

The Michigan Tradesman.

VOL. 1.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, JANUARY 2, 1884.

NO. 15.

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 experience. 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 kaisomines, 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

—AND—
Blank Book Manufacturing!

Eaton, Lyon & Allen,
49 Lyon Street.

Having purchased the Eagle Job Printing establishment, we would respectfully announce that we are prepared to execute in 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.

A. A. CRIPPEN,
WHOLESALE

Hats, Caps and Furs

54 MONROE STREET.

GRAND RAPIDS, MICHIGAN.

We carry a Large Stock, and Guarantee Prices as Low as Chicago and Detroit.

B. J. KIRKLAND, M. D.,

SPECIALIST IN DISEASES OF THE

Ear, Eye and Throat

WITH DR. JOHNSON & BOISE,

72 Ottawa Street, Corner of Monroe Street.

Office Hours: 9 a. m. to 12 m.; 2 to 5 p. m.

A Few Words for "The Tradesman."

THE TRADESMAN has passed the first quarter of its first publication year, and its success, although assured from the start, is now a reality. In short, it is now only a question of how much of a success it will be. It has been demonstrated, beyond dispute, that there is a demand for such a publication, that the field selected is sufficiently extended to give it a generous support, and that the object and merits of the paper are appreciated at their full worth.

The same general features that have served to give character and interest to the paper in the past will be continued in the future, together with such additional features as will come with added experience and a more thorough knowledge of what is desired. THE TRADESMAN is in no sense a "house organ"—one of the most detestable features of trade journalism—and is therefore not subject to the caprice of any outside influence as to what it shall and shall not print. We shall continue to act independently, giving place to such matters as we see fit, without any regard to whom they may hit, having in mind only the general good of the retail tradesman. Recognizing that a subscription list numbering every retailer in Western Michigan is a source of strength vastly more valuable than the advertising patronage of a dozen jobbers, we shall bend every energy to accomplish that end, agreeing to furnish a paper in no sense unworthy the mercantile interests of the State.

A word to our readers who are not already subscribers. We have sent THE TRADESMAN regularly each week to several thousand reputable dealers, at our own risk. By this time, they are enabled to determine whether it will be of any assistance to them in the prosecution of their business. If not, they are at perfect liberty to inform us of the fact, receiving the assurance that the account is balanced, as we have no desire to ask a man to pay for what has been of no use to him, and what he does not want. If, on the other hand, the paper has afforded him any profit, given him seasonable hints and pertinent suggestions that are valuable in a business sense, we should be pleased to receive his subscription, either in the shape of a cash advance or a notification that the paper is wanted. Let it be understood that no wholesale house is sending the paper to anyone on its own account, and that every paper mailed to those who are not subscribers is at the risk and expense of the publisher.

So Plain As Nefer Vas.

From the Wall Street News.
When the tax assessor of one of the wards called upon a clothing dealer and asked about the value of his stock, Isaac replied: "Vell, shust about \$400."
"Four hundred! why, you must have at least \$2,000 invested here."
"No? no! no! vhas you efer in der clothing peenness?"
"No."
"Vell, it vhas surprising what a show \$100 make. Four hundred vhas enough to start a mammoth clothing house."
"When did you inventory?"
"Vell, about six weeks ago."
"Didn't that inventory show over \$3,000 stock?"
"Oh, yes, yes; but let me explain to you. We took out inventory to sell out the peenness to a man from New York, and I borrowed 200 coats and 400 vests of my brother Shabob to fill oop der stock. Der man didn't bite, and so I falls back on my true stock. If I haf more ash \$400 here do you think I didn't get more as \$2,000 insurance?"

New Corporations Authorized.

The following corporations have lately filed articles of association with the Secretary of State at Lansing:
Eureka Iron and Steel Works, Detroit; capital, \$500,000.
Lexington & Utica Railroad Co.; capital, \$520,000.
Roscommon Opera House Co., Roscommon; articles amended.
Whitney Organ Co., Detroit; capital, \$50,000.
Au Sable Lumber Co., Au Sable; capital increased to \$24,000.
Patent Pulp Lining Co., Niles; capital, \$200,000.
Gale Sulky Harrow Manufacturing Co., Detroit; capital increased to \$100,000.
Western Medicine Co., Grand Rapids; capital, \$25,000.
Sentinel Printing Co., Ionia; capital, \$12,000.
Yeagley Automatic Fountain Machine Co., Detroit; capital, \$50,000.
Detroit and Alpine Silver Mining Co., Detroit; capital, \$500,000.

Patents Issued to Michigan Inventors.

The following patents have lately been issued to Michigan inventors:
James H. Armstrong, Pincooning, chain fastener.
John C. Bach, Hillsdale, shaft press.
Ewell B. Bellinger, Kalamazoo, cultivator.
Jeremiah Dayo, Denton, safety attachment for gun locks.
Samuel J. Gray, Fort Gratiot, railway guard.
Frank J. Kellogg, Battle Creek, rule or measure.
Ira N. Moore, Battle Creek, mitten.
Joseph O'Brien, Kalamazoo, artificial leg.
John C. Perkins, Kalamazoo, railway hand car.
O. E. Perry, Whitehall, churn motor.
John H. Porter, Jackson, cylinder clock steam escape.
L. C. Pratt, Kalamazoo, crutch.

An Improvement on the Chromo Plan.

The proprietors of a Chicago dry goods store advertise that they will gratuitously furnish an oyster stew to every person whose bill for goods purchased at their establishment exceeds \$1 in amount.

MICHIGAN COMMERCIAL TRAVELERS' ASSOCIATION.

Incorporated Dec. 10, 1877—Charter in Force for Thirty Years.

LIST OF OFFICERS:

President—RANSOM W. HAWLEY, of Detroit.
Vice-Presidents—CHAS. E. SNEDEKER, Detroit; L. W. ATKINS, Grand Rapids; I. N. ALEXANDER, Lansing; U. S. LORD, Kalamazoo; H. E. MEERKE, Bay City.
Secretary and Treasurer—W. N. MEREDITH, Detroit.
Board of Trustees, For One Year—J. C. PONTIUS, Chairman, S. A. MUNGER, H. K. WHITE, For Two Years—D. MORRIS, A. W. CULVER.

KNIGHTS OF THE GRIPSACK.

Annual Meeting of the Michigan Commercial Travelers' Association.

The annual meeting of the Michigan Commercial Travelers' Association was held at Cleveland hall, Detroit, on the 28th ult., the day being the sixth anniversary of the incorporation of the Association and the tenth anniversary of its formation. There were 138 members present. The meeting was called to order by President Jas. T. Phillips, who addressed the Association, alluding to the benefits derived from the reserve fund, and touching upon the valuable concessions received from the railroad companies and the consequent obligation the Association was under to those corporations. He alluded feelingly to brothers members who had passed away, and dwelt upon the many characteristics of his immediate predecessor, President John W. Higgins, who was killed in the railway disaster near Olivet.

Secretary Hill presented the following report:
Membership one year ago.....542
New members admitted during 1883.....113
Members reinstated.....15
Total.....670
Members dropped from roll.....75
Deceased members.....83

Total.....587
Increase of membership.....45
The Treasurer's report showed:
Balance on hand for 1882.....\$ 6,423.09
Receipts from all sources during 1883 20,068.90

Total.....\$26,492.20
Death losses paid.....\$20,000.00
Expenses.....983.10
Cash on hand.....\$ 6,492.10

The thanks of the Association were tendered Edwin Martlock for his efficient services as chairman of the railway committee. A resolution was passed adopting the proposition of J. H. Brewer, of New Jersey, looking to the abolition of the tax collected from commercial travelers in certain States by memorializing Congress to that end. The Association will present a petition to Michigan Congressmen in furtherance of the proposal.

The election of officers resulted as follows:

President—RANSOM W. HAWLEY, Detroit.
First Vice-President—CHAS. E. SNEDEKER, Detroit.
Second Vice-President—L. W. ATKINS, Grand Rapids.
Third Vice-President—I. N. ALEXANDER, Lansing.
Fourth Vice-President—U. S. LORD, Kalamazoo.
Fifth Vice-President—H. E. MEERKE, Bay City.
Secretary and Treasurer, W. N. MEREDITH, Detroit.
Board of Trustees—J. C. PONTIUS, S. A. MUNGER, H. K. WHITE.

Trustees Reserve Fund Committee (two years)—D. MORRIS, A. W. CULVER.
The first ballot for Secretary resulted in a tie, and it was agreed to proceed with the election of the remainder of the officers and call a special election for Secretary afterward. This was accordingly done and Mr. Meredith was elected by one vote, a result which is complimentary to the old Secretary.

A resolution of thanks offered by T. J. Haywood to the retiring officers for the able and efficient manner in which they discharged their respective duties in the past year was adopted, as was also the suggestion made part of the same resolution, that 600 copies of the president's address be printed for members with the amended constitution.

The afternoon session was chiefly occupied with discussing amendments to the constitution, one of which provides for a semi-annual assessment of \$5 each to be made in April and October, thus doing away with the assessment of dues at the end of each year. This amendment was passed after a vigorous struggle, and was afterward reconsidered, but was passed a second time. Several minor amendments were inserted in the constitution. The rule making it compulsory upon the Board of Trustees of the reserve fund to invest the surplus in United States bonds was changed, and investment in securities is now optional with the Board.

In the evening the travelers discussed a sumptuous banquet.

How He Worked It.

A drummer on his first trip was seated in the same car with an experienced knight of the road, and their conversation turned on their relative daily expenses.

"I always manage to include in my expenses," said the elder, "hats, boots, overcoats, etc., and every drummer who has any respect for his noble calling ought to do the same. Make the firm stand 'em.'"

The younger man thought that a very good idea, and upon his return from his trip he included among other items of expenses one pair of boots, \$12.

His employers expressed themselves as well pleased with his success as a salesman, but objected to pay for the boots.

On his next trip he was fortunate enough to meet his former acquaintance.

"How is it," he asked, "that your firm will stand overcoats as legitimate expenses when mine kicked on a pair of boots?"

"You didn't put boots down in your expense account, did you?"

"Certainly," said the young man.

"Well, you are a chump. You should have doctored the price of the boots into postage stamps and sundries."

When the young man again submitted his account the firm remarked:

"We don't see any memorandum for 'boots,' or anything of that nature, Mr. So-and-So."

"No," Mr. So-and-So said softly to himself. "You don't see it, but there is a forty dollar overcoat there just the same."

Grand Rapids Boys on the Road.

Benj. Hollister will continue to represent Peirce & White on the road.

Frank Crawford, Manley Jones and Frank Collins will represent John Caulfield.

Stephen Sears and Jas. W. Seymour will, of course, continue to handle Wm. Sears & Co.'s goods.

Ralph Blocksma will continue another year as traveling agent for Voigt, Herpolsheimer & Co.

Chas. S. Robinson will represent the Grand Rapids Packing and Provision Co. for another year.

E. P. Dana proposes to go on the road in the spring, selling lumber on his own account on commission.

Cody, Ball & Co. will be represented another year by A. C. Sharpe, J. B. Evans and D. S. Haugh on the road, and Algernon E. White in the city.

Shields, Bulkley & Lemon will continue to be represented by B. F. Parmenter, Ed. Frick, D. F. Keyes on the road, and J. A. Morrison in the city.

Putnam & Brooks will be represented on the road the coming year by Wm. B. Edmunds, Chas. C. Drew and Geo. McKay, and in the city by T. C. Putnam.

Rindge, Bertsch & Co. will have the same representation as last year, Wm. Logie, W. A. Rindge, and Ed. Kregel covering the same territory as in the past.

Spring & Company's trunks will be carried this year by W. H. Downs and John P. Gill, the latter covering the territory formerly traveled by Geo. F. Owen.

Thomas P. Ferguson, formerly traveling agent for Jacob Barth, but for the past two years on the road for S. M. Tyler & Co., of Detroit, has signed with that firm for another year. His territory will be the same as heretofore.

C. H. Bayley will continue to agitate the northern trade for Clark, Jewell & Co., and J. O. Cloyes will attend to the city trade. Another traveler will be engaged later in the season.

Jas. A. Crookston and L. M. Mills will continue their present relations with Hazeltine, Perkins & Co., and Prof. Hampson will continue to carry a line of druggists' sundries and brushes for the same firm.

A. N. Leslie and W. S. Horn have engaged to travel for Fox, Musselman & Loveridge for another year, covering the same ground as heretofore. Messrs. Fox and Loveridge will also continue their periodical visits to the trade.

S. A. Sheldon, western traveling agent for Austin, Tomlinson & Webster, manufacturers of the Jackson wagon, has returned from a flying trip through Nebraska, and returns the middle of the month for a tour of Iowa and Kansas.

THE TRADESMAN is in receipt of an elegant card, ornamented with satin flowers, announcing the engagement—for another year—of Mr. C. W. Mansfield with Bradner, Smith & Co., of Chicago. It is a question in this case which is to be most congratulated.

Geo. F. Owen, for the past four years traveling salesman for Spring & Company, has severed his connection with that house to accept a similar position with Brewster & Stanton, of Detroit. He is succeeded by John F. Gill, for the past two years identified with the wholesale department of the house. Mr. Gill is a young man of energy and pleasing address, and will undoubtedly make many new friends for Spring & Company.

Detroit's Rich Men.

The Detroit Times prints a list of the wealthy residents of that place, accompanying each reference with the reputed fortune of the gentleman in question. As there has been an evident endeavor to approach exactness, more than ordinary reliance may be placed on the statements. In the following compilation from the article, the first figures represent the age of the person and the second the value of his property:

Francis Palmus, 70, \$5,000,000.
David Ward, 67, \$5,000,000.
Wm. E. Lovett, 58, \$4,000,000.
Jas. S. Newberry, 63, \$4,000,000.
Jas. McMillan, 64, \$4,000,000.
C. H. Buhl, 71, \$2,000,000.
Jas. F. Joy, 70, \$1,500,000.
H. P. Baldwin, 69, \$1,000,000.
Peter Henkle, 52, \$1,000,000.
W. H. Stevens, 65, \$1,000,000.
W. B. Wesson, 65, \$1,000,000.
Simon J. Murphy, 70, \$2,000,000.
D. M. Perry, 50, \$1,000,000.
Geo. H. Hammond, 59, \$1,500,000.
David Whitney, Jr., 52, \$2,000,000.
Henry Stephens, 55, \$1,000,000.
M. S. Smith, 50, \$1,000,000.
Gen. R. A. Alger, 47, \$1,000,000.
Capt. Jack. Pridgen, 53, \$1,000,000.
Chas. E. Bresler, 65, \$1,000,000.
Daniel Scotten, 62, \$2,000,000.
Thos. W. Palmer, \$2,000,000.
Mrs. Thos. W. Palmer, \$3,000,000.
Fred. Buhl, 77, \$750,000.
Wm. A. Butler, 70, \$750,000.
G. V. N. Lathrop, 66, \$750,000.
Philo Parsons, 68, \$750,000.
Edmund Hall, 55, \$750,000.
Thos. Nestor, \$600,000.
John Owens, 61, \$500,000.
A. C. McGraw, \$500,000.
Alanson Shely, 73, \$500,000.
J. S. Farrand, 68, \$500,000.
W. K. Muir, \$400,000.
Caleb Van Husan, 78, \$500,000.
Chas. Stinchfield, \$450,000.
Stephen Baldwin, \$470,000.
Alex. Lewis, \$300,000.
Thos. A. Parker, \$4,000,000.
W. W. Crapo, \$400,000.
Alfred E. Brush, 34, \$800,000.
Hugh Moffatt, 70, \$600,000.
Wm. B. Moran, \$400,000.
Geo. Hendrie, \$700,000.
Theo. H. Eaton, \$600,000.
Alex. M. Campau, 58, \$700,000.
Tragott Schmidt, \$600,000.

Steel belting is, according to report, now being made in Germany. The belts are made exclusively of steel wire, and are so constructed that they are flexible, easily fastened and may be tightened at pleasure. The pulley upon which the belting runs must be covered with leather, or other suitable material for securing friction. The belting is well adapted for heavy work, it is claimed, and is not affected by dampness or a change of temperature, as is leather.

Evolution in Buckwheat Cakes.

From the New York Sun.
"Buckwheat cakes!" said "a man in a down-town restaurant. "Wheat cakes!" said another man by his side. In a short time the waiter brought three broad, thin disks, that were white within and a crisp brown without, to each man. In looks the cakes were exactly alike. A man with a sensitive taste could have determined after one or two trials that they did not taste alike.

"I ordered buckwheat cakes just because the name brings up pleasant memories," said one. "Here is a case in which evolution has ruined the thing evolved. When I was a boy my father used to carry buckwheat to the mill and bring back a greyish flour. My mother mixed it at night, and the next morning I sat down to breakfast before a heap—but no matter. We won't talk about it."

"Yes, but you said something about the evolution spoiling the thing evolved. What was the thing evolved?"

"The buckwheat flour. The buckwheat of my youth was cleaned and then ground between the stones like any other grain. Not long ago a man who wanted to make a beautiful flour to look at concluded that he could do so if he could entirely remove the shuck from the kernel of buckwheat. To do this he made a machine that consists of four serrated or corrugated rollers. Two are placed at the end of the screen over which the grain passes, and as the grain drops between them it gets a nip that breaks it up and separates about all the meats from the husks. Then the meat drops through a short screen, and the husks pass on through the second set of rollers. They are further broken up, and the remaining meats are separated. The meats are ground, and this white tasteless stuff is the result."

"That was only the complaint of a man who thinks that there are no times like the old times," said a flour dealer to whom the above was related. "If he wants ground husks instead of clean flour, he can get it, and for less money. Few mills now grind husks and all together, but the flour is to be had. If the new process flour was not better than the old it would not now be taking the lead."

Maxims for Business Men.

When a business man reaches the point where he thinks he can not spare any time to examine sources of financial and commercial information, he may safely conclude that his business is not well managed.

When a business man finds himself in a financial situation so embarrassing that he cannot afford to possess every publication that would throw more light upon his business transactions, he should not delay an hour, but arrange at once with an auctioneer to close out his stock to the highest bidder.

When a business man comes to the conclusion that he cannot afford to spend during the year, in judicious advertising, an amount equal to one-half, or at least one-quarter of the sum he pays annually for rent, he may safely make up his mind that it is high time for him to move his business to cheaper quarters.

When a business man disburses annually for salaries and expenses of travelers to solicit trade a larger sum than he pays in making his business known to the public through other judicious advertising, he may be sure that he ought to reconsider his management. Salesmen should be assisted in their arduous work by well managed advertising.

What is Done with Bad Eggs.

They are divided up among tanners, Morocco dressers, confectioners, and fine paper-makers. The tanners take the yolks, and never question the freshness of the product; the confectioners and paper men are eager for the foaming white. Vast quantities of the yolks are used, and only recently has it been possible for the leather men to obtain them in quantities. The yolks are mixed with flour and salt, and a dough is made. This is used for sizing and dressing. The paper men are not particular regarding age. The white which they secure must be clean, for if a single streak of yolk should creep in, then when the paper is sized it will have a yellowish streak through it. These parts of the eggs are disposed of by the gallon at nominal figures.

How to Select Flour.

In selecting flour, first look to the color. If it is white with a yellowish straw-color tint, buy it. If it is white with a bluish cast or with black specks in it, refuse it. Next examine its adhesiveness—wet and knead a little of it between your fingers; if it works soft and sticky it is poor. Then throw a little lump of dried flour against a smooth surface; if it falls like powder, it is bad. Lastly, squeeze some of the flour tightly in your hand; if it retains the shape given by the pressure, that too, is a bad sign. It is easy to buy flour that will stand these tests. These modes are given by all old flour dealers, and pertain to a matter that concerns everybody.

Two For a Quarter.

He was smoking a fine-flavored Havana when he met a friend.

"Have a cigar?" he inquired politely.

"Thanks," said the other gratefully, taking and lighting the proffered weed.

After a few experimental puffs, however, the friend removed the cigar from his lips, and looking at it doubtfully, said, with a very evident abatement of gratitude in his tone:

"What do you pay for these cigars?"

"Two for a quarter," replied the original proprietor of both weeds, taking his own cigar out of his mouth and looking at it with considerable satisfaction. "This cost me twenty cents and that five."

The conversation languished at this point.

Gold in Teeth.

A writer of mathematical bent finds from the census-returns that there are about 17,000 dentists in the United States, who, he estimates, pack into the teeth of the American people a ton of pure gold annually. Continuing his speculations, he predicts that in the twenty-first century all the gold in the country will be buried in the graveyards.

E. P. Farrington & Co., wholesale grocers of Chicago, went out of business January 1, after an existence of 32 years. The senior member of the late firm goes to Minneapolis to re-engage in the wholesale grocery business.

Making the Hard Times Harder.

While a reporter of THE TRADESMAN was at one of the northern towns last week, he met an experience that set him to thinking on the probable outcome of the present business depression, providing the majority of the tradesmen continues to talk in a doleful strain as to the prospects of the future, and reminded him forcibly of the lines from Hamlet:—
—There's nothing either good or bad
—But thinking makes it so.

A farmer who had evidently not "been to town" for a fortnight enquired of a merchant as to whether the times were getting better, and was answered in the negative, the reply also conveying in the opinion that there was no indication of an improvement "for months to come." Desiring to ascertain the effect of this dismal intelligence, the reporter engaged the farmer in conversation, and gleaned from him what he believes to be the key-note of the present business depression. Said the tiller of the soil: "Last spring the merchants here told us that hard times were coming on, and that we wanted to be prepared for them. So we held onto our money, bought nothing but what we actually needed, and although our potatoes and corn slipped up on us, we still have enough to keep the wolf from the door for some time to come. The merchants still keep on telling us that it is hard times, and that there is no help for it until another harvest, and I suppose it's so, but I don't just see where it comes in. All my neighbors have plenty of money, but they won't lend a cent for love nor money, for they may have to use it themselves. It seems to me that if people got to thinking differently, and imagining that times were not so bad after all, that there would be more money in circulation and more trading done."

And the farmer spoke truer than he knew. If merchants could only realize that every time they speak discouragingly they drive away or delay a certain amount of trade, thus directly injuring their own business, they would soon conclude to take a hopeful view of the situation; and it is the humble opinion of THE TRADESMAN that they would immediately see a marked improvement in their own business, and a gradual return of better times. It would cost but little to try the experiment, anyway.

A Foolish Accusation Answered.

THE MICHIGAN TRADESMAN is still worried over the prospects of a hard wood manufacturing being established here. What's the matter? Do you think Cadillac will hurt Grand Rapids?—Cadillac Times.

It may as well be understood, once for all, that while THE TRADESMAN is laboring for the interests of Grand Rapids in particular, it also aims to serve the State as a whole. The idea of one small establishment at an outside town, without the advantage of either experienced management or desirable shipping facilities, hurting Grand Rapids, is preposterous and absurd. The manufacturing interests of this market are too firmly established to admit of a fear from such competition. But when, as is at present the case, we see one company retire from business, another on the verge of dissolution, and two others uncertain as to whether or not to continue business, in view of the fact that operations have been carried on for three years at an absolute loss—it behoves all careful men to take note of the situation, and not rush recklessly into speculations intended to further augment the present overproduction.

A Useful Toy.

"See here, sir!" exclaimed an old individual, rushing into a toy shop this morning and unwrapping a curious-looking contrivance on wheels, with a key to it. Here is that 'great novelty,' the 'Keely Motor toy,' you sold me, and I want you to take it back.

"Did you wind it up?" asked the store-keeper, blandly.

"Wind it up? well, I should say so. I wound it up for two hours, and might have gone on winding to eternity. It won't go."

"No, of course not," answered the store-keeper; "that is why it is called the 'Keely Motor toy.'"

Value of the Egg Product.

People are not generally aware that the egg product of the United States stands second in value to only corn and wheat, and very often surpasses the latter. During the last fiscal year, for instance, the corn crop was worth \$480,643,400, the wheat crop, \$484,675,779 and the egg crop, \$475,682,889. The old hen, in her relation to our domestic economy, is thus entitled to more respect than has commonly been paid her.

Encouraging Manufacturers.

The boot and shoe manufacturing business at Dover, N. H., bids fair to become an important industry of that city. Two large manufacturing concerns are soon to be started, the city council having exempted both firms from taxation for ten years, on condition that each manufactures \$100,000 worth of goods annually. Other Massachusetts firms have signified their intention to engage in business there.

According to reports furnished by the Railway Age, there were 6,608 miles of new railroads constructed in the United States during 1883. This makes the total mileage of railroads in the United States 119,937. The following is a statement of the mileage for the three years previous to 1883: 1880, 7,174 miles; 1881, 9,784 miles; 1882, 11,591 miles.

At Bermuda, Va., on the Appomattox River about 1,

MICHIGAN TRADESMAN.

A JOURNAL DEVOTED TO THE
Mercantile and Manufacturing Interests of the State.

E. A. STOWE, Editor and Proprietor.

Terms \$1 a year in advance, postage paid.
Advertising rates made known on application.

WEDNESDAY, JAN. 2, 1884.

Subscribers and others, when writing to advertisers, will confer a favor on the publisher by mentioning that they saw the advertisement in the columns of this paper.

CROAKING DETRIMENTAL TO TRADE.

Times are bad enough, but they might be very much worse, and they certainly will be made no better by the constant grumbling in which not a few are at present wont to engage. The fact that so many see fit to constantly talk in a despondent strain about the condition of trade does more than anything else to retard the coming of better times. For, after all, views which people entertain of the future have a more or less controlling influence upon what they will do in the present. A trifling objection will sometimes defeat an important project. If a syndicate of capitalists are made to believe that the present unsatisfactory condition of general business is to long continue, they, through an over-abundant caution, may defer executing their plans for the building of a railroad or the establishment of a large manufacturing plant. Their very action is productive of the stagnation in business which they so much deprecate. The example of their timidity is infectious, and others through their influence are led to do the same thing. It is needless to say that when everybody stops trading, business is dead. The inactivity which they deplore is, in part, produced by themselves. Hence it is evident that what one says, as well as what one does or fails to do, is an important element in controlling the actions of others. If everybody goes to crying hard times, it is not singular that just the restrictions and limitations which produce hard times are brought about. Confidence is the key-note to activity and success in business. Confidence is the child of faith. It cannot be expected that men who think they see a panic in store in the near future will embark in enterprises which would be likely to be frustrated and defeated by such a panic. No one could hope to engage mariners for an ocean voyage by attempting to convince them that they were about to encounter terrific hurricanes and probable shipwreck.

If everyone to-day were freely engaging in enterprises warranted by their means, there would be a healthy and profitable movement in all trades. But men under the influence of fear and caution restrict operations, and go to the extreme limit of retrenchment. Railroads, instead of repairing their rolling stock as they ought to, only do those things which they for the time being are forced to. Individuals, instead of buying the needed clothing or necessities in the household, make the old things answer. The shoes are patched, the old hat is made to serve the purpose of the new one. Instead of enjoying the comforts of two fires, the family now huddle together in one room over one fire. The much-needed painting of house and barn is deferred until another year, and broken fences are left for future mending or patched up temporarily. And thus in a thousand ways the work of retrenchment goes on. In the meantime, the artisan whose business it is to manufacture supplies for their wants is left without employment. Now why all this retrenchment? Not because the country is poor, for it never was so rich as it is to-day. Not because crops have failed, for such has not been the case, except with one or two crops, and such failures were only in certain sections. The trouble is that people generally have allowed themselves to be scared over the situation of business, and being thus fearful of what may come, they have commenced a system of economy which they little dream has a serious retroactive influence upon their own interests.

The abnormal dullness in trade is in no small degree chargeable to the croakers, who are constantly predicting evil in the future. Why is it not as well to take a cheerful view of the situation? The exercise of a little philosophy will teach these misanthropes that there is no such thing as eternal night; that there is an ebb and flow to trade as well as to the tides of the ocean; that prices, in the very nature of events, cannot go on continually declining, and that all the probabilities point to the fact that we have reached solid rock now, or are very close to that point.

It is better for all to cherish a feeling of hopefulness, although it is more natural to indulge in desponding than in cheerful predictions. Many who are closely scanning the future discern numerous encouraging signs. The wonder is that there are not more who do so. When we come to think of the magnitude of the country, the diversity of the wants of the people, the wealth of the nation and the facilities we have for commerce and manufacturing, it is not surprising that the intelligent observer should see a bow of promise in the future. As surely as the morrow's sun shall rise, so surely will prosperity return to the country. The time of this return may be much nearer than many anticipate. This being true, how idle is it to continue in predictions of evil, especially since such predictions are promotive of the evils feared.

*The distribution of the world's stock of petroleum is one of the wonders of nature.

New oil fields are continually being discovered, and in spite of the astonishing growth of the trade the supply seems sufficient to last for generations. Near Los Angeles, Cal., with very crude appliances, wells have recently been sunk which produce a paying flow. A railroad is soon to be built which will open a new field in Wyoming. In the mountains of Kentucky and Tennessee there are districts, almost wholly undeveloped, in which some wells have been flowing a few barrels a day for ten years, and in our own State it is not unlikely that the operations now under way in Roscommon and other northern counties will develop wells that will produce a paying flow. In addition to these deposits, it is said that the fields now being worked in Western Asia are far more extensive than even the Pennsylvania deposits, which now supply a very large part of the world's demand.

A few weeks ago it looked as though there must be a large crop of failures in the retail trade about the first of the year, for the reason that the dealers had not been able to dispose of the stocks of goods purchased. The present outlook is much more favorable. Collections are reported better, and it is pretty well settled that the country will be in excellent shape for the opening of the spring trade, in consequence of having a comparatively small surplus of winter goods to carry over.

The Chicago Purchasing Agent suggests that the present low price of white beans affords judicious speculators an excellent opportunity to purchase large quantities of the staple and hold them for the rise that is sure to come later in the season.

The Sun.
NEW YORK, 1884.

About sixty million copies of THE SUN have gone out of our establishment during the past twelve months.

If you were to paste end to end all the columns of THE SUNS printed and sold last year you would get a continuous strip of information, common sense, wisdom, sound doctrine, and sane wit long enough to reach from Printing House Square to the top of Mount Copernicus in the moon, then back to Printing House Square, and then three-quarters of the way back to the moon again.

But THE SUN is written for the inhabitants of the earth; this same strip of intelligence would girdle the globe twenty-seven or twenty-eight times.

If every buyer of a copy of THE SUN during the past year has spent only an hour over it, and if his wife and his grandfather has spent another hour, this newspaper in 1883 has afforded the human race thirteen thousand years of steady reading, day and night.

It is only by little calculations like these that you can form any opinion of the circulation of the most popular of American newspapers, or of its influence on the opinions and actions of American men and women.

THE SUN is, and will continue to be, a newspaper which tells the truth without fear of consequences, which gets at the facts no matter how much the process cost, which presents the news of all the world without any waste of words and in the most readable shape, which is working with all its heart for the cause of honest government, and which therefore believes that the Republican party must go, and must go in this year of our Lord, 1884.

If you know THE SUN, you like it already, and you will read it with accustomed diligence and profit during what is sure to be the most interesting year in its history. If you do not yet know THE SUN, it is high time to get into the sunshine.

Terms to Mail Subscribers.

The several editions of THE SUN are sent by mail, postpaid, as follows:
DAILY—50 cents a month, \$4 a year; with Sunday edition, \$7.
SUNDAY—Eight pages. This edition furnishes the current news of the world, especially articles of interest to everyone, and literary reviews of new books of the highest merit. \$1 a year.

WEEKLY—\$1 a year. Eight pages of the best matter of the daily issues; an Agricultural Department of unequalled value, special market reports, and literary, scientific, and domestic intelligence make THE WEEKLY SUN the newspaper for the farmer's household. To clubs of ten with \$10, an extra copy free. Address L. W. ENGLAND, Publisher, THE SUN, New York City.

54th YEAR OF

**GODEY'S
LADY'S BOOK.**

LOW PRICE OF \$2.00 PER YEAR.

Subscriptions will be received at this office in Clubs with this Paper.
THE TRADESMAN and GODEY'S LADY'S BOOK for one year at \$2.50.

PROSPECTUS FOR 1884.

We propose to make it, without exception, the best as well as the cheapest Home and Fashion Magazine in America, and we believe a perusal of the list of attractions to appear each month will be convincing to every reader.

Each Number Will Contain:

A beautiful steel plate accompanied by a story or poem. A finely-executed portrait of one of the ex-presidents of the United States, with a short sketch. Excellent colored fashion plates of the prevailing styles of dresses. Numerous illustrations and designs of the latest patterns in fancy work, in colors or black and white. An illustrated household department. An illustration of architectural design. A piece of nicely selected music. A full-sized cut paper pattern. Choice recipes for the household. Besides a rich variety of literary matter contributed by eminent writers, embracing novels, novelettes, stories, poetry, charades, dialogues, art and fashion notes, together with current notes of the day. As this magazine has been before the public for over fifty years, all may be assured that the above will be carried out to the letter.

Address all communications to

J. H. Haulenbeck & Co.,
1008 Chestnut St., Philadelphia.
Send for Illustrated Circular and Club Raisers Lists.

OFFICE OF

BLACKWELL'S DURHAM TOBACCO COMPANY

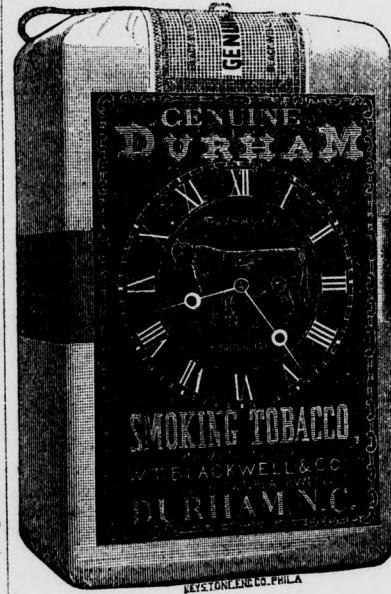
To the Distributors Of Blackwell's Durham Smoking Tobacco throughout the United States:

DURHAM, N. C., August 20, 1883.

GREETING:—It has been our aim for some time to supply you with an article that would not only advertise our brand of W. T. Blackwell's Genuine Bull Durham Smoking Tobacco, but also be useful to you and an ornament to your place of business; just what to select has been our difficulty. Chromos, and articles of that nature soon lose their novelty, and we regretted to expend such an enormous sum on anything that would not last and be of some value. The novel idea finally struck us of producing a bale of Blackwell's Genuine Durham Smoking Tobacco, containing "Works" instead of the original well-known article, guaranteed to furnish you with Correct Time and be a pleasing reminder when your orders should be sent in for the "Bull."

Respectfully to the Trade.

BLACKWELL'S DURHAM TOBACCO CO.



THE WAY TO GET THEM!

You can get One of these Novel Clocks FREE by ordering from your Jobber Fifty Pounds of Blackwell's Genuine Bull Durham smoking Tobacco. The Fifty Pounds can be made up of assorted sizes if you wish, and the goods will be charged at LOWEST PRICES.

NEW YORK, August 1, 1883.

BLACKWELL'S DURHAM TOBACCO COMPANY, DURHAM, N. C.

GENTLEMEN—The Clock which we supply you contains a good lever movement, which, with the usual handling, will make a very excellent time-keeper.

Yours truly, ANSONIA CLOCK COMPANY.

The Clock you will get will be over 16 times the size of the accompanying diagram; that is, 12 inches high and 8 inches wide.

SPRING & COMPANY PUTNAM & BROOKS,

—WHOLESALE DEALERS IN—

FANCY AND

STAPLE DRY GOODS

CARPETS,

MATTINGS,

OIL CLOTHS,

ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids, Michigan.

RISING SUN YEAST



BEST ON THE MARKET. EVERYONE USES IT. Sold by all Wholesale Grocers, Factories, Seneca Falls, New York.

WHOLESALE

Candy, Fruit and Nuts

63 and 65 Canal Street,

Grand Rapids, Michigan.

THE DEAREST TOBACCO

Is a Poor, Common or Low-Priced Article,
As It Gives Neither Pleasure
Nor Satisfaction.

THE PUBLIC IS NOT SLOW TO LEARN THIS FACT

WHENEVER IT DISCOVERS AN ARTICLE THAT COMMENDS ITSELF TO THE TASTE AND OTHER SENSES.

—THE REMARKABLE SALE OF—

LORILLARD'S PLUG TOBACCOS

Is Ample Evidence of This. This Concern will Sell over 20,000,000 Pounds of their Favorite Brands this Year; or About

One-Fourth of All the Plug Tobacco Used in this Country!

AND AS THERE ARE BETWEEN 800 AND 900 OTHER FACTORIES IN THE U. S., IT FOLLOWS THAT THEIR GOODS MUST GIVE

Better Satisfaction or Represent Better Value for the Money

THAN THE BRANDS OF OTHER MAKERS.

"CLIMAX," with Red Tin Tag, is their Best Brand.



MICHIGAN TRADESMAN.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE, Editor and Proprietor.

OFFICE IN EAGLE BUILDING, 34 FLOOR.

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

WEDNESDAY, JAN. 2, 1884.

AMONG THE TRADE.

IN THE CITY.

A. B. Frost succeeds Frost Bros. in the retail grocery business on South Division street.

There is said to be enough limestone in this vicinity, at the present rate of consumption, to last 100 years.

J. M. Spore, who was recently burned out at Rockford, denies that he is to remove to this city and engage in business.

There will be fewer changes in the working forces at the various jobbing houses this year than for several years past.

A. B. Richmond has resigned the assignee-ship of Kinney, McGraw & Co., and Harry W. Whipple has been appointed receiver in his stead.

D. T. Hersey, who has engaged in the grocery business at Wayland, was in town a day or two ago, and purchased his stock of Cady, Ball & Co.

Dr. N. J. Aiken proposes to erect a brick building during the coming season, and engage in the manufacture and sale of patent medicines on a large scale.

Most of the wholesale houses are engaged in taking stock, the result of which will enable them to ascertain just how much they are behind on the year's business.

Jas. E. Bevins, the general dealer at Leroy, had judgment rendered against him in the United States Court, on Monday, for \$703, on three promissory notes held by Conn. Wamples & Co., of Chicago.

John Goldsmith contemplates engaging in the manufacture of pails and tubs at Big Rapids. It is proposed to organize a stock company for that purpose, a majority of the stock to be subscribed by business men or capitalists of that place.

S. K. Riblet, the general dealer at Newaygo, accompanies a year's subscription to THE TRADESMAN with the following cheerful acknowledgment of its merits: "Your paper is nearly the only trade journal that shows any life. They usually are all advertisements."

Fred. Ball, for over two years past collector for the City National Bank, has accepted the position of bookkeeper for Barnhart & Judson, succeeding Henry G. Dikhouse. Mr. Dikhouse proposes going on the road on his own account, selling lumber on commission.

AROUND THE STATE.

Beecher & Peck, grocers at Allegan, made an assignment Monday to Geo. Knapp.

M. B. Nash, the general dealer at Sparta, claims to be the oldest Good Templar in the State, having joined the order in New York in 1852.

Vine P. Welch, variety dealer at Ionia, made an assignment Monday. Welch recently claimed that he had \$3,000 in stock, and only \$1,700 liabilities.

At an early hour Friday morning fire destroyed three business houses at Palo, Ionia county, causing a total loss of \$5,500, on which there was an insurance of nearly \$3,000.

C. C. Thompson, the general dealer and shingle manufacturer at Lakeview, Mich., is reported to have skipped out, leaving his creditors in the lurch to the tune of \$7,000 or \$8,000.

L. Averill & Co., the general dealers at Frankfort, who recently made an assignment, are endeavoring to effect a compromise on the basis of 50 per cent. Their assets are \$3,620 and their liabilities \$6,000.

"One peculiarity of Rockford," said an old merchant the other day, "is that a good many have made money there, but somehow they never seem to get any enjoyment from it, and they are seldom able to take it away from the place. It is either lost by fire, or slips through their fingers in some unaccountable manner." In the light of recent events, this observation possesses peculiar interest.

STRAY FACTS.

Cheboygan is to have a new hotel.

Seneca is to have a cheese factory.

Owosso claims to be the best pork market in the State.

Bellevue ships nearly 500,000 pounds of lime monthly.

The Niles paper mills will continue work through the winter.

Dewey & Wells have engaged in the hotel business at South Boardman.

Pullman & Hinchman have again started up their turning factory at Shelby.

There is over 200,000,000 feet of unsold lumber on the Saginaw river wharves.

The Saginaw estimate of logs to be put in this winter is less than 800,000,000 feet.

The stockholders of the Lumberman's National Bank at Muskegon received a substantial Christmas gift in the form of a 50 per cent. dividend from the earnings which have accrued during the ten years the bank has been in operation.

THE GROCERY MARKET.

The grocery market is quiet, although there are signs of gradual improvement. New loose muscatel raisins are a little higher, and London layers rather easier. As will be seen by the Price Current, two grades of currents are quoted. To get a good quality, dealers should order the best, as this seems to be an off year in currents, and none are extra good. New Orleans molasses are cheap, and have evidently touched bottom. There is every probability that they may go higher, and dealers should buy without delay. Sugars are about stationary, in short everything in the grocery business is as low as can be afforded. Those who are inclined to doubt this statement should compare today's quotations with any prices given in two years.

The great tobacco firm of P. Lorillard & Co. gave to each employee double wages for Christmas week. The wages were paid as usual, and each and every wage earner was presented with an envelope which contained double the usual amount. This was a very graceful way to exhibit a recognition of faithful service.

Ermine has now descended so low among furs as to be regarded as only fit for mere cloak lining.

VISITING BUYERS.

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

E. C. Whitney, of E. C. Whitney & Co., Middleville.
C. E. Kellogg, Grandville.
C. O. Bostwick & Son, Cannonsburg.
E. W. Pickett, Wayland.
W. W. Pierce, Moline.
Paine & Field, Englishville.
E. LeGrange, Mecosta.
L. J. Quick & Co., Allendale.
M. M. Ross, Wayland.
S. M. Geary, Maple Hill.
U. S. Monroe, Berlin.
J. T. Perham, Kent City.
W. Schoemaker, Cannonsburg.
B. M. Dennison, East Paris.
H. T. M. Treglow, Caledonia.
Smeadley Bros., Bauer.
A. L. Wolf, of A. L. & M. L. Wolf, Hudsonville.

C. M. Woodard, Ashland.
Chas. Johnson, Tustia.
N. DeVries, Jamestown.
H. Minderhout, Hanly.
Mr. Brock, of Brock & Allport, Muskegon.
E. D. Snow, Kent City.
Mr. Post, of Dildine & Post, Edgerton.
W. M. Snelling, Six Corners.
Mr. Barker, of Barker & Lehnen, Pierson.
E. LaGrange, Mecosta.
Campbell & Smith, Luther.
F. C. Brisbin, Berlin.
C. F. Sears, Rockford.
Christian Pfeifle, Lake P. O.
Mrs. M. J. Butler, Sand Lake.
Calvin Durkee, Lakeview.
R. Carlyle, Rockford.
M. J. Howard, Englishville.
C. O. Sunderland, Lowell.
T. J. Sheridan, Lockwood.
T. W. Provin, Cedar Springs.
D. T. Hersey, Wayland.
H. T. M. Treglow, Caledonia.
B. Whitney, West Troy.
G. A. Wagar, Mears.
Norman Harris, Big Rapids.
J. C. Benbow, Cannonsburg.
Stauffer & Salisbury, Hastings.
Den Herder & Tanis, Vriesland.
G. Bron & Ten Hoor, Forest Grove.
B. DeVries, Allendale Center.
J. D. F. Pierson, Pierson.
J. S. Boice, Hastings.
Andrew Carlson, Gilbert P. O.
J. E. Rice, Coopersville.
E. J. English, Croton.
G. S. Powell & Co., Sand Lake.
Mr. Stauffer, of Stauffer & Salisbury, Hastings.

F. O. Lord, Howard City.
J. F. A. Raider, Newaygo.
Frederick Hotchkiss, Hastings.
Fisher & Mastenbrook, Lamont.
J. Hullinger, Mecosta.
Mr. Baldwin, of Button & Baldwin, Tallman.
Geo. F. Hine, Ada.
Mr. Hunter, of Hunt & Hunter, Lowell.
John Cole, Fremont Center.
Walling Bros., Lamont.
L. Veyer, New Holland.
Geo. B. Bartlett, Ashland.
Mr. Colvoord, of Colvoord & Teravest, Hamilton.

P. Zalesman, Paris.
E. Eckman, Muskegon.
T. B. Harris, Cedar Springs.
H. J. Leonard, Belding.
A. F. Mears, Charlotte.
T. C. Prout, Mancelona.
A. Wagner, Eastmanville.
Wylie, Robertson & Co., Martin.
Geo. W. Bevins, Tustin.
John Spring, of Spring & Lindley, Bailey.
Shirtz Bros., Shelby.
C. E. Wells, Saugatuck.
Dexter & Noble, Eaton Rapids.
Lyman & Townsend, Howard City.
Dibble Bros., Dorra.
D. Kelly, Lyons.
McLeod & Trautman Bros., Moline.
John Gunstra, Lamont.
F. C. Brisbin, Berlin.
Frace & Huhn, Saranac.
John De Brie, North Dorra.
R. Osterhof, Ferryburg.
J. Ball, of Ball & Co., Grand Haven.
W. H. Walker, Trufant.
Cornell & Griswold, Griswold.
E. Medes, Coral.
W. H. Struik, Forest Grove.
W. A. Williams, Oakfield Center.
D. Kelly, Muir.
T. Sauby, Rockford.
M. Hayward, Moora.
J. N. Covert, Carlton Center.
W. J. Clark, Harbor Springs.
F. F. Taylor, Pierson.
H. Goodman, Burnip's Corners.
C. B. Moon, Cedar Springs.
F. F. Farr, Plainwell.
H. L. Carter, Sand Lake.
Mr. Magoon, of Overpack & Magoon, Scottsville.

Thomas Barber, of E. M. Barber & Co., Hubbardston.
F. G. Fox, Allendale.
A. Emberts, Beaver Dam.
Jas. Heany, Levering.
G. S. Curries, Edgerton.
H. C. Peckham, Freepont.
Notier & Lokker, Graafschaps.
LATE 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:

Adrian—Geo. E. Avery, crystallized tin, burned out, insured.
Bennington—D. R. Salisbury, hardware, will remove to Owosso.
Blanchard—S. Pangborn, grocer, closed by creditors.
Buchanan—Roe & Rough, saw mill and lumber dissolved.
Covert—E. A. Road, hardware, sold out to S. H. Shattuck.
Corunna—J. W. Knight & Son, closed by creditors.
Chapin's Station—Gibson & Rogers, grocers, succeeded by Gibson & May.
Fremont—Geo. Pearsons, feed, sold out to Geo. Spaulding.
Jackson—L. D. Vinson & Co., stone and marble, L. D. Vinson deceased.
Lowell—Sunderland & Sterling, grocers, succeeded by C. O. Sunderland.
Luther—Wm. B. Peet, grocer, sold out to J. M. Verity & Co.
Lakeview—J. E. Ramp, harness, given bill of sale.
Memphis—R. G. DeLand, grocer, sold out to Harriet DeLand.
Mason—E. A. Barnes, lime, staves, etc., sold out to Peak & Sherwood.
North Branch—A. S. Sholes, general store, sold out to Seaman & Co.
New Baltimore—C. Schmoor, Jr. & Bro., general store dissolved.
Pentwater—C. E. Bush & Co., grocers, closed out business.
Sterling—Noare & Kent, lumber, burned out.
St. Ignace—Robert McGarvie, books and stationery, assigned.
Shelby—G. W. Hobby, grocer, sold out to John Anderson.

A Happy New Year.

The advertising patrons of THE TRADESMAN, one and all, desire to express through the medium of this paper their appreciation of the favors so freely accorded them by the retail dealers of the State during the past year, and to solicit a continuance of the same. Individually and collectively they extend cordial greetings to their numerous customers, and bespeak for them a prosperous, and consequently a Happy, New Year. And in this wish, THE TRADESMAN heartily joins.

List of Creditors in the D. R. Stocum & Co. Failure.

Neal McMillan, assignee of D. R. Stocum & Co., who were burned out in the recent fire at Rockford, has filed the result of his inventory of the stock, accounts and indebtedness of the firm. The stock is inventoried at \$10,869.68, the fixtures at \$323.25, the good accounts at \$345.96, the doubtful and worthless accounts at \$970.21, the real estate at \$950, and horses, harnesses and hearse at \$300, making a total—net including the doubtful and worthless accounts—of \$12,788.89. The total liabilities are \$11,480.13, distributed among 52 creditors in the following amounts:

J. V. Farwell & Co., Chicago	\$1,078.22
Lindauer Bros.	\$405.00
J. W. Griswold	\$3.00
Biedfeld Baos	\$2.25
Grosslander & Co.	\$2.50
C. F. Rice	\$2.50
Mahler, Bellack & Co.	\$50.00
Herbst & Staussky	\$2.00
Wm. Clark & Son	\$3.00
W. S. McLaughlin & Co.	\$2.00
Keith Bros.	\$50.00
"Price Current"	\$1.00
New England Furn. Co., G'd Rapids	\$1.00
Plumb & Lewis Mfg. Co.	\$1.00
May ord & Bradford Fur. Co.	\$1.00
Grand Rapids Chair Co.	\$1.00
G. R. Cloth Casket Co.	\$1.00
Cody, Ball & Co.	\$1.00
Rindge, Bertsch & Co.	\$1.00
E. G. Studley & Co.	\$1.00
Shields, Bulkley & Lemon	\$1.00
Curtiss, Dutton & Co.	\$1.00
Jennings & Smith	\$1.00
Edson, Moore & Co., Detroit	\$1,000.00
A. C. McGraw & Co.	\$24.61
J. K. Burnham & Co.	\$1.00
Union Chair Co., Kalamazoo	\$1.00
Sampson, Black & Grant	\$1.00
W. D. Robinson & Co.	\$1.00
Big Rapids Furniture Co., Big Rapids	\$1.00
Colby Winger Co., Reading, Mich.	\$1.00
Globe Casket Co., Kalamazoo	\$1.00
Bub & Kipp, Milwaukee	\$1.00
Oliver & Co., Allegan	\$1.00
Carlyle & Co., Columbus, Ohio	\$1.00
Blank & Schindler, Indianapolis	\$1.00
Rogers & Lewis, Fort Wayne, Ind.	\$1.00
Appleton Knitting Co., Appleton, Wis.	\$1.00
La Porte Woolen Mills, La Porte, Ind.	\$1.00
Wilber, DuBois & Wilber, Troy, N. Y.	\$1.00
R. & J. Cummings, Toledo	\$1.00
Burgut & Hart	\$1.00
Phoenix Chair Co., Sheboygan, Wis.	\$1.00
Blake & Co., Racine, Wis.	\$1.00
Broadhead & Worsted Mills, Jamestown, N. H.	\$1.00
Leland, Rice & Co., Boston	\$1,400.00
Luce & Smith	\$1.00
Mosier, Rahman & Co., Cincinnati	\$1.00
J. A. Stocum, Sunborn, Iowa	\$1,263.00
Frederick C. Stegman, Courtland	\$1.00
Wm. Powell, Rockford	\$1.00
Julia A. Stocum	\$1.00

Plainwell Points.

From THE TRADESMAN'S Reporter.

Plainwell has now two cigar factories. Geo. H. Richards has traded the Bridge Street House for a farm near Lawton, and D. C. Coleman will hereafter act as mine host.

R. S. Putnam proposes to build four large threshing machines this winter.

J. C. Ives has received an engine and boiler for his turning factory.

Merchants report a satisfactory holiday business, in most cases larger than last year. While the general tendency has been to keep stocks down to the lowest possible limit, the retailers here find that the inventories will reveal fully as heavy stocks as have ever been carried heretofore, and also that the balance for the year is on the right side of the ledger.

Growth of Sparta Center.

There are few, if any, towns in the State that can show a more substantial growth during the past year than Sparta Center. With the increase in population and business has come an augmented trade for retail dealers, without—as is often the case under such circumstances—an undue increase in the number of tradesmen. The new I. O. O. F. building is now completed and occupied, and the Anderson block, containing two stores, is nearly ready for occupancy. C. H. Loomis' new building, to be occupied as a hardware store, is being pushed forward as fast as the weather permits. Numerous new cottages here and there over the town, indicate the thrift and enterprise of the men who have come to Sparta to make their homes.

Late Furniture Gossip.

The Pentwater Furniture Co. is getting out an illustrated, 24 page catalogue. Nelson, Matter & Co. have received an order to furnish the new McClure Hotel at Wheeling, West Virginia. It was secured by M. L. Fitch, the Eastern traveling representative of the firm.

Fruit & Produce at Wholesale

Choice Butter, Eggs, Cheese, Mince Meat, Maple Syrup, Jellies, Buckwheat Flour, and Foreign and Domestic Fruits and Vegetables.

Careful Attention Paid to Filling Orders.

M. C. Russell, 48 Ottawa St., G'd Rapids.

F. J. LAMB & COMPANY,

—WHOLESALE DEALERS IN—

Butter, Cheese, Eggs,

Apples, Onions, Potatoes, Beans, Etc.

NO. 8 IONIA STREET.

GRAND RAPIDS, - MICHIGAN.

COUNTRY PRODUCE.

Cider—Good quality and selling freely at 18c@20c per gal.
Celery—Active and firm at 25c@30c per doz.
Cabbage—Very firm and scarce at \$10@ \$15 per 100.
Clover Seed—Firm at \$5@6.50 per bu.
Timothy—In ample supply at \$1.65 per bu.
Sweet Potatoes—Jerseys, Baltimore and Illinois are in limited supply at \$5.50.
Grapes—Catawaba out of market.
Cranberries—Cultivated Wisconsin, firm at \$10.50@12 per bbl. Extra fancy, \$13.
Poultry—In good demand. Spring chickens firm at 9@10c per lb., and old fowls active at 7@8c. Turkeys scarce at 14c.
Eggs—Fresh are in fair demand at 25c@26c, and pickled stock are steady 23c.
Dried Apples—Quarters, 7@8c per lb.; evaporated, 14c@15c.
Honey—In comb, 10@18c per lb.

Potatoes—The glut is gradually moving off, and although prices have not taken an upward tendency, they are firmer than for two months past. Small lots are selling at 45@50c.

Apples—Winter fruit is firmer, and is selling freely at \$3.50 per bbl. Extra fancy, \$4. Butter—Very dull and little moving. Dairy rolls are moving slowly at 20c@21c, and packed at 16c@20c. Western creamery, 25c@27c.

Onions—Dull and slow. Sales of choice yellow made at \$1.75@2 per bbl., and 65c per bu. in sacks.

Squash—Hubbard in fair supply at 2 1/2c per lb.

Buckwheat—New York patent, \$4.25 per 100 lbs, and \$8.00 per bbl. For ten barrel lots, these prices can be shaded a trifle.

Cheese—Full cream, firm at 14 1/2c; skim, active at 9c@11c.

Beans—Fair demand and moderate sale at \$2.00@2.25 for handpicked, and \$1.25@ \$1.75 for medium.

Peas—Holland \$4.25 per bu.

Pears—California \$3.75 per case.

Ruta Bagas—Very firm at 45c per bu.

Beets—In good demand at 75c per bu.

One of the most wonderful things about paper is its strength. As an illustration of this a Bank of England note twisted into a kind of rope can suspend as much as 329 pounds on one end of it and not be injured in the least.

DRUG STORES FOR SALE.

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

DRUG STOCK FOR SALE at 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.

F. J. DETTENTHALER

Successor to H. M. Bliven.

—WHOLESALE—

OYSTERS

AND CANNED GOODS.

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

117 MONROE STREET.

GRAND RAPIDS, - MICH.

PECK BROTHERS,

129 and 131 Monroe Street.

—WHOLESALE—

DRUGGISTS

Prices in No Instances Higher than those Quoted in this Paper. Write us for Special Quotations.

STEAM LAUNDRY

43 and 45 Kent Street.

A. K. ALLEN, Proprietor.

WE DO ONLY FIRST-CLASS WORK AND USE NO CHEMICALS.

Orders by Mail and Express promptly attended to.

HAZELTINE, PERKINS & CO.,

Wholesale Druggists,

AND DEALERS IN LUBRICATING AND CARBON OILS.

Manufacturers' Agents,

—IMPORTERS AND JOBBERS OF—

DRUGGISTS' SUNDRIES & BRUSHES,

Nos. 42 and 44 Ottawa Street., 89, 91, 93 and 95 Louis St.

GRAND RAPIDS, - MICHIGAN.

Agents for STEWART BRUSH CO. and GRAND RAPIDS BRUSH CO.

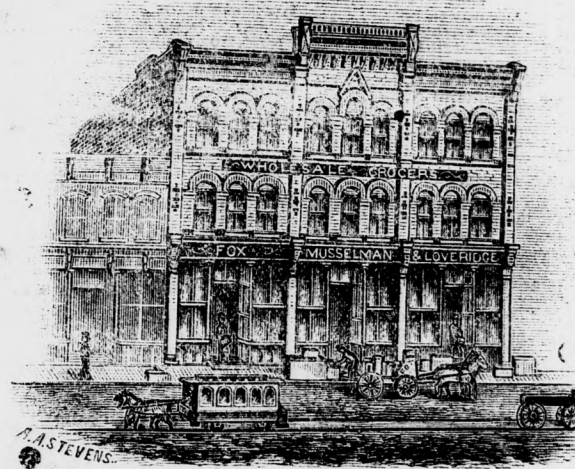
ORANGES!

We have arranged to handle a large quantity of Florida Oranges this season, and are shipping in Full Carload Lots direct from the growers. The crop is large and Fine, and is selling at Very Low Prices.

Special Prices for Large Lots.

PUTNAM & BROOKS.

FOX, MUSSELMAN & LOVERIDGE,



WHOLESALE GROCERS,

44, 46 and 48 South Division Street, Grand Rapids, Mich.

—WE ARE FACTORY AGENTS FOR—

Nimrod, Acorn, Chief, Crescent & Red Seal Plug Tobaccos.

Our stock of Teas, Coffees and Syrups is Always Complete.

—WE MAKE SPECIAL CLAIM FOR OUR—

Tobaccos, Vinegars and Spices!

OUR MOTTO: "SQUARE DEALING BETWEEN MAN AND MAN."

CORRESPONDENCE SOLICITED.

WHOLESALE

HAT & CAP STORE

PRICES GUARANTEED

AS LOW AS CHICAGO AND NEW YORK!

GOOD FUR CAPS, \$22.50 PER DOZEN. — WOOL HATS, \$4.50 AND UPWARDS. GENUINE FUR HATS, \$13.50 AND UPWARDS.

—LARGE LINE OF—

Imported Scotch Caps, Lumbermen's Goods, Mackinaw Shirts & Drawres.

—AGENCY FOR THE—

Pontiac Filled Mitts, Socks and Boots!