

# Michigan Tradesman.

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THE TRADESMAN COMPANY, PUBLISHERS.

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VOL. 9.

GRAND RAPIDS, MARCH 2, 1892.

NO. 441

## The Green Seal Cigar

Is the Most Desirable for Merchants to Handle because

It is Staple and will fit any Purchaser.

Retails for 10 cents, 3 for 25 cents.

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GET THE BEST!

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MUSKEGON BRANCH UNITED STATES BAKING CO.,

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Clear Havana Filled 5c Cigar.

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Fast Shank Buttons, best on the market at 40c " "

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Wholesale  
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Diamond Crystal  
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99.7 PURE.

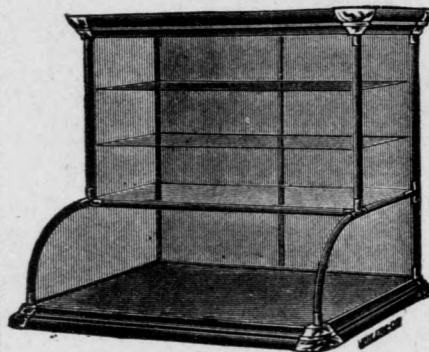
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Order a sample barrel or case of your jobber and be convinced of the superiority of

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FLOUR,  
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Prompt attention given to mail orders. □

Grand Rapids, Mich

LEMON & WHEELER COMPANY,

IMPORTERS AND

Wholesale Grocers

GRAND RAPIDS.

# MICHIGAN TRADESMAN.

VOL. 9.

GRAND RAPIDS, WEDNESDAY, MARCH 2, 1892.

NO. 441

ESTABLISHED 1841.

THE MERCANTILE AGENCY

R. G. Dun & Co.

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

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Including the following celebrated brands manufactured by the well-known house of Glaser, Frame & Co.:

Vindex, long Havana filler.....	\$35
Three Medals, long Havana filler.....	35
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La Flor de Alfonso.....	55
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Also fine line Key West goods at rock bottom prices. All favorite brands of Cheroots kept in stock.

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

How's This?

We offer One Hundred Dollars Reward for any case of Catarrh that cannot be cured by Hall's Catarrh Cure.

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West & Truax, Wholesale Druggists, Toledo, O.  
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Hall's Catarrh Cure is taken internally, acting directly upon the blood and mucus surfaces of the system. Price 75c per bottle. Sold by all Druggists. Testimonials free. 341

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All Sizes and Prices.  
Parties in need of the above are invited to correspond with

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Solid Brand in Cans.		
Selects.....	25	E. F..... 20
Standards.....	18	
Daisy Brand in Cans.		
Selects.....	22	Standards..... 16
Favorites.....	14	
Mrs. Withey's Home-made Mince-Meat.		
Large bbls.....	6	Half bbls..... 6 1/2
40 lb. pails.....	6 1/2	20 lb. pails..... 6 3/4
10 lb. pails.....	7	
2 lb. cans, (usual weight).....	\$1.50	per doz.
5 lb. ".....	\$3.50	per doz.
Choice Dairy Butter.....	22	
Eggs.....	21	
Pure Sweet Cider, in bbls.,.....	15	1/2 bbl..... 16
Pure Cider Vinegar.....	10	
Sweet Florida Oranges.....	\$2 50/33	40
Lemons.....	3 75/24	25

Will pay 40 cents each for Molasses half bbls.  
Above prices are made low to bid for trade.  
Let your orders come.

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Lime, Cement, Stucco, Hair, Fire Brick,  
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HENRY IDEMA, Supt.

THE SUNKEN SCHOONER.

In the year 1867, I found myself at Rio Janeiro, Brazil, just out of hospital, not a dollar in my pocket, and ready to ask the American Consul to send me to the United States in the name of charity. I had been out with an American whaler, and had been left there so broken in health that no one supposed I could live two weeks. As the ship had taken no oil, there was nothing coming to me. Indeed, I was indebted to her, and, but for the few dollars raised among the men, I should have been a pauper on landing.

One afternoon, while I was on my way to the consulate to see what help I could obtain, I encountered an Englishman whom I at once identified as a sailor—Captain or mate. He stopped and enquired my name, nativity and occupation, and when I had told him he slapped me on the back and exclaimed:

"It's a bit of luck that I met you. I've got a place for you, and we'll drop in somewhere and have a glass and a talk."

He was a blunt-spoken man, but a cautious one. He did not unfold his plans until he had pumped me pretty dry, and apparently satisfied himself that I was a man he wanted. Even then I only got a part of the story, and am still in the dark as to many particulars. The stranger's name was Capt. Roberts, and he had given up the command of an English brig on purpose to enter upon a hunt for treasure. Two years before, as he informed me, a coasting schooner, which was carrying half a million dollars' worth of diamonds, besides a large sum in rough gold, between Rio and Montevideo, had been wrecked about seventy miles below Porto Alegre. Why this treasure had been intrusted to a sailing vessel and whether it belonged to Church or State or some individual, I never learned. The Captain had nothing to say about that, and I bound myself to secrecy regarding the whole affair.

How Capt. Roberts had located the wreck was a matter I did not ask about, but I did hear it said that all the crew were lost. I was a sailor and a diver, and he offered to stand all the expense of the search and give me \$10,000 in gold if we recovered the diamonds only. If we got the gold I was to have a larger share. He had chartered a coasting schooner for three months, and was then getting aboard whatever he thought would be needed. I signed with him that afternoon as mate, and three days after we had picked up all our crew. Fortunately for us, a ship came in with twelve seamen rescued from a burning bark at sea, and we took eight of them and a cook. This gave us eleven hands all told on the little craft, but wrecking is a thing demanding plenty of muscle at the cranks, windlasses and tail ropes. The crew proper were not let into the secret, but signed for a voyage to Buenos Ayres and return. They were so happy at securing a berth that no one cared which way we sailed or what our object.

There was a Rio banker behind the expedition, as I accidentally discovered,

but he did not come near the schooner, and Capt. Roberts visited him only by night. We were so well provisioned and provided that it must have taken a snug sum of money to fit us out. This the banker no doubt advanced and took his chances. At the Custom House we cleared for the Platte in ballast, but some of that ballast had been taken aboard under cover of darkness. We had a diver's outfit, timbers, planks, spare casks, extra ropes and chains, and about the last package received contained a dozen muskets and a lot of fixed ammunition. We slipped out quietly one night with the tide, and before daylight were far away.

Capt. Roberts had a pretty fair chart of the neighborhood of the wreck, and after a speedy run down the coast we reached it one forenoon about 10 o'clock. When we came to work inshore, we got sight of the mountain peaks laid down on the chart, and in a couple of hours were satisfied that the wreck was within a mile of us north or south. Just there was a reef about four miles off shore and extending up and down the coast for thirty miles. Behind this reef in many places was deep water right up to the shore line. It being summer weather, with the winds light, but holding steady, we anchored off the reef, and then the men were told that we had come to search for a wreck. It was all right with them, and after dinner two boats were lowered to begin the search. Taking the schooner as the center we pulled both ways, running close to the reef. The treasure craft had been dismasted in a squall and driven shoreward, and we confidently expected to find her hull, if it had not gone to pieces, on or near the reef.

Before sundown we had made careful search for three miles either way, but without finding the slightest trace of her. Next morning we tried it again, but nothing was brought to light. In some places the reef showed above the surface at low tide, in others there was plenty of water to carry us over at any time. The treasure craft might have hit the reef at a favorable spot and been driven almost to the beach, but before accepting this theory we got out the drag and explored the deeper waters seaward from the reef. We spent three days at this work, grappling only the rocks hidden away from thirty to sixty feet below, and using up the men with the hard work. The schooner was then sailed over the reef and anchored in thirty feet of water, and we began the search of the shore waters.

Our process of search was this: Each boat took certain shore bearings and covered certain territory between the reef and the beach. The water was so clear that one holding an umbrella over his head to shut off the light could see the bottom anywhere at thirty or thirty-five feet, and there were no deeper spots inside. In fact, the average depth was only about twenty-five feet. The shore was a rocky bluff, crowned with a dense forest, with a few yards of shingly beach at long intervals.

We had searched this bay for four days

without luck, when I had the good fortune to discover the wreck with my own eyes. She lay within half a mile of the beach in twenty-two feet of water, and was bottom side up against a big rock. She had probably passed the reef in safety, but had struck this rock, which thrust its head within three feet of the surface, and in going down had turned turtle. It seemed now that not a soul of her crew had escaped, and how anybody had afterward located the wreck and made a chart of the locality was a greater mystery than ever. Our first move was to bring the schooner as near as possible, and then we began preparations to lift the wreck. She must be turned over, so as to float on her keel, if nothing more. Lying bottom up, there was no possible way to get into her cabin.

Next day, after the discovery, I went down in my diving dress and attached chains to her starboard side. These were spliced out with stout ropes leading aboard of our schooner, and after half a day's work we were ready to haul. We could lift her a bit, but not more than a foot, and after working one day we gave up that method for another. Casks were sent down to me and attached wherever possible, and but for the presence of sharks we would have had her over in a day. As if one monster had communicated with another for miles up and down the coast, they gathered about the schooner and the wreck, and I had the closest kind of a call from being seized by a man-eater that was fully fifteen feet long. Standing on our decks, I counted eighty-six dorsal fins moving about us at one time, and I don't believe that was half the number of sharks within a circle of a quarter of a mile. There could be no more diving while they were hanging about, and we set to work to get clear of their company. Capt. Roberts had foreseen such an emergency and had come provided.

I doubt if a ship's crew ever had deeper revenge on Sailor Jack's implacable enemy. The muskets were brought up and four of the men told off to use them. A fifth man was put in charge of a whale lance, and the rest of us were kept busy administering a punishment, which might be called barbarous by humanitarians. We heated bricks red hot on the galley stove, swiftly wrapped them up in cloths, and they no sooner touched the water than they were gulped down. As soon as a shark was wounded by ball or lance so as to leave a trail of blood, he was at once attacked by others, and our hot bricks soon turned a dozen or more big fellows belly upmost.

It was a regular circus for about three hours, during which at least fifty of the monsters were slaughtered, and then those that were left alive suddenly drew off to the last one, and we did not sight another shark during our stay. I did not go down again for twenty-four hours, however, not feeling certain that some big fellow was not lying in wait behind the wreck. When I did descend, I found the schooner lifting to the casks, and after attaching three or four more she slowly rose to the surface. We then got the boats out and towed her into a depth of fourteen feet and then swayed her over until she righted. She went to the bottom again, of course, as the casks no longer buoyed her, but we expected that.

It was now a comparatively easy job to get at the cabin of the treasure craft. She had been dismasted and most of her

bulwarks swept away, and her bows had been stove in as she struck the rocks. Everything appeared to be all right aft, however, and we had the yawl anchored over the wreck and I was all ready to go down when we had a second interruption. A coasting schooner, going down the coast and standing well in shore, espied us, and, either supposing we were in distress or actuated by motives of curiosity, she lay off the reef and began to signal us, asking what was the matter. We answered that we were all right, but she was not satisfied.

She lowered a boat to pull to us, but we got ahead of her. The Captain handed me down a box of cigars and a dozen bottles of wine, and I met the boat a mile away. The Captain himself was in the stern sheets, and he seemed considerably put out when told that we had not been driven over the reef and were not in need of assistance. I told him that our schooner had been chartered by a naturalist, who was collecting fish from the shoals and birds from the forests, and he swallowed the story and returned to his craft a happier man.

When I came to go down in my suit, I found almost a clear deck. She had been schooner rigged, and both masts had been carried away at the deck. Beginning at the heel of the bowsprit and running along the port side about twenty-five feet of her bulwarks were left standing. Capstan, windlass, hatch covers, and the skylight to the cabin had been swept away. This latter fact was greatly in my favor, as I could drop directly into the cabin. I was told to look for the treasure in the Captain's stateroom, but my feet had no sooner touched the cabin floor than my outstretched hands encountered something which I knew by the feeling to be a dead man. My finding him in the situation I did still further deepened the mystery of the whole expedition. He was tied fast, and I had to cut him loose with my knife. As soon as released, the body floated upward, and the men told me that it floated out to sea with the tide, riding on the surface like a cork.

Evening was now drawing near, and further search was abandoned until another day. After breakfast next morning, I descended again, and within two hours had the treasure out of the wreck. I found it, not in the Captain's stateroom, but on the floor of the main cabin. The diamonds were in a cast-iron box about as large as a child's savings' bank, and the gold was in stout wooden boxes, and I left nothing behind.

From the treasure being found where it was I argued that there had been a mutiny before the storm, and that the Captain had been tied in the cabin and the crew was making ready to divide up the spoils. Perhaps, after driving over the reef and striking the rock, one had been cast ashore to tell the story, and it was on his information we acted. If so, however, the fact was not admitted. I learned no more than I have told you. Not one of the crew knew the value of our find, and, sailor-like, they asked but few questions.

When the treasure was safe aboard we returned to Rio. For four days not a man was permitted to leave the vessel. Then I received the sum agreed upon, with a considerable increase, the men were made happy with a snug sum of money counted down to each, and we were all bundled aboard of a steamer

bound for Cuba, each giving his promise to say nothing of the wrecking expedition to any one. I learned later that Government vessels searched for weeks for the wreck, and that the Rio banker had to flee to England, but that only added to the strangeness of the adventure instead of clearing up the many mysteries.

CHAS. B. LEWIS.

Ironwood—Miss M. Bradley succeeds Mrs. M. Tallou in the millinery business.

## ARE YOU IN IT?

If so, let us hear from you, for we offer to teach our short form of double-entry book-keeping by mail in one or two months, for the small sum of \$5.

On receipt of \$2, we will send scholarship and first set of blank books and instruction, and, on return of first set with one dollar, we will send you second set, etc., until the four sets are understood, which completes the course.

The student will be thoroughly examined on each set before he is allowed to take up the next. No extra charges will be made for the blanks in such cases.

The work is so arranged that it takes you through an actual course of business transactions, by the use of envelopes representing different business houses, and cards representing money and different articles of commerce. This form requires only three books to complete the set—a customers' itemized ledger, columned cash book and a general ledger.

We guarantee that our system is a practical one, and can and will be used where the old system cannot, on account of the great amount of extra work it requires, being used only in large business places where they can afford the expense of having a bookkeeper. Our form being so much shorter, enables anyone to keep a full set of books with no more work than in single entry.

Remember, only five dollars and a few hours' study each day or evening for one month to have a complete knowledge of double entry book-keeping, a chance never before offered to the public.

GRINGHUIS ITEMIZED LEDGER CO.,

403 West Bridge St.,  
Grand Rapids, Mich.

The New York Commercial News, speaking of **Michael Kolb & Son**, one of the oldest and most reliable wholesale

## CLOTHING MANUFACTURERS,

established 1838, Rochester, N. Y., says:

"The clothing industry has been one of the leading features of the city of Rochester for many years. Many of the present firms began business in a very modest way, but have since developed into some of the leading manufacturers in the country. So extensive is the industry carried on here that a very large per cent. of the city's inhabitants are supported by it. Good hands can get plenty of work and demand a fair compensation for their labor. One of the oldest firms here engaged in the clothing trade is that of Messrs. MICHAEL KOLB & SON. This concern was established thirty-four years ago by the senior member of the firm, and has enjoyed a wonderfully successful career. They have for many years occupied their large building at Nos. 135 and 137 North St. Paul street, but for want of more room and improved facilities with which to better prosecute their extensive business they have resolved to erect a fine, large building in the spring, consisting of six stories above ground, two basements, and with a frontage of seventy-two feet. The structure is to be an imposing one and an ornament to the city, and one of which its owners may justly feel proud. As a further evidence of the prosperity of the clothing manufacturers Mr. Kolb states that quite a number are contemplating building their own houses, which will probably occur during the present year. In this respect, however, he does not propose to be outdone. The business with this house for the past year has been all that could be desired. Sales have been larger, collections easy, and their

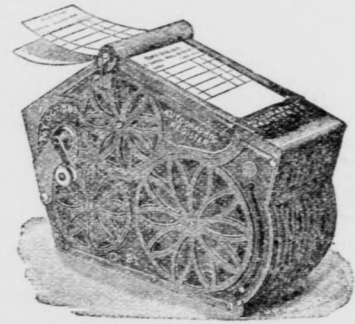
books show a decided increase over the year preceding. The outlook for the present is even more flattering than it has been for many years past. Although they manufacture a general line of goods their specialty consists of a fine grade. In these they are not surpassed, the strictest attention being paid to every detail, and none but the most skilled hands are employed in their manufacture. As a guarantee of the most thorough workmanship and finish being given to goods turned out of this house, it may be stated that the senior member of the firm, Mr. Michael Kolb, devotes his whole and undivided attention to the manufacturing department of the establishment, he having been a practical man in the manufacturing of clothing, and is eminently fitted to fill so important and responsible a position. His son, Mr. Jacob M. Kolb, attends to the business on the road. In connection with their manufacturing they also do an extensive jobbing trade, but principally in fine goods. With a long and honorable career this firm has established a demand for their goods in almost every State in the Union, and enjoy the most implicit confidence and esteem of all with whom they have dealings."

17 Years of Development

HAVE RESULTED IN THE

## AUTOGRAPHIC REGISTER.

Which makes, automatically, a fac-simile duplicate and triplicate, while making original bills, receipts, orders, checks, etc. The original is given to the customer, the duplicate to the cashier, and the triplicate is rolled up inside as a record, and can be taken out at any time for examination. It is absolutely incorruptible, always ready, and does not permit dishonesty or carelessness. It is alike a protection to the customer, the salesman and the merchant.



These Machines are rented, not sold, and the saving in cost of Each 20,000 Bills Pays the Rental.

SUITABLE FOR ANY BUSINESS.

Send for a Full Descriptive Pamphlet Showing Different Styles.

CHICAGO

**Autographic Register Co.,**  
154 Monroe St., Chicago.

W. VERNON BOOTH, Pres't. CHAS. P. STEVENS, Sec'y and Gen. Mgr

Mr. Tripp, a clothing traveler says:

"Wm. Connor—There can be no difficulty selling Kolb's goods, for they are as staple as flour, and that is why you sell so many."

Write our Michigan representative, William Connor, for printed opinions of the leading clothing merchants in Michigan.

**GREAT BRITAIN'S FOOD SUPPLY.**

I should have to be either more or less than human not to chuckle a little over the recommencement of gold shipments from this country to Europe. Six months ago everybody was indulging in pleasing visions of a return to us in exchange for our breadstuffs of the \$75,000,000 in gold which we had sent abroad during the first half of the year, and, on the strength of this expected influx of the precious metal, the premature and short-lived rise in the prices of stocks was engineered; but I ventured to express the doubt whether Europe would send us gold in payment for the food of which she stood so sadly in need, rather than our own bonds and stocks. I argued that gold was quite as much required abroad as food was, and that the financial magnates of London and the Continent would do their best to prevent any great amount of it from coming to us. In this opinion I was soon afterward supported by the eminent British statistician and economist, Robert Giffen, who, about the end of September, declared, and for the same reason that I gave, that not more than £10,000,000, or, say \$50,000,000, in gold would be allowed by the European bankers to be shipped this way. Mr. Giffen was, however, incautious enough to add the further prediction that a financial crisis would overtake this country during the present month as a consequence of our silver money measures, and this threw discredit upon our views on the other point, but that we were both right in regard to it events have proved. The total imports of gold into this country during the autumn amounted to a little more than \$40,000,000; they ceased altogether before the end of the year, and now the tide has begun to run the other way.

Notwithstanding all this, I am far from underestimating the requirements of Europe in the matter of food supplies, and the consequent pecuniary profit which will result therefrom to our farmers. Great Britain, especially, will be, as usual, the largest customer for their products. Ever since the repeal of the Corn laws, in 1846, British industry has been, year by year, more and more diverted from the tilling of the soil and the raising of cattle to mining and manufacturing. As much as twelve years ago, Mr. Stephen Bourne, in his work, "Trade, Population and Food," estimated that nearly two-fifths of the substantial food of his countrymen was imported and that 15,000,000 out of the 33,000,000 of them were sustained upon foreign supplies. Since then, owing to the enormously increased production of our new lands and to the greater facilities and cheapness of our railroad transportation to the sea-coast, coupled with suggestive crop failures in the United Kingdom, the proportion of it imported to its home-grown food has become much larger. The last five months, especially, are noteworthy in this respect. From Sept. 1, 1891, the beginning of the harvest year, to Jan. 30, 1892, the British imports of foreign wheat and wheat flour amounted to 42,957,600 hundred weights, while the sales of the home-grown product were but 17,642,000 hundred weights, or less than one-half of the aggregate. For the corresponding period of the previous year the proportions were 34,099,800 to 20,745,000; for that of the year before, 34,942,754 to 18,056,000, and for the year 1888-9 it was 36,410,900 to 16,692,354.

That the imports of the articles mentioned have been this year rather in excess of consumption is shown by the fall in the price of wheat from the average of thirty-six shillings and 6 pence per quarter of eight bushels in December and the first half of January, to about 33 shillings for the first week of this month; but still, for the last four years, the imports into Great Britain of wheat and wheat flour have never supplied less than about five-eighths of the consumption, and in 1888-9 they supplied two-thirds.

It is not to be assumed that the crops in Great Britain will always be as bad, nor that our own will always be as good as they have been this last year. Still, every time I read of the storms and floods and severe weather that have lately prevailed on the other side of the ocean, I cannot help conjecturing that possibly we may have entered upon an astronomical cycle which has yet some years to run during which Europe, and, particularly, Great Britain, may continue to suffer from cold and excessive rain, while North America will enjoy favorable weather. If this should prove to be the case, the dependence of Great Britain upon us for food supplies, already so great, would be greater than ever, while, under no imaginable conditions, could she go back to the condition of half a century ago, when she raised wheat enough not only for home consumption but actually exported some to this country. Her industrial population would never consent to the re-enactment of the old Corn laws, and they dominate her legislation. Indeed, the British are pre-eminently a manufacturing and commercial people, and as such they must be content to buy the food they do not choose to produce for themselves. Fortunately, they are rich with the accumulations of half a century of free trade, and, like Holland, their revenue is derived more from foreign than from home investments, but, free trader as I am in principle, I should not like to feel that my daily supply of bread was, like that of the British, in hostile or, at least, unfriendly hands. It is like having a halter around one's neck, with the end of it held by another man. Still, it may be said that gold will always buy bread, and if not from one country then from another, and if gold is for any reason lacking then bonds and stocks may be used in its stead, as we see.

This, however, is abstract speculation. The practical question before us at the moment is to forecast how long and to what extent the shipment of gold abroad which began on Saturday will continue, and what will be its effect upon our finances. That it will last as long and amount to as much as it did a year ago I do not believe. Then the gold shipped was drawn mostly out of the government vaults, where it lay as useless as it was before it was mined. The loss of it did not in the least diminish the reserves of our banks, whereas now every dollar sent away comes from the supply in actual use, and its loss must, therefore, depress prices, particularly those of the securities which the British are selling to pay for the food they are buying. For some weeks to come, therefore, I look for a depressed stock market.

MATTHEW MARSHALL.

Saginaw—H. A. Forrest succeeds the London Tea Co., dealer in tea, crockery, etc.

**IMPORTANT To Commercial Travelers and Merchants:**

Notice is hereby given that the American Casualty Insurance and Security Co., of Baltimore City, Maryland, is furnishing the most liberal accident policy, affording more protection for the money than is given by any other company or association doing business in the United States. Its policy is short and simple, is free from all objectionable and unnecessary clauses and conditions, and is an absolute contract secured by a cash capital of \$1,000,000, with over \$500,000 surplus, hence there are no contingencies as to amount to be paid the insured or his beneficiary, as in all association certificates. Those wishing the best policy issued, should call up telephone 1003, or address  
W. R. FREEMAN, Agent,  
Grand Rapids, Mich.

EDITOR TRADESMAN—It seems to me it is hardly fair to their customers for Rindge, Bertsch & Co. to go and change their name. Here I have been buying goods of them some fourteen years, and it took about ten years to acquire the right swing of the arm so as to write that name "Bertsch" and get the peculiar spelling in mind; and now, after getting a little stiff in the joints, I have got to put another kink in my elbow and learn another jawbreaker! I submit, it is hardly fair on us fellows in Northern Michigan who are growing old! Tell Mr. Bertsch that he had better *Kalm-bach!*

All the same, a more reliable or fairer dealing firm does not exist in the United States. I cannot recall a single error in all the invoices of boots and shoes I have bought of them, and they amount to a good many thousands of dollars. Occasionally I would try Detroit, Chicago or Boston, thinking I might do better, but I found that cheaper prices meant inferior goods that would not satisfy the customers.

Rindge, Bertsch & Co.'s "Women's Goat Button," men's "French Kip Boot," "Hardpan Congress" and "Pioneer Shoes" and some other lines are now as staple with me as are flour, tea and sugar.

I wish the *new, old* firm of Rindge, Kalmbach & Co. abundant success for they are worthy of it. Yours truly,

R. W. COY,  
General Dealer.  
SPENCER CREEK, Mich., Feb. 23, 1892.

PARENTS—Give your children a knowledge of Book-keeping, Shorthand, Typewriting, Telegraphy, etc.

IT WILL BE MUCH *Better* FOR THEM THAN MONEY.

Educate them at the Grand Rapids, Mich., Business College, LeMay Block, corner Pearl and Ottawa-sts. Visit us. For catalogue address A. S. Parish, successor to C. G. Swensberg. Mention this paper.

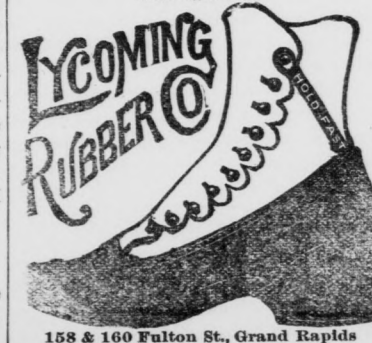
Geo. H. Reeder & Co.,

JOBBERS OF

**BOOTS & SHOES**

Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St., Grand Rapids

**EVERYBODY WEARS**

**PENINSULAR**

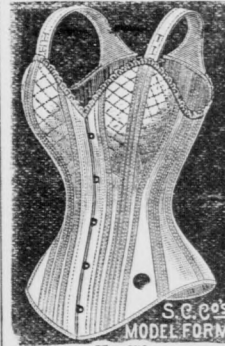
Pants, Shirts, and Overalls.

IF NOT, WHY NOT?

**STANTON, MOREY & CO.,**  
DETROIT, MICH.

GEO. F. OWEN, Traveling Salesman, 59 N. Union St., Grand Rapids.

**Schilling Corset Co.'s**



**CORSETS**

The Model Form.

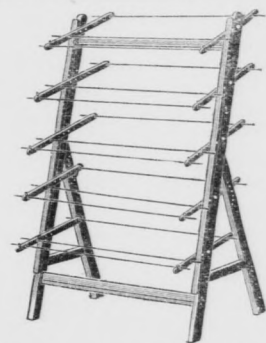
Greatest Seller on Earth!



Send for Illustrated Catalogue. See price list in this journal.

**SCHILLING CORSET CO.,**

Detroit, Mich. and Chicago, Ill.



To those who need a window Displaying Rack we now offer our fine antique Rack, as per cut above, when cash accompanies the order, for 30 per cent. less than list.

No. 1 Rack, 6 1/2 feet high, 15 3/4 brass rods,	\$10 00
" " " " " " " " " " " "	8 00
No. 0 Rack, 5 1/4 " " " " " " " "	10 00
" " " " " " " " " " " "	8 00
No. 00 Rack, 3 1/4 " " " " " " " "	8 00
" " " " " " " " " " " "	6 00
" " " " " " " " " " " "	6 00

Give number of Rack and width of window. Remember that strictly the net list price will be on the above Racks unless cash accompanies the order, and for 30 days only.

**Gringhuis Itemized Ledger Co.,**

403 West Bridge St.,

GRAND RAPIDS, MICH.

## AMONG THE TRADE.

## AROUND THE STATE.

Laingsburg—E. P. Partlow has sold his drug store to C. H. Frain.

Delton—D. C. Ranney has sold his meat market to George R. Main.

Woodland—A. L. Haight has opened in the millinery and notion line.

Lansing—H. B. Hunt, jeweler, is moving his stock to Mazomanie, Wis.

Mottville—John J. Sweetland, druggist, has been closed by creditors.

Cannonsburg—Joyce & Shaffer, blacksmiths, are succeeded by E. B. Joyce.

Mecosta—Smith & Rathoon succeed Miller & Smith in the milling business.

Fennville—John Peters succeeds Bosman & Peters in the clothing business.

Jackson—Thos. Cowley, of the boot and shoe firm of T. Cowley & Co., is dead.

Crystal—Wm. Clough has opened here in the furniture and undertaking business.

Belding—Harriet S. Leonard succeeds C. M. Stoddard & Co. in the grocery business.

Woodland—C. C. Dean has invented a hat rack, for the use of dealers handling same.

Fife Lake—Blakeley Bros. have sold their drug stock to H. L. LaBar, formerly of Cadillac.

Levering—Cross Bros. & House have removed their general stock from Alanson to this place.

Clio—M. L. Miller's general stock has been closed on chattel mortgage by James L. Edson, trustee.

Benzonia—M. H. Gardner, formerly in the jewelry business here, has removed to Harbor Springs.

Reading—Cook & Culver succeed Cook & Mead in the hardware and agricultural implement business.

Manistee—Wm. M. McKillip & Co., sawmill operators, have dissolved, Hooper & McKillip succeeding.

Manistee—John Murphy, formerly of this place, is now in the saloon business at Vancouver, Washington.

Saranac—O. J. Bretz has purchased the bazaar stock of Mrs. Jennie Barber and will continue the business.

Millington—John Bret succeeds M. E. Greenough & Son in the hardware and agricultural implement business.

Ishpeming—D. McCarty, dry goods and boot and shoe dealer, has been sold out at auction under chattel mortgage.

Wayland—Mary E. Snell has closed out her dry goods stock and retired from business, on account of poor health.

Woodland—A. L. Cooper, who has been a carpenter here for many years, recently opened in the furniture line.

Mecosta—Bromley & Carman will not handle agricultural implements the coming season, having closed out their stock.

Plainwell—W. F. Schroder is packing up his general stock and will remove it to Scotts, where he will resume business.

Ewart—M. L. Winsor, who was formerly in the livery business here, is now running a saloon at Vancouver, Washington.

Naubinway—J. M. Present succeeds J. M. Present & Co. in the dry goods and clothing business. The style remains the same.

Big Rapids—John Hanchett is the owner of a saw swedge which he is manufacturing and expects to soon put upon the market.

Carson City—Geo. Goolthrite has retired from the firm of Culver & Goolthrite,

meat dealers. The business will be continued by G. C. Culver under his own name.

Petoskey—The First State Bank has closed a contract for a vault and steel safe. The contract was captured by I. Shultes, of Martin, agent for the Diebold Safe Co.

Stanwood—Chas. F. Weaver contemplates re-engaging in the grocery business as soon as he settles up his old business, brought to a close by fire several weeks ago.

Martin—Redpath & Murray have bought the hardware stock of Andrew Patterson & Co. and will continue the business at the same location, conducting their former business, also, at the old location.

Durand—H. G. Benham, of Flint, who was formerly a member of the firm of Benham & Miller, at Clio, has gone into partnership with Mort Hammond, of Burton, for the purpose of conducting a mercantile business here.

Burnip's Corners—The hardware business of S. Loew will be continued under the style of S. Loew & Co., Henry Goodman, whom we mentioned last week as having purchased a half interest in the business, being the "Co."

Traverse City—Hamilton & Milliken, who have held a commanding position as merchants for nearly twenty years, have dissolved. Frank Hamilton will continue the clothing business, and Jas. W. Milliken will continue the dry goods business.

Petoskey—The Brackett Hardware Co. and A. M. Coburn & Co. have consolidated and will continue under the style of the Brackett Hardware Co., Limited, A. M. Boburn, M. F. Quaintance, Earl Brackett, A. D. Phelps and Rollin Trask being the partners.

Fremont—Chas. E. Morgan, who recently sold his confectionery and restaurant business to C. H. Rose, announces that he is insolvent and that he is able to pay but 55 cents on the dollar. So far as learned, all the creditors will accept the terms offered.

Traverse City—J. A. Morrell has bought the grocery stock of W. S. Gillette, and will take possession about the middle of March. Mr. Morrell is well known to our people, having been with Winnie & Fleming about four years, and for the last year with the Mercantile Co.

Allegan—Sherwood & Griswold have merged their dry goods, clothing, carpet and boot and shoe business into a stock company under the style of the Sherwood & Griswold Co. The capital stock is \$40,000, of which \$30,000 is subscribed, as follows: M. C. Sherwood and I. P. Griswold, each \$11,000; Leonard W. Stein, \$4,000; Edward C. Jenner and Elasco M. Reese, each \$2,000.

Carson City—Cowman & McKinnie, of Hubbardston, have purchased the grocery stock of Mat Kavanogh, who will continue to close out the stock for nearly sixty days, when the new firm will take the balance and put in a full line of general merchandise in the building now occupied by Daggett Bros. Mr. McKinnie will run the business here and Mr. Cowman will look after the Hubbardston end of the firm.

## MANUFACTURING MATTERS.

Coleman—J. E. Hubbell is about moving his shingle mill to Pori.

Breckenridge—Owen A. Entekin has sold his sawmill to Ezra Wood.

Glen Arbor—Gordon Earl succeeds Earl Bros. in the sawmill business.

Elkton—Merner & Motter succeed Allison & Winger in the milling business.

Vestaburgh—Chase & Davenport Bros. succeed Davenport & Chase in the manufacture of shingles.

Agnew—Edwards & Churchill have closed out their grocery stock and continue in the basket and lumber manufacturing business.

Wayland—Clark Bros. succeed H. B. Clark & Son in the planing mill business, the old firm having been dissolved by the death of the father.

Manistee—Two sawmills are in operation here, the State Lumber Co. and the Buckley & Douglas. The latter has been running all winter, night and day.

Harrison—Merchant's shingle mill has been laid up a week for repairs. The manhead of the boiler was blown out, the rear end of the engine room demolished and the roof wrecked.

L'Anse—Ferguson Bros. have finished their lumbering contract with De Haas & Powell, cutting and shipping 2,500,000 feet by rail to this place, whence they will be towed to Huron bay for manufacture.

Hillsdale—The Hillsdale Manufacturing Co. has been organized to manufacture and sell lumber by F. A. Cook, Peter Park, Edwin Henderson, Warren Williams, Charles W. Munz, Frederick R. Muikler, A. D. Kirby, of Detroit, and H. W. Waerry, of Windsor, Ont. Capital stock, \$25,000.

Thompson—Logging operations are progressing finely this winter, there being plenty of snow, two feet on a level. The Delta Lumber Co. will bring out and bank at its mills about 8,000,000 feet over its railroad. There will undoubtedly be a full stock of logs for this locality.

Saginaw—Col. A. T. Bliss took some planing mill machinery on a debt at Buffalo and removed it to this city, where he has erected a planing mill for the machinery on his Carrollton mill premises. The mill is equipped with two machines, has a railroad track on each side and the motor power is supplied from the Bliss sawmill boilers, steam being conveyed through covered pipes 250 feet from the sawmill boiler house to the planing mill.

Kalamazoo—The merchant tailoring firm formerly known as Price, Peddie & Co. has been mutually dissolved, Mr. Peddie retiring from the firm. A. L. Peddie has never lived in this city, but has been a resident of Detroit and a member of the firm of Price, Peddie & Co., of that city. The Detroit firm is now composed of Messrs. Peddie and W. J. Reed, of Detroit, and the Kalamazoo firm name is O. E. Price & Co.

Bay City—The mill building of the Kern Manufacturing Co. is finished, and the machinery is now being put in, and trams are being built. It is understood that this mill will saw logs for David Ward. He owns enough timber to keep the mill going twenty years, and if, as expected, the stock comes down over the Mackinaw division, it will give the Michigan Central a long run of log freighting, and some branch roads will be constructed to reach the timber.

Saginaw—Surveyors are reported to be making the preliminary surveys for the extension of the Twin Lake branch of the Michigan Central from Lewiston to Rogers City, on Lake Huron, which will furnish an outlet for a vast quantity of

timber, a good portion of which will come to the Saginaw river and furnish freighting for the Michigan Central for ten or fifteen years at least. This being one of the best lumber markets in the country, timber owners in Northern Michigan naturally desire to have stock cut here.

Marquette—Last week the firm of Dumond, Winter & Dumond was formed at Sault Ste. Marie, by Simon Dumond, of the Soo, Thomas M. Winter and John Winter, of this city. They have purchased the M. Carman shingle mill and will remove it to Hubbell Junction, ten miles east of Trout Lake. They will erect in connection with it a sawmill with a daily capacity of 40,000 feet. They have purchased from Hall & Buell the round house and ten miles of standard gage road bed, and have secured 5,000 acres of timber.

## The Tendency of the Age.

Referring to the annual report of the American Tobacco Co., the New York *Tribune* remarks:

The tendency of this age is toward consolidation and centralization, and tobacco and cigarette manufactures have simply followed the drift of public policy. To use a familiar simile, a trust is a despotism, like Russia, while the American Tobacco Company is a gigantic industrial corporation, with nearly a thousand stockholders, employing thousands of operators, who, in their turn, support more thousands depending on them, and is, in reality, a republic like the United States.

Some figures were presented at this meeting which show the large interests involved, and give some slight idea of the employment this company gives to a large number of people who are paid high wages, while at the same time the stockholders who provide the capital by which the business is carried on, receive a fair and reasonable dividend. It is undoubtedly true that a great many people who have become dissatisfied with the railroad securities, Western mortgages and other forms of investment which are liable to either sudden market changes or absolute depreciation, are following the lead that was set many years ago in England, by investing in the stocks and bonds of the large industrial corporations, for two reasons; one, they obtain a security virtually equivalent to the best railroad stocks at a slightly higher rate of interest, and, where these companies have been formed and are conducted on strict business principles, they have a better investment; another reason is in reality the fact that these large industrial corporations are in many cases virtually co-operative. That is to say, as in the case of this company, much of the stock is held by the employes and its customers, who thus become corporate partners in the business, and not only seek to extend the business, but, at the same time, reap the benefit of such trade as they do with the concern, and are thus enlisted as so many unpaid agents. These corporations are destined within the next few years, undoubtedly, to become not only more popular, but general throughout the United States in the same way that they are in Europe to-day, where most of the large public works and great commercial undertakings are conducted by industrial corporations.

## The Hardware Market.

Wire nails are firm at the recent advance. The tin market seems to have reached the highest point for the time being. The manufacturers of window glass appear to be working in complete harmony, and during the past thirty days have been able to advance prices from 10 to 15 per cent. Manufacturers now quote 80 and 5 off for anything less than 100 boxes. The rope market is still strong, with the probability that jobbers will soon be compelled to advance their present quotations.

GRAND RAPIDS GOSSIP.

C. Fox bought the grocery stock and fixtures formerly owned by Geo. Tubergen at chattel mortgage sale.

E. M. Comstock has opened a grocery store at Central Lake. The I. M. Clark Grocery Co. furnished the stock.

The style of the Grand Rapids Baby Carriage and Reed Novelty Co. has been changed to the Ryan Rattan Chair Co.

P. J. Daggett will open a grocery store at Greenville about March 10. The Ball-Barnhart-Putman Co. furnished the stock.

John Burrows has opened a grocery store at 170 Taylor street. The stock was furnished by the I. M. Clark Grocery Co.

Carpenter & Braferd have opened a grocery store at 110 Stocking street. The Olney & Judson Grocer Co. furnished the stock.

Max Jennings, formerly engaged in the jewelry business at 7 South Division street, has concluded to remove his stock to Montague.

It is "war to the knife" in the compressed yeast business, the companies putting out yeast in tin foil having voluntarily reduced their price to the city trade from 15 to 8 cents per dozen cakes. President Goossen's bulk yeast association has therefore reduced its price to 25 cents per pound in the city and 20 cents to distributing agents outside the city and it is reported that the organization will handle yeast in tin foil, as well as in bulk, hereafter.

Gripsack Brigade.

Algernon E. White, who covers nine states for the spice house of Rolla Thomas, New York, is in town for a couple of weeks.

D. G. Freeman, Wisconsin salesman for Rindge, Kalmbach & Co., was in town last week, getting out his samples for the summer line.

Alonzo C. McConnell, who has been book-keeper for the Western Plaster Agency several years, has gone on the road for that concern.

W. F. Blake has returned from Farmington Falls, Me., where he was called to attend the funeral of his mother, and has resumed his visits to the trade.

THE TRADESMAN'S annual list of Grand Rapids traveling men will appear next week and the list of travelers who live here but travel for outside houses will appear a little later.

Henry Smith, formerly tea salesman for the Lemon & Wheeler Company, but later tea buyer for W. F. McLaughlin & Co., of Chicago, has abandoned the tea business he opened in Chicago on his own account about Jan. 1.

Wm. Tegge & Bro., who have lately come into the cigar making field at Detroit, have put two men in this State—A. Sowersby, of Ithaca, in the eastern portion and Geo. Germain in the western part. The latter was formerly on the road for the Detroit Cigar Manufacturing Co.

Sam. B. Morrison, formerly with the Olney & Judson Grocer Co., but for the past two years on the road for the Wells-Stone Mercantile Co., of Duluth, Minn., was in town over Sunday, the guest of his brother, James Addison. He was on his way to Kittanning, Pa., to visit his father and will remain here several days on his return home a fortnight hence.

Chicago Times: A group of merry commercial travelers were seated in the smoking room, when suddenly Bodkins volunteered a story of a remarkable find he once had: "When I was a young man," commenced the irrepressible B., "I was employed in a large house in the city, and, as usual with persons of that age, I fell in love with a young lady, and in due course of time was engaged. About two months before our marriage was to take place, I was suddenly sent to Australia on very important business, occasioned by the death of one of the firm in that country. I took a hasty and affectionate leave of my intended, with the promise to write to each other often. I was detained somewhat longer than I expected, but just before I sailed for home I bought a handsome and valuable ring, intending it as a 'coming home' present for my sweetheart. As I was nearing the shore and reading the paper which the pilot had brought on board, curiously enough my eye fell on the 'marriages,' and there I saw an announcement of her marriage with another—a fellow I knew very well, too—which so enraged me that in my passion I threw the ring overboard. A few days afterward I was dining at a hotel; a fish was served up, and in eating it I bit on something hard, and what do you suppose it was?" "The diamond ring!" exclaimed several. "No," said the merry Bodkins, preserving the same gravity, "it was a fishbone."

Purely Personal.

Amos S. Musselman went to Gettysburg, Pa., last week on a visit to his brother.

C. N. Rapp has gone to Gotham and will spend a week there and at the City of Brotherly Love.

C. F. Walker, the Glen Arbor general dealer, is in town for a fortnight. He is drinking water this time.

H. F. Hastings expects to leave Santa Barbara for Colorado Springs about April 1, returning to Grand Rapids the middle of May.

John Dagle, the South Boardman grocer, was in town Saturday and purchased a large line of goods from the Lemon & Wheeler Company. He was the guest of Hub Baker while in the city.

Henry Vinkemulder left Sunday for New York and will visit Philadelphia and Baltimore before returning. He expects to be absent about two weeks and expects to return brimful of new ideas in retail merchandising.

Frank Stone has returned from the East, where he spent a month in the interest of H. Leonard & Sons. Frank E. Leonard, who went to New York about the middle of January, expects to remain there two or three weeks longer.

J. H. Thompson, formerly engaged in the spice business at Detroit, but for the past year manager of the Midland Coffee Co., at St. Joseph, Mo., has arranged to open a merchandise brokerage business at St. Joseph. He was in Detroit and Grand Rapids last week, arranging for some desirable accounts.

The Annual Dues are Now Payable.

The Secretary of the Michigan State Pharmaceutical Association, C. W. Parsons, Detroit, is sending out notifications of dues for 1892 to all members. As some are likely to misconstrue this action, a little explanation is advisable. Dues, according to the by-laws, are payable yearly in advance. In the Associa-

tion, the time when the dues become payable has been a matter of informal discussion at several times, but no action has ever been taken to settle it. Most members considered that the year extended from July 1 to July 1, and that dues were payable at any time before the annual meeting, and when thus paid were in full until the next annual meeting. This arrangement was all right, so long as the meetings were always held in the same month, say in September, but, when the time has varied, it has caused great annoyance and disarrangement of accounts. It is hoped that members will consider that they pay dues once each year, and that it is expected these shall be sent to the Secretary in advance. The next meeting occurring in Grand Rapids in August, it is desirable that all dues be paid as promptly as possible.

Don't Buy

YOUR SPRING LINES OF

Hammocks,  
Base Ball Goods,  
& Fishing Tackle

Until you have seen our assortment. Our sales men are now on the way to call on you.

EATON, LYON & CO.,

GRAND RAPIDS.

For Bakings of All Kinds Use

Fleischmann & Co.'s

Unrivalled Compressed Yeast.

SUPPLIED  
FRESH DAILY  
To Grocers Everywhere.

Special attention is invited to our  
YELLOW LABEL  
which is affixed to every cake  
of our Yeast, and which serves  
TO DISTINGUISH  
Our Goods from worthless Imitations.

5000 Sold.

Patented 1887.

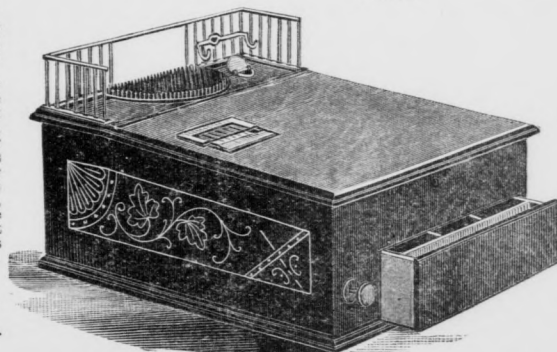
The Cashier

STOP

and investigate the American Cash Register before purchasing. YOU will probably say as this party does:

DEAR SIR: We will say that for our business we greatly prefer your "Desk Cashier" to the National, even at the same price, for every business selling bills of goods, or odd number sales your Desk Cashier is preferable to the National, not considering price. We are so well pleased with it that with our three Desks we consider our cash system almost complete.

Yours truly,  
CHAS. RUEDEBUSCH CO.,  
General Merchants,  
Mayville, Wis.



Why Wanted.

It's the original of its class. It's the favorite with Druggists, Clothiers, Shoe Stores, Hatters, Grocers, Hardware Dealers, General Merchants, Bakers, Butchers, Millers, Hotels, Dairymen, Laundries and in fact every retail dealer who wants correct methods.

Write us this day for description and prices. State and local agents wanted.

AMERICAN CASH REGISTER CO., 947 Royal Ins. Bldg. Chicago.

Necessity of an Annual Stocktaking.

"Store Crank" in American Grocer. The retail merchants in our cities and large country towns generally, all of them have a yearly accounting, and are able to tell just what their loss or gain has been during the year, and are able to shape their course accordingly. The merchants of the rural districts are very lax in this regard. I have made extended inquiry among our rural dealers, and find that nearly 50 per cent. of them never take an account of stock, buying their goods and paying for them; basing their idea of loss or gain upon the ease with which they are able to meet their payments, and judging of their stock simply by its appearance upon the shelves or in the cellar. Some years ago, one of our enterprising grocery jobbers had printed, in bright red ink, across his bill heads, the words—"Are you insured?" designed to call the attention of the customer to the fact that his neglect to insure and protect his stock was not alone a loss to him in case of the destruction of it by fire, but was not giving the jobber of whom he bought his goods the common security or protection to which he was entitled. I think if our jobbing houses would have the words, "Do you take an annual inventory?" as conspicuously printed on their stationery, it would have the effect of causing a great improvement in this direction. There can be no excuse for the neglect of so important a matter, and I think our mercantile agencies, such as Dun & Co. and Bradstreet's, in making up a report on a customer, should embody in it the fact whether an annual inventory is taken or not. If the merchant is making money, it certainly would be a gratification to know it, and if he is losing the quicker he is made acquainted with the fact, the better; for he can at once inquire into the cause and apply the proper remedy. To arrive at a knowledge of the result of one's business is as simple as rolling off a log. I care not whether books are kept by single or double entry, or whether any are kept at all. In either case a fairly correct idea of the result of the business can be obtained. If a complete double entry set of books is used, the results will appear more in detail, enabling the merchant to know where his expenses are and showing just where his gains and losses have been made. It is far preferable, if a bookkeeper is employed, to keep the accounts by this method, but, for the ordinary purposes of business, and where the trade is not of the magnitude to admit of the keeping of a separate accountant, some simple method may be adopted.

The time to take inventory is of but minor importance, but it should be taken when practicable, at the dullest season of the year, in the locality where your business is. My judgment is that for an annual inventory Feb. 1 is a particularly good time. The rush of the holiday trade is over and the bulk of the winter stock has been sold, the spring purchases have not been made, and in the majority of stores the stock is at its lowest; besides, at this season the average prices on general commodities are at their lowest point. Procure a book with day book ruling of about 300 pages for an inventory book. A few days before commencing stocktaking, begin to arrange your goods compactly; get all lines together and goods of a kind placed so that but one entry will need to be made for an article. If in a general store, take first the lines called for every day. I would suggest to enter first, groceries, then dry goods, boots and shoes, hardware and crockery in their order. Let cost govern you as to price for the article inventoried, unless there has been an advance or decline, in which case put the price at that at which it sells for in the market. I have known parties to go on year after year inventing an article at original cost, which has depreciated 50 per cent. since the time of purchase. Never do this. An inflated inventory is of no service whatever in determining your actual worth. Go through the entire stock in a careful manner and be careful in your extensions and footings. After finishing this, on the following page take an itemized account of your fixtures, scales, desks, measures, safe, tools, etc. If it is the first inventory, put the prices at what they are worth. After the first year, I should deduct 10 per cent. annually for depreciation by reason of use and wear. This being properly done, go carefully over your ledger and inventory on your book all the accounts receivable, giving a line to each customer. Then follow this by all notes due you from your customers, adding interest to date of your stocktaking. Then add the balance of cash on hand and in bank. When this is finished you will have a detailed statement of your assets. On the following pages make an inventory of your liabilities. From your ledger or your files, make a statement of all bills you owe that have been put in stock before you began your inventory. Follow this with a statement of all notes due merchants for goods purchased, or due the banks for money loaned, or from individuals for use in your business, and rent unpaid, if any. When this is done, take a double page, heading one "Assets" and the other "Liabilities." Under these arrange the footings of the inventory, which should appear as follows:

Assets. Liabilities. Mdse on hand. Due for Mdse. Notes receivable. Notes payable. Cash in bank. Interest due. Cash at store. Rent to date. Book accts. (good). (doubtful). % value. Balance present worth Feb. 1, 1892. I forgot to state that an account must be kept of sales made during the stocktaking of goods, which have not been inventoried—these to be added to the final footings of your stock less, say, 20 per cent. the average gross profit. This is necessary, as your book accounts are only inventoried to the day when your stocktaking begins. This method, while crude, is substantially accurate and will give you a basis for next year's work by which not only the present worth may be known, but also the loss or gain for the year.

Onota—The Onota Charcoal Co. succeeds Schaffer & Belknap in general trade and the charcoal business.

Dry Goods Price Current.

Table listing various dry goods and their prices, including categories like UNBLEACHED COTTONS, BLEACHED COTTONS, CARPET WARP, and CORSETS.

Table listing various goods and their prices, including categories like DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMESTIC FLANNEL, CANNAS AND PADDING, DUCKS, WADDINGS, SILSIES, COTTON TAPE, SAFETY PINS, NEEDLES—PER M., TABLE OIL CLOTH, COTTON TWINES, and PLAID OSNABURGS.

Advertisement for Carpets and Lace Curtains, featuring the text 'Do You Desire to Sell Carpets and Lace Curtains By Sample? Send for our Spring catalogue SMITH & SANFORD, Grand Rapids, Mich.'

Advertisement for Chadwick's Thread, featuring the text 'Chadwick's Thread. Guaranteed Equal to any Thread on the Market. 40 CENTS PER DOZEN. Carried in all Numbers, White and Black. W. H. DOWNS, SOLE AGENT Grand Rapids, Mich.'



You All Know Him.

From the Farm Implement News.

Farmer Furrow came hustling into the hardware store of Messrs. Saw & Hammer one day and said: "I'm going to build a new cornerrib, Crosscut, and I want to figure on a couple kegs of nails. What are they worth today?"

"Dollar ninety-five, Uncle, seein' it's you."

"Whew! They're up, ain't they?"

"No, that's cheap. Just about cost."

"Well, I'll run over to Chisel's and see what he's got to say."

Fifteen minutes later he returned and remarked:

"Now, Crosscut, I can beat ye 5 cents over at Chisel's. I'd rather deal with you and if you've got any better figure just say so."

"Well, just keep it quiet and I'll make 'em to you at \$1.85."

"All right, Crosscut. I'll be in again before I start home."

Along in the afternoon he sauntered into the store and said:

"I jest met Chisel, accidentally, and he sez I can have them nails at \$1.80. Now, if you want to make 'em at \$1.75 I'll close a deal with you on the spot for two kegs."

"I'll do it," said Crosscut. "Now, what else?"

"Reckon I'll have to have a couple o' locks. What's the price?"

"These are fifty cents a piece."

"Put in two of 'em," said the farmer, handing him a bill.

As the old man drove away, chuckling over his ability as a nail buyer, Crosscut turned to a traveling man sitting behind the stove and said:

"If he'd paid me my price for the nails, I wouldn't made but a little over 10 per cent. He never whimpered about the locks and my profit on them was 100 per cent."

Washed His Greenbacks.

From the Hartford Courant.

Speaking of money reminds me to ask if you have ever washed any filthy lucre. I never heard of such a thing until recently, when I happened to be making a social call at the home of a physician. Pausing a moment at the open door of his office, I noticed a row of "greenbacks" hanging on a string stretched from the washstand to the chimney piece. "I am just washing some money," he said. "I do it because I get money from all kinds of people, and it is often so horribly dirty that I know it is a breeding place for microbes. I wash every grimy and ragged bill that comes to me. Give me one of yours; I will show you." With some misgivings I handed him a dilapidated five-dollar bill. The physician lathered its face generously with soap, and began a vigorous rubbing. Then, rinsing it off in cold water, he squeezed it dry, and, smoothing it out again, hung it in the bright sunshine. To my surprise, in a few moments it became a clean, crisp and self-respecting product of the United States Treasury, instead of the limp disgrace I had been carrying about. If you don't believe me, try it and see.

Use Tradesman or Superior Coupons.

Hardware Price Current.

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

AUGERS AND BITS.		AXES.		BARROWS.		BOLTS.		BUCKETS.		BUTTS, CAST.		CRADLES.		CROW BARS.		CAPS.		CARTRIDGES.		CHISELS.		COMBS.		CHALK.		COPPER.		DRILLS.		DRIPPING PANS.		ELBOWS.		EXPANSIVE BITS.		FILES—New List.		GALVANIZED IRON.		GAUGES.				
Snell's	dis.	60		First Quality, S. B. Bronze	\$ 7 50	Railroad	dis.	14 00	Well, plain	\$ 3 50	Cast Loose Pin, figured	70 &	Grain	dis.	50 & 62	Ely's 1-10	per m	65	Rim Fire	dis.	59	Curry, Lawrence's	dis.	40	White Crayons, per gross	120 & 124	Planished, 14 oz cut to size	per pound	28	Morse's Bit Stocks	dis.	50	Small sizes, ser pound	07	Com. 4 piece, 6 in	dos. net	75	Clark's, small, \$18; large, \$26	30	Nos. 16 to 20; 22 and 24; 25 and 26; 27	28	Stanley Rule and Level Co.'s	dis.	50

HAMMERS.		HINGES.		HOUSE FURNISHING GOODS.		WIRE GOODS.		LEVELS.		KNIVES—New List.		LOCKS—DOOR.		MALLEABLES.		MATTLOCKS.		MAULS.		MILLS.		MOLASSES GATES.		NAILS.		PLANES.		PANS.		RIVETS.		PATENT PLANISHED IRON.		SAND PAPER.		SASH CORD.		SAWS.		SAWS.		TRAPS.		WRENCHES.		MISCELLANEOUS.		METALS.		ZINC.		SOLDER.		ANTIMONY.		TIN—MELBY GRADE.		ROOFING PLATES.		BOILER SIZE TIN PLATE.																					
Maydole & Co.'s	dis.	25		Stamped Tin Ware	new list 70	Bright	dis.	70 & 10 & 10	Stanley Rule and Level Co.'s	dis.	70	Russell & Irwin Mfg. Co.'s new list	dis.	55	Sperry & Co.'s, Post, handled	dis.	50	Coffee, Parkers Co.'s	dis.	40	Stebbin's Pattern	dis.	60 & 10	Steel nails, base	1 85	Ohio Tool Co.'s, fancy	dis.	40	Fry, Acme	dis.	60-10	List acct. 19, '86	dis.	50	Sisal, 1/4 inch and larger	9 1/2	Silver Lake, White A	list	50	Baxter's Adjustable, nicked	dis.	30	Putnam	dis.	05	Manilla	dis.	13	Coe's Genuine	dis.	50	Northwestern	dis.	10 & 10	Steel and Iron	dis.	75	Coe's Patent Agricultural, wrought	dis.	75	Try and Bevels	dis.	60	Coe's Patent, malleable	dis.	75 & 10	White A	dis.	55	Drab A	dis.	55	White B	dis.	55	White C	dis.	35	Discount, 10	dis.	10

H. M. REYNOLDS & SON,

Wholesale and Retail Jobbers of

- BUILDING PAPERS,
- CARPET LININGS,
- And All Kinds of
- ROOFING MATERIALS,
- COAL TAR AND
- ASPHALT PRODUCTS.

We make a specialty of the seamless asphalt ready roofing and two-ply coal tar ready roofing which are far superior to shingles and much cheaper.

We are practical roofers of twenty-five years' experience which enables us to know the wants of the people in our line.

Cor. LOUIS & CAMPAU STS.,

Grand Rapids, Mich

POST'S SAP SPOUTS



SPOUT NO. 1. Actual size. Heavy, with heavy base, not break like Hangers cast on a spout.



We are agents for this Spout and carry a full stock.

We also have the ANCHOR SAP SPOUT.



Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

Published at

100 Louis St., Grand Rapids,

— BY —

THE TRADESMAN COMPANY,

One Dollar a Year, - Postage Prepaid.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

Correspondents must give their full name and address, not necessarily for publication, but as a guarantee of good faith.

Subscribers may have the mailing address of their papers changed as often as desired.

Sample copies sent free to any address.

Entered at Grand Rapids post office as second-class matter.

When writing to any of our advertisers, please say that you saw their advertisement in THE MICHIGAN TRADESMAN.

E. A. STOWE, Editor.

WEDNESDAY, MARCH 2, 1892.

LIABILITY OF TENANT AFTER FIRE.

Pingree & Smith, the Detroit shoe manufacturers, favor THE TRADESMAN with the following communication:

We have so many inquiries concerning the recent adjustment of the suit against us for the rent of the building we occupied as a shoe factory, which was destroyed by fire March 30, 1887, and there doubtless being many tenants who do not understand the law in relation to the effect of a fire on leased buildings, that we take the opportunity of explaining the matter fully to the readers of THE TRADESMAN.

Our lease, at the time the building was destroyed, had about two years to run, at an annual rental of \$3,200. This was half of our factory; the other half in the rear, owned by other parties, being separated by a brick wall. The landlord of the burned building collected an insurance of about \$20,000, which left him the lot, valued at \$24,000; and, as he had awhile before offered to sell the property for \$33,000, he was a gainer of over \$10,000 through the fire. We were very much surprised to receive a bill for rent after the building was destroyed and the property of no possible use to us, and, of course, would not pay the same until the matter was contested in the courts. A trial in the Wayne County Circuit Court resulted in a verdict against us for the full amount of the rent for the unexpired time of the lease. It developed, however, in the course of the proceedings that the lease was signed by the landlord's attorney and good but for one year, as the fact was established that he did not have authority in writing to sign leases. On this point, we appealed to the Supreme Court of Michigan, and were sustained, so that we were relieved from paying rent through this technicality. Recently the plaintiff commenced suit again on the same lease, claiming to have discovered new evidence relative to its validity; and, while our attorneys were confident that nothing could be collected by the suit, we settled the claim for \$750, which was just about what we figured it would cost us to contest it.

In the light of the above decision, it behoves all tenants to see that there is a fire clause in their leases, providing that in case of destruction of the buildings, rent shall cease until they are replaced by the landlord.

TEAR OFF THE MASKS.

One of the most serious obstacles now confronting the Postoffice Department is the dead-head circulation of many trade journals. Only about one trade journal in five pretends to exist on a subscription

basis, and in several lines—notably in the furniture publications—such a thing as a paid circulation is almost unknown, due to the fact that the publishers of furniture journals have been in the habit of sending out their papers gratuitously so long that the dealers now refuse to subscribe for them, knowing that they will come along anyway with some show of regularity. Another class of journals which should not be allowed the privilege of the mails, except on a postage stamp basis, is the so-called "house organs," which have become very common of late years and manage to exist by methods little removed from those of the blackmailer; indeed, several journals can be recalled whose advertising columns are kept filled by the exercise of tactics which would excite the envy of the veteran blackmailer.

THE TRADESMAN gladly joins in the crusade started against illegitimate trade journals, trusting that the Postoffice Department will not leave the subject until it has shut out of the mails hundreds of unworthy publications which could not exist if their masks were torn off and their true character revealed.

The Western Union Telegraph Company has been adjudged liable for loss that arose from one of its operators making a mistake of one letter in a message. He changed "writing to-night," into "waiting to-night," and this caused the receiver to return from New York, for which, as it was a needless and inconvenient trip, he sought damages. The telegraph company pleaded that they were protected by a form having been signed agreeing to hold them not responsible for any mistakes, unless the message was repeated. The conditions on the form were admitted, and the only question to decide was whether the telegraph company could stipulate for itself immunity from its own faults. The law of the State in which the action was brought provides that a contract cannot be based upon an illicit and immoral consideration, and the court held that to stipulate immunity from one's own fault is an immoral and illicit consideration, and consequently the conditions mentioned in the form referred to and upon which the plea is founded, cannot be binding. For these reasons the judgment of the court below was confirmed, which renders the telegraph company liable for damages claimed.

Higher prices for meat are assured in England. Foot and mouth disease is spreading there, and the government is taking stringent measures against its further introduction by prohibiting the import of cattle from all European countries. The price of meat has already advanced, and the demand for American cattle and meats is rapidly improving.

THE TRADESMAN has been favored with a copy of the initial issue of the Michigan Law Journal, published by a number of enterprising young gentlemen attached to the University at Ann Arbor. It is an unusually praiseworthy undertaking and will in all probability meet the success its merits deserve.

The merchant who works from starlight in the morning until starlight at night is industrious, no doubt, but he is evolving backward into a mere machine.

Every man can be sure of heaven by making a heaven of his own on earth.

The Grocery Market.

The sugar market is without change, but the situation is strong and higher prices will undoubtedly rule as soon as the demand necessitates the carrying of larger stocks.

Tomatoes are a little firmer. Corn is without change.

Rolled oats are a little stronger, but no change in price has occurred.

Evaporated peaches are 1/2c higher. Apricots are strong and firm at the old price.

The lemon market is strong at the decline. Oranges are advancing and very firm. The peanut market is firm and prices are sure to rule considerably higher than a year ago.

The manufacturers of plug and smoking tobacco are cutting down the jobbing profit on their goods from 1/2 to 1 1/2 c per pound. This will necessitate jobbers getting full prices on the brands or sell the goods at a loss.

Do You Want to Save Time and Labor?

Then send for Gringhuis' Itemized Ledger. Would you like a short form of double entry book-keeping? Then try our Customers' or Itemized Ledger, with our new columned Cash Book. Send for sample sheets and price.

GRINGHUIS ITEMIZED LEDGER CO.,  
403 West Bridge St.,  
Grand Rapids, Mich.

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 24, 1892, at 1 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, Sec'y.

Clover and Timothy Seed.

Now is the time to buy CLOVER AND TIMOTHY SEED for your spring trade. We have a good stock and for THIS WEEK will sell you

FOR CASH

At \$5.70 per bushel for clover and \$1.50 for Timothy seed in lots of five bags or more. Bags extra at market price.

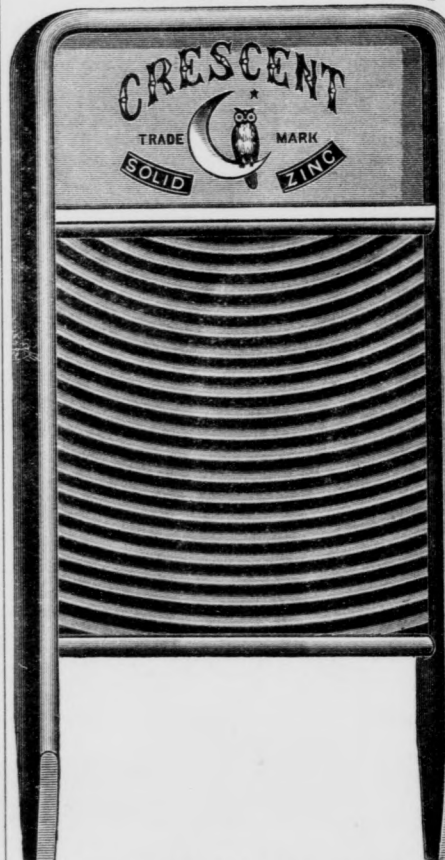
W. T. LAMOREAUX & CO.,

Grand Rapids, Mich.

SAGINAW MANUFACTURING CO.,

SAGINAW, MICH.,

Manufacturers of the Following List of Washboards.



Crescent  
Red Star  
Shamrock  
Ivy Leaf

DOUBLE SURFACE  
Solid Zinc.

Wilson  
Saginaw  
Defiance  
Rival

Double Zinc Surface.

Wilson  
Saginaw  
Defiance  
Rival

Single Zinc Surface.

The above are all superior Washboards, in the class to which they belong. Send for cuts and price-list before ordering.

T. S. FREEMAN, Agt, Grand Rapids, Mich.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

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

**Go Back to the Contract Plan.**

Arbuckle Bros. are out with a circular to the wholesale grocery trade announcing their return to the contract plan. As the warning is of interest to the retail trade, as showing the penalty the jobber must pay for cutting a price, THE TRADESMAN herewith presents the circular entire:

**YOU MUST NOT CUT!**

"We are determined to do our full share toward assisting our customers to secure a fair profit in the sale of our coffees, and to this end we shall give you prompt notice of all changes occurring in the price of our goods, hoping and expecting that you will revise your selling lists in accordance therewith; but if it shall be proven that our coffee has been sold on longer time than 60 days, or more than 2 per cent. discount given for cash, or for less than our card rates (ruling in the division of territory in which you are located), by you, or by any person in your employ or under your control, we will think it for the best interest of both of us, and of trade in general, to impose upon you a fine of \$50, and to refuse to fill any further orders from you until such fine is paid.

Before adjudging anyone guilty of cutting, we shall give him an opportunity to be heard in his own defense, and shall accept his affidavit, executed before a notary public on form prescribed by us, until same is shown, by positive proof, to be false.

All fines collected to be donated to any trade, traveling men's or charitable organization designated by the person bringing the sustaining charge."

If a charge of "cutting" is brought against you or your salesmen, specifying date of sale, price at which sold, and party to whom sold, you, or your salesmen, in order to clear yourselves, will be required to answer on the following form of affidavit:

**AFFIDAVIT FOR EMPLOYEE.**

(Or for member of firm, with necessary changes of phraseology.)

.....being duly sworn, deposes and says that he is an employe of the firm of.....and that as such employe he has not since.....sold any roasted coffee bearing the name of "ARBUCKLES," or manufactured and sold by Arbuckle Brothers, below the card price in force on and since the date aforesaid, either directly or indirectly, by payment of freights; by rebates in cash, or other valuable consideration; by gift or the promise of such; by payment of commission or brokerage, either to the purchaser or to any person for him; or under pretense of paying lost bets; by allowing a greater discount than 2 per cent. for cash, or by selling on longer time than sixty days; by the sale of other goods at less than the usual price, or by the purchase of anything at more than its value, having an understanding with interested parties, expressed or implied, that such was done in order to sell Arbuckles' roasted coffee at less than the card price; by having an understanding with his said firm, or with any of its employes, to bill a less quantity of goods than actually shipped, or to bill other roasted coffee at a lower price than the card price for Arbuckles' coffee, supplying said Arbuckles' coffee in lieu of that so billed. That he has not sought to accomplish, nor has he accomplished, any of the above acts, by any artifice, plot, scheme, device or connivance whatsoever; and that he makes this affidavit without mental reservation.

The above form of affidavit covers, in concise form, the many devices that have been resorted to to evade observance of list prices. Yours truly,

ARBUCKLE BROTHERS.

For the finest coffees in the world, high grade teas, spices, etc., see J. P. Visner, 304 North Ionia street, Grand Rapids, Mich, general representative for F. J. Gillies & Co., New York City.

Better profit by your own misfortunes than by the misfortunes of others.

**THE OLE PINE BOX.**

We didn't care in the long ago  
For easy chairs 'at were made for show—  
With velvet cushions in red and black,  
An' springs 'at tilted a feller back  
Afore he knowed it—like them in town—  
Till his heels flew up an' his head went down.  
But the seat we loved in the times o' yore  
Wuz the ole pine box by the grocery store!

Thar it sot in the rain an' shine,  
Four feet long by the measurin' line;  
Under the spreadin' maple tree—  
Jes' as cosey as she could be!  
Fust headquarters fur information—  
Best ole box in the whole creation;  
Hacked and whittled an' wrote with rhyme,  
An' so blamed sociable all the time.

Thar we plotted an' thar we planned,  
Read the news in the paper and  
Talked o' pollyticks fur and wide,  
Got mixed up as we argyfied!  
An' the ole town fiddler sawed away  
At "Ole Dan Tucker" an' "Nellie Gray!"  
O, they's boxes still—but they ain't no more  
Like the ole pine box at the grocery store.

It ain't thar now, as it wuz that day—  
Burnt, I reckon, or throwed away;  
An' some o' the folks 'at the ole box knowed  
Is fur along on the dusty road;  
An' some's cros't over the river wide  
An' found a home on the other side.  
Have they all forgot? Don't they sigh no more  
Fer the ole pine box by the grocery store!

FRANK L. STANTON.

**Country Callers.**

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen in trade:

- Henry Meijering, Jamestown.
- T. H. Atkins, West Carlisle.
- N. Bouma, Fisher.
- H. L. Welling, Mancelona.
- A. Shook, Coral.
- W. W. Watson, Parmelee.
- Dean Bros., Freesoil.
- H. Sissons, Central Lake.
- Denis Leggett & Co., Paris.
- E. S. Botsford, Dorr.
- A. C. Cross, Bangor.
- C. F. Walker, Glen Arbor.
- I. F. Slesman, Alpine.
- L. M. Wolf, Hudsonville.
- M. B. Pincomb, Big Rapids.

**Bank Notes.**

The First National Bank of Greenville will go out of existence on the expiration of its charter, next November.

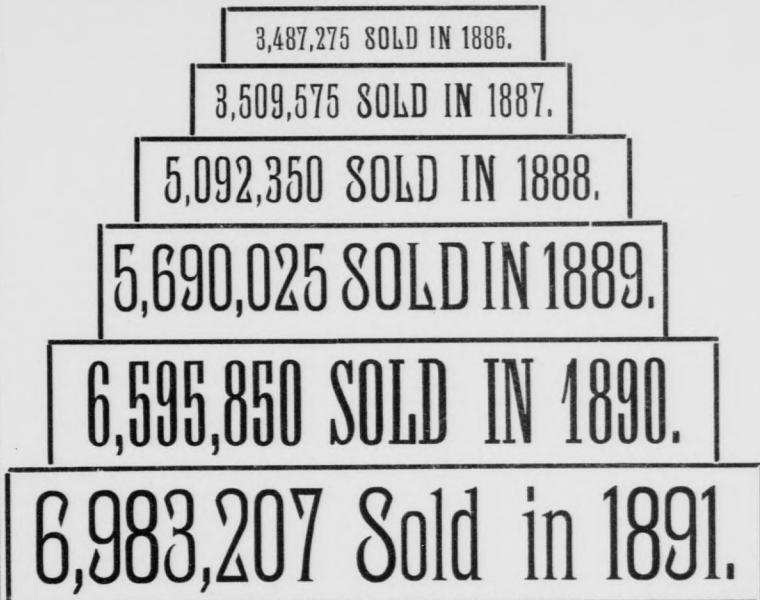
Since the death of W. R. May, of the banking firm of May Brothers, at Clio, the firm name has been changed to Charles H. May & Co., Mrs. Isabella S. May, widow of the deceased, becoming a partner. Burt E. Woolfitt has entered the employ of the firm.

Good honest dollars and good honest sense is a big enough platform for any political party, and the party that is true to this platform may be safely entrusted with the interests of the nation.

**Crockery & Glassware**

LAMP BURNERS.	
No. 0 Sun.....	45
No. 1 ".....	50
No. 2 ".....	75
Tubular.....	75
LAMP CHIMNEYS.—Per box.	
6 doz. In box.....	1 75
No. 0 Sun.....	1 88
No. 1 ".....	2 70
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 89
No. 2 ".....	3 89
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
LAMP WICKS.	
No. 0, per gross.....	23
No. 1, ".....	28
No. 2, ".....	38
No. 3, ".....	75
Mammoth, per doz.....	90
STONEWARE—AKRON.	
Butter Crocks, 1 and 6 gal.....	06 1/2
Jugs, 1/2 gal., per doz.....	75
" 1 ".....	90
" 2 ".....	1 80
Milk Pans, 1/2 gal., per doz. (glazed 75c).....	60
" 1 ".....	72

**Facts Talk Louder Than Words!**



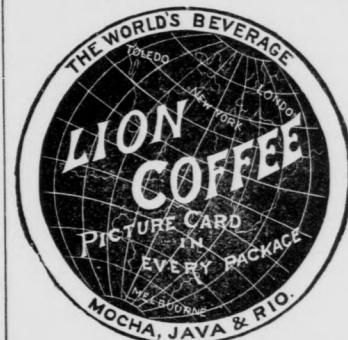
This is not an ordinary monument, but a TABLE of EXACT FIGURES, showing the monumental success of our celebrated

**BEN-HUR** RECORD BREAKERS  
(10c or 3 for 25c) (The Great 5c Cigar.)

These Cigars are by far the most popular in the market to-day. MADE on HONOR. Sold by leading dealers all over the United States. Ask for them.

**GEO. MOEBS & CO., Manufacturers,**  
DETROIT and CHICAGO.

**SWINGING THROUGH SPACE.**



**The Earth Is**

25,000 miles in circumference, 7,956 miles in diameter, 92 1/2 millions of miles from the sun, and moves at the rate of 18 miles per second.

THE FINEST COFFEES IN THE WORLD ARE THE WOOLSON SPICE CO. COFFEES.

**LION COFFEE, O. D. JAVA and -STANDARD MARACAIBO-**

LION is our leader, being composed of Mocha, Java and Rio, sold only in 1-pound packages, with a picture in each package. As high grade bulk Coffees, O. D. Java and Standard Maracaibo take the lead. We guarantee these Coffees to give satisfaction in every particular and invite correspondence on the subject.

**WOOLSON SPICE CO.,**  
ROASTERS OF  
High Grade Coffees,  
TOLEDO, - - OHIO.

**L. WINTERNITZ,**  
RESIDENT AGENT,  
106 KENT ST.,  
GRAND RAPIDS, MICH.

**Drugs & Medicines.****State Board of Pharmacy.**

One Year—Jacob Jesson, Muskegon.  
 Two Years—James Vernor, Detroit.  
 Three Years—Ottmar Eberbach, Ann Arbor  
 Four Years—George Gundrum, Ionia.  
 Five Years—C. A. Bugbee, Cheboygan.  
 President—Jacob Jesson, Muskegon.  
 Secretary—Jas. Vernor, Detroit.  
 Treasurer—Geo. Gundrum, Ionia.  
 Meetings for 1892—Grand Rapids, March 1; Star Island (Detroit), July 5; Marquette, Aug. 31; Lansing, November 1.

**Michigan State Pharmaceutical Ass'n.**  
 President—H. G. Coleman, Kalamazoo.  
 Vice-Presidents—S. E. Parkill, Owosso; L. Pauley, St. Ignace; A. S. Parker, Detroit.  
 Secretary—Mr. Parsons, Detroit.  
 Treasurer—Wm. Dupont, Detroit.  
 Executive Committee—F. J. Wurzburg, Grand Rapids; Frank Inglis and G. W. Stringer, Detroit; C. E. Webb, Jackson.  
 Next place of meeting—Grand Rapids, Aug. 2, 3 and 4.  
 Local Secretary—John D. Muir.

**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, F. Rohnert; Secretary, J. P. Rheinfrank.

**Muskegon Drug Clerks' Association.**  
 President N. Miller; Secretary, A. T. Wheeler.

**WHY MERCHANTS FAIL.**

Views of Postmaster Field, of Philadelphia, Who is Also a Merchant.  
 From the Dry Goods Economist.

In writing an article on this subject, I think it important to notice particularly the credit department, which is certainly one of the most important, and, possibly, one of the most difficult to manage in connection with any large business. To manage it successfully requires not only great experience, but rare talent and ability. The head of it should be a man of affairs, clear-headed, a "mind-reader," a judge of human nature, able to fathom any one who applies to him for credit, without being offensive in manner or method. He must not only pass judgment on the man, but on his environments, the population of his town and the general resources of the section in which the man or firm transacts business. All of these points are important factors in aiding the credit department to reach a decision in regard to the line of credit to which the party may be entitled. I question seriously if this department receives generally the thought and attention which its importance merits. The competent, solvent merchant should always be willing to give information in regard to his financial standing, as no one is more interested than he in keeping out of business the mushrooms and frauds.

It is a pertinent question to ask, What is the cause of so many failures among the commercial classes? Is it through innate dishonesty, or is it the "greed of gold" and the "gold of greed" that prompt men to fail and compromise their just and lawful indebtedness? I think not. After years of careful study of this question, I think the cause of failure may be properly classified as follows: Six-tenths ensue from inexperience, extravagance and negligence. Two-tenths from natural dishonesty. One-tenth from speculation. One-tenth, the unfortunate man.

In regard to the first class, there is not sufficient attention given to the training of men for mercantile life. Every young man intending to follow mercantile pursuits ought to spend some years in preparation in a methodically conducted establishment. If he enters a hap-hazard, he becomes a hap-hazard merchant. He should be trained as to value, how to buy and how to sell, and also as to management, from the picking up of the string from the floor to the banking of his cash. It is a mistake for the mechanic, the professional man, or the farmer to rent a store, furnish limited capital and start "the boy" in business, without his having had any training or having had any knowledge of the quicksands, shoals and rocks of the sea on which he is about to launch his craft. In some instances, owing to the peculiar environments of the case, and by having secured the services of some competent clerk, he may succeed, but in nine cases out of ten the venture will prove a deplorable failure. This represents a class of people who are apt to overlook the difference between the gross receipts and

the net profits of the cash drawer, and are, therefore, led into extravagant habits of life by the handling of so much money without proper training for its caretaking. Furthermore, they are the very kind of people who will be overpersuaded by the plausible salesman and would be likely, therefore, to overstock themselves, in consequence of which the fatal error of slow payment is sure to follow.

Every merchant—wholesale and retail—should inscribe as a motto on his ledgers the old German proverb: "Lange krankheit ist sicherer tod"—Long sickness is sure death. In these days of sharp competition, when a merchant cannot make his payments so as to secure cash discounts, the sooner he goes into liquidation the better it will be for himself and all concerned.

Of course, there are many instances where men, and women, too, of modest pretensions have commenced in a small way and finally succeeded; but their training comes with the development of their business. They know not only how to make a little money, but also how to save what they do make. But in the broad field or higher plane of business life, if we look at the successful men of to-day, we will find in almost every instance that they are well-trained, intelligent men, who take an inventory and settle up their business annually—men who know when, where and how to buy, and when, where and how to sell; men who know when and how to say yes and no, as the case demands.

In regard to the second class—the dishonest. After all light and the good influences of the present day, the thief still "lives and moves and has his being." He is confined to no particular class or nationality. He deliberately plans to build up his credit, and when all is ripe, the preference or relative, with judgment or chattel mortgage, comes in and sweeps everything. Then comes the offer of twenty-five or thirty-three per cent. in settlement. Against this class there is no protection. I presume there is hardly a merchant in the land who has not taken the journey from Jerusalem to Jericho, and, like the "certain man," has fallen among thieves, who have stripped him of his raiment.

Concerning the third class—the speculative. There is no more dangerous risk for the merchant than to go "long" or "short" on cotton, wool, corn, pork or stock of any kind. In fact, it is purely a game of chance, on the basis, generally, of "Heads, I win; tails, you lose."

As to the fourth class—the unfortunate man. He comes in with his offer of thirty-three and one-third, or, possibly, fifty per cent. He states his tale of woe, and, of course, he is never to blame. He was induced, perhaps, to go security for neighbor B. He didn't intend to do it, but—there comes in the "But." I never hear or see this word "but" without being reminded of an incident of early days. One of my fellow clerks had a "sweetheart" with whom he corresponded. One day he came into the office with a long four-page letter in his hand, and, calling me by name, said: "Is it right to have 'buts' in your letters? Why, sir, I have the darnedest lot of 'buts' in my letters that you ever saw." So with the bankrupt merchant; he has many "buts," but he is not to blame. A fire occurred last Thursday and his fire insurance expired on the previous Tuesday, "but" he really forgot all about it and overlooked it. Like the good old Irish woman who was advised by her physician to put a porous plaster on her chest, and who, when he called a few days later and inquired whether it had been of any benefit to her, replied: "Indeed, dear doctor, I had no chist in the house, so I jist put it on the bandbox, and I really can't say whether it has done me any good or not." The unfortunate man never puts the blame plaster upon himself, always upon the bandbox.

Of course, there are unforeseen circumstances, such, for instance, as the breaking out of the rebellion, which cut off the entire resources of some of our largest concerns; or an earthquake, such as that experienced at Charleston; or a financial panic, such as that which caused the failure of Jay Cooke. These things

are often beyond our ken and we are powerless to control them. In fact, Jay Cooke would never have failed but for a precipitated panic. His plans were broad and well laid and would have been eminently successful had he been permitted to complete them.

As to the negligent class, I will give one or two instances from my personal experience. Some years ago, in a town in England, a young man started in business with fair prospects. On one of my trips over, I placed with him quite a large order, which was executed to my entire satisfaction. On my return, the following year, I called at his office about 3 o'clock in the afternoon and was informed that he was out at a game of cricket. I thought nothing of this, as few Englishmen can exist without cricket. Some days afterward, however, I called again, and was again informed that he was attending a game of cricket. I never called again. A few years later a man called upon me here with a parcel of samples under his arms, not for himself, but for another house; I recognized the man, who had, no doubt, sacrificed his business for the game of cricket.

One of the best men whom I ever knew, and who was in business for himself, called upon me one day to get me to accompany him to the noonday prayer meeting, at which he was a regular attendant. In answer to his solicitation, I said: "No, sir. Twelve to 1 o'clock is not my time to pray; it is my time to watch." A few years afterward he was doing business as an agent. He had overlooked the divine injunction, "Be diligent in business."

Not long ago I crossed the Atlantic with a very plain looking man, but he was one of Chicago's most substantial grain merchants. He asked me if I knew a certain firm in this city, and I replied that I knew them quite well. He said that they were formerly his representatives, but some time ago he was in Philadelphia and called at their office, where he found the head of the firm seated with the clerks around a table playing a game of card. None of them recognized him, he said, but the principal turned around in an overbearing manner and asked him to be seated for a little while. He said he sat there for fully ten minutes and then quietly arose, left the office, and departed for home. "But," said he, "the first thing I did on my return home was to withdraw my consignments, and close my account with that firm, and when inquiry was made of me why I did so, I stated to them fully the facts in the case. They offered every apology," he continued, "but it was too late. Playing cards at midday was not in keeping with my ideas of goods business methods." I need hardly add that the card-playing firm was soon out of business. I have given these practical illustrations, as they may reach the eye of some young men to whom they may be useful for future thought.

The traveling system and mercantile agencies have produced in business lines an abnormal condition of things, and so long as this condition lasts we cannot get along without either. The traveling system carries with it the necessity for the other. As to the advantage of the former to the trade, generally, I regard it as an unsolved problem. But the discussion of this question would lead to too lengthy an article at present.

Our incoming merchandise largely takes care of itself. Let us keep careful guard over the outgoing. Will it come back to us in bad accounts or in solid cash? The reply will come from our ledgers, but, fellow merchants, the responsibility for results is with us.

JOHN FIELD.

**The Drug Market.**

Opium is steady. Morphine is unchanged. Quinine has been weak, but is again firm at unchanged prices. Cuttle bone is lower. Lycopodium has again advanced. Manna has declined. African ginger is higher. Oils lemon and orange have advanced. Ipecac root has advanced. Turpentine has advanced 10 cents since our last issue.

**CHAS. A. COYE,**

MANUFACTURER OF

**Awnings & Tents**

Horse and Wagon Covers,

JOBBER OF

Hammocks and Cotton Ducks.

SEND FOR PRICE LIST.

11 Pearl St., Grand Rapids, Mich.

**FOURTH NATIONAL BANK**

Grand Rapids, Mich.

D. A. BLODGETT, President.

S. F. ASPINWALL, Vice-President.

WM. H. ANDERSON, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

**Playing Cards**

WE ARE HEADQUARTERS

SEND FOR PRICE LIST.

**Daniel Lynch,**

19 S. Ionia St., Grand Rapids.

A. J. SHELLMAN, Scientific Optician, 65 Monroe Street.



Eyes tested for spectacles free of cost with latest improved methods. Glasses in every style at moderate prices. Artificial human eyes of every color. Sign of big spectacles.



We are very large receivers of the above articles and are prepared to sell your shipments promptly at the highest market price and to give you quick returns. We also receive and sell

**HAY, GRAIN, WOOL, HIDES, GRASS SEED, BEANS, POTATOES, GREEN AND DRIED FRUITS,**

OR ANYTHING YOU MAY HAVE TO SHIP. Liberal advances made on shipments if requested. Write us for prices or any information you may want.

**SUMMERS, MORRISON & CO.**

Commission Merchants,

174 S. WATER ST., - CHICAGO, ILL.

Reference: Metropolitan Nat. Bank, Chicago.  
 Be sure and Mention this Paper.





SOAP.		SWEET GOODS.		Scotten's Brands.		WASHBOARDS.		OYSTERS—Bulk.		DEERSKINS—Per pound	
<b>LAUNDRY.</b>		Ginger Snaps..... 8	Zeno..... 22	Hiawatha..... 37			Mediums, per gal..... \$1 05	<b>OYSTERS—Cans.</b>		<b>OILS.</b>	
Thompson & Chute Brands.		Sugar Creams..... 8	Hiawatha..... 37	Valley City..... 34			Selects, "..... 1 60				
Silver, 100 12 oz..... \$3 65		Frosted Creams..... 9	Valley City..... 34	Finzer's Brands.	Single.		Clams "..... 1 25	Fairhaven Counts..... @35		W. W. Headlight, 150	
Snow, 100 10 oz..... 5 00		Graham Crackers..... 8 1/4	Old Honesty..... 4 1/2	Here It Is..... 28			Double.		Shrimps "..... 1 25	F. J. D. Selects..... @20	
Mono, 100 12 oz..... 3 35		Oatmeal Crackers..... 8 1/4	Jolly Tar..... 32	Old Style..... 31	Wilson..... \$2 00		Scallops "..... 1 75	F. J. D..... @20		Water White..... @ 7 1/2	
German Family, 60 1 lb..... 2 55			Middleton's Brands.	Jas. G. Butler & Co.'s Brands.	Saginaw..... 1 75			Anchor..... @18		Naptha..... @ 7	
" 75 1 lb..... 3 10			Something Good..... 38	Something Good..... 38	Rival..... 1 40			Standards..... @16		Gasoline..... @ 8 1/2	
Laundry Castle, 75 1 lb..... 3 05			Toss Up..... 26	Choice..... 24	Daisy..... 1 00			Favorites..... @14		Cylinder..... @ 7 3/4	
Marbled, 75 1 lb..... 3 05			Out of Sight..... 25	Choicest..... 32	Langtry..... 1 10			SHELL GOODS.		Engine..... @ 4 1/2	
Savon Improved, 60 1 lb..... 2 50			Private Brands.	Dust..... 10	Defiance..... 1 75			Oysters, per 100..... 1 20 @15 00		Black 25 to 30 deg..... @ 7 1/2	
Sunflower, 100 10 oz..... 2 75			Sweet Maple..... 30	Choicest..... 32	Wilson..... 2 50			Clams..... 75 @1 00			
Olive, 100 10 oz..... 2 75			L. & W..... 26	Choicest..... 32	Saginaw..... 2 25						
Golden, 80 1 lb..... 3 25			Smoking.	Choicest..... 32	Rival..... 1 80						
Economic, 30 2 lb..... 2 25			Here It Is..... 12 1/2	Choicest..... 32	Defiance..... 2 00						
Standard, 30 2 lb..... 2 35			Colonel's Choice..... 13	Dust..... 10	Crescent..... 2 75						
Allen B. Wrisley's Brands.			Warpath..... 14		Red Star..... 2 75						
Old Country, 80 1 lb..... 3 30			Banner..... 15		Shamrock..... 2 50						
Good Cheer, 60 1 lb..... 3 90			King Bee..... 20		Ivy Leaf..... 2 25						
White Borax, 100 3/4 lb..... 3 60			Kiln Dried..... 17		VINEGAR.						
Proctor & Gamble.			Niger Head..... 23		40 gr..... 7 1/2						
Concord..... 2 80			Honey Dew..... 24		50 gr..... 8 1/2						
Ivory, 10 oz..... 6 75			Gold Block..... 28		WET MUSTARD.						
" 6 oz..... 4 00			Peerless..... 24		Bulb, per gal..... 30						
Lenox..... 3 65			Rob Roy..... 24		Beer mug, 2 doz in case..... 1 75						
Mottled German..... 3 15			Uncle Sam..... 28		TEAST—Compressed.						
Town Talk..... 3 00			Tom and Jerry..... 25		Fermentum per doz. cakes..... 15						
			Brier Pipe..... 30		per lb..... 25						
			Yum Yum..... 32		FISH and OYSTERS.						
			Red Clover..... 32		F. J. Dettenthaler quotes as						
			Navy..... 32		follows:						
			Handmade..... 32		FRESH FISH						
			Prod..... 32		Whitefish..... @ 9						
					Halibut..... @ 9						
					Trout..... @ 9						
					Flounders..... @ 15						
					Cliscoes..... 5 @ 6						
					Flour..... 4 70						
					Meal..... 1 80						
					Bolted..... 1 60						
					Granulated..... 1 80						
					Straight, in sacks..... 4 70						
					" " barrels..... 4 80						
					Patent " " sacks..... 5 70						
					Graham " " barrels..... 5 80						
					Rye " " sacks..... 2 20						
					MILLSTUFFS.						
					Bran..... 16 00						
					Screenings..... 12 00						
					Middlings..... 16 00						
					Mixed Feed..... 17 00						
					Coarse meal..... 16 50						
					CORN.						
					Car lots..... 42 1/2						
					Less than car lots..... 45						
					OATS.						
					Car lots..... 34						
					Less than car lots..... 37						
					HAY.						
					No. 1 Timothy, car lots..... 13 00						
					No. 1 " ton lots..... 14 00						

# HILLSIDE JAVA!

And Poor Goods  
Mar  
Business.

**Grocerymen:** Are you entirely satisfied with your sales of *High Grade Coffees*?

Are you sure that you are selling the best to be obtained? *Hillside Java* is a scientific combination of Private Plantation Coffees, selected by an expert, and from which it is possible to make a beverage that **will please you.**

Cup qualities always uniform, and is **a trade winner** wherever introduced. Do **you** sell it?

Roasted and Packed only by

## THE J. M. BOUR CO.,

140 Summit St., Toledo, O., also Detroit & New York.

We are represented in Michigan as follows: Eastern Michigan, P. V. HECHLER; Southern Michigan and Northern Indiana, M. H. GASSER; Western Michigan, Thos. FERGUSON ["Old Fergy"].

**PRODUCE MARKET.**

Apples—Dull and slow of sale. Dealers hold at \$2.25 per bbl., according to quality.  
 Beans—"Dead dull," as a local handler characterizes the situation. Dealers pay about \$1.30 for unpicked and country picked and hold at \$1.60 for city picked pea or medium.  
 Butter—Choice dairy is in moderate demand at 18¢. Factory creamery is held at 25¢.  
 Celery—20¢ per doz.  
 Cabbages—30¢ to 40¢ per doz.  
 Cranberries—Repacked Cape Cod are in fair demand at \$6 50 per bbl.  
 Dried Apples—Sundried is held at 4 1/2¢ and evaporated at 6 1/2¢.  
 Eggs—As indicated last week, the market has dropped down several points, no jobber now paying over 14¢, the selling price at wholesale being 15¢ in Grand Rapids and 16¢ in Detroit. No retailer should pay over a shilling a dozen from now until Easter time, if he expects to get out whole.  
 Honey—14¢ per lb.  
 Lettuce—Grand Rapids Forcing is now on the market, finding a ready sale at 25¢ per lb.  
 Onions—Green are in fair demand at 50¢ per dozen bunches. Dry stock is in small demand and supply, commanding 60¢ to 80¢ per bu.  
 Pieplant—12¢ per lb.  
 Potatoes—The market is utterly featureless, the shipping demand being steady, without the least degree of animation. Local holders pay 20¢ here and at the principal buying points in Northern Michigan.  
 Radishes—60¢ per doz. bunches.  
 Squash—Hubbard, 1 1/4¢ per lb.  
 Sweet Potatoes—2.75¢ to 3¢ per bbl. for choice Muscatine stock. The price is beyond all precedent in lowness, it being claimed that present prices afford no margin whatever for the grower.  
 Turnips—25¢ per bushel.

**PROVISIONS.**

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

PORK IN BARRELS.	
Mess, new.	12 50
Short cut.	11 75
Extra clear pig, short cut.	14 00
Extra clear, heavy.	13 50
Clear, fat back.	13 50
Boston clear, short cut.	13 50
Clear back, short cut.	14 00
Standard clear, short cut, best.	14 00

**SAUSAGE—Fresh and Smoked.**

Pork Sausage.	7 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.	8
Tubs.	8 1/4
50 lb. Tins.	8 1/4

**GRANGER.**

Tierces.	7 1/4
50 lb. cases.	7 1/4
20 "	7 1/4
10 "	8
5 "	8 1/2
3 "	8 3/4

**LARD, Family, Com-**

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

**BEEF IN BARRELS.**

Extra Mess, warranted 300 lbs.	6 50
Extra Mess, Chicago packing.	6 50
Boneless, rump butts.	9 50

**SMOKED MEATS—Canvassed or Plain.**

Hams, average 30 lbs.	9 1/4
" " 16 lbs.	9 1/4
" " 12 to 14 lbs.	10
" picnic.	6 1/4
" best boneless.	8 1/4
Shoulders.	6 1/4
Breakfast Bacon, boneless.	8 1/4
Dried beef, ham prices.	8 1/4
Long Clears, heavy.	6 1/4
Briskets, medium.	7
" light.	7

**CANDIES, FRUITS and NUTS.**

The Putnam Candy Co. quotes as follows:

**STICK CANDY.**

Standard, per lb.	Full Weight.	Bbls.	Palls.
" H. H.	6	7	7
" Twist	6	7	7
Boston Cream	20 lb. cases	8 1/2	8 1/2
Cut Leaf	7	8	8
Extra H. H.	cases 7	8	8

**MIXED CANDY.**

Standard.	Full Weight.	Bbls.	Palls.
Leader	6	7	7
Royal	6 1/4	7 1/4	7 1/4
Nobby	7	8	8
English Rock	7	8	8
Conserves	7	8	8
Broken Taffy	baskets	8	8
Peanut Squares	8	9	9
French Creams	10	10	10
Valley Creams	13	13	13
Midget, 30 lb. baskets.	8	8	8
Modern, 30 lb.	8	8	8

**FANCY—In bulk.**

Lozenges, plain.	Full Weight.	Palls.
" printed.	11	11
Chocolate Drops	11 1/2	11 1/2
Chocolate Monumentals	13	13
Gum Drops	8 1/2	8 1/2
Moss Drops	8	8
Sour Drops	8 1/2	8 1/2
Imperials	10	10

**FANCY—In 5 lb. boxes. Per Box.**

Lemon Drops	55
Sour Drops	55
Peppermint Drops	60
Chocolate Drops	65
H. M. Chocolate Drops	90
Gum Drops	40 to 50
Licorice Drops	1 00
A. B. Licorice Drops	60
Lozenges, plain.	60
" printed.	65
Imperials	60
Mottoes	70
Cream Bar	55
Molasses Bar	55
Hand Made Creams	85 to 95
Plain Creams	80 to 90
Decorated Creams	1 00
String Rock	65
Burnt Almonds	1 00
Wintergreen Berries	60

**CARAMELS.**

No. 1, wrapped, 2 lb. boxes.	34
No. 1, " 3 "	51
No. 2, " 2 "	28
No. 3, " 3 "	42
Stand up, 5 lb. boxes.	90

**ORANGES.**

Floridas, fancy	@3 00
" choice	2 50 to 2 75
" russets	2 50 to 2 75
" Tangerines	4 25
Californias, Riverside	2 25 to 2 75
" Navals	4 25
Messinas, choice 200.	@2 50
" 300.	@2 50

**LEMONS.**

Messina, choice, 360.	@3 50
" fancy, 360.	@4 00
" choice 300.	@3 75
" fancy 300.	@4 25

**OTHER FOREIGN FRUITS.**

Figs, fancy layers, 6 lb.	12 @14
" " 10 lb.	14 @15
" extra " 14 lb.	@16
" " 20 lb.	@17 1/2
Dates, Fard, 10-lb. box.	@9
" 50-lb. "	@8
" Persian, 50-lb. box.	4 1/2 @5

**NUTS.**

Almonds, Tarragons.	@16
" Ivaca.	@15
" California.	@16
Brazils, new.	@7 1/2
Filberts.	@12
Walnuts, Grenoble.	@14
" Marbot.	@10
" Chili.	@10
Table Nuts, fancy.	@12 1/2
" choice.	@11 1/2
Pecans, Texas, H. P.	11 @14
Cocoanuts, full sacks.	@4 00

**PEANUTS.**

Fancy, H. P., Suns.	@5 1/2
" Roasted.	@7 1/2
Fancy, H. P., Flags.	@5 1/2
" Roasted.	@7 1/2
Choice, H. P., Extras.	@4 1/2
" Roasted.	6 @6

**Great Feet!**

He has great feet, but they are nothing like the great feet that WADHAM'S GRAPHITE AXLE GREASE can be relied upon to perform every time. To try it once is to become an ardent advocate of it. To praise it too highly is impossible.



**See What is Said of It.**

APRIL 25th, 1881.  
 Wadhams Oil & Grease Co., Milwaukee.  
 Dear Sirs—For the past year I have been using your Graphite Axle Grease and have found it will do better work than any other grease in the market.  
 Yours truly,  
 PHILLIP SCHARETT, Barn Foreman,  
 Jos. Schlitz Brewing Co., Milwaukee, Wis.

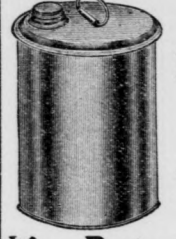
**Wagon Jack Free!**

We are sending to every dealer who handles "GRAPHITE AXLE GREASE," one Dalsy Wagon Jack, worth \$1, to be given to the holder of the printed order contained in one of the 1-lb. boxes in each case of one-third gross, on presentation of said order to your dealer, FREE of charge.

For sale by all Grocers, Hardware Dealers, Harness Dealers and by the Manufacturers.

Wadhams Oil & Grease Co., Milwaukee, Wis. and Seattle, Wash.

**Sap Pails and Syrup Cans.**



Paper Packed Screw.

WRITE FOR PRICES

**Wm. Brummeler & Sons**

Manufacturers and Jobbers of Pieced & Stamped Tinware, 260 S. IONIA ST., TELEPHONE 640. GRAND RAPIDS, MICH.



Ought to Send At Once For Sample Sheet and Prices.

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 Granulated Meal,  
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 SPECIALTIES—ALL THE ABOVE. Prompt attention to Mail orders.

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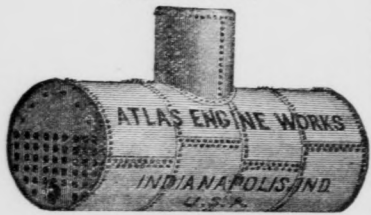
**SPECIALTIES**

Oranges, Lemons, Nuts, Dates and Figs.

**SEEDS** PLANTS, TOOLS, ETC.  
 NEW CROP.  
 EVERYTHING FOR THE GARDEN.  
 Send for our beautiful Illustrated Catalogue MAILED FREE.  
 Clover and Grass Seeds, Seed Corn, Onion Sets, and Seed Potatoes. All the Standard Sorts and Novelties in Vegetable Seeds.  
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MANUFACTURERS OF Plain Slide Valve Engines with Throttling Governors. Automatic Balanced Single Valve Engines. Horizontal, Tubular and Locomotive BOILERS. Upright Engines and Boilers for Light Power. Prices on application. 44-46 S. Division St., Grand Rapids.

**BEANS**

If you have any beans and want to sell, we want them, will give you full market price. Send them to us in any quantity up to car loads, we want 1000 bushels daily.

**W. T. LAMOREAUX & CO.,**

128, 130, 132 W. Bridge St., GRAND RAPIDS, MICH.



The Corner Grocery Crowd of Poketown Village.

Written for THE TRADESMAN.

POKETOWN, Jan. 30—Since the new year has been with us, we have been having some very chilly weather. The big stove in the corner grocery has demanded more fuel, and the crowd has hugged it closer than usual. One of the chilliest evenings of last week, just as the crowd had settled itself comfortably around aforesaid stove, Sam Dodge walked into the store and asked the crowd whether they had heard the latest news as to how the Chili business stood. Without a moment's hesitation, and greatly to the surprise of everybody (for it was the first time he had ventured to make a remark since his great feast on Christmas Day), Bottomly Quirk piped out in his high-keyed, nasal twang, "I jist heern a fellow tell over in the post office that it was ten degrees below zero." Then he slid off the cracker barrel, leaving a whole section of his variegated overalls hanging on the edge of the barrel. After realizing the misfortune with which he had met, he gathered up the detached section, which had a striking resemblance to a piece of some old crazy quilt, and, backing out through the back door, went home for repairs. Sam did not wait to explain his wonderful news—Bottom had nipped his gag in the bud—but passed out of the front door, in quest of some more congenial crowd, just as Bottom backed out of the back door.

After the crowd had somewhat recovered from the effects of the calamity which had befallen Bottom, Vinegar Brown came in and said that Sam Dodge had just reported, across in the barber shop, that, owing to the chilly state of affairs, the latest report was to the effect that the President's ultimatum had frozen up and busted. Nobody smiled. All felt as though the atmosphere had suddenly become chilled, and it was some time before anyone could utter a word.

At last, Eddie Spiggott, the junior partner, by putting forth a tremendous effort, managed to break the awful stillness by intimating that it was perfectly clear in his mind that it must be a sudden attack of the grip, and, therefore, we ought not hold him responsible for such an ebullition of a diseased mind.

This speech appeared to restore peace, and the gloom was dispersed by mutual consent; but the chilly effect of Sam's mental collapse drew the crowd nearer the stove, and, as the sleighs squeaked outside and the frost sparkled on the windows, the very mention of Chili would cause the cold chills to creep up the spinal column of each member of the crowd.

Jerry Whiffleson said that trade had taken its departure with the old year, and that, since the holidays, the only business in Poketown worthy of mention had been done by the doctors and undertakers, who were scooping up all the surplus funds, leaving them nothing to settle their old bills with, or pay for their present and immediate future supplies. He said that those who had the grip were so attached to it that they had no use for groceries, and those who had not yet had it anticipated it and had changed their diet from ordinary groceries to whisky and quinine. He said that, so far this year, he had heard nothing but la grippe and that confounded ultimatum, and, now that the ultimatum had busted, for he read in a paper which he borrowed from a neighbor (he can't afford to take one of his own) that the Chilian War had already cost this country over \$2,000,000 and the lives of two drunken marines, and that, if the ultimatum hadn't busted, he didn't know what would have become of the country.

Vinegar Brown, who always finds fault with everything on general principles, said that it was only a little matter of time when the country would go to the dogs anyway, and that it didn't make much difference whether the ultimatum was busted or not. He said that the bloated bondholders (you've heard him use that expression before) and the big moneyed corporations had forced the President into the ultimatum business for the purpose of reaping big boodle out of immense contracts for war

materials and army supplies. "Oh, well, you may laugh" (Amos always laughs when Vinegar strikes his favorite hobby), "but I tell you the War of the Rebellion might have been put down two years sooner than it was, if some of the big boodle men who had their fingers in the pie had so willed it. Don't talk to me about patriotism, so long as it is submerged in an ocean of boodleism! What is the President of the United States but a stool pigeon, while old Deposit Vaults is prime minister! What is Congress but a huge pantomime, and the dear people's representatives the dumb, figure-head actors, who nod and act at the beck of old King Swag, who is the absolute, all-crushing power behind the throne of this nation to-day! What is the American Senate to-day but a pack of old feather-brained money bags, who are not qualified to watch gap for a decent P. of I., and who would never be intrusted with the responsibility of watching a kettle of boiling soft soap, if the people had anything to say about it! What is it that controls the associated press dispatches of this country, and what mighty, hidden power is it that used this same press as its tool in disseminating false dispatches all over the land purporting to come from Chili's capital, but the 'bulls' and 'bears' of Wall street! What—"

"Hold on, Vinegar," chipped in Whiffleson, as he came down for a quarter's worth of soap for a customer; "you're gittin' way off your base."

Vinegar is subject to spasms of this kind, but he seldom has more than one during an evening. All you have to do to spring it on him is simply to touch his hobby, and no one better understands how to do it than Amos Pinchtight. It is great fun for Amos to see Vinegar unwind himself, and he never fails to pull the proper string and set him going. Jerry Whiffleson likes fun, but he never allows it to interfere with business; so he never permits Vinegar to reach the climax. This would never do, for it would create a disturbance, and, should a lady customer happen to step in the store, she would, no doubt, become frightened at the wild gestures and vehement manner of Vinegar and rush out and report that a row was in progress at the corner store. Jerry has become so used to Vinegar that he knows just when to apply the breaks. When he does so, Vinegar stops short, springs to his feet, kicks over the soap box upon which he was sitting, pulls down his vest, gives the crowd, especially Amos, a look of defiance, sits down again on the soap box and finishes the performance by saying: "Well, gentlemen, you may laugh as much as you please, but you'll get your eyes open after awhile, when it is everlastingly too late, and find that what I tell you is true."

Sometimes he loses his temper and taunts Amos with aiding and abetting the devil in his diabolical conspiracy to blast the souls of men through the instrumentality of the whisky traffic, because, once upon a time, his avarice throttled his conscience and for filthy lucre he signed a whisky man's bonds. This is mean on the part of Vinegar, for Amos is a temperance man, and he would never have signed any whisky man's bonds in Poketown or anywhere else—if there had been nothing in it for him. If Amos were not so infinitesimal in his proportions and so atomical in his general make-up, he would be a tiptop fellow. On the occasion in question, Vinegar did not twit him of this matter, but simply advised him not to feed his hens on any more asafetida cheese, and then send the eggs to a poor widow in his neighborhood, because he could not sell them at the store, on account of their bad breath. This thrust made Amos a little huffy. He retaliated by advising Vinegar not to set himself up again as a judge of shoes.

The shoe episode referred to happened in this way: One night Vinegar had been explaining to the crowd how much cheaper a man with a family could live at the county seat than in Poketown. "Shoes, especially," he said, "are a great deal cheaper." At this juncture, Bijah Hoppole, the shoe man on the opposite corner stepped into the store, which had the effect of silencing the shoe talk as far as Vinegar was concerned. Amos

ANNOUNCEMENT

We have removed our Manufacturing Department to the new building which we have erected solely for our own use at 330 and 332 Lafayette Avenue, on the same street, but seven blocks distant from the new Post Office building, and easily reached from our store by the Congress and Baker, or Fort street cars.

Our specialty in manufacturing will be a high grade of Ladies' Fine Shoes in Hand-Turned, also Men's and Women's Goodyear Welt and Machine Sewed, and Misses' and Children's in Machine Sewed.

In "Low Cuts," both Hand-Turned and Machine Sewed, we are showing one of the most desirable medium priced lines now offered to the trade. Sample orders will have prompt and personal attention.

H. S. ROBINSON AND COMPANY.

DETROIT, MICH.

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PUTNAM CANDY CO.,

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CHAMPION OXFORDS, Black and Check.

WALES Goodyear Tennis Black and Check Bals.

WALES Goodyear Tennis Black and Check Oxfords.

MEN'S	BOYS'	YOUTH'S	WOMEN'S	MISSSES'	CHILDREN'S
.45	.42	.40	.42	.40	.37
.80	.74	.70	.74	.....	.....
.61	.56	.51	.56	.51	.45

Send Your Fall Orders on Rubbers, 50 off. Seconds, 50 & 10 off. Thirds, 60 & 5 off.

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Grand Rapids, Mich.

saw his opportunity and challenged Vinegar to repeat his statement, now that Mr. Hoppole was present. Vinegar hesitated, so Amos did it for him, and, of course, he had to face the issue. Hoppole asked him if he thought he knew what he was talking about, to which he replied that he thought he did. Hoppole told him that, no doubt, the people there in the store, many of whom were his own customers, would like to know whether he told them the truth or not, and he would give him a chance to prove his superior knowledge of shoes. He would go over to his store and bring over three shoes which he was selling, respectively, at \$2, \$2.50 and \$3, showing a difference between the first and third of 50 per cent. He would place them on the show case, in the presence of the crowd, and, if Vinegar could arrange them in a row according to their value, he would present him with a pair. Failing to do this, he was to select the highest priced one, and, in case he failed to do this, he was to buy the cigars for the whole crowd, and publicly acknowledge to them that he didn't know what he was talking about, and that he couldn't tell a shoe from a post hole. It is needless to say that Vinegar bought the cigars, but it was like pulling a cat across the carpet by the tail to bring out the acknowledgment. It came, however, and Bottom slid off the cracker barrel for the second time without catching on a nail.

ICHABOD GRIZZLE.

EXPLANATORY NOTE.

Since my "Poketown" articles began appearing in THE TRADESMAN, I have been accused of portraying the characters of certain citizens in several different villages. This proves that my characters are common and ordinary and abound in any "Poketown" or village of like dimensions in the State. All, therefore, who fancy themselves special targets in this series will rest their souls in peace, for I assure them that my originals are found wherever communities of men are found, and that my delineations of character are drawn from a higher and a broader source than a narrow-contracted, localized individualism.

ICHABOD GRIZZLE.

The Secret of Success.

Every progressive grocer is ever on the alert to supply his customers with the purest and best quality of goods at the lowest retail price. He is the first to recognize, buy and introduce new, meritorious articles to the trade, thus keeping in advance of his competitors who buy generally after the article is introduced by him. His place of business thus gets the prestige of being stocked with the newest, freshest and best grade of groceries obtainable. He is rewarded by the patronage of the intelligent and better class of customers, who quickly recognize that such goods are the most satisfactory and cheapest in the end.

Good customers willingly pay for good articles. This is the secret of the fast increasing sales and general demand for the new article "Silverine." It is the latest and best chemical combination producing the finest quality and best article for general cleaning and polishing known in the world. It does not scratch or mar the smoothest surface, while its detergent and brightening properties are wonderful in effect.

Every grocer who buys so meritorious an article as "Silverine" and introduces it to his trade must be rewarded by their gratitude and confidence in his judgment, and he, too, must feel an honest pride in thus supplying their wants.

FRESH MEATS. Swift & Company quote as follows: Beef, carcass 5 @ 6 1/4, hind quarters 6 1/4 @ 7 1/4, fore 4 @ 4 1/4, loins, No. 3 4 @ 9, ribs 8 @ 8 1/4, tongues 2 @ 5, Bologna 2 @ 5 1/2, Pork loins 2 @ 5 1/2, shoulders 2 @ 4 1/2, Sausage, blood or head 2 @ 4 1/2, liver 2 @ 4 1/2, Frankfort 2 @ 7, Mutton 2 @ 8, Veal 7 @ 8.

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

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

BUSINESS CHANCES. FOR SALE—STOCK OF HARDWARE IN A farming country, nine miles from any other hardware, and in one of the most pleasant towns of Michigan, situated near a beautiful lake. Good reasons for selling. Stock will inventory about \$1,800. Address No. 419, care Michigan Tradesman. 419

DO YOU WANT TO SELL YOUR STOCK OF merchandise, or do you wish to purchase a stock of merchandise? If so, address, with particulars, Merchandise Exchange, Grand Rapids, Mich., confidential, care Mich. Tradesman. 418

FOR SALE OR EXCHANGE—FLOUR MILL machinery for nearly a complete mill, good as new. Some is new. Will sell dirt cheap or exchange for dry goods or most anything. A bargain for someone. H. S. Towner, 93 Fremont street, Grand Rapids. 417

FOR SALE—FIRST CLASS BREWERY BUSINESS and outfit. Location magnificent. Terms reasonable. Address August Leins, Alpena, Mich. 408

FOR SALE—A CLEAN GROCERY STOCK, doing a good business. Reason for selling, poor health. W. L. Mead, Ionia, Mich. 395

FOR SALE—SMALL, WELL ASSORTED drug stock in lumbering town. Address Druggist, McBain, Mich. 411

WANTED—PARTNER WITH \$1,500 CASH to join with undersigned in purchase of a well-established drug store in Grand Rapids. Martin Cuncannon, 376 West Bridge street. 413

FOR SALE OR WILL EXCHANGE FOR stock of clothing, dry goods, and boots and shoes, two-story brick block, which rents for \$475 annually. Best location in town. Address No. 412, care Michigan Tradesman. 412

FOR SALE—TWENTY-FIVE ACRE FARM in Putnam county, Florida. Ten acres under cultivation. Four acres in orange trees, lemons and limes, grape fruit, citron, pomegranates, quinces, peaches, pears, plums, grapes, figs, guavas, mulberries, strawberries, persimmons, dates, palms, olives, pecans, walnut, ornamental trees, etc. Two story cottage, barn, buggy house, horse, buggy, cart and farming tools. Place has been cultivated six years. Will sell for \$2,500 cash. A. H. McClellan, McMeekin, Fla.

FOR SALE—GOOD NEW STOCK OF BOOTS and shoes in best town in Michigan. Cause of selling, ill health. Address No. 383, care Michigan Tradesman. 383

FOR SALE—FIRST-CLASS GROCERY BUSINESS in the best town of 5,000 inhabitants in Northern Michigan. The purchaser can have a trade of \$50,000 a year at the start. No town in the State has better prospects. This is the chance of a life time. Address No. 363, care Michigan Tradesman. 363

FOR SALE CHEAP—WELL SELECTED drug stock—New and clean. Address F. A. Jones, M. D., Muskegon, Mich. 391

SPLENDID BUSINESS CHANCE—ADDRESS H. T. T., Courier-Herald office, Saginaw, E. S., Michigan, and get full particulars. To parties with capital and hustlers in business, who wish to locate in the best city in the State, this is a chance of a life time, and investigation will prove it, to buy the best stock and an established business in the city. Investigate business and reasons for selling. 409

WANTED—TO EXCHANGE GOOD PAYING city real estate or timbered lands for stock of merchandise. Address No. 402, care Michigan Tradesman. 402

FOR SALE—A PERKINS SHINGLE MILL complete. Will sell for cash or exchange for stock of merchandise. The mill is in good repair and is capable of cutting 50,000 shingles to-morrow. Reason for selling, have finished cutting where the mill now stands and owners have too much other business to attend to. Address M. & S., care Michigan Tradesman. 403

MISCELLANEOUS. FOR SALE—CHEAP ENOUGH FOR AN INVESTMENT. Corner lot and 5-room house on North Lafayette St., cellar, brick foundation, soft water in kitchen. \$1,200. Terms to suit. Address No. 187, care Michigan Tradesman. 187

WANTED—REGISTERED ASSISTANT pharmacist who is experienced not only in his profession but also in groceries and provisions. Must be a married man and able to speak German or Swede, in connection with English. Wages moderate, but steady employment to the right man. A. Mulholland, Jr., Ashton Mich. 418

FOR SALE—A NEW SODA FOUNTAIN, which has been in use less than a season. Will sell at a large sacrifice and on easy terms. Fountain can be seen at my store, 89 Monroe street. Geo. G. Steckee. 415

DO YOU USE COUPON BOOKS? IF SO, DO you buy of the largest manufacturers in the United States? If you do, you are customers of the Tradesman Company, Grand Rapids.

FOR SALE—TWO HUNDRED ACRES LAND (160 improved), located in the fruit belt of Oceana county, Mich. Land fitted for machinery, good fences, large curb roof barn with underground for stock, horse barn and other necessary farm buildings. New windmill furnishes water for house and barns. Eighteen acres apple bearing orchard, also 1,000 peach trees, two years old, looking thrifty. Price, \$35 per acre, or will exchange for stock of dry goods. If any difference will pay cash for the stock. Ark. 341

FOR SALE—ABOUT 100 POUNDS OF NON-pareil type, well assorted as to figures, fractions and leaders. Just the thing for a country paper for use in tax sales and general work. Laid in two cases. Will sell for 25 cents per pound and \$1 per pair for cases. Tradesman Company, Grand Rapids, Mich. 359

FOR SALE OR WILL TRADE FOR STOCK of merchandise, the I. O. O. F. block in Sparta. For particulars, write to Box 219, Sparta, Mich. Here's a bargain! 386

FOR RENT—STORE BUILDING FOR A general country store or lumber business. Public hall over store. Dwelling attached, large enough for two families. Enquire of A. Bonz, Alanson, Emmet County, Mich. 410

WE HAVE VERY FINE RED GUM TIMBER and want to contract with consumer to saw and pile 100,000 to 1,000,000 feet. E. M. Ford Land & Timber Co., Gilmore, Ark. 401

FOR SALE—BEST RESIDENCE LOT IN Grand Rapids, 70x175 feet, beautifully shaded with native oaks, situated in good residence locality, only 200 feet from a electric street car line. Will sell for \$2,500 cash, or part cash, payments to suit. E. A. Stowe, 100 Louis St. 354

WANTED—GOOD LOCATION FOR HARD-ware store by a live dealer who carries a good stock. No second class town need apply. Address No. 406, care Michigan Tradesman. 406

FOR SALE—STORE, COTTAGE, BARN, etc. Best country location in Michigan. Postoffice and ticket office in store. Trade cash. Fixtures go with the store. Stock all sold out. Part cash, half cost price takes this property. This is a rare chance. Address No. 407, care Michigan Tradesman. 407

FOR SALE—NEARLY NEW YOST TYPE-writer. Reason for selling, we use a Bar-Lock and consider it superior in every respect. Tradesman Company, 100 Louis street. 405

WANTED—A GOOD LOCATION FOR FURNITURE and undertaking business in a town of 1,500 to 5,000 inhabitants; would buy established business. W. & W., box 35, Ypsilanti, Mich. 405

FOR SALE—GOOD DIVIDEND-PAYING stocks in banking, manufacturing and mercantile companies. E. A. Stowe, 100 Louis St., Grand Rapids 370

Grand Rapids & Indiana. Schedule in effect January 10, 1892.

Table with columns for Trains Going North and South, listing destinations like Saginaw, Cadillac, Traverse City, and Chicago with departure and arrival times.

Muskegon, Grand Rapids & Indiana. Sleeping & Parlor Car Service.

Table showing train schedules for Muskegon, Grand Rapids, and Indiana, including times for sleeping and parlor cars.

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.

Chicago via G. R. & I. R. R. Lv Grand Rapids 10:30 a.m. 2:00 p.m. 11:05 p.m. Ar Chicago 3:55 p.m. 9:00 p.m. 6:50 a.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.

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 6:25 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.

MICHIGAN CENTRAL "The Niagara Falls Route."

Table showing train schedules for Michigan Central, including Detroit Express, Mixed, Day Express, and New York Express, with departure and arrival times.

DETROIT GRAND HAVEN AND MILWAUKEE RAILWAY TIME TABLE NOW IN EFFECT.

Table showing train schedules for Detroit, Grand Haven, and Milwaukee Railway, including Eastward and Westward directions.

Table showing train schedules for Detroit, Grand Haven, and Milwaukee Railway, including Eastward and Westward directions.

\*Daily. †Daily except Sunday. Trains arrive from the east, 6:40 a. m., 12:50 a. m., 5:00 p. m. and 10:00 p. m.

Trains arrive from the west, 10:10 a. m., 3:15 p. m. and 9:50 p. m. Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 82 Wagner Sleeper.

Westward—No. 81 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffetcar. JOHN W. LOUD, Traffic Manager. BEN FLETCHER, Trav. Pass. Agent. JAS. CAMPBELL, City Ticket Agent. 23 Monroe Street.

CHICAGO AND WEST MICHIGAN R.Y. JAN'Y 3, 1892.

Table showing train schedules for Chicago and West Michigan Railway, including going to Chicago and returning from Chicago.

TO AND FROM MANISTEE, TRAVERSE CITY AND ELK RAPIDS. Lv. Grand Rapids 7:25am 5:17pm Ar. Grand Rapids 11:50am 9:40pm

THROUGH CAR SERVICE. Between Grand Rapids and Chicago—Wagner Sleepers—Leave Grand Rapids 11:35 p. m., leave Chicago 11:15 p. m. Drawing Room Cars—Leave Grand Rapids 12:05 p. m.; leave Chicago 4:45 p. m. Free Chair Cars—Leave Grand Rapids 9:00 a. m.; leave Chicago 9:00 a. m.

DETROIT, LANSING & NORTHERN R. R. JAN'Y 3, 1892.

GOING TO DETROIT. Lv. GR'D RAPIDS 7:15am \*1:00pm \*1:50pm Ar. DD'TROI F. 12:00 m \*5:10pm 10:40pm

RETURNING FROM DETROIT. Lv. DETROIT 7:00am \*1:15pm \*5:40pm Ar. GR'D RAPIDS 11:50am \*5:15pm 10:15pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS. Lv. Grand Rapids 7:05am 4:15pm Ar. Grand Rapids 11:50am 10:40pm

TO LOWELL VIA LOWELL & HASTINGS R. R. Lv. Grand Rapids 7:15am 1:00pm 5:40pm Ar. from Lowell 11:50am 5:15pm

THROUGH CAR SERVICE. Between Grand Rapids and Detroit—Parlor cars on all trains. Seats 25 cents. Between Grand Rapids and Saginaw—Parlor car leaves Grand Rapids 7:05 a. m.; arrives in Grand Rapids 7:40 p. m. Seats 25 cents. \*Every day. Other trains week days only. GEO. DEHAVEN, Gen. Pass'g Ag't.

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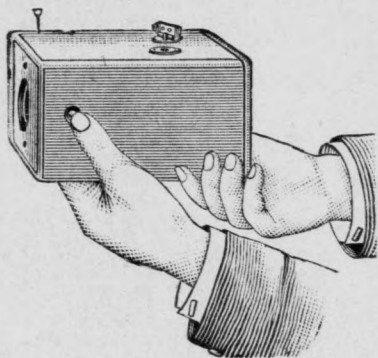
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gines, Straw Stackers, Drills, Rakes, Tedders, Cultivators,  
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assorted stock at lowest market prices.

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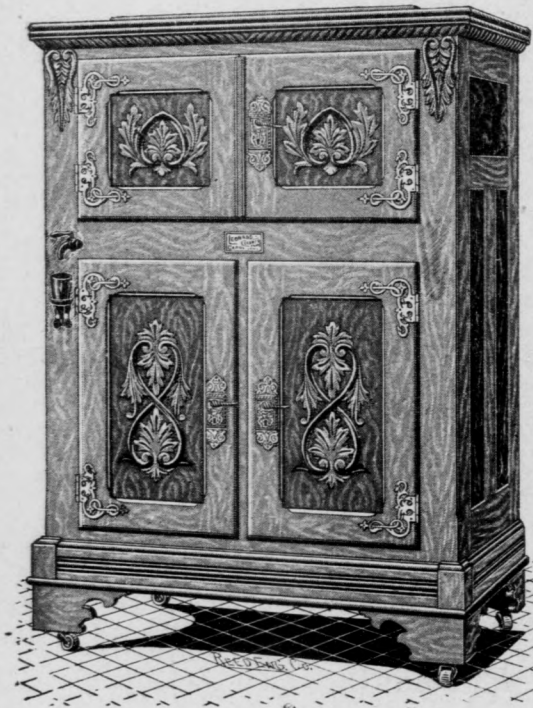
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REFRIGERATORS.**

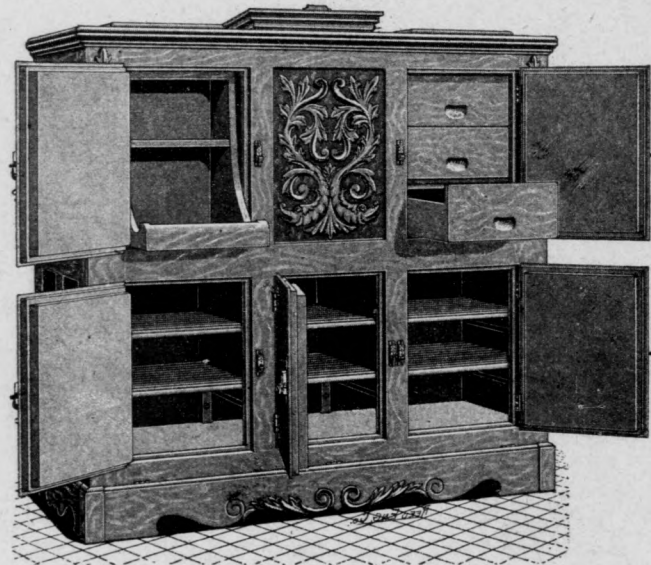
*All New Designs for 1892*

The Drawers are Closed at Back so warm air cannot enter Refrigerator when open.



Style of No. 7. Four Doors. Raised Carvings.

The Entire Line  
Remodeled,  
Beautified,  
and Improved.  
We Lead,  
Others  
Follow!



Style of No. 61. Grocers' Refrigerator.

A Lining of Wool Felt has been added to the Charcoal Filling. No more arguments as to which is the best!  
 Our Carvings are Real. Not cheap stamped work, which looks well in pictures only.  
 The Trimmings on our Carved Line are Solid Bronze. Not Iron, Bronze Plated.  
 The Ice Racks in our Carved Line are Solid Galvanized Iron. No Wooden Sticks to Mould and Decay.  
 Our Locks are the only Reliable Refrigerator Locks in the World. All others leave the door open a little at the top or bottom.  
 Our Solid Iron Shelves are the Neatest and Strongest. Others soon break down, ours never do.  
 Our Movable Flues for Cleanliness are Demanded by the People. Our Dealers Capture the Sales.  
 We sell on the Exclusive Agency Plan. Be sure you get the Agency. Send in your application early.  
 We make Refrigerators for every purpose. For Families, Grocers, Butchers, Apartment Houses, Hotels, Restaurants, Clubs, also Combined with Sideboards, China Closets, show Cases, Kitchen Cabinets, Etc.  
 New Catalogues now Ready. Send for one. New Advertising Matter and New Ideas in Advertising. Free to Our Agents.

*Now is the Time to Place Your Order!*

**H. LEONARD & SONS,**

**GRAND RAPIDS, MICH.**