

The Michigan Tradesman.

VOL. 3.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, JUNE 16, 1886.

NO. 143.

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.
Grocers, bakers and others can secure the agency for their town on this Yeast by applying to above address.

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.

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.

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.


Michigan Agents Woonsocket Rubber Company.
Office and Factory—11, 13, 15 and 17
Woodbridge street West. Dealers cordially
invited to call on us when in town.

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

Paints, Oil & Glass.
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 dis-
eases 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 accord-
ing to instructions, and remain long unwell,
provided their bones are not destroyed by min-
eral poison or other means, and the vital or-
gans wasted beyond the point of repair. Golden
Seal Bitters numbers on its list of cures ac-
quired a great celebrity, being used as a fam-
ily medicine. Sold by Hazeltine & Perkins
Drug Co. 143

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.



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

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.

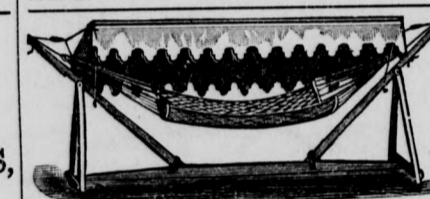
We carry a large stock of material, and have every
facility for making first-class Wagons of all kinds.
Special Attention Given to Repairing, Painting
and Lettering.
Shops on Front St., Grand Rapids, Mich.

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 re-
sult of 30 years' collecting, selecting and experiment-
ing, sent for a \$1 postal note. Address
C. P. Bartlett, Baldwinville, 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 at-
tended to.



Albert Coye & Son,
DEALER IN
AWNINGS, TENTS,

Horse, Wagon and Stack
Covers, Hammocks and Spread-
ers, Hammock Supports and
Chairs, Buggy Seat Tops, Etc.
Send for Price-List.
78 Canal St.

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

SEEDS
We carry a full line of
Seeds of every variety,
both for field and garden.
Parties in want should
write to or see the
GRAND RAPIDS GRAIN AND SEED CO.
71 CANAL STREET.

**PIONEER
PREPARED
PAINTS.**

Order your stock now. Having a large
stock of the above celebrated brand MIXED
PAINTS, we are prepared to fill all orders.
We give the following

Guarantee:
When our Pioneer Prepared Paint is put
on any building, and if within three years
it should crack or peel off, and thus fail to
give the full satisfaction guaranteed, we
agree to repaint the building at our expense,
with the best White Lead or such other
paint as the owner may select.

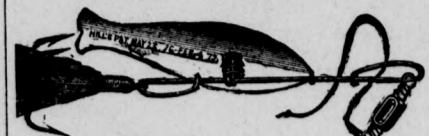
Hazeltine & Perkins Drug Co.
GRAND RAPIDS, MICH.

EDMUND B. DIKEMAN,

THE—
GREAT WATCH MAKER,
—AND—

JEWELER.

44 CANAL STREET,
GRAND RAPIDS,
MICH.



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 desir-
able 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.

PLUG TOBACCO.

TURKEY .39
Big 5 Cents, .35
Dainty {A fine revolver } .42
{with each butt, }

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 REITER,
SPREAD EAGLE,
BIG FIVE CENTER.

PARTNER WANTED.
A man with twelve to fifteen thousand
dollars to take interest in a first-class fur-
niture 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, cov-
ered with valuable timber, for sale or ex-
change 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 particu-
lars when writing. For further information,
address W. L. Beardsley, Hersey, Mich.

An Entertaining Firm.
The Hazeltine & Perkins Drug Co. can al-
ways be relied upon not only to carry in stock
the best of drugs, but have secured the agency
for Dr. Peck'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 Con-
sumption.

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 SER-
VICABLE TRIMMINGS.

**SUPERIOR WORK AND THE PROP-
ER STYLE FOR THE WEARER.**
ALL AT PRICES THAT WILL IN-
DUCE YOU TO LEAVE YOUR ORDER.

An Offensive Partisan.

Wm. H. Maher in the American Grocer.

Andrew Hoover had been postmaster at
Lumberville so long that he had come to
look upon the office and business as his
own. Naturally of a not very amiable dis-
position, he had grown crabbed with ad-
vancing years, and latterly had served the
public under protest, and as if each call was
a personal insult. If the public felt at all
aggrieved because of his snappish answers
and boorish manners they made no open
protest, for they were sure Andy was "solid"
with the party leaders and would not be dis-
turbed so long as his party was in power.

To be village postmaster is eagerly desired
by the average village merchant. He re-
asons that the possession of that office
compels every person to come into his store,
and gives him great advantage over any
competitor. He looks upon it, before he
has it, as of wonderfully great help, and he
pulls every string he has to gain it. If he
does not succeed in getting the appointment
he is sure that his competitor's success has
been of great help to him in his business,
and he is apt to blame his misfortunes in
business to his failure to secure the post office.
But if he is successful and can, like
Mr. Nasby, write P. M. after his name, it is
not long until the post office is an old story,
and he is ready to declare that it is a nuis-
ance and of vastly more damage to his busi-
ness than it is of good.

Andrew Hoover was not only postmaster
but for many years he had the exclusive
hardware trade of the village in hardware.
He bought his stock in much the same way
as he delivered his mail. He was cranky
and cross with one man and sociable with
another. He paid when it suited him, and
thought no more of returning a draft for a
past due bill than he did of throwing an
official envelope into the waste paper basket.

But much to his surprise and wrath he
heard one day that some man was going to
open another hardware store in Lumber-
ville. He could not believe it. He would
have believed as readily that some one would
open another post office. He was convinced
that he had just as good a right to the hard-
ware trade of Lumberville as he had to the
exclusive handling of the mails. Neverthe-
less it was true. Phil Smith was going to
lay in a stock of hardware in the building
just across the street from the post office,
and Andy was in a state of mind painful to
witness.

There are two classes of business men
who can be very amiable with a competitor;
one is very shallow, the other is broad
minded. The shallow man shrugs his
shoulders and says, "Competition is the
life of trade," and he lounges around his
competitor's store until he is a nuisance.
The broad built man says, "It will only help
the fellow if I show that his coming here
in any way hurts me, and the best way for
me to do is to be friendly and sociable."

But there is an intermediate class who
look upon a competitor with hatred; they
think of him all day and dream of him at
night. They buy a thing because he has it;
they cut the price not so much with the idea
of helping themselves, as of hurting him,
and they continually run him down to their
customers and acquaintances.

Andy belonged to this latter class. To
his mind Smith was a whelp who ought to
be taken out in the fields and shot. He
watched every traveling man, and if he sold
Smith he could not sell him. If a customer
came from Smith's place to his the chances
were he would not wait on him, but tell
him to go to Smith's and get it. When
Smith came for his mail Andy had oppor-
tunity to show how much he hated and de-
spised him. He kept him waiting always as
long as he possibly could; he threw out his
letters as he would throw away something
defiling to the touch; and he sold him stamps
as if he hoped they would explode and send
Smith to—sheol.

Smith saw it all, put up with it and pros-
pered. He was a well-balanced man and a
natural merchant. Where Andy had been
exorbitant he cut down, and on some goods
that he was sure Andy was selling at less
than cost he asked a good profit. If Andy
was out of an article he never ordered
more till a salesman came around, or
he went to town. Smith ordered at
once, and got many little things by ex-
press every week to help people who were
in a hurry.

Suddenly Smith began to have trouble
about his mail. He sent orders for goods
and never heard from them. He wrote for
quotations and never received answers. He
received goods and had to send for dupli-
cate bills, sometimes oftener than once.
When he spoke to the postmaster about it
he was gruffly told it was no business of
his. He made complaint at Columbus,
(Lumberville being in that district) but he
was told that the fault must be with his
correspondents.

The annoyance grew worse and other
people began to complain of trouble with
their mail. Finally, Smith was so persis-
tent, that a special agent of the service was
sent to investigate the matter and catch the
offender. He sat in my office a few even-
ings ago and told me the story:

"When the mail was made up at Colum-
bus I counted the letters for Lumberville,
then rode on the wagon to the depot, saw
the bag thrown into the car and followed it
in. The clerk there did not know where I
was going nor what I was working on, and
after the train started I went out of his car
to give him a chance to take the letters if
he was doing that kind of business. Just
before we reached Lumberville I came back
and asked to see the Lumberville mail.
There were two postal cards and three let-
ters in it for Smith. Some of these I had
put in as decoys. All the mail was there
that I had seen at Columbus. When the
bag was thrown off I kept it in sight and
walked up town behind the man who car-
ried it. I saw it placed in the post office;
then I went over to Smith's to await for fu-
ture developments. In due course of time
he went for his mail, and was given two
postal cards and two letters. I had told
him what to say if he did not get all I had
seen in the bag for him. 'Is this all there
is for me,' he asked; 'I expected another
letter from Columbus that was sure to be
on this train.' 'I don't care anything about
what you expected,' said Andy, as snap-
pishly as he could. 'Have you distrib-
uted everything?' 'That's all there is
for you, and that's all you're concerned in.'
He came back to the store and showed me.
The one held back was one with a business
card on the envelope; I remembered it dis-
tinctly. It was time for me to act. I walk-
ed over carelessly and found the postmaster
alone. I spoke quietly and pleasantly. 'Mr.
Hoover, I think you must have overlooked
a letter for Mr. Smith; I am sure one was
mailed him at Columbus that you did not
give him just now; it is one that I am in-
terested in.' He took me to be a drummer,
and answered shortly and sarcastically.
'Well, I'll write him one; that's what post-
masters are for.' 'He would rather have
the one that was written; are you sure it
didn't come just now?' 'Yes, I am.' 'You
are not telling the truth, sir; I saw the let-
ter on the car and I saw it put in the mail
bag; I am a part of the postal service (I
showed him my badge), and I arrest you
for tampering with the mails.'
'What did he say?' I asked. 'His face
turned deathly white and he fainted, falling
on the show-case behind which he was
standing. He came to in a moment, and I
took possession of the office. I found the
missing letter in his waste-paper basket,
unopened, and found many letters there
that had been torn and thrown away. I
called in his bondsmen and turned the office
over to them, while I took Hoover to Colum-
bus before the United States Marshal.
I don't think he was dishonest—what he
did was from spite—but he was unfit to hold
the office.'

"He loses the office?"
"Oh, yes," said the agent laughing; "he
is removed for offensive partisanship."

The Real Remedy for Cutting.

From the Kansas City Grocer.
There is a constant cry from the retail
merchant that his neighbor is cutting prices,
and that he must either get "insides" or
cheaper goods with which to run him out.
There is possibly no vice in the mercantile
world more prevalent than that of cutting
prices, putting prices down below regular
and established values in order to get ahead
of your competitors, and if persisted in is
sure to demoralize business honor, and will
cultivate habits not to be thought of by a
successful merchant.

When once started, the tradesman has no
idea that he will overstep the limit; at first
he is just a little below the regular price.
The propensity for cutting grows stronger,
and stronger and in a short time from a
little below the regular price he has
gotten to just a shade above cost. In
many cases of envious neighbors and com-
petitors, prices have been cut to actual cost;
then comes the pruning process which cuts
even a little below the cost.

What is the result of this indiscriminate
cutting? Why, simply a resort to dishonest
dealing—supplying inferior goods in the
place of the one sold in order to make a
profit. The first cut is frequently the first
step to a calling of a meeting of creditors.
It is a very well known fact that those who
cut the most fail the oftenest, and the num-
ber of failures would decrease materially if
jobbers would refuse to compromise for less
than one hundred cents, and sell goods to
no dealer who does not insist on a decent
profit. Who is to blame? We do not think
the seller alone is to blame, as the greed of
close buyers and their smooth way of
pretending that the same goods were offered
by Messrs. So & So for less money, fre-
quently causes a cut price; and no one can
sympathize with such buyers should they be
paid back in their own coin by getting an
article inferior to the one bought.

There are occasions, of course, where
sellers are alone to blame. Frequently, in
cases of overstock and short funds, they
come into market with their goods suffi-
ciently below the regular rate to induce
those in immediate want to buy.

This is one of the worst features of cut-
ting, and works a great amount of mischief
to fair traders.

Cutting has been the cause of the intro-

duction of the majority of the inferior goods
now flooding our markets, and until our re-
tailers see the necessity of keeping them-
selves posted as to different brands and
their relative values, and jobbers cease to
encourage such a ruinous practice, we will
see this practice still in progress, to the very
great detriment of the grocery trade at large.

**Jelly Made from Apple Peelings and Pom-
ace.**

Most people familiar with the operations
of a fruit evaporator have probably noticed
that after the regular work of the day is
completed the apple peelings are thrown in-
to the dryer and kept there until every par-
ticle of moisture is removed. The peelings
come out as crisp as crackers and, frequen-
tly, as black as a hat. They are packed in
barrels and shipped to Detroit, Chicago, St.
Louis and other trade centers. A consider-
able proportion of them are soaked up with
water and fermented, the object being to
utilize the acid so obtained in the manufac-
ture of vinegar. The following excerpt
from an Eastern paper indicates that the
peelings subserve other uses than those of
the vinegar maker:

Three glasses purporting to contain cur-
rant, pineapple, and apricot jelly were placed
before the reporter. Each was labelled
"warranted genuine." They tasted like the
genuine articles, and they were made, the
dealer said, from apple peelings taken from
a canning factory on Long Island. The
peelings were brought to the city as dry as
bones and were black and ill-looking, but
the steam boiler and flavoring extracts made
them palatable. The dealer said the jellies
cost less than one-third of what pure jellies
would cost and were retailed in every gro-
cery in the city at 10 cents a glass. He
thought the manufacture and sale of the
stuff perfectly legitimate.

The same authority also exposes another
constituent of jelly, as follows:

Apple jelly made from good fruit is all
well enough in its way, but city elder mak-
ers know a trick worth two of that. They
use the apple pulp left in the press, after
the cider is squeezed out, for the body of
the jellies. The pulp is shovelled into close
vats and steamed until it is melted into thin
paste. This is then strained into another
vat, where it forms a very unsavory stew,
but its unsavoryness does not discourage the
jelly maker. He puts in glucose, sugar and
flavoring and coloring material liberally, and
directly the apple pomace becomes currant
jelly, or any other kind that the market de-
mands, the flavoring and coloring chemicals
being changed to suit.

Eggs by Weight.

From the American Rural Home.

It is annoying to the breeder of blooded
and fine fowls to find, when he offers for
sale eggs nearly twice as large as his neigh-
bors', that they bring no more per dozen
than do the smaller ones. Also, the con-
sumer is often vexed to find that he must
pay the same price to-day for a dozen eggs
weighing a pound that he yesterday paid
for a dozen weighing a pound and a half.
Besides, an egg from a well fed fowl is
heavier and richer than one from a common
fowl that is only half fed, so that weight
compared to size is an indication of rich-
ness. Thus, eggs of which eight will weigh
a pound are better and richer than those of
apparently the same size, of which ten are
required for a pound. Of course, with eggs
at four and five cents a dozen (and hundreds
of dozens have been sold in past years at
these prices), it is not much matter as to
the size; but when the price ranges from
twenty-five to fifty cents per dozen, it is a
matter worth looking after. It is high time
that the old style of selling and buying eggs
were discontinued. It is a relic of the past,
and reminds us of the time when dressed
hogs sold for a dollar each without regard
to size, and were sold at that. Insist
upon it, then, you who raise poultry and
eggs for market, that the price for eggs
shall be so much per pound, and then it will
be some inducement to farmers to raise a
better class of fowls, and all will get what
is their just due.

Something New In Cards.

Letter to the Minneapolis Tribune.

Let me tell you about a new thing in per-
sonal cards that is just now affected by a
class of Boston men. I suppose there is a
class, for the gay fellow who had the speci-
men that I saw and who seemed to be pre-
tending that it was a distinct type. He was
a man around town—the jolly kind who
knows everybody and is known by every-
body, belongs to all those clubs that are not
literary, but that can give you the best
sherry in town and the stiffest game of
poker to be had on Beacon-st. Poker in
Boston does not cost as high as in Wash-
ington, of course, but at some of the club
tables the amounts lost are enough to make
it very interesting for the losers. But about
the cards. It was, of course, of the finest
and most expensive board, and the good
taste of the owner as well as the engraver
was shown in the small and plain lettering
of the man's name and the business address
on the lower line. In the upper left hand
corner was a beautiful exhibition of the en-
graver's art, a fine head and bust of Venus,
and in the opposite corner an equally well
drawn and executed head of a spirited
horse. There you had the index to the
man's likings and aspirations—for women
and horses. He seemed quite proud of the
delicate way in which he had been photo-
graphed on the card.

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, JUNE 16, 1886.

Merchants and Manufacturers' Exchange.

Organized at Grand Rapids October 8, 1884.

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

Merchants' Protective Association of Big Rapids.

President—N. H. Beebe; First Vice-President—W. E. Overton; Second Vice-President—C. B. Lovejoy; Secretary—A. S. Hobart; Treasurer—J. F. Clark.

Grand Rapids Dairy Board of Trade.
President—Aron Clark.
Vice-President—J. E. Pickett.
Secretary and Treasurer—E. A. Stowe.
Market days—Every Monday afternoon at 1 p. m.

Trade City Business Men's Association.
President, Frank Hamilton; Secretary, C. T. Lockwood; Treasurer, J. T. Beadle.

Business Men's Protective Union of Cheboygan.
President, A. M. Westgate; Vice-President, H. Chambers; Secretary, A. J. Paddock.

Luther Protective Association.
President, W. B. Pool; Vice-President, R. M. Smith; Secretary, Jas. M. Verity; Treasurer, Geo. Osborne.

Ionia Business Men's Protective Association.
President, Wm. E. Kelsey; Vice-President, H. M. Lewis; Secretary, Fred Cutler, Jr.

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

Lowell Business Men's Protective Association.
President, N. B. Blain; Vice-President, John Giles; Secretary, Frank T. King; Treasurer, Chas. D. Pease.

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.

WHEREIN LIES THE REMEDY?

Noel & Johnson, the Palo merchants, write THE TRADESMAN as follows under date of June 12:

We have read with much interest the proceedings of the Retail Grocers' Association, in your paper, and think it a grand thing. But what can two or three merchants in a town like ours do? There are not enough of us to effect an organization and yet we suffer most wickedly from the miserable dead-beat.

Has the Association any "Balm of Gilead" for such as we?

Palo merchants have the same remedy as those in other localities similarly situated—they can enlist the co-operation of the dealers in neighboring towns and organize an association on the basis of wide membership. Instead of confining membership to a single town or city, it can be extended so as to include every merchant doing business within a certain number of townships or limited to county lines. Such an arrangement will enable the merchants to present a strong front to the dead-beat, numerically, and with proper direction on the part of the officers and cordial co-operation on the part of the lay members, an association can be made invaluable to every one connected with it.

Senator Conger made a just and witty protest against the appropriation to pay a part of the expenses of an international commission on a decimal system of weights and measures. For years past a knot of specialists, with Dr. Barnard at their head, have been pressing this proposal upon the country. It has not been adopted and it will not be. Our system of weights and measures is immeasurably superior to any that can be based on our decimal notation, which itself is notoriously unsatisfactory and far more in need of reform. No law could now alter the habits of our people in this regard. Such laws have failed to produce any such affect in Europe, where the old local and provincial standards still maintain their existence alongside the new legal standard. And it is the height of absurdity to waste the public money—however small the sum—on projects which have no more importance to the American people than has the Keely Motor.

That the telephone has become a necessity to business men no one will attempt to deny. That it is also indispensable to the happiness of the young men and women who work in offices supplied with telephones is also patent to all observers. Indeed it has become an open question whether the telephone was intended for the curtailment of business duties or the encouragement of the noble art of courting. Certain it is that half the appointments incident to the latter stage of existence are consummated over the wires and that much time which rightfully belongs to the employer is frittered away in senseless exchanges of sentiment and fancy.

The Lowell bankruptcy bill has come to grief in the Senate. Its enemies succeeded in striking out an essential feature, and its friends abandoned it as worse than useless. The decision was probably a wise one. The passage of the bill as amended would prob-

ably have stood in the way of a better measure. So its defeat, though to be regretted, was the best that could be done. For another year at least the country must continue under the operation of state laws, which differ as widely as possible.

The Traverse City Business Men's Association has designated Tuesday, July 20, as a general holiday, to be spent in taking an excursion on the City of Traverse to Old Mission, where a picnic will be held. As a people, we have plenty of holidays, but the merchant and his clerk are too seldom enabled to enjoy them. THE TRADESMAN commends the plan adopted by the Traverse City business men and hopes to see it followed by the merchants in other localities.

The New York Retail Grocers' Advocate is impatient because the grocers' associations of Michigan do not form a State organization. THE TRADESMAN would respectfully inform the Advocate that a State Association will be formed whenever the proper time comes—that the movement is in good hands—and that the Advocate can best serve its own interests and the grocery trade of Michigan by confining its impertinent suggestions to its own field.

The prospects for the final passage of the oleomargarine bill are not as flattering as they were ten days ago. The opinion seems to be general that the Senate will allow the bill to die on their table, and that even though it pass the Senate the President will veto the measure. Should the latter event occur, it will be impossible to secure the necessary two-thirds vote in either house to pass it over the head of the executive.

Sturgis is now moving in the matter of a merchants' union, which will probably be organized within the next ten days.

AMONG THE TRADE.

IN THE CITY.

J. A. Averill has engaged in the grocery business at 524 Second street. Cody, Ball & Co. furnished the stock.

Cornelius J. Van Halteran succeeds Van Halteran & Schram in the grocery business at 95 South Division street.

Delos Barrows, general dealer at Johnsville, has added a line of drugs. The Hazeltine & Perkins Drug Co. furnished the stock.

G. W. Boughton has engaged in the grocery business at the corner of Second street and Lane avenue. Cody, Ball & Co. furnished the stock.

Patrick Sullivan and Martin Lambrix, both experienced boiler makers, have gone to Hurley, Wis., to engage in business on their own account.

McFellin & Co. have engaged in general trade at Boyne Falls. Amos, S. Musselman & Co. furnished the groceries and Foster, Stevens & Co. furnished the hardware.

Benson & Crawford, of Saranac, are about to introduce a new sprinkler, which they claim to be more convenient and durable than the one now in general use. The sprinkling "rose" is placed below the reservoir and is operated by a valve.

Assignee Darragh has finally wound up the estate of Sowers & White, the Ovid bankers who failed two years ago, each creditor having received 64½ cents on the dollar. This is generally considered a good showing, as many of the creditors did not expect to realize over 50 cents on the dollar and some were prepared to settle on the basis of 40 per cent. The court allowed the assignee \$4,000 for his services in the matter.

Edwin Densmore, E. P. Chamberlain and W. H. Cray, of Toledo, have formed a co-partnership under the firm name of the Grand Rapids Portable House Co. to engage in the manufacture and sale of the Densmore patent veneer cottage. The firm has leased the power, buildings and machinery formerly owned by the Grand Rapids Bending Works, on Prescott street, and has fifty cottages now under way. The firm expects to sell about 100 cottages the present season and to increase the output to 1,000 another year. The factory will be kept running all winter to supply the Southern demand and make up a stock for the season of 1887. The cottages are made in various styles and sizes, the most common pattern being 13x19½ feet in dimensions, with a veranda on one side 7x19½ feet, four windows and two doors. All the ornamentation possible with the use of paint and colored glass is also utilized. The houses are so constructed that two men can put one up or take it down in two hours.

AROUND THE STATE.

Eppink & Coleman bought the Sebastian Bros. grocery stock at Allegan.

Wm. Eves, druggist at Plymouth, has been closed under chattel mortgage.

Leavenworth & Co. have moved their general stock from Forman to Midland.

Chas. Chapman succeeds Chapman & Hyde in general trade at Southfield.

W. T. Phelps succeeds John M. Laberteaux in the grocery business at Marshall.

Perry & Carman succeed E. & M. Zimmerman in the grocery business at Flint.

Clarence A. Fellows succeeds Fellows & Thorp in the drug business at Big Rapids.

B. T. Kent will remove his hardware stock from Augusta to Reed City next week.

Fred. H. Phetteplace succeeds Haines &

Phetteplace in the grocery business at Kalamazoo.

Gary, Ward & Baker succeed Gary Bros. in the clothing and boot and shoe business at Ludington.

C. H. Klumph succeeds Sprague & Klumph in the coal, wood and lime business at Bay City.

R. Winsor & Son succeed Razeck & Winsor in general trade and the manufacture of salt at White Rock.

Harris Netzorg, formerly of Greenville, has bought the dry goods and millinery business of Eli Loeb, at Alpena.

Chas. B. Mum, formerly of the firm of S. C. Scott & Co., at Howard City, has opened a new drug store at Decatur.

Geo. E. Burgess, grocer at Vassar, has assigned to J. R. Bancrofts. The assets and liabilities are about equal.

J. B. King has purchased an interest in the grocery business of C. N. Leach, at Howard City. The firm name will hereafter be Leach & King.

F. B. Watkins, the Monterey general dealer, expects to move his stock into his new brick store building at Hopkins Station about the middle of July.

J. B. Yeiter has sold an interest in his drug business at Lowell to Dexter G. Look, formerly with J. Q. Look, and the firm name will hereafter be Yeiter & Look.

Howard Record: George L. Smith, of Wood Lake, formerly of Coral, has moved his stock of groceries and provisions into the Ayers building, which has just been vacated by C. N. Leach.

D. E. Hallenbeck writes THE TRADESMAN that the firm of Hallenbeck & Co. has sold its stock of general merchandise at Hoytville to Wm. Crane for \$6,500, who will continue the business at the old stand. D. E. Hallenbeck will collect all the notes and accounts of the late firm and settle all liabilities.

Martin Howard, of Chicago, has bought the hardware stock at Quincy owned by Mrs. Chas. Knowlton, who has conducted the business since her husband's death, three years ago. The building has been occupied as a hardware store for twenty-two years. Mr. Howard's son takes charge of the business.

STRAY FACTS.

The drouth has set the Kalamazoo celery crop back three weeks.

A Chicago baker will start a bakery at Bronson the coming week.

A Boston knitting factory company talk of locating at Battle Creek.

E. D. Cooper succeeds Cooper & Pierson in the meat business at Charlotte.

Berrien Springs has organized a smelling committee to hunt for minerals, oil and gas. Bullock & French succeed Pembroke & Bullock in the livery business at Kalamazoo.

P. C. Sullivan succeeds Sullivan & Manners in the blacksmith and wagon making business at Mt. Pleasant.

Fennville is anxious to have a cannery established there and would extend such an enterprise considerable encouragement.

Newman, Sears & Co. succeed F. A. Newman & Co. in the carriage and agricultural implement business at East Saginaw.

Two of Bronson's merchants had a knock down argument last week about a matter of rent, and the courts have been called upon to settle the affair.

Referring to the organization of the retail trade at that place, the Big Rapids Herald remarks: "Dead-beats will soon find their calling at an end in this city. They will be passed around pretty likely."

Big Rapids Current: H. W. Swift, who has been operating a shingle mill at Rodney for several months past, with headquarters in this city, will shortly remove his mill to Bear Lake, twenty miles north of Manistee, where he will have a five year run.

Allegan Journal: The machinery for the new machine shop to be started here by Barcus, Duthie & Parks, of Muskegon, has been arriving this week and is being put in place in the Eagle foundry. This addition to our manufacturing seems to be an assured fact.

William Harris & Son, of Chase, sold their shingle mill and cedar lands to Irwin McCall, M. E. Sargent and O. N. Gage, of Carson City. Irwin McCall afterward sold his interest to Geo. E. Thayer, of Carson City, and the firm will be known as Thayer, Sargent & Co.

R. G. Peters, of Manistee, is branching out in the Menominee region under the firm name of Morrison & Peters. The firm has 8,000,000 feet of logs on the upper waters, all of which will go down to the mouth of the Menominee for sawing and shipment. About 5,000,000 feet will be sawed this season, none of it having been sold at a late date.

Purely Personal.

W. B. Sweet, late of Saginaw, has taken the position of shipping clerk for Fox & Bradford.

E. P. Brett, of the firm of Brett Bros., sawmill operators at Ashton, was in town a couple of days last week.

A. E. Curtiss, Michigan manager for Alden Batcheller & Co., sawmill operators at Bachelor, was in town last week.

Dr. O. N. Moon and wife, of Fennville, were in the city Saturday on their way home from Jackson, where the Doctor attended the annual meeting of the State Medical Society.

W. E. Cooper and the editor of THE TRADESMAN go to Sturgis next Wednesday to assist the merchants of that place in the organization of a protective union. Merchants from other towns who wish to familiarize themselves with the workings of trade organizations would do well to be present.

Liabilities and Assets of Jos. H. Spires.

Assignee Smith has filed a schedule of the liabilities and assets of Jos. H. Spires, the Leroy shingle manufacturer, from which it appears that the liabilities aggregate \$5,723.15, distributed among thirty-five creditors in the following amounts:

Voigt, Herpolsheimer & Co., G'd Rapids, \$500 04	
Cody, Ball & Co. " 105 13	
Klumph, Bertsch & Co. " 105 50	
C. B. Dresler " 4 50	
I. C. Levi " 4 50	
G. H. Mfg. Co. " 7 80	
W. T. Lagoreaux " 4 05	
Houseman, Donnelly & Jones " 158 83	
Foster, Stevens & Co. " 132 14	
A. Leitelt " 49 63	
Eaton & Lyon " 1 84	
E. G. Studley " 188 99	
B. M. Stowe " 7 50	
S. A. Morman " 4 75	
Bradstreet, " 65 35	
D. J. Leathers " 21 25	
First National Bank, Grand Haven " 2,841 00	
Dwight Cutler " 700 00	
Morris & Martin, Reed City " 100 20	
J. G. Goodwin, Big Rapids " 100 00	
H. Sweet, Chicago " 20 57	
Smith & Woodward, Kalamazoo " 117 64	
J. W. Bosman, Holland " 21 00	
W. Cummer, Cadillac " 35 65	
Coorhorst & Gleurnum, Leroy " 1 75	
H. M. Patrick Co. " 19 00	
M. V. Gundrum " 4 00	
J. C. Corton " 50 45	
Frank Smith " 94 45	
Geo. Brooks " 8 50	
J. Davidson " 3 75	
James Williams " 2 55	
J. W. Grover " 2 70	
A. Kimball " 6 00	
Mortgage on mules " 110 00	

The assets included in the assignee's schedule amount to \$1,546.22, comprising land, shingles, mills, buggies, sleighs, harnesses, etc.

Big Rapids.

The Council has granted C. D. Harwood the privilege of removing the store building now occupied by N. H. Beebe with a stock of groceries to North Michigan avenue and it is generally understood that N. H. Beebe has purchased the lot and will erect a substantial brick this season.

A little misunderstanding between Wm. Jacques, who purchased the Edmunds boot and shoe stock, and some Detroit parties, has resulted in the temporary closing of the store.

Henry Gerts, of Gowen, is to remove his store to this city and will occupy the old Jeffs stand on North State street. The Stickney drug stock will be removed to Gowen and Wm. Remus will be one of the proprietors.

J. J. Hewett, of Albion, Penn., has purchased the Fuller planing mill just north of the lower depot and will convert it into a coiled hoop factory with a capacity of two car loads a week.

The Merchants' Protective Association has been fully organized and officered as follows:

President—N. H. Beebe.
Vice-Presidents—W. E. Overton and C. B. Lovejoy.
Secretary—A. S. Hobart.
Treasurer—J. F. Clark.

The Association adopted the constitution and by-laws of the Grand Rapids association, with some slight changes and additions.

Why is the Wayland cheese better than any other? Because the maker operates the factory on the sweet curd theory, and does not allow the goodness in the cheese to burn up with the acids.

Oranges are scarce and prices range from \$5 to \$5.50. Lemons are in good demand and prices are a shade higher. Bananas are in good supply and prices are low.

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

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 will be charged by 25 cents extra, to cover expense of postage, etc.

FOR SALE—A drug store situated on the village of Paris, north of Big Rapids, a two-story frame double store, 52x43, with a stone cellar, 24x23. Will sell cheap for cash, or on easy terms, or rent. Building can be easily converted into a hotel. Will also take merchandise or city property in pay. Address Box 11, New Era, Oceana Co., Mich. 145

FOR SALE OR RENT—In the fast-growing village of Paris, north of Big Rapids, a two-story frame double store, 52x43, with a stone cellar, 24x23. Will sell cheap for cash, or on easy terms, or rent. Building can be easily converted into a hotel. Will also take merchandise or city property in pay. Address Box 11, New Era, Oceana Co., Mich. 145

FOR SALE OR EXCHANGE—A drug stock in Grand Rapids. A good chance for small money. A good place for a druggist or doctor who understands the Holland language. Address Druggist, 434 Ottawa street.

WANTED—To correspond with a good, live man, posted in the grocery business, with a view to partnership. I have a good store building in a village needing a grocery store. Any grocer who has a small stock of one or two thousand would do well to correspond with Box 10, North Muskegon, Mich. 141

WANTED—A position as book-keeper and general office man by a gentleman of large experience. Would prefer a lumbering firm or large manufacturing concern. Address and refer to Bulkley, Lemon & Hoops. 140

FOR RENT—Desirable brick store building in a thriving farming town, twenty miles from Grand Rapids. Good opening for grocery or general stock. Address Store, care THE TRADESMAN. 140

FOR SALE—Stock of general merchandise and house and lot, on the shore of Grand Traverse Bay, near railroad. Small amount required down. Address "Zero," care THE TRADESMAN. 145

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. 144

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 THE TRADESMAN office. 138

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

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, Pawamo, Mich. 148

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.

Accidents will Happen

No one can tell how or when—accidents by railroad, steamboat, horse or carriage travel and a thousand various ways.

The only safe way is to be insured in the

PEOPLES Mutual Accident Association

when they happen. The BEST, most LIBERAL and CHEAPEST Accident Insurance is granted by the Peoples Mutual Accident Association, of Pittsburgh, Pa. Features new and original not to be secured in any other company. Address

96 Fourth Ave., Pittsburgh, Pa.

HARDWOOD LUMBER.

The furniture factories here pay as follows for dry stock:	
Basswood, log-run " 013 00	
Birch, log-run " 16 00/20 00	
Birch, Nos. 1 and 2 " 025 00	
Black Ash, log-run " 013 00	
Cherry, log-run " 25 00/30 00	
Cherry, Nos. 1 and 2 " 45 00/50 00	
Cherry, cull " 010 00	
Maple, log-run " 13 00/15 00	
Maple, soft, log-run " 12 00/14 00	
Maple, Nos. 1 and 2 " 020 00	
Maple, clear, flooring " 025 00	
Maple, white, selected " 025 00	
Red Oak, log-run " 015 00	
Red Oak, Nos. 1 and 2 " 020 00	
Red Oak, No. 1, step plank " 025 00	
Walnut, log-run " 055 00	
Walnut, Nos. 1 and 2 " 075 00	
Walnut, cull " 025 00	
Grey Elm, log-run " 013 00	
White Ash, log-run " 14 00/16 00	
Whitewood, log-run " 023 00	

G. A. H. & CO.

Merchants and manufacturers will find a complete line of

Stationery, BLANK BOOKS,

And SUPPLIES, At lowest prices at

GEO. A. HALL & CO.'S

29 MONROE ST. TRY US.



EATON & LYON,

Importers, Jobbers and Retailers of

BOOKS,

Stationery & Sundries,

20 and 22 Monroe St., Grand Rapids, Mich.

The following BAKING POWDERS have no LOTTERY SCHEME CONNECTIONS:

Each can has a present of equal value.

Family "Hob Nail" Baking Powder.

1 lb. cans, tall, packed 4 doz. case with 4 doz. 10 in. oblong Glass Dishes, assorted colors

FOR \$16.00.

SILVER SPOON BAKING POWDER.

10 oz. cans, tall, packed 4 doz. in case, with 1 doz. sets Colored Glass, 4 piece each

FOR \$10.00.

We guarantee the above brands Baking Powder to give entire satisfaction.

Arctic Manufacturing Co. GRAND RAPIDS, MICH.

Jobbers Michigan Water White and HOGLE & CO. Legal Test Oils. Manistee and Saginaw Salt. Agricultural Salt. Warsaw Salt; pockets, all sizes, and barrels. West Michigan Agents for Prussing's Celebrated Vinegar works. Write for quotations. Warehouse: Lee's Ferry Dock, MUSKEGON, MICH.

VON BEHREN & SHAFFER,

Drugs & Medicines

STATE BOARD OF PHARMACY.

One Year—F. H. J. VanEmster, Bay City.
Two Years—Jacob Jesson, Muskegon.
Three Years—James Vernor, Detroit.
Four Years—Ottmar Eberbach, Ann Arbor.
Five Years—Geo. McDonald, Kalamazoo.
President—Ottmar Eberbach.
Secretary—Jacob Jesson.
Treasurer—Jas. Vernor.
Next meeting—At Detroit, July 6.

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. H. Dipont, Detroit.
Executive Committee—Jacob Jesson, 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. Locher 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, July 1, at "The Tradesman" office.

Detroit Pharmaceutical Society.

Organized October, 1883.

OFFICERS.
President—A. F. Parker.
First Vice-President—Frank Inglis.
Second Vice-President—J. C. Mueller.
Secretary and Treasurer—A. W. Allen.
Assistant Secretary and Treasurer—H. McRae.
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.

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

Muskegon Drug Clerks' Association.

OFFICERS.
President—Fred Heath.
Vice-President—J. C. Terry.
Secretary and Treasurer—L. B. Glover.
Regular Meetings—Second and fourth Wednesday of each month.
Next Meeting—Wednesday evening, June 23.

The Price of Quinine.

Quinine, the alkaloid of cinchona that is most largely used in medicine, is now lower in price than it has ever before been in the history of its manufacture. When Congress removed the import duty on the various salts of quinine in July, 1879, the price of sulphate of quinine, of American manufacture was \$3.35 per ounce in bulk, but since that date the price, with the exception of a few slight fluctuations, has steadily tended downward, until at the present time the American drug is quoted at 68 cents per ounce in bulk, while the foreign article is quoted at four cents per ounce less.

The question naturally arises as to what extent did the removal of the duty affect the price of the drug. Immediately after the removal of the duty there was a decided fall in the price, occasioned by large quantities of foreign sulphate of quinine being sent to this country, but it was not long before prices advanced, not to the same point, however, as prevailed at the time of the removal of the duty. The cheapness of the salts of quinine is almost entirely due to the low price at which the cinchona bark, from which they are obtained is now being sold, and the bark is cheap because it is in plentiful supply. For many years quinine manufacturers in this country and abroad relied principally upon South American for the supply of cinchona bark, and as the amount furnished was insufficient, the price was high; but during recent years the efforts made by the English and Dutch governments more than twenty years ago to grow the cinchona tree in other places have begun to bring forth good results, so that the bark, instead of coming almost exclusively from South America, is now supplied from the East Indies, Ceylon, Java, etc. The first shipments from Ceylon, which is now one of the largest growers of the cinchona tree, were made in 1869, and did not exceed a few pounds but now the exports of bark from this Island annually amount to over 15,000,000 pounds.

With the cheapness of sulphate of quinine there followed an increase in the consumption, for the world's production is now greater than ever before. Not only is this increased output shown by foreign manufacturers, but American producers have largely increased their production of sulphate of quinine during the past few years. The American industry is carried on by a few large manufacturers in New York and Philadelphia. We are unable to show the increase in production in this country, as it is impossible to obtain statistics from the manufacturers of their output; but, as all the bark used in this country is imported, an examination of the customs returns will

give the imports of bark, which will fairly show the increase that has taken place in the production of sulphate of quinine. The imports of cinchona bark in the fiscal years ended June 30, 1884, 1885 and 1886 were as follows: For 1886 the statistics for nine months of the year only were at hand, so that a careful estimate for the balance of the year has been made and added to the imports for the nine months.

	Pounds.	Values.
1884.....	2,580,052	\$717,614
1885.....	3,513,391	914,508
1886.....	4,100,000	830,000

It will be seen that the increase in the imports since 1884 have been nearly 60 per cent. While the imports increased the average import value per pound decreased, being 28 cents in 1884, a little over 26 cents in 1885, and only 21 cents in 1886. Although American manufacturers are producing large quantities of quinine a considerable amount of the foreign drug is being imported, but the quantity is now much less than it has been. In the nine months ended March 31 last, the imports into this country of the salts of quinine amounted to 1,469,901 ounces, valued at \$750,669, against 1,716,897 ounces, valued at \$1,405,957, imported in the corresponding period last year. The American sulphate of quinine, although somewhat higher in price than the foreign article, is preferred by most consumers because of its known purity. Foreign quinine is brought here in bulk, and in some cases is adulterated, but if the consumer takes proper precautions in purchasing, the quinine he obtains is considered in every respect equal to the American product.

The Literature of Pharmacy.*

Respecting the uses of the journals, coming by mail while the druggist is pressed with work; coming upon a desk strewn with letters, and bills, and prices current, what is to be done with them? As they accumulate, they become lumber; the very lumber for the building of a pharmaceutical library. Take care of them as they come:

1. Put each number in its place and keep the files in order.
2. See what articles are in the last number, and read current intelligence as soon as there is time for it.
3. Read such of the solid articles as are of interest and profit to you when there is leisure for that, reading, if possible, with frequent reference to your library.
4. Fasten upon the index to the completed volume, and keep it as the key to the value of that volume in your library. If the index disappears, send for another at once, before the index number gets out of print. A back volume without an index is rubbish, and a broken volume impairs the set. Any periodical in pharmacy that provides a good alphabetical index deserves to be preserved.

When any volume is completed, the sooner it is bound the better, but if it be not desired to incur expense for binding every set at once, the volumes may be stitched or banded, or placed neatly in order for possible reference, and against a probable future wish to have them bound. A set in very cheap binding, strictly uniform, is pleasing to the eye and satisfactory to the owner. * * * The literature of pharmacy is by no means confined to the supply of medicines, though this must continue to be the most responsible portion of pharmaceutical practice. There are indispensable branches of applied science, other than the knowledge of medicines and their supply, the literature of which is found largely in pharmaceutical publications. For information on important parts of sanitary science, industrial chemistry, general analysis of materials, the quantities of food and water, and the technology of common life, we must needs go to the repositories of pharmaceutical learning. When the law against the adulteration of food went into effect in England a dozen of years ago, and practical science was found poorly prepared for its duties, the best resources at hand were obtained from pharmaceutical authorities. Under the early operation of similar laws in our eastern states at this time pharmacists are creating a literature that must be had if the work is to be done. Of the four questions presented for discussion at the late pharmaceutical congress of all countries, by the committee on organization, one was on sophistication of food and the related legislative service, and one was on the best means for analysis of potable waters.

A Retail Drug Clerk.
Of all the toilers retail drug clerks are the poorest paid. It takes at least three years to learn the business, and about the same time to get familiar with its details; so you may say that it requires five years to become a competent clerk. Now, this is so much of the best part of his life that is thrown away, and for what? Simply to know how to earn \$12 or \$14 per week. A man who drives a car can earn more than that, and it requires no time to learn. The drug business may not be a profession, although it is generally so considered, but at the least calculation it comes under the head of skilled labor. No one can pretend to deny that drug clerks are intelligent. From my experience with men in general I think they compare favorably with any other class, and are far above the average. I know comparatively young druggists who read Latin and Greek and are excellent English scholars. They study botany, geology and anatomy between prescriptions. One thing is certain, a dunce can not work long in a drug store. He will be found out

*Extracts from the address of Professor Albert B. Prescott, before the Detroit Pharmaceutical Association.

before he knows it. As a matter of fact a dull and careless man can not get a diploma from any of our better class of schools of pharmacy. The position occupied by the retail pharmacist is one of great responsibility. Errors made by the doctor are often corrected by the prescriptionist. The retail drug clerk is expected to be always on hand, night or day, wide-awake, active and reliable; and no labor of like character receives so little compensation.

Oceana Druggists to Organize.

From the Hart Argus.
The druggists of the county met at Pentwater on the 8th, with some Mason county druggists, to see about forming a Mason-Oceana Pharmaceutical Association. This they decided not to do, and will meet at Hart next Tuesday to organize an Oceana Association. The party took a sail on the yacht Norden.

The Drug Market.

Business is good and collections are ditto. Quinine, morphine and opium are dull. Paris green has advanced 1 cent per pound. Gum arabic has advanced 5 cents per pound, all grades.

The published proceedings of the third annual convention of the Michigan State Pharmaceutical Association, which was held at Detroit last October have just been issued under the direction of the Secretary. The volume comprises 260 pages and cover, and bears the impress of careful editing and arrangement. Secretary Parkill requests the TRADESMAN to announce that the Grand Rapids members of the Association can procure copies of the report by calling on Local Secretary White, the Muskegon members on Jacob Jesson, and the Detroit members on Farrand, Williams & Co.

According to the calculations made by a scientific writer lately, it requires a prodigious amount of vegetable matter to form a layer of coal, the estimate being that it would really take a million years to form a coal bed 100 feet thick.

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.

WANTED—To exchange house and lot (with barn and physician's practice in a town of 800 inhabitants) for drug stock in some good location. Real estate valued at \$1,500. Practice about \$2,000 per year.

FOR SALE—Stock of about \$1,800 in town of 1,000. Doing business of not less than \$20 per day. Can be bought at large discount or will exchange for good property.

FOR SALE—Stock of about \$2,000 in midst of fine farming region. Doing good business which could be very much increased.

FOR SALE—Small stock of about \$700 on lake shore and railroad. Can be bought very cheap.

FOR SALE—One of the handsomest stores in the State. Well located in Grand Rapids. Stock about \$4,000.

FOR SALE—Stock of about \$7,000, centrally located in Grand Rapids. Doing business of \$15,000 per year.

FOR SALE—Stock of \$6,000, well located in Grand Rapids, but would prefer to sell half interest for cash.

FOR SALE—Dentist office in town of 800 can be bought very cheap. No other dentist within ten miles.

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

TO DRUGGISTS desiring to secure clerks we will send the addresses and full particulars of those on record free on application.

CUSHMAN'S MENTHOL INHALER



For the treatment of this disease, the Menthol Inhaler is without doubt superior to any other known remedy or device. There is no irritating fluid or powder applied to the already diseased membrane. On the contrary, mentholized air produces a cool, soothing sensation through the head, with a feeling of instant relief, and by continued use the duration of the relief will be gradually extended and a final cure effected. All druggists should keep the Menthol Inhaler. Retail price 50 cents.

THE OLD RELIABLE

Perry Davis Pain Killer.

Established 1840.

All Druggists Should Keep It.

PRICES TO THE TRADE:

	Per Bottle.	Per Doz.
Small Size.....	25	1 80
Medium Size.....	50	3 60
Large Size.....	1 00	7 20

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.

***We call your attention to the fact that the old Standard Remedy, ALLEN'S LUNG BALM, is now put up in three sizes—25 cents, 50 cents and \$1 per bottle. Small.....\$1 75 per dozen Medium.....3 50 Large.....7 00

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

WHOLESALE PRICE CURRENT.

Advanced—Paris green; gum arabic. Declined—Cinchonidia; gum opium.

ACIDS.

Acetic, No. 8.....	9	@	35
Acetic, C. P. (Sp. grav. 1.040).....	30	@	10
Carbolic.....	35	@	30
Citric.....	75	@	80
Muriatic 18 deg.....	3	@	5
Muriatic 36 deg.....	11	@	12
Oxalic.....	10	@	12
Sulphuric 66 deg.....	3	@	4
Tartaric powdered.....	50	@	53
Benzoic, English.....	12	@	15
Benzoic, German.....	12	@	15
Tannic.....	12	@	15

AMMONIA.

Carbonate.....	12	@	14
Muriate (Powd. 22c).....	3	@	6
Aqua 16 deg or 3f.....	4	@	5
Aqua 18 deg or 4f.....	4	@	5

BALSAMS.

Capiba.....	38	@	42
Pepp.....	40	@	40
Tolu.....	1	@	75
Tolu.....	45	@	45

BARKS.

Cassia, in mats (Powd 20c).....	11	@	18
Cinchona, yellow.....	18	@	18
Elm, select.....	14	@	14
Elm, ground, pure.....	15	@	15
Elm, powdered, pure.....	15	@	15
Sassafras, of root.....	10	@	10
Wild Cherry, select.....	12	@	12
Barberry powdered.....	20	@	20
Hamlock powdered.....	30	@	30
Wahoo.....	30	@	30
Soap ground.....	12	@	12

BERRIES.

Cubeb prime (Powd 1 30c).....	6	@	25
Juniper.....	6	@	7
Prickly Ash.....	50	@	60

EXTRACTS.

Licorice (10 and 25 b boxes, 25c).....	27	@	27
Licorice, powdered, pure.....	37	@	37
Logwood, bulk (12 and 25 b boxes).....	12	@	12
Logwood, 1/2 lb boxes.....	12	@	12
Logwood, 1/4 lb boxes.....	10	@	12
Logwood, ass'd do.....	14	@	14
Fluid Extracts—25¢ cent. off list.			

FLOWERS.

Arnica.....	13	@	15
Chamomile, Roman.....	25	@	25
Chamomile, German.....	30	@	30

GUMS.

Aloes, Barbadoes.....	60	@	75
Aloes, Cape (Powd 20c).....	12	@	12
Aloes, Socotrine (Powd 60c).....	50	@	50
Ammoniac.....	25	@	30
Arabic, powdered, select.....	85	@	85
Arabic, 1st picked.....	80	@	80
Arabic, 2d picked.....	65	@	65
Arabic, sifted sorts.....	55	@	55
Assafoetida, in mats (Powd 20c).....	50	@	55
Benzoin.....	25	@	25
Camphor.....	25	@	27
Catechu, 1s (1/4 lb, 1/2 lb).....	13	@	13
Euphorbia powdered.....	35	@	40
Galbanum strained.....	80	@	90
Gamboge.....	30	@	30
Guaiac, prime (Powd 45c).....	30	@	30
Kino (Powd 30c).....	25	@	25
Mastic.....	1	@	25
Myrrh, Turkish (Powd 47c).....	3	@	10
Opium, pure (Powd \$1 40).....	25	@	25
Shellac, Campbell's.....	25	@	25
Shellac, English.....	20	@	20
Shellac, native.....	20	@	20
Shellac bleached.....	30	@	30
Tragacanth.....	30	@	30

HERBS—IN OUNCE PACKAGES.

Hoarhound.....	25	@	25
Lobelia.....	25	@	25
Peppermint.....	25	@	25
Rue.....	25	@	25
Sage.....	25	@	25
Sweet Majoram.....	25	@	25
Tanzy.....	25	@	25
Thyme.....	25	@	25
Wormwood.....	25	@	25

IRON.

Citrate and Quinine.....	4	@	00
Solution mur., for tinctures.....	20	@	20
Sulphate, pure crystal.....	7	@	7
Phosphate.....	65	@	65

LEAVES.

Buchu, short (Powd 25c).....	13	@	14
Sage, Italian, bulk (1/2 & 1/4 lb).....	6	@	6
Senna, Alex. natural.....	33	@	35
Senna, Alex. sifted and garbled.....	50	@	50
Senna, powdered.....	25	@	25
Senna tinctivella.....	10	@	10
Uva Ursi.....	10	@	10
Belledonna.....	35	@	35
Fogelove.....	30	@	30
Croton.....	30	@	30
Rose, red.....	2	@	35

LIQUORS.

W. D. & Co.'s Sour Mash Whisky.....	2	@	50
Druggists' Favorite Rye.....	1	@	75
Whisky, other brands.....	1	@	50
Senna, powdered.....	25	@	25
Gin, Holland.....	2	@	50
Brandy.....	1	@	75
Catawba Wines.....	1	@	25
Port Wines.....	1	@	35

MAGNESIA.

Carbonate, Patterson's, 2 oz.....	22	@	22
Carbonate, Jennings, 2 oz.....	22	@	22
Citrate, H. P. & Co.'s solution.....	2	@	25
Calcined.....	65	@	65

OILS.

royal	1	00
ermint, white	3	90
oz.	8	00
mary, French (Flowers \$1 50)	6	00
gal.	2	75
l Wood, German	1	00
l Wood, W. I.	4	50
frass	7	00
mint	45	45
oy gal 50c)	4	00
	10	00

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, JUNE 16, 1886.

A Bad Dollar.

Cattleton, the old grocer, knew that someone was robbing his money drawer. Naturally his suspicions fell upon old Steve, the negro porter. Steve protested his innocence. Cattleton was determined to search him, so one night, about the time Steve was ready to go home, the grocer approached him and said:

"Steve, I must search you."
"Whut fur, boss?"
"You know what for. Come, take off your clothes and shake them."

Steve obeyed. Nothing was discovered. The next day the grocer saw Steve hovering over the cash drawer.

That evening the grocer said: "Steve, you are a thief."

"Who said so, sah?"
"I do."

"Who tol' yer so?"
"Never mind, I know it. You have been robbing me for some time, and—"

"Well, s'arch me, sah."

"Keep on your clothes."

"S'arch me if yez want to, sah."

"Never mind. Say, what's the matter with your voice?"

"Nothin'."

"Yes, there is something. Open your mouth."

"Kain' open it much, boss. Sorter got de lockjaw."

"I think that I can assist you."

The grocer bent Steve's head over the counter and placed his thumb under the negro's jaw. Silver rattled on the counter.

"Spit out some more."

"Kain' do it, boss, fur dat's all."

"Spit again, I tell you."

Five nickels fell from Steve's mouth.

"Come again."

"Clar to goodness, boss, I kain't spit no mo'."

"Go ahead, I tell you."

A twenty-five cent piece fell out.

"Once more," said the grocer. "Come again. Wy," he added, as a fifty cent piece rolled on the counter, "you've got a mouth like a ground squirrel."

"Now, boss, dat's all. Hope I may die dead if it ain't."

"Try just one more time."

"Sw'ar dar ain't no use, boss."

"Come again, or I'll break your jaw."

"Out rattled a dollar. "There," said the grocer, releasing his hold on Steve, "You may go now."

"Ain't gwine ter discharge me, is yer?"

"Of course I am. Go on away."

"Whut, discharge me jes fur dat little caper?"

"Go on, or I'll have you arrested."

"Didn't know yer wuz so ungrateful, sah. Been wuckin' like a slave fur yer an' dis is all de thanks I git. Ef yer'll jest keep me I sw'ar I won't neber tech yer money no mo'."

"No, I don't want you."

"Wall, gin me er rickermend ter some white man."

"I won't do that, either. Get out of here."

"All right, sah. An' all dis," he muttered as he moved away, "wuz all on er-count of that old trade dollar what ain't much account, nohow. Hadn't crowded dat in my mouf my voice wouldn't gin me er way."

Recent Publications.

THE COUNTRY BANKER. His Clients, Cares and Work, from an Experience of Forty Years. By George R. See. With an American Preface by Brayton Ives. New York: Charles Scribner's Sons. Grand Rapids: Eaton & Lyon.

Although the writer of the above book is an Englishman and treats of English banking, yet the volume may be read with profit by anyone. It discusses the usually dry subjects of securities, deposits, discounts, exchanges, etc., in a spirit which causes them to be divested of dullness. With the best banking system in the world, half the people of the country fail to appreciate its value, and the tendency of such books as "The Country Banker" is to awaken interest in a subject with which everyone ought to be thoroughly acquainted.

ENGLAND AS SEEN BY AN AMERICAN BANKER. Notes of a Pedestrian Tour. Boston: D. Lothrop & Co.

This work is one of the best descriptive works of travel we have seen for a long time, and absolutely more satisfying to the reader who wishes for clear impressions of places and people than Richard Grant White's *England Without and Within*, which is regarded by most Americans as the standard book on the subject. The author has a way of making readers see what he sees; he notes the little traits which make those whom he is among different from the people of his own country; he comments shrewdly and curiously upon these differences and the reasons for them; he describes charmingly the scenery of the various districts through which he traveled, the towns he visited, the people he saw, and the facts he collected. He very decidedly contradicts some statements which Englishmen have made about themselves, and which American readers have accepted as facts. He tells us, for instance, that English boys are not so strong and vigorous looking as American boys, that the popular opinion to the contrary has no real foundation. It is written in an off-hand, easy style, which makes it peculiarly agreeable to read, and can be set down as really one of the notable books on English travel that we have had for the past half-dozen years.

FROM JEST TO EARNEST. By E. P. Roe. New York: Dodd, Mead & Company. Detroit: Detroit News Company.

This is a cheap edition—cheap only in the matter of price—of one of Roe's most successful stories. Published at the low price of 25 cents, while all other volumes of the series are sold at \$1.50 apiece, this edition ought to sell to the extent of a million copies.

AMERICAN AGRICULTURIST for June. New York: O. Judd Co.

With its one hundred original illustrations and original articles, by forty-four well-known writers in various parts of the Union, from the Atlantic to the Pacific, the *American Agriculturist* for June reaches the apex of excellence. Every number of this periodical is better than its predecessor and the publishers announce that they are providing for still new features.

Evidently a Homeopathic Opinion.

"Do you believe this can be true? A girl at Saginaw, intent on suicide, is said to have swallowed matches, horse medicine, aconite, tincture of iron, and paris green without effect."

"It may be, dear."

"But it doesn't seem possible."

"Well, there's no telling. May be she was brought up under allopathic treatment."

California carries on a large business in sea shells, which are gathered on its coast and shipped to Europe. One firm has a contract to ship forty tons of shells every sixty days. They are worth from \$700 to \$1,000 a ton.

"Fermentum" the only Reliable Compressed Yeast. See advertisement.

Smoke the celebrated "American Field."

Fox & Bradford, sole agents.

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

TIME TABLES.

Chicago & West Michigan.

Mail.	Leaves.	Arrives.
*Mail.	9:00 a. m.	4:00 p. m.
*Day Express.	12:50 p. m.	8:55 p. m.
*Night Express.	11:00 p. m.	5:45 a. m.
Muskegon Express.	4:45 p. m.	11:00 a. m.
*Daily.	*Daily except Sunday.	

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

NEWAYGO DIVISION.

Express.	Leaves.	Arrives.
Express.	3:50 p. m.	5:20 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.	A. 1:00 p. m.
2:05 p. m. A. Marquette.	D. 1:40 p. m.
10:40 a. m. Sancy.	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 points.

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

Gen. Pass. and Ticket Agent, Marquette.

Lake Shore & Michigan Southern.

Leave.	Arrive.
Ex. and N. Y.	N. Y. N. Y.
Mail. Mail.	Mail. Ex.
p. m. a. m.	a. m. p. m.
4:40 7:50 Dp. Grand Rapids.	A. 9:50 7:15
5:58 9:07 Allegan.	8:32 5:58
6:55 10:05 Kalamazoo.	7:50 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.

Grand Rapids & Indiana.

GOING NORTH.	Arrives.	Leaves.
Cincinnati & Gd Rapids Ex.	9:20 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.	7:00 a. m.

G'd Rapids & Trav. City Ac.

GOING SOUTH.

G. Rapids & Cincinnati Ex. 7:15 a. m.

Mackinac & Cincinnati Ex. 5:05 p. m.

Mackinac & Pt. Wayne Ex. 10:30 a. m.

Cadillac & G'd Rapids Ac. 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.

Detroit, Grand Haven & Milwaukee.

GOING EAST.	Arrives.	Leaves.
*Steamboat Express.	6:20 a. m.	6:25 a. m.
*Through Mail.	10:15 a. m.	10:50 a. m.
*Evening Express.	3:40 p. m.	3:45 p. m.
*Limited Express.	6:25 p. m.	6:30 p. m.
*Mixed, with coach.		11:00 a. m.

GOING WEST.

*Morning Express. 1:35 p. m. 1:40 p. m.

*Through Mail. 5:00 p. m. 5:10 p. m.

*Steamboat Express. 10:40 p. m. 10:45 p. m.

*Mixed. 7:45 a. m. 5:35 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 10:00 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.

Michigan Central.

DEPART.

Detroit Express. 6:15 a. m.

Day Express. 1:10 p. m.

*Atlantic Express. 10:10 p. m.

Mixed. 6:50 a. m.

ARRIVE.

*Pacific Express. 6:00 a. m.

Mail. 3:00 p. m.

Grand Rapids Express. 10:15 p. m.

Mixed. 5:15 p. m.

*Daily. All others daily except Sunday.

Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit.

Parlor cars run on Day Express and Grand Rapids Express to and from Detroit.

Direct connections made at Detroit with all through trains East over M. C. R. R. (Canada Southern Div.)

CHAS. H. NORRIS, Gen'l Agent

JENNINGS' Flavoring Extracts!

MANUFACTURED BY

JENNINGS & SMITH,

Props. Arctic Manufacturing Co., GRAND RAPIDS, MICH.

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.
CONSIGNMENTS SOLICITED.

P. STEKETEE & SON,
JOBBER IN
DRY GOODS,
AND NOTIONS,
83 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.



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

Amos S. Musselman AND 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.

BULKLEY, LEMON & HOOPS,

Importers and
Wholesale Grocers.

Sole Agents for

"Jolly Tar" Plug Tobacco.
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.

WM. SEARS & CO.
Cracker Manufacturers,
Agents for
AMBOY CHEESE.
37, 39 & 41 Kent Street, Grand Rapids, Michigan.

ABSOLUTE SPICES.

Warranted to be Pure Goods.
Manufactured Only by
TELFER & BROOKS,
46 Ottawa St., Grand Rapids.

The Michigan Tradesman.

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

POWER OF CORPORATION TO MAKE CHATTEL MORTGAGE.

In the absence of any charter provision to the contrary, a corporation may execute a chattel mortgage of its property for the purpose of procuring credit, according to the decision of the Supreme Court of Michigan in the case of the Eureka Iron Works vs. Bresnahan.

DISCHARGE IN BANKRUPTCY—NEW PROMISE.

The Supreme Court of Massachusetts, in the case of Bigelow vs. Norris, held that the expression "I will send you the next V or X I have," contained in a letter did not fairly import a promise to pay absolutely \$5 or \$10 so as to take the debt of the plaintiff out of the operation of the defendant's discharge in bankruptcy.

STOPPAGE IN TRANSIT—DELIVERY.

Where goods are removed by a railroad company and placed in its warehouse to await payment of freight charges and delivery to the vendor the implication of the law is that the goods are still in transit and subject to the vendor's right of stoppage. So held by the Supreme Court of Kansas in the case of Symus et al. vs. Schotten et al.

EXTENSION OF TIME—RELEASE OF SURETIES.

In order to work a release and discharge of the sureties, an extension of time to the principal of a note must be for a definite period of time, and not a mere forbearance to sue for an indefinite time, however long it may be continued, according to the decision of the Supreme Court of Indiana in the case of Beach vs. Zimmerman et al.

JOINT AND SEVERAL NOTE—PART PAYMENT.

According to the decision of the Supreme Court of Minnesota, in Willoughby vs. Irish, a partial payment made on a promissory note by one of the joint and several makers, and indorsed upon it before the note is barred by the statute of limitations and within six years of suit brought, will not prevent the running of the statute as to others.

AUTHORITY OF COLLECTION AGENT.

According to the decision of the Supreme Court of Kansas in the case of Dolan vs. Van Demark, an attorney at law and banker who has claims in his hands for collection has presumptively authority to take as collateral security and in his own name a promissory note secured by a chattel mortgage, where the same is necessary to secure the collection of such claims.

BROKER—RIGHT TO COMMISSIONS—SALE.

In the recent case of Duclos vs. Cunningham, the New York Court of Appeals reaffirmed the rule that where a broker employed to effect a sale has found a purchaser willing to take the property upon the terms named, and of sufficient responsibility, he has performed his contract, and is entitled to the commissions agreed upon. The court further ruled that in such a case where the principal, upon being notified by his broker of a sale, absolutely refuses to perform at the price named, he will be deemed to have waived any objection to the notice on the ground that it did not contain the name of the purchaser.

A Drummer's Luck.

From the Merchant Traveler.
Charlie Baker is a traveler out of Philadelphia, and a very good man, but sometimes he runs against somebody who is one too many for Charlie. He tells this one on himself:

"You see," said he, in reply to a question for particulars, "it was this way: I was at a hotel table not long ago, and when the waiter came round for my order I rushed the ram, lamb, sheep or mutton part, and wound up by calling for a five dollar bill, expecting to throw the hash producer clear over on his beam ends, but he never smiled and only said, 'Yes, sah,' and went to the kitchen. In a few minutes he returned with my order, and in a nice silver dish was a bran new five dollar bill. I thought it was a job on me of some kind, and in the coolest manner I stuck it in my pocket and went ahead to demolish the viands. I had been in the hotel a couple of days and was to leave that afternoon. So right after dinner I went to the clerk for my bill, and to order my baggage down.

"What's the bill?" I asked.
"Two days at \$2 a day is \$4," replied the clerk, "bath 25 cents, one five dollar bill, \$5.50; \$9.75 in all."

"What do you mean by charging a half dollar extra for that five dollar bill?" I exclaimed angrily.

"Didn't you order it at dinner?"

"Of course I did."

"It wasn't on the bill of fare, was it?"

"I didn't see it there."

"But you did see there a note which read: 'All dishes ordered not on the bill of fare will be charged extra, didn't you?'"

"That broke my heart," continued Charlie. "I hadn't a word to say nor a thing to do but pay the extra half dollar and lay for that clerk and that waiter, and I'm laying for them, you bet."

The Farmers' Bank of Mason has been reorganized under the State banking law with a capital of \$75,000. M. D. Chatterton is president; L. C. Webb, vice-president; John M. Dresser, cashier.

CURTISS, DUNTON & CO.,

PAPER TWINES, CORDAGE, WOODENWARE.

Wool Twine, Binders' Twine, Tarred Felt, Tarred Board, Building Board, Etc.

LYON ST., - GRAND RAPIDS.

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.

SPRING &

COMPANY,

WHOLESALE DEALERS IN

Staple and Fancy

DRY GOODS,

CARPETS,

MATTINGS,

OIL CLOTHS

ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids,

Michigan.

THE BEST IN THE MARKET.



Order a case from your Jobber.

See Quotations in Price-Current.

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 at retail. 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, oz., 100	Park Mills, No. 100	15
Park Mills, No. 50	Prodigy, oz., 100	8 1/2
Park Mills, No. 60	Otis Apron	8 1/2
Park Mills, No. 70	Otis Furniture	8 1/2
Park Mills, No. 80	York, 1 oz., 100	9 1/2
Park Mills, No. 90	York, 4 oz., extra	12 1/2

OSNABURGS.

Plain.		Plaid.	
Alabama	6½	Alabama	6¾
Georgia	8¼	Augusta	6¾
Jewell	8	Georgia	6½
Kentucky	8½	Louisiana	6¾
Lane	8½	Toledo	6½

BLEACHED COTTONS.

Avondale, 38	Gilded Age	7 1/2
Art cambrics, 38	Greene, G 4-4	5 1/2
Androscoogin, 4-4	Hill, 4-4	7 1/2
Androscoogin, 5-4	Hill, 7-8	6 1/2
Ballou, 4-4	Hope, 4-4	6 1/2
Ballou, 5-4	King Phillip cam	6 1/2
Boott, O, 4-4	Brice, 4-4	7 1/2
Boott, E, 5-5	Linsdale, 4-4	7 1/2
Boott, AGC, 4-4	Lonsdale, 4-4	7 1/2
Boott, R, 9-4	Lonsdale cambric	10 1/2
Blackstone, AA 4-4	Langdon, GB, 4-4	8 1/2
Chapman, X, 4-4	Langdon, 40	11
Conway, 4-4	Masonville, 4-4	7 1/2
Cabot, 4-4	New York Mill, 4-4	10 1/2
Cabot, 7-8	New Jersey, 4-4	8
Canoe, 3-4	Pocasset, P. M. C.	7 1/2
Domestic, 36	Pride of the West	10 1/2
Dwight Anchor, 4-4	Pocahontas, 4-4	7 1/2
Davol, 4-4	Slaterville, 7-8	6 1/2
Fruit of Loom, 4-4	Woodbury, 4-4	5 1/2
Fruit of Loom, 7-8	Whitinsville, 4-4	6 1/2
Fruit of the Loom	Whitinsville, 7-8	6
cambric, 4-4	Wamsutta, 4-4	9 1/2
Gold Medal, 4-4	Williamsville, 38	8 1/2
Gold Medal, 7-8	Williamsville, 38	8 1/2

SILKES.

Crown	Masonville S.	11
No. 10	Lonsdale	9 1/2
Anchor	Coin	14
Anchor	Victory O.	5 1/2
Blackburn	Victory J.	6 1/2
Davol	Victory D.	8 1/2
London	Victory K.	10 1/2
Paconia	Phoenix A.	19 1/2
Red Cross	Phoenix B.	10 1/2
Masonville TS	Phoenix XX	5

PIUMES.

Albion, solid	Gloucester	5 1/2
Albion, grey	Gloucestermourng	6 1/2
Allen's checks	Hamilton fancy	5
Allen's fancy	Hartel fancy	5 1/2
Allen's pink	Merrimac D.	6
Allen's purple	Manchester	6
American fancy	Oriental fancy	5 1/2
Arnold fancy	Oriental robes	8 1/2
Berlin solid	Pacific robes	8
Cocheo fancy	Richmond	5 1/2
Cocheo robes	Steel River	5 1/2
Conestoga fancy	Simpson's	6
Eddystone	Washington fancy	5
Eagle fancy	Washington blues	5
Garner pink	Washington blues	5

FINE BROWN COTTONS.

Appleton A, 4-4	Indian Orchard, 36	6
Boott M, 4-4	Laconia B, 7-4	13
Boston F, 4-4	Lyman B, 40-in	9
Continental C, 4-4	Mass, BB, 4-4	5 1/2
Continental D, 40-in	Mass, BB, 4-4	5 1/2
Conestoga W, 4-4	Nashua B, 40-in	7 1/2
Conestoga D, 7-8	Nashua R, 4-4	6 1/2
Conestoga G, 30-in	Nashua O, 7-8	6
Dwight X, 3-4	Newmarket N	5 1/2
Dwight Y, 7-8	Pepperell B, 40-in	6 1/2
Dwight Z, 4-4	Pepperell R, 4-4	6 1/2
Dwight Star, 4-4	Pepperell O, 7-8	5 1/2
Dwight Star, 40-in	Pepperell N, 3-4	5 1/2
Enterprise EE, 30	Pocasset C, 4-4	6 1/2
Great Falls E, 4-4	Saranac E	6
Farmers' A, 4-4	Saranac E	7 1/2

DOMESTIC GINGHAMS.

Amoskeag	Johnson Manfg Co,	12 1/2
Amoskeag, Persian	Johnson Manfg Co,	10 1/2
Amoskeag, Persian	Johnson Manfg Co,	10 1/2
Bates	Johnson Manfg Co,	10 1/2
Berkshire	Johnson Manfg Co,	10 1/2
Glasgow, royal	White Mfg Co, snap	6 1/2
Glasgow, royal	White Mfg Co, snap	6 1/2
Gloucester, new	White Mfg Co, snap	7 1/2
standard	White Mfg Co,	7 1/2
Plunket	Earlston	7 1/2
Lancaster	Gordon	7 1/2
Langdown	Greylock, dress	7 1/2
Renfrew, dress	styles	10 1/2

WIDE BLEACHED COTTONS.

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

HEAVY BROWN COTTONS.

Atlantic A, 4-4	Lawrence XX, 4-4	6 1/2
Atlantic H, 4-4	Lawrence XXX, 40	7 1/2
Atlantic D, 4-4	Lawrence LL, 4-4	5
Atlantic P, 4-4	Newmarket N	5 1/2
Atlantic LL, 4-4	Mystic River, 4-4	5 1/2
Adriatic, 38	Pequot A, 4-4	6 1/2
Augusta, 4-4	Piedmont, 38	6
Boott M, 4-4	Stark A, 4-4	6 1/2
Boott FF, 4-4	Tremont CC, 4-4	4 1/2
Graniteville, 4-4	Utica, 4-4	10
Indian Head, 4-4	Wachusett, 4-4	6 1/2
Indiana Head 45-in	Wachusett, 30-in	5 1/2

TICKINGS.

Amoskeag, ACA	Falls, XXX	15 1/2
Amoskeag, ACA	Falls, BB	11 1/2
Amoskeag, A	Falls, BB	11 1/2
Amoskeag, B	Falls, awning	19
Amoskeag, C	Hamilton, BT, 32	9 1/2
Amoskeag, D	Hamilton, D	9 1/2
Amoskeag, E	Hamilton, H	8 1/2
Amoskeag, F	Hamilton fancy	8 1/2
Premium A, 4-4	Methuen AA	11 1/2
Premium B	Methuen ASA	16 1/2
Extra 4-4	Omega A, 7-8	10 1/2
Extra 7-8	Omega A, 4-4	12 1/2
CCA 7-8	Omega ACA, 7-8	13
CT 4-4	Omega ACA, 4-4	15
RC 7-8	Omega SE, 7-8	24
BF 7-8	Omega SE, 4-4	27
AF 4-4	Omega M, 7-8	22
Cordis AAA, 32	Omega M, 4-4	25
Cordis ACA, 32	Shetucket SS&SSW	11 1/2
Cordis No. 1, 32	Shetucket, S & SW	12
Cordis No. 2	Shetucket, SFS	12
Cordis No. 3	Stockbridge A	7
Cordis No. 4	Stockbridge fancy	8
Falls, XXXX	Stockbridge fancy	8

SOFT CAMBRICS.

Washington	Royal Globe	4 1/2
S. S. & Sons	Crown	4 1/2

GRAIN BAGS.

American A	Amoskeag	14 1/2
Stark A	Amoskeag	20 1/2

DEINIS.

Poston	Ohio CC	9
Everett blue	Warren AXA	11
Everett brown	Warren BB	10
Otis AXA	Warren CC	9
Otis BB	York, blue	12 1/2

PAPER CAMBRICS.

Manville	S. S. & Sons	4 1/2 @ 5 1/2
Masonville	Garner	4 1/2 @ 5 1/2

WIGANS.

Red Cross	Thistle Mills	6
Berlin	Rose	6 1/2
Garner	Rose	6 1/2

SPOOL COTTON.

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

CORSET JEANS.

Armory	Kearsage	6 1/2
Androscoogin	Naumkeag satteen	6 1/2
Canoe River	Pepperell bleached	8 1/2
Clarendon	Pepperell sat	8
Hallowell Imp	Rockport	6 1/2
Ind. Orch. Imp	Lawrence sat	6
Laconia	Lawrence sat	6

The use of natural gas fuel has led to the manufacture of mirrors in Pittsburg. Up to this time all mirrors manufactured in the United States have been from imported glass. Now, by the aid of natural gas, the fineness of the glass produced rivals that of the imported article. Entire absence of impurity, perfect fusing of the ingredients, rapidity of the melting, and pure, intense flame for reheating or working are the principal advantages.

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. Peet.
Financial Secretary—John DeHaas.
Board of Directors—O. Lambert, W. L. McKenzie, 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. Lambert, H. B. Smith and W. L. McKenzie.
Arbitration Committee—B. Borgman, Garrit Wagner and John DeHaas.
Complaint Committee—Wm. B. Keiff, D. A. Boelkins, J. O. Jeannot, R. S. Miner and L. Vincent.
Law Committee—H. B. Fargo, Wm. B. Keiff and A. Towl.
Transportation Committee—Wm. B. Keiff, Andrew Wieringo and Wm. Peet.
Regular meetings—First and third Wednesday evenings of each month.
Next meeting—Wednesday evening, June 16.

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.
Board of Directors—Eugene Richmond, Wm. H. Sigel, A. J. Elliott, Henry A. Hydrorn and W. E. Knox.
Finance Committee—W. E. Knox, H. A. Hydrorn and A. J. Elliott.
Room Committee—A. J. Elliott, Eugene Richmond and Wm. H. Sigel.
Arbitration Committee—James Farnsworth, M. J. Lewis and A. Rasch.
Complaint Committee—J. George Lehman, Martin C. DeJager and A. G. Wagner.
Collectors—Cooper & Barber, 60 Waterloo St., Eagle Hotel block.
Annual meetings—Second Tuesday in November.
Regular meetings—First and Third Tuesday evenings of each month.
Next meeting—Tuesday evening, July 7.

Kalamazoo Retail Grocers' Association.

President—P. Ranney.
First Vice-President—O. K. Buckhout.
Second Vice-President—Hugh Beggs.
Secretary—M. S. Scoville.
Treasurer—Julius Schuster.
Regular meetings—Second and fourth Tuesdays of each month.

The Kalamazoo Retail Grocers' Association.

KALAMAZOO, June 12, 1886.

The regular semi-monthly meeting of the Kalamazoo Retail Grocers' Association was held June 8 and was well attended. President Ranney was, as usual, at his post ready for business and all the other officers responded to their names at roll call.

The special committee consisting of W. C. Davis and C. D. Crosby, appointed to interview the city attorney relative to the peddling nuisance, reported that under the charter laws the Association could present a petition to the City Council asking for an ordinance to compel outside parties to pay a license. First Vice-President O. K. Buckhout and A. B. Schide were appointed to draft a petition and present the same to our city fathers.

O. K. Buckhout made a motion, which was supported, that the Secretary prepare a list of the members, to be used as a roll call immediately after the roll call of officers. Carried.

M. Desenberg made a motion, which was carried, that any member who reported any person as a delinquent or dead-beat should give his reasons to the Association for so doing before the Secretary entered his name on the list.

The meeting then adjourned until June 22.

The Association now numbers fifty-two members, and has \$67.54 in the treasury.

M. S. SCOVILLE, Secretary.

Humburgery in Allegan County.

From the Allegan Journal.

Two men claiming to be agents for a Detroit wholesale house have been canvassing the county for the delivery of groceries at wholesale prices and have succeeded in obtaining a number of orders. It is said that the man in whose interest they claim to travel buys the goods from wholesale houses and forwards them to fill the orders, making a handsome profit. The men have been arrested for selling goods without a license and will be tried before Justice Day next Wednesday. When will people learn that it is safer and better to trade with home merchants, who not only spend their money here, pay their taxes, and aid in the building up of our county, but who are also ready to warrant their goods, and do not misrepresent them. The desire to be humbugged seems inherent, however, in some people.

Muskegon Drug Clerks' Association.

MUSKEGON, June 13, 1886.

Editor Michigan Tradesman:
DEAR SIR—The M. D. C. A. held their regular semi-monthly meeting at the Arlington Wednesday, June 9. The attendance was fair. Geo. LeFevre was appointed critic for the evening. A paper on "Potassium" was read by E. C. Bond, and accepted. Orien Happenstad also presented a very interesting paper on "Alcohol," which was accepted. The subject "Potassium" being so extended and important Mr. Bond was appointed to prepare a second paper on the same subject to be due four weeks from date. Fred. Heath and P. Van Deine were also appointed to prepare papers on "Manipulation" and "Aqua," respectively, to be due same date. After discussing the papers read, the critic's report was heard, and the meeting adjourned. The next meeting will be held Wednesday, June 23.

L. B. GLOVER, Secretary.

Has Accomplished a Good Work.

From the Lowell Journal.
The Lowell Business Men's Association has already accomplished a good work among the slow-paying and non-paying classes. The Association is really and effectively doing the work of a reformatory institution, and therefore its mission becomes practical from the very outset.

In Danger of Being Outre.

Stranger (St. Deadman's Gulch)—These collars will do, but those cuffs are too short. Have you no long ones?

Shopkeeper—Only one pair, and I wouldn't advise you to buy them.

"Out-of-style here?"

"Well, the trouble is that they show."

The Bungling Clerk.

From the American Grocer.

A sure way to drive away patronage is the employment of stupid-looking, half-grown boys for counter service. We came across one the other day who could not give the price of ten pounds of sugar without stopping to use pencil and paper, and then his mistake cheated the store out of more than a good profit. Slow and awkward in his movements, he answered questions with a frightened look, sometimes confessing: "I don't know." And such a chap was left in entire charge of a store for hours at a time!

Three dollars per week for such help is the most expensive sort, for blunders and ignorance could easily cost the store thirty dollars. Besides the loss of money there is a loss of prestige, for the bungling clerk is a reflection upon the merchant and his methods. He moves slowly, makes ungainly parcels and in every way shows that he is better adapted for digging dirt than distributing merchandise.

Don't hire that sort with any idea of economy. If you are afflicted with such a one get rid of him promptly. Recently a firm dissolved, largely because the life of one of the partners had been made miserable by a stupid, bungling son of another member of the firm, who could not see the boy's defects, and that his retention as clerk had steadily driven away business.

Wait on a Colorado Grocer.

From the Denver Retail Grocer.

There are times when a grocer is justified in giving short weight and scripping in his measures, and that time and opportunity arrives when he sees a woman with a baby carriage plant the vehicle across the door, then start in on the cherries, strawberries and oranges, gobbling them up in an absent-minded way, as if her mind was pre-occupied with weighty family affairs, which it isn't. She knows just what she is about, she eats rapidly, although she is giving the appearance of merely nibbling and always chooses the best. Thus will she meander through the stock, ending up by boring a hole out of the middle of the cheese, taking bits off a whole cake of chocolate and grabbing a handful of the choicest candy for the baby, who all this time is blocking the way at the door. O! that is the woman to get the best of and make pay for the stuff she has so innocently devoured! She seldom buys much, but invariably goes home with her appetite spoiled for dinner. However, she is gladdened with the idea that she had got the best of that grocer. It is said some become so mean with this habit that in the absence of all eatables the potatoes and turnips have been made to suffer.

No Synonyme for B-butter.

Apropos of the long-drawn out oleomargarine discussion, I am reminded of a story that acting Secretary of the Treasury Fairchild told a few evenings ago.

"A friend of mine was sorely afflicted with an impediment in his speech," said the Secretary. "His only way of going ahead with his conversation when he stuck on a word was to think of its synonyme. He could then utter the desired word without difficulty. He was dining out one day and during the progress of the meal began to stammer.

"Please p-pass me the —," and there he stuck.

"Think of the synonyme," suggested a neighbor who knew the man's weakness.

"There is no synonyme for b-butter."

He was right in all respects—there is nothing that will take the place of butter.

The Tanbark Market.

Hemlock bark is coming in quite freely, readily commanding \$5 per cord, delivered. The dry weather has shortened the peeling season very considerably, in consequence of which less bark will probably be marketed than for several seasons past.

The Shoe and Leather Review, under date of the 10th, gives the status of the market as follows: "Hemlock in Chicago and vicinity is without important transactions. Contracts for liberal amounts have been placed for the new peel, but as yet no receipts have been reported. Prices are steady at \$7.50 to \$7.75. In Boston and vicinity the supply promises to be large, with a fair consumptive demand. The best Canada bark is selling at \$9, and off grades at \$8.50. The peel has commenced in Canada, and is some three weeks earlier than for many years."

He Was Speculating in Hogs.

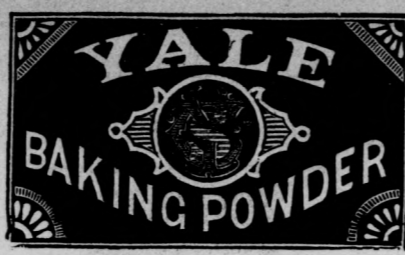
From the Chicago Herald.
"These fancy farmers that come out from the city with more money than brains make me laugh," said a passenger from Elgin. A chap like that started in near our place not long ago. He bought a lot of pigs for \$40, purchased \$65 worth of corn to feed them with, and then sold the lot for \$62.

"I didn't expect to make any money on the corn," he said; "it was in hogs that I was speculating, and I have come out with a profit."

At a meeting of hop growers in England, about the 1st of May, to take into consideration the present disastrous condition of the hop-growing industry, it was stated that between 1883 and 1885 the acreage for growing hops had been increased by about 3,000 acres.

The phrase "C. O. D." was invented a quarter of a century ago by a prominent boot and shoe dealer of Boston, who sold goods subject to payment on delivery. The express order, "Collection on Delivery," was thus abbreviated.

"Fermentum" the only Reliable Compressed Yeast. See advertisement.



FRED. D. YALE. DANIEL LYNCH.
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 receive prompt attention.

40 and 42 South Division St.,
GRAND RAPIDS, MICH.

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BAKING POWDER



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YALE
BAKING POWDER

WHOLESALE PRICE CURRENT.

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

AXLE GREASE.
Challenge, 80 Paragon, 25 pails, 2.10
Diamond X, 60 Fraizers, 25 pails, 1.25
Modoc, 4 doz., 2.50

BAKING POWDER.
Artic, 1/2 cans, 6 doz., case, 45
" 1/2 " 2 " 1.75
" 1/2 " 3 " 2.40
" 1/2 " 4 " 3.15
Victorian, 1 lb cans, (tall), 2 doz., 1.20
Diamond, "bulk", 15

BLUING.
Dry, No. 2, doz., 25
Dry, No. 3, doz., 25
Liquid, 4 oz., doz., 35
Liquid, 8 oz., doz., 65
Artic 4 oz., doz., 35
Artic 8 oz., doz., 65
Artic 16 oz., doz., 120
Artic No. 1 pepper box, 2.00
Artic No. 2, 3.00
Artic No. 3, 4.00

BROOMS.
No. 2 Hurl, 2.00 Parlor Gem, 3.00
No. 1 Hurl, 3.25 Common Whisk, 1.00
No. 2 Carpet, 2.50 Fancy Whisk, 1.90
No. 1 Carpet, 2.75 Mill, 3.75

CANNED FRUIT.
Clams, 1 lb, Little Neck, 1.35
Clams, 2 lb, Little Neck, 2.00
Clam Chowder, 3 lb, 2.15
Cove Oysters, 1 lb standards, 95c
Cove Oysters, 2 lb standards, 1.75
Lobsters, 1 lb picnic, 1.75
Lobsters, 2 lb picnic, 2.50
Lobsters, 1 lb star, 2.00
Lobsters, 2 lb star, 3.00
Mackerel, 1 lb fresh standards, 1.10
Mackerel, 5 lb fresh standards, 4.25
Mackerel, 1 lb in Tomato Sauce, 3 lb, 2.00
Mackerel, 3 lb in Mustard, 3.00
Mackerel, 3 lb souse, 3.00
Salmon, 1 lb Columbia river, 1.45
Salmon, 2 lb Columbia river, 2.35
Sardines, domestic 1/2s, .75
Sardines, domestic 1/4s, .12
Sardines, Mustard 1/2s, .12
Sardines, imported 1/2s, .12
Trout, 3 lb brook, 4.00

CANNED FRUIT.
Apples, 3 lb standards, .75
Apples, gallons, standards, .20
Blackberries, standards, .10
Cherries, red standards, .85
Damon's, 1.00
Egg Plums, standards, 1.20
Green Gages, standards 2 lb, 1.20
Peaches, Extra Yellow, 1.00
Peaches, standards, 1.25
Peaches, seconds, 1.50
Pineapples, standards, 1.50
Pineapples, Johnson's sliced, 2.60
Pineapples, Johnson's, grates, 2.75
Quinces, 1.25
Raspberries, extra, 1.20
Strawberries, 1 lb, 1.00

CANNED FRUIT-CALIFORNIA.
Lusk's, Mariposa.
Apricots, 2.25
Egg Plums, 2.10
Grapes, 2.10
Green Gages, 2.10
Pears, 2.50
Quinces, 2.50
Peaches, 2.35

CANNED VEGETABLES.
Asparagus, Oyster Bay, 3.00
Beans, Lima, standard, .85
Beans, Stringless, Erie, .85
Beans, Lewis' Boston Baked, 1.65
Corn, Archer's Trophy, 1.00
Morning Glory, 1.00
" Acme, 1.00
" Maple Leaf, .90
" Excelsior, 1.00
Peas, French, 1.65
Peas, Marzotto, standard, 1.70
Peas, 1.70
Peas, Pink, 3 lb & Co., 70
Pumpkin, Kid Dwyer, 75
Succotash, standard, 75c
Squash, 1.00
Tomatoes, standard brands, 1.15
CHEESE.
Michigan full cream, @ 95c
CHOCOLATE.
Baker's, 37 1/2 German Sweet, .23
Runkles', 35 Vienna Sweet, .22

COCOANUT.
Schepps, cake box, @ 37 1/2
Maltby's 1 lb round, @ 28
" assort, @ 27
" 1/2s, @ 28
Manhattan, pails, @ 20

COFFEES.
Green. Roasted.
Rio, @ 12 Rio, @ 15
Golden Rio, @ 12 Golden Rio, @ 15
Santos, @ 13 Santos, @ 17
Maricao, @ 13 Maricao, @ 17
Java, @ 12 Java, @ 15
O. G. Java, @ 24 O. G. Java, @ 24
Mocha, @ 25 Mocha, @ 25

COFFEES-PACKAGE.
60 lbs 100 lbs 300 lbs
XXX, 13 1/2 13 1/2 13 1/2
Lion, 13 1/2 13 1/2 13 1/2
Arbuckle's, 13 1/2 13 1/2 13 1/2
German, 13 1/2 13 1/2 13 1/2
Magnolia, 13 1/2 13 1/2 13 1/2
Silver King, 13 1/2 13 1/2 13 1/2
Mexican, 16 21 21

CORDAGE.
60 foot Jute, 1.00 50 foot Cotton, 1.60
72 foot Jute, 1.25 60 foot Cotton, 1.75
40 foot Cotton, 1.50 72 foot Cotton, 2.00

CRACKERS AND SWEET GOODS.
Kenosha Butter, 5 6 1/2
Seymour Butter, 5 6 1/2
Butter, 5 6 1/2
Fancy Butter, 4 1/2 5 1/2
S. Oyster, 4 1/2 5 1/2
Picnic, 4 1/2 5 1/2
Fancy Oyster, 4 1/2 5 1/2
Fancy Soda, 4 1/2 5 1/2
City Soda, 5 7 1/2
Soda, 5 7 1/2
Milk, 7 8
Boston, 7 8
Graham, 8 9
Dat Meal, 11 1/2
Pretzels, hand-made, 11 1/2
Pretzels, 9 1/2
Cracknels, 15 1/2
Lemon Honey, 7 1/2 8 1/2 8 1/2
Frosted Cream, 7 1/2 8 1/2 8 1/2
Ginger Snaps, 7 1/2 8 1/2 8 1/2
No. 1 Ginger Snaps, 7 1/2 8 1/2 8 1/2
Lemon Snaps, 12 1/2 13 1/2 13 1/2
Coffee Cakes, 9 10 10
Lemon Wafers, 13 1/2 14 1/2 14 1/2
Jumbles, 11 1/2 12 1/2 12 1/2
Extra Honey Jumbles, 12 1/2 13 1/2 13 1/2
Frosted Honey Cakes, 13 1/2 14 1/2 14 1/2
Cream Gems, 13 1/2 14 1/2 14 1/2
Bagley Gems, 13 1/2 14 1/2 14 1/2
Seed Cakes, 12 1/2 13 1/2 13 1/2
S. & M. Cakes, 8 1/2

FISH.
Bloaters, Smoked Yarmouth, @ 65
Cod, Boneless, 3 1/2 4 1/2 4 1/2
Halibut, @ 10
Herring, round, 1/4 bbl, 2 00 2 10 2 10
Herring, round, 1/2 bbl, 2 10 2 20 2 20
Herring, Holland, bbl, 1.10
Herring, Holland, kegs, .80 85 85
Herring, Sealed, .20 25 25
Mackerel, shore, No. 2, 1/4 bbls, .50
" " " 1/2 bbls, .50
" " " 3/4 bbls, .50
" " " 1 bbl, .50
" " " 1 1/2 bbls, .50
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" " " 99 bbls, .50
" " " 100 bbls, .50

FLAVORING EXTRACTS.
Jennings' D. C., 2 doz, 1.00 1.40
" 4 doz, 1.50 2.00
" 6 doz, 2.00 2.50
" 8 doz, 2.50 3.00
" 10 doz, 3.00 3.50
" 12 doz, 3.50 4.00
" 14 doz, 4.00 4.50
" 16 doz, 4.50 5.00
" 18 doz, 5.00 5.50
" 20 doz, 5.50 6.00
" 22 doz, 6.00 6.50
" 24 doz, 6.50 7.00
" 26 doz, 7.00 7.50
" 28 doz, 7.50 8.00
" 30 doz, 8.00 8.50
" 32 doz, 8.50 9.00
" 34 doz, 9.00 9.50
" 36 doz, 9.50 10.00
" 38 doz, 10.00 10.50
" 40 doz, 10.50 11.00
" 42 doz, 11.00 11.50
" 44 doz, 11.50 12.00
" 46 doz, 12.00 12.50
" 48 doz, 12.50 13.00
" 50 doz, 13.00 13.50
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" 82 doz, 21.00 21.50
" 84 doz, 21.50 22.00
" 86 doz, 22.00 22.50
" 88 doz, 22.50 23.00
" 90 doz, 23.00 23.50
" 92 doz, 23.50 24.00
" 94 doz, 24.00 24.50
" 96 doz, 24.50 25.00
" 98 doz, 25.00 25.50
" 100 doz, 25.50 26.00

FLAVORING EXTRACTS.
Lemon, Vanilla.
Jennings' D. C., 2 doz, 1.00 1.40
" 4 doz, 1.50 2.00
" 6 doz, 2.00 2.50
" 8 doz, 2.50 3.00
" 10 doz, 3.00 3.50
" 12 doz, 3.50 4.00
" 14 doz, 4.00 4.50
" 16 doz, 4.50 5.00
" 18 doz, 5.00 5.50
" 20 doz, 5.50 6.00
" 22 doz, 6.00 6.50
" 24 doz, 6.50 7.00
" 26 doz, 7.00 7.50
" 28 doz, 7.50 8.00
" 30 doz, 8.00 8.50
" 32 doz, 8.50 9.00
" 34 doz, 9.00 9.50
" 36 doz, 9.50 10.00
" 38 doz, 10.00 10.50
" 40 doz, 10.50 11.00
" 42 doz, 11.00 11.50
" 44 doz, 11.50 12.00
" 46 doz, 12.00 12.50
" 48 doz, 12.50 13.00
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" 56 doz, 14.50 15.00
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" 98 doz, 25.00 25.50
" 100 doz, 25.50 26.00

FLAVORING EXTRACTS.
Lemon, Vanilla.
Jennings' D. C., 2 doz, 1.00 1.40
" 4 doz, 1.50 2.00
" 6 doz, 2.00 2.50
" 8 doz, 2.50 3.00

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

PRICE LIST. HOUSEHOLD DEPARTMENT. PART 9.

Terms Cash. Sixty days or 2 per cent. discount for Cash in ten days, on Crockery and Glassware. We present a few Specialties in English Decorated Dinner Sets from leading Factories. Merchants will do well to carry a line of goods on this order, as the people constantly demand more and more; need not keep very much, because we carry so many patterns in open stock, and are glad to keep up the assortment for you, and sell in any quantities. Perhaps the very best decorated line now is WEDGEWOOD & CO.'S LUSTRE BAND which we would be pleased to quote.



Dark Green Lucerne.
104 Pieces, \$9.50.



Brown Chatsworth.
Pink Chatsworth.
104 Pieces, \$10.50.



Blue Japanese.
104 Pieces, \$9.50.



DINNER SET NO. 1052,

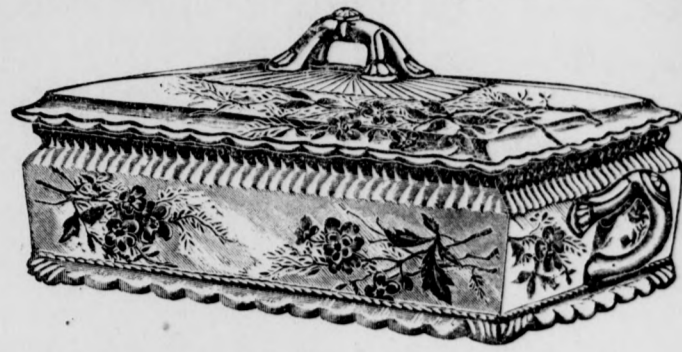
Decorated with

Fine Pink and Grey Flowers, with Gold.

102 Piece Set Contains

- | | |
|--------------------------|------------------------------|
| 1 doz. Pie Plates, | 2 Bakers 8, |
| 1 doz. Tea Plates, | 1 Boat, 1 Pickle, |
| 1 doz. Breakfast Plates, | 1 Covered Dish, |
| 1 doz. Fru. Sauces, | 1 " Casserole, |
| 1 doz. Ind. Butters, | 1 " Butter, |
| 3 Platters, 8, 10, 12, | 1 Slop Bowl, |
| 1 Sugar, 1 Cream, | 12 Dinner Plates, \$2 extra. |

This pattern is carried in open stock and any pieces wanted can be furnished.



102 Pieces, \$18.75.

Dinner Set No. 1029,

Decorated With

Fine Blue and Grey Flowers, with Gold. New
"Windsor" Square Shape.

(See list of 102 piece set to the left.)

12 Dinner Plates, with above Set \$2.25 extra.

We carry this pattern in open stock, and can furnish any articles desired at proportionate prices.

DINNER SETS, Printed on Ivory Body, New Square Shape.

- 1 doz. Pie Plates,
1 doz. Fruit Sauces,
2 Bakers, 8, 1 Boat,
1 Casserole and Cover,
1 Sugar,

104 Piece Set is Composed of

- 1 doz. Breakfast Plates,
1 doz. Individual Butters,
1 Covered Dish,
1 Water Pitcher,
1 Cream,

- 1 doz. Dinner Plates,
4 Platters, 1 each 8, 10, 12, 14,
1 Pickle, 1 Bowl,
1 Butter Dish and Cover,
1 doz. Handled Teas,



Tea Sets in Great Variety.

Plain Print, "Victor," 56 pieces, see cut above, per set, \$3.50
"Brazil," 56 pieces. New square shape. Per set, \$3.00
Both above patterns in Brown, Pink, Blue and Sea Green Decorations.



SEINE PATTERN.

DECORATED TOILET WARE.

Plain Printed Sets composed of

- 1 Ever and Basin, 1 Covered Chamber, 1 Soap and Cover, 1 Mug,
1 Small Pitcher, 1 Brush Vase—making 9 pieces, and
1 Slop-Pail and Cover—making 11 pieces, in Brown, Pink, Blue
and Green Colors.

9 Pieces, Seine Pattern, per set, \$2.75.
11 " " " " \$5.00.



102 Piece Set, \$11.00.



LAHORE.

"BROWN LAHORE" DECORATION ON IVORY BODY.

A fine, soft, conventional decor. manufactured by T. & R. BOOTE, ENGLAND, and is recommended as the **MOST SMOOTH, PERFECT AND PLEASING MEDIUM-PRICE SET** on the market. Also carried in open stock with a complete assortment constantly on hand. 12 8 in. Dinner Plates with above Set \$1.60 extra.

GUNN HARDWARE COMPANY.

The Most Completely Equipped Jobbing House in the West.

The Gunn Hardware Company, which has lately been merged into a stock company with ample capital to carry on the business and experienced officers and assistants to cater to the wants of the trade, is pleasantly situated in the fine, new block recently erected by Mr. Gunn at Nos. 5 and 7 South Ionia street. A reporter of THE TRADESMAN recently made a tour of the five stories and basement comprising the large building and was surprised at the immense stock displayed in every branch of the business and the convenience with which any article can be packed and moved.

Regarding the strength of the building, a few words will not come amiss. Aside from a strong stone foundation, the bottom posts rest on a solid cement or artificial stone work twelve inches thick, which covers the entire basement floor, rendering it impossible for rats or other vermin to undermine the walls or weaken the building in any way. Aside from the bottom posts, the floors are supported by eighty-six iron columns and the joists are but eight inches apart. Every precaution has been taken to make the building fire-proof as well as strong, and nothing short of a Chicago conflagration would injure it.

The basement contains nails and heavy hardware, which are unloaded from cars on the sidetrack in the rear by means of a chute. The first floor is level with the floor of the cars, which renders it possible to unload a car in seventeen minutes and saves the house and its patrons the usual expense of cartage, which is estimated at \$8 per car. The second floor comprises three fine offices and the finest sample room in the country. The third floor contains 2,400 bins, which are used for shelf hardware, and tables for shipping purposes. The fourth and fifth floors are filled to overflowing with sash, doors and other bulky goods, arranged in apple pie order. Taken as a whole, the establishment is a model one and any merchant having a few minutes' time could not do better than to call around and be shown over the premises.

Good Words Unsolicited.

M. A. Kniffin, grocer, St. Johns: "You make a good paper."
West & West, grocers, Gd. Ledge: "It is a fine, newsy sheet."
E. B. Sunderlin, grocer, Palo: "Like your paper. It fills the bill."
H. H. Steffy, general dealer, Crystal: "I am much pleased with your paper."
Stellwagen & Kynock, hardware, St. Ignace: "We appreciate your efforts to please."
Mr. A. A. Sherlock, general dealer, Otis: "I would not be without it for twice the amount."
Wm. H. Simmons, general dealer, Mt. Pleasant: "I think it a good and valuable paper, such as all merchants should have if they value success in business."

Maxims for Merchants.

From the Dry Goods Chronicle.

If a man is doing a good business, he should not tie up his surplus or take a venture on the street.

What men call accident is often the fruit of years of careful study, patient endurance, and devotion.

Men generally fail with a large amount of property on their hands. They are so greedy and avaricious that they are not content with small and sure gains.

Scarcely a man fails unless he is dabbling in outside matters, or carries more trade than his capital will warrant.

It is the educated manhood of the merchant that wakes up the sleeping oil, covers the earth with good, gathers in the golden harvest, clothes the naked and feeds the hungry.

Trade is steady and uniform and can be carried on at all times; speculation only occasionally, or when opportunity offers. There is certainty in the former and uncertainty in the latter.

Commerce is nearly as ancient as the world itself; necessity set it on foot, the desire of convenience improved it, and vanity, luxury and avarice have largely contributed to raise it to its present pitch.

Without capital there can be no exercise on a large scale of the mechanic arts, no manufactures, no private improvements, no public enterprises of utility, no domestic exchanges, and no foreign commerce.

Out of Goods.

From the American Grocer.

Nothing more annoys customers when asking at the store for an article than to be met with the response, "We are all out." In these days of rapid transportation there is no excuse for making such a reply. If the rule of the store is that each one of the force shall note on a book specially set apart for the purpose, every article the supply of which is light, there will rarely be occasion to confess to a customer that your service is inefficient. It is the merchant's business to study the nature and variety of his stock and keep it fresh and full; the time required to secure the transportation of different articles from various points, making allowance for delays—and then he will be prepared to meet the demands of his patrons. "Old Budd," as he was called, became rich by keeping a store at one end of a long and narrow village, simply because everybody was in the habit of saying to inquirers after different things, "Oh, you can find it at 'Old Budd's,' for he keeps everything."

Hold to a strict account every clerk careless in noting a deficiency in stock. Being out of goods is a sure way to drive trade to your competitors.

Thos. Harvey succeeds Wm. Boswell in the photograph business at Flint.

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. 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. 1 Egg Crates for Sale. Stevens' No. 1 patent fillers used. 50 cents each.

97 and 99 Canal Street,

Grand Rapids, Michigan

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.

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.

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.

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.