of New York, covering the large trade of Michigan, Ohio, Indiana, Illinois and Wisconsin.

Prices Current.

UNBLEACHED COTTONS.	
Atlantic A.....7	Clifton C.C.....6 1/2
" H.....6 1/2	" Arrow Brand.....5 1/2
" D.....6 1/2	" World Wide.....7
" LL.....5 1/2	" LL.....5
Amory.....7	Full Yard Wide.....6 1/2
Archery Bunting.....4	Honest Width.....6 1/2
Beaver Dam A A.....5 1/2	Hartford A.....5 1/2
Blackstone O, 32.....5	Madras cheese cloth.....6 1/2
Black Rock.....7	Nolbe R.....6 1/2
Boot, AL.....7 1/2	Our Level Best.....6 1/2
Chapman cheese cl. 32.....3 1/2	Oxford R.....6 1/2
Comet.....7	Pegnot.....7 1/2
Dwight Star.....7 1/2	Solar.....6 1/2
	Top of the Heap.....7 1/2
BLEACHED COTTONS.	
Amsburg.....7	Glen Mills.....7
Blackstone A A.....8	Gold Medal.....7 1/2
Beats All.....4 1/2	Green Ticket.....8 1/2
Cleveland.....7	Great Falls.....6 1/2
Cabot.....6 1/2	Hope.....7 1/2
Cabot, 1/2.....6 1/2	Just Out.....4 1/2 @ 5
Dwight Anchor.....8 1/2	King Phillip.....7 1/2
" shorts.....8 1/2	" OP.....7 1/2
Edwards.....6	Lonsdale Cambric.....10 1/2
Empire.....7	Lonsdale.....@ 8 1/2
Farwell.....7 1/2	Middlesex.....@ 5
Fruit of the Loom.....8 1/2	No Name.....7 1/2
Fitchville.....7 1/2	Oak View.....8 1/2
First Prize.....6 1/2	Our Own.....8 1/2
Fruit of the Loom 1/2.....4	Pride of the West.....12
Fairmount.....4 1/2	Rosalind.....7 1/2
Full Value.....6 1/2	Sunlight.....4 1/2
Geo. Washington.....8 1/2	Vinyard.....8 1/2
HALF BLEACHED COTTONS.	
Cabot.....7 1/2	Dwight Anchor.....9
Farwell.....8	
UNBLEACHED CANTON FLANNEL.	
Tremont N.....5 1/2	Middlesex No. 1.....10
Hamilton N.....6 1/2	" 2.....11
" L.....7	" 3.....12
Middlesex AT.....8	" 7.....18
" X.....9	" 8.....19
" No. 25.....9	
BLEACHED CANTON FLANNEL.	
Hamilton N.....7 1/2	Middlesex A A.....11
Middlesex P T.....8	" 2.....12
" A T.....9	" A O.....13 1/2
" X A.....9	" 4.....17 1/2
" X F.....10 1/2	" 5.....16
DRESS GOODS.	
Hamilton.....8	Nameless.....20
".....9	".....25
".....10 1/2	".....27 1/2
G G Cashmere.....21	".....30
Nameless.....16	".....32 1/2
".....18	".....35
CORSET JEANS.	
Biddeford.....6	Nantkeag satteen.....7 1/2
Brunswick.....6 1/2	Rockport.....6 1/2
PRINTS.	
Allen, staple.....5 1/2	Merrim'ek shirtings.....4 1/2
" fancy.....5 1/2	" Repp fun.....5 1/2
" robes.....5	Pacific fancy.....6
American fancy.....5 1/2	" robes.....6 1/2
American indigo.....5 1/2	Portsmouth robes.....6
American shirtings.....4 1/2	Simpson mourning.....6
Arnold.....6 1/2	" greys.....6
" long cloth B.....10 1/2	" solid black.....6
" C.....8 1/2	Washington indigo.....6
" century cloth.....7	" Turkey robes.....7 1/2
" gold seal.....10 1/2	" India robes.....7 1/2
" Turkey red.....10 1/2	" plain T'ky X 1/2.....8 1/2
Berlin solids.....5 1/2	" X.....10
" oil blue.....6 1/2	" Ottoman Tur.....6
" green.....6 1/2	key red.....6
Cochecho fancy.....6	Martha Washington.....7 1/2
" madders.....6	Turkey red 1/2.....7 1/2
Eddystone fancy.....6	Martha Washington.....9 1/2
Hamilton fancy.....6	Turkey red.....9 1/2
" staple.....5 1/2	Riverpoint robes.....5
Manchester fancy.....6	Windsor fancy.....6 1/2
" new era.....6	" gold ticket.....6 1/2
Merrimack D fancy.....6	indigo blue.....10 1/2
TICKINGS.	
Amoskeag A C A.....13 1/2	A C A.....12 1/2
Hamilton N.....7	Pemberton AAA.....16
" D.....8 1/2	York.....10 1/2
" Awning.....11	Swift River.....7 1/2
Farmer.....8	Pearl River.....12 1/2
First Prize.....11 1/2	Warren.....14
Lenox Mills.....18	
COTTON DRILL.	
Atlanta, D.....6 1/2	Stark A.....8
Boot.....6 1/2	No Name.....7 1/2
Clifton, K.....7 1/2	Top of Heap.....10
SATINES.	
Simpson.....20	Imperial.....10 1/2
".....18	Black.....9 @ 9 1/2
".....16	".....10 1/2
Cochecho.....10 1/2	
DEMINS.	
Amoskeag.....12 1/2	Jaffrey.....11 1/2
" 9 oz.....14 1/2	Lancaster.....12 1/2
" brown.....13	Lawrence, 9 oz.....13 1/2
Andover.....11 1/2	" No. 220.....13
Everett, blue.....12	" No. 250.....11 1/2
" brown.....12	" No. 280.....10 1/2
GINGHAMS.	
Glenarven.....6 1/2	Lancaster, staple.....6 1/2
Lancashire.....6 1/2	" fancies.....7
Normandie.....7 1/2	" Normandie.....8
Renfrew Dress.....7 1/2	Westbrook.....8
Toil du Nord.....10 @ 10 1/2	".....10
Amoskeag.....7	York.....6 1/2
" AFC.....10 1/2	Hampton.....6 1/2
Persian.....8 1/2	Windermere.....5
Bates.....6 1/2	Cumberland.....5
Warwick.....8 1/2	Essex.....4 1/2
CARPET WARP.	
Peerless, white.....18	Peerless colored.....20 1/2
GRAIN BAGS.	
Amoskeag.....16 1/2	Valley City.....15 1/2
Stark.....20 1/2	Georgia.....15 1/2
American.....16 1/2	Pacific.....14 1/2
THREADS.	
Clark's Mile End.....45	Barbour's.....88
Coats, J. & P.....45	Marshall's.....88
Holyoke.....22 1/2	
KNITTING COTTON.	
No. 6.....33	White.....38
" 8.....34	Colored.....37
" 10.....35	" 14.....37
" 12.....36	" 16.....38
	" 18.....39
	" 20.....40
	" 22.....42
	" 24.....43
	" 26.....44
	" 28.....45
	" 30.....45
CAMBRICS.	
Slater.....4 1/2	Washington.....4 1/2
White Star.....4 1/2	Red Cross.....4 1/2
Kid Glove.....4 1/2	Lockwood.....4 1/2
Newmarket.....4 1/2	Wood's.....4 1/2
Edwards.....4 1/2	Brunswick.....4 1/2
RED FLANNEL.	
Fireman.....27 1/2	T W.....22 1/2
Creedmore.....27 1/2	FT.....22 1/2
Talbot XXX.....30	J R F, XXX.....35
Nameless.....27 1/2	Buckeye.....32 1/2
MIXED FLANNEL.	
Red & Blue, plaid.....40	Grey S R W.....17 1/2
Union R.....22 1/2	Western W.....18 1/2
Windsor.....18 1/2	D R P.....18 1/2
6 oz Western.....21	Flushing XXX.....23 1/2
Union B.....22 1/2	Manitoba.....23 1/2
DOMET FLANNEL.	
Nameless.....8 @ 9 1/2	".....9 @ 10 1/2
".....8 1/2 @ 10	".....12 1/2
CANVASS AND PADDING.	
Slate.....Brown.....Black.....Slate.....Brown.....Black.	
9 1/2.....9 1/2.....9 1/2	13.....13.....13
10 1/2.....10 1/2.....10 1/2	15.....15.....15
11 1/2.....11 1/2.....11 1/2	17.....17.....17
12 1/2.....12 1/2.....12 1/2	20.....20.....20
DUCKS.	
Severin, 8 oz.....9 1/2	West Point, 8 oz.....10 1/2
Mayland, 8 oz.....10 1/2	" 10 oz.....12 1/2
Greenwood, 7 1/2 oz.....9 1/2	Raven, 10oz.....13 1/2
Greenwood, 8 oz.....11 1/2	Stark.....13 1/2
WADDINGS.	
White, doz.....25	Per bale, 40 doz.....\$7 50
Colored, doz.....20	
SILESIA.	
Slater, Iron Cross.....8	Pawtucket.....10 1/2
" Red Cross.....9	Dundie.....9
" Best.....10 1/2	Bedford.....10 1/2
" Best AA.....12 1/2	Valley City.....10 1/2
CORSETS.	
Coraline.....\$9 50	Wonderful.....\$4 75
Schilling's.....9 00	Brighton.....4 75
SEWING SILK.	
Corticelli, doz.....75	Corticelli knitting, twist, doz.....37 1/2
50 yd, doz.....37 1/2	Per 1/2 oz ball.....30
HOOKS AND EYES—PER GROSS.	
No 1 Bl'k & White.....10	No 4 Bl'k & White.....15
" 2 " ".....12	" 8 " ".....20
" 3 " ".....12	" 10 " ".....25
PINS.	
No 2-20, M C.....50	No 4-15 F 3 1/2.....40
" 3-18, S C.....45	
COTTON TAPE.	
No 2 White & Bl'k.....12	No 8 White & Bl'k.....20
" 4 " ".....15	" 10 " ".....23
" 6 " ".....18	" 12 " ".....26
SAFETY PINS.	
No 2.....28	No 3.....36
NEEDLES—PER M.	
A. James.....1 50	Steamboat.....40
Crowley's.....1 35	Gold Eyed.....1 50
Marshall's.....1 00	
TABLE OIL CLOTH.	
5-4.....2 25	6-4.....3 25
".....2 10	5-4.....1 95
	6-4.....2 95

P. STEKETEE & SONS,
Wholesale - Dry - Goods,
 GRAND RAPIDS, MICH.
 We have just received a large line of Outing Shirts in Flannel, Silk, Wool and Linen, Domett, Cheviot and Satine; also a complete line of cheap and medium price PANTS. Inspection invited.

Playing Cards
 WE ARE HEADQUARTERS
 SEND FOR PRICE LIST.
Daniel Lynch,
 19 So. Ionia St., Grand Rapids.

Voigt, Herpolsheimer & Co.,
 Importers and Jobbers of Staple and Fancy
Dry Goods
 NOTIONS AND HOLIDAY GOODS.
 Manufacturers of
Shirts, Pants, Overalls, Etc.

Complete Fall Stock now ready for inspection, including a fine line of Prints, Underwear, Pants, Gloves, Mittens and Lumbermen's Goods. Chicago and Detroit prices guaranteed.
 48, 50 and 52 Ottawa St.,
GRAND RAPIDS, MICH

FOURTH NATIONAL BANK
 Grand Rapids, Mich.
 A. J. BOWNE, President.
 D. A. BODGETT, Vice-President.
 H. W. NASH, Cashier
CAPITAL, - - - \$300,000.
 Transacts a general banking business.
 Make a Specialty of Collections. Accounts of Country Merchants Solicited.

J. & P. COATS'

BEST
 SIX-CORD
Spool Cotton
 IN
 WHITE, BLACK AND COLORS,
 FOR
Hand and Machine Use.
 FOR SALE BY
P. STEKETEE & SONS.

HARDWARE.

Visit Market Often.

From the Industrial World.

Country hardware merchants—that is, those doing business in towns of from 1,000 to 15,000 inhabitants—should make it a rule to visit the larger centers of trade not less than ten or fifteen times a year, or oftener, if not too far away. There is always something new, either in the tool or general hardware line or stove department, which can be seen sooner by a visit to the city than if they waited for a catalogue circular, or for the traveling salesman to come around. Another thing, there are often job lots of bargains to be secured in the way of cut tery, table and pocket, which may be offered as a leader in their own stores. Besides, a live man is sure to "catch on" to some new ideas, see and hear some thing out of the ordinary run of things, all of which can be turned to good account, and very often the points thus made and acquired by attrition with the wholesale trade will help to increase his business. This, we believe, is well worthy the consideration of our country readers among the hardware trade.

Michigan Dairy Notes.

The new cheese factory, at Carleton, will be in operation by April 1.

The Otsego creamery will be converted into a cheese factory the coming season.

D. C. Gillis, who recently established a separator creamery at Morenci, is paying \$1 per 100 for milk.

Goodsell & Delano are building a separator creamery at Jasper, which they expect to have in operation by March 1.

C. A. French, formerly business manager of the Grand Rapids Democrat, is negotiating for the purchase of the Grand River creamery, at Grandville. In the event of his securing the property, he will put in a separator or extractor.

Six cheese factories were operated in Sanilac county the past season, and from 2,750,000 pounds of milk 281,086 pounds of cheese was produced. It was all purchased for the English market and it is claimed that it netted the farmers 9 cents per pound.

A whalebone syndicate is the latest. Nearly every pound of whalebone in the country has been purchased by a syndicate composed of San Francisco, New York and New Bedford parties. It is said that the only firm which has net jointed is that of J. & W. R. Wing, of New Bedford, which has 8,000 pounds of Arctic whalebone on hand. The last sale of bone was \$4.50 per pound.

The Gem Freezer
The Best in the World.

IS THE ONE YOU WANT, IF YOU WISH TO SELL YOUR CUSTOMERS THE FREEZER THAT WILL GIVE THE BEST RESULTS.

DO NOT ALLOW YOURSELVES TO BE IMPOSED UPON BY THOSE WHO MAY TRY TO SELL YOU OTHER FREEZERS BY TELLING YOU THEY ARE "JUST AS GOOD" OR "JUST THE SAME AS THE GEM."

IF YOU CAN'T GET THE GEM FROM YOUR REGULAR JOBBER, WRITE TO US AND WE'LL TELL YOU WHERE YOU CAN GET THEM OR GIVE YOU PRICES AND DISCOUNTS.

AMERICAN MACHINE CO.,
LEHIGH AVE. AND AMERICAN ST., PHILADELPHIA.

JOHN H. GRAHAM & CO. MANUFACTURERS' AGENTS,
113 CHAMBERS STREET, NEW YORK.



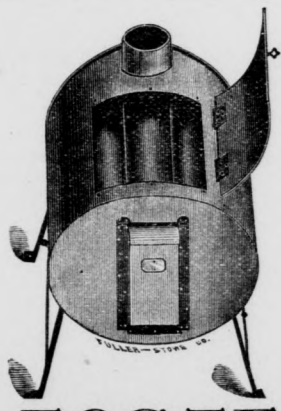
Prices Current.

These prices are for cash buyers, who pay promptly and buy in full packages.

AXES AND BITS.		Snell's.....	60
		Cook's.....	40
		Jennings, genuine.....	25
		Jennings, imitation.....	50&10
AXES.		First Quality, S. B. Bronze.....	\$ 8 50
		" D. B. Bronze.....	12 50
		" S. B. S. Steel.....	9 50
		" D. B. Steel.....	14 00
BARRROWS.		Railroad.....	\$ 14 00
		Garden.....	net 30 00
BOLTS.		Stove.....	50&10
		Carriage new list.....	70
		Plow.....	40&10
		Sleigh shoe.....	70
BUCKETS.		Well, plain.....	\$ 3 50
		Well, swivel.....	4 00
BUTTS, CAST.		Cast Loose Pin, figured.....	70&
		Wrought Narrow, bright fast joint.....	66&10
		Wrought Loose Pin.....	60&10
		Wrought Table.....	60&10
		Wrought Inside Blind.....	60&10
		Wrought Brass.....	75
		Blind, Clark's.....	70&10
		Blind, Parker's.....	70&10
		Blind, Shepard's.....	70
BLOCKS.		Ordinary Tackle, list April 17, '85.....	40
CRADLES.		Grain.....	dis. 50&02
CROW BARS.		Cast Steel.....	per lb 5
CAPS.		Ely's 1-10.....	per m 65
		Hick's C. F.....	60
		G. D.....	35
		Musket.....	60
CARTRIDGES.		Rim Fire.....	50
		Central Fire.....	25
CHISELS.		Socket Firmer.....	70&10
		Socket Framing.....	70&10
		Socket Corner.....	70&10
		Socket Slicks.....	70&10
		Butchers' Tanged Firmer.....	40
COMBS.		Curry, Lawrence's.....	40
		Hotchkiss.....	25
CHALK.		White Crayons, per gross.....	12@12 1/2 dis. 10
COPPER.		Planished, 14 oz cut to size.....	per pound 30
		" 14x52, 14x56, 14x60.....	28
		Cold Rolled, 14x56 and 14x60.....	25
		Cold Rolled, 14x48.....	25
		Bottoms.....	27
DRILLS.		Morse's Bit Stocks.....	50
		Taper and straight Shank.....	50
		Morse's Taper Shank.....	50
DRIPPING PANS.		Small sizes, ser pound.....	07
		Large sizes, per pound.....	6 1/4
ELBOWS.		Com. 4 piece, 6 in.....	doz. net 75
		Corrugated.....	dis. 20&10&10
		Adjustable.....	dis. 40&10
EXPANSIVE BITS.		Clark's, small, \$18; large, \$26.....	30
		Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List.		Disston's.....	60&10
		New American.....	60&10
		Nicholson's.....	60&10
		Heller's.....	50
		Heller's Horse Rasps.....	50
GALVANIZED IRON.		Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
		List 12 13 14 15 18.....	18
		Discount, 60.....	
GAUGES.		Stanley Rule and Level Co.'s.....	50

HAMMERS.		Maydole & Co.'s.....	dis. 25
		Klip's.....	dis. 25
		Yerkes & Plumb's.....	dis. 40&10
		Mason's Solid Cast Steel.....	30c list 60
		Blacksmith's Solid Cast Steel, Hand.....	30c 40&10
HINGES.		Gate, Clark's, 1, 2, 3.....	dis. 60&10
		State.....	per doz. net, 2 50
		Screw Hook and Strap, to 12 in. 4 1/4 14 and longer.....	3 1/4
		Screw Hook and Eye, 1/2.....	net 10
		" " " 3/4.....	net 8 1/4
		" " " 1.....	net 7 1/4
		" " " 1 1/2.....	net 7 1/4
		Strap and T.....	dis. 70
HANGERS.		Barn Door Kidder Mfg. Co., Wood track.....	50&10
		Champion, anti-friction.....	60&10
		Kidder, wood track.....	40
HOLLOW WARE.		Pots.....	60
		Kettles.....	60
		Spiders.....	60
		Gray enameled.....	40&10
HOUSE FURNISHING GOODS.		Stamped Tin Ware.....	new list 70
		Japanned Tin Ware.....	25
		Granite Iron Ware.....	new list 33 1/2&10
WIRE GOODS.		Bright.....	70&10&10
		Screw Eyes.....	70&10&10
		Hook's.....	70&10&10
		Gate Hooks and Eyes.....	70&10&10
LEVELS.		Stanley Rule and Level Co.'s.....	70
KNOBS—New List.		Door, mineral, jap. trimmings.....	55
		Door, porcelain, jap. trimmings.....	55
		Door, porcelain, plated trimmings.....	55
		Door, porcelain, trimmings.....	55
		Drawer and Shutter, porcelain.....	70
LOCKS—DOOR.		Russell & Irwin Mfg. Co.'s new list.....	55
		Mallory, Wheeler & Co.'s.....	55
		Branford's.....	55
		Norwalk's.....	55
MATTOCKS.		Adze Eye.....	\$16.00, dis. 60
		Hunt Eye.....	\$15.00, dis. 60
		Hunt's.....	\$18.50, dis. 20&10
		Sperry & Co.'s, Post, handled.....	dis. 50
MILLS.		Coffee, Parkers Co.'s.....	40
		" P. S. & W. Mfg. Co.'s Malleables.....	40
		" Landers, Ferry & Clark's.....	40
		" Enterprise.....	25
MOLASSES GATES.		Stebbin's Pattern.....	60&10
		Stebbin's Genuine.....	60&10
		Enterprise, self-measuring.....	25
NAILS.		Steel nails, base.....	1 95
		Wire nails, base.....	2 35
		Advance over base: Steel.....	Base 10
		Wire.....	Base 10
		60.....	Base 10
		50.....	Base 10
		40.....	Base 10
		30.....	Base 10
		20.....	Base 10
		16.....	Base 10
		12.....	Base 10
		10.....	Base 10
		8.....	Base 10
		7 & 6.....	Base 10
		4.....	Base 10
		3.....	Base 10
		2.....	Base 10
		1.....	Base 10
		Case 10.....	Base 10
		" 8.....	Base 10
		" 6.....	Base 10
		" 4.....	Base 10
		Finish 10.....	Base 10
		" 8.....	Base 10
		" 6.....	Base 10
		Clinch 10.....	Base 10
		" 8.....	Base 10
		" 6.....	Base 10
		Barrell 1/2.....	Base 10
PLANES.		Olio Tool Co.'s, fancy.....	dis. @40
		Sciota Bench.....	@60
		Sandusky Tool Co.'s, fancy.....	@40
		Bench, first quality.....	@60
		Stanley Rule and Level Co.'s, wood.....	@10
PANS.		Fry, Acme.....	dis. 60-10
		Common, polished.....	dis. 70
RIVETS.		Iron and Tinned.....	dis. 40
		Copper Rivets and Bars.....	50
PATENT PLANISHED IRON.		"A" Wood's patent planished, Nos. 24 to 27.....	10 20
		"B" Wood's pat. planished, Nos. 25 to 27.....	9 20
		Broken packs 1/2 c per pound extra.....	

ROPES.		Sisal, 1/4 inch and larger.....	9
		Manilla.....	12 1/2
SQUARES.		Steel and Iron.....	75
		Try and Bevets.....	60
		Mitre.....	20
SHEET IRON.		Com. Smooth.....	Com.
		Nos. 10 to 14.....	\$4 20
		Nos. 15 to 17.....	\$3 20
		Nos. 18 to 21.....	4 20
		Nos. 22 to 24.....	4 20
		Nos. 25 to 26.....	4 40
		No. 27.....	4 60
		All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	3 50
SAND PAPER.		List acct. 19, '86.....	dis. 40&10
SASH CORD.		Silver Lake, White A.....	list 50
		" Drab A.....	55
		" White B.....	50
		" Drab B.....	55
		" White C.....	55
		Discount, 10.....	35
SASH WEIGHTS.		Solid Eyes.....	per ton \$25
SAWS.		" Hand.....	dis. 20
		Silver Steel Dia. X Cuts, per foot.....	70
		" Special Steel Dia. X Cuts, per foot.....	50
		" Special Steel Dia. X Cuts, per foot.....	30
		" Champion and Electric Tooth X Cuts, per foot.....	30
TRAPS.		Steel, Game.....	dis. 60&10
		Oneda Community, Newhouse's.....	35
		Oneda Community, Hawley & Norton's.....	70
		Mouse, choker.....	15c per doz.
		Mouse, delusion.....	\$1.50 per doz.
WIRE.		Bright Market.....	dis. 65
		Annealed Market.....	70-10
		Coppered Market.....	60
		Tinned Market.....	62 1/2
		Coppered Spring Steel.....	50
		Barbed Fence, galvanized.....	3 40
		" painted.....	2 80
HORSE NAILS.		Au Sable.....	dis. 25&10 25&10&65
		Futnam.....	dis. 65
		Northwestern.....	dis. 10&10
WRENCHES.		Baxter's Adjustable, nicked.....	30
		Coe's Genuine.....	50
		Coe's Patent Agricultural, wrought.....	75
		Coe's Patent, malleable.....	75&10
		" painted.....	dis. 75
MISCELLANEOUS.		Bird Cages.....	50
		Pumps, Clern.....	75
		Futnam, New List.....	50
		Casters, Bed and Plate.....	50&10
		Dampers, American.....	60
		Forks, hoes, rakes and all steel goods.....	45
METALS.		Pig Tin.....	28c
		Pig Bars.....	30c
ZINC.		Duty: Sheet, 2 1/2 c per pound.....	7 1/2
		600 pound casks.....	7 1/2
		Per pound.....	7 1/2
SOLDER.		1/2 @ 1/2.....	18
		Extra Wiping.....	15
		The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.....	
ANTIMONY.		Cookson.....	per pound 16
		Hallett's.....	13
TIN—MELYN GRADE.		10x14 IC, Charcoal.....	\$ 7 00
		14x20 IC, ".....	7 10
		10x14 IX, ".....	8 75
		14x20 IX, ".....	8 75
		Each additional X on this grade, \$1.75.....	
TIN—ALLAWAY GRADE.		10x14 IC, Charcoal.....	\$ 6 25
		14x20 IC, ".....	6 25
		10x14 IX, ".....	7 75
		14x20 IX, ".....	7 75
		Each additional X on this grade \$1.50.....	
ROOFING PLATES.		14x20 IC, " Worcester.....	6 25
		14x20 IX, " ".....	7 75
		20x28 IC, " ".....	13 00
		14x20 IC, " Allaway Grade.....	5 50
		14x20 IX, " ".....	7 00
		30x28 IC, " ".....	11 50
		30x28 IX, " ".....	14 50
BOILER SIZE TIN PLATE.		14x28 IX.....	\$14 00
		14x31 IX.....	15 50
		14x56 IX, for No. 8 Boilers.....	per pound 10
		14x60 IX, " ".....	



CAR STOVE.

Used Largely by those Shipping Potatoes.

MANUFACTURED BY

FOSTER, STEVENS & CO.,
GRAND RAPIDS, MICH.

The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

Subscription Price, One Dollar per year, payable strictly in advance.
Advertising Rates made known on application.
Publication Office, 100 Louis St.

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, FEBRUARY 4, 1891.

The list of traveling men published in another portion of this week's paper, showing that 404 representatives are sent out by Grand Rapids houses, speaks volumes for the enterprise and aggressiveness of the jobbers and manufacturers of the Valley City. As near as THE TRADESMAN can estimate, about 100 additional traveling men who represent outside houses reside in Grand Rapids.

Testing Milk.

From the New Dairy.

At first, the fight was made to induce dairymen to test their own cows, but with very indifferent success. This was probably owing to the feeding of the dairyman that the thin milkers gave lots of it and the thick milkers little of it, and it "sorter" equalized itself and so made little difference to him. With the breeder of high-priced dairy stock this excuse did not work so well; as he was constantly selling, he was liable to work his herd into an all-thick or all-thin lot. In this way some of them took to testing, and especially as the "records" advertised their herds, it soon became quite popular and to the extent of creating favorite families in all the breeds. This good work is gradually increasing, until we hope in a few years every man who buys a thoroughbred dairy animal will be able to secure, at the same time, a full history of the performance of its ancestors.

With the average dairyman nothing of any consequence has been accomplished toward inducing him to test his cows, but fate is taking a kind of mean advantage of him by having somebody else do it for him. When such a dairyman wanted to sell milk in former times it was only necessary to haul it to the factory or railroad and have it weighed and receive his pay by the pound of milk furnished, even if he was careless enough to leave a bucket of water in the can when he rinsed it. Now things are changing; thanks to an honorable rivalry among the experiment stations to see which can invent the simplest form of testing milk, we are rapidly approaching the time when each patron, whether he likes it or not, will have to accept pay according to the value of the milk he furnishes for the purpose for which it is purchased.

One trouble in this line of work is the necessity of testing a great number of samples. Professor Patrick, of the Iowa station, makes an excellent suggestion in this line. He proposes that samples be taken of each patron's milk every time it is delivered and poured into a vessel large enough to hold, say, a week's supply of samples and at the end of the week the whole lot be analyzed or tested. The only trouble with this plan is that milk held so long is liable to become unfit for testing, owing to its curdling or the cream drying on it so that it will not work well in the ordinary tester. He further suggests the use of some kind of preservative to keep the milk in as near a normal condition as possible. Here is a chance for the patent preservatives to get in their work.

Prof. Victor C. Vaughan, whose discovery of tyrotoxin made his name known wherever chemistry is cherished, has found another violently poisonous principle in cheese entirely different from tyrotoxin. Its nature has not been fully established, but it is one of the so-called tox-albumins. Dr. Vaughan is continuing his researches.

Sixty Years Hence.

Written for THE TRADESMAN.

"Having only a limited acquaintance with you," said Mr. Earle, as the two gentlemen walked along the street, "I have not the pleasure of knowing your name nor your previous history."

"My name," said the old gentleman, "is William Hahn, and I was born in the city of New York, in 1804. My parents came from Germany. You spoke of the telephone," continued Mr. Hahn. "I was an old man when the telephone first became one of the wonders of the world, and I was still living when almost every store and office in our cities was considered incomplete for business without one. While they worked fairly well for short distances, the old telegraph was still a favorite. We could never converse through the telephone at a greater distance than one or two hundred miles, and even that at a great disadvantage, while you have informed me that you now converse across the ocean without the least difficulty. May I ask if it is by cable?"

"I can hardly call it a cable," rejoined Mr. Earle. "It is an entirely new patent and a new principle is involved. It has superseded the Bell telephone completely. Wonderful as the old telephone was, it was found that the laws of sound, or, rather, the medium for its conveyance, were very imperfectly understood. But, pardon me, and we will renew this subject later. One of the air ships is about to land and we will witness the unloading. Notice, Mr. Hahn, how gently it moves downward, as if following an inclined plane, and how easily, yet perfectly, two men only control and handle the bulky machine. The other ships have passed onward, you will notice. They will be in sight for some time yet. Do you read the name of the ship on her pennant? Very appropriate, you see—'Ursa Major.' No care is required, on landing, to make the ship fast, as, by the simple movement of a lever, which is automatically locked, the power that moves it in any direction is instantly cut off. The motive power of these ships is that glory of our age—electricity. See the master of the ship. He is stepping upon the landing and going into that small octagonal building which is constructed wholly of glass and aluminum. That is called the electorium. A branch conductor there connects with the main telephone across the ocean. This branch may be switched onto many others, reaching any desired point. Every main city landing for aerial ships has one of these buildings which are indispensable to us in dispatching business. A government officer presides over each. From where we stand you can see the master of the ship sitting in a chair, with his watch in one hand and one ear to a glass funnel. He is conversing with the consignors of the cargo in Liverpool, informing them of his arrival and that their goods are now in possession of the consignees. He gives them the very second of his landing. He also informs the insurance agents that their risk has expired."

"Why do these vessels sail so high in the air? It does not seem necessary," said Mr. Hahn.

"They are only obeying the aerial laws passed by Congress," replied Mr. Earle. "You, sir, have probably no idea of the care now required in the vast commercial intercourse of the world,

and especially of our own country, to prevent accidents from occurring. When you fell asleep in the last century, the United States had only a little more than forty millions of inhabitants, while, today, it numbers over 150,000,000. Before the close of the last century, we had almost 70,000,000. The air is now the great traveling highway, although there is, to-day, more travel by rail in this country than there was in your time, as all railroads are now owned and operated by the general government, as also are the telephones. Transportation by land and water is still exclusively used for all very heavy and bulky articles. I shall have more to tell you concerning our railroads by and by, which you will wonder at. To avoid accidents from collisions of our air ships, which would be a fearful thing to happen to them, Congress has decreed that all aerial merchant ships shall move at least one mile from the earth, while the packets carrying the mails and passengers and the small express packages shall not exceed 800 feet above; thus, all danger of collisions is avoided. All passenger packets bound westward shall sail along at a height of 700 feet and not more than 800 feet, while those bound eastward shall sail at 400 and not less than 300 feet high. The same rules apply going north or south and to all quarter points of the compass. These altitudes enable passengers to enjoy the scenery upon the earth's surface. A self-registering electrometer has been invented, which is connected with the compass lying in front of the pilot, by which means he can at once observe the exact distance his ship is from the surface of the earth and change the elevation if desired."

"What signals are used at night to make the location of these air ships known?" asked Mr. Hahn.

"There are white and colored lights, reading the same as those long in use by ships at sea, but distinguished from them by more artistic forms, as crosses, crescents, stars and constellations; also, by a universal agreement, all nations use the same signals," answered Mr. Earle. "There goes the master on board now. Notice how silently and gracefully, like a bird on the wing, the *Ursa Major* rises into space."

"Wonderful, indeed," said Mr. Hahn, as the great ship floated away to the west, rising gradually to her lawful distance from Mother Earth. "Navigating the air was spoken of as long ago as I can remember, but was only considered the vagary of a diseased brain and dismissed as a joke by most persons. There is, however, on record, a prophecy by a son of John Langdon, of Marengo, New York, in 1820, that, within the next one hundred years, aerial navigation would be a practical fact, and his description of the ships is almost identical with this we now behold. This gentleman was a well-educated man for that early day and was said by those who knew him to be a genius of a high order, but, being an invalid, he never achieved distinction and died comparatively young. Tell me," continued Mr. Hahn, "what that music means that we hear coming from the more central part of the city? It reminds me of what, in my day, we called a 'calliope.'"

"Ah! I have read of the steam calliope," answered Mr. Earle, "but we have nothing of the kind now. This is called the 'mittag-chime' and is simply a chime

of electric bells that tells all who desire dinner at the public dining hall that it is ready. We will go there at once and get our dinner. Of course, all do not dine there, as thousands prefer the privacy of their own homes, not heeding the expense, while other thousands find equally good food at the State Dining Hall. These public dining halls were established by the State with the humane intention of feeding the laboring population and the poor of our cities at the bare cost of the food. With the improved methods of cooking, of machinery, etc., the small army of waiters employed in your youth are not required. The comparatively few necessary are in a room beneath, performing their work on dumb waiters. Reducing expenses and cooking so much at once made it quite possible to furnish a substantial meal for the sum of five cents, or any one plate of food, cup of tea or coffee, with cream and sugar if desired, for one cent each, so that all could have excellent food and none need go hungry. This was found to fulfil the purpose so admirably and was such a boon to the masses that the state Legislatures asked for a minimum tax of one-quarter of one per cent., to be levied yearly, to increase the sum already set aside for the State Dining Halls, so that all classes, rich or poor, might be fed in this manner, if they preferred. Thus, through their own voluntary taxation, the people are feeding themselves better and for a far less sum than by any other method. Here we are at the Hall," continued Mr. Earle. "Walk in with me and you will witness what will be quite new to you."

This hall was on a level with the street and was a magnificent one, covering an entire block. A multitude of people were going in and out continually.

"I am all out of meal checks and small change," said Mr. Earle, "and will, therefore, obtain a new supply."

As he said this, he stood before a long desk upon which lay newspapers from all parts of the country, held in place by springs, ready for the reader, and beneath which, in one place, he dropped a fifty-cent piece in a slot. A drawer instantly opened, from which he took ten bright metal meal checks and transferred them to his pocket.

"How do you manage if you desire a penny plate of food only?" asked Mr. Hahn.

"You see those desks on the opposite side of this room," answered Mr. Earle. "Drop a five-cent piece in there, and you get five one-cent checks. In still another slot you drop in a cent at a time and obtain a penny check. Thus, you see, all kinds of checks are obtainable, and they are good anywhere in the State until used. We will seat ourselves at this table and I will drop one of my metal checks into a slot in front of me."

Instantly a sliding door in front of him was drawn aside, and a dumb waiter shot up in the opening, with a server well loaded with smoking hot food, upon lifting which the door moved back into place.

[TO BE CONTINUED.]

G. S. Putnam, for eleven years engaged in general trade at Fruitport, has opened a clothing and men's furnishing goods store at 502 South Division street, corner of Fifth avenue.

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
Michigan Trust Co.	115
MANUFACTURING.	
Grand Rapids Packing and Provision Co.	103
Hazeltine & Perkins Drug Co.	100
MISCELLANEOUS.	
Alpine Gravel Road Co.	75
Canal Street Gravel Road Co.	80
Grand Rapids Fire Insurance Co.	120
Grandville Avenue Plank Road Co.	150
Plainfield Avenue Gravel Road Co.	25
Walker Gravel Road Co.	80

Financial Miscellany.

Preferred stock in the Thurber-Whyland Company is now quoted at 107 bid.

The Ionia Pottery Co., at Ionia, made a trifle less than 10 per cent. net on the business of 1890. A cash dividend of 7 per cent. was declared, the remainder being passed to surplus account.

The Big Ox Mining Co., which has its headquarters at Helena and something like a dozen stockholders in this city, will shortly be re-organized on a capitalization of \$300,000. The Lower Big Ox mine has been found to be valueless, but the Upper mine has developed into a good paying property. The re-organization is effected for the purpose of securing \$150,000 additional capital to develop the property.

THE SEVENTH ANNUAL.

Partial Programme of the Coming Convention at Lansing.

The seventh annual convention of the Michigan Dairyman's Association will be held at the City Hall, Lansing, on Wednesday, Thursday and Friday, Feb. 18, 19 and 20. The programme, so far as already arranged, will be as follows:

WEDNESDAY—9 O'CLOCK A. M.

1. Call to order by President.
2. Prayer by Rev. —
3. Address of welcome by Mayor Johnson.
4. Response by S. J. Wilson, Flint.
5. President's annual address.
6. Report of Secretary and Treasurer.
7. Appointment of committees.
8. Paper—"Progress and effect of dairy and pure food legislation in other states"—Hon. E. N. Bates, Moline.
9. Paper—"Fat in cheese"—Geo. Sinclair, Hudsonville.
10. Question box.

WEDNESDAY AFTERNOON AND EVENING.

Papers and discussions on the factory creamery system. Programme prepared by Jas. Slocum, Holly.

THURSDAY—9 O'CLOCK A. M.

1. Paper—"How can the average dairyman determine the purity and strength of salt"—C. F. Moore, St. Clair.
2. "How has Canada succeeded in displacing us in the English markets"—J. H. Murdaugh, Crosswell.
3. Paper—"Progressive and profitable dairying"—John Boyd, Chicago.
4. "Conditions of success in dairying"—A. D. Power, Northville.
5. Question box.

THURSDAY—1:30 O'CLOCK P. M.

Address by Wm. H. Gilbert, President of the New York State Dairyman's Association, who will illustrate the lecture by a practical manipulation of cream and butter before the audience. This portion of the programme is contributed by the Michigan Jersey Breeders' Association, which generously assumes all expenses in connection therewith.

THURSDAY—7:30 O'CLOCK P. M.

1. Paper—"Relative importance of the dairy to other branches of farming and plans necessary to secure an attractive dairy department at the State Fair"—Prof. Samuel Johnson, Lansing.
2. Paper—"Gleanings from past experience in dairy work"—J. H. Monrad, Chicago.
3. Paper—"What has five years' experience proved for the silo?"—E. L. Lockwood, Petersburg.

FRIDAY—9 O'CLOCK A. M.

1. Paper—"The sire as an important factor in raising dairy cows"—W. K. Sexton, Howell.
2. Paper—"Progress of dairy experimental work at the Agricultural College and plans for the future"—Prof. Eugene Davenport, Lansing.
3. Papers by Profs. Clute, Taft and others.
4. Election of officers.
5. Selection of next place of meeting.
6. Adjournment.

OTHER TOPICS.

Among other subjects which will be taken up at the convention are the following:

"Notes from dairy schools in other states."
 "Future prospects for dairy products."
 "Observations on the battle of the breeds."
 "Winter dairying."
 "The future of the separator."

EX-GOVERNOR HOARD.

Invitations to the convention were sent to Ex-Governor Hoard and Col. Curtis. The latter is unable to be present, but the former is confidently expected to be with the meeting at least two days, which will be the first appearance of this noted dairy apostle before the dairymen of Michigan. No set programme has been arranged for Mr. Hoard, as he can talk intelligently and understandingly on any subject akin to dairying.

THE GILBERT LECTURE.

The practical demonstration of butter making by Wm. H. Gilbert, of New York, will be one of the most interesting and instructive features of the convention. Further particulars of the lecture are embodied in the following letters from Hon. Isaac Marston, of Detroit:

COME ONE, COME ALL!

Considering the features the Association is able to present at this year's convention, the officers do not feel the least hesitancy in inviting everyone connected with dairying in any of its various branches to attend the meeting, which will undoubtedly be remembered as one of the most profitable gatherings of the kind ever held in this country.

Not in Favor of the Bonus.

From the Boston Manufacturers' Gazette.

Any industry or enterprise which is not backed by its own capital and cannot stand on its own bottom and needs to be bolstered up and supported by a bonus in any form, is not the kind of a business enterprise that is wanted to build up a town. It is far better, if you have any surplus aid of this kind, to use it in building up and extending some industry already established, and which by such aid would prove a real benefit to the place.

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.



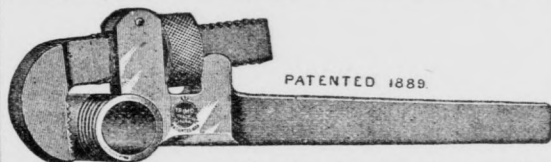
The Most Practical Family Can on the Market; Absolutely Rain, Dirt and Evaporation Tight. Has Steady Stream Pump, which is Removable from the Can in case of obstruction or for repairs. Every Can Guaranteed Perfect.

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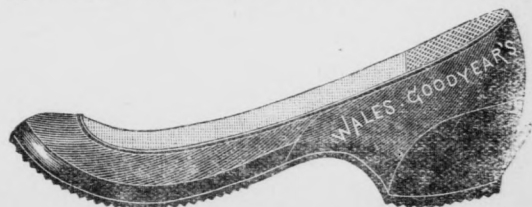
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See Quotations.

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 WOONSOCKETS 45 and 5
 CONNECTICUTS, 45, 5 and 10.
 RHODE ISLANDS, 45, 5 and 10.
 HOME RUBBER CO., 60.



G. R. MAYHEW, - Grand Rapids.

Drugs & Medicines.

State Board of Pharmacy.

One Year—Stanley E. Parkhill, Owosso.
Two Years—Jacob Jesson, Muskegon.
Three Years—James Vernor, Detroit.
Four Years—Ottmar Eberbach, Ann Arbor.
Five Years—George Gundrum, Ionia.
President—Jacob Jesson, Muskegon.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. McDonald, Kalamazoo.
Meetings for 1891—Grand Rapids, March 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.

Poisonous Foods.

Written for THE TRADESMAN.

While it is not my desire to pose as a needless alarmist, I yet claim the privilege of passing judgment upon any article that may be deleterious to the health of any people of whatsoever country.

Not content with adulterating the food we eat, or palming off the factitious for the genuine, a brace of demons in human form has been found who, for the sake of a few paltry pence, are scattering disease and death among their own countrymen by converting the decomposed flesh of horses into smoked meat and sausages. The names of this pair of scoundrels are given as Auguste Brische and Amiel Bayens. They carried on a factory at Cherry Lane, New Jersey, for the manufacture of these villainous products. How long this factory has been in existence is not stated and, possibly, not known. These diseased meats were exported to Austria. Learning that they were to be arrested for the crime, the two were making hasty preparations to leave for Europe. One of them, however, was arrested and committed to jail in default of bail. A large consignment of the meat was found on board a vessel, with which one, if not both, of them intended to sail.

One cannot withstand a feeling of horror at the devilish, grasping avariciousness in a human breast which will permit such a cool, calculating crime as selling poison for an eatable, thus entailing disease, if not death, upon men, women and children, and these their own countrymen! It is a crime akin to murder and should be punished with at least twenty-five years in prison at hard labor. It is the duty of every journal in the country—the trade journals in particular—to continually cry out against such atrocious crimes, and to ask for the sure and speedy punishment of those engaged in such business.

Of course, there are good and wholesome smoked meats, sausages and preserved meats—meats fit for the most delicate invalid; but, if diseased or partially decomposed meats, disguised by disinfectants and spices, be allowed to go forth from a factory, it will soon ruin the sale of legitimate goods. There are many factories in the United States for preparing meats by smoking and canning—factories owned and operated by honorable men—men who would sooner sever the right arm than knowingly send out diseased or decayed meats; whose animals intended for food are, before being slaughtered, examined by a board of disinterested inspectors, appointed by the cities in which such factories are located. These men,

as also the public who traffic in and partake of their healthful food, are directly and deeply interested in blotting off such miscreants as Brische and Bayens from the face of the earth! H.

Criticism of the Critic.

KALAMAZOO, Jan. 29.—I noticed an article in your paper of Jan. 28, entitled, "The University Appropriation," by Louis H—, of Kalamazoo, in which he scores the University of Michigan in general, and the Pharmacy Department in particular. I am personally acquainted with Louis H—, who is a foreigner, having met him last year in the University, and can ascribe his unjust criticism of the institution only to the fact that he incurred the displeasure of all he came in contact with, by his extreme "freshness," and hence seeks to retaliate for a feeling he is the cause of, by running down the University of Michigan. While I have great respect for most foreigners I must say that my respect for Louis H— is very limited and that, his statements are not worth answering. I merely write this piece that all may know the disposition of the author and judge his writings accordingly. I don't want you to take my word, but hope you will ask any conscientious person who is acquainted with both Louis H— and the University of Michigan for their opinion of both. I dislike controversy very much, but the brazenness of his piece forced from me this statement. Respectfully,
H. R. W—.

Discrimination, Not Restriction.

KALAMAZOO, Jan. 31.—I am in thorough accord with your views on the immigration question, as set forth in this week's paper. The article in question strikes the keynote of the situation. Too much stress cannot be laid upon the subject.

Numerous causes have led to an increased influx of foreign laborers during the past year. Very many undesirable foreigners have been forced to emigrate for various reasons, chief among which is the severe weather which has prevailed throughout Europe, leading people of this class to cross the ocean in the hopes of finding a more comfortable climate. Troubles among the lower classes in regard to the labor question have been another fruitful source of supply of these undesirable wanderers, stick-to-ativeness appearing to be an unknown quantity in their make up. United States consuls have failed to preform their duty in ascertaining the true condition of immigrants. State laws have not been stringent enough to exclude them from among us. Of late years, there has been a most alarming increase in criminality and insanity among those of alien pauper birth, and there is a most pressing need for a more rigid national law, as well as of a national bureau to be under the supervision of the treasury department.

Some foreign governments deny the right of United States consuls to question immigrants before their departure from their own country, but our right to question them after landing on our own shores cannot be gainsaid. What is needed is a national passport system. Such a system as is employed by the Swiss government would, undoubtedly, give us eminent satisfaction. Other countries, also, should adopt it. It might even be enlarged so as to include minute points in regard to the character and qualifications of the immigrant, and the government issuing this passport should be held responsible for the truth of the statements contained in such document.

As an example of the influence exerted by these foreigners, the following instances may be cited: Many industries in New England are in the hands of foreigners or their immediate descendants. In the mills of these states, the number of native-born laborers is greatly in the minority. Of these enterprises, there are at least two which are controlled by men who not only owe no fealty to our government, but have no intention of becoming naturalized. According to the estimate of Special Agent of the Treasury Department Montgomery,

more than three-fourths of all the New England fishermen are aliens, having no homes in this country and unamenable to its laws. The same authority states that, by actual count, over 50 per cent. of those engaged in lumbering along our northern boundary are Canadians, and all attempts to restrict them have proved abortive.

It is the opinion of Agent Litchman, of the Treasury Department, that this vexatious subject of immigration is the root of all our labor conflicts. Certain contractors have been in the habit of contracting, in cases of emergency, with agents across the water to furnish them with workmen. Those which are sent over here at such a call are not the skilled artisans, but the cheap, uneducated class of laborers that are a detriment to all progress, social, political or economical, wherever they may establish themselves. They are not the kind to be received with open arms—these drifting, shifting, ne'er-do-wells. Let them stay in their own country—or any but ours—for we have no use for them.

In work requiring no brain work, no intelligence beyond the power to handle the products of a machine, the unskilled mechanic can be utilized by manufacturers. There is no competition between such and our skilled native laborers.

In some of the states, notably Massachusetts and New York, great attention has been paid to obtaining statistics in regard to the source of the obnoxious pauper and criminal element. In the former State, while ignorance among those born in this country has been on the wane since '75, among the alien born and their descendants it has been on the increase. According to the law of heredity, ignorance cannot give birth to knowledge, and, if the foreigner is unable to read and write in his own language, it is hardly to be expected that he will become an erudite scholar in that of a country other than his own. During the year 1885, in this same State, over one-fourth of the population were immigrants, and this number furnished 40.6 per cent. of all its prisoners and 36.87 per cent. of its convicts. The foreigners among the indigent contingent were represented by 44.03 per cent. They are also so generous as to supply over one-third of its insane.

With such facts as the above staring us in the face, the clamoring demand for better laws on this subject is not to be wondered at. What is needed is not exclusion of immigration, but discrimination, and the sooner that this matter is attended to the better it will be for the people of this nation. THINKER.

The Drug Market.

Opium is unchanged. Morphia is steady. Quinine is very unsettled, as a result of a cut by the New York Quinine and Chemical Co. on small tins. Cinchonidia is lower. Citric acid has advanced. Russian hemp seed has advanced. Carbolic acid is lower. Lupulin has declined. Linseed oil has advanced. Turpentine is higher.

Out of Circulation.

Robert McKnight runs a general store at Sand Creek, a place distinguished because it was thither that Tom Navin drove to take the train in his flight from justice. Mr. and Mrs. McKnight started to count the change on hand a few nights ago. Emptying the bag on the table, Mrs. McKnight discovered what is probably the most valuable 5-cent piece extant. The jarring on the table caused the piece of money to split in two and from the center rolled a gold dollar. Mr. McKnight has not the remotest idea who paid the "nickel" to him, but it is unnecessary to say he has put it out of circulation.

Hudsonville—F. H. Campbell has retired from the firm of C. K. Hoyt & Co., general dealers. The business is continued by C. K. Hoyt under his own name.

Bay City—Wendland, Christopher & Co. have opened a new dry goods store.

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.

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 tacking.
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.,
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GINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists,
GRAND RAPIDS.



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Manufacturers of and Jobbers in

Pieced and Stamped Tinware, Rags,
Metals, Iron, Rubber and Wiping Rags
264 So. Ionia St., GRAND RAPIDS.
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Nelson,
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Styles New, Cheap,
Medium and Expensive.

Large Variety.
Prices Low.

Wholesale Price Current.

Advanced—Citric acid, hemp seed, linseed oil, turpentine.

Declined—Quinine, cinchonidia, carbonic acid, lupulin.

ACIDUM.	Cubebae.....15 00@12 50
Aceticum.....87 10	Erechthitos.....90@1 00
Benzolicum German.....80@1 00	Erigeron.....1 90@2 00
Boric acid.....30	Galbanum.....2 00@2 10
Carbonicum.....25@ 35	Geranium.....@ 75
Citricum.....53@ 55	Gossipii, Sem. gal.....50@ 75
Hydrochloric.....36 5	Hedema.....1 85@2 00
Nitricum.....10@ 12	Juniperi.....50@2 00
Oxalicum.....11@ 13	Lavendula.....90@2 00
Phosphoricum dil.....20	Limonis.....1 80@2 80
Salicylicum.....1 40@1 80	Mentha Piper.....2 90@3 00
Sulphuricum.....1 14@ 15	Mentha Verid.....2 80@2 60
Tannicum.....1 40@1 60	Morrhuae, gal.....80@1 00
Tartaricum.....40@ 42	Myrcia, ounce.....@ 50
AMMONIA.	Olive.....80@2 75
Aqua, 16 deg.....3 14@ 5	Piety Liquida, (gal. 35).....10@ 12
" 20 deg.....5 14@ 7	Ricini.....1 10@1 10
Carbonas.....12@ 14	Rosmarini.....75@1 00
Chloridum.....12@ 14	Rosae, ounce.....@ 60
ANILINE.	Succini.....40@ 45
Black.....2 00@2 25	Sabina.....90@1 00
Brown.....80@1 00	Santal.....3 50@7 00
Red.....45@ 50	Sassafras.....45@ 50
Yellow.....2 50@3 00	Sinapis, ess, ounce.....@ 65
BACCAR.	Tigili.....@1 50
Cubee (po. 1 50).....1 60@1 75	Thyme.....40@ 50
Juniperus.....8@ 10	" opt.....@ 60
Xanthoxylium.....25@ 30	Theobromas.....15@ 20
BALSAMUM.	POTASSIUM.
Copaiba.....60@ 65	Bi Carb.....15@ 18
Peru.....@1 80	Bichromate.....13@ 14
Terabin, Canada.....35@ 40	Bromide.....37@ 40
Tolutan.....40@ 45	Carb.....12@ 15
CORTEK.	Chlorate, (po. 16).....14@ 16
Abies, Canadian.....18	Cyanide.....50@ 55
Cassiae.....11	Iodide.....2 80@2 90
Cinchona Flava.....18	Potassa, Bitart, pure.....30@ 33
Euonymus atropurp.....30	Potassa, Bitart, com.....@ 15
Myrcia Cerifera, po.....20	Potass Nitras, opt.....@ 10
Prunus Virgini.....12	Potass Nitras.....7@ 9
Quillaja, grd.....12	Prussiate.....30@ 33
Sassafras.....12	Sulphate po.....15@ 18
Ulmus Po (Ground 12).....10	RADIX.
EXTRACTUM.	Aconitum.....20@ 25
Glycyrrhiza Glabra.....24@ 25	Althae.....25@ 30
" po.....33@ 35	Anchusa.....15@ 20
Haematox, 15 lb. box.....11@ 12	Arum, po.....@ 25
" 1s.....13@ 14	Calamus.....30@ 50
" 1/2s.....14@ 15	Gentiana, (po. 15).....10@ 12
" 1/4s.....16@ 17	Glycyrrhiza, (pv. 15).....16@ 18
FERRUM.	Hydrastis Canaden, (po. 40).....@ 35
Carbonate Precip.....@ 15	Hellebore, Ala, po.....15@ 20
Citrate and Quinia.....@ 30	Inula, po.....15@ 20
Citrate Soluble.....@ 80	Ipecac, po.....2 40@2 50
Ferrocyanidum Sol.....@ 50	Iris plox (po. 20@22).....18@ 20
Solut Chloride.....@ 15	Jalapa, pr.....45@ 50
Sulphate, com'l.....1 1/2@ 2	Maranta.....@ 35
" pure.....@ 7	Podophyllum, po.....15@ 18
FLORA.	Rhei.....75@1 00
Arnica.....28@ 30	" cut.....@1 75
Anthemis.....20@ 25	" pv.....75@1 35
Matricaria.....28@ 30	Spigelia.....48@ 53
FOLIA.	Sanguinaria, (po. 25).....@ 20
Barosma.....30@ 22	Serpentaria.....40@ 45
Cassia Acutifol, Tinivelly.....25@ 28	Senega.....50@ 55
" " Aix.....35@ 50	Similax, Officialis, H.....@ 40
Salvia officialis, 1/2s and 1/4s.....12@ 15	Scillae, (po. 35).....10@ 12
Ura Ursi.....8@ 10	Symplocarpus, Fostidus, po.....@ 35
GUMMI.	Valeriana, Eng. (po.30) German.....15@ 20
Acacia, 1st picked.....@1 00	ingiber a.....10@ 15
" 2d.....@ 90	Zingiber j.....23@ 25
" 3d.....@ 80	SEMEN.
" sifted sorts.....@ 65	Anisum, (po. 20).....@ 15
" po.....75@1 00	Aptium (graveleons).....15@ 18
Aloe, Barb, (po. 60).....50@ 60	Bird, is.....4@ 6
" Cape, (po. 20).....@ 12	Carui, (po. 18).....8@ 12
" Socotri, (po. 60).....@ 50	Cardamon.....1 00@1 25
Catechu, 1s, (1/2s, 1/4s, 1/8s).....@ 1	Corlandrum.....10@ 12
Ammoniac.....25@ 30	Cannabis Sativa.....4 1/2@ 5
Assafetida, (po. 30).....@ 15	Cydonium.....75@1 00
Benzoinum.....50@ 55	Chenopodium.....10@ 12
Camphora.....50@ 52	Dipterix Odorata.....2 00@2 25
Euphorbium po.....35@ 40	Foeniculum.....@ 15
Galbanum.....@3 00	Foenugreek, po.....6@ 8
Gamboge, po.....80@ 95	Lini.....4 @ 4 1/2
Gualacum, (po 40).....@ 35	Lini, grd, (bbl. 3 1/2).....4 @ 4 1/2
Kino, (po. 25).....@ 20	Lobelia.....35@ 40
Mastic.....@ 30	Pharlaris Canarian.....3 1/2@ 4 1/2
Myrrh, (po. 45).....@ 40	Rapa.....8@ 9
Opil, (po. 3 85).....2 25@2 40	Sinapis, Albu.....8@ 9
Shellac.....28@ 40	" Nigra.....11@ 12
" bleached.....1 1/2@ 1 35	SPIRITUS.
Tragacanth.....30@ 75	Fruentil, W. D. Co.....2 00@2 50
HERBA—In ounce packages.	" D. F. R.....1 75@2 00
Absinthium.....25	Juniperis Co. O. T.....1 75@1 75
Eupatorium.....20	".....1 75@3 50
Lobelia.....25	Saacharum N. E.....1 75@2 00
Majorum.....28	Spt. Vini Galli.....1 75@5 50
Mentha Piperita.....23	Vini Oporto.....1 25@2 00
" Vir.....25	Vini Alba.....1 25@2 00
Rue.....30	SPONGES.
Tanacetum, V.....22	Florida sheeps' wool carriage.....2 25@2 50
Thymus, V.....25	Nassau sheeps' wool carriage.....2 00
MAGNESIA.	Velvet extra sheeps' wool carriage.....1 10
Calcined, Pat.....55@ 60	Extra yellow sheeps' carriage.....85
Carbonate, Pat.....20@ 22	Grass sheeps' wool carriage.....65
Carbonate, K. & M.....20@ 25	Hard for slate use.....75
Carbonate, Jennings.....35@ 38	Yellow Reef, for slate use.....1 40
OLEUM.	STRUPS.
Absinthium.....5 00@5 50	Accacia.....50
Amygdalae, Dulc.....45@ 75	Zingiber.....50
Amygdalae, Amarae.....8 00@8 25	Ipecac.....60
Anisi.....1 90@2 00	Ferri Iod.....50
Aurant Cortex.....@2 50	Aurant Cortes.....50
Bergamit.....3 75@4 00	Rhei Arom.....50
Cajuputi.....90@1 00	Similax Officialis.....60
Caryophylli.....1 20@1 25	" Co.....50
Cedar.....35@ 65	Senega.....50
Chenopodii.....@2 00	Scillae.....50
Cinnamoni.....1 20@1 25	" Co.....50
Citronella.....@ 45	Tolutan.....50
Conium Mac.....35@ 65	Prunus virg.....50
Copaiba.....1 20@1 80	

Morphia, S. P. & W.....2 30@2 55	Selditz Mixture.....@ 25	Linseed, boiled.....57 60
C. Co.....@ 30	Sinapis.....@ 18	Neat's Foot, winter strained.....50 69
Moschus Canton.....2 30@2 45	" opt.....@ 30	Spirits Turpentine.....45 50
Myristica, No. 1.....70@ 75	Snuff, Maccaboy, De Voes.....@ 35	PAINTS. bbl. lb.
Nux Vomica, (po. 20).....@ 10	Snuff, Scotch, De Voes.....@ 35	Red Venetian.....1 1/2 @2 3
Os. Sepia.....33@ 38	Soda Boras, (po. 13).....12@ 13	Ochre, yellow Mars.....1 1/2 @2 4
Peppin Saac, H. & P. D. Co.....@ 2 00	Soda et Potass Tart.....30@ 33	" Ber.....1 1/2 @2 3
Picis Liq. N. C., 1/2 gal doz.....@ 2 00	Soda Carb.....1 1/2 @ 2	Putty, commercial.....2 1/2 @2 3
Picis Liq., quarts.....@ 1 00	Soda, Bi-Carb.....@ 5	" strictly pure.....2 1/2 @2 3
Pil Hydrarg, (po. 80).....@ 70	Soda, Sulphas.....@ 2	Vermilion Prime American.....13@16
Piper Nigra, (po. 22).....@ 1	Spts. Ether Co.....50@ 55	Vermilion, English.....85@88
Piper Alba, (po. 5).....@ 3	" Myrcia Dom.....@ 25	Green, Peninsular.....70@75
Pix Burgun.....@ 7	" Vini Recl, bbl. 2 23).....@ 2 33	Lead, red.....@ 7 1/2
Plumbi Acet.....14@ 15	Less 5c gal, cash ten days.....@ 2 30	Whiting, white Span.....@ 70
Pulvis Ipecac et opil.....1 10@1 20	Strychnia Crystal.....@ 1 10	Whiting, Gilders.....@ 90
Pyrethrum, boxes H & P. D. Co., doz.....@ 2 15	Sulphur, Subl.....2 1/2 @ 3 1/2	White, Paris American.....1 00
Pyrethrum, pv.....30@ 35	" Roll.....2 1/2 @ 3	Whiting, Paris Eng. cliff.....1 40
Quassia.....8@ 10	Tamarinds.....8@ 10	Pioneer Prepared Paints.....20@1 4
Quinia, S. P. & W.....37@ 42	Terebenth Venice.....28@ 30	Swiss Villa Prepared Paints.....1 00@1 20
Rubia, S. German.....24@ 30	Theobromae.....50@ 55	VARNISHERS.
Rubia Tinctorum.....12@ 14	Vanilla.....9 00@16 00	No. 1 Turp Coach.....1 10@1 20
Saccharum Lactis pv.....@ 40	Zinci Sulph.....7@ 8	Extra Turp.....160@1 70
OILS.		Coach Body.....2 75@3 00
Salacin.....2 00@2 10		No. 1 Turp Furn.....1 00@1 10
Sanguis Draconis.....40@ 50		Butra Turk Damar.....1 55@1 60
Santonine.....@ 50		Japan Dryer, No. 1 Turp.....70@ 75
Sapo, W.....12@ 14		
" M.....10@ 12		
" G.....@ 15		

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

--- DRUGS ---

Chemicals and Druggists' Sundries

Dealers in

Patent Medicines, Paints, Oils, Varnishes.

Sole Agents for the Celebrated Pioneer Prepared Paints.

We are Sole Proprietors of

WEATHERLY'S MICHIGAN CATARRH REMEDY

We have in stock and offer a full line of

Whiskies, Brandies, Cins, Wines, Rums.

We are Sole Agents in Michigan for W. D. & Co.,

Henderson County, Hand Made Sour Mash

Whisky and Druggists' Favorite Rye Whisky.

We sell Liquors for Medicinal Purposes only. We give our Personal Attention to Mail Orders and 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.

Wools Firmer and Higher--Hides and Tallow Weak and Lower--Furs Higher.

Wools have sold more freely at a slight advance. Stocks are well cleaned up, with considerable looking around after more wool, by dealers, with some buying. The cloths do not bring a corresponding advance, but short supply and strong foreign markets keep prices on wools well up and advancing.

Hides are in good supply, with light demand, and show considerable weakness. Sales are made at 1/4c. less, and are likely to go lower. Private advices say that leather was never so dull of sale, and tanners are well supplied with hides.

Tallow is weak, with large offerings. The export demand is light, and only choice, in good packages, is taken.

Furs are in good demand at a strong advance, with the usual excitement among the buyers attending an advance in the market. This has a tendency to wild buying, and the result is that some are paying more than the markets here or abroad will warrant. Many of the leading houses have called a halt, not wishing to throw money broadcast without a reasonable assurance of its bringing a return.

Will Be Full Count Hereafter.

GRAND RAPIDS, Jan. 29.—If I may have a little space in your paper, I will try and explain the "short count" pickle trouble.

Since I began business for myself I have always put up my own pickles until this year. My business in the city and sickness has kept me away part of the time. At such times the men putting up pickles have sorted them too big. Now the grocer gets just as much pickles, the consumer gets more, and this will not do his trade any hurt, as many people that buy medium pickles like them large. These pickles did not go out in this shape with the intention of beating the dealer or anyone else. Just as soon as I found it out, I went to the jobbing trade and told them that I would make it right and for them to do the same, and I have done so with all that I have heard of. That is all that any man can do.

One more word—allow me to say that, hereafter my pickles will be full count, as we are counting every bbl. and package.

Thanking you for this space, I remain, Yours truly, J. S. WALKER.

The Grocery Market.

Sugars are without change. Some grades of confectionery have been reduced 1/4 to 1/2c. Canned corn and tomatoes continue to strengthen. Whitefish are firmer.

"Nell Came Singing."

The train was running at a high rate of speed across the country, with everything apparently going well, when the speed suddenly slackened and presently we came to a dead stop. There had been an accident by which the engineer had been terribly hurt, and he was brought back to the baggage car and one of the train men sent forward.

"How bad is it, Jim?" asked the conductor, as we were trying to do what we could for the poor fellow.

"So bad that I shan't pull through, Tom."

"Don't say that! You'll be home in twenty minutes, and the doctor won't find it so bad."

At the end of the time specified we stopped at a small country station, and as the wheels ceased to roll, the suffering man looked up at the conductor and said:

"Nell will be coming, Tom."

"Yes."

"Make it as light as you can. Poor Nell!"

And, as we were lifting the burned and bleeding body out of the side door of the car, a bit of a woman, wearing the whitest of aprons and the cutest of straw hats, came up the platform, singing "Annie Laurie." She had some flowers in her hand, culled from the little front doorway for her Jim, and she had almost passed us on her way to the engine when she caught sight of our burden, cried out in her fear and agony and fell as one dead.

"Poor Nell, she came singing," moaned the engineer.

"Poor Nell!" whispered everyone gathered about, and for long hours as we sped forward each signal whistle from the hand of the man who had looked upon that picture of woe and misery seemed to shriek out the words, "Poor—poor Nell!"

H. A. Graves, the Quincy grocer, was in town a couple of days last week, the guest of A. K. Wheeler.

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. 352tf

THOMAS STOKES,
WHOLESALE DEALER IN
SALT FISH,
New York City.

Represented in Michigan by
J. P. VISNER, Merchandise Broker,
17 Hermitage Block,
GRAND RAPIDS, MICH.

Who will quote prices by mail or call on dealers wishing a supply for lenten trade.

PRODUCE MARKET.

Apples—Green, \$4.25@4.50 for choice eating and \$3.50@3.75 for cooking stock. Evaporated are firm at 14@15c, and sun-dried are strong at 10@10 1/2c.

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.

Butter—50c per lb. Dairy is in moderate demand. Dealers pay 16c and hold at 18c. Creamery is in fair demand at 22@24c.

Cabbages—10c per doz. or \$4 per 100. Carrots—2@25c per bu. Celery—20@25c per doz. Cooperage—Pork barrels, \$1.25; produce barrels 25c.

Cranberries—Cape Cod commands \$11@13 per bbl. and Bell and Cherry are held at \$10@10.50. Eggs—Fresh are easier, dealers now paying 16 and holding at 18c. The market is tending downward. Old eggs are nearly all out of market.

Field Seeds—Clover, mammoth, \$4.60 per bu.; medium, \$4.10@4.30. Timothy, \$1.50@1.60 per bu. Lettuce—15c per lb.

Onions—The market is strong and active. Dealers pay \$1.25 and hold at \$1.50.

Potatoes—The market shows evidences of weakening in some places. Dealers generally anticipated a cold winter and laid in large stocks. As the good shipping weather has enabled shipments to go forward continually, some markets have naturally become glutted and weak.

Squash—1 1/2c per lb. Sweet Potatoes—Kiln dried Jerseys are scarce, readily commanding \$4.50 per bu. Turnips—30@35c 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 50
Boston clear, short cut	12 25
Clear cut, short cut	12 50
Standard clear, short cut, best	12 50

SAUSAGE—Fresh and Smoked.	
Pork Sausage	6 1/2
Ham Sausage	9
Tongue Sausage	9
Frankfort Sausage	7 1/2
Blood Sausage	5
Bologna, straight	5
Bologna, thick	5
Head Cheese	5

LARD—Kettle Rendered.	
Tierces	6 1/2
Tubs	7
50 lb. Tins	7

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

BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	7 00
Extra Mess, Chicago packing	7 00
Boneless, rump butts	9 75

SMOKED MEATS—Canned or Plain.	
Hams, average 30 lbs	8 1/2
" " 16 lbs	9
" " 12 to 14 lbs	9 1/2
" picnic	6
" best boneless	9
Shoulders	5 1/2
Breakfast Bacon, boneless	8
Dried beef, ham prices	8
Long Clears, heavy	5 1/2
Briskets, medium	5 1/2
" light	5 1/2

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:	
FRESH FISH.	
Whitefish	@10
" smoked	@10
Trout	@9
Hallbut	@18
Ciscoes	@5
Flounders	@9
Bluefish	@10
Mackerel	@25
Cod	@10
California salmon	@18
OYSTERS—Cans.	
Fairhaven Counts	@35
F. J. D. Selects	@28
Selects	@23
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	4 1/2 @ 6 1/2
" hind quarters	6 @ 6 1/2
" fore	5 1/2 @ 3 1/2
" loins, No. 3	10 @ 8
" ribs	@ 5
" rounds	@ 8 1/2
" tongues	@ 4 1/2
Hogs	4 1/2 @ 4 1/2
Bologna	@ 5
Pork loins	@ 6 1/2
" shoulders	@ 5
Sausage, blood or head	@ 5
" liver	@ 5
" Frankfort	@ 7 1/2
Mutton	@ 6 1/2
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	8 1/2
" 24 lb. bbls	8
Boston Cream	9
Cut Loaf	10
Extra H. H.	10
MIXED CANDY.	
Standard, per lb.	7 1/2
Leader	7 1/2
Special	8
Royal	8 1/2
Nobby	9
Broken	9
Midget	10
English Rock	9
Conserves	9
Cut Loaf	10
Ribbon	10
Broken Taffy	net, 9 1/2
Peanut Squares	net, 9 1/2
Extra	10
Kindergarten	10
French Creams	11
Valley Creams	14

FANCY—In 5 lb. boxes. Per Box	
Lemon Drops	.60
Sour Drops	.60
Peppermint Drops	.70
Chocolate Drops	.70
H. M. Chocolate Drops	.80
Gum Drops	40@50
Licorice Drops	1.00
A. B. Licorice Drops	.80
Lozenges, plain	.65
" printed	.70
Imperial	.65
Mottoes	.75
Cream Bar	.60
Molasses Bar	.60
Caramels	16@18
Hand Made Creams	90@90
Plain Creams	80@90
Decorated Creams	1.00
String Rock	.75
Burnt Almonds	1.00@1.10
Wintergreen Berries	.65

FANCY—In bulk.	
Lozenges, plain, in pails	.11
" printed, in pails	.12
Chocolate Drops, in pails	.12
Gum Drops, in pails	.6
Moss Drops, in pails	.10
Sour Drops, in pails	.10
Imperial, in pails	.11

ORANGES.	
Floridas, fancy 250-300 175-150	@33 75
" " 150-125	25@30 50
" " 96	25
Russets, fancy 200-175-150-138	@ 3 50
" " 125-112	3 25
Valencias, choice to fancy 420	5 75
Messinas, " 300-240	2 75@3 00
" " 200	3 25

LEMONS.	
Messina, choice, 360	@ 3 50
" fancy, 360	@ 4 00
" choice 300	@ 3 75
" fancy 300	@ 4 00

OTHER FOREIGN FRUITS.	
Figs, Smyrna, new, fancy layers	18@20
" " " choice	@16
" " " "	@12 1/2
" Fard, 10-lb. box	@10
" " 50-lb. "	@ 8
" Persian, 50-lb. box	4 1/2 @ 6
NUTS.	
Almonds, Tarragona	@17 1/2
" Ivaca	@17
" California	@17
Brazils	@
Pilberts	@
Walnuts, Grenoble	@15 1/2
" Marbot	@12
" Chili	@10 1/2
Table Nuts, No. 1	@15 1/2
" No. 2	@14
Pecans, Texas, H. P.	14@16
Cocoanuts, full sacks	@4 50

PEANUTS.	
Fancy, H. P., Suns	@ 6
" " Roasted	@ 8
Fancy, H. P., Stars	@ 5
" " Roasted	@ 7
Choice, H. P., Ex Prime	@ 5
" " Roasted	@ 7
Fancy, H. P., Steamboats	@
" " Roasted	@

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

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

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.

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 Chicago goods, Baking Powder, Flour, and various oils. Includes sub-sections like 'CANNED GOODS' and 'DRIED FRUITS'.

Table of wholesale prices for various goods including Foreign goods, Sugars, Tea, Coffee, and various oils. Includes sub-sections like 'SWEET GOODS' and 'PAPER & WOODENWARE'.

Advertisement for El Puritano Cigar. Features a portrait of a man and text: 'The Finest 10 Cent Cigar ON EARTH. MANUFACTURED BY DILWORTH BROTHERS, PITTSBURGH. TRADE SUPPLIED BY I. M. CLARK & SON, Grand Rapids. BRADDOCK, BATEMAN & CO., Bay City.'

404 STRONG.

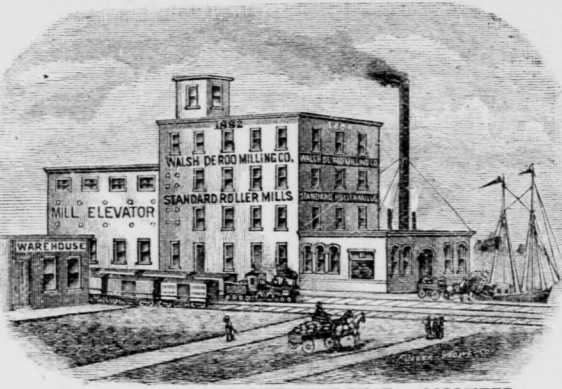
List of Traveling Men Working for Grand Rapids Houses.

The following is believed to be a correct list of the traveling men who work for Grand Rapids houses. If any errors have crept into the list or there are any omissions, the same will be gladly corrected in subsequent issues:

- Adams & North—I. D. North.
- Aldine Manufacturing Co.—W. H. Pierce, E. F. Gilbert, E. F. Pomeroy.
- Z. E. Allen—E. S. Matteson.
- Graham, O. M. Bugbee, W. S. Emery, Edward Ward, Geo. Lewis.
- Anti-Kalsomine Co.—Prof. T. P. S. Hampson, D. R. White, G. M. Wheeler, W. H. Fuller.
- Alabastine Co.—Geo. W. Gage, D. W. Ensign, G. H. Southard, W. T. Merritt, Frank Blood, Daniel Beecher, H. C. Foot, W. C. Harper, James Wykes, Samuel Lewis, A. C. Antrim, B. F. Winch.
- Ball-Barnhart-Putnam Co.—J. B. Evans, D. S. Haugh, B. F. Parmenter, C. M. McLain, Robert Hanna, Geo. McWilliams, Anthony J. Quist, Thos. Ferguson.
- Barlow Bros.—W. A. Morse.
- J. A. Bauman—N. A. Parker.
- Belknap W. & S. Co.—D. W. Johns.
- Wm. A. Berkey Furniture Co.—L. D. Berry, Fred Hills, A. M. Jones, W. H. Melhuish, Geo. S. Knapp, Geo. B. Stoddard.
- Bissell Carpet Sweeper Co.—Geo. S. Sanford, O. W. Dunn, C. R. Bacon, W. C. Foote, C. H. Bass, J. J. Van Leuven, C. B. Howard, E. H. Hudson, C. C. Woodruff, C. W. Williams.
- S. K. Bolles & Co.—Geo. W. Thayer, Jr., W. P. Townsend, M. W. Monnett.
- Wm. Brummeler & Sons—Wm. G. Brummeler.
- A. E. Brooks & Co.—Wm. B. Edmunds, J. Henry Dawley, Geo. W. McKay, A. Oswald.
- Brookings Lumber Co.—H. H. Snell.
- Brown & Sehler—T. B. Snyder, F. E. Brown, Frank Stage, Jno. L. Bailey, Chas. J. Rice.
- Bunting & Davis—E. A. Ives.
- Buss Machine Works—Geo. Buss, Ed. Buss.
- Cappon & Bertsch Leather Co.—C. C. Harley, E. E. Woodford, J. Haefner, R. T. Scott, N. H. Adams.
- Chase Bros. Piano Co.—S. H. Gissin, L. C. Banghart, Geo. E. Boltwood, O. C. Clock, J. H. Campbell, F. V. Streeter, A. E. Bolt.
- M. E. Christenson—Hi. Madden.
- I. M. Clark & Son—H. A. Hudson, J. E. Ireland, Jas. A. Massie, H. S. Powell, J. McBurney, O. B. Shaw, Jas. G. Cloyes, J. A. King, D. B. Crater.
- Corl, Knott & Co.—W. J. Deppen.
- Curtiss & Co.—Frank H. White, O. A. Perry, W. J. Jones.
- A. S. Davis—A. S. Davis.
- W. C. Denison—E. F. Snyder, N. W. Barker.
- W. H. Downs—W. H. Downs, S. F. Downs.
- Wm. Druke—Chas. Druke, Elliott F. Covell.
- Eaton, Lyon & Co.—J. L. Kymer, Geo. H. Raynor, Peter Lubach, W. B. Dudley.
- Elliott Button Fastener Co.—Wm. E. Elliott.
- E. Fallas—Edwin Fallas.
- Folding Chair & Table Co.—W. A. Sammons, John B. Logan, Geo. Lewis, S. Luther, S. S. Chesebro, J. P. Olmstead.
- Foster, Stevens & Co.—A. D. Baker, F. R. Miles, Harvey B. Baxter.
- C. C. Folmer & Co.—F. E. Powers.
- Frey Bros.—Henry Geiges, Geo. Gute.
- Gelock Bottling Co.—John Sparks.
- Theo. B. Goossen—John Hagens.
- Goshen Sweeper Co.—John V. Riley, Jas. S. Knox, Chas. H. Lyon, A. C. Gontor.
- Grand Rapids Brass Co.—Ervin D. Whitlock.
- Grand Rapids Brush Co.—C. S. Paine, C. W. Peck, Wm. Clark.
- Grand Rapids Cabinet Co.—McKevitte, Chesebro & Garnsey, Henry J. Ringold, E. T. Barnes.
- Grand Rapids Cabinet Furniture Co.—Henry J. Ringold.
- Grand Rapids Chair Co.—A. A. Barber, J. R. Shelley.
- Grand Rapids Custom Shirt Co.—O.

- Davis, M. Zacharius, W. L. Smith, M. H. Hawkins.
- Grand Rapids Felt Boot Co.—Jas. Hall.
- Grand Rapids Furniture Co.—J. C. More, L. C. Stow.
- Grand Rapids Hand Screw Co.—Wm. B. Bennett.
- Grand Rapids Manufacturing Co.—A. T. Davis, D. H. Moore, E. N. Carrier.
- Grand Rapids Mattress Co.—Albert L. Russell, Henry J. Ringold.
- Grand Rapids Packing & Provision Co.—Chas. S. Robinson, John Garvey, Jr.
- Grand Rapids Parlor Furniture Co.—A. W. Slack, J. F. Muir, J. C. Gorham, — Barnes.
- Grand Rapids Refrigerator Co.—Geo. M. Lovelock, S. Engel, A. W. Bond, J. H. Barrett, E. H. Brittan.
- Grand Rapids School Furniture Co.—E. K. Fassett, Frank M. Bemis, Seth E. Wells, J. L. Waite, E. S. Phillips, D. Witmer.
- Grand Rapids Stave Co.—Geo. W. Hewes.
- Grand Rapids Steel Wire Nail Co.—G. W. Kelsey.
- Grand Rapids Table Co.—W. H. Kathan, R. J. Stow.
- Grand Rapids Wheelbarrow Co.—Arthur Brittan, E. H. Brittan, Arthur Bond, Geo. M. Lovelock.
- Gunn Hardware Co.—A. H. Nichols, W. K. Manley, B. F. Tinkham.
- Wm. Hake—Frank J. Wilmes.
- Harrison Wagon Works—John M. Pratt, C. R. Pugh, Chas. Eastman, F. W. Russell, Jos. Baker, B. W. Chase, Jno. Parker.
- Harvey & Heystek—H. J. Heystek.
- Hawkins & Company—A. S. Doak, W. F. Blake, D. E. McVean, John Brummeler, John H. Payne, G. B. Conkey.
- Hazeltine & Perkins Drug Co.—L. M. Mills, C. Crawford, A. W. Peck.
- Hester & Fox—M. Hester.
- Hirth & Krause—A. B. Hirth.
- Jennings & Smith—W. H. Jennings, E. N. Morgan, J. T. Avery, S. V. De Graff.
- W. R. Keeler—W. R. Keeler, W. A. McWilliams, F. H. Beagle.
- Alex. Kennedy—John Green, John J. Dutmers.
- Kent Furniture Manufacturing Co.—Chas. W. Disbrow, S. Luther.
- J. E. Kenning & Co.—John E. Kenning, Chas. Flynn.
- Klingman & Limbert Chair Co.—G. W. Dunn, Ed. Klingman, B. C. McVey, F. L. Moore, J. K. Milligan, W. E. Failing, John A. Specht, J. E. Bussey.
- Kortlander & Murphy—R. D. McGann, Wm. Kortlander, H. B. Ware.
- Kuppenheimer Bros.—Augustus Kuppenheimer.
- Kusterer Brewing Co.—Jno. Sparks, Jos. Vogt.
- Lamoreaux & Co.—Geo. W. Turner, C. H. Allen, Chas. H. Bacon.
- Lemon & Wheeler Company—Herbert Baker, Manley Jones, Will Jones, Louis Immegart, John P. Osting, Chas. E. Hall, Dick Warner.
- H. Leonard & Sons—Joe Reed, Wm. B. Collins, Frank Hadden.
- Lustig Cigar Co.—A. B. Gates, P. D. Armstrong, Jacob Lustig.
- Daniel Lynch—J. C. Watson, John M. Shields, Geo. Bloss, H. B. Amer.
- Martin's Middlings Purifier Co.—Jas. B. Martin.
- McCord & Bradfield Furniture Co.—J. W. Wheelock, J. R. Shelley, C. J. Wenderoth, Frank Wenderoth.
- C. B. Metzger—Jas. McCard.
- Mills & Lacey Manufacturing Co.—W. E. Hurd, O. K. Olmsted.
- Moseley Bros.—H. Elmer Moseley.
- Musselman & Widdicomb—Valda A. Johnston, Chas. Brooks, John C. Utman, Dell Wright, Seneca Rademaker.
- Nelson Bros. & Co.—Wm. Van Zee.
- Nelson, Matter & Co.—M. L. Fitch, J. B. Watkins, W. S. Wells, Geo. S. Knapp, Geo. B. Stoddard, J. W. Wheelock.
- New England Furniture Co.—W. S. Emery, G. B. Lewis, E. H. Ward, M. C. French, Geo. L. Withers, W. M. Campbell, J. P. Olmsted, A. W. Slack, W. B. Rose.
- New York Biscuit Co.—C. F. Ballard, J. P. Oogle, C. L. Lawton.
- Olney & Judson Grocer Co.—Ed. Frick, Jas. A. Morrison, Jas. N. Bradford, Jerry Woltman, B. S. Davenport, H. S. Robertson, John Cummins, A. O. Freeman.
- Oriel Cabinet Co.—W. H. Boyns, Geo. I. Somes.

THE WALSH-DE ROO MILLING CO.,
HOLLAND, MICH.

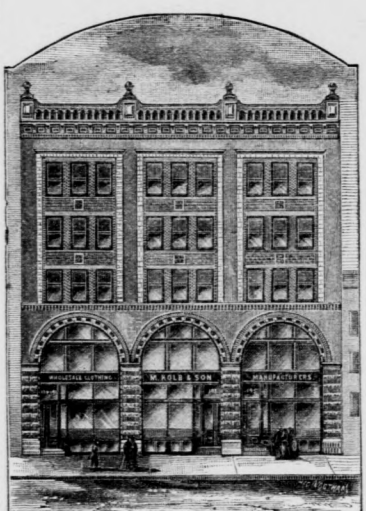


CORRESPONDENCE SOLICITED.

Daily Capacity.
400 Bbls.
BRANDS:
SUNLIGHT,
DAISY,
PURITY,
MORNING STAR,
IDLEWILD,
DAILY BREAD,
ECONOMY.
SPECIALTIES:
Graham,
Wheatena,
Buckwheat Flour,
Rye Flour,
Bolted Meal,
Rye Meal,
Wheat Grits,
Buckwheat Grits,
Pearl Barley,
Oat Meal,
Rolled Oats.

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, Feb. 5, 6 and 7, 1891, 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.



Pennsylvania Lumberman's.
The best fitting Stocking Rubbers in the market. A full line of Lyeoming 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.
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 Phoenix Furniture Co.—J. C. Riley, Paul F. Markoff, —Donagon.
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 Princess Dressing Case Co.—F. D. Carleton.
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 H. Rademaker & Sons—C. E. Clark, J. Rademaker.
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 C. N. Rapp & Co.—Wm. R. Mayo, W. C. Wood.
 Geo. H. Reeder & Co.—Geo. H. Reeder, J. P. Reeder, Juhn Fell, Robert M. Earle.
 Rindge, Bertsch & Co.—Will A. Rindge, Geo. J. Heinzelman, John A. Sherick, Russell W. Bertsch, Fred E. Walther, Lew C. Becker.
 H. Schneider & Co.—Geo. H. Seymour, Chas. Richardson.
 Scofield, Shurmer & Teagle—Ben. J. Van Leuven, Wm. F. West.
 Slish Furniture Co.—E. M. Mills, S. G. Estabrook, D. B. Starkweather, E. Roehat, G. F. Keck, Jno. H. Lewis, J. R. Shelton, A. T. Drinkle.
 Spiral Spring Buggy Co.—W. F. Fandell.
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 Standard Oil Co.—R. J. Coppes, E. H. Poole, J. W. Esler.
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 Arthur Wood Carriage Co.—Chas. A. Wood.
 Worden Furniture Co.—Klingman & Lambert.

Crockery & Glassware

LAMP BURNERS.	
No. 0 Sun	45
No. 1 "	50
No. 2 "	75
Tubular	75
LAMP CHIMNEYS.—Per box	
6 doz. in box.	
No. 0 Sun	1 75
No. 1 "	1 88
No. 2 "	2 70
First quality.	
No. 0 Sun, crimp top	2 25
No. 1 "	2 40
No. 2 "	3 40
XXX Flint.	
No. 0 Sun, crimp top	2 60
No. 1 "	2 80
No. 2 "	3 80
Pearl top.	
No. 1 Sun, wrapped and labeled.	3 70
No. 2 "	4 70
No. 2 Hinge, " " "	4 70
La Bastie.	
No. 1 Sun, plain bulb, per doz.	1 25
No. 2 "	1 50
No. 1 crimp, per doz.	1 35
No. 2 "	1 60
STONEWARE—AKRON.	
Butter Crocks, per gal.	06 1/4
Jugs, 1/2 gal., per doz.	75
" 1 "	90
" 2 "	1 80
Milk Pans, 1/2 gal., per doz. (glazed 75c)	65
" 1 "	78

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OYSTERS,
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 Lake Fish & Ocean Fish

Mail Orders Receive Prompt Attention.
 See quotations in another column.
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 Watch Maker
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A Complete Line of
HAMMOCKS,
FISHING TACKLE,
MARBLES,
 ——— BASE BALL GOODS ———
 Our new sporting goods catalogue will be ready about February 10th.
EATON, LYON & CO.,
 20 and 22 Monroe St.

Grand Rapids & Indiana.

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

For Saginaw, solid train	6:00 a m	7:30 a m
For Traverse City & Mackinaw	9:20 a m	7:05 a m
For Saginaw, solid train	11:45 a m	11:30 a m
For Cadillac	12:15 p m	4:30 p m
For Mackinaw	1:50 p m	5:00 p m
From Kalamazoo	3:55 p m	10:30 p m

TRAINS GOING SOUTH.
 Arrive from Leave going North.

For Cincinnati	6:00 a m	6:30 a m
For Kalamazoo and Chicago	10:15 a m	10:30 a m
From Saginaw	11:45 a m	
For Fort Wayne and the East	2:00 p m	2:00 p m
For Cincinnati	5:30 p m	6:00 p m
For Kalamazoo and Chicago	10:30 p m	11:05 p m
From Saginaw	11:30 p m	

Trains marked (1) run daily; (2) daily except Sunday.
 Sleeping and parlor car service: North—11:30 a m train, parlor chair car for Mackinaw City; 10:30 p m train, Wagner sleeping car for Mackinaw City. South—6:30 a m train, parlor chair car for Cincinnati; 10:30 a m train, through parlor coach to Chicago; 6 p m train, Wagner sleeping car for Cincinnati; 11:05 p m train, Wagner sleeping car for Chicago.

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

Through tickets and full information can be had by calling upon A. Almquist, 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	10:35 p m	
†Night Express	6:40 a m	7:05 a m
†Mixed	7:30 a m	7:30 a m

GOING EAST. Arrives. Leaves

†Detroit Express	6:50 a m	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. Ry. offices, 23 Monroe St., and at the depot
 JAS. CAMPBELL, City Passenger Agent.
 Jno. W. Loud, Traffic Manager, Detroit.

CHICAGO & WEST MICHIGAN RY.

JANUARY 4, 1891.

DEPART FOR	A. M.	P. M.	P. M.	P. M.	P. M.
Chicago	9:00	1:00	11:35		
Indianapolis		1:09	11:35		
Benton Harbor	9:00	1:00	11:35		
St. Joseph	9:00	1:00	11:35		
Traverse City	7:25	1:05			
Muskegon	9:00	1:00	5:05	7:40	
Manistee	7:25	1:05			
Ludington	7:25	1:05			
Baldwin	7:25	1:05			
Big Rapids	7:25	1:05			
Grand Haven	9:00	1:00	5:05	7:40	
Holland	9:00	1:00	5:05	7:40	11:35

*Week Days. *Every day. †Except Saturday.
 9:00 A. M. has through chair car to Chicago. No extra charge for seats.
 1:00 P. M. runs through to Chicago solid with Wagner buffet car; seats 75 cts
 5:05 P. M. has through free chair car to Manistee, via M. & N. E. R. R.; solid train to Traverse City.
 11:35 P. M. is solid train with Wagner palace sleeping car through to Chicago.

DETROIT, NOVEMBER 30, 1890.

Lansing & Northern R R

DEPART FOR	A. M.	P. M.	P. M.
Detroit and East	7:25	1:20	4:25
Lansing	7:25	1:20	4:25
Howell	7:25	1:20	4:25
Grand Ledge	7:25	1:20	4:25
Lake Odessa	7:25	1:20	4:25
Plymouth	7:25	1:20	4:25
Howard City	7:30	4:30	
Edmore	7:30	4:30	
Alma	7:30	4:30	
St. Louis	7:30	4:30	
Saginaw City	7:30	4:30	

*Every Day. †Week Days.
 7:25 A. M. runs through to Detroit with parlor car; seats 25 cents.
 1:20 P. M. Has through Parlor car to Detroit. Seats, 25 cents.
 6:25 P. M. runs through to Detroit with parlor car, seats 25 cents.
 For tickets and information apply at Union Ticket Office, 67 Monroe street, or Union station.
 Geo. DEHAVEN, Gen. Pass'r Agt.

MICHIGAN CENTRAL

"The Niagara Falls Route."
 DEPART. ARRIVE
 Detroit Express..... 7:20 a m 10:00 p m
 Mixed..... 6:30 a m 5:00 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.

Toledo, Ann Arbor & North Michigan Railway.

In connection with the Detroit, Lansing & Northern or Detroit, Grand Haven & Milwaukee offers a route making the best time between Grand Rapids and Toledo.

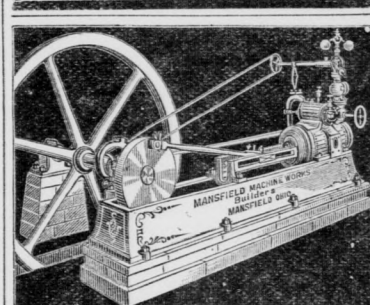
VIA D., L. & N.
 Lv. Grand Rapids at..... 7:25 a. m. and 1:20 p. m.
 Ar. Toledo at..... 1:10 p. m. and 11:00 p. m.
 VIA D., G. H. & M.
 Lv. Grand Rapids at..... 6:50 a. m. and 3:45 p. m.
 Ar. Toledo at..... 1:10 p. m. and 11:00 p. m.
 Return connections equally as good.
 W. H. BENNETT, General Pass. Agent,
 Toledo, Ohio.

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 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, Ready & Hudson Streets
 New York City

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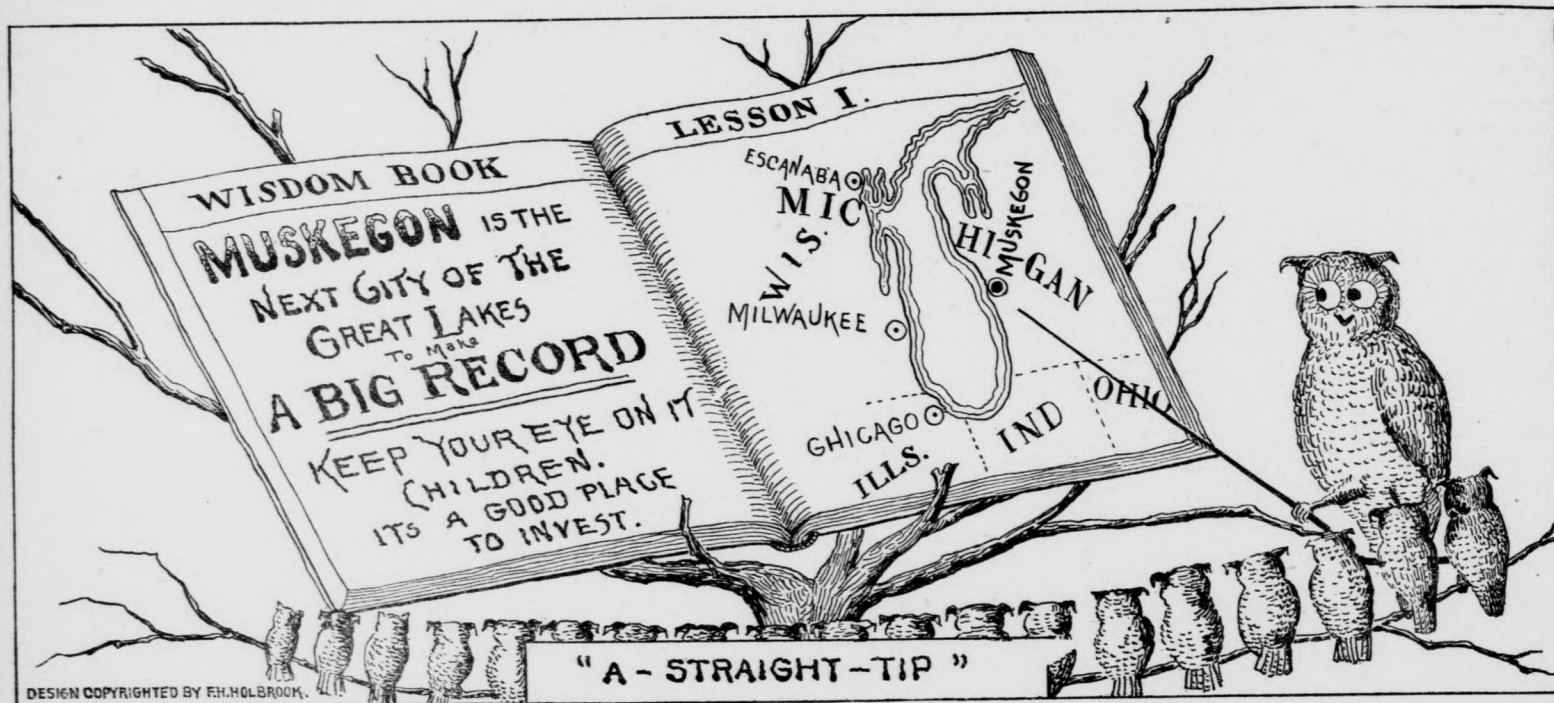
Get Circular and Testimonials. Sent Free.
 Economical, Sanitary, Cleanly and Artistic.
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For Portable or Stationary Engines, 1 to 500 Horse Power, Portable or Stationary Boilers, Saw Mills, Shafting, Pullies, Boxes, Wood-working Machinery, Planers, Matchers, Moulders, etc., call on
W. C. DENISON,
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 88, 90, 92 So. Division St., G Rapids,
 Estimates given on Complete Outfits.

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ELECTROTYPERS
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 ALSO LEADS SUCS. BRASS RULE
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 Box Wood Maple. ERECT GRAND RAPIDS MICH.

WANTED.
POTATOES, APPLES, DRIED FRUIT, BEANS
 and all kinds of Produce.
 If you have any of the above goods to ship, or anything in the Produce line, let us hear from you. Liberal cash advances made when desired.
EARL BROS.,
COMMISSION MERCHANTS
 157 South Water St., CHICAGO.
 Reference: FIRST NATIONAL BANK, Chicago.
 MICHIGAN TRADESMAN, Grand Rapids.

AVOID THE
Curse of Credit
 BY USING
Coupon Books
 "TRADESMAN"
 OR
 "SUPERIOR"



CONFESSIONS OF A DRUMMER.

III.

Written for THE TRADESMAN.

And the conductor watched for a chance to signal the engineer! Then I committed the unpardonable act of folly. I tried to argue with the conductor of a freight train! I told him that I had boarded the train at the suggestion of the baggageman. He smiled. I offered to pay treble the amount of fare to the next station and buy him a box of cigars to boot. He shook his head. All he said was that his company merely leased the track, the train was running on for a certain number of miles, and he could not collect fare on the leased track.

And the train ran slower and slower until it came to a dead stop! In about thirty seconds I found myself standing by the track with my boxes about me. As the train moved gracefully away a pirate of a brakeman standing on the rear platform, attached the thumb of his right hand to the tip of a very red nose, spread four dirty fingers out in the shape of a fan, and waved them in the air as he uttered one short sentence:

"How are you, Spotter?"

I took out my note book and made another mem.: "Never look like a railway spotter, if you can avoid it." Then I hastily collected one or two expressive sentences and several large stones which I hurled at the retreating form before me. Neither weapon seemed to have the least effect, and I took myself and my boxes off to a farm house which I saw nestling in a grove of lilac bushes and dogs not far away.

At the gate I encountered a son of the soil attired in a Tennessee uniform, consisting of a pair of overalls and a hickory

shirt, who called off the dogs and wanted to know if I was looking for any one in particular. I explained the situation and asked for a team to take me to the next station.

"Be you a book agent?" he asked.

I replied that I was a traveling salesman for the great house of Syrup & Co., and would pay liberally for all favors.

"I dunno but that's the same as a book agent," said the son of the soil as he watched his brown toes wiggling in the sand, "an' you'd better stay out there till I call dad. A book agent stayed here over night once, an' mam haint found her spoons yit. We've been mighty scary of strangers ever since. Watch him, Tige! Oh, he won't bite you if you stand still."

I stood still. So did the dog. Some day when I am at the head of a wholesale house I mean to go back there and sit on that stake-and-ridered fence long enough to exterminate that dog and all his kith and kin—even unto the third and fourth generation.

When "dad" came it didn't take long to make a contract for transportation. I think now that the old rascal put on all the traffic would bear, and charged me through rates to the terminal point and local rates back to place of consignment, but I would have paid double what he asked. I tried to get him to sell the dog and thus save myself the expense of going back there and killing him, but he was "afeered mam wouldn't like it."

And so, after all the fancy pictures I had drawn, I rode into the place where I was to make my first sale behind a yoke of oxen, and that after being thrown out of a 'bus and fired off a freight train.

I left my master of transportation in

the outskirts of the village and walked down the street like a packhorse, followed by a crowd of youthful ruffians who clung to my heels up to the very door of the principal store.

When I got inside the building I found the proprietor playing seven-up on a cracker barrel with an old gentleman who struck me rather forcibly as being the identical person who got his tongue twisted when the contractors threw up their jobs on the Tower of Babel. He looked old enough to play a good deal better game than he did that day.

I presented my card and sat down. The merchant might have read more than the first line on my card if his idiot of a partner hadn't turned jack. As it was, he laid down the pastboard and studied his hand until I half expected to see the king step out of the deck and demand a clean shave.

In a vain effort to break the deadlock, I produced my cigar case and passed it around, mingling with my sixty-five dollar cigars a facetious remark regarding the state of trade. I don't know now what it was, but I thought at the time it was humorous.

The barbarian—who, by the way, had a good hand and didn't know how to play it—looked up with the air of a man just awakened from a long sleep and wanted to know what he could do for me.

I pointed to the card still lying on the barrel head, and replied that when he had time I'd like to talk business with him.

"You can't talk no business with me, stranger. Where's that other feller?"

"Off on another route," I replied, proudly, "and I'm working this road now. Stock running short?"

("Hold on! That's my trick, pardner.) Off on another route, is he? (That makes me game.) He'd better stay off. If he comes around here again I'll comb his hair with the poker. (Anything lower'n that?)"

"Anything wrong about him, uncle?"

"Wrong?" (There—low game to your high jack.) I should say so. I used the last barrel of sugar he sold me for plastering sand. (It's my deal.)"

"Must be some mistake," I replied, feeling very much as though I was selling eggs by sample again.

"Naw; no mistake at all. (Beg? Take one.) I took some of it to a donation party, and the parson hasn't traded here since. (Oh, you're out o' trumps, eh? High game to your low.)"

"But it could not have come from our house, my dear sir. We pride ourselves on our sugars."

The merchant laid down his hand and rested one long finger on my card as he looked up into my face.

"That's your house?"

"Certainly."

"That's where it came from. I tried some of your bakin' powder up at the house an' the dough fell down so hard the hogs wouldn't eat it. (You've got too many cards there.) No sir-ee! I don't want no more o' your goods. (Wait till this dude goes out, pardner; I can't play and talk too.) Yes, yes; if I should go crazy and want something from your house I'll write. Good day! (Now play.)"

I gathered my samples and departed. I stopped on the platform long enough to make another mem.—"Never monkey with a country customer when he is playing seven-up."