

The Michigan Tradesman.

VOL. 3.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, JUNE 2, 1886.

NO. 141.

Our Special Plug Tobaccos.

1 butt.	3 butts.
SPRING CHICKEN .38	.36
MOXIE .35	.33
ECLIPSE .30.	.30

Above brands for sale only by

OLNEY, SHIELDS & Co.
GRAND RAPIDS, MICH.

The true remedy has at last been discovered. It is Golden Seal Bitters. It is to be found at your drug store. It makes wonderful cures. Use it now. It will cure you. It is the secret of health.



LUDWIG WINTERNITZ,
STATE AGENT FOR

Fermentum,
THE ONLY RELIABLE
Compressed Yeast.

Man'd by Riverdale Dist. Co.
106 Kent Street, Grand Rapids, Michigan,
TELEPHONE 566.

WHIPS & LASHES
AT WHOLESALE ONLY.

Goods at Jobbing prices to any dealer who comes to us or orders by mail, for cash.

G. ROYS & CO.,
Manufacturers' agents,
2 Pearl St., Grand Rapids, Mich.

GUSTAVE A. WOLF, Attorney.

Over Fourth National Bank. Telephone 407.

COLLECTIONS
Promptly attended to throughout the State.
References: Hart & Amberg, Eaton & Christenson, Enterprise Cigar Co.

PINCREE & SMITH
Wholesale Manufacturers

Boots, Shoes and Slippers
DETROIT, MICH.

A. H. FOWLE,
House Decorator and Dealer in

FINE WALL PAPERS,
Room Mouldings,
Window Shades,
Artist Materials
PICTURES,
PICTURE FRAMES,
And a full line of

Enamel Letters, Numbers and Door Plates, and all kinds of Embossed, Cut and Ornamental Glass.

Special attention given to House Decorating and Furnishing, and to the designing and furnishing of stained glass.

37 Ionia Street, South of Monroe.

A Million Dollars.
Millions of dollars would be saved annually by the invalids of every community, if, instead of calling in a physician for every ailment, they were all wise enough to put their trust in Golden Seal Bitters, a certain cure for all diseases arising from an impure state of the Blood and Liver, such as Scrofula in its various forms, Rheumatism, Dyspepsia or Indigestion, Female irregularities, Diseases of the Kidneys and Bladder, Exposure and Imprudence of Life. No person can take these Bitters according to instructions, and remain long unwell, provided their bones are not destroyed by mineral poison or other means, and the vital organs wasted beyond the point of repair. Golden Seal Bitters numbers on its list of cures acquired a great celebrity, being used as a family medicine. Sold by Hazeltine & Perkins Drug Co.

EDMUND B. DIKEMAN,
THE—
GREAT WATCH MAKER,
—AND—
JEWELER.

44 CANAL STREET,
GRAND RAPIDS, MICH.

WE LEAD—OTHERS FOLLOW.
is valuable. The Grand Rapids Business College is a practical trainer and fits its pupils for the vocations of business with all that the term implies. Send for Journal. Address C. G. SWENBERG, Grand Rapids, Mich.

Time

CINSENC ROOT.
We pay the highest price for it. Address Peck Bros., Druggists, Grand Rapids, Mich.

BELKNAP
Wagon and Sleigh Co.

MANUFACTURERS OF
Spring, Freight, Express, Lumber and Farm

WAGONS!
Logging Carts and Trucks, Mill and Dump Carts, Lumbermen's and River Tools.

WE CARRY a large stock of material, and have every facility for making first-class Wagons of all kinds. Special Attention Given to Repairing, Painting and Lettering.

Shops on Front St., Grand Rapids, Mich.

TO THE RETAIL GROCER.
Why don't you make your own **Baking Powder**

And a hundred per cent. profit! I have made mine for years. Twelve receipts, including the leading powders of the day, with full directions for preparing—the result of 30 years' collecting, selecting and experimenting, sent for a \$1 postal note. Address C. P. Bartlett, Baldwinsville, N. Y.

STEAM LAUNDRY
43 and 45 Kent Street.
STANLEY N. ALLEN, Proprietor.

WE DO ONLY FIRST-CLASS WORK AND USE NO CHEMICALS.
Orders by Mail and Express promptly attended to.

Albert Coye & Son,
DEALER IN

AWNINGS, TENTS,
Horse, Wagon and Stack Covers, Hammocks and Spreaders, Hammock Supports and Chairs, Buggy Seat Tops, Etc.

Send for Price-List.
78 Canal St.

JUDD & CO.,
JOBBER'S OF SADDLERY HARDWARE
And Full Line Winter Goods.
102 CANAL STREET.

We carry a full line of Seeds of every variety, both for field and garden. Parties in want should write to or see the

SEEDS

GRAND RAPIDS GRAIN AND SEED CO.
71 CANAL STREET.

PIONEER PREPARED PAINTS.
A Specialty at Wholesale and Retail.

Dealers are invited to send for our new Illustrated Catalogue for the trade only.

Don't purchase your Spring Stock of Tackle until you have received our prices, as we have many new and desirable goods, with prices guaranteed as low as the lowest, on Rods, Reels, Lines and Leaders, Snelled Hooks and Hooks of every variety, all sizes of French Trout Baskets with capacity 6 to 25 lbs., new Cane Poles, Artificial Baits, etc., and a general line of Sporting Goods.

L. S. HILL & CO.
21 PEARL STREET, GRAND RAPIDS, MICH.

Granello, MERCHANT TAILOR,
LEDYARD BLOCK,
107 Ottawa St.

Suitings for Manufacturers, Suitings for Jobbers, Suitings for Retailers, Suitings for Traveling Men, Suitings for Clerks,
AND
Overcoats for Everybody.

FOREIGN AND DOMESTIC WOOL-ENS AND WORSTEDS, THE BEST MANUFACTURED. FINE AND SERVICEABLE TRIMMINGS.
SUPERIOR WORK AND THE PROPER STYLE FOR THE WEARER.
ALL AT PRICES THAT WILL INDUCE YOU TO LEAVE YOUR ORDER.

PLUG TOBACCO.
TURKEY 39
Big 5 Cents, .35
Dainty (A fine revolver with each butt.) .42

All above brands for sale only by

BULKLEY, LEMON & HOOPS
WHOLESALE GROCERS,
GRAND RAPIDS, MICH.

EATON & CHRISTENSON,
Agents for a full line of

S. W. Venable & Co.'s
PETERSBURG, VA.,
PLUG TOBACCOS,
NIMROD,
E. C.,
BLUE RETER,
SPREAD EAGLE,
BIG FIVE CENTER.

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.
A large tract of good farming land, covered with valuable timber, for sale or exchange for merchandise. Also two steam mills, 40 and 50 horse-power, well located to cut the timber on said tract, both in good repair and now running. Any party having merchandise to exchange must give particulars when writing. For further information, address W. L. Beardsley, Hersey, Mich.

An Enterprising Firm.
The Hazeltine & Perkins Drug Co. can always be relied upon not only to carry in stock the best of drugs, but have secured the agency for Dr. Pete's 35-cent Cough Cure, which they warrant. It will cure all Throat, Lung and Chest diseases, and has the reputation of being the best Cough cure ever discovered for Consumption.

L. S. Hill & Co.
Fishing Tackle

A Specialty at Wholesale and Retail.

Dealers are invited to send for our new Illustrated Catalogue for the trade only.

Don't purchase your Spring Stock of Tackle until you have received our prices, as we have many new and desirable goods, with prices guaranteed as low as the lowest, on Rods, Reels, Lines and Leaders, Snelled Hooks and Hooks of every variety, all sizes of French Trout Baskets with capacity 6 to 25 lbs., new Cane Poles, Artificial Baits, etc., and a general line of Sporting Goods.

L. S. HILL & CO.
21 PEARL STREET, GRAND RAPIDS, MICH.

BOGUS BUTTER.
Laws Enacted for the Regulation of its Manufacture and Sale.

The Department of Agriculture has been gathering some facts with reference to butter imitations. They are of special interest just now, in view of the legislation asked of Congress by the dairymen. The report says:

The laws for the protection of consumers against the purchase as butter or cheese of spurious or adulterated articles called by these names may be divided into two general classes—namely:

First—Regulative laws, or those which require that such spurious or adulterated articles shall be sold only for what they really are, and to secure this end provide regulations as to marking, labeling, or otherwise giving public notice of the true character of the article sold.

Second—Prohibitory laws, or those which forbid the manufacture of such spurious or adulterated articles or the offer of such articles for sale.

The earlier laws were of the former class, but a number of the more recent ones are of the latter. Regulative laws are in force in the District of Columbia and the following States: New Hampshire, Massachusetts, Rhode Island, Connecticut, New Jersey, Delaware, Maryland, Georgia, West Virginia, Indiana, Iowa, Nebraska, Nevada, and California. Prohibitory laws are in force in Maine, New York, Pennsylvania, Michigan, Wisconsin, and Minnesota, while Ohio has a law of the same class, but with an important limitation.

It appears that a fair proportion of this local legislation has been within a recent period, Connecticut, New Jersey, and Iowa having passed 'regulative anti-butterine' laws within the last two months. The main features of these laws are substantially the same, the difference being in the details for carrying them into practical operation. Some of the States have legislated only with an eye to imitation dairy products, while others have covered the whole subject of food adulteration. The tendency to advance from regulative to prohibitory laws makes the States in which the latter have been enacted of more importance, as it is claimed by the butterine people that the proposed tax of 10 cents per pound would amount to practical prohibition.

The New York law is the most elaborate and it is quoted in full. The legal status of this enactment is thus stated. Sec. 6 of the law is as follows:

No person shall manufacture out of any oleaginous substance or substances, or any compound of the same other than that produced from unadulterated milk or cream from the same, any article designed to take the place of butter or cheese produced from pure, unadulterated milk or cream of the same, or shall sell or offer for sale the same as an article of food. This provision shall not apply to pure skim milk cheese made from pure skim milk. Whoever violates the provisions of this section shall be guilty of a misdemeanor and be punished by a fine of not less than \$100 nor more than \$500, or not less than six months' or more than one year's imprisonment, or both such fine and imprisonment for the first offense, and by imprisonment for one year for each subsequent offense.

A person accused of violating the provisions of Sec. 6 having been convicted of that offense in the Court of General Sessions of the City and County of New York and the conviction having, on appeal to the general term of the Supreme Court in the first department, been affirmed by that tribunal, the case was carried to the Court of Appeals. The case was one in which it was not charged that the defendant had sold oleomargarine as butter. His offense consisted in selling an article designed to take the place of butter and not made from pure milk or cream. The court (Judge Rappallo giving the opinion) held that the prohibitory clause of the act was so broad as to cover a case in which there was no simulation of butter or cheese, no attempt at fraud, and no complaint that the articles manufactured or sold were unwholesome. This was held to be an infringement of the constitutional right of every citizen to the free use of his faculties in any pursuit not prejudicial to the public welfare. In conclusion, it was declared that the judgment of the general term and of the Court of Sessions should be reversed.

This decision would leave in full force the regulative laws of 1882, requiring spurious butter and cheese to be sold under their true names, and prescribing certain marks, brands, etc., to appraise the purchaser of their character. The Legislature, however, has since re-enacted the prohibitory provision, the vote to that effect being unanimous in one House and with only one dissenting voice in the other.

In Ohio the prohibition does not apply to the manufacture and sale of oleomargarine when manufactured from beef suit and milk. It appears that the subject is causing agitation in other countries than the United States. The decrease in the profits of British and Irish dairymen and the large amounts of butterine, oleomargarine, etc., imported from Holland and elsewhere, and sold as dairy butter, have paved the way, in accordance with the laws of a large number of the American States for the introduction

into the House of Commons of a bill to 'regulate the importation, manufacture and sale of butter substitutes.' It defines butter as 'such article produced from unadulterated milk or cream, unaccompanied with any other fatty or oleaginous substance whatever,' and margarine or oleomargarine as 'any imitation of butter whatsoever, or any compound of butter and animal or vegetable oil.' Any tub or firkin containing imitation butter shall have 'Margarine' or 'Oleomargarine' stamped or branded upon it in letters at least an inch in length. The penalty for the first offense against this section is a fine not exceeding £20; for a second a month's imprisonment or £50, and any subsequent offense six months' imprisonment. Retail dealers are required to inform every purchaser that the article sold is margarine, under penalty of £10. For the better carrying of the bill into successful operation it is proposed to give one-half the amount of any fine to the informer by whose evidence conviction is obtained. Other countries are summarized as follows:

Austria—There is no law to prevent the importation of spurious butter, but sale is regulated by the sanitary officers of the different municipalities. If any butters containing a deleterious mixture are sold they must be given their true name and quality and not be sold as butter, otherwise the goods may be confiscated and the vendors punished with fine and imprisonment.

Belgium—There is no general law in relation to the matter. It is the subject of municipal regulation. An ordinance of the Communal Council of Brussels provides that persons selling artificial butter, the color and shape of which resemble those of real butter, shall occupy a place assigned to him by the communal administration, and his stall shall bear in distinct characters the sign 'artificial butter.'

Denmark—The only law bearing directly upon the subject is one providing that artificial butter shall be packed in vessels different from those known from those known as butter barrels or kegs, under specific rules proscribed by the Minister of the Interior, and shall be marked with the word 'Margarine.' Violations of this law are punishable by a fine of 200 to 2,000 kroner (\$53.60 to \$536), and by the confiscation of the articles, of which one-half the value goes to the reporter of the offense in case he demands it. Still another check on the sale of counterfeit butter is supplied by the control over all food products vested in Health Commissioners of the different towns, which, in concert with the police, exercise their authority under the regulations sanctioned for each town by the Ministry of the Interior. A medical man is usually attached to these commissions, and they are authorized to call in experts in case of need to assist them in their investigations.

France—A bill for the suppression of frauds in the sale of butter was introduced in the French Chambers of Deputies Aug. 14, 1884, by M. Julius Meline, Minister of Agriculture; but it does not appear from information at hand that the measure has become a law. It requires the vendor of artificial butter, or of butter mixed with margarine or other fats, to make known the true character of the article by means of a label placed on the article itself or on the barrel or other package containing it. It must also be correctly described in the invoice and way-bill or bill of lading accompanying consignments of it. The neglect of these requirements is made punishable by a fine of 11 to 16 francs and by imprisonment not exceeding five days. Art. 2 punishes with imprisonment from six days to a month, and with a fine of 100 to 2,000 francs, any one who by false declarations on the invoice, freight-office ticket, or bill of lading shall have deceived or attempted to deceive the purchaser.

Art. 3 imposes the maximum penalty on any one convicted within a year after a former conviction. Art. 4 provides for the confiscation of the counterfeit or adulterated article when found in the possession of the person offering it for sale. It also empowers the Judge to order the publication and posting up of the judgment of confiscation, and makes the same obligatory in case of a second offense.

Germany—The Mark Lane Express of Nov. 9, 1885, contains the following: The question of butter manufacture has lately been very much discussed in Germany, especially in the Province of Schleswig-Holstein, where a law has just been passed prohibiting the use of oil or any oily substance, except milk or cream, in making butter and cheese. Nor may either be sold cheaply or offered in the market at an unusually low rate. These conditions do not apply to green or skimmed milk cheese.

Switzerland—The same paper has the following in regard to Switzerland: Efforts are being made in Switzerland for the suppression of oleomargarine. The Council has decided that inquiries should be made into the subject, and should it be found that oleomargarine has become a regular article of commerce a tariff of duties to check its sale will be issued.

Italy—There has not been any restriction placed upon the importation of artificial butter, and no special laws or regulations have

been made concerning its manufacture or sale. There are very rigorous general laws concerning the sale of adulterated or unwholesome food.

Netherlands—The importation, manufacture or sale of artificial butter is not prohibited or regulated in any manner by law.

Portugal—There are no legal restrictions upon the production or sale of artificial butters. 'DeMourier's oleomargarine' is subject, on importation, to the same rate of duty as natural butter—namely; 16.2 cents per kilogram. A question arising as to another substance presented at the custom-house and found to be pure margarine, intended for use in the manufacture of artificial butter, it was subjected, by a decree dated, Feb. 14, 1884, to a duty of 5.4 cents per kilogram.

Russia—There are no restrictions upon the importation, but, in fact, none is imported. Artificial butter is manufactured quite extensively, and there is no law to protect or regulate its sale. It may be sold as genuine butter without penalty, provided it does not contain any ingredients which are detrimental to the public health."

How Drummers Make Money.
From the New York Star.

"If I give you your fare on a street car and you walk, you earn that money don't you? Just so with the drummer. He knows his manager will audit his bill of expenses if he doesn't run over \$4 or \$4.50 per day. Some firms let their men have more rope than that, but \$4.50 is the average. If a drummer misses a meal he charges half a dollar for it, as though he ate the meal. If he eats a 20-cent lunch it costs the firm 50 cents—his stomach earns the other 30 cents." The speaker was a drummer for a firm of Broadway glove importers, and he gave away trade secrets to a Star young man at the Morton House.

"The fare from Buffalo to New York, first-class, is \$11.25. A scalper ticket costs \$7. What is the matter with riding on a scalper ticket and charging first-class fare? The drummer says I deny myself, therefore I earn \$2.25.' Of course that kind of reasoning may be carried too far. I knew a traveler, Jack Cokejaw of a Union Square house, who put a suit of clothes in the first month's expense account. 'Here,' said the manager, 'we don't clothe you.' 'Oh, I thought you did,' said Jack innocently. Not long afterward Jack was in the city again. He brought in another bill of expenses. 'You don't see a suit of clothes there now, do you?' said he. 'No. This bill is all right. This is the way we want to see your expenses—all itemized,' replied the manager. 'But there is a suit of clothes there, all the same,' chuckled Jack. He had spread the cost of the suit like butter—the whole length of the account. When I first met Jack he was always flush. In fact he is now, but he is manager. Jack was at work then for a sewing machine house, and had charge of the city trade. He used to ask me often to dine with him, and I noticed he never paid for what he got. 'We seldom ate twice at the same place, and I began to think his credit was monumental. 'Next time we go to Craft's to dine let's take all the boys in the office with us,' said Jack, as we left a well-known restaurant one day. 'I don't like the place at all, and I'm anxious to eat up what he owes me.'"

"Then he owes you money," said I, to draw Jack out.

"Yes, they all owe me more money than I'll ever get. I might quit work now and board around from place to place for two years and not eat the accounts up. You see I once put an advertisement in a Sunday paper which read something like this:

FIRST-CLASS board wanted for a first-class sewing machine direct from the factory. References required.

"Well, I got over seventy-five answers. I was given the best of references—bankers, preachers and doctors. Most of the letters were from boarding house keepers and restaurateurs. They were from all parts of the city. As manager of the city trade I could sell a single machine as a sample at the wholesale price. But I didn't do that. I picked out twenty good restaurants and boarding-houses, and bought twenty machines on my own account on four month's time. The wholesale price of each machine was \$19, and the retail price \$55. Of course I paid \$19 each and sold them at the retail price. At each of the twenty places I told them if they wanted a brand-new machine I would let them have one direct from the office for \$20, cash, and would take the balance out in board. They jumped at it, especially as the machine was one of the best make, and I promised to take it back if not satisfactory. Near three restaurants I got a suit of rooms on the machine account. In less than two days I had delivered the twenty machines, had \$400 in cash in pocket with four months in which to pay for the goods. I had \$700 to take out in board and lodging in various parts of the city, and as I say, I got tired of eating up my profits on the scheme. The \$700 was all profit and also \$1 on each machine. Why, I worked the same plan on the tailors—they wanted sewing machines. I could sell a tailor a heavy manufacturing machine for \$90 which cost me \$30—and what an elegant suit of clothes I got for that \$30."

The Michigan Tradesman.

Creditors' Objections to Compromise.

The ordinary objections made by creditors to accepting an offered compromise, which relate to acts antecedent to failure, may be summed up as follows:

1. Should have stopped before so much was lost, as could then have made a larger dividend.
2. Should not have made so much confidential indebtedness.
3. Being insolvent a year ago, as the accounts show, should have stopped then when did not owe so much.
4. Have made no money on him as other creditors have, so cannot afford to lose on that account.
5. My debt ought to have been made confidential.
6. Ought to have known when the debt was created that it would not be paid at maturity, and is therefore guilty of fraudulently contracting it.
7. Deception by false statements of means and ability to pay.
8. Owes me more than usual, or more in proportion to others.
9. Has not satisfactorily accounted for the losses by which, it is alleged, became bankrupt.
10. Don't believe can pay the amount proposed, and at subsequent failure matters will be still worse.
11. The time for paying compromise is too remote; would prefer something less in shorter time to waiting so long.
12. Has shown to be unprincipled since failure; not to be trusted to settle up the estate.

The foregoing objections refer more especially to the peculiar circumstances attending the indebtedness to the individual creditor, and do not impute dishonesty, or the concealment, or unjust depreciation of assets, or the making of fictitious or nominal indebtedness. In other words, they presuppose an ordinarily honest and legitimate failure.

Butter, Bad and Bogus.

A dairyman writing to *The Ohio Farmer* ventures to express an unpopular opinion, not complimentary to keepers of cows nor creditable to the grocery trade, namely, that the low quality of most butter found in the markets has made possible the fungus growth of bogus product:

"Examine, some morning, the pails of milk drawn from stabled cows throughout the United States. How much of the milk is even tolerably free from hairs, dandruff, dust of dried excreta, etc.? Don't tell me you strain it out. It has no business there at all. Examine it with a good microscope. Can you find one pint of such milk that is clean? I've known chunks of hardened—ugh! thrown from the can at the cheese factory. I breakfasted with a friend who drank at his meals, milk, bought of a neighbor. Suddenly stopping as he noticed the fine sediment in the bottom of glass, he exclaimed, 'Wife, what is this? There's too much milk for commercial fertilizer and too much manure for milk! Groceries are as much in fault as farmers. They don't grade butter. They pay the same for grease as for butter, dump it into the same box or firkin. In twenty-four hours the gilt-edged is tainted as badly as the grease. Then they hold it on speculation until they have to sell. Result, a lot of dead and decay-producing stuff fit only for cremation—it smells to heaven.' Then the farmers bear all the blame. Butter is a perishable product and should be graded on its merits, sold on the market immediately and consumed while new. Don't howl for legislative protection until you have reformed butter-makers and dealers. That alone will kill bogus butter."

Whatever may be thought of the opinion set forth in the closing paragraph of the above, a study of the market reports from week to week must tend to impress the fact that under present conditions the only chance for profit in butter-making is by way of improvement of quality.

Dairy Boards of Trade.

The growing importance of the dairy interests of the Wolverine State renders it necessary for both cheese and butter producers to avail themselves of the most approved methods for placing their goods on the market. The time has gone by when Michigan can consume all the creamery butter produced within her borders and no considerable portion of her cheese product finds a market in other states. Up to the present time, the only means of communication between buyer and seller have been by the post or personal visits, and much dissatisfaction has necessarily resulted from such antiquated methods. Michigan having recently attained the distinction of being a "Dairy State," it is now proposed to adopt the same system used by other states prominent in the dairy business in attracting buyers from all parts of the country. With this end in view, it has been deemed desirable to establish a series of Dairy Boards of Trade in this State, the first step in this direction having been taken by the dairymen in and around Grand Rapids, who will meet next Tuesday for the purpose of talking over the situation. Jackson promises to be the next place to secure a Board and Flint will probably not be far behind in the race. There are now enough dairy products shipped out of the State to warrant the establishment of half a dozen Boards and the probability is that the time is not far distant when every dairy locality will be represented by a market of its own.

The so-called peanut factories of Norfolk, Va., handle and put on the market a million and a half dollars' worth of peanuts each year. The factory is simply a cleaning, polishing, and sorting establishment, and the work is all done by machinery.

L. M. CARY. L. L. LOVERIDGE.
CARY & LOVERIDGE,
 GENERAL DEALERS IN
Fire and Burglar Proof SAFES
 Combination and Time Locks,
 11 Ionia Street, Grand Rapids, Mich.

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.
 6 and 8 Monroe Street,
 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.,
 GRAND 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, however, give 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."

Androscoogin, 9-4, 17	Pepperell, 10-4, 19	Pepperell, 11-4, 22	Pequot, 7-4, 13	Pequot, 8-4, 14	Pequot, 8-4, 15	Pequot, 9-4, 17	Pequot, 9-4, 18
Economy, oz. 10	Park Mills, No. 100, 15	Prodigy, oz. 10	Warren, 11-4, 22	York, 1-4, 22	York, 1-4, 22	York, 1-4, 22	York, 1-4, 22
CHECKS.							
Alabama, 6 1/2	Albany, 6 1/2	Albany, 6 1/2	Albany, 6 1/2	Albany, 6 1/2	Albany, 6 1/2	Albany, 6 1/2	Albany, 6 1/2
BLEACHED COTTONS.							
Art cambrics, 36, 9 1/2	Art cambrics, 36, 9 1/2	Art cambrics, 36, 9 1/2	Art cambrics, 36, 9 1/2	Art cambrics, 36, 9 1/2	Art cambrics, 36, 9 1/2	Art cambrics, 36, 9 1/2	Art cambrics, 36, 9 1/2
FINE BROWN COTTONS.							
Appleton A, 4-4, 11	Appleton A, 4-4, 11	Appleton A, 4-4, 11	Appleton A, 4-4, 11	Appleton A, 4-4, 11	Appleton A, 4-4, 11	Appleton A, 4-4, 11	Appleton A, 4-4, 11
DOMESTIC GINGHAMS.							
Amoskeag, 4-4, 11	Amoskeag, 4-4, 11	Amoskeag, 4-4, 11	Amoskeag, 4-4, 11	Amoskeag, 4-4, 11	Amoskeag, 4-4, 11	Amoskeag, 4-4, 11	Amoskeag, 4-4, 11
WIDE BLEACHED COTTONS.							
Androscoogin, 7-4, 15	Androscoogin, 7-4, 15	Androscoogin, 7-4, 15	Androscoogin, 7-4, 15	Androscoogin, 7-4, 15	Androscoogin, 7-4, 15	Androscoogin, 7-4, 15	Androscoogin, 7-4, 15
HEAVY BROWN COTTONS.							
Atlantic A, 4-4, 11	Atlantic A, 4-4, 11	Atlantic A, 4-4, 11	Atlantic A, 4-4, 11	Atlantic A, 4-4, 11	Atlantic A, 4-4, 11	Atlantic A, 4-4, 11	Atlantic A, 4-4, 11
SOFT CAMBRICS.							
Washington, 7-4, 15	Washington, 7-4, 15	Washington, 7-4, 15	Washington, 7-4, 15	Washington, 7-4, 15	Washington, 7-4, 15	Washington, 7-4, 15	Washington, 7-4, 15
GRAIN BAGS.							
American A, 14 1/2	American A, 14 1/2	American A, 14 1/2	American A, 14 1/2	American A, 14 1/2	American A, 14 1/2	American A, 14 1/2	American A, 14 1/2
DENIMS.							
Boston, 6 1/2	Boston, 6 1/2	Boston, 6 1/2	Boston, 6 1/2	Boston, 6 1/2	Boston, 6 1/2	Boston, 6 1/2	Boston, 6 1/2
PAPER CAMBRICS.							
Manville, 4 1/2 @ 5 1/2	Manville, 4 1/2 @ 5 1/2	Manville, 4 1/2 @ 5 1/2	Manville, 4 1/2 @ 5 1/2	Manville, 4 1/2 @ 5 1/2	Manville, 4 1/2 @ 5 1/2	Manville, 4 1/2 @ 5 1/2	Manville, 4 1/2 @ 5 1/2
WIGGANS.							
Red Cross, 6 1/2	Red Cross, 6 1/2	Red Cross, 6 1/2	Red Cross, 6 1/2	Red Cross, 6 1/2	Red Cross, 6 1/2	Red Cross, 6 1/2	Red Cross, 6 1/2
SPOOL COTTONS.							
Brooks, 4-4, 11	Brooks, 4-4, 11	Brooks, 4-4, 11	Brooks, 4-4, 11	Brooks, 4-4, 11	Brooks, 4-4, 11	Brooks, 4-4, 11	Brooks, 4-4, 11
CORSET JEANS.							
Armory, 7-4, 15	Armory, 7-4, 15	Armory, 7-4, 15	Armory, 7-4, 15	Armory, 7-4, 15	Armory, 7-4, 15	Armory, 7-4, 15	Armory, 7-4, 15

THE BEST IN THE MARKET.



Order a case from your Jobber. See Quotations in Price-Current.

Groceries.

Grocers' Association of the City of Muskegon.

Officers: President—H. B. Fargo. First Vice-President—Wm. B. Keiff. Second Vice-President—A. Towl. Recording Secretary—Wm. Peer. Financial Secretary—John DeHaas. Board of Directors—O. Lambert, W. I. McKenzie, H. B. Smith, Wm. B. Kelly, A. Towl and E. Johnson.

RETAIL GROCERS' ASSOCIATION OF GRAND RAPIDS.

ORGANIZED NOVEMBER 10, 1885.

President—Erwin J. Herrick. First Vice-President—E. E. Walker. Second Vice-President—Jas. A. Coye. Secretary—Cornelius A. Johnson. Treasurer—B. S. Harris.

Kalamazoo Retail Grocers' Association. President—P. Ranney. First Vice-President—O. K. Buckhout. Second Vice-President—Hugh Bergs.

Ate Bullheads for Trout.

A good story comes to THE TRADESMAN from Newyag, which involves a gentleman named Coats and a former resident of Grand Rapids in the person of David L. Stiven. Coats, it appears, claims to be a great sportsman, particularly priding himself on his knowledge of fish and fishing.

The Lowell Association in Working Order.

LOWELL, May 28, 1886.

Editor Michigan Tradesman: DEAR SIR—Mr. N. B. Blain kindly hands me yours of the 16th inst. In reply would say that the name of our organization is "The Lowell Business Men's Protective Association."

The Grocery Market.

Business is good and collections are excellent. Sugars are easy and are probably good value at the figures named this week, as the advent of the berry season renders higher prices inevitable.

Hides, Pelts and Wool.

Hides are without change. Pelts are dull. Tallow is unchanged. Wool is beginning to move freely, being nominally quotable at 20@22 cents.

Some of THE TRADESMAN's readers may have inferred that the recent decision of Judge Brown in the United States Court at Detroit, reported in THE TRADESMAN of May 19, was ininical to the Central City Soap Co., of Jackson. Such was not the case.

He Wanted It Stopped.

"I see they are trying to put a stop to all betting in New York." "I'm glad of it. Betting is a pernicious practice. I hope they will stop it."

The Cincinnati grocery clerks have organized a clerk's association, the principal object being to secure the early closing of grocery stores.

Putnam & Brooks are headquarters for fire-works and fire-crackers.

Jobbers never have any of the Wayland cheese come back on their hands.

Maxims for Merchants.

From the Dry Goods Chronicle.

The merchants who profit least by interviews are 'tween those who are most inclined to resort to them.

A good merchant is very watchful over both himself and others, to prevent things from being carried against his sense of right in moments of lassitude.

American business affairs are full of failure. In laying down plans for the organization of the same, there is hardly ever allowance enough made for failure.

Councils are the fly-wheels and safety-valves of the machinery of business. By their means the motion is equalized and a great force is applied with little danger.

When a merchant has to communicate the motives for an unfavorable decision, he should study how to convey them so as to give the least pain and to insure the least discussion.

A merchant should take care to consult occasionally with persons of nature quite different from his own, as to very few are given all the qualities requisite to form a good man of business.

Credit is founded on the trust reposed by one man in another, and it presupposes the existence of thorough honesty and good faith, with a reputation for punctuality in the fulfillment of all engagements.

The moment that you fix a qualification, whether of age, of length of service, or of the possession of money, you do something which, at some time or other will prevent your making choice of the best man.

Concessions and compromises form a very important part of mercantile life. The former may be looked upon as distinct defeats. In making the latter, you never gain anything by concealing your views or wishes.

The primary qualities for a good organizer of business are ardour, forethought and imagination, and existing with them an unweary interest in details and a power of massing them together, and of marshalling them as a general does his battalions.

The habit of thinking for himself is one which may be acquired by the solitary student. But the habit of deciding for himself, so indispensable to the merchant, is not to be gained by study. It is a thing that cannot be fully exercised until it is actually wanted.

The best agents for merchants to employ are those who have a strong sense of responsibility. A man possessed of the latter will grudge no pains, will pay attention to minute things, and will prefer to be considered stupid rather than pretend to understand his orders before he does so.

Combination Stores.

From the Grocer and Canner.

The great stores of the future will be the combination stores. All experience in wholesale or retail trading sustains the correctness of the proposition. It has been shown that only the great houses with their numerous departments, hundreds of employees and all facilities which concentrated capital calls to its use, can sell the best goods at lowest prices.

They buy direct from manufacturers or producers, are manufacturers themselves, or direct importers of the raw material or manufactured goods made in foreign markets. They have reduced the first cost of their stock to the minimum, and can afford to turn their goods on a margin of profit which would scarcely meet the running expenses of the smaller and less advantageously equipped establishments.

Their great and general prosperity is known to the commercial people of the entire country, and the uniform success of operations conducted on the scale indicated, points to the combination store as the store of the future. In a San Francisco house, representative of the advanced idea in merchant trading, additions to its already numerous departments are constantly being made, and the field of trade broadens before its enterprise with every passing season.

The house has now its comprehensive general grocery department, which includes all the well-known specialties of Eastern or foreign manufacturers; its tea, coffee and spice departments, where all grades of the famous brands of Japanese growth may be sampled, where coffee, direct from the Central American plantations, may be examined in every condition, from the natural state to perfect preparation for use, where new stocks of all the spices, in original packages from the Spice Islands, are constantly being received. It has its tobacco department, where some of the finest domestic cigars and cigarettes are manufactured, and where all the popular brands of imported cigars and Eastern manufactured plug and smoking tobaccos are always in stock. The stocks of the Eastern concerns are of like variety and extent. These great houses are constant advertisers in the leading trades journals of the country, and by this means have let the trading public know of the great advantages they are enabled to present through a plan and scale of operations, which have proved perfect success for the combination store.

He Wanted It Stopped.

"I see they are trying to put a stop to all betting in New York." "I'm glad of it. Betting is a pernicious practice. I hope they will stop it."

"But they can't do it." "Can't do it? I'll bet you \$50 they can."

The Cincinnati grocery clerks have organized a clerk's association, the principal object being to secure the early closing of grocery stores. The membership now numbers 132 clerks.

Putnam & Brooks are headquarters for fire-works and fire-crackers. Early purchases advised.

BULL DOG Tobaccos.

TRADE UNION AND LABOR UNION, AND EXTRA GOOD FINE CUTS

The largest amount of good tobacco for the least money.

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

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

Bull Dog Tobacco Works, COVINGTON, KY.

ARCTIC LIGHTEST and most HEALTHFUL Biscuits Cakes, Bread, etc. TRY IT and be convinced Prepared only by the Arctic Manufacturing Co., GRAND RAPIDS, MICH.

YALE BAKING POWDER

YALE BAKING POWDER

FRED. D. YALE & CO.

CHAS. S. YALE & BRO.

BAKING POWDERS, EXTRACTS, BLININGS, AND JOBBERS OF GROCERS' SUNDRIES.

YALE BAKING POWDER

YALE BAKING POWDER

ELECTRIC LUSTRE STARCH

ELECTRIC LUSTRE STARCH

JOHN CAULFIELD Wholesale Agent, GRAND RAPIDS, MICH.

Table with multiple columns: WHOLESALE PRICE CURRENT, DRIED FRUITS—DOMESTIC, DRIED FRUITS—FOREIGN, CANNED FRUITS—CALIFORNIA, CANNED FRUITS—MARIPOSA, CANNED VEGETABLES, CHEESE, CHOCOLATE, COCOANUT, COFFEES, COFFEES—PACKAGE, CORDAGE, CRACKERS AND SWEET GOODS, FISH, FLOUR, GROCERIES, HATS, HIDE, LARD, MEATS, OILS, PICKLES, SAUCES, SOAP, SPICES, SUGARS, SUTS, TOBACCO—FINE CUT—IN PAILS, TOBACCO—KING CUT—IN PAILS, TALLOW, TEA, TRUNKS, WINE, WHISKY, YARN, ZEPHYRUS.

