

The Michigan Tradesman.

VOL. 1.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, JANUARY 16, 1884.

NO. 17.

D. DARWIN HUGHES—WALTER H. HUGHES.
D. D. & W. H. HUGHES,
ATTORNEYS-AT-LAW,
Ledyard Block, Ottawa St., Grand Rapids.

Special attention given to the COLLECTION OF CLAIMS and Commercial Litigation in the City and throughout Northwestern Michigan. Also, Proofs of Claims in Assignment Cases.

C. P. BIGELOW,
—WHOLESALE DEALER IN—

SURGICAL INSTRUMENTS

—AND—

APPLIANCES,

NO. 8 CANAL STREET,

GRAND RAPIDS, MICHIGAN.

The Largest House, and Only General Jobbing House of the Kind in Michigan.



EATON, LYON & ALLEN,

20 and 22 Monroe Street,
GRAND RAPIDS, MICHIGAN.

Respectfully announce to the Trade that they are better than ever prepared to supply all requirements in the line of

BOOKS AND STATIONERY,

As their facilities are unsurpassed, and their stock will be kept in such condition as will give entire satisfaction, both in the line of staples and novelties.

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 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 kalsomines, or other whitening preparations, have inert soft chalks, or glue, for their base, which are rendered soft, or sealed, 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.

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.

Grocery Business FOR SALE.

A well-selected stock of groceries situated in a growing town of 1,500 population is offered for sale. The stock will inventory \$3,000 to \$3,500, and the cash sales last year amounted to \$20,000. The store is located in the best part of the town, the building is of brick, and the rent but \$300 per annum, with a lease having three years yet to run. Best of reasons for selling. Address XXX, care THE TRADESMAN, Grand Rapids, Mich.

Dissolution of Partnership.

GRAND RAPIDS, January 3, 1884.
Notice is hereby given that the firm of Freeman, Hawkins & Co., composed of the undersigned, has this day been dissolved, by mutual consent, Mr. Thomas S. Freeman retiring. The business of the late firm will be continued by Messrs. Lewis E. Hawkins and George R. Perry under the firm name of Hawkins & Perry, to whom all debts of said firm of Freeman, Hawkins & Co. must be paid and by whom all claims against said firm will be settled. [Signed] THOMAS S. FREEMAN, LEWIS E. HAWKINS, GEORGE R. PERRY.

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 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.

STATEMENT OF THE CONDITION OF THE NASON LUMBER COMPANY, at Grand Rapids, in the State of Michigan, December 31st, 1883.
Capital Stock.....\$150,000 00
Paid in.....75,000 00
Indebtedness.....None
C. F. NASON, President.

ATTEST: S. LUTHER, EDWARD TAGGART, Directors. J. L. LOCKE, State of Michigan, County of Kent—ss. C. F. Nason, being duly sworn, deposes and says that he is President of the Nason Lumber Company above named, that the foregoing is a correct statement to the best of his knowledge and belief. C. F. NASON. Subscribed and sworn to before me this 12th day of January, A. D. 1884. ARTHUR C. DENISON, Notary Public Kent County, Mich.

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.

F. J. DETTENTHALER

Successor to H. M. Bliven,

—WHOLESALE—

OYSTERS

AND CANNED GOODS.

Agent for Farren'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.

R. 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.

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.

The Merchant's Soliloquy.

To buy, or not to buy, that is the question; Whether 'tis nobler in the man to suffer The ceaseless clatter of a drummer's tongue, Or, in self-defense, use extreme means, And with an order quiet him. To order, to try Once more; and by a chance to say we get The goods that we buy—'tis a consummation Devoutly to be wished. To buy—to pay: To pay; perchance to fail; aye, there's the rub. For in that lapse of time what bills may come Too often, and too large, must give us pause. There's the respect that makes trading of so long life; Thus drummers do make covetous of us all. For who would bear the "date ahead" and "four months time" The heavy expense, the landlord's punctuality, The excessive freights, the lights and coal, The insolence of customers, the aged stories, The merchant from the drummer takes, When he himself might all this avoid By simply assigning. Who would such trials bear.

To grunt and sweat around a general store, But that the dread of something worse— The doubtful result of making a change— (puzzles the will) And makes us rather cleave to the business [we have]

Than fly to others that we know not of! Thus drummers do make covetous of us all; And thus what little's left of resolution is sickled over by the persuader's talk; And from offers of "spot cash" bargains, Not having the means, we're obliged to turn away.

To meet the notes accruing.

The Furman Fiasco.

The Furman failure is beginning to be looked upon by interested parties as peculiar in many respects. Mr. Furman must certainly have known that the Chickering party he was coming due, that he himself could not meet it, and that he himself could not. He must have been aware that he was not in a solvent condition, and that an assignment was but a question of time. Taking these things into consideration, was Mr. Furman justified in continuing to buy on credit, knowing—as he must have known—that he could not pay dollar for dollar? This question is a pertinent one at this time, and it is difficult to see how it can be answered in any way that will not reflect unfavorably on this and all other similar transactions. The passage of an act making it a criminal offense, punishable by imprisonment at hard labor, for an insolvent debtor to buy goods on credit, would have a salutary effect upon such cases, and prevent many of the arduous "lay-outs" that are too frequent at the present time.

D. D. & W. H. Hughes, at the instance of Higgins & McNeal, of Chicago, replevied six chests of tea from the stock last Friday, which has been the only litigation yet had over the matter. The goods were purchased on December 18th, and the replevin was based on the fact that Furman was insolvent at the time the sale was made.

"That's just the way it always goes with the 'high-toned' city trade," said a jobber of long experience, referring to the Furman failure, "so long as those fellows have good credit and can pay their bills promptly, they buy in Chicago and New York—not because they get the goods any cheaper, but because it sounds bigger. But when they get slack in their payments and begin to get ready to fail, they invariably stick the home dealers for the bulk of their liabilities. I've seen twenty just such cases in the past dozen years.

Country Produce.

Cider—No extra good juice in market, and but little of any kind in stock. The latter is selling at 20¢ gal.

Cabbage—No desirable stock in market, and no one will agree to fill orders.

Celery—Active and firm at 25¢/30¢ doz.

Clover Seed—Choice medium firm at 87¢ bu. and mammoth in fair demand at 87¢.

Timothy—In ample supply at \$1.65 gal. bu.

Sweet Potatoes—Out of market for this season.

Eggs—Fresh in fair supply at 28¢/30¢ doz.

Pickled stock is nearly exhausted, selling freely for 25¢.

Cranberries—Cultivated Wisconsin, firm and dry at \$10.50/\$12 bbl. Extra fancy, \$13.

Dried Apples—Quarters active at 7½¢ lb. Sliced quarters, 7½¢/9¢. Evaporated, 14¢/15¢.

Honey—In comb, 16¢/18¢ lb.

Potatoes—But little moving, but slight upward tendency in prices. Small lots are selling at 50¢, and carload lots can be had for 45¢.

Onions—Firm and in better demand. Choice yellow, 82.25¢ bbl., and 70¢ bu. in sacks.

Squash—Hubbard in limited supply at 2½¢/3¢ lb. Another week will probably exhaust the supply.

Apples—Winter fruit is firmer, and is selling freely at \$3.50/\$4 bbl. Extra fancy, \$4.

Butter—Firm, with slight upper tendency. Dairy rolls are moving slowly at 20¢/22¢, and packed at 16¢/20¢. Western creamery 27¢/28¢.

Buckwheat—New York patent, \$4 per 100 lbs. and 87.75¢ bbl.

Cheese—Full cream, firm at 14¢/15¢; skim, active at 9¢/11¢.

Beans—Fair demand and moderate sale at \$2.00/\$2.25 for handpicked, and \$1.50/\$1.75 for medium.

Peas—Holland \$4.25 gal. bu.

Pears—California \$3.25 case. Very few in stock.

Ruta Bagas—Very firm at 50¢ gal. bu.

Barley—Choice commands \$1.30 gal. 100 lbs.

Hops—Choice in fair demand at 20¢/22¢ lb.

Poultry—Very scarce, almost none in the market. Spring chickens are occasionally to be had at 14¢, and old fowls readily command 12¢/13¢. Turkeys are not in market. There is a fair supply of geese at 14¢, and a few ducks are to be had at the same price.

The Secret.

A tramp who had asked a citizen of Jersey City for a cash lift was met with the reply:

"Sir! I began life on thirty cents and am now worth fifty thousand dollars, and no man ever gave me a penny in my life."

"And I sir," added a second citizen, "have made a fortune of \$40,000 by my own unaided efforts."

"While I," modestly remarked a third, "began life as a jobber, and now live on the interest of my money."

"Gentlemen," said the tramp, as he looked from one to the other, "I thank you. You have planted new courage in my fainting heart. I will begin this very hour to amass a competency. Which of you can post me how to fail in business and get my start by beating my creditors?"

SUSTAINED.

First Decision Under the New Law Relating to Assignments.

For a year or more prior to October 5, 1883, L. F. Mumford carried on the business of selling buggies, wagons, robes, whips and horse furnishing goods at Kalamazoo and Battle Creek. At the date last mentioned the Kalamazoo City Bank placed on file a chattel mortgage for \$2,500, given by Mumford to the bank about one year previous thereto, but which had not been recorded until the date above mentioned. On the following day, October 6, 1883, the bank renewed said mortgage, and on the 8th of the same month obtained and placed on file a new chattel mortgage for \$2,300, being the balance then due of the amount secured by first mortgage. On the 6th of the same month Mr. Mumford transferred his Battle Creek stock to his wife in payment, or part payment, of an indebtedness claimed to be due her, and on the 16th of the same month he made an assignment for the benefit of his creditors, which was declared to be subject to the bank mortgages. About the first of November following the assignees sold the assigned stock to the Kalamazoo wagon company, subject to the bank mortgages, realizing about \$200 therefor. Soon thereafter the wagon company paid the bank the amount due on the chattel mortgage.

On or about the 26th of the same month some of the unsecured creditors of Mumford filed a petition under Act 193 of the Session Laws of Michigan, praying for a receiver upon the ground that the transfer to his wife and the chattel mortgage to the bank were preferences and in violation of said Act 193. They also claimed that both the assignment and the subsequent sale to the Wagon Company were void, on the ground that the assignment on its face recognized preferences by mortgage, etc. Mumford and wife, the bank, the assignee and the Wagon Company were all made parties defendants to this proceeding.

At the hearing the defendants appeared by attorneys and moved to quash the proceedings on various grounds, principally that the law was unconstitutional, and that the petition did not set forth sufficient facts to make a case. After a lengthy argument by counsel, the court, in a long opinion, sustained the petition and the jurisdiction, whereupon proofs were taken to sustain the allegations of the petition upon the merits of the case; and the court, as by reference to the following opinion delivered January 8, has decided that the proofs sustain the petition upon the merits and directs an order for the appointment of a receiver. This is a case of great interest to all lawyers in the State as well as bankers and business men generally, as it is the first adjudication in which the new law, which is a great departure from any legislation ever heretofore had in this State in regard to the rights of debtor and creditor, and which, in fact, embraces many of the main features of a National bankruptcy law, and is also believed to be largely the cause of the many failures having been done, and proofs having been taken, the application is now to be determined upon its merits.

The evidence adduced establishes prime facts:

First—That Lafayette Mumford is, and has been for some months, insolvent.

Second—That the chattel mortgages held by Mumford on account of the City Bank are preferences within the intent and meaning of the law, and particularly Sections two and four thereof.

Third—That the assignment executed by Mr. Mumford to Henry E. Hoyt was a conveyance within the intent and meaning of Sections three and four of the Act, and as such, invalid.

Fourth—That the sale of the Battle Creek stock to Mrs. Mumford by her husband was also contrary to Sections two and four of the Act, and void.

Fifth—That the sale of the stock of Mumford by his assignee to Mr. Myers was unauthorized, and conveyed no title thereto.

Sixth—That although the Kalamazoo Wagon Company was not a corporation, as alleged in the petition, inasmuch as Mr. Myers appeared by attorney in these proceedings, and is the sole surviving member of the Kalamazoo Wagon Company (improperly described as a corporation) he is properly before the court.

I am, therefore, of the opinion that a receiver should be appointed as prayed.

Settlement of the A. W. Fisher Matter.

W. D. Telford, the assignee for Alfred W. Fisher, the South Division street grocer, recently filled the result of the inventory of the stock, accounts, etc., from which it appeared that the stock and fixtures were worth \$186.25, the horse, harness, wagon and sleigh \$220, and the good accounts \$185.73, making the total assets \$1,191.98. The assignor took as his exemption the horse, wagon, harness, sleigh, coffee mill, and one barrel of sugar, the total value of which was \$249.80. The liabilities were \$2,402.79, distributed among 29 creditors in the following amount:

Arthur Meigs & Co., Grand Rapids.....	\$1,400 00
Vandriel & Co.	10 05
W. H. Blanchard & Co.	110 00
Moseley Bros.	25 41
Wm. Sears & Co.	34 71
F. J. Lamb & Co.	90 00
C. H. Leonard & Co.	54 50
H. Leonard & Sons	10 13
Grand Rapids Packing Co.	18 00
C. G. McCulloch & Co.	49 20
Eaton, Lyon & Allen	21 73
Walker & Sons	7 60
M. C. Russell	26 00
Chas. Hoffman	90 75
Grand Rapids Ice Co.	16 45
Voigt, Herpold & Co.	36 75
Jennings & Smith	8 00
Putnam & Brooks	2 00
Thos. Wasson	2 00
Albert Coyne & Son	5 00
J. P. Smith, Sons & Co., Chicago.....	64 00
G. A. Wisley & Co.	55 00
Quinlin Bros.	14 61
Central City Soap Co., Jackson.....	36 00
J. P. Smith, Sons & Co., Pittsburg.....	25 61
Camden Soap Co., Philadelphia.....	9 08
Chase & Sawborn, Boston.....	31 25
Levering & Co., Baltimore.....	46 72
Stanwood & Co., Gloucester, Mass.....	54 39

The stock was sold by the assignee to Arthur Meigs & Co. for \$650, and the probabilities are that creditors will receive about 15 per cent. of the amount of their claims.

National Bankruptcy Legislation.

Hon. Julius Houseman, member of Congress from this district, has favored THE TRADESMAN with drafts of four bills introduced in the House on December 10 and 11, to provide for a uniform system of bankruptcy. One of the measures, introduced by Mr. Morse, of Massachusetts, is the original Lowell bill, and the others embody nearly the same features, there being a slight variation in some of the provisions. More extended reference will be made to this subject hereafter.

TWO PER CENT.

The Amount the Newmans' Creditors Will Probably Receive.

"What is the present status of the Newman matter?" asked the assignment reporter of THE TRADESMAN of assignee Wm. M. Robinson yesterday.

"Twenty-five hundred dollars, cash in bank, the result of the sale of the stock here," was the reply.

"How about the stocks at Kalamazoo and South Bend?"

"The Kalamazoo stock was sold by the Newmans to Phillip's mother-in-law, Mrs. Louis Redlich, the day before the assignment was made. The morning of the day following—the one on which the assignment was made—the Newmans confessed judgment at Kalamazoo on an alleged claim, and the parties attached the South Bend stock, the sale not bringing enough to satisfy the judgment. So you see I have only \$2,500 assets to offset \$30,709.62 liabilities."

"What do you think of the matter?"

"It is the nastiest job I ever got mixed up in, and one of the most transparent frauds that has ever been brought to my notice."

"Where are the Newmans now?"

"I am told that they are at South Bend. They keep out of this State to evade service."

"Do the Newmans put in a claim for exemptions?"

"Yes, both of them put in a claim. That leaves \$2,000, out of which is to come the costs, which amount to several hundred dollars."

"Then the creditors will not realize more than 5 per cent.?"

"No, nor half that."

Messrs. Turner & Carroll, who represent about ¾ of the creditors were next seen. They stated that they had been employed to ferret out the fraudulent features of the transaction, and had traced a considerable portion of the missing stock to Chicago auction houses, where the goods had been worked off. If the Newmans should return here, actions could be brought against them that would compel them to disclose, but so long as they remain in another state, it will be almost impossible to proceed against them, as there is no probability that the Governor of Indiana could be prevailed upon to grant a requisition. They were both emphatic in declaring the failure to be the most fraudulent transaction of the kind ever occurring in this part of the State; and in this opinion all who are acquainted with the circumstances of the case will concur.

Late Furniture Gossip.

Harry McDowell, traveling salesman for the McCord & Bradford Furniture Co., starts out on his Eastern trip on the 20th.

The Estey Manufacturing Co. at Owosso has just erected a fine brick office. The establishment now occupies 119,000 square feet of floor room.

The Coldwater chair factory will hereafter be operated by Jas. Atwater & Sons, Mr. Livingston having disposed of his interest in the establishment to them.

Stow & Haight have in preparation for the late spring trade three patterns of pillar extension tables in ash. They are having a heavy sale of their tables with patent knock-down attachment.

Nelson, Matter & Co.'s new spring goods are now ready for the inspection of wholesale buyers, and a very attractive display it is. Hardly the usual number of chamber suits is shown, but their attractiveness makes ample reparation for the lack in numbers. Many of the spring styles shown by the firm are marked by a species of Moorish open work. One of the neatest things on exhibition is a maple suit, with bird's-eye panels. A hotel combination suit is shown, composed of but two pieces, the dressing case and comode being combined. Another novel conception is a chiffonier wardrobe, with glass door, veneered inside and out, and a chest of drawers behind the door. Six different styles of hall trees are shown, most of which are made in mahogany, walnut and oak. More goods are made in the latter wood this season than ever before.

A Few of Many.

S. S. Burnett, general dealer, Collins, writes: "THE TRADESMAN is a good one, and I wish you success."

Morris & Co., druggists, La Porte, Ind., write: "It is a good paper, and cannot fail to be of incalculable value to all dealers."

□ A northern dealer writes: "I find the market reports in THE TRADESMAN sharp and accurate, and have derived much benefit from them."

Brooks & Cook, grocers and provision dealers, Hastings, write: "Should miss it much, if we were not to receive it regularly."

Marshall, Gallatin & Co., grain, lumber, etc., Nashville, write: "We find this a valuable paper for our business. One single copy has done us more than \$10 worth of good on place."

It is unnecessary to add that the above were each accompanied by \$1 bills.

Mr. Blank is a northern dealer and contrary to what his name implies, he is not only not 'dull' but very busy. He buys largely from a leading jobbing house in this city. Every thirty or sixty days he comes down to the house to pay his bill, and it has been the usual custom to ask him out to take several glasses of beer to wash down dull care. One day he called at the office to pay his bill, when one of the gentlemen told Blank that they were not dull, but rather busy, and could not afford to loose the time to go out and take the beer; but, in consideration of the usual practice, they would accept thirty cents less than the amount of the bill, and Blank could take the amount of the bill, and himself treated. He accepted the "proposition." Since that time the firm has never been dull, and Blank, when he comes down to settle up, regularly deducts thirty cents, goes out, takes his beer, and is "in" just a "cavawater of a dollar."

If the fashionable demand for kittens' heads continues abroad, our American furriers will have a new article to work upon, one with millions in it. The vast stock of old cats now lying loosely around within easy transportation of the market will enable the dealers to supply large heads for less than kitten craniums can be furnished on the other side of the water—a great inducement to shrewd buyers anxious to secure the largest possible quantity of merchandise for smallest amount of money.

Undervaluing Another's Capability.

Money is not the only capital required for successful business, but many merchants, forgetting, perhaps, their own early life, look askance at the beginner with small means. One of the prominent and wealthy men of Boston, when he commenced business for himself, had little capital, and calling on a well-to-do lumber dealer for credit, was curtly asked to come again next day, and the man of means and boards "would see." Promptly the next day the young man called, found the lumber merchant standing on a pile of his merchandise, and was thus addressed: "Well, young man, I cannot find that you have anything but a pair of hands." Looking the other in the eye, the young merchant replied: "Yes, I have a pair of legs to take me out of your confounded old lumber yard!" And he marched out, and with him went thousands of dollars worth of business in other parties, in his steady upward progress, to the continued chagrin of the man who had so underval

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. 16, 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.

DECAY OF THE SUGAR INDUSTRY IN CUBA.

The island of Cuba is no longer the opulent region it was twenty years ago, before the protracted and exhaustive insurrection broke out, and when its slavery system, the harshest and most cruel in the world, was in the height of its productive capacity. A quarter of a century ago, the acquisition of Cuba was the dream of many an American statesman; now, no one cares for it, and a majority of the American people would probably oppose it. During the war, its magnificent estates were ravaged, its sugar houses burned, and the palatial dwellings of its planters in the insurrectionary districts have been allowed to go to decay. Even its great interest, sugar planting, is on the decline. Our consul at Matanzas, Mr. Vickers, writes to the State Department that the crop of last year will fall 30 per cent. below that of the year before. The lands are becoming exhausted, very little improved machinery has been introduced in the sugar houses of late years, and the planters have heaped up mortgages on their estates until they are hopelessly insolvent. And yet the home government extorts an enormous revenue from the island even in its decay. The population is about 1,500,000, more than one-half negroes, who possess little or no property and pay little or no taxes; but this population pays a revenue of \$34,269,000—a net per capita tax of \$23. The district taxes range from two to 16 per cent., exclusive of the municipal taxes of 6 per cent. more. There is an export duty of \$6 per hoghead on sugar, and all supplies that enter the island from foreign countries pay a heavy import duty. The process of emancipation in the island has begun, and, in a few years, the slaves will be free—and then Cuba, once the home of opulent planters and merchants, and the seat of a splendid vice-royalty, will become the uninteresting home of a million Africans.

ARE YOU INSURED?

At the present time, when so many towns without adequate fire protection are being visited by fire, a particularly pertinent question naturally arises—the question of insurance. It has been said, and well said, that a business not worth insuring better be abandoned; and in view of the losses that have lately fallen on both jobbers and retailers, the statement would appear to be irrefutable. A dealer who buys on credit has no right to imperil the property of his creditors, unless he has ample capital to make them good, in case of a loss by fire. It is too frequently the case that the destruction of an uninsured stock falls as heavily on the jobber as on the retailer, the latter forcing his creditors to accept a compromise nine times out of ten. So frequent have been instances of the latter of late that a number of wholesalers at this market have resolved not to extend credit to any considerable amount hereafter to any dealer who neglects to carry an insurance equivalent to his liabilities, in case he would be insolvent should a loss occur. And one house proposes to print the inquiry, "Are You Insured?" at the top of all billheads used, insisting upon this precaution on the part of customers. The mercantile agencies are influenced in no inconsiderable degree, in their classification of ratings, by the amount of insurance carried, and frequently rate an uninsured dealer two grades lower than they would otherwise, especially if he would not be solvent in case of a loss. Aside from the above reasons why a dealer should protect his creditors and seek to keep his credit good, there are abundant reasons why he should protect himself, and not lay himself open to the charge of disregarding sound business methods—not the least important of which is insurance against fire.

A recent compilation places the number of dealers and manufacturers in Michigan as follows: General dealers, 1,410; grocers, 3,044; wholesale grocers, 50; tobacco and cigar dealers, 234; wholesale tobacco dealers, 17; dry goods dealers, 466; boot and shoe dealers, 693; clothiers, 299; druggists, 1,178; agricultural implement dealers, 534; hardware dealers, 899; wholesale hardware dealers, 8; metal workers, 379; founders, 208; agricultural implement manufacturers, 183; flour manufacturers, 717; saw mills, 1,362; planing mills, 213; furniture factories, 65; wood workers, 151; woolen and cotton mills, 390; steam users, 600; wire consumers, 11.

Sale of Good-Will.

How far the good-will of a commercial establishment will stop the vendor from opening a similar establishment in the same vicinity within a short time after the sale, in the absence of an express understanding or stipulation to the contrary, is a question that has recently occupied the attention of the Supreme Court of Louisiana, resulting in the decision that the vendor is not by such sale precluded from so doing.

A Frenchman's Way.

"Business is very bad, stocks are always falling, and yet you always seem to have money. How do you do it?"
"It is very simple. I never pay any of my old debts."
"And the new ones?"
"I let them grow old!"

Don't Give "Down Weight."

An organ of the grocery trade remarks that an unsuspected source of loss to many in that business is inaccurate weighing. To weigh out sixteen and a half ounces to the pound is as inaccurate as weighing out fifteen and a half. Many grocers think it a good thing to give down weight, but it is a losing operation, unless enough more is charged for the material to make it up, but this is seldom, if ever, done. A retailer purchases a barrel of sugar, weighing say 300 pounds net. If he has to make 50 packages of this, and gives down weight every time, his loss will be considerable. What is necessary to do is to learn to weigh accurately, and this consists in having the scales balance. It is a common thing for customers to watch the scales during the weighing operation, and if it is necessary for the salesman to keep putting in and taking out to get the scales to just suit him, they become suspicious and think that something is going wrong. A skillful person will manage to put just the amount in the scales needful to make them balance, and there the matter should end. This gives no cause for fault finding—the exact weight has been given, the customer has not been wronged and the grocer does not cheat himself, as he always does when he gives "down weight." In taking money from customers, 100 cents are counted as a dollar, and, in selling to them, 16 ounces should count a pound, nothing more nor less.

Something New in Rubber Boots.

From the Shoe and Leather Review.
To many men employed in various occupations rubber boots are a necessity. While engaged at their labor they wear these boots continuously. But rubber boots, even the best of them, do not stand continuous wear well. The soles wear out rapidly, and supplying himself with rubber boots becomes quite a tax on the laborer. Rubber in the soles will not wear like leather. Recognizing this fact has led different men to attempt to manufacture a boot with a rubber upper and a leather sole. The earliest efforts in this direction were unsuccessful. The ordinary rubber upper was found to tear away from the fastening uniting the upper with the sole. This difficulty has at last been overcome by making a rubber upper with a bottom especially prepared for the reception of the leather in-sole and out-sole. The process of preparing the rubber bottom is covered by letters patent. The leather soles are fastened with clinching screws on solid iron lasts. Rubber boots made by this process are consequently waterproof, and wear from three to five times as long as ordinary rubber boots. The writer has seen boots with the uppers in complete preservation—not a hole in them after seven months of continuous daily wear. These boots are now on the market. They are already in the hands of many retail boot and shoe dealers, and are giving good satisfaction.

Three Dollars Ahead.

A long-waisted man, with the nose of an ox and an eye full of speculation, walked up to a second hand clothier the other day, and said:
"See that overcoat hanging out down there?"
"Of course."
"Well, I've taken a fancy to it. It's rather cheeky to ask you to go down there, but I'll make it an object; I won't give but \$8 for that coat, but I'll give you a dollar to buy it for me. You are also a Jew, and you know how to beat him down. Here are \$9."
The dealer took the money and started off, and in five minutes was back with the coat.
"Good," chuckled the other. "I reckoned you'd lay him out. How much did you make for your share?"
"Vell, ash dot is my branch store, and I only ask six dollar fur de goat, I was about tree dollar ahead."

TIME TABLES.

Michigan Central—Grand Rapids Division.

DEPART.		
Detroit Express	6:30 a m	
Day Express	12:45 p m	
New York Fast Line	6:50 p m	
Atlantic Express	8:45 p m	
ARRIVE.		
Pacific Express	7:10 a m	
Local Passenger	11:45 a m	
Mail	4:20 p m	
Grand Rapids Express	10:50 p m	
The New York Fast Line runs daily, arriving at Detroit at 11:40 p. m., and New York at 9 p. m. the next evening.		
Direct and prompt connection made with Great Western, Grand Trunk and Canada Southern trains in same depot at Detroit, thus avoiding transfers.		
The Detroit Express leaving at 6:20 a. m. has Drawing Room and Parlor Car for Detroit, reaching that city at noon, New York 10:30 a. m., and Boston 2:40 p. m. next day.		
J. T. SCHULTZ, Gen'l Agent.		

Detroit, Grand Haven & Milwaukee.

GOING EAST.		
	Arrives.	Leaves.
*Steamboat Express	6:45 a m	
*Through Mail	10:10 a m	10:20 a m
*Evening Express	3:20 p m	3:35 p m
*Atlantic Express	9:45 p m	10:40 p m
*Mixed, with coach		10:40 a m
GOING WEST.		
*Morning Express	12:40 p m	12:55 p m
*Through Mail	4:45 p m	4:55 p m
*Steamboat Express	10:00 p m	
*Mixed		8:00 p m
*Night Express	5:10 a m	5:30 a m
*Daily, Sundays excepted. *Daily.		
Passengers taking the 6:15 a. m. Express make close connections at Owosso for Lansing and at Detroit for New York, arriving there at 10:00 a. m. the following morning.		
Parlor Cars on Mail Trains, both East and West.		
Limited Express has Wagner Sleeping Car through to Suspension Bridge and the mail has a Parlor Car to Detroit. The Night Express has a through Wagner Car and local Sleeping Car Detroit to Grand Rapids.		
D. POTTER, City Pass. Agent.		
THOMAS TANDY, Gen'l Pass. Agent, Detroit.		

Grand Rapids & Indiana.

GOING NORTH.		
	Arrives.	Leaves.
Cincinnati & G. Rapids Ex.	9:32 p m	
Cincinnati & Mackinac Ex.	9:22 a m	9:50 a m
Ft. Wayne & Mackinac Ex.	3:57 p m	4:45 p m
G'd Rapids & Cadillac Ac.		7:15 a m
GOING SOUTH.		
G. Rapids & Cincinnati Ex.	6:32 a m	
Mackinac & Cincinnati Ex.	4:05 p m	4:32 p m
Mackinac & Ft. Wayne Ex.	10:25 a m	12:32 p m
Cadillac & G'd Rapids Ac.	7:40 p m	
All trains daily except Sunday.		
SLEEPING CAR ARRANGEMENTS.		
North—Train leaving at 4:45 o'clock p. m. has Woodruff Sleeping Car for Petoskey and Mackinac City. Train leaving at 9:50 a. m. has combined Sleeping and Chair Car for Mackinac City.		
South—Train leaving at 4:32 p. m. has Woodruff Sleeping Car for Cincinnati.		
A. B. LEET, Gen'l Pass. Agent.		

Chicago & West Michigan.

Leaves.		
*Mail	9:35 a m	4:00 p m
*Day Express	12:50 p m	10:45 p m
*Night Express	8:35 p m	6:10 a m
*Daily. *Daily except Sunday.		
Pullman Sleeping Cars on all night trains.		
Through parlor car in charge of careful attendants without extra charge to Chicago on 1:15 p. m., and through coach on 9 p. m. trains.		
NEWAYGO DIVISION.		
	Leaves.	Arrives.
Mixed	5:00 a m	3:20 p m
Express	4:00 p m	4:00 p m
Express	8:30 a m	12:45 p m
A. M. NICHOLS, Gen'l Pass. Agent.		

Candy Fruit Nuts

We keep a large force of hands constantly employed, manufacture all our stick, and can at all times give you the BEST GOODS, and in any quantity.

We buy ORANGES and LEMONS in LARGE LOTS from FIRST HANDS and ship in FULL CAR LOTS, which enables us to compete with any market in the country.

We always carry a HEAVY STOCK of ALMONDS, BRAZILS, FILBERTS, WALNUTS, PACANS, PEANUTS, and COCOANUTS, and can fill the LARGEST ORDERS at the LOWEST PRICES, either from here or direct shipment.

These are our MAIN SPECIALTIES, and for which we solicit your orders, fully believing that we can serve you to your entire satisfaction.

PUTNAM & BROOKS.

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.

A. B. KNOWLSON,

—WHOLESALE DEALER IN—

AKRON SEWER PIPE,

Fire Brick and Clay, Cement, Stucco!

LIME, HAIR, COAL and WOOD.

ESTIMATES CHEERFULLY FURNISHED.

Office—7 Canal Street, Sweet's Hotel Block. Yards—Goodrich Street, Near Michigan
Central Freight House.

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.

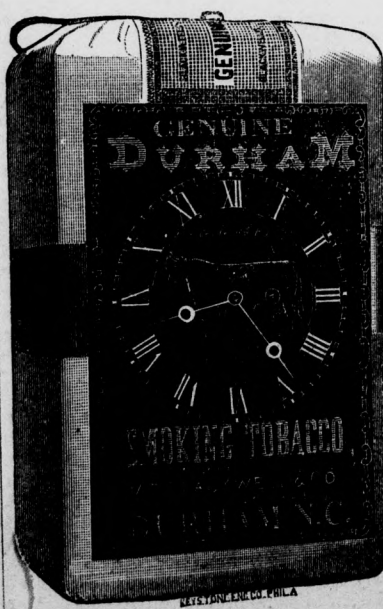
New York, August 1, 1883.

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.



SPRINC & COMPANY

—WHOLESALE DEALERS IN—

FANCY AND

STAPLE DRY GOODS

CARPETS,

MAT INGS,

OIL CLOTHS,

ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids, Michigan.



MICHIGAN TRADESMAN.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE, Editor and Proprietor.

OFFICE IN EAGLE BUILDING, 31 FLOOR.

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

WEDNESDAY, JAN. 16, 1884.

AMONG THE TRADE.

IN THE CITY.

M. B. Church left last night for a business visit to Chicago.

Boorhem & Kelly, saloonists, have dissolved, Chas. A. Kelly continuing.

E. Ware and J. J. Tucker, lumber and shingles, have consolidated under the style of Ware & Tucker.

Geo. F. Owen, now with Brewster & Stanton was in town Monday and Tuesday, on his initial trip for the new firm.

Dr. Henry Lever, the South Division street druggist, will open a branch store at Newway about the 20th of February.

Gaskell & Lawrence, dealers in groceries, on the corner of East Bridge and Barclay streets, have dissolved, Frank Lawrence continuing.

W. Hendershott, president of the Mallory Gypsum Works, Blue Rapids, Kansas, was in the city Monday for the purpose of joining the plaster pool.

The orange trade is brightening up and orders are coming in freely, especially from the South. Oranges and lemons are so good and cheap that they are bound to sell.

C. J. Fell, of Howard City, was in town Monday. He is greatly increasing his stock, in consequence of the dearth of grocery stores doing business there, and purchased of Hawkins & Perry.

John Goldsmith says that his project of starting a pail and tub factory at Big Rapids grows brighter every day, and that without doubt he will have the enterprise in successful operation by midsummer.

A meeting of the creditors of D. R. Stocum, of Rockford, was recently held in this city, and an offer of 40 per cent. was peremptorily refused. The refusal is attributed to the small number of creditors present.

The wholesale grocery firm of L. H. Randall & Co. has been dissolved by "mutual consent." L. H. Randall retiring. It is announced that the business will be continued under the style of L. E. Messmore.

Thos. S. Freeman, late of the firm of Freeman, Hawkins & Co., proposes to engage in the merchandise brokerage business, having already secured a number of reputable houses. He has not yet decided on the location of an office.

W. H. H. Walker has concluded to abandon the attempt to start a wheelbarrow factory at Hart, owing to the apathy of the people at that place to the proposed movement. He has signed with the Lansing Wheelbarrow Co., to act as superintendent of the works, at a salary of \$1,200 per annum.

Frank Chickering is "bringing matters to a focus," as he expresses it, and it is stated that he will shortly make an offer to his creditors of 10 per cent. cash and 50 per cent. unsecured paper. Several of the creditors have expressed themselves somewhat forcibly on the proposal, declaring that 20 per cent. cash is preferable to 100 per cent. paper, and that they will have 20 per cent. or nothing.

Instead of buying at Detroit, as has been the case with many of the Howard City dealers heretofore, the indications are that they will hereafter buy of the jobbers at this market. After much importunity from Detroit houses, F. O. Lord came to Grand Rapids, found the prices of the jobbers here lower than those made by the Detroit wholesalers, and purchased a full carload of goods of Cody, Ball & Co. and Clark, Jewell & Co. He opened up business, temporarily, in a rented building Saturday.

AROUND THE STATE.

S. C. Chumard & Co. have engaged in the bottling business at Muskegon.

Nelson & Birch, meat dealers at Muskegon, have dissolved partnership.

S. S. Drake, dealer in groceries at Bellaire, is succeeded by J. R. Underwood.

Strong & Hine, jewelers at Lowell, are succeeded by W. Hine, who assumes the indebtedness.

Crookshank Bros., dealers in dry goods and boots and shoes at Ionia, have assigned to J. H. Tubbs.

Barden & Trabert, dealer in dry goods and boots and shoes at Woodland, have dissolved, Mr. Doubt continuing.

The Michigan Preserving Co., at Detroit, has dissolved, Jas. Miller continuing the business under the same firm name.

J. M. Wade & Co. has engaged in the grocery business at Cadillac. They purchased their stock of Cody, Ball & Co.

Wm. L. Hazeltine has moved into his new brick building at Wayland, and claims to have the finest general store in Allegan county.

Grand-Gerard & Co. have purchased the meat market of Thos. Ward, at Big Rapids, and will run it hereafter in connection with their grocery business.

Rockford Register: John J. Ely will in a day or two have his barn moved up onto Courtland street, when he will be ready for the transaction of business. He will open up with a complete stock of new goods in the spring.

Johnson & Leibert have purchased the grocery stock of H. T. M. Treglow at Caledonia, and will continue the grocery business at the old stand. Mr. Treglow has moved his dry goods stock to Lowell, where he will re-engage in business.

The grocery firm of Martin & Clary, at Cadillac, has dissolved, Frank A. Clary retiring. The business will be continued under the name of H. N. Martin. Mr. Clary will engage in shingle making at the mill lately owned by O. A. Clark.

A. Brady, formerly Brady & Bliss, dealer in meats and produce at Luther, is reported to be insolvent, and as having a lively time evading prosecutions for fraud. J. O. Sabin, formerly Sabin & Berner, meat dealer at the same place, is also reported as not solvent.

Wm. Galarno, dealer in groceries and boots and shoes at Bay City, has made an assignment to Alvin Maltby, of the firm of Maltby Brothers & Co. Pressure of creditors was the cause. The liabilities are \$11,075; assets \$13,000, including stock and real estate. The heaviest creditor is A. C. McGraw & Co., of Detroit, who are "in" \$1,904.48. Galarno was prudent and industrious, and well thought of.

Edward Clark succeeds Martin Compton in the restaurant and notion business at Chase. He was formerly in the livery business at the same place.

The firm of Raby & Son, grocers at Montague, has sold its stock to Joe Ohrenberger and gone out of business. The firm is paying its liabilities, which are not large, dollar for dollar.

Rockford Register: Messrs. G. A. Sage and Wm. H. Myers will probably unite in putting up a double brick store building on the old Stinson House site, on the corner of Main and Courtland streets.

Big Rapids Herald: The Sachen stock in this city was bid in last Friday by S. Wildberg, and on the 18th of this month the assignee, L. S. Baker, will offer for sale, in Big Rapids, to the highest bidder, the stock in the Marquette store.

Referring to the recent observation in THE TRADESMAN to the effect that Rockford business men are seldom able to take their accumulations away from the town, the Register declares that the statement "is true in a number of instances, but not in all by considerable."

J. W. Closterhouse, general dealer at Jenisonville, is closing out business preparatory to engaging in the clothing business at Grand Haven in the spring. J. H. Toren, general dealer at the same place, has taken a partner, a Mr. Nash, who has lately followed the occupation of farming.

In November, E. G. Mann bought the grocery stock and business of Palethorpe & Graham, at Greenville, G. H. Palethorpe taking a chattel mortgage for the amount remaining unpaid, which was not put upon record until a few days ago. In the meantime Mann had added largely to the stock, having a good business reputation, and the advantage of a rich father, who was supposed to be backing the son with ample capital. Palethorpe, however, suddenly became alarmed, put his mortgage on record, and seized the stock, much to the disgust of the creditors, who find that Mann is not responsible.

STRAY FACTS.

Coldwater manufacturers turned out 8,518,025 cigars last year.

Roscommon's oil well is 110 feet deep, and the prospectors claim their hopes of ultimate success are revived by recent developments.

The Muskegon Car and Engine Works have received an order for 500 freight cars for the Nickel Plate Railway, and are negotiating to build 800 more for the same road.

VISITING BUYERS.

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

J. Omler, Wright.
Norman Harris, Big Springs.
McLeod & Trautman Bros., Moline.
U. S. Monroe, Berlin.
Smeadley Bros., Bauer.
Den Herder & Tanis, Vriesland.
G. Bron & Ten Hoor, Forest Grove.
C. E. Kellogg, Grandville.
C. O. Bostwick & Son, Cannonsburg.
F. G. Thurston, Lisbon.
J. C. Benbow, Cannonsburg.
John Gunstra, Lamont.
K. L. Kinney, Maple Hill.
G. H. Walbrink, Allendale.
J. E. Rice, Coopersville.
J. R. Harrison, Sparta.
C. E. & S. J. Koon, Lisbon.
W. H. Struik, Forest Grove.
Paine & Field, Englishville.
M. B. Nash, Sparta.
W. Schoemaker, Cannonsburg.
B. M. Dennison, East Paris.
W. S. Root, Talmage.
F. O. Lord, Howard City.
D. B. Galentine, Bailey.
G. W. Watkins, Coopersville.
Frank Hawley, of Hawley & Olson, Holton.
Wm. Hesler, Rockford.
E. S. Botsford, Dor.
Ross & Palmer, White Cloud.
F. Dodge, Stanwood.
G. S. Powell & Co., Sauk Lake.
J. L. Handy, Alton.
H. Minderhout, Hudsonville.
C. Stocking, Grattan.
Conklin Bros., Ravenna.
J. M. Wade, Cadillac.
Cornell & Griswold, Griswold.
O. W. Avery, Wyman.
Dr. R. Gibbs, Six Corners.
M. J. Howard, Englishville.
H. B. Irish, Lisbon.
Parkhurst Bros., Nunica.
Geo. S. Preston, Big Rapids.
A. M. Lamb, Cadillac.
H. F. Hamilton, Sand Lake.
L. W. Stiles, Cedar Springs.
I. J. Quick & Co., Allendale.
Johnson & Leibert, Caledonia.

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:

Denton—T. B. Moon, produce, sold out.
Ionia—Wm. A. Chane, boots and shoes, sold out.
Mears—L. Eager, hotel, deceased.
Manistee—Russell & Ramsdell, hardware, loss by fire \$5,000, insured for \$4,000.
Hudson—F. H. Ames, boots and shoes, closed up and making assignment.
Ithaca—D. B. Hall, drugs and groceries, selling out.
Plainwell—E. Sherman, general store, deceased.
Harbor Springs—A. M. Sexton, saloon, closed under chattel mortgage.
Lansing—E. P. Drulard, meat market, burned out, insured.
Mason—C. S. Clark, dry goods, assigned to P. H. O. Willebrands.
Reed City—J. N. Maynard, market and grocery, sold out and said to have left town.
Ishpeming—A. A. Anderson, jeweler, assigned.
Cassopolis—M. A. Myers, general store, stock replevined.
St. Louis—The following are burned out: Jos. Tibbitts, grocer; C. S. Smith, furniture and undertaker; J. E. Busk, baker.

THE GROCERY MARKET.

Raisins are firmer and have slightly advanced in price. Also currants, although we do not change quotations on the latter. Coffee is higher and firmer. But sugars are up and we advance some quotations $\frac{1}{2}$ to $\frac{1}{4}$ c. Can't say how long it will last. We reduce price of WW oil $\frac{1}{4}$ c. No change in Legal test. Fish are little firmer and very liable to take a boom shortly, and we think it safe to buy at present prices. Business is generally only fair, and collections are reported somewhat easier.

Florida oranges are higher, but Messina, Palermo and Valencia oranges and lemons are in good supply and lower. Peanuts are active. Prime stock has advanced $\frac{1}{4}$ c, and still higher prices are looked for.

HAZELTINE, PERKINS & COMPANY,
WHOLESALE DRUGGISTS,

42 and 44 Ottawa St., and 89, 91, 93 and 95 Louis St., Grand Rapids, Mich.

IMPORTERS AND JOBBERS OF

Drugs, Medicines, Chemicals, Paints, Oils, Varnishes, Glassware,

And Druggists' Sundries. Also Manufacturers of

Fine Pharmaceutical & Chemical Preparations.

FRUIT The Market is well supplied, Quality
FINE, Prices LOW. We quote to-day:

ORANGES.

Box Oranges, Choice \$3.00-\$3.50

Box Oranges, OO \$3.00-\$3.50

Box Oranges, Florida \$4.25-\$5.00

Case Oranges, Valmeia \$6.00-\$7.00

LEMONS.

Box Lemons, Good \$3.00-\$3.75

Box Lemons, Fancy \$4.00-\$4.50

WE SOLICIT YOUR ORDERS.

PUTNAM & BROOKS.

The Smartest Drummer You Ever Saw.

As the train slowed up at a station, a commercial-looking man, who had been noticed in earnest conversation with another party of the same general appearance, was heard to remark:

"Smart? He's the smartest drummer you ever saw. Why he's smart enough to sell suspenders to a dog."

The other commercial man nodded his head at this happy illustration, and everybody thought the conversation was ended, when a lonesome-looking individual, on the opposite side of the car remarked:

"It doesn't take a very smart man to sell suspenders to a dog."

Even the sleepy passengers were aroused by this startling remark by a lonesome-looking individual, and the commercial man asked in some surprise:

"Why not?"
"Because it doesn't."
"What would a dog want with suspenders?"

"To keep up his pants," softly murmured the lonesome-looking individual, gazing out across the snow-swept waste, with a far-away look in his eye.

And the astonished brakeman sighed so loud as to crack every lamp chimney in the car.

Insurance Their Capital.

Said a prominent insurance agent to the officer of one of the banks here: "How many men doing business on our main streets would you lend money, in case you knew they were not insured?" And the banker answered: "Only two or three. In fact, there are not to exceed a dozen merchants here who could withstand an entire loss, if they were not insured, and pay the claims against the stock and their other liabilities. Insurance is practically the capital on which they are working."

The Chicago Way.

"Have you good butter?"
"Yes, indeed, madam; the best to be found."
"But I want a great deal, and am so afraid of getting a lot of strong stuff on my hands."
"You need have no fear of that, madam. I never buy a pound of the farmers or dairymen. I buy nothing but genuine oleomargarine."

Please Don't.

From the Cadillac Times.
The arguments of THE MICHIGAN TRADESMAN—which are numerous—against the organization of manufacturing companies here, is—well, it is Stowe thin.

Some Peanuts.

Putnam & Brooks sold last year upwards of fifteen thousand bushels, or one hundred and sixty tons, of peanuts.

"Whose grave is this?" said a gentleman while strolling through a cemetery. "That," said his companion, "is the grave of Mr. Taggleworth." "That so? Why, hang it, he owed me \$10. I am the most unfortunate man in the world. I needed that money. Hello! Who have we here?" "Mr. Zulkia, who died the other day." "Well, that's encouraging. I owed him \$20. Made \$10 by the two transactions."

Mr. H. K. Thurbur, senior partner of the New York wholesale grocery house of H. K. & F. B. Thurbur & Co., retires on February 1. It is not yet announced what name the firm will continue under. It is said the senior members, however, will be Francis B. Thurbur and Albert E. Whyland.

MICHIGAN COMMERCIAL TRAVELERS' ASSOCIATION.

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

LIST OF OFFICERS:

President—RANSON W. HAWLEY, of Detroit.
Vice-Presidents—CHAS. E. SNEDEKER, Detroit; L. W. ATKINS, Grand Rapids; I. N. ALEXANDER, Lansing; U. S. LOUD, Kalamazoo; H. E. MEERER, 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.

Cruel but Time-Saving.

There is a merchant in Muskegon who believes that time is money and that economy is wealth, and who lives up to his convictions. A friend presented him with a very fine looking cat. Calling the next day, he found the cat without any tail it having been cut off as close to the body as could be without cutting the tail off behind the cat's ears. When asked why he had done this, he remarked, "I have to let this cat in and out of this store a good many times a day. Now, if the cat had a long tail, don't you see, I would have to loose so much time waiting for the tail to go out and in, whereas now I have only to wait for the cat. A tail is of no earthly use to a cat, and especially to this cat, so you see I will have the cat just the same, and lose only the time of letting her in and out, thus saving all the time that would be lost letting the tail in and out."

A Word to Dealers.

The sale of Grayling Plug Tobacco has increased beyond all precedent and the orders are coming in very fast for delivery February 1st. We look for an advance of two cents per pound shortly and would earnestly advise all dealers to place their orders at an early date and thus take advantage of the present price.

HAWKINS & PERRY,
Wholesale Grocers and Proprietors of Grayling Plug Tobacco,
Grand Rapids, Mich.

See the Spiral Spring.

Visiting buyers are cordially invited to call at the Spiral Spring Buggy Co.'s factory, corner East Bridge and Ottawa streets, and inspect the line of goods made by this establishment. They have a big trade, having over \$10,000 worth of orders now on their books, which speaks volumes for the popularity of their patent spring and superiority of their workmanship.

Armour & Co. has been sued by Reis Brothers & Co., of Cincinnati, for \$50,000. On the 26th of November last, Armour & Co. sold to Reis Brothers & Co., seventy-five cases of canned beef. A few days later the firm made an assignment and Armour & Co. replevied the goods purchased from them, on the ground that the sale was induced by fraudulent representations made by Reis Brothers & Co. The imputation that their motive was a dishonest one was resented by the latter firm, and they at once authorized the action for trespass for slander.

The twelfth annual meeting of the Commercial Travelers' Association of New York was held at Syracuse last week. The reports of the officers showed a membership of 3,191; paid beneficiaries, \$170,000, of which \$40,000 was paid from the reserve fund. President Eaton estimates the number of commercial travelers in the State at 10,000; in the United States, 100,000.

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.

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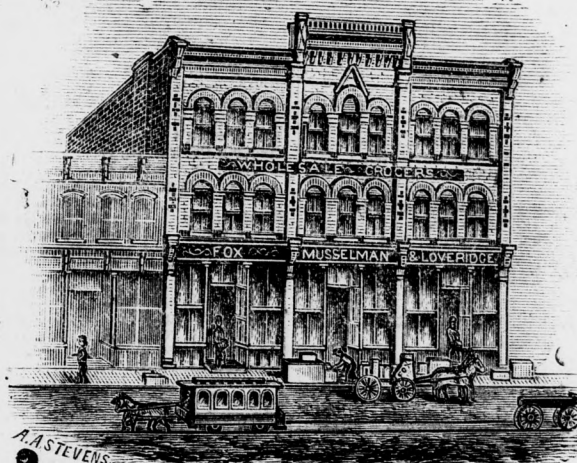
Butter, Cheese, Eggs,

Apples, Onions, Potatoes, Beans, Etc.

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