

# The Michigan Tradesman.

VOL. 1.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, DECEMBER 5, 1883.

NO. 11.

**CODY, BALL & CO.,**

**Wholesale Grocers!**

9, 11, 13 & 15 Pearl Street, and 13, 15, 17 & 19 Campau Street,

**GRAND RAPIDS, - MICHIGAN.**

We Carry a Large Stock of Plug, Fine Cut and Smoking Tobaccos of the Finest Grades, among which are

Lorillard's "Climax" Plug and

Lorillard's "Rose Leaf" Fine Cut.

—WE ARE SPECIAL AGENTS FOR THE SALE OF—

**Weisinger & Bates' "Hold Fast" Plug!**

**McAlpin's COLD SHIELD Plug,**

**Harris' SENTINEL Plug,**

**Harris' HONEY BEE Plug,**

—WE KEEP THE FINEST AND LARGEST LINE OF—

**TEAS, COFFEES, SYRUPS and SPICES**

In the City, and Solicit Your Orders When in Need of Anything in Our Line.

—WE HAVE ALSO A FINE LOT OF—

**'Herkimer County' & 'Riverside' Cheese**

**FOR WINTER USE.**

Will Be Pleased To Have Our Friends Call On Us When In The City.

**SPRING & COMPANY**

—WHOLESALE DEALERS IN—

**FANCY AND**

**STAPLE DRY GOODS**

**CARPETS,**

**MATTINGS,**

**OIL CLOTHS,**

**ETC., ETC.**

6 and 8 Monroe Street,

Grand Rapids,

Michigan.

## SOME FACTS ABOUT PEANUTS.

How They are Prepared for the Market—Growth of the Industry.

A correspondent of the Philadelphia Press, who has lately taken a trip through the peanut-producing regions of the South, sends his paper the following interesting facts relative to the crop and its preparation for market:

If, as some people believe, Africa sent a curse to America in slavery, she certainly conferred a blessing in the universally popular peanut, which grows so well throughout the Southern regions that we shall soon be able to cut off their now large importation altogether. In Virginia they are called "peanuts"; in North Carolina, "ground peas"; in South Carolina, Georgia and Mississippi, "pinders"; in Alabama, "ground nuts," and in Tennessee, "goobers."

The preparation of peanuts for the market is an interesting operation. They are first put in an immense cylinder, from which they enter the brushes, where each nut receives fifteen or sixteen feet of brushing before it becomes free. After this cleansing process the nuts drop on an endless belt, which revolves very slowly. On each side of the belt is a row of girls—black, white, tan-colored and crushed strawberry, some of them—whose duty it is to separate the poor nuts from the good ones. Those of the nuts that "pass" go on to the next room, where more girls await their arrival and put them in bags which, when filled, are sewed up and branded as "Cocks," "Suns," "Shields," etc. These are "No. 1" peanuts. The poorer nuts, which are separated by the girls at the endless belt, are all picked over again; the best are singled out and branded, after being put in the sack; as "Ships." The "Ships" are not so large nor so fine in appearance as the "Cocks," but are just as good for eating. The third grade of nuts is known as "Eagles," and the cullings that are left from the "Eagles" are bagged and sent to a building where the little meat that is in them is extracted by a patent sheller. This "meat"—for by this name it is known to the dealers—is put up, clean and nice, in 200 pound bags and shipped for the use of confectioners and manufacturers of peanut candy.

There is also an oil made from some of the nuts, and in this specialty a large trade is done by wholesale druggists. Of the peanuts there is nothing wasted, for even the shells are made useful, being put in immense sacks and sold to livery men for horse bedding, and a very comfortable, healthful bed they make.

I see by one of the Atlanta papers that a mill is about to be erected for the manufacture of peanut flour, which it is said makes most excellent biscuit. In parts of Georgia I have eaten pastry made from peanut flour, and it was excellent, resembling cocoanut in taste somewhat, although much more oily and sweet. The kernels of the peanuts are ground between ordinary millstones and the flour is "bolted" or sifted through wire sieves in order that all of the coarse, sharp pieces and all the leather-like skins may be removed. The refuse—if it may be so called—makes excellent food for pigs. There is one objection, however, to peanut flour as a steady diet. It is said to be very injurious to the teeth, causing them first to turn yellow and then decay.

The cultivation of the peanut will, before long, be one of the chief industries of the South, and bids fair, in time, to rival cotton growing as an occupation, the profits to each acre of land being about the same, as peanuts are much easier to grow than cotton, requiring less care and attention.

## Cheese as Food.

From the National Live-Stock Journal.

Cheese is generally regarded as a luxury, and for the most part used as such in this country. It is, however, a substantial food, and in many parts of Europe it is used in the place of other animal food. In nutritive qualities it compares with beef rather than pork, being similar in composition to lean meat, pork being better represented by butter, which is chiefly fat. Theoretically, cheese is about twice as nutritious as beef, pound for pound, but practically, it is not so regarded. The retail prices of cheese and beef are generally about the same, consumers finding in them about equal value as a means for sustaining life. If there was any decided difference in the actual value of the two, considered as substantial food, it is reasonable to presume that prices would vary accordingly. When analyzed, whole-milk cheese shows nearly twice as much flesh forming matter as meat, and skin cheese nearly three times as much. Those who estimate the value of food by its flesh-forming constituents make skin cheese more valuable than whole-milk cheese, but practically this rule will not work, notwithstanding that the importance of skin cheese is sometimes stoutly asserted.

## Wins Every Time.

"I am sorry for you, sir, but my daughter has been brought up to a life of luxury, and I can never allow her to become your wife."

"But you forget. I am a prosperous grocery broker."

"Yes, I know; but the markets are very uncertain, and you may be a poor man to-morrow."

"But I own a rollingmill, too."

"So I understand, but the iron business is subject to great fluctuation."

"And I have three woolen factories, am a member of a jobbing firm, and own a large amount of real estate."

"All of them uncertain properties. Even real estate is being ruined by high taxes. Have you no other recommendation?"

"Yes, I am a drummer by profession."

"Oh! I beg your pardon. Take her, my dear boy. She is yours."

## His Grandmother's Will.

"Well, old fellow, I hear that your grandmother is dead."

"Yes," replied the "old fellow" somewhat sadly; "she died yesterday."

"It is the way of the world. We must all die sometime, and she was well advanced in years. She left a last will and testament, of course. I have understood that she was very wealthy."

"Oh, yes, she left a will and testament," still more sadly.

"You were always a favorite of hers. Your name was mentioned, of course."

"Yes," he replied (and here the tears began to stream down his cheeks), "my name was mentioned; I'm to have the testament."

## BULLYING BANKRUPTS.

Peremptory Demand for Editorial Retraction—The Demand Denied.

We give place below to three of a series of letters received last week from Kellogg and neighboring towns bearing directly and indirectly upon the question discussed in a previous issue of THE TRADESMAN—namely, the peculiar treatment accorded workmen by the now bankrupt lumber firm of Kellogg, Sawyer & Co. The first two epistles are from the firm in question and the business house in which they have a financial interest; and were it not the case that there are always two sides to every story, the statements contained therein would settle the discussion beyond peradventure. The position taken in the original article was authoritative, being based on the statements of reputable business men, and verified by a personal investigation of the subject among the workmen whose cause was espoused. Since the original publication, still further inquiries have been made, and sufficient evidence secured to maintain a defense in an action for libel. There has been no disposition to do Kellogg, Sawyer & Co. any injustice in the matter, and whenever they can disprove any or all of the allegations, THE TRADESMAN stands ready to make ample reparation. Until that time, however, and as long as they choose to degrade themselves and their cause by inditing such ungentlemanly and epithetic letters as those given below, we shall stand by our statements, and insist upon their correctness.

## MR. KELLOGG'S LETTER.

LeRoy, Nov. 28, 1883.  
E. A. Stowe, Editor Michigan Tradesman.  
My attention has been called to an article in your issue of the 14th, headed "Shabby Treatment of Workmen." It speaks of the firm of Kellogg, Sawyer & Co., which I assume is an error, but means Kellogg, Sawyer & Co.

To begin with, I brand the writer of the article a liar, and a wilful one. There is not a truthful assertion in the article, and I demand the name of the writer. It does not rest with us alone to assert it as false, but I do not think that there is a man who has worked for us but will pronounce it a villainous lie, from beginning to end, so far as he is concerned. You have seen fit to give as wide a publication to the falsehood—let us see if you will be equally as interested in giving the denial as fair a chance. Our reputation, I think, for fair dealing with men is quite as good as would prove to be that of the writer of the article, and it is no more than right that you should give us the name of so slanderous a writer, which I trust you will do at once, and oblige, Yours,  
J. E. KELLOGG,  
Of Kellogg, Sawyer & Co.

PATRICK & CO. TO THE RESCUE.

LeRoy, Osceola Co., Mich., Nov. 29, 1883.  
E. A. Stowe, Esq., Grand Rapids, Mich.

DEAR SIR:—In the issue of THE TRADESMAN of the 14th inst. an article appeared in one of its columns headed "Shabby Treatment of Workmen," and the implication is that this firm is mixed up in some dishonorable transactions imputed by that article to Kellogg, Sawyer & Co. We brand the whole article as a fabrication, except the issue of drafts, which were invariably paid in full at their office in Kalamazoo up to the time of their suspension. It is a very common practice for lumbermen in this section of the State, to pay by check, and we cannot see anything "shabby" about it. So far as we are concerned, we never have discounted a check one cent, either for goods or cash, and the instances are not a few in which we have refused any bonus and paid the drafts in full. As to extortionate prices for our goods, our constantly increasing trade from both mill and county is the only evidence we care to offer that the statement in that regard is untrue. What we have further to say is that when you desire to ventilate any man's business that is none of your business, you had best seek the information desired from reliable sources, and not pick up street gossip or from men who have more wind than business pluck, and desire to build themselves up from the misfortunes of others. We desire to know the name of the author.

Yours Respectfully,  
PATRICK & CO.

## THE OTHER SIDE OF THE QUESTION.

LeRoy, Nov. 30, 1883.  
EDITOR TRADESMAN:—The article in your paper of November 14 in regard to Kellogg, Sawyer & Co.'s treatment of their men made Mr. J. E. Kellogg more than mad.

He said that it was a lie, but I tell you it was the truth, and can be proven by hundreds of men in this place. I am informed that he has written to the paper, but I think that it will do him little good. I will give you one case that is now pending. A Mr. Wm. Ketchum worked for them (and was a faithful man) until they owed him \$86 or more. He drove a mule on the tram road. Said mule has been getting blind for the last year and all the men on the road know it, but a few days ago they discharged Mr. Ketchum and now refuse to pay him one cent until (as they say) they are satisfied whether the mule is going to become entirely blind. These are the facts, and the occurrence has caused great indignation here. I don't write this for publication, but to let you know that your article of the 14th is true—every word of it. I know it is not customary for an editor to take any notice of an article unless the writer's name is to it. I am not going to give my name, for I am a business man here and don't want to get in any muss of this kind—in other words, I write simply to let you know that you told the truth in every particular, and after hearing Kellogg had written to you about the matter, thought I would give you a few hints. We take THE TRADESMAN and like it very much. If you want any further information, you can get all you want at LeRoy.

Respectfully Yours,  
XXX.

A correspondent for a New York paper declares an infallible cure for snoring is to put a porous plaster over the mouth and go to sleep. To make the cure complete in chronic cases a spring clothes pin should also be placed on the nose.

Wm. Delemater, of Charlotte, has bought out J. N. Thrift's jewelry business at that place.

Selkirk & McDonald, dealers in jewelry at Charlotte have dissolved, each continuing alone.

## TRADE TALK.

The Most Important Features of the Week—Business About Steady.

### DRY GOODS.

There is no change in the business situation. Country dealers are buying very cautiously. Collections are not any easier.

### GROCERIES.

There is nothing new to note in groceries, and no striking changes in prices. Whitefish have taken a jump and we advance quotations. Valencia raisins, prunes and currents are lower. London layers and loose muscatels are firm. Dried apples and beans are a little off, owing to light demands. Coffee is still going "heavenward."

### PROVISIONS.

The market is steady. There was a steady advance from Tuesday until Saturday last week. Monday morning a break occurred, but there was a general recovery before night. Pork is bound to go higher, on account of the shortage in feed.

### DRUGS AND MEDICINES.

The drug trade was much lighter in November than during the same month last year, although the aggregate for this year will be much greater than last. Business just now is quiet, and promises to remain so for some time to come.

### CANDY, NUTS AND FRUITS.

The aggregate of trade during November was a little less than during the same month last year, but the total for the year promises to equal that of last year. Collections are reported to be usually good, which is doubtless owing to the small amounts peculiar to the business.

Florida oranges are very cheap and good, bringing from \$4 to \$5 in this market, with good supply. Lemons are good for this season of the year, and are selling at \$5 and \$5.50 for Messina and Palermo fruit. Malaga grapes are in good supply and sell freely at from \$5.75 to \$8.50 per bbl. New figs are good, and much cheaper than last year's crop. Prices range from 13c to 17c for good to fancy.

Peanuts are a shade lower, but owing to the wet weather the nuts are not so bright and handsome as last year, and the crop is thought to be under the average, and low prices are not looked for. Foreign nuts are firm and both Brazils and filberts are higher.

### HIDES, PELTS AND FURS.

Hides are up  $\frac{1}{4}$  c, but there is no movement justifying the advance. The whole business is about stationary, and there is no prospect of an improvement. Hides will take their customary drop in about a fortnight.

### COUNTRY PRODUCE.

Cider—Good quality and selling freely at 18c@20c per gal.  
Celery—Active and firm at 30c per doz.  
Cabbage—Firm and scarce at 8c@10c per 100.

Clover Seed—Not much moving. Some sales made at \$6@6.25 per bu.

Timothy—In ample supply at \$1.65 per bu. Sweet Potatoes—Jerseys, firm and scarce at \$4.50@5 per bbl. The cold weather is rotting them fast, and it is but a question of a few days when they will be entirely out of market.

Grapes—Catawba, very scarce at 10c.  
Cranberries—Cultivated Wisconsin, \$10@12 per bbl.

Poultry—Easy. Spring chickens in good demand, but old rather slow. Dressed chickens, 9@10c per lb., and old fowls, 7@8c.

Eggs—Fresh are scarce and almost unobtainable, although some are offered at 27c@28 c. Pickled are plenty at 24c.

Dried Apples—Quarters, 7@8c per lb.; evaporated, 15@16c.

Honey—In comb, 16@18c per lb.

Potatoes—Still a drug in the market, with no immediate promise of betterment. Choice Burbanks and Rose are offered freely at 40c@45c, but nearly everyone appears to be full, and there are few takers. Carload lots can be had at 35c.

Apples—Winter fruit is selling freely at \$3@3.25 per bbl.

Butter—Dull. Western creamery, 28c; dairy, 18c@25c.

Onions—Dull and slow. Sales of choice yellow made at \$1.75 per bbl., and 65c per bu. in sacks.

Squash—Hubbard selling at 1 $\frac{1}{4}$ c@2c per lb.

Buckwheat—New York patent, \$4.40 per 100 lbs, and \$8.50 per bbl.

Cheese—Full cream, firm at 13 $\frac{1}{4}$ c; skim, active at 8c@11c.

Beans—Slow sale at \$2.25@2.60 for hand-picked, and \$2@2.25 for medium.

Peas—Holland \$4.25 per bu.  
Peas—California \$4 per case, and scarcely any moving.

Ruta Bagas—Very firm at 45c per bu.  
Beets—In good demand at 75c per bu.

### "That's Enough—Stand Down!"

In a contest over a will a certain witness was giving his evidence as to the disposition of the testator.

"Was he a good-natured man?" asked the attorney.

"Not altogether."

"Was he cross, then?"

"Well, yes, rather, in places."

"Was he very cross?"

"Considerably."

"How cross was he? Give us an example of his disposition."

"Well, sir, he was that cross that when he called up the cows at milking time it made the milk sour."

"That's enough! Stand down!"

### Educate Your Customers.

Customers sometimes need being educated by grocers as to their desires. Coffee is an article but little understood by many. A customer goes to a grocer and asks for the best coffee, which he receives, but does not like it. Now, the truth is the best coffee can not be defined. Those who drink strong coffee, without regard to aroma, should be taught that Rio is the best, but those who wish coffee of fine aroma should never allow Rio to come in contact with the Java and Mocha, which are the kinds they should use. Laguayra, Maracaibo, and Liberia coffees are somewhat intermediate between the Rio and Javas, and all have certain qualities of their own not possessed by the others.

## Decline in the Supply of Oysters.

Though the system of oyster culture adopted in the United States is, in its practical features, in advance of all others, it has not yet been applied to a sufficiently large area to compensate for the destructive fishery of natural beds. Advantageous as is our position, and enormous as is the volume of the business, the fishery, as an entirety, is in a condition calculated to excite grave apprehensions. These vast and heretofore prolific regions, the beds of the Chesapeake and Delaware bays, are reported by recent examiners to be in an exhausted condition. As it is from those areas that the principal supplies are drawn, and as no adequate efforts have yet been made for supplementing their diminishing yield, the question arises, "whence is to come the stock for consumption during the succeeding years?" The waters of Long Island Sound cannot alone supply the demand, and even now the oysters of that locality are too expensive for canning. The North Carolina sounds and the waters of the more southern estuaries, though teeming with oysters, are too remote from the market to afford any appreciable relief, and if the condition of the Chesapeake beds has been rightly estimated, an increased stringency of the oyster market may be expected during the winter. The Baltimore and Chesapeake bay packers will naturally be the chief sufferers. During the past year the packing and canning factories have frequently been compelled to suspend work for want of material; and even when oysters were obtainable such high prices were demanded that the profits of the canning industry for 1883 will be exceedingly small. Co-incident with the increased price and diminished supply is the deterioration in both size and quality, only a few localities maintaining their former high standard of excellence. The Western market and the large cities of the coast, depending to a great extent upon the supply from the Chesapeake, will feel more acutely than other places the diminution of the Chesapeake product; and matters continuing as they are, the Western trade must pass to Connecticut and Long Island, while the canning industry, depending upon inferior grades of stock, will tend toward the South.

## How Chewing Gum is Made.

Petroleum is the great foundation of most of our chewing gums, said a New York confectioner. You see that marble-like block on the counter. A few days ago that came out of the ground in Pennsylvania, a dirty, greenish-brown fluid, with a smell that would knock an ox down. The oil refiners took it and put it through a lot of chemical processes that I don't know anything about, and, after taking out a large percentage of kerosene, a good share of naphtha, considerable benzene, a cart-load or so of tar and a number of other things with names longer than the alphabet, left us this mass of nice clean wax known as paraffine. There isn't any taste to it, and no more smell than to a china plate. We will take this lump, cut it up and melt it in boilers. This piece will weigh 200 pounds. We add 30 pounds of cheap sugar to it and flavor it with vanilla, wintergreen, peppermint, or any essential oil. Then we turn it out on a marble table and cut it into all sorts of shapes with dies. After it is wrapped in oiled tissue paper and packed in boxes it is ready for the market. You can imagine that somebody is chewing gum in this country when I tell you that a lump like this one will make 10,000 penny cakes, and we use one up every week. There are dozens of manufacturers using as much of the wax as we do.

## A Substitute for Matches.

Countless accidents, as everyone knows, arise from the use of matches. To obtain light without employing them, and so without the danger of setting things on fire, an ingenious contrivance is now used by the watchmen of Paris in all magazines where explosives or inflammable materials are kept. Anyone may easily make trial of it. Take an oblong phial of the whitest and clearest glass, and put into it a piece of phosphorus about the size of a pea. Pour some olive oil heated to the boiling point upon the phosphorus; fill the phial about one-third full, and then cork it tightly. To use this novel light, remove the cork, allow the air to enter the phial, and then recork it. The empty space in the vial will become luminous, and the light obtained will be equal to that of a lamp. When the light grows dim, its power can be increased by taking out the cork and allowing a fresh supply of air to enter the phial. In winter it is sometimes necessary to heat the phial between the hands in order to increase the fluidity of the oil. The apparatus thus prepared may be used for six months.

## How to Detect Oleomargarine.

From the Cash Grocer.  
There is much difficulty experienced by grocers in judging oleomargarine from butter. We here give two methods for so doing, and we are sure they will be welcomed: Procure a vial of oil of vitrol (sulphuric acid) which will cost about five cents. Use a glass rod, and put one drop on the article to be tested. Pure, fresh yellow butter will turn almost white, while tallow changes to a deep crimson red. Lard gives diversified colors, showing all colors of the rainbow. Here is another, and a very simple test: Melt a very small quantity in a shallow dish, which should be only large enough to hold the quantity, and put a piece of wick in the fluid. Now light the protruding end of the wick above the surface of the liquid, and it will burn a few minutes, extinguish the flame. By inhaling the ascending smoke from the wick the odor of fried butter will designate pure butter, but if the odor is similar to that of smoking candle-stick you may rest assured it is oleomargarine.

Two rival clothing firms of Cleveland determined to shake that conservative town up with their gigantic schemes for patronage. They offered extravagant prizes to purchasers of clothing, and finally one hitched a fine horse in the store and announced that the animal, together with a house and lot, would be given away to customers at a drawing to occur next February. The other firm came forward with a house completely furnished. These tactics were not at all to the liking of the merchants who sit in quiet waiting, for patrons, and they began an agitation that resulted in an indictment of their enterprising competitors for running a lottery project. Owing to a flaw in the indictment the jury found for the defendants, and the business will go on.







## STAPLE GROCERIES.

AXLE GREASE.		Selling 17 lb and 28 lb cads.	
Godoc	3 doz 60	Paragon	3 doz 65
Diamond	3 doz 60	Frazier's	85
BAILING.			
Dry, No. 2.		doz.	25
Dry, No. 3.		doz.	45
Liquid, 4 oz.		doz.	35
Liquid, 8 oz.		doz.	65
BROOMS.			
No. 1 Carpet		2 50	
No. 2 Carpet		2 25	
No. 1 Hurl		2 00	
No. 2 Hurl		1 75	
Fancy Whisk		1 25	
Common Whisk		85	
CANNED GOODS.			
Pie Peaches	1 20	Corn, Camden	1
Standard 2 00/25		Corn, Trophy	1 15
Apples, 3 b.	1 20	Corn, Yarmouth	1 35
do, 6 b.	2 15	Peas, 75¢/1 25¢/50	
do, gallon	27	String Beans	85
Strawberries 1 01/10		Lima Beans	85
Blackberries 1 01/10		Lewis' B'd Beans 1 10	
Raspberries	1 40	Pumpkin	61 15
Cherries, red	1 25	Sweetash	85¢/1 60
Cherries white	1 90	Oysters, 1 lb.	1 10
Pineapples	1 75	Oysters, 2 lb.	1 85
Damsons	1 25	Salmon	1 00¢
Egg Plums	1 45	Lobsters, Stars.	1 75
Gages	1 65	Sardines, Am.	85
Pears	1 35	Sardines Import.	13
Lusk's Apricots	2 95	Corned Beef	28 85
Tomatoes 1 00¢/20		Cond. Milk, Eagle	10
Corn, Excelsior	1 10	case.	8 10
COFFEE.			
Green Rio	14¢/15	Roasted Mex.	18 62/30
Green Java	18	Ground Rio	10 61/8
Green Mocha	27	Ground Mex.	61/7
Roasted Rio	13¢/18	Arbuckle's	67/34
Roasted Java	23	XXXX	67/34
Roasted Mar. 18	23		
CORDAGE.			
72 foot Jute	1 35	60 foot Cotton	2 10
60 foot Jute	1 20	50 foot Cotton	1 85
CAPS.			
G. D.	35	Ely's Waterproof	75
Musket	75		
FRUITS.			
London Layers, new			2 65
Loose Muscatels Raisins			1 65
Loose Muscatels Raisins, new			2 10
New Valencias Raisins.			6 85
Turkey Prunes			6 85
Currants			18 20
Citron			7 35
Dried Apples			7 35
FISH.			
Whole Cod			5 15
Bonell Cod			5 15
Herring 1/2 bbls.			3 25
Herring Scaled			30
Herring Holland			1 10
White Fish 1/2 bbls.			6 50
do Kits			6 50
Trout half bbl.			4 60
do Kits			6 50
Mackerel half bbls No. 1			6 50
do Kits No. 1			1 00
Bloaters			1 15
MATCHES.			
Richardson's No. 2 square			2 70
Richardson's No. 3			1 55
Richardson's No. 4			1 70
Richardson's No. 5			2 70
Richardson's No. 6			2 70
Richardson's No. 7			2 55
Richardson's No. 8			2 55
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## MICHIGAN TRADESMAN.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE, Editor and Proprietor.

OFFICE IN EAGLE BUILDING, 3d FLOOR.

[Entered at the Postoffice at Grand Rapids as Second-class Matter.]

WEDNESDAY, DEC. 5, 1893.

### AMONG THE TRADE.

#### IN THE CITY.

U. Feeter packed over 300 barrels of eggs last summer, and has 125 barrels yet in stock.

Christian Bertsch, of Rindge, Bertsch & Co., is in the East, looking over the spring styles and making purchases of new goods.

James G. Granger has resumed his old position as shipping clerk at Cody, Ball & Co.'s. B. Gilbert, who has acted in that capacity for several weeks, has returned to Chicago.

Henry Ward Beecher has signed with Eaton, Lyon & Allen for another year. He will not take the road again until January 1, and in the meantime will attend the wants of visiting buyers.

Asa Lyon, an architect of Chicago, succeeds D. W. Kendall as designer for the Phoenix Furniture Co. Jan. 1, at which time Mr. Kendall assumes the position of designer for the Berkey & Gay Furniture Co.

Jobbers of fancy goods state that their busy season closed fully three weeks earlier than last year, which was about December 15. Collections are reported to be fully as large as last year, although it requires more pressing to obtain desirable results in this respect.

A prominent commission merchant states that upwards of 150 carloads of potatoes, consigned mostly from Southern points, have been received at this market during the present season. Several carloads have been received from Minneapolis. As a receiving and distributing point for this staple, Grand Rapids is not equaled by any city of her size in the country.

H. R. Savage has signed with Gray, Burt & Kingman, of Chicago, to represent them on the road in this State. His territory has not yet been determined. "Dick" was with this house from 1874 to 1880, after which he represented Freeman, Hawkins & Co. for a couple of years, returning to the parent house in 1882, and resuming his connection with Freeman, Hawkins & Co. at the beginning of the present year.

The Grand Rapids Chair Co. propose making a new departure in the furniture line by way of complete suits of dining room furniture, similar to the manner chamber furniture is now made. An extension table, buffet, chiffonier and chairs to match are made en suite, in ash and cherry, and a half dozen different patterns, complete, will be ready for the trade by January 1. The corporation is also getting out a line of book-cases, in ash, walnut and imitation mahogany, part of which are now ready for shipment. Twelve new styles of chamber suits, and an equal number of new patterns in chairs are in preparation for the spring trade. The supplement containing these goods is larger than the original catalogue issued last spring.

#### AROUND THE STATE.

Paethorpe & Graham, grocers at Greenville, have sold out to E. Mann.

Dr. John Graves, the veteran druggist at Wayland, is recovering from a long erysipelas illness.

Wm. L. Hazlett's brick store building at Wayland is nearly completed, and will shortly be occupied.

The Lansing Wagon Works, which began operations about three years ago with a force of 20 men, now employ 85 men.

W. L. Keal, who has been engaged in the drug business at Dexter for a year past, has sold his stock to Charles E. Smith, of the same place.

Kingsbury & Able, proprietors of the New York Tea Store at Muskegon, have sold their store, stock and business to Jones Bros., proprietors of the Grand Union Tea Co.

The Howard Record explains the cause of a business suspension somewhat tersely as follows: C. S. Knight, a merchant in Edmore, has been closed up on account of owing too much.

Charlevoix people feel the need of a grist-mill, and a couple of local capitalists propose to furnish the funds necessary to erect and equip such a structure, as soon as a practical miller can be secured to operate the mill.

Muskegon News: The season of lumber manufacturing is rapidly closing, and probably but few of the mills will be in operation after this week. There is nothing doing in the market, and there is considerable uncertainty as to the future of prices for the coarser grades.

Gardiner & Fargo, grocers at Muskegon, will occupy new quarters in the Rifenburg block January 1. The vacated store in the Landreth block will be occupied by Fred Brundage & Co., druggists, and W. B. Cutler, shoe dealer, will move into the store formerly occupied by Brundage.

A peculiarity of the make-up of the business men of Coopersville is that seven prominent representatives of trade there were formerly residents of Edwards and Hermon, St. Lawrence county, N. Y. They are J. B. D. O. and W. G. Watson, J. E. Rice, D. Cleland, M. R. Griffin and Geo. L. Root.

Cadillac Times: Articles of association of the Cadillac Manufacturing Co. have been printed and circulated. The object of the organization is the manufacture of furniture and wooden ware. The capital stock will be \$30,000 in shares of \$25. Ten per cent. is to be paid down and 10 per cent. per month until the full amount is paid.

Mancelona Herald: Mr. John M. Flanagan, of Lowell, and Mr. J. Greenop, of Big Rapids, have, after carefully looking over our town, decided that Mancelona was old enough, big enough, and had enterprise and life enough to support a bank, and therefore they have wisely determined to locate in our midst, and will have a first-class bank in running order inside of three weeks.

Muskegon News: Signs of preparation for the approaching holiday season are to be noted here and there among the dealers in the classes of goods in most request at that time. They are the more marked among the purveyors of toys, art novelties, books, jewelry, confectionery and papeteries. Even in these, while stocks are well-assorted and adequate to any ordinary demand, plans are not fully perfected, and the shops are yet to assume the gala appearance befitting the season of merry-making.

#### VISITING BUYERS.

The following retail dealers have visited the market during the past week and placed orders with the various houses:

Geo. Carrington, Trent.  
S. T. McMillan, Dennison.  
J. E. Bevins, LeRoy.  
H. L. Carter, Sand Lake.  
Mr. Magoon, of Overpack & Magoon, Scottsville.  
Thomas Barber, of E. M. Barber & Co., Hubbardston.  
Mr. Ball, of Greenwood & Ball, Grandville.  
A. B. Foote, Hilliards.  
F. N. Edie, Casnovia.  
J. C. Benbow, Cannonsburg.  
W. H. Struik, Forest Grove.  
Norman Harris, Big Springs.  
Geo. Heintz, Ross Station.  
U. S. Monroe, Berlin.  
B. M. Dennison, East Paris.  
C. O. Bostwick & Son, Cannonsburg.  
F. G. Fox, Allendale.  
A. Engberts, Beaver Dam.  
Jas. Heany, Levering.  
G. S. Curtiss, Edgerton.  
McLeod & Trautman Bros., Moline.  
D. P. Stark, Cascade.  
Wm. Vermeulen, Beaver Dam.  
H. C. Peckham, Freeport.  
Notier & Lokker, Graafschaps.  
G. S. Powell & Co., Sand Lake.  
Wm. Black, Cedar Springs.  
E. W. Pickett, Wayland.  
Stauffer & Salisbury, Hastings.  
E. Medes, Coral.  
Ed. Roys, of Roys Bros., Cedar Springs.

#### TRADE CHANGES.

Bradstreet's Mercantile Agency furnishes THE TRADESMAN with the following business changes, embarrasments, etc., occurring up to the hour of going to press:

Alma—H. C. Goodell, general store, sold out to P. M. Reynolds.  
Burnip's Corners—Heck & Twining, general store, dissolved, Heck & Goodman continuing; W. H. Goodman, hardware, sold out.  
Big Rapids—A. S. Hooker, saw mill, assigned to J. C. McElwee.  
Byron Center—Irwin & Davison, general store, succeeded by Horn & Eldred.  
Grand Haven—Van Woerkam & Vanden Bosch, dissolved, H. & P. Van Woerkam, succeeding.  
Manistee—Crown Bros., furniture, assigned; C. Michelson, grocer, assigned.  
Kalkaska—Wylie, Bleazy & Co., bankers, succeeded by Wylie, Curtiss & Co.  
Muskegon—W. J. Hawkins & Co., saw mill and store, sold out to Storrs Lumber Co.  
Millington—A. Dewitt, general store, petition made for receiver.  
Paw Paw—W. F. Cook, harness, assigned.  
Vicksburg—Young Bros., hardware and agricultural implements, sold out to G. H. Douglass.

#### SHORT WINTER SEASON AT SPRING LAKE.

None of the mills at Spring Lake have yet closed for the season, and it is probable that some of them may continue operations until Christmas. "We can get along with a short winter," said a prominent business man last week, "but a long winter is what we dread—that is, when the mills shut down early and do not resume operations until late in the Spring. A short winter season serves to make Spring Lake about as good a business point as any place I have in mind."

#### Assignment of F. D. Caulkins, at Fife Lake.

Frank D. Caulkins, who was for several years associated with G. A. Dillenback in the drug business at Cadillac, but who launched out in business on his own hook at Fife Lake about a year ago, made an assignment last week to H. B. Fairchild, of the firm of Hazeltine, Perkins & Co. Mr. Fairchild immediately caused an inventory of the stock to be made, revealing nominal assets of \$2,089.14 and liabilities of \$2,176.69. Mr. A. H. Hazeltine has been placed in charge of the stock by the assignee, and will carry on the business as before until a sale can be effected. In this way Mr. Fairchild hopes to realize nearly the entire value of the stock, and pay creditors nearly the face of their claims. The following is a full list of the amount each have at stake:

Hazeltine, Perkins & Co., Grand Rapids	\$465.09
Mohl & Kenning	79.20
Eaton, Lyon & Allen	129.68
M. H. Treusch	74.22
T. H. Redmond	21.00
L. H. Randall & Co.	68.40
Eaton & Christenson	55.33
Nelson Bros. & Co.	80.00
H. Leonard & Sons	77.98
E. S. Pierce	20.00
Farrand, Williams & Co., Detroit	106.30
American Sewing Machine Co., Detroit	70.50
A. R. White, Indianapolis	30.90
S. A. Maxwell & Co., Chicago	82.22
Cavanagh & Co.	242.72
F. B. Ferry & Co., Toledo	26.68
Belgrin & Son, Kalamazoo	10.40
Thorp & Loyd Bros., Cincinnati	20.08
Morton & Fair, Cadillac	40.40
Smith & Deitz	38.00
John Hamilton, Fife Lake	210.00
Marion Conway	140.00
S. F. & C. G. Henderson, Watkins, N. Y.	87.50

#### Why His Wages Were Reduced.

"I believe I'll have to reduce your wages, John," said a miserly employer to one of his help the other day.  
"What for," was the query.  
"Because things are coming down. The necessities of life are cheaper, and you can afford to get along on smaller pay."

"I should like to know what necessities of life are cheaper," said John. "Beef is as high as ever, flour hasn't dropped a cent, and coal is as dear as ever."

"Well," said the employer, as he turned away, "at any rate, the price of postage stamps has been reduced one-third."

There is a big difference between men and women when it comes to new clothes. When a woman gets a new dress she is unhappy until an opportunity offers for her to show the dress off in public. But when a man buys a new suit he generally puts on the pants first with his old coat, and then slips around town looking like a defeated candidate. And thus piece by piece he introduces his new suit to the public.

San Francisco capitalists have organized a whaling and whale oil refining company, intending to make the Golden Gate the center of the whale oil trade.

G. A. Wagar, the general dealer and lumberman at Mears, was reported to have made an assignment, but telegraphed here Monday a denial of the report.

Visiting buyers should not fail to inspect the stock of carpets, cloaks and oilcloths at Voigt, Herpolsheimer & Co.'s.

Country buyers should not fail to look over the immense stock of fancy and holiday goods, and small toys, at Voigt, Herpolsheimer & Co.'s wholesale store.

A fresh stock of dry goods, suitable for the winter season, has just been received at Voigt, Herpolsheimer & Co.'s wholesale store. Visiting buyers should not fail to note this fact.

#### PECULIAR "PAISA."

How He Accomplished One of the Most Arant "Lay Outs" Ever Perpetrated.

The recent failure of the boot and shoe firm of P. E. Newman & Co., the report of the assets and liabilities filed by the assignee, coupled with the fact that the assignors offer to settle at 40 cents on the dollar—although the condition of the stocks does not warrant the offer—have caused much unfavorable comment and aroused a desire to know more of the man who was able to lay out his creditors to the tune of \$20,000. With a view to satisfying this desire, THE TRADESMAN has made diligent inquiry into his career and obtained the following facts relating thereto:

Newman came here in September, 1879, from Meadville, Pa., where he operated a tea store for his father-in-law, Louis Redlich. The latter failed—and the impression prevailed at the time that he broke with money in his pocket—and Newman left with no tangible property, being reported as "financially worthless." Opening a store on Canal street, he claimed to be worth \$2,800, and stated that the style of the firm would be P. Newman. To some creditors, he represented that the "P" stood for Phillip, while to others he stated that it was the initial of his wife, Pauline. Being questioned as to the identity of "Paissa," Newman, the signature he affixed to the lease for the store, he explained away the seeming singularity by stating that "Paissa" is the Hebrew name for Phillip, and that he sometimes assumed that cognomen. January 15, 1880, he asserted that he ran the business in his own name; and on June 26, of that year, he announced his determination to assume a middle name, Edward, in order that no one might mistake his initial for that of Pauline. The concern was then known as P. E. Newman. January 1, 1880, Marcus Sheftel purchased a half interest for \$4,000—said to have been obtained in a peculiar transaction at Hornellsville, N. Y.—and the firm was known as P. E. Newman & Co. Louis Redlich, whose reputation is somewhat unsavory, moved here from Meadville in April, 1881, and on August 19, of the same year, Newman made a sworn statement that his resources were \$11,753.15, and his debts only \$1,063.47, leaving a net capital of \$10,689.68. He further averred that his sales that year up to that date amounted to \$17,450, that he had never failed, that he was conducting business in his own name, and that he had no private debts. In June, 1882, Sheftel retired from the firm, taking the stock at Elkhart. Newman then came to the front again with a statement claiming \$10,400 net capital and a stock valued at from \$13,000 to \$14,000. In March, 1883, S. J. Newman, of Cleveland, purchased a half interest in the concern, and the firm was thereafter known as P. E. Newman & Co. A branch was established at South Bend, and one at Kalamazoo, under charge of Louis Redlich. The firm has been generally regarded with a feeling of distrust, and R. G. Dun & Co.'s Mercantile Agency never recommended them as desirable customers. An offer to settle is made on the basis of 40 per cent.—30 per cent. cash and 10 per cent. paper—but the probability is that it will not be accepted. Most of the creditors are now represented here and others are arriving daily. All of the latter are of the opinion that Newman has been carrying on business as a cover for Redlich, and that if they act in concert and stand out in the matter they will be able to obtain a much larger percentage than that now offered. The assets at the three stores inventory \$12,373.14, and the liabilities aggregate \$30,709.62, distributed as follows:

E. G. Studley & Co., Grand Rapids	\$2,012.26
Cappon & Bertsch Leather Co.	28.84
Bernard L. Desenberg, Kalamazoo	3,365.32
J. C. Bennette & Bernard, Lynn, Mass.	602.30
C. A. Coffin & Co.	408.30
S. J. Hollis	1,775.40
Wm. Murphy	459.60
C. U. Newhall	113.40
Brenan & Kelly, Brooklyn	302.49
Duke & McEntire, Rochester	376.77
Boor & Co.	734.65
Childs, Groff & Co., Cleveland	1,038.15
Peck & Bemis	754.62
J. F. Dane, Grinnell & Co., Boston	986.72
Creamer Bros.	804.60
G. F. Daniels & Co.	354.06
Emerson's Sons	869.50
Fogg, Shaw, Thayer & Co.	332.50
A. Greenwood	291.50
McComber & Greenwood	424.02
N. O. Nash & Co.	778.30
T. A. Whitaker	2,052.82
Redpath Bros.	923.80
Chas. A. Raymond	384.30
Tewill, Church & Co.	185.65
Rochester Shoe Co., Rochester, N. Y.	138.00
Hason & Ratelle	38.00
T. J. Shaw & Co., Chicago	511.40
C. Lybby	103.20
Reilly & McGaw, Auburn	1,055.07
Hollister & Noble	123.30
Madan Bros. & Co., Portsmouth, O.	925.80
Shoemaker & Pobot, Albany	501.01
Tripp & Moore Shoe Co., Warren, Mass.	1,235.25
Wm. Owens Shoe Co., Utica	791.80
Robert Couch Jr., Newburyport, Mass.	559.50
Drew & Buswell, Stoneham, Mass.	199.35
U. A. Fish, of Utica, N. Y.	1,746.60
A. M. Herrod & Co., Brockton, Mass.	189.45
D. F. Murphy, Stoneham, Mass.	1,208.70
L. Mayer & Co., Buffalo	1,008.05
H. O. Pratt, Syracuse	120.00
Parke, Hazard & Craig, Jamestown	57.45
Page Shoe Co., Milwaukee	45.26
Wm. N. Rogers, N. Y.	56.05
Ed. Benedict	99.25
Joseph Kalish	15.00
F. W. Ball	25.09
Nathan Church	39.00
A. B. Turner & Co.	29.08
Leader	29.08

#### Where it Came In.

"Mr. Maples," said the junior partner of the house, as he looked over the expense account of one of his travelers just in, "your expenses are just \$25 more for two weeks than the last man on that route."

"Is that so? What sort of a man was he?"  
"One of our best salesmen."  
"Did he smoke, drink and chew?"  
"He did."  
"Stop at all the best hotels?"  
"Yes."  
"Take sleepers and parlor-cars?"  
"Yes."

"Well, then, it must be that when he struck that fat grocer at Muskegon he won \$25 at draw-poker where I lost it? I was going to suggest to you that if I was to remain on that route it would pay the firm to hire some one to give me a few lessons!"

#### DRUG STORES FOR SALE.

DRUG STOCK FOR SALE. The F. D. Caulkins stock and business at Fife Lake. Address H. B. Fairchild, Grand Rapids, Mich.

DRUG STOCK FOR SALE. Invoice, about \$5,500. The leading store in one of the best towns of the State. Reason, engaged in other business. Will sell on time. Address Hazeltine, Perkins & Co., Wholesale Druggists, Grand Rapids, Mich.

DRUG STORE FOR SALE in Grand Rapids, for \$2,500 or invoice. Owner has other business. Address Hazeltine, Perkins & Co., Wholesale Druggists, Grand Rapids, Mich.

DRUG STORE FOR SALE at Otsego, Mich. \$2,000. Address Hazeltine, Perkins & Co., Wholesale Druggists, Grand Rapids, Mich.

DRUG STORE FOR SALE at Kent City, Mich. \$1,200. Address Hazeltine, Perkins & Co., Grand Rapids, Mich.

## ALABASTINE!

Alabastine is the first and only preparation made from calcined gypsum rock, for application to walls with a brush, and is fully covered by our several patents and perfected by many years of experiments. It is the only permanent wall finish, and admits of applying as many coats as desired, one over another, to any hard surface without danger of scaling, or noticeably adding to the thickness of the wall, which is strengthened and improved by each additional coat, from time to time. It is the only material for the purpose not dependent upon glue for its adhesiveness; furthermore it is the only preparation that is claimed to possess these great advantages, which are essential to constitute a durable wall finish. Alabastine is hardened on the wall by age, moisture, etc.; the plaster absorbs the admixtures, forming a stone cement, while all kalsomines, or other whitening preparations, have inert soft chalks, or glue, for their base, which are rendered soft, or scaled, in a very short time, thus necessitating the well-known great inconvenience and expense, which all have experienced, in washing and scraping off the old coats before refinishing. In addition to the above advantages, Alabastine is less expensive, as it requires but one-half the number of pounds to cover the same amount of surface with two coats, is ready for use by simply adding water, and is easily applied by any one.

FOR SALE BY

ALL Paint Dealers.

MANUFACTURED BY

THE ALABASTINE COMPANY

M. B. CHURCH, Manager.

GRAND RAPIDS, MICHIGAN.



COMMERCIAL PRINTING

Blank Book Manufacturing!

Eaton, Lyon & Allen,

49 Lyon Street.

Having purchased the Eagle Job Printing Establishment, and having added largely to its facilities, we would respectfully announce that we are prepared to execute a first-class style such orders for Book and Job Printing and Blank Book Manufacturing as may be entrusted to us.

Eaton, Lyon & Allen,

BOOKSELLERS, STATIONERS

PRINTERS, and

BLANK BOOK MANUFACTURERS.

A. H. FOWLE,

PAINTER AND DECORATOR,

—AND DEALER IN—

Artists' Materials!

FINE WALL PAPERS AND

ROOM MOULDINGS,

WINDOW SHADES,

PAINTS, OILS, AND

Glass, Plain and Ornamental

37 IONIA STREET, SOUTH OF MONROE.

STEAM LAUNDRY

43 and 45 Kent Street.

A. K. ALLEN, Proprietor.

WE DO ONLY FIRST-CLASS WORK AND USE NO

CHEMICALS.

OYSTERS!

H. M. BLIVEN,

—WHOLESALE—

OYSTERS

AND CANNED GOODS.

Agent for Farrer's Celebrated "F" Brand Raw Oysters.

117 MONROE STREET,

GRAND RAPIDS, MICH.

R. J. KIRKLAND, M. D.,

SPECIALIST IN DISEASES OF THE

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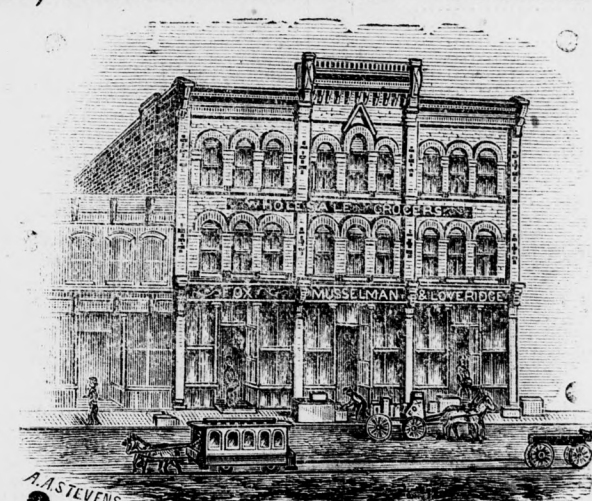
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