

The Michigan Tradesman.

VOL. 3.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, MAY 19, 1886.

NO. 139.

Sweet 16 Laundry Soap

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Every Pair
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Woodbridge street West. Dealers cordially
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Seeds of every variety,
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Parties in want should
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GREAT WATCH MAKER,

—AND—

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Business College is
a practical trainer
and fits its pupils for the vocations of busi-
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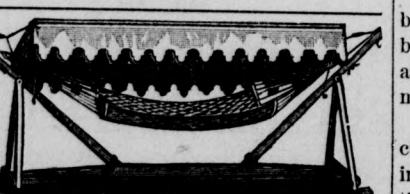
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Horse, Wagon and Stack
Covers, Hammocks and Spread-
ers, Hammock Supports and
Chairs, Buggy Seat Tops, Etc.

Send for Price-List.

78 Canal St.

THE MYSTERIOUS FORGERY.

It was a bleak October morning, and
Walter Crump, cashier of the firm of Cook
& Mason, quickened his pace as he made
his way along State street to the scene of
his daily toil. It was not that he feared to
be late that Mr. Crump was walking fast.
During all the dozen years that he had sat
upon a high stool from eight o'clock in the
morning until six at night, Mr. Crump had
never been known to be late for his work.
A more methodical, careful man never hung
over a ledger or balanced a cash book.

At length he reached the well-known
staircase, opened the office door, and stood
still for a moment in surprise. Young
Carter, the assistant bookkeeper, was there
before him, already at his work. Mr. Crump
smiled grimly.

"So you've made a beginning, young
man," he said. "Well, we'll see."

Carter's face flushed a little as he bade
the older man good morning. The fact was
that Crump, who had married rather late in
life, had a bright-eyed daughter named
Anna, with whom Robert Carter had fallen
very much in love. It was only on the pre-
ceding evening that things had come to a
crisis, and somewhat to the young man's
surprise. Mr. Crump had rejected the pro-
posed engagement. He did not like young
Carter. He did not approve of the young
fellow's fashionably cut collars, nor of his
scarf-pin, nor of his cane. Such things Mr.
Crump considered were the signs of a frivolous
disposition and unsteady habits. Nor did
Mr. Crump approve of the snatches of
comic songs which Carter was continually
humming. He suspected that the young
man frequented variety shows, and spent
more money on cheap cigars, novels, and
outings than was proper for one in his posi-
tion. Besides, Mr. Robert Carter was usu-
ally the last of all the clerks to make his
appearance in the morning, and this was, in
Mr. Crump's eyes, a very bad sign. It was
plain to the old man that Carter was now
making an attempt to earn his good opin-
ion.

"Time will show—time will show," said
Mr. Crump, in rather an aggravating way, as
he unlocked his safe, and set about his work.

Soon the other clerks began to arrive, and
then came Mr. Mason, the acting partner, a
tall, pale man, with long black whiskers.
Mr. Cook, the senior partner, only came to
the office twice a week, to examine the bank
book and see how things were going on.
Mr. Mason opened the letters, and soon ap-
peared at Mr. Crump's desk with a small
sheaf of them in his hand. These were let-
ters in response to which small sums of
money had to be sent, and it belonged to
Mr. Crump to attend to them, for he had
authority to sign checks for the firm for
sums up to \$500.

Mr. Crump first made a list of the pay-
ments he had to make and then went to his
safe for his check-book. As he opened it to
write the first check he was surprised to find
that the counterfoil belonging to the last
check which had been taken from the book
was not filled up. He could hardly believe
his eyes. Never in all his life had he writ-
ten a check without first filling up the coun-
terfoil with particulars of the amount, the
date, and the person to whom the check
was sent. But his surprise changed to dis-
may when he took out his cash book and
found that he had only drawn nine checks
the day before, the counterfoils of which
were all properly filled up, whereas a tenth
check had been torn out of the book.

For a moment he sat as if stunned. Could
any one have stolen the blank check? He
always kept the key to the interior portion
of the safe, in which he kept the check
book; but it was just possible that some
one might have got hold of the key, taken
an impression of it in wax, and had a false
key made. He had heard of such things.
He leaned his head on his hands and tried
to think. When had he closed the safe last
night? About 4 in the afternoon, before
any one had left the office for the day; for
he remembered that he had gone out on an
errand for the firm shortly after 4 o'clock
and that when he got back at half-past 6
everybody had left, and the place was in
darkness.

If the blank check had been stolen, the
theft must have been committed last night
—or this morning? Could the safe have
been opened before his arrival? He remem-
bered Carter's unusually early appearance,
and threw a suspicious glance at the young
man.

Then a simpler solution of the matter oc-
curred to him. It was very possible that,
in tearing out the last check he had drawn
the day before, he had torn out two by mis-
take, folded them up and sent them off to-
gether. This would, of course, account for
the appearance of the check book. He de-
termined to write at once to Spring & Com-
pany, to whom he had sent his last check,
and ask whether a blank check had not
been sent to them by mistake.

Then the question arose—should he men-
tion the circumstance to Mr. Mason? On
consideration Mr. Crump thought that it
was not necessary to do so. Mr. Mason
was rather a hard man to deal with, and a
confession would ruin the character for

carefulness which the cashier had so long
enjoyed. And he fully expected that in
two days at most he would get a letter from
Grand Rapids enclosing the slip of paper
which had cost him so much anxiety.

The next day was Tuesday; and accord-
ing to his invariable custom on that day of
the week, Mr. Cook made his appearance in
the office. Business had not long com-
menced, when everybody in the establish-
ment was aware that something unusual
had happened. Mr. Mason was closeted
with his partner for a few minutes, and
then went hurrying out of the office, re-
turning with Mr. Jeffreys, the manager of
the First National Bank, at which the firm
kept their account.

Then Mr. Jeffreys left, and came back
accompanied by one of his cashiers. Then
a bell was rung and Mr. Crump was sent
for.

With a beating heart and a cold sweat on
his brow the cashier obeyed the summons.
"Bring your check book, Mr. Crump,"
said the senior partner.

This was done, and a tall man, whom
Mr. Crump had not noticed up to that time,
stepped up to the table and glanced at the
check book along with Mr. Cook.

"I thought so," exclaimed the old gentle-
man. "Here's the place from which the
check was taken; here is the counterfoil.
The numbers correspond. What made you
do it, Crump? You are the last man in the
world from whom I would have expected
such conduct."

"Do what, sir?" faintly uttered Mr.
Crump.

"Do what?" echoed his employer with a
contemptuous smile. "Who did you get to
do this little bit of work for you?"

As he spoke Mr. Cook tossed a check
across the table. Mr. Crump took it up and
read: "The First National Bank Pay Jos.
Beckman, or order, Three Thousand, Two
Hundred and Ten Dollars. Cook & Mason."

He looked up bewildered. The tall man
in the frock coat watched him narrowly.

"Who is this Beckman?" asked Mr. Cook.

"I don't know, sir."

"You don't know? You see that the
check has come from your book?"

"Yes, sir."

"Did you give it to any one?"

"No, sir."

"Did you miss it?"

"Yes, sir; I missed it yesterday; and I
wrote to Spring & Company, to whom I
had sent the one before that, thinking that
I had torn out two by mistake."

"That rather points to his innocence,"
whispered Mr. Cook to the tall man at his
elbow.

"It may be only a clever plant, sir," re-
turned the other.

"You did not put that letter among the
others to be copied in the letter-book," put
in Mr. Mason.

Crump hung his head.

"Is the check—" he began, after a pause.

"Of course it is forged," answered Mr.
Cook.

"And was it paid?"

"Yes; it was paid yesterday."

Mr. Crump shuddered, took a long breath,
and waited.

"Now, Crump, you had better make a
clean breast of it," said Mr. Cook after a
few moments' silence. "Tell us who this
man Beckman is; tell us where the money
has gone—it can't be all spent already—
and it will be none the worse for you."

Mr. Crump felt a choking sensation in his
throat; but he plucked up courage enough
to say, "I have told you already, sir,
that I know nothing about it. It was only
yesterday morning that I noticed that a
check had been taken from the book."

"Why did you not mention it?" asked
Mr. Mason.

"I thought I had torn it out myself along
with the one I sent to Spring & Company."

"But it may have been torn out by any
one in the office during the day before?"

"Yes, sir," replied Crump. "I don't see
how any one could have got at the book, for
I am very careful; but it is possible."

"The thief has probably got a profession-
al forger to copy the signature from an old
letter," said Mr. Mason, taking up the slip
of paper. "It is beautifully imitated. I
would not have detected it myself."

"It is plain that the thief must have been
some one in the office, though probably he
had an accomplice outside," said Mr. Jef-
freys. "A stranger would not have known
that the firm had so large a balance at the
moment. Is there any one of your fellow-
clerks whom you think may have had a
hand in it?" he added, turning to the cash-
ier.

"No, sir."

"Is there any one who keeps loose com-
pany, or any one who is in the habit of
spending too much money?"

Mr. Crump thought of Carter, and hesi-
tated for a moment.

"Speak, sir, if you are wise," said Mr.
Cook sternly.

"I have sometimes thought that Mr. Car-
ter spent a good deal on dress, and so on;
but not more than many young men," re-
plied Mr. Crump. But as he spoke he sud-
denly remembered Robert Carter's unusu-
ally early appearance on the preceding morn-
ing, and a suspicion arose in his mind.
Without intending it he allowed his thoughts
to appear in his face, so that his protest—

"I know nothing whatever against Mr.
Carter"—had but little effect.

Crump was sent back to his desk, and
Carter was sent for. He came back to the
clerk's room in a state of great indignation,
having strenuously denied any knowledge
whatever of the forgery. The result of a
consultation between the bank manager and
the partners was that, as Crump could not
account for the loss of the check, he had
probably stolen it; and that, although there
was not evidence enough to prosecute him,
he must be dismissed at once. As to Car-
ter, they determined to allow him to remain
where he was, and keep a close watch on
his proceedings.

But Walter Crump went home that day
like one in a dream. He was dismissed as
the accomplice of a forger! And he could
not say that, in the circumstances, he had
been treated unjustly. The check had been
entrusted to him, and he had lost it. It
was, apparently, at least, his fault that the
crime had been committed. He almost
wondered that he had not been sent to
prison.

When he reached his own house he sat
down in front of the fire without speaking,
and even his favorite daughter, Annie,
could not make him say what troubled him.
How could he tell his children that he, their
father, had been dismissed from his situa-
tion on suspicion of having robbed his em-
ployers of thirty-two hundred dollars.

About 8 o'clock in the evening a knock
came to the old man's door. It was Robert
Carter. Crump started to his feet in indig-
nation. Was this fellow, whom he sus-
pected to be the real criminal, to come and
gloat over him in his misery?

But before he could speak Carter had
come into the room and held out his hand:
"I came to tell you, Mr. Crump," said he,
"how sorry we all are in the office about
this. None of us believe you had anything
to do with it, of course. It will all come
out, likely, in a day or two."

The old man stared at him for a minute
or two without speaking and without taking
Carter's hand.

"Go away," he cried at last. "How dare
you come here to insult me with your sym-
pathy? You! I fancy you are the one who
knows most about it."

Annie turned from one to the other with
bewildered, terrified looks. Fortunately she
was the only other one of the family in the
room.

"What is it, father?" she cried, clasping
her hands. "What is it you say Robert
tells more about than any one else? Oh,
tell me what has happened?"

"Go to your room, girl," said her father,
sternly. "There is trouble enough without
your meddling in it. Stop," he continued,
as the girl slowly left the room. "You see
that young man. I forbid you to see him,
to write to him, to receive any letters from
him. He—you will know soon enough."

"What, sir?" cried Carter, his eyes blazing
with indignation. "Do you say that I—
that I took the check? Why, it was an im-
possibility, even if I had wished to do
such a thing."

"Leave my house, sir," was the old man's
reply, as he resented himself in his chair.
He had by this time persuaded himself that
in some unguarded moment he had left his
key in the safe, that Carter had taken an
impression of it and had a false key made,
and that he had got some clever forger to
imitate the firm's signature. But he knew
that no one would believe him, that appear-
ances were all against him, and that it
would be impossible for him now even to
earn his bread. He looked upon Carter as
the man who had ruined him, and in his
misery and unreasonableness he fancied
that one of the young man's objects was to
throw suspicion upon him, to reduce him to
poverty and make it impossible for him to
refuse to accept him as Annie's husband.
But in this the old man determined he would
never yield.

Carter protested once more against the in-
justice of the cashier's suspicions, and then
left the room. At the street door he met
Annie, who was waiting for him.

"Oh, Robert," she exclaimed in a low
voice, "tell me what has happened."

"Somebody at the office has forged a
check for over \$3,000," he replied. "It had
been taken from your father's book, and—
and—fancies I took it—I, who had nothing
to do with his safe whatever."

"And do they imagine it was—"

Robert was silent.

"And you came here to say you didn't be-
lieve it? Oh, how good of you!"

"But he thinks I am the thief. You don't,
Annie?"

"No, Robert; I am very sure of that.
Only, I can't see you so long as my father."

Robert's only answer to this was a sigh,
and with a hurried good-by the lovers
parted.

Weeks and months went by, and the mys-
tery of the forged check remained unsolved.
Mr. Cook insisted that the firm should bear
the loss, which Mr. Mason thought the
bank ought to repay, as they were legally
responsible for the money.

"No," said the old gentleman, "they may
be legally responsible, but I don't see that
they ought to suffer. The check itself was
in our hands, and we allowed a thief to get
a hold of it. The bank did all they could.
The forged signature is so like yours that
no one could tell the difference; and the
bank cashier tells me that the man who
cashed it showed him letters addressed to
himself as 'Joseph Beckman' (the name on
the check), and showed him his card, say-
ing that he was an attorney. Of course he
wasn't. The thing has been most cleverly
planned, and I am quite at a loss to think
who put that poor fellow Crump up to it;
but it seems to me we can't let the bank suf-
fer. We cannot afford to let it be known
we had done so. No other bank would
keep our account."

Of course poor Walter Crump could not
find another situation, though he would
have been glad to take the lowest place in
an office. The wolf came to his door in
earnest. Annie, who had a situation in the
city schools, was the chief support of the
family; and the poor girl was pale and thin
from long hours and scanty meals.

It was about five months after the day
when the cashier was dismissed in disgrace
that one day Mr. Mason left his office at
half-past 1, his usual hour for going out to
lunch. Half-past 1 was also the time when
it was Robert Carter's turn to go out for half
an hour; and Mr. Mason had hardly had

time to reach the street when the young
man left his desk, went into Mr. Mason's
room, entered a small closet in which a
wash-basin was fitted up, and proceeded to
wash his hands. This was a high misde-
meanor, especially as accommodation was
provided for clerks in another part of the
building, but Robert Carter preferred Mr.
Mason's closet, and always used it when he
had a chance of doing so.

On this occasion, however, he had barely
begun his ablutions when he heard the outer
door of the office slam, and then he heard
some one, whom he judged to be his em-
ployer, come into the room.

Fortunately the door of the closet was
nearly closed, so that the young man was
invisible to any one in the center of the
room.

"He has only come back for his umbrella,"
said Robert to himself; "there is no need of
my moving. If I keep quiet he will be gone
in a minute. No! Some one else has come
in with him. What shall I do?"

Mr. Mason had already closed the double
doors which led from his room to the outer
office, and Carter was screwing up his cour-
age to the point of confessing his presence,
when the first words spoken by the stranger
fell upon his ear, and made him stand as
still as a stone.

"You can take your choice, as I said in
my letter. Hand me over another hundred,
or I'll turn State's evidence. What's five
hundred dollars out of three thousand. I
had all the risk, and you—"

"Silence—will you?" hissed out Mr. Ma-
son, in an angry whisper. "I can't give
you five hundred dollars, for I haven't got
it. But I will give you one hundred now,
and one hundred next month. After that
you can 'peach' if you like, for you shall
get no more out of me. Anything would be
better than living a slave to a man like you."

"Hand over the hundred then," said the
other after a pause; and then there was a
slight rustle of bank-notes.

"You had better leave the country," said
Mr. Mason in a low tone. "The bank
cashier who cashed the check might meet
you in the street."

"I'll take care of that," replied the
stranger; and after a few more words had
passed the two men left the office.

All this time Carter had been standing
half paralyzed, first by fear of discovery
and then by astonishment. But he under-
stood this much, that this stranger was the
man who had cashed the forged check un-
der the name of Beckman; that Mr. Mason
knew it, and so far as denouncing him to
the police was giving him the money to
hold his tongue. Yes; and more than this,
the stranger was threatening to expose Mr.
Mason.

What it could all mean Carter could not
comprehend; but he saw one thing plainly
enough. The important point was to find
out who this man was, and where he lived.
In a

The Michigan Tradesman.

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

E. A. STOWE, Editor.

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

WEDNESDAY, MAY 19, 1886.

Merchants and Manufacturers' Exchange.

Organized at Grand Rapids October 8, 1884.

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Vice-President—Chas. H. Leonard.
Treasurer—Geo. B. B. B.
Annual Meeting—Second Wednesday evening of October.
Regular Meetings—Second Wednesday evening of each month.

Traverse City Business Men's Association.

President, Frank Hamilton; Secretary, C. T. Lockwood; Treasurer, J. T. Beadle.

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President, Herbert M. Lee; Vice-President, C. E. Goodwin; Treasurer, G. A. Truman; Secretary and Attorney, Walter Webster.

Ovid Business Men's Association.

President, C. H. Hunter; Secretary, Lester Cooley.

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.

NO WORK, NO CREDIT.

The experience of every strike has been that the merchants who help workmen through a period of labor trouble invariably find themselves "left" when work is resumed. This was the experience of the Muskegon trade on the occasion of the great strike at that place several years ago and the same was true as regards the strike in the Saginaw Valley last summer. Merchants who sympathized with the strikers and furnished them with the necessities of life while they are out of work were given the cold shoulder as soon as pay day came around again and the men were able to liquidate. Such injustice caused many merchants to give up the battle and others to bend unwonted energies to keep on their feet. In the event of a strike among the furniture workers of this city, the retail trade would do well to keep these facts in mind and govern themselves accordingly.

Is the jobber to blame for much of the indiscriminate cutting carried on in the grocery trade? Such a question may seem to be without significance, but an affirmative answer is by no means as ridiculous as would appear at first thought. No one will deny the statement that those who cut the most fail the ofttest, and that the number of failures would decrease if jobbers generally would refuse to compromise their claims for less than a hundred cents. The assurance of the retailer that the jobber will surely compromise, no matter how bad the failure or how reprehensible may be the causes which brought it about, is so strong an incentive to dishonesty that it would be impossible to estimate the scope of its influence. The man who sells goods at cost, or less than cost, does so with the express understanding that if the game is a losing one he will throw the loss on the jobber; and in nine cases out of ten the jobber upholds the cutter in such questionable practices by encouraging him to continue and offering to sell him all the goods he may need. The only remedy for the cutting nuisance lies in a reformation on the part of the jobber—a refusal to sell goods to any dealer who does not insist on a decent profit and a refusal to compromise with any retailer who fails from selling goods too cheap.

The outbreak of Anarchist violence in Chicago has affected very seriously the labor situation. It has tended to discredit, somewhat unjustly, the strikes for higher wages and shorter hours, as having furnished the occasion for violence of this kind. It is true that the workingmen's associations have been prompt and decided in their denunciation of the murderous policy of the Anarchists. But the public remembers that up to a few months ago the Anarchists were allowed to carry the red flag in the general parade of the workingmen, and that many acts of the strikers for the last few weeks have been in the line of the bomb-throwing which cost the Chicago policemen their lives. So at once the support of public opinion has been withdrawn from the labor movement, and the heart has been taken out of the movement itself in a great degree. The ugly acts of the Anarchists have held the mirror up to the passions which have had much too free play among the strikers.

THE TRADESMAN is in receipt of the first delinquent sheet issued by the Ionian Business Men's Protective Association, which is a credit to every member of the organization. The Ionian Association goes a step farther than any other organization in the State, with the single exception of the Traverse City Business Men's Association, by classifying all poor-pay customers. Class A includes those "able to pay, but slow and careless." Class B is composed of those who are "willing to pay, but un-

able through misfortune," and Class C is made up entirely of "dead-beats." In addition to the above classification, the number of times the person has been reported is also stated. The first list contains the names, addresses, occupations and ratings of nearly 300 persons, forming, as Secretary Cutler tersely states in another column, "The most interesting and highly-prized thing the Ionian business man has seen for many a day."

Kalamazoo's grocers are to be congratulated on the remarkable growth of their association, as well as the evidences of stability already exhibited by the organization. The success already achieved by the Kalamazoo association is sufficient proof that the grocer movement has come to stay.

AMONG THE TRADE.

IN THE CITY.

Austin Travis has moved his jewelry stock to Muskegon.

C. R. Shear succeeds Mrs. G. W. Williams in the confectionery and notion business on West Bridge street.

Frank Smith has purchased Jas. E. Bevin's store building at Leroy and engaged in general trade at that place. P. Steketee & Sons furnished the dry goods and Cody, Ball & Co. supplied the groceries.

Dr. R. A. Shouten, who removed his drug stock from this city to Holland less than a year ago, has returned to Grand Rapids and re-engaged in the drug business on Charles street, just south of Wealthy avenue.

A. T. Kellogg, of the firm of Kellogg & Wooden, grocers at Kalkaska, has purchased the Simmons & Connor grocery stock on South Division street and added a full line from the repository of Arthur Meigs & Co.

The Curry & Holmes grocery stock was not sold at foreclosure sale according to announcement, as Clark, Jewell & Co. and John Caulfield, who are joint owners of the second mortgage, got out an injunction restraining the sale on the ground that a portion of the first mortgage was given without consideration and that the mortgage was given by one partner to secure his individual indebtedness and should not bind both partners.

Local cigar jobbers are being deluged with circulars from Eastern cigar manufacturers announcing the termination of their relations with the International and Progressive unions. The manufacturers all give as a reason that they submitted to the original demands of their respective unions, but that the exactions have lately become so numerous and tyrannical that it is impossible to concede them. The jobbers assert that non-union cigars made in first-class factories, are as a rule, better made, look better, afford a better profit and give better satisfaction than the union goods.

AROUND THE STATE.

W. E. Converse, hardware dealer at Weston, has sold out.

Bickford Bros., hardware dealers at Capac, have sold out.

Vagar Bros., tobacco and cigar dealers at Charlevoix, have sold out.

W. C. Arnold has sold his drug stock at Ludington to R. M. Keys.

J. F. Brown succeeds F. Shellman in the grocery business at Lakeview.

H. E. Cobb succeeds Clark & Cobb in the furniture business at Bay City.

Fildew & Son succeed Wilson & Fildew in the drug business at St. Johns.

M. M. Giltner succeeds Giltner & Shelley in the drug business at Grass Lake.

Stiles & Acker succeed E. U. Stiles in the hardware business at Vermontville.

J. C. & W. W. Watts succeed B. F. Watts in the jewelry business at Ann Arbor.

Norman Weaver succeeds Weaver & Yeagley in the grocery business at Hudson.

Jennison & Co. succeed Tousey & Jennison in the hardware business at Bay City.

McKeon & Daily succeed McKeon, Heron & Co. in the dry goods business at Bay City.

John Baninga will engage in the grocery business at Muskegon, locating on Third street.

Wm. L. Trevedeck succeeds Armstrong & Trevedeck in the grocery business at East Saginaw.

Cothran & Son, boot and shoe dealers at Detroit, have been closed out under chattel mortgage.

Thys Stadt, the Spring Lake hardware merchant, has gone to Pipestone county, Minn., to locate a new settlement for Hollanders.

J. P. Visner, of the late firm of Visner & Dendel, general dealers at Hopkins Station, has removed to Allegan and engaged in the lumber, wood and coal business.

J. C. McCowan has traded his general stock at Hesperia for a farm near that place. The new owner is O. A. Matteson, who was formerly engaged in trade at Hesperia.

J. W. Saunders, formerly engaged in trade at Aurelius, has engaged in general trade at Paris. The grocery stock was furnished by Robinson Bros., of Lansing. E. J. Evans placing the order.

MANUFACTURING MATTERS.

The Jackson paper mill employs thirty hands and the daily product is from 5,000 to 8,000 pounds of paper.

Fell, Hill & Co., Petoskey, have an entire new force at work in their shingle mill, the old men having struck for more pay and less hours, which was refused.

The Greenville barrel factory has suspended work for thirty days or until there

is a livelier market. The Chicago labor troubles have affected the factory by throwing a large number of men out of work.

Stewart & McLaughlin succeed Tomlinson & Stewart as proprietors of the Eagle foundry at Allegan. Mr. Tomlinson will put in a feed mill and continue the manufacture of honey sections, Wilder plows, etc.

STRAY FACTS.

Bronson needs a bakery.

A fruit exchange has been organized at Benton Harbor.

Five large brick stores are in course of erection at Dowagiac.

Fewless Bros. have purchased Jas. Broderick's meat business at Kingsley.

The new salt well at St. Clair is 500 feet deep and growing deeper at the rate of 20 feet a day.

A. T. Fletcher, grocer and meat dealer at Battle Creek, has been closed on chattel mortgage.

Frank E. Austin, of Cass City, has invented a contrivance for pressing rags into square bales.

S. H. Perkins has sold a half interest in his tin and furnace business at Adrian to Joseph Baier.

Weter, Fanning & Co., of Richmond, mond, Macomb County, have nearly 50,000 dozen of eggs in pickle.

The Jackson Iron Co., at Negaunee, has a body of ore 100 feet wide, and unknown depth. This promises to be the largest vein of its kind ever discovered.

The Saginaw Valley Salt Association proposes to erect a building in Chicago for the storing of salt, which will require 1,000,000 feet of timber and lumber.

Retail Dealers' Exchange.

As stated by THE TRADESMAN a couple of weeks ago, a project is on foot for the organization of a Retail Dealers' Exchange, to be composed of retail dealers in every line of trade. The movement is supported by nearly every business man in this city and is taking shape in the following form:

We, the undersigned, hereby join in a call of business men for the purpose of considering the advisability of organizing a Retail Dealers' Exchange, time and place of meeting to be given by notice in the daily papers.

The object of the organization is to correct the numerous abuses to which the trade is now subjected, to adopt a plan for gaining reliable information as to the standing of those with whom the members do a credit business and for the general advancement of the business interests of the city.

SPRING & COMPANY,
FOSTER, STEVENS & CO.,
HOUSEMAN, DONNALLY & JONES,
E. S. PIERCE,
H. LEONARD & SONS,
VOSSEN BROS.,
EATON & LYON,
PAUL W. FRIEDRICH,
STANLEY & SCHROEDER,
J. MINER,
J. C. HECKNER,
A. PREUSSEER,
A. MAY,
J. A. STRATTON,
THOMAS & CRIPPEN,
J. L. WILKES,
NELSON BROS. & CO.,
L. B. VAN LEUVEN,
SCOTT & WILLIAMS,
VOIGT, HEIPOLSHIMER & CO.,
J. F. FERRIS,
COLE & BROTHER,
BRADFORD & CO.,
F. GRANELLO,
MORGAN & AVERY,
SHIVER, WEATHERLY & CO.,
W. S. GUNN & SONS.

Purely Personal.

H. A. Holmes, of the Michigan Dairy Supply Co., of Kalamazoo, was in town last week.

Herman Spitz, Chicago representative for Fleischman & Co., was in the city over Sunday, the guest of his brother, Ludwig Wintermiz.

J. J. Kissinger, manager of the "Fermentum" yeast factory, at Chicago, was in the city a couple of days last week, the guest of his State agent, Ludwig Wintermiz.

D. C. Leach, of Traverse City, writes THE TRADESMAN that he has begun spring planting on his cranberry marsh at Walton. He has six acres nicely sanded and ready for plants.

W. T. Hess, who has returned from the East after several weeks' sojourn in Boston, New York and Philadelphia, says that everything connected with the hide, pelt and tallow business is at a complete standstill and is likely to remain dormant until the present labor trouble is settled.

The Gripsack Brigade.

Irving W. VanZandt, representing Howard W. Spurr & Co., of Boston, was in town last week, and put in a good word for the grocer movement.

J. L. Rice, formerly with Moses Duquette, at Muskegon, has engaged to travel for Hawkins & Perry. He will make his headquarters at Muskegon.

S. W. Bush, for some time past with Jas. Craig, of Detroit, was in the city Saturday on his way to Chicago, where he is offered a position with a leading wholesale grocery firm.

Harry H. Pierce, formerly with Foster, Stevens & Co., but for several years past traveling representative for Noble & Co., has engaged in the manufacture and sale of lime on his own account, with headquarters at Toledo.

An Echo of the Cartage Scheme.

SCOTTVILLE, May 15, 1886.

Editor Michigan Tradesman:

DEAR SIR—At one time we bought a good many goods in your city, but the action of your wholesale merchants in charging cartage drove our trade to East Saginaw, where they charge on neither cartage nor boxing small broken packages.

Yours truly,
READER BROS.

Michigan Match Making from a Grand Haven Standpoint.

GRAND HAVEN, May 17, 1886.

Editor Michigan Tradesman:

DEAR SIR—I notice an article in the Cincinnati Enquirer in regard to "Michigan Matches." Robinson talking as usual, which needs a little explanation. He tells of their capital stock. In 1881, when they got through buying up "Tom, Dick & Harry," they were incorporated with a capital stock of two and a half million, or thereabouts.

The only important investment, as they call it, is the Ontonagon lumber business, where they invested one and a half million—as they say themselves—from the two years' profits, after the last dollar was paid on the mortgage on Clark's match factory, situated at Oshkosh, which occurred in December, 1882.

Now then from 1881 to 1883 they had clear sailing, as he calls it. Now where does the twenty or twenty-five million come in? I will leave this to the public.

Now, the next he tells is that at times they put prices down to cost, in order to drive out all competitors, which means that if he had succeeded he would make the consumers pay for those matches. I say the day is near when those large, red-tape match factories will have to close their doors and let industrious men make that necessary article. He talks of a little fact in Grand Rapids. I don't know of any and have never heard of any there. But Mr. Robinson has forgotten to mention the Grand Haven match factory, which has almost the entire match trade in Michigan.

This Robinson says himself. I put prices where they are on sulphur matches, and am putting in machinery for parlor matches on a large scale, when I shall knock at the doors of the jobbing trade in Ohio and other places.

Robinson says that the Diamond people put prices down to one dollar. I don't think the jobbing trade will give Mr. Robinson very much credit for telling what they buy their goods for. He also says that the present supply of pine will suffice for making matches for twenty-five years. I don't hesitate to say for the next century, and I don't need to go up to Ontonagon either. As long as I can get pine so cheap as I do at Grand Haven, I am not going to experiment on strawboard matches.

Yours truly,

F. F. SOMMER.

Michigan Competition in the Match Business.

Correspondence Cincinnati Enquirer.

A match is a small thing, but in the manufacture of matches one of the great corporations of this country has grown up. It originated in the combination of the leading match manufacturers. The capital stock is somewhere in the vicinity of \$20,000,000 to \$25,000,000. Last year a dividend of eight per cent. was declared on this capitalization.

The combination does not have entirely clear sailing. It is obliged at times to put prices down to cost in order to drive competitors out of the business. Talking with John Robinson, the Chicago manager of the company, he said: "They have got matches down to a fine point in Michigan. They are selling three boxes, that is 900 matches, for two cents. There was a little factory started at Grand Rapids. Matches were then selling at \$2.50 a case. They put down the price a little and we were obliged to meet them. They kept running down and we kept meeting them until it got down to \$1.25 a case. Then we took the initiative and dropped to \$1. The retailers had stocked up at from \$1.25 to \$1.75, which were thought bottom prices. Now they had to get rid of the matches at any sacrifice and they began to cut. When they had slashed around to the dollar limit one man, who had been losing trade by the drive on matches, put his down to three boxes for two cents. That is 90 cents a case, or four cents less than he can duplicate them for. The other dealers offered to buy out his entire stock, but he wouldn't sell. He saw his trade coming back with the sale of matches at this price."

It struck me in this episode there was a photograph of American business life of startling vividness.

I asked Mr. Robinson about the match business with reference to the constant consumption of pine and he said: "We have pine enough to last for twenty-five years. It is located in the Ontonagon region. Matches can be made out of straw-board as well as pine, but there is small inducement to attempt to make straw-board matches with such competition as that in Michigan."

"Fermentum" the only reliable compressed yeast. See advertisement.

PARTNER WANTED.

A man with twelve to fifteen thousand dollars to take interest in a first-class furniture business, well established. Good saw mill in connection with the furniture factory. Factory and mill situated in good locality. Timber plenty and cheap. Address

E. Howard, Gobleville, Mich.

FOR SALE.

Saw Mill, Shingle Mill and 840 acres of timber land, situated in Oscoda county. The land is estimated to contain 15,000,000 shingle timber; 550,000 feet green pine; 3,000,000 hemlock; 900,000 red oak, birch and maple. About 20 acres is covered with good cedar. The land is nearly all suitable for farming purposes. Price of land and timber, \$5 per acre. Price of timber alone, \$3 per acre. The mill is in good order and is now in operation. It will be sold for \$1,600, one-third down and balance on time with good security. For full particulars, call on or address, W. L. Beardsley, Hersey, Mich.

MISCELLANEOUS.

Advertisements of 25 words or less inserted in this column at the rate of 25 cents per week, or 50 cents for three weeks. Advance payment.

Advertisements directing that answers be sent in care of this office must be accompanied by 25 cents extra, to cover expense of postage, etc.

FOR SALE OR EXCHANGE—Farm of 120 acres in southern Michigan, 100 acres improved. Large frame house and barn, and large orchard. Will sell on long time or exchange for a stock of boots and shoes or groceries. Address L. B. C. care THE TRADESMAN. 141

FOR SALE—A drug store. One of the handsomest drug stores in the State, doing a splendid business, in a town of 12,000 inhabitants. Stock, etc., will inventory about \$3,500. Average cash sales, \$25 a day and increasing. No paint and oils carried in stock. Owner wishes to go into manufacturing business at once. Address, for full particulars, Aloes, care TRADESMAN office. 138tf

FOR SALE OR EXCHANGE—Two pieces of store property situated on a main business street. Will sell cheap or exchange for good city property. Address No. 10, TRADESMAN office. 138tf

FOR SALE—A stock of groceries and fixtures in a splendid location. Low rent and a good trade. Will sell cash, or trade for good city property. Address No. 10, TRADESMAN office. 138tf

FOR SALE—Drug store at a bargain. A splendid chance for a man with small capital. Address Dr. Z. Mizner, Box 1517, Muskegon, Mich. 139*

AGENTS WANTED—For an article used in every house. I can give a live man a good paying job in every town in the United States. For particulars, address with stamp, A. Retan, Pawamio, Mich. 148*

FOR SALE—Desiring a change of climate, on account of poor health, I will sell at a bargain my stock of merchandise, consisting of dry goods, groceries and boots and shoes. Stock will inventory about \$2,500. I will sell or rent store building on terms to suit purchaser. If you mean business, call on or address, C. L. Howard, Clarksville, Ionia Co., Mich. 142*

FOR SALE—At a bargain, a grocery and provision business, located in a thriving northern county seat. It health requires a change of climate. Inquire of A. T. Page, under Fourth National Bank, Grand Rapids. 139*

IF YOU WANT—To get into business, to sell your business, to secure additional capital, to get a situation, if you have anything for sale or want to buy anything, advertise in the Miscellaneous Column of THE TRADESMAN. A twenty-five word advertisement costs but 25 cents a week or 50 cents for three weeks.

DISSOLUTION NOTICE.

Notice is hereby given that the copartnership heretofore existing between Phebe A. French and Sarah C. Marshall under the firm name of P. A. French & Co. is this day dissolved, Phebe A. French succeeding. All accounts due the late firm must be paid to Phebe A. French, and all the debts of the firm will be paid by the said Phebe A. French.

PEBBE A. FRENCH,
SARAH C. MARSHALL.

Dated, Grand Rapids, April 16, 1886.

EATON & CHRISTENSON,

Agents for a full line of

S. W. Venable & Co.'s

PETERSBURG, VA.,

PLUC TOBACCOS,

NIMROD,

E. C.,

BLUE RETER,

SPREAD EAGLE,

BIG FIVE CENTER.

Granello,

MERCHANT

TAILOR,

LEDYARD BLOCK,

107 Ottawa St.

Suits for Manufacturers,

Suits for Jobbers,

Suits for Retailers,

Suits for Traveling Men,

Suits for Clerks,

AND

Overcoats for Everybody.

FOREIGN AND DOMESTIC WOOL-

ENS AND WORSTEDS, THE BEST

MANUFACTURED. FINE AND SER-

VICABLE TRIMMINGS.

SUPERIOR WORK AND THE PRO-

PER STYLE FOR THE WEARER.

ALL AT PRICES THAT WILL IN-

DUCE YOU TO LEAVE YOUR ORDER.

The above prices are free on board cars in lots of five or more bags at a time. Cartage on smaller quantities.

We carry the largest line of Garden Seeds in Bulk of any house in the State west of Detroit, and would be pleased at any time to quote you prices.

All Field Seeds are spot Cash on receipt of goods.

W. T. Lamoreaux, Agt.

ARCTIC

BAKING POWDER

Improved

BAKING POWDER

This Baking Powder makes the WHITEST

LIGHTEST and most HEALTHFUL Biscuits

Cakes, Bread, etc. TRY IT and be convinced

Prepared only by the

Arctic Manufacturing Co.,

GRAND RAPIDS, MICH.

20 and 22 Monroe St

Drugs & Medicines

STATE BOARD OF PHARMACY.

One Year—F. H. J. VanEmster, Bay City.
Two Years—Jacob Jenson, Muskegon.
Three Years—James Vernor, Detroit.
Four Years—Ottmar Eberbach, Ann Arbor.
Five Years—Geo. McDonald, Kalamazoo.
President—Ottmar Eberbach.
Secretary—Jacob Jenson.
Treasurer—Jas. Vernor.

Michigan State Pharmaceutical Association.

OFFICERS.
President—H. J. Brown, Ann Arbor.
First Vice-President—Frank J. Wurzburg, Grand Rapids.
Second Vice-President—A. B. Stevens, Detroit.
Third Vice-President—Frank Inglis, Detroit.
Secretary—S. E. Parkell, Owosso.
Treasurer—Wm. Dupont, Detroit.
Executive Committee—Jacob Jenson, Geo. Gundrum, Frank Wells, F. W. R. Perry and John E. Peck.
Local Secretary—Will L. White, Grand Rapids.
Next place of meeting—At Grand Rapids, Tuesday, October 12, 1886.

Grand Rapids Pharmaceutical Society.

ORGANIZED OCTOBER 9, 1884.

OFFICERS.
President—Frank J. Wurzburg.
Vice-President—Wm. L. White.
Secretary—Frank H. Escott.
Treasurer—Henry B. Fairchild.
Board of Censors—President, Vice-President and Secretary.
Board of Trustees—The President, Wm. H. Van Leeuwen, Isaac Watts, Wm. E. White, Wm. L. White.
Committee on Pharmacy—M. B. Kimm, H. E. Lecher and Wm. E. White.
Committee on Trade Matters—John E. Peck, H. B. Fairchild and Wm. H. Van Leeuwen.
Committee on Legislation—Jas. D. Lacey, Isaac Watts and A. C. Bauer.
Regular Meetings—First Thursday evening in each month.
Annual Meetings—First Thursday evening in November.
Next Meeting—Thursday evening, June 3, at "The Tradesman" office.

Detroit Pharmaceutical Society.

Organized October, 1883.

OFFICERS.
President—Wm. Dupont.
First Vice-President—Frank Inglis.
Second Vice-President—J. C. Caldwell.
Secretary and Treasurer—F. W. R. Perry.
Assistant Secretary and Treasurer—A. B. Saltzer.
Annual Meeting—First Wednesday in June.
Regular Meetings—First Wednesday in each month.

Jackson County Pharmaceutical Association.

OFFICERS.
President—R. F. Latimer.
Vice-President—C. D. Colwell.
Secretary—F. A. King.
Treasurer—Chas. E. Humphrey.
Board of Censors—Z. W. Waldron, C. E. Foot and C. H. Haskins.
Annual Meeting—First Thursday in November.
Regular Meetings—First Thursday of each month.

Saginaw County Pharmaceutical Society.

OFFICERS.
President—Jay Smith.
First Vice-President—W. H. Yarnall.
Second Vice-President—R. Bruske.
Secretary—D. E. Prall.
Treasurer—H. Melchers.
Committee on Trade Matters—W. B. Moore, H. G. Hamilton, H. Melchers, W. H. Keeler and R. J. Birney.
Regular Meeting—Second Wednesday afternoon of each month.

Muskegon Drug Clerks' Association.

OFFICERS.
President—Fred Heath.
Vice-President—J. C. Perry.
Secretary and Treasurer—L. B. Glover.
Regular Meetings—Second and fourth Wednesday of each month.
Next Meeting—Wednesday evening, May 28.

Hard on the Druggist.

From the Drug Record.
A man afflicted with deafness took a prescription to a Topeka druggist, who filled it with care and in the latest style. The deaf man asked the price, when the following talk occurred: Druggist (leaning on the counter and smiling in a won't-you-pay-up sort of manner): "The price is seventy-five cents." Deaf customer: "Five cents? Here it is." Druggist (in a louder voice): "Seventy-five cents, please?" Deaf customer: "Well, there's your five cents." Druggist (in a very loud voice and very firm manner): "I said seventy-five cents." Deaf customer (getting angry): "Well, what more do you want? I just gave you your five cents." Druggist (sotto voice): "Well, go to thunder with your medicine; I made three cents any way."

Muskegon Drug Clerks' Association.

MUSKEGON, May 16, 1886.

Editor Michigan Tradesman:

DEAR SIR—A well attended and interesting meeting was held by the Muskegon Drug Clerks' Association on Wednesday, the 12th. The new officers were duly installed and Jesse Hoyt was admitted to membership. The paper on "Belladonna" was read by L. B. Glover and accepted. E. C. Bond, and Orien Hopperstad, were appointed to prepare papers on "Potassium" and "Alcohol," respectively, the same to be read four weeks from date. The paper read and other minor topics were discussed and the meeting adjourned. The next meeting will be held Wednesday, the 26th.

L. B. GLOVER, Secretary.

In the Line of His Profession.

From the Philadelphia Call.

"Mr. Porter, you delivered my message?"
"Yes."
"With what result?"
"He knocked me down for my impudence."
"And what did you do?"
"I put up with it sir. It was in the line of his profession, you know."
"Why, he's no sluggard?"
"No; he's an auctioneer."

The Drug Market.

Business is quiet and collections are correspondingly poor. Quinine, morphine and opium are dull. Carbolic acid has advanced and higher prices are looked for. The advance in cloves has been maintained and the tendency is still higher. Oil of cloves has advanced in sympathy. Other articles in the drug line are about steady.

SODA WATER SYRUPS.

What They Are and What They Should Be.

Now begins the season of the year when the apothecary furnishes up his soda fountain and lays in a new stock of handsome tumblers for his clerk to experiment with and fracture, and when on stray corners the street peddler retails mysterious compounds of glucose syrup gorgeously colored with aniline and scented with unpronounceable ethers. Plain soda water itself can not be adulterated; but the syrups can be with the greatest ease, and too frequently are. Profit and loss have laid their hands on fountain and syrup bottle, and in many instances to the injury of the public stomach. Good materials cost money. Imitations and adulterations cost far less and sorely tempt a dealer whose daily income is \$4 and whose outgo is \$3. This will be readily seen when it is remembered that a large, if not the largest element of expense in the soda water business is the cost of syrups. These, whether made by the dealer or bought from manufacturers, cost seldom less than twenty cents and sometimes go as high as fifty cents a quart. A dealer expends, therefore, from one to three cents in selling a glass of flavored soda.

To him comes the adulterator and offers bogus syrups from three to ten cents a quart, which look, smell and taste about the same as the genuine articles. It is needless to add that one dealer in two yields to temptation. What he ought to sell and what he does sell are well illustrated by the subjoined formulas. One class of these represents goods such as are sold by the best houses; the other such mysterious fluids as are vended in tenement house districts.

Simple Syrup (as it should be.)
Crushed sugar, 10 lbs.
Water, 5 quarts.costs 35 cents

Simple Syrup (as it usually is.)
Glucose, 12 lbs.costs 40 cents
Water, 10 qts.costs 40 cents

Lemon Syrup (as it should be.)
Simple Syrup, 2 qts.costs 40 cents
Citric acid, 1/2 oz.costs 40 cents
Ess. lemon, 2 oz.costs 40 cents

Lemon Syrup (as it usually is.)
Glucose syrup, 2 qts.costs 10 cents
Sulphuric acid, 1/2 oz.costs 10 cents
Ess. lemon, 1 oz.costs 10 cents

Vanilla Syrup (as it should be.)
Simple syrup, 2 qts.costs 30 cents
Fl. extract vanilla, 1 oz.costs 30 cents

Vanilla Syrup (as it usually is.)
Glucose syrup, 2 qts.costs 10 cents
Ext. tonko, 1 oz.costs 10 cents

Chocolate Syrup (as it should be.)
Maidland's chocolate, 8 oz.costs 70 cents
Simple syrup, 3 qts.costs 70 cents
Fl. ext. vanilla, 2 oz.costs 70 cents

Chocolate Syrup (as it usually is.)
German chocolate, 8 oz.costs 35 cents
Glucose syrup, 3 qts.costs 35 cents
Ext. tonko, 1 oz.costs 35 cents

Banana Syrup (as it should be.)
Simple syrup, 2 qts.costs 50 cents
Banana juice, 1 qt.costs 50 cents

Banana Syrup (as it usually is.)
Glucose syrup, 2 qts.costs 8 cents
Banana ether, 1/2 oz.costs 8 cents

Orange Syrup (as it should be.)
Vanilla syrup, 1 qt.costs 32 cents
Orange flower water, 3 oz.costs 32 cents

Orange Syrup (as it usually is.)
Glucose syrup, 2 qts.costs 12 cents
Ext. tonko, 1 oz.costs 12 cents
Int. orange flower oil, 1/2 oz.costs 12 cents

Taken altogether, most of the imitation syrups are not unwholesome. They lack the intensity of verdigris and are inferior in tonic properties to Paris green. Many of them, however, are more than equal in vitality to a young child and superior to the gastric ease preferred by adults. This is demonstrated by the death of one and the colic of the other. It is also demonstrated by the fact that in large cities the maximum of soda fountains is found in localities where the death rate is the highest. This strange relation was stumbled upon by the New York Board of Health, which up to the time of writing has been unable to account for or change the fact.

But there are syrups in the market which are made from the best materials in good workmanlike manner, and are good and wholesome. They can be sent to any climate, and are as fresh and good on the Amazon or Nile as in New York or Chicago. They are made by all the first-class houses of the country and can be safely used without examination or question.

Good Words Unsolicited.

C. Merryweather, grocer, Ishpeming: "Your paper is good."
H. Van der Haar, meat dealer, Holland: "It is a good paper."
H. M. Marshall, general dealer, Lawrence: "I like your paper."
S. Buckner, grocer, Luther: "I think it is a good and valuable journal."
L. O. Johnson, druggist, Bellevue: "Your paper meets with my approval."
J. S. Barker, hardware, Sand Lake: "I do not want your valuable paper stopped."
Reader Bros., general dealers, Scottville: "We can't get along without THE TRADESMAN."
C. W. Peters, grocer, Bangor: "Like the paper very much. Would not do without it."
Hatch & Baker, hardware dealers, Lyons: "We have no fault to find with THE TRADESMAN."
Mackinaw Lumber Co., lumber manufacturers and general dealers, St. Ignace: "We like it very well."
Hopkins Mfg. Co., lumber and general dealers: "We find many good articles in THE MICHIGAN TRADESMAN."
P. Medalle, dry goods, Cadillac: "I enclose one dollar because I see the great necessity for just such papers as yours."
Samuel A. Hewitt, general dealer, Monterey: "I am well pleased with the paper and consider it more valuable than the high-priced journals."
"Fermentum" the only Reliable Compressed Yeast. See advertisement.

The Government Cannot be Sued.

KALAMAZOO, May 15, 1886.

Editor Michigan Tradesman:

DEAR SIR—Can the United States Government be sued in any court of law? An early reply will oblige Yours truly, O. K. BUCKHOUT.

Neither National or State Governments can be sued, without their consent. This idea comes down from the old common law, which held that the king was the law and that the king was present, in supposition, at every law court. The principle was incorporated in the laws of this country and found lodgement in the eleventh amendment to the Constitution, which provides that

The judicial power of the United States shall not be construed to extend to any suit in law or equity commenced or prosecuted against one of the United States by citizens of another state or by citizens or subjects of any foreign state.

Persons having claims against the National Government can have them adjudicated by presenting them to the Court of Claims, at Washington, and a similar provision exists in regard to claims against States in the shape of Boards of Auditors.

"John," she said at the breakfast table the other morning, "don't you think this oleomargarine is better than ever?" "I do. Very likely the grocer has sold you axle-grease by mistake."

CUSHMAN'S MENTHOL INHALER



Neuralgia and Headache

Quickly Relieved by Cushman's Menthol Inhaler

Menthol has attained deserved notoriety by external application, but it remained for the Menthol Inhaler to so utilize the valuable remedy as to get the full medicinal effects. The air passing over the Menthol is completely saturated or mentholated and in this highly concentrated and minutely divided state is applied directly to the delicate network of nerves so quickly distributed throughout the nose and head, giving quick relief from neuralgia and headache. All druggists should keep it. Retail price 50 cents. Sold by all jobbers of drugs.

A Simple Cure for Dyspepsia.

Probably never in the history of proprietary medicines has any article met success equal to that which has been showered upon Golden Seal Bitters. Why, such has been the success of this discovery that nearly every family in whole neighborhoods have been taking it at the same time. Golden Seal Bitters combines the best remedies of the vegetable kingdom, and in such proportions as to derive their greatest medicinal effect with the least disturbance to the whole system. In fact, this preparation is so balanced in its action upon the alimentary canal, the liver, the kidneys, the stomach, the bowels, and the circulation of the blood, that it brings about a healthy action of the entire human organism that can hardly be credited by those who have not seen the remarkable results that have followed its use. Sold by Hazeltine & Perkins Drug Co., Grand Rapids, Mich.

THE OLD RELIABLE

Perry Davis Pain Killer,

Established 1840.

All Druggists Should Keep It.

PRICES TO THE TRADE:

Small Size.Per Bottle. Per Doz.
Medium Size.1.00 12.00
Large Size.1.50 18.00

Beware of Imitations. There is but One Pain Killer. Get the Genuine.

J. N. Harris & Co., Ltd., Cincinnati, O.

Proprietors for the Southern and Western States.

For Sale by all Medicine Dealers.

Allen's Lung Balsam

The Great Remedy for Curing

CONSUMPTION,

Coughs, Colds, Croup,

And Other Throat and Lung Affections.

Call our attention to the fact that the old standard Remedy, ALLEN'S LUNG BALSAM, is now put up in three sizes—25 cents, 50 cents and \$1 per bottle. Small.1/25 1/25
Medium.1/50 1/50
Large.1/100 1/100

J. N. Harris & Co., Ltd., Cincinnati, O.

Michigan Drug Exchange.

MILLS & GOODMAN, Props.

GRAND RAPIDS, MICH.

WANTED—Registered drug clerks, either pharmacists or assistants, who are sober, honest, industrious and willing to work on moderate salary.

FOR SALE—Stock of about \$700 in good location on lake shore and railroad. Will sell at very reasonable price.

FOR SALE—Fine stock of about \$4,000 in Grand Rapids. Will sell for two-thirds cash and easy terms on balance if well secured.

FOR SALE—Stock of \$7,000 in Grand Rapids, well located and doing fine business. Will sell on liberal terms.

FOR SALE—Desirable stock of about \$1,200 in southwestern portion of State. Must be sold on account of other business; terms very easy.

FOR SALE—The finest business north of Grand Rapids. General stock of about \$15,000. Would prefer to sell whole stock, but will sell any section separate.

FOR SALE—Stock of \$3,000 in growing town on the lake shore in midst of peach region. Will sell only with residence. Doing business of \$10,000 per annum.

FOR SALE—Very desirable stock of \$6,000, well located in Grand Rapids. Will sell whole stock on very easy terms, or half interest for cash.

ALSO many other stocks, the particulars of which we will furnish free on application.

FOR SALE—Dentist office and practice doing business of \$1,500 per annum. No other dentist within 10 miles. Must be sold by June 10.

WHOLESALE PRICE CURRENT.

Advanced—Carbolic acid, oil cloves.			
Declined—Oil peppermint, turpentine, linseed oil.			
ACIDS.			
Acetic, C. P. (Sp. grav. 1.040)	9	@	10
Carbolic, No. 8	30	@	35
Muriatic, 18 deg.	70	@	75
Nitric 36 deg.	11	@	12
Oxalic	10	@	12
Sulphuric 66 deg.	3	@	4
Tartaric, English	50	@	53
Benzole, English	12	@	15
Benzole, German	12	@	15
Tannic	12	@	15
AMMONIA.			
Carbonate	12	@	14
Muriate (Powd. 25c)	15	@	16
2 qu 16 deg or 3f	3	@	5
Aqua 18 deg or 4f	4	@	6
BALSAMS.			
Copaiba	38	@	42
Pir.	40	@	45
Peru	1	@	15
Tolu	45	@	50
BARKS.			
Cassia, in mats (Powd 10c)	11	@	12
Cinchona, yellow	18	@	18
Elm, select	15	@	15
Elm, ground, pure	15	@	15
Elm, powdered, pure	15	@	15
Sassafras, of root	14	@	14
Wild Cherry, select	20	@	20
Bayberry powdered	12	@	12
Hemlock powdered	30	@	30
Myrrh, powdered	12	@	12
Soap ground	12	@	12
BERRIES.			
Cubeb prime (Powd 1 10c)	@	10	
Juniper	6	@	7
Prickly Ash	50	@	60
EXTRACTS.			
Licorice (10 and 25 lb boxes, 25c)	27	@	27
Licorice, bulk (12 and 25 lb boxes)	12	@	12
Logwood, 18 (25 lb boxes)	12	@	12
Logwood, 1/48 do	13	@	13
Logwood, 1/48 do	13	@	13
Logwood, 1/48 do	13	@	13
Fluid Extracts—25¢ per cent. off list.			
FLOWERS.			
Arnica	13	@	15
Chamomile, Roman	30	@	30
Chamomile, German	30	@	30
GUMS.			
Aloes, Barbadoes	50	@	75
Aloes, Cape (Powd 20c)	12	@	12
Aloe Socotrine (Powd 60c)	25	@	30
Ammoniac	25	@	30
Arabic, powdered select	80	@	80
Arabic, 1st picked	70	@	70
Arabic, 2d picked	60	@	60
Arabic, sifted sorts	50	@	50
Assafetida, prime (Powd 35c)	50	@	50
Benzoin	25	@	27
Camphor	50	@	50
Catechu, 18 (1/4 lb, 1/4 lb, 1/4 lb)	13	@	13
Euphorbium powdered	35	@	40
Galbanum strained	80	@	80
Guaia, prime (Powd 45c)	30	@	30
Kino (Powdered, 30c)	20	@	20
Mastic	1	@	25
Myrrh (Powd 45c)	1	@	25
Opium, pure (Powd \$4 60)	3	@	30
Shallac, Campbell's	25	@	25
Shallac, English	25	@	25
Shallac, native	25	@	25
Shallac bleached	30	@	30
Tragacanth	30	@	30
HERBS—IN OUNCE PACKAGES.			
Hoarhound	25	@	25
Lobelia	25	@	25
Peppermint	40	@	40
Ravenscroft	25	@	25
Sage	25	@	25
Sage, Italian, bulk (1/4 lb, 1/4 lb, 1/4 lb)	13	@	14
Senna, Alex, natural	33	@	35
Senna, Alex, sifted and garbled	25	@	25
Senna, powdered	25	@	25
Senna, bulk	25	@	25
Uva Ursi	10	@	10
Belledonna	30	@	30
Foxglove	30	@	30
Hamamelis	25	@	25
Rose, red	25	@	25
LIQUORS.			
W. D. & Co.'s Sour Mash Whisky	2	@	50
Druggists' Favorite Rye	1	@	50
Whisky, other brands	1	@	50
Brandy, Cognac	1	@	50
Gin, Holland	2	@	50
Brandy	1	@	50
Catawba Wines	1	@	50
Port Wines	1	@	50
POTASSIUM.			
Carbonate, Patterson's, 2 oz.	22	@	22
Carbonate, Jennings's, 2 oz.	37	@	37
Citrate, H. P. & Co.'s solution	2	@	25
Calcined	65	@	65
OILS.			
Almond, sweet	45	@	50
Almond, rectified	1	@	50
Almond, bitter	1	@	50
Bay	50	@	50
Bergamot	3	@	60
Castor	1	@	42
Cinnamon	1	@	75
Cajuput	1	@	75
Cassia	85	@	85
Cedar, commercial (Pure 75c)	35	@	35
Citronella	1	@	150
Clove	1	@	120
Cod Liver, N. F.	1	@	150
Cod Liver, best	1	@	150
Cod Liver, H. P. & Co.'s, 16	6	@	60
Soap, Mottled do	9	@	90
Erigeron	1	@	160
Fireweed	2	@	200
Geranium 1/2 oz.	75	@	75
Spirits Nitre, 4 F.	30	@	30
Juniper wood	50	@	50
Lavender berries	2	@	200
Lavender flowers, French	2	@	201
Lavender gran	1	@	150
Lavender spike do	90	@	90
Lemon, new crop	3	@	300
Lemon, Sanderson's	2	@	275
Lemongrass	1	@	100
Olive, Malt	90	@	100
Olive, "Sublime Italian"	2	@	275
Organum, red flowers, French	1	@	125
Organum, No. 1	1	@	100
Pennyroyal	1	@	100
Peppermint, white	3	@	3

The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

Office in Eagle Building, 49 Lyon St., 3d Floor. Telephone No. 95.

(Entered at the Postoffice at Grand Rapids as Second-class Matter.)

WEDNESDAY, MAY 19, 1888.

City Clerks as Country Merchants.

Wm. H. Maher in American Grocer.

I often recall my school days and school mates, and smile over the ambitions and ideas that we boys had. I had nothing either in myself, my relative, or my surroundings of which to boast, but nearly every other boy had some possession for which I envied him. Perhaps he was more of a favorite with the girls, or his father was rich, or he had relatives who were great men, or other parts that made him popular.

I remember my special admiration for Jimmy Slown came from the fact that he had an uncle who was a great merchant in New York. To be storekeeper in our village was a great thing, and a position that a boy might look upon with awe; but to be a leading house in great New York was more than a badge of nobility. It cast its lustre so far that even Jimmy was lifted up by it, and when he quoted his New York uncle we boys felt that it was an honor to be in his company.

For years Jimmy and his brothers talked of the possibility of their uncle some day remembering them, but not till Jimmy was thirty did the great man do anything for him. Then he did all he could do; he died and remembered them in his will.

When I opened my morning paper and saw the announcement of the death of the great and rich New York merchant, I at once sent up a wish that Jimmy might at last be benefited; and later, when details of the will were given, I saw that he and his brother were given for \$10,000. It was twenty years since he and I had been at school together or had met, but I doubt if any friend near him was more sincerely glad for his good luck than I was.

The boys (we always think of our school-mates as boys) had been clerking in a city of some 30,000 inhabitants, and their first move after getting their money was to go back to our old village and negotiate for the purchase of a stock of general merchandise there. They paid a good price, but they were quite well aware of that. The stand was a good one, the stock was in fair condition, and they considered a few hundred dollars as of small consequence.

In this view, too, they were probably right. Many men slip up on the purchase of a business because they figure that the seller is asking a little more than his stock and fixtures will inventory. A man came to me for advice two years ago about just such a purchase. He figured that the business was worth \$4,000 as it stood, but the seller wanted \$4,600. I advised him if he was satisfied that the business was a good one, not to let a few hundred dollars stand in the way; that he ought to remember that he was buying something that could not be inventoried, and that had cost money to build up. He concluded he would hold off a few days, but the seller found a purchaser at his price. My friend would have then paid the price, but it was too late, and the purchaser had the best of reasons for being satisfied with his bargain. Buying a business is not like buying a coat of a barrel of flour; it is like buying bonds for a life investment. If you have proof that they have been good dividend-paying property, the premium that you pay for them, if not foolishly high, is of little consequence.

But, aside from this consideration, which was a sensible one, the Slown Brothers had another argument, and that was their \$10,000. What were a few hundred dollars when they had \$10,000 in the bank subject to their check? They looked upon a few hundred dollars as of small importance, and bought the business on the seller's terms.

The truth is that \$10,000 is a goodly sum of money. I remember once in saying to myself, and saying it seriously, "If I ever get to be worth \$10,000 I shall stop working, invest the money at 10 per cent., and with \$1,000 a year live a very contented and easy life. At that date money was loaned readily on the best security at 12 per cent., but I thought I would not be greedy, and so figured on the basis of 10. If some one had kindly died for my benefit just then, and left me \$10,000, I would probably felt as my friends, the Slowns, did, that I had enough to last me forever. But I started to tell about the Slown's store.

The boys took great pleasure in changing the room so that it lost the village grocery look and took on city airs. Their delivery wagon was bought in the city, their advertising matter was after city fashion, and they laid in a stock of goods such as the old village had never seen before.

Of course, the old foggy competitors sneered and ridiculed them, and equally, of course, the boys boasted that they would run the old fogies out of town. Merchants know that there is a class, larger or smaller, in every city and village that always gravitates to the new comer. Most of these people have pretty good accounts standing unpaid at the other stores, but a certain proportion of such trade is good pay.

This constituency came to Slown's at

once, greatly encouraging them, and they held on to a good share of the trade that formerly belonged to their predecessor. Their success was sufficient to cause the older dealers to take steps to head them off, and the boys met each cut by cutting under it. And while the other stores only cut on a few things, the Slowns got their backs up and cut on everything. They began to draw trade from towns twenty miles away, and did a very large business.

It seems to me that if I had started business with \$10,000 in the bank it would have made me feel rather sore to watch that account grow smaller. I would have figured to myself: That deposit gives me credit. I will buy on time, sell and collect to meet my bills, but I will not touch that account unless I am obliged to, and then I will pay back the amount the very first minute I can. But the Slown boys did not figure that way. They were doing a large credit business and increasing their stock and their lines, and they consoled themselves by saying that what they took out of the bank they had on their shelves or in book accounts.

Both boys were married and each bought a house for himself. They were interested in all public enterprises, and particularly interested in politics. If their old uncle could have looked at them from his place in heaven (surely no New York merchant will go to the other place!), he must have felt that his best was being done for him.

In about three years from the date that I saw notice of their good luck, I found a line in Dun's weekly sheet that surprised me. It read:

Slown Bros., general merchandise, assigned.

I was in the village the other day and asked about them. Their assets had paid 31 cents on the dollar, and the two were back in the city again clerking. I hope the uncle does not know it.

TIME TABLES.

Chicago & West Michigan.

Leaves.	Arrives.
*Mail..... 9:00 a.m.	4:30 p.m.
*Day Express..... 12:30 p.m.	9:25 p.m.
*Night Express..... 10:40 p.m.	5:45 a.m.
Muskegon Express..... 4:20 p.m.	11:20 a.m.
*Daily..... *Daily except Sunday.	

Through parlor car on all night trains. Pullman Sleeping Cars on all night trains. Through parlor car in charge of careful attendants without extra charge to Chicago on 1:00 p. m., and through coach on 9:15 a. m. and 10:40 p. m. trains.

NEWAYGO DIVISION.

Leaves.	Arrives.
Express..... 4:30 p.m.	7:30 p.m.
Express..... 8:00 a.m.	10:50 a.m.

All trains arrive and depart from Union Depot.

The Northern terminus of this Division is at Baldwin, where close connection is made with F. & P. M. trains to and from Ludington and Manistee.

J. H. CARPENTER, Gen'l Pass. Agent.

J. B. MULLIKEN, General Manager.

Detroit, Mackinac & Marquette.

Going West.	Going East.
7:30 p.m. Houghton..... 8:30 a.m.	
3:00 p.m. D. Marquette..... 1:00 p.m.	
2:05 p.m. A. Marquette..... 1:40 p.m.	
10:40 a.m. Seney..... 4:50 p.m.	
7:45 a.m. St. Ignace..... 8:15 p.m.	
6:15 a.m. Mackinac City..... 9:30 p.m.	
5:00 p.m. Grand Rapids..... 10:30 a.m.	
Express trains Nos. 1 and 2 make close connections at Mackinac City with Michigan Central and G. R. & I. R. R.	

Connections also made at St. Ignace with steamers of the Detroit and Cleveland Steam Navigation Company and all lake steamers.

At Marquette with the Marquette, Houghton & Ontonagon Railroad, for all Lake Superior ports.

A. WATSON, Gen. Supt., Marquette, Mich.

E. W. ALLEN, Gen. Pass. and Ticket Agent, Marquette.

Lake Shore & Michigan Southern.

Leave.	Arrive.
Ex. N. Y. N. Y. N. Y.	Mail. Ex. Mail. Ex.
P. m. a. m. p. m.	a. m. p. m. a. m. p. m.
4:40 7:50 Dp. Grand Rapids.. Ar 9:30 7:15	
5:58 9:07 Allegan..... 8:32 5:58	
6:55 10:05 Kalamazoo..... 7:30 5:00	
9:50 11:40 White Pigeon..... 5:50 3:30	
a. m. p. m. p. m. a. m.	
4:15 5:10 Toledo..... 11:15 10:40	
8:20 9:30 Cleveland..... 6:40 6:30	
p. m. a. m. a. m. p. m.	
2:40 3:30 Buffalo..... 11:55 11:55	
a. m. p. m. p. m. a. m.	
5:40 8:00 Chicago..... Lv 11:30 8:50	

A local freight leaves Grand Rapids at 1 p. m., carrying passengers as far as Allegan.

All trains daily except Sunday.

J. W. MCKENNEY, General Agent.

Detroit, Grand Haven & Milwaukee.

GOING EAST.	Arrives.	Leaves.
*Steamboat Express.....	6:25 a.m.	
*Through Mail.....	10:40 a.m.	10:50 a.m.
*Evening Express.....	3:40 p.m.	3:50 p.m.
*Limited Express.....	8:30 p.m.	10:45 p.m.
*Mixed, with coach.....		11:00 a.m.

GOING WEST.

Leaves.	Arrives.
*Morning Express..... 1:05 p.m.	1:10 p.m.
*Through Mail..... 5:00 p.m.	5:10 p.m.
*Steamboat Express..... 10:40 p.m.	
*Mixed..... 7:10 a.m.	
*Night Express..... 5:10 a.m.	5:35 a.m.

*Daily, Sundays excepted. *Daily.

Passengers taking the 6:25 a. m. Express make close connections at Owosso for Lansing and at Detroit for New York, arriving there at 10:30 a. m. the following morning.

The Night Express has a through Wagner Car and local Sleeping Car Detroit to Grand Rapids.

D. POTTER, City Pass. Agent.

GEO. B. REEVE, Traffic Manager, Chicago.

Grand Rapids & Indiana.

GOING NORTH.	Arrives.	Leaves.
Cincinnati & Gd Rapids Ex 9:30 p.m.	11:30 a.m.	
Cincinnati & Mackinac Ex 9:30 a.m.	5:05 p.m.	
Pt. Wayne & Mackinac Ex 4:10 p.m.	5:05 p.m.	
G'd Rapids & Trav. City Ac.	7:00 a.m.	

GOING SOUTH.

Leaves.	Arrives.
G. Rapids & Cincinnati Ex. 5:05 p.m.	7:15 a.m.
Mackinac & Cincinnati Ex. 10:30 a.m.	11:45 a.m.
Cadillac & G'd Rapids Ex. 10:30 p.m.	

All trains daily except Sunday.

SLEEPING CAR ARRANGEMENTS.

North—Train leaving at 5:05 o'clock p. m. has Sleeping and Chair Cars for Petoskey and Mackinac. Train leaving at 11:30 a. m. has combined Sleeping and Chair Car for Mackinac City.

South—Train leaving at 5:30 p. m. has Woodruff Sleeping Car for Cincinnati.

C. L. LOCKWOOD, Gen'l Pass. Agent.

Michigan Central.

DEPART.	ARRIVE.
*Detroit Express..... 6:00 a.m.	
*Day Express..... 12:45 p.m.	
*Atlantic Express..... 10:40 p.m.	
*Way Freight..... 6:50 a.m.	

ARRIVE.

Leaves.	Arrives.
*Pacific Express..... 8:00 a.m.	
*Mail..... 3:30 p.m.	
*Grand Rapids Express..... 10:35 p.m.	
*Way Freight..... 5:15 p.m.	

*Daily except Sunday. *Daily.

Sleeping cars run on Atlantic and Pacific Express.

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 6:00 a. m. has Drawing Room and Parlor Car for Detroit, reaching that city at 11:45 a. m., New York 10:30 a. m., and Boston 3:05 p. m. next day.

A train leaves Detroit at 4 p. m. daily except Sunday with drawing room car attached, arriving at Grand Rapids at 10:35 p. m.

CHAS. H. NORRIS, Gen'l Agent



Every can wrapped in colored tissue paper with signature and stamp on each can.

Amos S. Musselman & Co.

Successors to Fox, Musselman & Loveridge,

Wholesale Grocers.

AGENTS FOR

MUSSELMAN'S CORKER PLUG AND RUM CIGARS.

The best and most attractive goods on the market.

SEND FOR SAMPLE BUTT. SEE QUOTATIONS IN PRICE-LIST.

F. J. DETTENTHALER,

JOBBER OF

OYSTERS & FISH,

BUTTER AND EGGS,

CONSIGNMENTS SOLICITED,

117 MONROE ST., - GRAND RAPIDS, MICH.

P. STEKETEE & SONS,

JOBBER IN

DRY GOODS,

AND NOTIONS,

88 Monroe St.,

AND 10, 12, 14, 16 AND 18 FOUNTAIN STREET,

GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers
American and Stark A Bags

A Specialty.

Wall Paper AND Window Shades

At Manufacturers' Prices.

SAMPLES TO THE TRADE ONLY.

House and Store Shades Made to Order.

68 MONROE STREET, GRAND RAPIDS.

Nelson Bros. & Co.

JENNINGS'

Flavoring Extracts!

MANUFACTURED BY

JENNINGS & SMITH,

Props. Arctic Manufacturing Co.,

GRAND RAPIDS,

MICH. 37, 39 & 41 Kent Street, Grand Rapids, Michigan.

BULKLEY, LEMON & HOOPS,

Importers and

Wholesale Grocers.

Sole Agents for

Daniel Scotten & Co.'s "HIAWATHA" Plug Tobacco.

Lautz. Bros. & Co.'s SOAPS.

Niagara STARCH.

Dwinell, Howard & Co.'s Royal Mocha and Java. Royal Java. Golden Santos.

Thompson & Taylor Spice Co.'s "Magnolia" Package Coffee.

SOLE PROPRIETORS

"JOLLY TIME" Fine Cut.

Dark and sweet, with plug flavor, the best goods on the market.

In addition to a full line of staple groceries, we are the only house in Michigan which carries a complete assortment of fancy groceries and table delicacies.

Mail orders are especially solicited, which invariably secure the lowest prices and prompt shipment. Satisfaction guaranteed.

25, 27 and 29 Ionia St. and 51, 53, 55, 57 and 59 Island Sts.,

Grand Rapids, Mich.

PUTNAM & BROOKS

Wholesale Manufacturers of

PURE CANDY!

ORANGES, LEMONS,
BANANAS, FIGS, DATES,
Nuts, Etc.

ABSOLUTE SPICES.

Warranted to be Pure Goods.

Manufactured Only by

TELFER & BROOKS,

46 Ottawa St., Grand Rapids.

WM. SEARS & CO.

Cracker Manufacturers,

Agents for

AMBOY CHEESE.

The Michigan Tradesman.

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

MEANING OF "STOCK."

"Stock" includes swine, according to the decision of the Supreme Court of Iowa, in the case of State vs. Clark.

PATENT CASES—AUTHORITY OF STATE COURTS.

A state court has no authority to prohibit the use of a patent pending the action in a suit brought thereon, which necessarily involves the question of infringement, according to the decision of the New York Court of Appeals.

NOTE—SEALED INSTRUMENT.

The words "signed and sealed" at the end of a note were followed by the signature of the maker, and a seal, with the letters "L. S." written across it. The Supreme Court of Georgia held that the note was a sealed instrument under the law of that state.

LARCENY—LOAN—MISTAKE AS TO AMOUNT.

A curious larceny case was lately before the English Court for Crown Cases Reserved. In this case, Reg. vs. Ashwell, it appeared that the defendant asked a person for the loan of a shilling. The person asked gave him what he supposed to be a shilling, but which was in fact a sovereign. He changed the sovereign, kept the change, and when told of the mistake at first denied the receipt of the sovereign, but afterwards admitted that he had got it and spent half the money. The Court held that defendant was guilty of the crime of larceny.

INSURANCE FOR BENEFIT OF OTHERS—SURRENDER.

A person took out three policies of insurance on his own life for the benefit of his wife and children. After the death of his wife he surrendered the policies, signing as guardian of his children, all of whom, with one exception, were of full age. The New York Court of Appeals held that the surrenders were void; that under the New York statutes the policies at the moment of their execution vested in the wife and children; that the policies could not be surrendered without their assent, and that the surrender having been made without that assent the children were entitled to recover the amount of the policies forfeited at the time of the surrender, less unpaid premiums and interest.

TRADE-MARK—"ANTI-WASHBOARD" SOAP.

The words "anti-washboard," as applied to a manufacture of soap, were recently held to constitute a valid trade mark (O'Rourke vs. Central City Soap Company, decided by the United States Circuit Court for the Eastern District of Michigan). The court said: "As a general rule there is no doubt that in order that mere words may be upheld as a trade-mark they must be purely arbitrary or must indicate the origin or ownership of the article or fabric to which they are affixed. Words expressive of the character and composition of an article, or of the name by which it is generally known in the market, cannot be made the subject of monopoly. * * * There is, however, a class of words which, though not descriptive of the article, are suggestive of some supposed advantage to be derived from using it, or some effect produced by its use. These have been ordinarily though not always upheld as valid trade-marks. * * * The words 'anti-washboard' are not objectionable as indicating the composition or quality of the article, although the natural inference from them is that by the use of the soap the necessity of rubbing clothes is obviated. Upon the whole we incline to the opinion that they are rather suggestive than descriptive, and that they may be properly claimed as a trade-mark."

BILL OF LADING—STIPULATION AS TO AMOUNT STATED.

A bill of lading contained a stipulation to the effect that the amount stated in the bill should be conclusive as between the shippers and the carriers. The United States Circuit Court for the Eastern District of Michigan held (Law vs. Botsford) that such a stipulation was not obligatory upon the vessel though it might be upon the master signing it personally. The Court said: "This is certainly a very singular stipulation, and was designed undoubtedly to obviate the difficulties which are thrown in the way of deducting shortage, but we think the answer to it is not a difficult one. It is well settled by the case of Grant vs. Norway, 10 C. B. 665, in England, and the Freeman, 18 How. 182, in this country, that the master has no authority to sign a bill of lading for a cargo not laden on board. Now this is nothing more nor less than such a contract. It is an agreement that the amount named in the bill of lading shall be conclusive upon the vessel, though never a bushel may have been laden on board. The master has no authority to make a stipulation of this kind. It is possible it would be binding between the consignor and the owner of the vessel if he assented to it personally, but the power of the master to bind his ship is limited to contracts made in the usual and ordinary course of business. * * * His authority is to sign bills of lading of the usual tenor and description, consisting of a receipt for the amount shipped, subject to explanation, and a contract to deliver in the usual form at the port of destination. Such a contract the master has undoubtedly the right to sign, but he has no right to sign such contract before the cargo is laden on board."

J. T. BELL & CO., Saginaw Valley Fruit House And COMMISSION MERCHANTS, Dealers in all kinds Country Produce & Foreign Fruits. Reference: Banks of East Saginaw. East Saginaw, Mich.

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CARY & LOVERIDGE,
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VON BEHREN & SHAFFER, STRYKER, OHIO, Manufacturers of Every Style of WHITE ASH OARS.



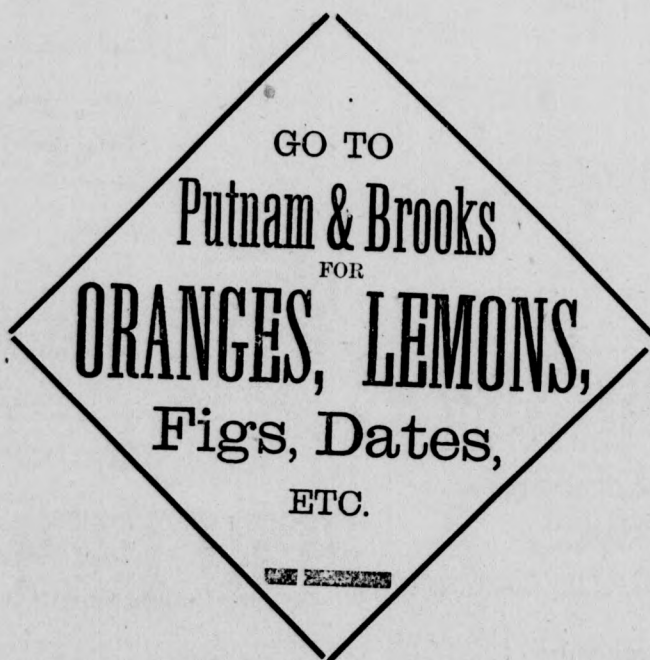
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49 Lyon Street, Up-Stairs, Grand Rapids, Mich.

O. W. BLAIN & CO., Produce Commission Merchants, —DEALERS IN— Foreign and Domestic Fruits, Southern Vegetables, Etc.

We handle on Commission BERRIES, Etc. All orders filled at lowest market price. Correspondence solicited. APPLES AND POTATOES in car lots Specialties. NO. 9 IONIA ST.



CURTISS, DUNTON & CO., Paper TWINES, CORDAGE, WOODENWARE. Wool Twine, Binders' Twine, Tarred Felt, Tarred Board, Building Board, Etc. LYON ST., - GRAND RAPIDS.

SPRING & COMPANY,

WHOLESALE DEALERS IN

Staple and Fancy

DRY GOODS, CARPETS, MATTINGS,

OIL CLOTHS

ETC., ETC.

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Grand Rapids, -- Michigan.

K OF L SMOKING TOBACCO,

Manufactured by the

National K. of L. Co-operative Tobacco Co., RALEIGH, N. C.

Arthur Meigs & Co.,

CRAND RAPIDS, MICH.,

Wholesale agents for the

STATE OF MICHIGAN.

This is the only authorized K. of L. Smoking Tobacco on the market. The stock of this corporation is all owned by the K. of L. Assemblies in the U. S., and every member will not only buy it himself, but do his utmost to make it popular. Dealers will therefore see the advisability of putting it in stock at once. We will fill orders for any quantity at following prices, usual terms:

2 oz. 46; 4 oz. 44; 8 oz. 43; 16 oz. 42.

ARTHUR MEIGS & CO., Wholesale Grocers,

77, 79, 81 and 83 South Division St., Grand Rapids, Mich.

Dry Goods.

The following quotations are given to show relative values, but they may be considered, to some extent, "outside prices," and are not as low as buyers of reasonable quantities can, in most instances, obtain them at. It will pay every merchant to make frequent visits to market, not only in respect to prices, but to keep posted on the ever-changing styles and fashions, many of which are never shown "on the road."

WIDE BROWN COTTONS.

Androscoogin, 9-4, 17	Pepperell, 10-4, 19
Androscoogin, 7-4, 13	Pepperell, 11-4, 22
Pepperell, 7-4, 13	Pequot, 7-4, 14
Pepperell, 8-4, 15	Pequot, 8-4, 16
Pepperell, 9-4, 17	Pequot, 9-4, 18

CHEEKS.

Economy, 02, 10	Park Mills, No. 100, 15
Park Mills, No. 50, 10	Prodigy, 02, 10
Park Mills, No. 60, 11	Oris Apron, 02, 10
Park Mills, No. 70, 12	Otis Furniture, 02, 10
Park Mills, No. 80, 13	York, 1 02, 10
Park Mills, No. 90, 14	York, AA, extra 02, 12

OSNABURGS.

Alabama, Plain, 02, 10	Alabama, Plaid, 02, 10
Georgia, 02, 10	Augusta, 02, 10
Jewell, 02, 10	Georgia, 02, 10
Kentucky, 02, 10	Georgia, 02, 10
Lane, 02, 10	Toledo, 02, 10
Santee, 02, 10	

BLEACHED COTTONS.

Avondale, 38, 10	Guided Aze, 02, 10
Art cambrics, 38, 10	Greene, G 44, 02, 10
Androscoogin, 4-4, 7	Hill, 4-4, 02, 10
Androscoogin, 5-4, 12	Hill, 7-8, 02, 10
Ballou, 4-4, 02, 10	Hope, 4-4, 02, 10
Ballou, 5-4, 02, 10	King Phillip cam, 02, 10
Boott, O. 4-4, 02, 10	Brice, 4-4, 02, 10
Boott, E. 5-5, 02, 10	Linwood, 4-4, 02, 10
Boott, AGC, 4-4, 02, 10	Lonsdale, 4-4, 02, 10
Boott, R. 3-4, 02, 10	Lonsdale cambric, 10
Blackstone, AA 4-4, 02, 10	Langdon, GB, 4-4, 02, 10
Chapman, X, 4-4, 02, 10	Langdon, 46, 02, 10
Conway, 4-4, 02, 10	Masonville, 4-4, 02, 10
Cabot, 4-4, 02, 10	New York Mill, 4-4, 10
Cabot, 7-8, 02, 10	New Jersey, 4-4, 02, 10
Canoe, 3-4, 02, 10	Pocasset, P. M. C., 7
Domestic, 38, 10	Pride of the West, 10
Dwight Anchor, 4-4, 02, 10	Pocahontas, 4-4, 02, 10
Dwight, 4-4, 02, 10	Slaterville, 7-8, 02, 10
Fruit of Loom, 4-4, 02, 10	Woodbury, 4-4, 02, 10
Fruit of Loom, 7-8, 02, 10	Whitinsville, 4-4, 02, 10
Fruit of the Loom, 11	Whitinsville, 7-8, 02, 10
Gold Medal, 4-4, 02, 10	Wamsutter, 4-4, 02, 10
Gold Medal, 7-8, 02, 10	Williamsville, 38, 02, 10

SILKES.

Crown, 10, 10	Masonville S., 11
No. 10, 10	Lonsdale, 02, 10
Coin, 10, 10	Lonsdale A., 14
Anchor, 10, 10	Victory O., 02, 10
Blackburn, 8, 10	Victory J., 02, 10
Dwight, 10, 10	Victory B., 02, 10
London, 12, 10	Victory K., 10
Pacania, 12, 10	Phoenix A., 19
Red Cross, 8, 10	Phoenix B., 10
Masonville TS., 8	Phoenix XX., 5

PRINTS.

Albion, solid, 02, 10	Gloucester, 02, 10
Albion, grey, 02, 10	Gloucestermourning, 02, 10
Allen's checks, 02, 10	Hamilton fancy, 02, 10
Allen's fancy, 02, 10	Hartel fancy, 02, 10
Allen's pink, 02, 10	Merrimac D., 02, 10
Allen's purple, 02, 10	Manchester, 02, 10
American, fancy, 02, 10	Oriental fancy, 02, 10
Arnold fancy, 02, 10	Oriental robes, 02, 10
Berlin solid, 02, 10	Pacific robes, 02, 10
Cocheo fancy, 02, 10	Richmond, 02, 10
Cocheo robes, 02, 10	Steel River, 02, 10
Conestoga fancy, 02, 10	Simpson's, 02, 10
Eddystone, 02, 10	Washington fancy, 02, 10
Eagle fancy, 02, 10	Washington blues, 02, 10
Garner pink, 02, 10	

FINE BROWN COTTONS.

Appleton A, 4-4, 02, 10	Indian Orchard, 40, 7
Boott M, 4-4, 02, 10	Indian Orchard, 38, 6
Boston F, 4-4, 02, 10	Laconia B, 7-4, 13
Continental C, 4-4, 02, 10	Lyman B, 40-in, 9
Continental D, 40-in, 7	Mass. BB, 4-4, 02, 10
Conestoga W, 4-4, 02, 10	Nashua E, 40-in, 7
Conestoga D, 7-8, 02, 10	Nashua R, 4-4, 02, 10
Conestoga G, 30-in, 5	Nashua O, 7-8, 02, 10
Dwight X, 3-4, 02, 10	Newmarket N, 02, 10
Dwight Y, 7-8, 02, 10	Pepperell E, 40-in, 02, 10
Dwight Z, 4-4, 02, 10	Pepperell R, 4-4, 02, 10
Dwight Star, 4-4, 02, 10	Pepperell O, 7-8, 02, 10
Dwight Star, 40-in, 7	Pepperell N, 3-4, 02, 10
Enterprise EE, 30, 10	Pocasset C, 4-4, 02, 10
Great Falls E, 4-4, 02, 10	Saranac E, 02, 10
Farmers' A, 4-4, 02, 10	Saranac E, 02, 10

DOMESTIC GINGHAMS.

Amoskeag, 7, 10	Johnson Manfg Co., 12
Amoskeag, Persian, 9	Johnson Manfg Co., 10
Bates, 6, 10	dress styles, 10
Berkshire, 6, 10	Slaterville, dress, 6
Glasgow, fancy, 6, 10	styles, 6
Glasgow, royal, 6, 10	White Mfg Co, 4
Gloucester, new, 7, 10	White Mfg Co, 7
standard, 7, 10	White Mfg Co, 7
Plunket, 7, 10	Earlston, 7
Lancaster, 7, 10	Gordons, 7
Langdown, 7, 10	Greylock, dress, 7
Renfrew, dress, 9, 10	styles, 10

WIDE BLEACHED COTTONS.

Androscoogin, 7-4, 15	Pepperell, 10-4, 22
Androscoogin, 8-4, 16	Pepperell, 11-4, 24
Pepperell, 7-4, 13	Pequot, 7-4, 14
Pepperell, 8-4, 15	Pequot, 8-4, 16
Pepperell, 9-4, 17	Pequot, 9-4, 18
Pepperell, 10-4, 19	Pequot, 10-4, 20

HEAVY BROWN COTTONS.

Atlantic A, 4-4, 02, 10	Lawrence XX, 4-4, 02, 10
Atlantic H, 4-4, 02, 10	Lawrence XXX, 40, 7
Atlantic D, 4-4, 02, 10	Lawrence LL, 4-4, 02, 10
Atlantic P, 4-4, 02, 10	Newmarket N, 02, 10
Atlantic L, 4-4, 02, 10	Myra E, 40-in, 7
Adriatic, 38, 10	Pequot A, 4-4, 02, 10
Augusta, 4-4, 02, 10	Piedmont, 38, 6
Boott M, 4-4, 02, 10	Tark AA, 4-4, 02, 10
Boott FF, 4-4, 02, 10	Trenton CC, 4-4, 02, 10
Graniteville, 4-4, 02, 10	Utica, 4-4, 02, 10
Indian Head, 4-4, 02, 10	Wachusett, 4-4, 02, 10
Indiana Head 45-in, 11	Wachusett, 30-in, 5

TICKERS.

Amoskeag, ACA, 17, 10	Falls, XXX, 15
Amoskeag, 4-4, 12	Falls, BB, 11
Amoskeag, A, 11	Falls, BBC, 10
Amoskeag, B, 11	Falls, awning, 19
Amoskeag, C, 10	Hamilton, EF, 22, 9
Amoskeag, D, 10	Hamilton, D, 9
Amoskeag, E, 9	Hamilton, H, 8
Amoskeag, F, 9	Hamilton fancy, 8
Premium A, 17	Methuen A, 16
Premium B, 16	Methuen ASA, 16
Extra 4-8, 16	Omega A, 7-8, 10
Extra 7-8, 14	Omega A, 4-4, 12
CCA 7-8, 12	Omega ACA, 7-8, 13
CT 14, 12	Omega ACA, 4-4, 15
RO 7-8, 14	Omega SE, 7-8, 24
BF 7-8, 16	Omega SE, 4-4, 27
AP 4-4, 19	Omega M, 7-8, 22
Cordis AAA, 32, 14	Omega M, 4-4, 22
Cordis ACA, 32, 15	Shetucket, S & SW, 11
Cordis No. 1, 32, 15	Shetucket, SFS, 12
Cordis No. 2, 14	Shetucket, A, 7
Cordis No. 3, 13	Stockbridge fancy, 8
Cordis No. 4, 11	Falls, XXXX, 18

SOFT CAMBRICS.

Washington, 4	Royal Globe, 4
S. S. & Sons, 4	Crown, 4

GRAIN BAGS.

American A, 14	Amoskeag, 14
Stark A, 10	

DENIMS.

Boston, 6	Otis CC, 9
Everett blue, 12	Warren AXA, 11
Everett brown, 12	Warren BB, 10
Otis AXA, 10	Warren CC, 9
Otis BB, 10	York, blue, 12

PAPER CAMBRICS.

Manville, 4	S. S. & Sons, 4
Masonville, 5	Garner, 4

WIGANS.

Red Cross, 6	Thistle Mills, 6
Berlin, 6	Rose, 6
Garner, 7	

SPOOL COTTON.

Brooks, 50	Eagle and Phoenix, 30
Clark's O. N. T., 55	Mills ball sewing, 30
J. & P. Coats, 55	Green & Daniels, 25
Williamette 6 cord, 55	Stafford, 25
Williamette 3 cord, 40	Hall & Manning, 25
Charleston ball sew	Holyoke, 25
ing thread, 30	

CORSET JEANS.

Armory, 7	Kearsage, 6
Androscoogin, 7	Naumkeagsatteen, 6
Canoe River, 7	Pepperell bleached, 8
Clarendon, 8	Pepperell sat., 8
Hallowell Imp., 5	Rockport, 6
Ind. Orch. Imp., 5	Lawrence sat., 6
Laconia, 7	

Money Refunded.

The true remedy has at last been discovered. It was long known in his practice as Dr. Pete's Lung Food for Consumption. It is now called Dr. Pete's 35-cent Cough Cure. It is the safest, the surest and the best. No other Cough, Cold, and Consumption remedy is half its equal. We warrant it and will promptly refund the money paid for it if a beneficial effect is not experienced by the time two-thirds of the contents of the bottle is used. Sold by the Hazeltine & Perkins Drug Co., Grand Rapids, Mich.

Groceries.

Grocers' Association of the City of Muskegon.

OFFICERS.
President—H. B. Fargo.
First Vice-President—Wm. B. Keitt.
Second Vice-President—A. Towl.
Recording Secretary—Wm. B. Keitt.
Financial Secretary—John DeHaas.
Board of Directors—O. Lambert, W. L. McKen-
zie, H. B. Smith, Wm. B. Kelly, A. Towl and
E. Johnson.
Finance Committee—Wm. B. Kelly, A. Towl and
E. Johnson.
Committee on Rooms and Library—O. Lam-
bert, H. B. Smith and W. L. McKen-
zie.
Arbitration Committee—B. Borgman, Garrit
Wagner and John DeHaas.
Complaint Committee—Wm. B. Keitt, D. A.
Boelkins, J. O. Jeannot, R. S. Miner and L.
Vincent.
Law Committee—H. B. Fargo, Wm. B. Keitt
and A. Towl.
Transportation Committee—Wm. B. Keitt, An-
drew Wierzo and Wm. Peer.
Regular meetings—First and third Wednesday
evenings of each month.
Next meeting—Wednesday evening, May 19.

RETAIL GROCERS' ASSOCIATION OF GRAND RAPIDS.

ORGANIZED NOVEMBER 10, 1885.

President—Erwin J. Herriek.
First Vice-President—E. E. Walker.
Second Vice-President—Jas. A. Coye.
Secretary—Cornelius A. Johnson.
Treasurer—S. H. Hart.
Board of Directors—Eugene Richmond, Wm.
H. Sigel, A. J. Elliott, Henry A. Hydrum and
W. E. Knox.
Finance Committee—W. E. Knox, H. A. Hy-
drum and A. J. Elliott.
Room Committee—A. J. Elliott, Eugene Rich-
mond and W. L. Sigel.
Arbitration Committee—James Farnsworth,
M. J. Lewis and A. Rasch.
Complaint Committee—J. George Lehman,
Martin C. DeLanger and A. G. Wagner.
Collectors—Cooper & Barber, 60 Waterloo St.,
Eagle Hotel block.
Annual meetings—Second Tuesday in Novem-
ber.
Regular meetings—First and Third Tuesday
Evenings of each month.
Next meeting—Tuesday evening, June 1.

Kalamazoo Retail Grocers' Association.
President—P. Ranney.
First Vice-President—O. K. Buckhout.
Second Vice-President—Hugh Bergs.
Secretary—M. S. Scoville.
Treasurer—Julius Schuster.
Regular meetings—Second and fourth Tues-
days of each month.

Soliloquy by S. Tuck.

From the Retail Grocers' Advocate.

I was a big fool. I knew I was caught.
By that musical box and those spices I bought;
Every time that it plays sounds like the rogues'
march.
The pepper's most dirt, the mustard most
starch!
Why did I leave my good judgment to sway,
And let me to suffer, my trade to betray?
I should have known better. "Pure goods" is
the cry.
Of all my patrons. Oh, why did I try
To get something for nothing? It was but a
snare;
I'll know better in future, of such goods I'll
beware.
Oh, why did I heed not the Union's advice,
To march under its banner and deal in pure
spice?
To shun all fine presents, offered but to deceive,
I now would be happy, I now would not
grieve.
If the advice I had followed and joined that
grand band
of true-hearted grocers, the best in the land.

Kalamazoo Retail Grocers' Association.

The regular semi-monthly meeting of the
Kalamazoo Retail Grocers' Association,
which was held on the 11th, was well at-
tended. President Ranney presided and
Secretary Scoville officiated as scribe.

R. Arthur Stone tendered his resignation as
First Vice-President, on account of his hav-
ing retired from the grocery business, and
O. K. Buckhout was promoted from Second
Vice-President to fill the vacancy and Hugh
Bergs was elected Second Vice-President.

The Treasurer reported the finances of the
Association in a flourishing condition.

Several grocers stepped forward and
joined the Association by signing the consti-
tution and paying the initiation fee.

President Ranney then introduced Irving
W. VanZandt, of Rochester, who addressed
the Association at some length, detailing the
growth of the Eastern organizations and the
good results already accomplished by con-
certed effort. He referred to the victories
gained over the dead-beat and peddler nu-
sances, the good fellowship following in
the wake of riper acquaintance among the
grocerymen, and the necessity for organized
opposition to the twin evils of the trade—
adulterated goods and fictitious labels. He
asserted that a reaction was setting in in
favor of pure spices and unmixed syrups
and that the time was not far distant when
the consumer would refuse to be satisfied
with adulterated goods, no matter how
cheap they were.

Editor Stowe, of THE TRADESMAN, on
being called on for a few remarks, referred
to the recent organization of three new as-
sociations in the State, which swelled the
total number to twenty-five. He spoke of
the benefits to be derived from a State as-
sociation and bespoke for the State move-
ment the same enthusiasm the grocers have ex-
hibited in the local organizations. He sug-
gested that the Kalamazoo Association create
a new feature in the shape of a Complaint
Committee, to whom could be referred all
complaints against members for the purpose
of prompt investigation and settlement.

President Ranney commended the sug-
gestion, and the Association resolved to put
it into practice, selecting as such commit-
tee Messrs. M. Desenberg, W. L. Brownell
and Romain Buckhout.

After the transaction of the usual routine
business, the Association adjourned, to meet
again on the evening of May 25.

The Grocery Market.

Business and collections are both fairly
good. Sugars have taken a strong downward
movement, which verifies the prediction
made by THE TRADESMAN two weeks ago
that the staple would go to bottom figures
before the advent of the usual June boom.
Other articles in the grocery line are about
steady.

Candy is steady. Nuts are steady.
Oranges are higher. Lemons are also a
little higher.

Smoke the celebrated "American Field,"
H. Bradford, sole agents.

OUR ROLL OF HONOR.

We, the undersigned wholesale dealers of
Grand Rapids, hereby pledge ourselves to
the Retail Grocers' Association, not to sell
goods in our respective lines to consumers:

OLNEY, SHIELDS & CO.,
HAWKINS & PERRY,
F. J. LAMB & CO.,
BULKLEY, LEMON & HOORS,
AMOS MUSSELMAN & CO.,
FOX & BRADFORD,
O. W. BLAIN,
IRA O. GREEN,
MOSELEY BROS.,
BUNTING & SHEDD,
W. F. GIBSON & CO.,
S. C. PEER,
CLARK, JEWELL & CO.,
CODY, BALL & CO.,
JENNINGS & SMITH,
JOHN CAULFIELD,
FRED D. YALE & CO.,
TELFER & BROOKS,
EATON & CHRISTENSEN,
LUDWIG WINTERSTEN,
MOHL & KENNING,
HAZELTINE & PERKINS DRUG CO.

The Sugar Situation.

The future of this staple is still surround-
ed by a good deal of uncertainty, no one ap-
parently possessing faith in the situation
for either a rise or fall. The future no
doubt to a great extent depends upon the
beet sowings, and these at present are still
not known. Licht says that there is a
possibility of only 150,000 tons increase.
The majority of well informed parties place
the increase at about 10 per cent., or a crop
equal to 1884-85, which by the way was the
largest ever known. A good deal of uncer-
tainty exists with regard to France. If,
however, the advantages offered by the gov-
ernment with regard to the bounties may be
taken as a basis of calculation, the yield in
that country will increase enormously.
French manufacturers of beet sugar are no
doubt somewhat behind their German com-
petitors at present, but the large induc-
ements now offered to improve their method
by the new bounty will no doubt stir them
up. On the same basis as the German out-
turn the present bounty will amount to
\$2.16 per cwt., or within a trifle of the low-
est market price recorded. With such a
bounty continued for any length of time,
France would supply the 500,000 tons now
exported from other continental countries.

The statistical position is not as strong as
it was, and the decreased consumption is
being felt. The stocks in Europe, Havana,
Matanzas and the United States at uneven
dates are 24,725 tons more than last year at
corresponding dates, the stocks in Havana
and Matanzas being, on May 1, 114,424
tons, against 77,944 tons last year, besides
the stocks in other parts of the island being
in excess of corresponding date last year.

Sugar and the Strikes.

From the New York Sun.

The strike at the Brooklyn sugar re-
fineries had the effect of advancing the price
of loaf sugar in this market to seven and
five-eighths cents a pound, and other refined
sugars in proportion. Had the strikers suc-
ceeded in obtaining the increase of wages
they demanded, and had the workmen en-
gaged in the manufacture of the materials
and machinery used in sugar refining ob-
tained a similar increase, the price would
probably have risen three-eighths of a cent
more. In this case refined sugar could have
been profitably imported from Europe, and
the American refineries would have to be
closed. It is no wonder, therefore, that their
owners resisted the proposed increase
of wages. They might as well shut up for
want of labor as for want of custom.

This is only one out of many illustrations
which might be adduced of the complicated
and delicate character of manufacturing in-
dustry, and of the peril of violently inter-
fering with its development. Any attempt
by either employer or employed to obtain a
greater profit than is warranted by the laws
of trade is bound to fail.

**Ionian Business Men Pleased with Their
Association.**

IONIA, May 12, 1886.

Editor Michigan Tradesman:

DEAR SIR—I send you to-day a copy of
our delinquent list, No. 1, issued by the
Ionian Business Men's Protective Association.
For an Ionian business man, it is the most
interesting and highly-prized thing he has
seen in many a day. The Association here
is prospering finely and is generally
renowned a great success. Every mem-
ber—and that means nearly every business
house in the city—is highly pleased with
the working of the Association. It is do-
ing a noble work here in Ionia. Shall be
glad to exchange lists with you hereafter.
We have received several from you.

Yours Respectfully,
FRED CUTLER, JR.,
Secretary Business Men's Association.

Bangor Ripe for Organization.

BANGOR, May 14, 1886.

Editor Michigan Tradesman:

DEAR SIR—I would like some informa-
tion as to how to proceed to establish a re-
tail grocers' association in our village. We
feel the need of one here, and as I see by
THE TRADESMAN that you have taken
quite an interest in this direction I write
for a form to commence operations with.

Any light you can give me on the subject
will be gladly received.

Yours Respectfully,
CHAS. W. PETERS.

[Mr. Peters has been forwarded the neces-
sary blank forms and THE TRADESMAN
shall expect to hear of association No. 26
within the next fortnight.]

Hides, Pelts and Furs.

Hides are quiet. Pelts are lower and very
dull. Wool is lower and weak. Tallow is
quiet.

"Silver King" coffee is all the rage. One
silver present given with every 1 pound
package.

"Fermentum" the only Reliable Com-
pressed Yeast. See advertisement.

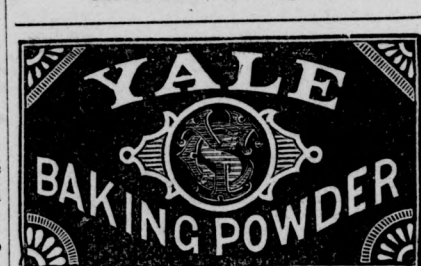
SEED CORN.



While our stock lasts, we of-
fer to the trade FOR SEED:

Leaming Early Dent, Corn, 56 lb. to bu. for \$1.50
Red Blazed, 8 Rowed... " " 1.75
Yellow Yankee, 8 Rowed... " " 1.75

Grand Rapids Seed Co.



FRED D. YALE. DANIEL LYNCH.

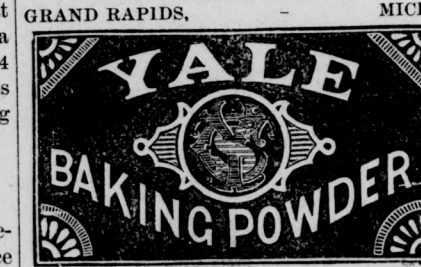
FRED D. YALE & CO.

SUCCESSORS TO
CHAS. S. YALE & BRO.,

WHOLESALE MANUFACTURERS OF
Baking Powders, Extracts, Blings,

AND JOBBERS OF
GROCERS' SUNDRIES.

All orders addressed to the new firm will re-
ceive prompt attention.
40 and 42 South Division St.,
GRAND RAPIDS, MICH.



BULL DOG Tobaccos.

TRADE UNION
—AND—
LABOR UNION,

The largest amount of good tobacco for the
least money.

AND EXTRA GOOD
FINE CUTS

These goods are all UNION MADE, and
each box is duly stamped with the Union
Label. No SCAB work goes from this fac-
tory. Every employee is a Union man and
a K. of L.

If your jobber don't sell it, your order di-
rect will be filled promptly at prices quoted,
and delivered to your railroad depot free of
freight.

Bull Dog Tobacco Works,
COVINGTON, KY.

60 foot Jute... 1.00
72 foot Jute... 1.25
40 foot Cotton... 1.50
72 foot Cotton... 1.75

CRACKERS AND SWEET GOODS.
Kenosha Butter... 5
Seymour Butter... 5
Butter... 5
Fancy Butter... 4 1/2
S. Oyster... 5
Pineapple... 4 1/2
Fancy Soda... 4 1/2
City Soda... 7 1/2
Soda... 5
Boston... 7
Graham... 8
Oat Meal... 11 1/2
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Pretzels... 9 1/2
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Frosted Cream... 8 1/2
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Cream Gems... 13 1/2
Bagley Gems... 13 1/2
Seed Cakes... 12 1/2
S. & M. Cakes... 8 1/2

COGNAC.
Baker's... 37 1/2
Runkles... 35 1/2
COCOANUT.
Schepps, cake box... 27 1/2
Maltby's 1 lb round... 26 1/2
" assort... 26 1/2
" 1/2 lb... 26 1/2
Manhattan, pairs... 26 1/2

COFFEES.
Green. Roasted.
Rio... 9 @ 12
Golden Rio... 10 @ 12
Santos... 13 @ 12
Maricao... 13 @ 12
Java... 20 @ 25
O. G. Java... 24 @ 25
Mocha... 25 @ 25

COFFEES—PACKAGE.
Dillworth's... 13 1/2
Lion... 13 1/2
XXX... 13 1/2
Arturick's... 13 1/2
German... 13 1/2
Magnolia... 13 1/2
Silver King... 13 1/2
Mexican... 16

CORDAGE.
60 foot Jute... 1.00
72 foot Jute... 1.25
40 foot Cotton... 1.50
72 foot Cotton... 1.75

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WHOLESALE PRICE CURRENT.

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

AXLE GREASE.
Challenge... 2 1/2
Fraser's... 2 1/2
Diamond X... 2 1/2
Modoc, 4 doz... 2 50

BAKING POWDER.
Arctic, 1/2 cans, 6 doz, case... 45
" 1/2 " 4 " " " " 1 40
" 1/2 " 2 " " " " 2 40
" 1/2 " 1 " " " " 12 00
Silver Spoon, 50 cans... 2 00
Victorian, 12 cans, (tall), 2 doz... 10 00
Diamond, "bulk,"... 15

BLUING.
Dry, No. 2... 25
Dry, No. 3... 45
Liquid, 4 oz... 45
Arctic, 4 oz... 65
Arctic, 8 oz... 7 20
Arctic, 16 oz... 12 00
Arctic, No. 1 pepper box... 3 00
Arctic, No. 2... 3 00
Arctic, No. 3... 4 00

BROOMS.
No. 2 Hurl... 3 00
No. 1 Hurl... 3 25
No. 2 Carpet... 3 25
No. 1 Carpet... 3 75

NEW ADVERTISEMENTS.

FOR RENT—A seat on the cracker barrel next to the stove in a country store. Last tenant occupied it fourteen years and often spoke of its easy spitting distance from the fire. Address, B. Muslin, Lemont.

FOR SALE—Two tons of scheme prizes by a suburban grocer. If not sold within a week, I will receive bids for their removal to the river.

SITUATION WANTED—At anything that requires little labor and pays big salary, or will work less and take still more pay, as employer prefers. Address Eight Hours, Grand Rapids.

WANTED—Billing clerk at a grocery jobbing house. Must be a boy of good habits, and without a bicycle or girl. One content to let the proprietor manage his own business preferred.

DR. O. B. CAREFUL, has established an office at 722 South Division st.; a cure guaranteed. I will pay half of the funeral expenses where I am not successful.

WANTED—A patent spanking machine. Address, with full particulars, Soliman Snooks, Cant Hook Corners.

WANTED—A man who can lie faster than I can, either by telephone or otherwise. Apply to W. T. Lamoreaux, 71 Canal Street.

FOR SALE—My entire wholesale grocery stock at only 500 percent above cost. John Caulfield.

FOR SALE—The right to manufacture Henry's Corn Cure. H. B. Fairchild.

FOR SALE—All right and title to our enormous fertilizer business. Robinson & Hawkins.

WANTED—A boycott. Anyone who will interest himself in our behalf and get us boycotted will be liberally compensated. Many Merchants.

WANTED—Another church to build. Amos Musselman.

WANTED—Small girls to teach parents how to bring up daughters. Apply at Female Seminary.

SITUATION WANTED—In a circus, by a young man who can swallow himself and leave nothing but a pants button to show where he stood. Address U. B. E.

SITUATION WANTED—By an experienced boy. Address Johnnie Fresh.

SITUATION WANTED—By a young lady as stepmother. Address Julia Thrasher.

WANTED—A young lady of refinement, with delicate nerves, to act as a cashier in a saw-filing establishment.

WANTED—An experienced chalk-grinder. Apply at the milk depot.

LOST—A light-brown hair out of the mouth of a young man who cannot appear in society until it is found. Leave in envelope addressed "Dudelet," at this office, where a suitable reward will be paid.

SITUATION WANTED—In a church choir by a young lady who sings, who will agree not to flirt with the bass during the sermon or wink at any member of the congregation during prayers.

WANTED—A young man to travel with an "Uncle Tom's Cabin" troupe; must be able and willing to double, playing Uncle Tom and the Donkey.

WANTED—A good, honest boy, Sunday-school scholar preferred, apprentice to an expert burglar. Address T. Hief.

WANTED—A boy sixteen years old who knows it all to assist in the management of a railroad. Apply to Prest. G. R. & I.

WANTED—A man of fine literary attainments to clean catch basins. Apply to Sewer Department.

WANTED—An Irish girl to take care of a Chinese baby; must be able to speak French and run a clothes wringer in the laundry. Apply to OH KAY.

WANTED—Big wages will be paid to a dumb barber. Apply at once.

WANTED—A young lady to do the preliminary chewing on spruce gum for a large family of female children; must have a graceful jaw movement. Apply to A. H. Fatch, Bay View.

FOR SALE—Horse hair for birds' nests. Apply to W. G. Hawkins.

FOR SALE—Right to manufacture and sell my improved car spring. L. E. Hawkins.

WANTED—To know the whereabouts of my "troupe." Address James Fox.

WANTED—Place to give a minstrel show where bad eggs and fence rails are unknown. Address Albert Retan, Pawama.

WANTED—By a widower who was talked to death by his first wife, acquaintance with a lady, with matrimonial intentions, who is dumb.

The Lobban Failure at Davison.

H. C. Spencer, assignee for Alexander Lobban, the Davison cheese maker and farmer, furnishes THE TRADESMAN with a schedule of the liabilities and assets of the estate, from which it appears that the assets are sufficient to pay all debts in full. The liabilities are \$10,400, of which \$6,300 is secured by mortgage on real estate, and \$4,100 is unsecured, distributed among the following creditors in the amounts stated:

Mrs. A. Eastman	\$491
G. O. Torrey	41
I. Torrey	341
W. H. Howe	565
W. W. Torrey	231
S. Lobban	60
John Lobban	730
John Campbell	240
O. C. Brassington	251
Hubbard & Wagar	250
Smith & Bridgman	220
R. E. Farnam	25
Begole, Fox & Co.	43
Mrs. E. Annable	75
Mrs. E. Lobban	75
Geo. E. Taylor	152

The assets are \$13,900, of which \$11,600 is in real estate and \$2,300 in personal property.

Miscellaneous Dairy Notes.

A Shelbyville correspondent writes that the prospects are excellent for the establishment of a cheese factory at that place.

Walter Bordwell writes THE TRADESMAN that the report that he has changed his cheese factory at Olivet into a creamery is untrue. He is operating a creamery on the cream gathering plant at Olivet, but he still continues to operate his cheese factories at Olivet and Eaton Rapids.

The manufacture of alcohol from wood has increased rapidly within a few years, and it is said to be used largely for patent bitters, ginger extracts and other alcoholic compounds whose strong flavor makes it unnecessary to use a better quality of spirits. Wood alcohol is a dangerous product, and sometimes gives rise to serious disturbances of the brain and nervous system.

OUT AROUND.

News and Gossip Furnished by Our Own Correspondents.

Ottawa Lake.

A heading saw in H. C. Hassall's heading factory, operated by George Burt, of this place, bursted on the 12th, causing about \$400 damage to the mill and machinery. Fortunately, no one was seriously injured.

The new Garland House, owned and run by W. C. Cummings as landlord, is helping our town considerably, as it is newly finished and furnishes accommodations second to none.

Otisville.

M. F. Branch, proprietor of the Branch Hotel, recently burned, will soon begin to rebuild.

E. S. Suazy, the druggist, has commenced laying the foundation for a new residence.

Kalamazoo.

Geo. Hanselman, jobber of fruits, nuts and confectionery, has begun the manufacture of candy on a somewhat extensive scale.

Dwight Stone, of the Michigan Dairy Supply Co., has gone on the road selling fruit evaporators for the Charlotte manufacturers. He is at present in Illinois.

Rhodes & Dean are completing a six horse-power engine to be placed in a boat on West Lake and have just begun work on an order for four engines for New York farmers.

J. T. Greenwood has invented and patented a novel one-horse cultivator which can be adapted to eight other uses by means of ingenious attachments.

Wm. M. Woodward has sold his west end grocery to Friend & Stinson, who will continue the business.

The Michigan Buggy Co. has purchased a number of lots at the intersection of the Lake Shore & Michigan Southern and Michigan Central Railways and is getting material on the ground for the construction of a four-story brick building, 60x100 feet in dimensions. The structure will probably not be erected before another season.

The Retail Grocers' Association is doing very effective work in the way of curtailing the dead-beat nuisance. Several grocers report the collection of claims which have long stood on the debit side of the profit and loss account and every member is warm in praise of the advantages derived from concerted effort in the reformation of trade abuses and the creation of a better feeling between dealers and between dealers and consumers.

Julius Bader & Co. have been appointed Western Michigan agents for the Foss-Schneider Brewing Co. and have put in the necessary conveniences to handle the amber foaming liquid in a jobbing way.

Traverse City.

A steam barge and three vessels are at the mouth of the Boardman, and a barge and two vessels are at Grilleck's dock, all loading with square timber.

The freight depot is undergoing some much-needed repairs.

Five hundred tons of coal for the Asylum are being unloaded at the docks.

Parker & Simmons have secured the contract of furnishing meat for the Asylum for the next three months.

Newaygo.

Preparations for starting up the brick yard have commenced and in a short time the busy hum of machinery will be heard in that part of town.

The logging train of Ryerson, Hills & Co. is making regular trips to their camps at Pickering Lake and logs are going into the river at a lively rate.

The Newaygo Manufacturing Co. has shut down its mill and tub factory, thereby throwing quite a number of men out of employment.

S. D. Thompson is out with a new delivery wagon.

Mrs. M. E. Dewey, who recently started in the millinery business here, has abandoned the business and is selling out at cost.

It is a pretty good evidence of prosperity when every mechanic in town is busy and there is room for more.

The building boom exceeds expectations and should it continue for a few years we shall apply for a city charter.

Who is the enterprising man who is going to build a hotel at Hess Lake, fix up a summer resort, and retire in a few years a millionaire?

Big Rapids.

Col. C. G. Hudnutt has contracted to furnish twenty-eight electric lights, out of the thirty he is prepared to furnish at present. R. A. Moon, the retired lumberman, is in Washington on his wedding tour, having married Mrs. Josie Branan nee Gore.

H. F. Burch is fitting up the old *Magnet* office building for his insurance office.

James Donovan, of Quincy, informs me that Lafora Baker has sold the most of his lumbering business and is retiring from the business. He says Baker is worth half a million dollars. Donovan informs me that he purchased the Ives' block in Chicago for \$100,000. Ives was to pay \$150,000. He says it is a fine investment, his rents alone amounting to over \$30,000 a year. He has been living in Chicago for the last year, doing a real estate business, and claims he has made \$15,000. He has been one of Baker's partners for a good many years.

Mr. Marsh, of the firm of Glidden & Marsh, who is in company with E. Francisco in the manufacture of patent hoops at Paris, shipped a car load this week and have nearly another carload ready to ship. Mr. Marsh looks after the selling and collecting and Mr. Francisco, an old mill man, looks after the manufacture of the same.

Grand Haven.

F. F. Sommers is putting up four additional buildings to his match factory, which will be used for the manufacture of parlor matches, and is putting in three new machines for that purpose. The factory will then have a daily capacity of 350 gross of sulphur and 250 gross of parlor matches.

The Stamped Envelope Demand.

It appears that since the government in 1851, began to sell stamped envelopes there has been a steady increase in the amount required each year, until now the Government has for several years been selling more envelopes than all other producers combined. Last year 279,000,000 stamped envelopes, worth \$5,723,000, were sold. With every letting of the contract for furnishing these envelopes its size increases and the price of the envelopes is reduced. Envelopes which in 1869 cost \$4.80 per 1,000 can now be had for \$1.80 per 1,000, and the extra letter size that then cost \$6 are now sold for \$2.40.

VISITING BUYERS.

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

C. S. Brett, Brett Bros., Ashton.
G. A. Bortle, Grand Haven.
U. S. Monroe, Berlin.
John Gunther, Lamont.
Chas. McCarty, Lowell.
W. F. Rice, Alpine.
J. Grutter, Grand Haven.
Thos. Cooley, Libson.
Jacob Arnold, Fruitport.
Mr. Smith, Smith & Bristol, Ada.
M. J. Howard, Englebright.
Stanley Monroe, Berlin.
Norman Harris, Big Springs.
L. T. Kinney, Woodville.
G. TenHoor, Forest Grove.
A. J. Whitt, Base River.
C. O. Hostwick & Son, Cannonsburg.
W. S. Root, Tallmadge.
J. M. Wagenaar, Zeeland.
A. Patterson, Dor.
D. S. Taylor, Berlin.
D. B. Galentine, Bailey.
A. E. Wilkinson, Saranac.
B. Kamps, Zeeland.
A. J. L. Fisher, Grandville.
M. Honderdt, Holland.
J. Countryman, Sand Lake.
B. M. Noble, Shelbyville.
Geo. McMurray, Ada.
R. H. Stafford, Muskegon.
J. Grodema, Gratiotville.
C. H. Sweet, Ludington.
T. J. Swedley, Lamont.
J. C. Kenbow, Cannonsburg.
C. S. Keifer, Dutton.
J. H. Loucks, Sylvester.
Jay Marlett, Berlin.
Mrs. E. Hoyle, Grove.
M. A. Potter, Jennisonville.
L. F. Davol, Boyne Falls.
C. Slaght, Mears.
C. H. Hoyt, Hudsonville.
Mr. DeKruif, Moerdijk, DeKruif & Co., Zeeland.
E. C. Foote, West Carle.
A. B. Blain, Dor.
S. S. Dryden, S. S. Dryden & Sons, Allegan.
John Cole, Fremont.
Mr. Teachout, Teachout & Roedel, Whitecloud.
Mr. Hesselstine, Hesselstine & Son, Casnovia.
A. Purchase, South Blenden.
Wm. VerMeulen, Beaver Dam.
Geo. P. Stark, Cascade.
Mr. Tanis, Tanis, Hendley & Tanis, Vriesland.
D. B. Galentine, Bailey.
A. W. Lindstrom, Hobart.
D. Wellbrook, Rockford.
J. C. Smith, Ada.
W. P. Andrus, Cedar Springs.
H. Collier, Muskegon.
Wm. Black, Cedar Springs.
John Scholton, Oronoco.
R. G. McKinnon, Hopkins.
Wm. Hudson, Vriesland.
Mrs. G. Miller, Muskegon.
J. V. Crandall & Son, Sand Lake.
Michael Lutz, Caledonia.
A. C. Barkley, Crosby.
Miss C. F. Dewey, Newaygo.
J. A. Shattuck, Sand Lake.
G. N. Reynolds, Belmont.
John Kamps, Zutphen.
E. B. Wright, manager West Michigan Lumber Co., Woodville.
C. Sticking, Grattan.
B. E. West & Co., Lowell.
J. Q. Look, Lowell.
Sisson & Lilley Lumber Co., Sisson's Mills.
Childs & Carper, Sisson's Mills.
Walling Bros., Lamont.

COUNTRY PRODUCE.

Apples—Choice fruit is scarce, readily commanding \$3 per bbl.

Asparagus—40¢ per doz. bunches.

Beans—Local buyers pay 30¢ to 35¢ bu. for unpicked and hold ordinary hand-picked for \$1.10 to \$1.15.

Beans—String, \$2 per bu.

Beets—New, 70¢ doz. bunches.

Butter—Michigan creamery has put in an appearance, being held at 20¢ per lb. Dairy is in fair demand at 14¢ to 15¢.

Butterine—Solid packed is held at 13¢ to 15¢.

Cabbage Plants—40¢ per 100.

Carrots—30¢ per doz.

Cucumbers—80¢ per doz.

Cranberries—Dull and featureless. Those having any on hand are trying to unload at any price offered.

Cheese—April full cream commands 12¢.

Dried Apples—Quartered and sliced, 3¢ to 3½¢.

Evaporated, 6½¢ to 7¢, according to quality.

Dried Peaches—Pared, 15¢.

Eggs—In plentiful supply and weak. Jobbers pay 9¢ to 10¢ and sell for 10¢ to 10½¢.

Honey—Easy at 13¢ to 14¢.

Hay—Baled is active and firm at \$15 per ton in two and five ton lots and \$13 in car lots.

Lettuces—12¢ per doz.

Maple Sugar—70¢.

Mint—25¢ per doz.

Onions—Green, 10¢ per doz. bunches. Bermudas, 25¢ per bu. crate. Yellow Danvers, \$2.50 per bbl.

Pop Corn—Choice new commands 2½¢ per lb and old 3¢ per lb.

Potatoes—Practically no market, buyers generally refusing to pay more than 25¢ for either Rose or Burbanks. New potatoes command \$1.75 per bu. crate.

Potatoes—2¢ per lb.

Poultry—Scarce and high. Fowls sell for 10¢ to 10½¢; turkeys, 12¢. Ducks are out of market.

Radishes—2¢ per doz.

Spinach—80¢ per bu.

Strawberries—\$2.25 to \$2.50 24 qt. crate.

Tomatoes—Florida, \$2.25 per ¼ bu. box.

Tomato Plants—40¢ per 100.

Turnips—Out of market.

Wheat—4¢ lower. The city millers pay as follows: Lancaster, 81; Fulse, 78; Clawson, 78.

Corn—Jobbing generally at 44¢ to 45¢ in 100 bu. lots and 38¢ to 40¢ in car lots.

Oats—White, 40¢ in small lots and 35¢ to 36¢ in car lots.

Rye—48¢ to 50¢ bu.

Barley—Brewers pay \$1.25 per cwt.

Flour—No change. Fancy Patent, \$5.50 per bbl. in sacks and \$5.75 in wood. Straight, \$4.60 per bbl. in sacks and \$4.80 in wood.

Meal—Bolted, \$2.75 per bbl.

Mill Feed—Screenings, \$14 per ton. Bran, \$15 per ton. Shps, \$15 per ton. Middlings, \$16 per ton. Corn and Oats, \$17 per ton.

MISCELLANEOUS.

Hemlock Bark—Local tanners are paying \$4.75 per cord for old bark, and making contracts for new bark on the basis of \$5.50 per cord, delivered, cash.

Ginseng—Local dealers pay \$1.75 per lb for clean washed roots.

Rubber Boots and Shoes—Local jobbers are authorized to offer standard goods at 35 and 5 per cent. off, and second quality at 35, 5 and 10 per cent. off.

COAL AND BUILDING MATERIALS.

A. B. Knowlson quotes as follows:

Ohio White Lime, per bbl. 1.00

Ohio White Lime, car lots. 1.30

Louisville Cement, per bbl. 1.30

Akron Cement per bbl. 1.30

Baltimore Cement, per bbl. 1.05 to 1.10

Car lots. 1.05 to 1.10

Plastering hair, per bu. 25.00

Stucco, per bbl. 1.75

Land plaster, per ton. 3.50

Land plaster, car lots. 3.50

Fire brick, per 1,000. \$25.00 to \$35.00

Fire clay, per bbl. 3.00

COAL.

Anthracite, egg and grate, car lots. \$5.75 to \$6.00

Anthracite, stove and nut, car lots. 6.00 to 6.25

Cannel, car lots. 3.00 to 3.25

Ohio Lump, car lots. 3.00 to 3.25

Blossburg or Cumberland, car lots. 4.50 to 4.75

Portland Cement. 3.50 to 4.00

GUNN vs. SHEERAN.

A Card from the Gunn Hardware Company.

GRAND RAPIDS, May 17, 1886.

Editor Michigan Tradesman:
DEAR SIR—In your last issue there is reference to a disagreement between this company and Mr. R. B. Sheeran. Knowing that your paper is read by many who are acquainted with him, and to whom we are selling goods, and hope to sell more, we will ask you to say, that while Mr. Sheeran had a small working interest in this company, and came with the intention of staying five years, we felt justified in forming a new company, with him out, because he was not competent to fill the position he occupied. And this can be done legally.

Our partnership was dissolved by the death of Charles W. Gunn, and by reason of it we could have wound the business up entirely, had we seen fit.

Mr. Sheeran has never made an offer to sell his contract for five thousand dollars, and had he done so his proposition would not have been accepted.

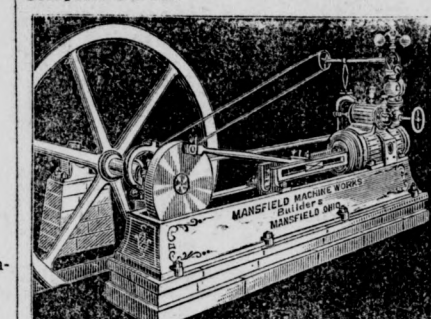
Yours respectfully,
THE GUNN HARDWARE CO.

The Hardware Market.

Business and collections are fair. Builders' hardware is in good demand. Nails are without change. Other articles in the hardware line are about steady.

PORTABLE AND STATIONARY ENGINES.

From 2 to 150 Horse-Power. Boilers, Saw Mills, Grist Mills, Wood Working Machinery, Shafting, Pulleys and Boxes. Contracts made for Complete Outfits.



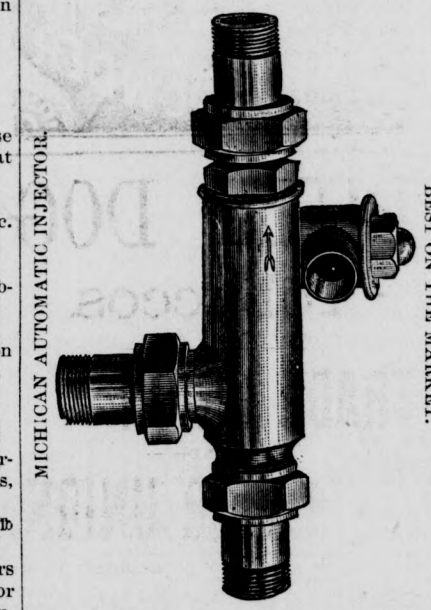
W. C. Denison,
88, 90 and 92 South Division Street,
GRAND RAPIDS, MICHIGAN.

HESTER & FOX.

Manufacturers' Agents for

Saw and Grist Mill Machinery,

Planers, Matchers, Moulders and all kinds of Wood-Working Machinery, Saws, Belting and Oils.



Depot for Independence Wood Split Pulley. Large stock kept on hand. Send for sample pulley and become convinced of their superiority. Write for prices. 130 Oakes St., Grand Rapids, Mich.

OYSTERS AND FISH.

F. J. Dettenbaler quotes as follows:

New York Counts. 40

Selects. 35

Cod. 61 to 7

Haddock. 12 to 14

Mackerel. 12 to 14

Mackinaw Trout. 6 to 7

Perch. 6 to 7

Smelts. 10 to 11

Whitefish. 8 to 9








COOPERS.

Quay, Killen & Co. quote as follows, f. o. b. at Grand Rapids.</

WHOLESALE CROCKERY, H. LEONARD & SONS, GRAND RAPIDS, MICH.

PRICE LIST. HOUSEHOLD DEPARTMENT. PART 5.

Terms Cash. Thirty days allowed on approved credit. One per cent. discount for Cash in Ten Days. Price-List No. 5 is a continuation of our great "Specialty Department," showing a few more of the bargains which careful buyers are able to pick up in our stock. We are pleased with the great increase in our mail order department but would remind customers that by selecting these goods in person many splendid articles will be discovered which cannot be suitably described; nor appreciated if seen in type alone. Duplicate Price-Lists of Nos. 1, 2, 3 and 4 sent on application.

25	26	27	28	29	30
Perfumes, Hair Oils, Etc. In this department, we show only carefully selected staple goods, large bargains for the price, and only those from the most reliable manufacturers. The goods are put up in spaced boxes, containing one dozen bottles each, and breakage among them is almost unknown. No. 2139. The Popular "Shoe" Cologne. 45 5 25 No. 1801. Same, only largest size. 84 9 50 No. 791. "Mirror" Bottle Cologne. The well-known, largest size, nicely put up. 84 9 50 "Fascination." A very large, fancy cologne. Kid covered stopper. A leader for a "quarter." 1 75 "Sweet Bye and Bye. The old reliable. Patent sprinkler tops. Put up in attractive boxes, 1 doz. each. 2 25 "Forest Flower." Standard goods of the finest grade. This is no ordinary "ten cent" line, but purest and best cologne in the market. Made by W. J. Austen & Co. Is put up in three sizes, one dozen in box, and price includes a cash rebate card in each box. The regular 15 cent size we offer at 92 25 " " " 2 00 " 50 " " " 4 00 German Cologne, "Cornings," medium size. 1 35 German Cologne, "Cornings," large size. 3 00 Triple Handkerchief Extracts. Six bottles in an attractive spaced box, assorted 6 finest extracts as follows: Wood Violet, Orange Flower, Jockey Club, Rose Germanium, Upper Ten, Lilac Blossom. This incomparable assortment at. 2 00 Hair Oils. No. 2140. "Boot" shape bottle. Five cent leader. 45 5 25 No. 1802. "Boot" shape bottle. Ten cent leader. 84 9 50 No. 792. "Mirror" Hair Oil. 84 9 50	Face Powder. Cascarilla. The large size. Round boxes. 32 3 60 Rose Bud Combination. Just the thing for the complexion, spaced box, three colors. 1 00 Sperm Machine Oils. Guaranteed Best Quality and not to Gum. 1 oz. size, 2 doz. in wood box. 44 2 oz. " 1 " " " 70  Mucilage. Mucilage, Wyatt's, 2 oz. bottle, with brush, nicely packed, 3 doz. in wood box. 40 4 75 Mucilage, Bixby's extra white, same size but the very finest quality. Packed 3 doz. in wood box. 46 5 40  "Le Pages" Liquid Glue. Genuine. Full bottles, with brush. Will cement wood, leather, glass, marble, crockery, paper, ornaments, etc., etc. Always ready for use. Put up 1 doz. bottles in a beautiful display box. 85 9 50	Shoe Blacking. Shoe Blacking, "Bixby No. 4." Everybody knows this manufacturer. Standard goods and finest quality. Elegantly put up 3 dozen in a display wood box. Sold only by the box. 45 5 40 Ladies' Shoe Polish, "Bixby's Royal Polish." No shoddy or unknown goods here, 12 cartoon bottles in a wood box. Sold everywhere at 20 cents a bottle. Sold only by the box. Our price. 92 11 00  Leonard's "Silver Cream," our own make, for cleaning Silver Ware. Put up in large 6 oz. bottles and has been sold by us for years. 2 00 Toilet Soaps. The best makes of soaps are offered here at our usual "way down" prices, far below those of many other dealers, and will repay a close examination. "Mikado." This new and elegant line, put up 1 doz. assorted colors in fancy box. Kirk's latest and best. 39 4 50 ROSEDALE. The lowest priced cake of pure milled soap known to the trade. 1 doz. varieties and colors in a box. 35 4 00 DAISY GLYCERINE. A beautiful oblong cake of transparent glycerine soap. Pure and clear. 1 doz. in display box. 39 4 50 DELIGHTFUL. A pure, milled, oval cake, packed six in spaced box and each cake wrapped. The only 5 cent soap put up in this manner. 39 4 60	Toilet Soaps, Con. Doz. Gross. BELMONT. A perfumed oval cake in assorted colors, and consisting of two each of the following varieties in each box: Honey, Oat Meal, Windsor, Palm Oil, Sulphur and Glycerine. 40 4 75 WHITE CASTILE, packed 1 doz. 3 in. square cakes in box. This is one of the best lines made, a sure seller. 49 5 40 HUNKEY DORY Shaving Soap, 12 cakes wrapped in tin foil, in a paper box. Extra quality and sure to please. 42 5 00 TURKISH BATH, OAKLEY'S, a large oval cake, pure and reliable. 46 5 50 Special "Ten Cent" Toilet Soaps Doz. Gross. IMPERIAL, a large square style put up three cakes in a box, each one wrapped, milled and perfumed. This is undoubtedly the best 10 cent cake ever put on the market. Comes in Honey, Glycerine, Oat Meal, Elder Flower and Bouquet. 75 8 50 OAKLEY'S MAGNOLIA, an extra large, pure milled, oval soap, assorted 12 cakes of Rose, Honey, Elder Flower, Magnolia, Glycerine and Windsor in display box. 70 8 60 OAKLEY'S ELITE, one of the finest. 3 oval cakes, wrapped, in display chromo box. 70 8 00 SYLVAN BOUQUET, three handsome oval cakes in box, the lot to be sold at ten cents complete. Assorted varieties and colors per dozen boxes. 73 8 75 KIRK'S FLAKE WHITE, an elegant cake of fine toilet soap. Pure white, and warranted to please, 3 wrapped cakes in box. 72 8 00 VIOLET COLOGNE, something to sell at "Three cakes for 50 cents." The most richly scented and elegantly put up soap on the market. Fine enough for Queen Victoria. 3 cakes in box. 1 75	Match Safes, or  Tooth Pick Holders. SARATOGA HAT, a glass threaded hat as shown in cut. Comes assorted in Crystal, Blue and Amber colors. 43 5 25 HOBNAIL HAT, similar shape to above, but in imitation cut glass design. Assorted in five colors. 75 8 50 These are the leaders, but we carry half a dozen or more other styles in stock, which should be seen, if possible. Glass Water Sets.  A staple Summer Line of Presentation Goods, useful and handsome. No. 86 ROSE, as shown above, 4 pieces. 6 50 No. 110 BASKET, Water Sets, 5 pieces, assorted colors, blue and canary. 8 50 No. 86 SQUARE, colored Water Sets, 5 pieces, very heavy imitation cut glass, blue canary and amber. 12 00 DAKOTA ENGRAVED, elegant crystal flint glass, large crimped tray. Engraved wreath, each. 1 50 " water scene, each. 2 50 POLKA DOT, light blown water set, 5 pieces, large amber pitcher. Assorted color tumblers and bowl, 12 in. brass tray, each. 1 50	GREAT REDUCTIONS IN FRUIT JARS.  Mason's Porcelain Lined! No Charge for Cartage. Orders Solicited. Write for Quotations.  The "Lightning" Self-Sealing Glass Cover FRUIT JAR. Uses the simple principle of the beer-bottle stopper. Easy to seal, and the simplest of all to open. Only one joint to be made air-tight. Every jar warranted. Write for quotations; bottom prices guaranteed.

The Drummer and the Fish.
 "No, I don't want any fish" said a drummer to the waiter, "and you'll oblige me by keeping the fish as far away from my plate as you possibly can. What have I got against fish? Well, I'll tell you. Last week I was up in Northern Michigan, and one day was driving to a country town forty miles from the railroad to collect a bill of goods. A big storm came up, and I got lost, and drove around till dark before I found a place to stop. Just at dark I halted before a little log hut, the first house I'd seen since before noon, and asked the woman if I could get some supper and stay all night. She said she reckoned I could, and so I unhitched and prepared to stay. Hadn't had a bite to eat since morning, and was as hungry as a bear. The little hut wasn't very inviting, but I saw a big fish lying on a bench, and it looked so toothsome that I could hardly wait for supper to be got ready. The woman of the house scolded her children and about the weather and the logging snobs, gave me a detailed account of her husband's peculiarities and failings, and told me that there was measles in the family of her next-door neighbor, eight miles away, and she was sore afraid her boys would catch 'em. She didn't make any move toward the fish though, and it seemed to me I'd starve if I didn't get something to eat pretty soon. Finally, however, she went all the fish, and I began to feel better. But she had the queerest method of cleaning the scales off a fish I ever saw. She took it by the tail and pounded it against the wall and the door-frame. This wasn't very inviting to me, inasmuch as the fish had evidently been out of water a week or two, long enough at any rate, to smell rather loud. But it wasn't a marker to what followed. The first thing I knew she was mad at one of the boys for letting the dog in, and she grabbed the youngster by the nape of the neck and drew him over her knee and spanked him—with the fish. Nor was that all. "The dog went to smelling around the pantry, and that made her so furious that she took after him and maced him about the one room of the hut, every few seconds giving him a slap with the fish. When she got through the scales were about all off the fish, and she lost no time in cleaning it, but some way or another my appetite seemed to leave me. I don't know as the fish was hurt any, but I pretended I was sick and slunk off to bed. I don't believe I'll ever eat fish again."

Whom Not to Credit.
 I. People dependant upon the profits of keeping a boarding house. If they own real or personal property to a fair amount credit judiciously.
 II. Avoid the new comer until his record has been examined. Ask for references if stranger. Get his record.

III. Never trust the class who live by their wits. That includes the curbstone brokers, the frequenters of bucket shops, the men who have no office.
 IV. The people who never square an account. Those who habitually leave a balance invariably increase it and finally forget to liquidate.
 V. The sick, infirm or destitute out of sympathy. The store is not a hospital or almshouse. Give to the poor, but not credit.
 VI. The men who make their wives earn the most of the family support.
 VII. The lazy. Men who lounge about town the whole or part of the week are not the sort that pay their store accounts.
 VIII. The reckless buyers. Those who habitually live beyond their means. The putters on of "style" regardless of consequences.
 IX. Everybody who acts on the idea that the world owes him a living.
 X. Anyone whose habits wholly or partially disqualify him for work. The men who will frequently lose a day to play base ball, go to horse races, on picnics and excursions, are poor payers.
A Light Loss.
 Gray—You are looking very sour this morning, Green.
 Green—I'm feeling very bad, very bad, indeed. You see I forgot myself last night, was out with the boys and drank too much and lost—
 Gray—Good gracious! You didn't lose your wallet, did you?
 Green—No, but I'm afraid I lost my character.
 Gray—Pshaw! Don't be downcast about that. It isn't as bad as if you had lost something valuable.
What the Boycott Would Lead To.
 From the Savannah News.
 Indeed, the boycott and strike are a worse form of tyranny than any of the means employed by capital to accomplish its ends, because capital does not attempt by violence and lawlessness to rob labor of its freedom. When labor uses the boycott and strike, however, it aims not only to control itself, but to control capital by coercion, if not by actual force. If the boycott is carried out to its legitimate conclusions, it will bring the business and industries of the country to a standstill.
 Among the New York millionaires connected with the grocery trade are Pierre Lorillard and H. O. Havemeyer, each of whom are reputed to be worth \$6,000,000. John and Charles Arbuckle and H. K. Thurber are each worth about \$2,000,000, and R. M. Colgate, B. T. Babbitt and Geo. V. Hecker are each the possessor of over \$1,000,000.

POTATOES.

We make the handling of POTATOES, APPLES and BEANS in car lots a special feature of our business. If you have any of these goods to ship, or anything in the produce line, let us hear from you, and will keep you posted on market price and prospects. Liberal cash advances made on car lots when desired.

Agents for Walker's Patent Butter Worker.
EARL BROS., Commission Merchants.
 157 S. Water St., Chicago, Ill.
 Reference: FIRST NATIONAL BANK.

See Our Wholesale Quotations elsewhere in this issue and write for Special Prices in Car Lots.
 We are prepared to make Bottom Prices on anything we handle.
A. B. KNOWLSON,
 3 Canal Street, Basement, Grand Rapids, Mich.

RINDGE, BERTSCH & CO.,

MANUFACTURERS AND WHOLESALE DEALERS IN

BOOTS AND SHOES.

AGENTS FOR THE

BOSTON RUBBER SHOE CO.

14 and 16 Pearl Street, - Grand Rapids, Mich.

PERKINS & HESS,

DEALERS IN

Hides, Furs, Wool & Tallow,

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

E. F. FALLAS,

Makes a Specialty of

Butter and Eggs, Lemons and Oranges,

Cold Storage in Connection. All Orders receive Prompt and Careful Attention.
 CORRESPONDENCE SOLICITED.
 No. 9 Egg Crates for Sale. Stevens' No. 1 patent fillers used. 50 cents each.
 97 and 99 Canal Street, - Grand Rapids, Michigan

OLNEY, SHIELDS & CO.,

WHOLESALE CROCKERS,

And IMPORTERS OF TEAS.

Our Stock is complete in all branches. New, fresh and bought at latest declines and for cash.
 We have specialties in TOBACCOS and CIGARS possessed by no other jobbers in the city.
 SOLE AGENTS FOR
McAlpin's Peavey Plug.
 The P. V. is the Finest Tobacco on the market.
 ALSO SOLE AGENTS FOR
MENDEL & BROS.' Celebrated CIGARS,
 Finer quality and lower prices than any handled in the market.
 VISITING BUYERS ARE CORDIALLY INVITED TO CALL AND EXAMINE OUR STOCK, AND MAIL ORDERS WILL RECEIVE PROMPT AND CAREFUL ATTENTION.
 5 and 7 Ionia Street, - Grand Rapids, Mich.

F. J. LAMB & CO.,

WHOLESALE DEALERS IN

Fruits, Vegetables,

Butter, Eggs, Cheese, Etc.

Wholesale Agents for the Lima Egg Crates and Fillers.
 8 and 10 Ionia St., Grand Rapids, Mich.

ORDER

Our Leader Smoking 15c per pound.	Our Leader Fine Cut 33c per pound.
Our Leader Shorts, 16c per pound.	Our Leader Cigars, \$30 per M.

The Best in the World.
Clark, Jewell & Co.,
 SOLE AGENTS FOR
 Dwinell, Hayward & Co.'s Royal Java Coffee.