

# The Michigan Tradesman.

VOL. 4.

GRAND RAPIDS, WEDNESDAY, DECEMBER 1, 1886.

NO. 167.

# M

Muzzy's Corn Starch is prepared expressly for food, is made of only the best white corn, and is guaranteed absolutely pure.

# U

The popularity of Muzzy's Corn and Sun Gloss Starch is proven by the large sale, aggregating many millions of pounds each year.

# Z

The State Assayer of Massachusetts says Muzzy's Corn Starch for table use, is perfectly pure, well prepared, and of excellent quality.

# Z

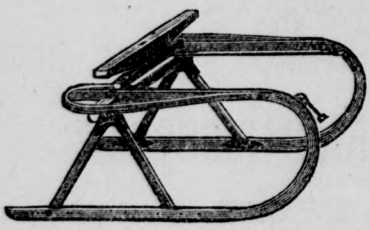
Muzzy's Starch, both for laundry and table use, is the very best offered to the consumer. All wholesale and retail grocers sell it.

# Y

**ALBERT COYE & SON,**  
DEALERS IN  
**AWNINGS AND TENTS**  
Horse and Wagon Covers,  
Oiled Clothing,  
Feed Bags,  
Wide Ducks, etc.  
Flags & Banners made to order.  
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**EATON & LYON,**  
Importers,  
Jobbers and  
Retailers of  
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Stationery & Sundries,  
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MANUFACTURERS OF  
**BELKNAP'S PATENT SLEIGHS,**  
Business and Pleasure Sleighs, Farm Sleighs, Logging Sleighs,  
Lumbermen's and River Tools.

We carry a large stock of material, and have every facility for making first-class sleighs of all kinds.  
Shop Cor. Front and First Sts., Grand Rapids.

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**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.

**Stop That Book-Keeping.**  
The successful merchant of to-day is always on the alert for the latest designs to please his patrons. So we say to Merchants, stop that Book-Keeping, and use the TALLIAFERRO Coupon Credit Book.  
You have no idea how it will revolutionize your business; customers are delighted with them, and when once used by the merchant, they never return to the old thread-worn pass book to prove to their patrons that they are dishonest. Invest a few dollars in Coupon Credit Books, give them a fair trial, you can easily return to the old method; faithful of errors, discontent and expense.  
Sample copy 10 cts. in postage stamps.  
Address  
**J. TALLIAFERRO,**  
1933 McGee Street, KANSAS CITY, MO.

We have just purchased a large invoice of  
**"PLANK ROAD PLUG"**  
Send us a Trial Order.  
Spring Chicken, Moxie and Eclipse always in stock.  
**OLNEY, SHIELDS & Co.**  
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THE—  
**GREAT WATCH MAKER,**  
—AND—  
**JEWELER.**  
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STATE AGENT FOR  
**Fermentum!**  
106 Kent Street, Grand Rapids, Mich.  
TELEPHONE 566.  
Grocers, bakers and others can secure the agency for their town on this Yeast by applying to above address. None genuine unless it bears above label.

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43 and 45 Kent Street.  
**STANLEY N. ALLEN, Proprietor.**  
WE DO ONLY FIRST-CLASS WORK AND USE NO CHEMICALS.  
Orders by Mail and Express Promptly Attended to.

**WHIPS**  
A large stock of cheap whips must be closed out before Jan. 1, 1887. We must change our business. Prices on some 50 per cent. below combination. Call or address  
**G. Roys & Co.**  
2 Pearl St. GRAND RAPIDS.

**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.**  
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**THE CELEBRATED EMERY \$3 SHOE**  
MANUFACTURED BY  
**HATCH & EMERY,** Chicago and Boston.  
**D. G. KENYON,** Traveling Salesman,  
227 Jefferson Street, Grand Rapids, Mich.

**ORGANIZATION OUTFITS.**  
Full outfits for the Collection Department of a Business Men's Association, containing all the late improvements, supplied to order for \$1. The outfit comprises:  
1,000 Notification Sheets, for member's use,  
500 Record Blanks,  
500 Association Notification Sheets, and  
500 Envelopes.  
Money can be sent by draft, post-office or express order.

**Fuller & Stowe Company,**  
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**JUDD & CO.,**  
JOBBER OF SADDLERY HARDWARE  
And Full Line Winter Goods.  
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**GUSTAVE A. WOLF, Attorney.**  
Over Fourth National Bank. Telephone 407.  
COMMERCIAL LAW & COLLECTIONS.

**NEW ENTERPRISES**  
JUST STARTING  
Will find everything they want  
—IN—  
**OFFICE SUPPLIES,**  
—AT—  
**RIGHT PRICES**  
—AT—  
**Geo. A. Hall & Co.**  
**STATIONERS,**  
20 MONROE ST., - GRAND RAPIDS.

## SOLIMAN SNOOKS.

His Opinion of Assessment Insurance Companies.

CANT HOOK CORNERS, NOV. 27, 1886.

Mr. Editor:

Although not strictly a trade matter, I think it high time that I had a word or two to say about those arrant frauds and humbugs, known as mutual insurance companies. So many merchants have been humbugged by such institutions that I am not certain but it is a trade matter.

Firstly, what is a mutual insurance company?

It is a doubled and twisted piece of rascality sanctioned by law, by which a solvent and hundred-cents-on-a-dollar man is allowed to carry his own insurance and at the same time help carry that of his insolvent neighbors. At the same time he is incidentally allowed to support a few city dead-beats and furnish them in money for cigars, drinks and to run about with fast persons of the female persuasion.

This is the true definition, as given by experience, costing me \$200, although it is not the one given by the cheeky and smooth-spoken agent who talked me into it.

I am speaking of both kinds of the frauds—life and fire—and one is as big a fraud as the other.

With one, you are kept paying heavy assessments from month to month and year to year, until you are about thinking of dying in order to realize on your investment, when all at once, kerflop goes the whole thing up the spout, and you find your money has gone into the pockets of some old fraud of a Beechnut and you are too old or sickly to get insured again.

With the other kind, you pay a good fee to get in and then after enjoying a very poor protection for a year or so, you either burn out and find you cannot collect a cent, or else everyone else burns out and you are called on to pay the losses. "But who gets the money you pay in?" says one. "Don't this money pay the losses?" Bless your innocent heart, no! not by about fourteen kilometers. These shyster lawyers and broken down insurance sharks know a trick worth two of that in the way of feathering their own nests. They simply get some Skinner appointed to skin you from that on with assessments from time to time as long as you live and the money is all used up in lawing, printing and snug salaries to assignees, clerks and other hangers on that must contrive to live without work.

No case has ever been known where any busted company ever quit assessing or ever paid any losses.

The whole thing is a consummate swindle and a disgrace to our statutes. Brother merchants, let us leave no stone unturned to root out such laws and refuse to help them with a cent of our money. If any Jackanapes of a John Jones, or a Jim Anderson comes spooking around you talking about "reserves" and "dividends" and all that truck, just gently lift him about four and a half feet off the toe of your No. 10 boot and charge it up to me, for you can rest assured that the "reserves" are all in some old fraud's pockets, and the "dividends" are divided by a ring that you do not compose a segment of.

As the insurance agent comes down, after being raised as aforesaid, I presume he will stop long enough to say that "old Snooks is interested in a stock company, that is why he gives you that advice." In such a case you are hereby authorized to tell him he is a liar from the ground up, and to lift him clean off the front steps, for I never had any part or interest in any insurance company, nor do I ever expect to have.

I notice that a couple of these life insurance frauds have been shown up lately in Grand Rapids and the town made too hot to hold them. I am glad to see it. Let the good work go on. Let us rid ourselves of all the different kinds of dead-beats who prey on the community and take our hard-earned dollars without rendering a just equivalent, and the harder earned dollars of our customers, that they need to buy flannels and porous plasters for winter wear.

Yours mutually,

**SOLIMAN SNOOKS,**  
General Dealer.

"Been There."

He was walking to and fro in the depot, as waiting passengers will, and his face wore an expression of peace and contentment. All of a sudden a wave of anxiety and fear swept over it, and he began searching his pockets. His anxiety was so marked that several men approached him, and as he continued to turn his pockets wrong-side out one of the group inquired: "Have you lost your wallet?"

"Wallet? No! I—I changed my coat an hour ago, and I left a letter in the pocket, and—"

"And by this time your wife has got it?"

"Y—yes!"  
And every man in the group spoke up in chorus and advised him to take the one chance in a hundred—hire a hack and drive back home as fast as the horses could gallop.

## Honest Cheese.

From the Chicago Times.

Fifteen years ago we were accustomed to "point with pride" to American cheese, especially that made in large factories. The European demand for it was large, and increasing every year. The consumption of cheese was extending in all parts of this country. Many were advocating cheese as a substitute for meat during the warmer portions of the year. It was claimed that cheese was cheaper than fresh meat that was bought at the butcher's at retail; that it contained no waste as beef does; that it did not require to be cooked before it was brought to the table, and that it was as nutritious and more palatable than most kinds of meat. Cheese was recommended instead of fresh meat for people who practiced light housekeeping. Farmers who were not able to supply their table with fresh meat during the summer were advised to purchase cheese in boxes of factory men or wholesale grocers. They were assured that it was an economical as well as a most excellent article of food. The late Horatio Seymour advocated the adoption of a cheese ration in the army and navy. Several urged the propriety of teaching the Indians to eat cheese instead of so much meat, and advocated adding cheese to the list of provisions furnished those kept on reservations.

Just as American cheese made in large factories had secured a deserved reputation and was having an extensive sale at home and abroad, complaints were heard about its quality. Consumers declared that it was deficient in richness and flavor. It soon became known that much of it was made from skimmed or separated milk. The cream obtained by skimming the milk that had been placed in large vessels in tanks supplied with spring water, or had been separated by the use of a machine, was made into "gilt-edge" butter, while the milk entirely innocent of cream, was manufactured into an article ordinarily branded "full-cream cheese." People who were imposed upon in this way were very cautious about buying cheese in the future. At the end of a few months there was no market for cheese made of skimmed or separated milk, though it might be offered under an attractive name. So much skimmed-milk cheese was at length put on the market that quantities of it sold for less than the cost of making and shipping it. Many manufacturers then resorted to substituting oleomargarine oil, purified lard, neutral fats, and various other animal and vegetable products for cream, in order to secure richness for their cheese. A very large proportion of the cheese found in any market in this country is made of separated milk and fats not found in cream.

Cheese made of these materials is probably wholesome, but it does not have the fine flavor of cheese that is made of entire milk, neither does it present as good an appearance. The objections urged against imitation butter are equally strong against imitation cheese. The prejudice against the first extends to the last, and is quite as general. If people give the price demanded for "full-cream" cheese they expect to get what they pay for. Many of the prejudices in relation to articles of food are unreasonable, but, as they are often inherited and ordinarily of very long standing, it is difficult, if not impossible, to remove them. The demand for cheese for home consumption has greatly declined since people became suspicious of its composition. They know that a superior article of both butter and cheese cannot be made from the same batch of milk. They have reason to believe that most of the creamery butter is true to name, and they accordingly think cheese manufactured in the same establishment is a compound of skimmed milk curd and fats not found in cream. They like the new process of making and curing cheese, but they are opposed to the new ingredients employed in cheese-making.

The present retail price of cheese in all large towns tends to greatly reduce sales. Though the best domestic cheese is quoted at wholesale in this city at from 8 to 9 cents a pound, the retail prices are about double these. People naturally object to paying retailers a profit of 100 per cent. on what should be a common article of food. Retail grocers say, probably with good reason, that cheese is not a common article of food. They state that it is an article of luxury, on which retailers are expected to make a large profit. They declare that the purchasers of cheese are few and that they buy sparingly. They complain of the waste of cheese on account of its surface becoming dry after it is cut. The loss on account of cut surface, which presents an unfavorable appearance, is largest when sales are slow. The retail trade in cheese appears to be unsatisfactory to both dealers and customers. The retail article of food is too high to admit of its being a common article of food. What is bought is chiefly desired as a condiment. But, as most of the domestic cheese is lacking in richness and flavor, it is not as desirable for a condiment as many articles that can be obtained at a lower price.

Like several other articles, cheese changes hands many times before it passes from the

manufacturer to the consumer. When factories were started many farmers and mechanics bought cheese for their families at the places where they were made. We hear nothing of this trade now. Nearly all the cheese manufactured for many years have been of too large size to be cut and used by an ordinary family to advantage. The fashion for the large Cheddar cheese, which are now generally made in this country, was brought from England when the requirements of the market demanded them. Where cheese is a more common article of food, the population is more dense and sales are more brisk. It is wise and well to make cheese for export of the size wanted in foreign countries, but it also seems to be wise to make some cheese suitable for the supply of small retailers and the requirements of ordinary families. An increased consumption of cheese is desirable, and manufacturers should study the demands of the home, as well as those of the foreign market. They should seek customers in the neighborhoods in which they live, and cater to the appetite of epicures.

**Capital as a Gauge of Commercial Credit.**  
From the Country Merchant.

It is stated that a prominent firm which recently suspended in this city—the failure being the most disastrous which has occurred here for a long period—had been insolvent for four years, during which time its credit had been unexceptionally high. This circumstance shows how much easier it is for houses in a large way of business, with the various modern expedients for "raising the wind," to maintain themselves when bankrupt, than it is for merchants whose business is of a less extended character to keep up the appearance of solvency under similar circumstances. The very fact that a man is engaged in large commercial operations, and has the appearance of doing a profitable trade, apparently leads the mercantile community to take it for granted that he is possessed of abundant means, and credit is often extended with less investigation than that to which the retail merchant is usually subjected when entering a market for the first time, or sometimes even when seeking to increase his account with the wholesale firms with which he has dealt for years. There is, of course, nothing unmercantile in a proper scrutiny of the affairs of retail traders asking credit. The success of their business depends upon the exercise of the same vigilance in looking up the standing of their own customers, but we believe that the custom of discriminating against the dealer whose capital and trade are only moderate, for that reason only, is false in theory and wrong in practice. It by no means follows that, because a merchant's available means are limited, his commercial standing is proportionately restricted, neither is capital always a fair gauge of credit. There are hundreds of retail traders who are as proud of their credit and as prompt in their payments as any millionaire merchant that can be mentioned. The best proof of this is the small aggregate of losses usually sustained by wholesale merchants and bankers doing business with the class first named as compared with those experienced by others whose commercial and financial transactions are principally with large mercantile firms. In times of panic and financial stringency, it is not the dealers who first succumb; on the contrary, all the important monetary disturbances which have periodically affected the entire business of the country have been preceded by the failure of some large financial institution, or by the suspension of some wholesale mercantile firm of high standing and unlimited credit. This record is significant, indicating as it does the average high character and business ability of the distributing merchants of the country who, as a class, have contributed so largely to its growth and prosperity.

**The Quaker Merchant and Daniel Webster.**

The following story is related of an old Quaker merchant, who carried on business in New England. He one time called on Daniel Webster, at his office in Boston, for the purpose of securing his services in a suit, which was about to be tried and demanded the terms.

"I will attend to your case for one thousand dollars," replied Mr. Webster.

The merchant at first demurred at the price, but promised to pay it, "provided Mr. Webster would agree to attend to any other matters that he might present during the sitting of the court." To which Mr. Webster consented.

The appointed time arrived and Mr. Webster was at his post. The leading case of his client was brought forward and decided in his favor. Another case was taken up and the Quaker assigned it to the care of Mr. Webster, when it was satisfactorily disposed of. Another still, and with the same result; and still another and another, until Mr. Webster became impatient and demanded an explanation, whereupon the shrewd Quaker merchant replied: "I hired thee to attend to all the business of the court, and thou hast done it handsomely, so here is thy money, one thousand dollars."

## Facts About Pens.

From Office.

For over four thousand years people have found it necessary to write. Various materials have been used to write upon, and various instruments have been used to write with. The earliest we hear of a pen is in the book of Job, where he, the author, speaks of an "iron pen," probably a pointed instrument for engraving on stone. For the waxen tablets of the ancients a metallic stylus was employed, one end of which was sharpened and the other flattened for erasing the marks and smoothing the wax. For centuries the Chinese have painted their letters with a fine hair pencil. Pens of reed were also used at a very early period for the use of a fluid ink upon papyrus; the end of the reed was split as the pens we use at present, and they were about the size of a swan's quill. The introduction of paper rendered finer pens necessary, and the well-known quill pens of the goose and swan came next into use. These were first employed in Europe, about the year A. D. 630, and for several centuries Poland and Russia were largely engaged in raising flocks of geese chiefly for their quills. In a single year, it is said, St. Petersburg furnished England with over 27,000,000 of these articles. In 1803 Mr. Wise, of Great Britain, produced pens of steel, of barrel form. These were mounted on bone handles, and could be carried in the pocket. They were expensive, and little used. Then, in 1820, Mr. Gillott, of Birmingham, began manufacturing steel pens. He added many improvements to the rude barrel pen made by Mr. Wise. The evolution in pens had now thoroughly started, and experiments to make a pen with a durable point began in England. Bone, shell, glass and various other substances were used for the body of the pen, while diamonds and rubies were used for points; yet pens made of these materials were costly and unsuccessful. This finally led to gold pens, the manufacture of which is carried to the highest perfection in New York, the best pens being made here and sent to Europe and other parts of the world. The first diamond (or iridium) point ever put successfully on a gold pen was done by Mr. John Isaac Hawkins, an American residing in England. The right to make gold pens was purchased of Mr. Hawkins by Mr. Cleveland, an American clergyman then in England, who, on his return, induced Levi Brown, a watchmaker in Detroit, to undertake their manufacture. This was about the year 1835. In 1840 Mr. Brown removed to New York, and there introduced the business, which gradually increased. At first the pens were cut with scissors from a thin, flat slip of gold. Inferior pens, thus made, sold for from \$5 to \$15 each. At present the manufacture of gold pens is divided into branches, each workman doing his part. Machinery has been invented and tools are now used which, in 1835, had never been heard of. New York produces more gold pens than all the other cities of the world combined. All told, there is over \$500,000 worth made annually. The trade is rapidly growing, and every year witnesses many thousand dollars' worth of pens in use that were not in use the preceding year.

## Difference in Drummers.

From the Chicago Herald.

"Oh, yes; there's difference in traveling men," said a Franklin street merchant yesterday. "Some men will take a thousand-mile trip, visit all the prominent points in four or five states, and return home with an expense account of about \$4 a day, while others will go over the same territory and spend \$6 or \$7 a day. The man who gets over the country in the shortest time, makes the most sales and returns to the house with the smallest expense account is, of course, a valuable agent. The expensive drummer is sometimes of great value in spite of his prodigality. As a rule, he makes many friends, is more liked by the customers, and gives the house by whom he is employed a certain amount of *clat* in towns where *clat* goes a long way. Then, too, the expensive drummer is very often a good salesman, so that, taking it all in all, his extravagance is overtopped by his general worth. "There are drummers, however, who travel too cheaply. Wouldn't believe that, would you? There are a great number of them, however. They stop at second-class hotels, take their night's lodging in a smoking car, and flit around the country as though they had wings. It costs them about \$2.50 a day to live, but they send in an expense bill of at least \$4 a day. What do they do with the difference? Pocket it, of course. As soon as a firm finds out that one of its men is doing this sort of thing it discharges him in short order, for it isn't business, you know, and then, besides, it isn't just right."

## A Cargo of Syrup.

Upon unloading a British steamer, which arrived at Philadelphia recently it was found that about one-half the cargo of 2,200 tons of sugar was a fluid mass of syrup instead of sugar in bags, as it had been shipped from India. The sugar had been melted by heat and the syrup was eight feet deep in the hold of the vessel, which had come through the Suez Canal.



# 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, DECEMBER 1, 1886.

Grand Rapids Traveling Men's Association.  
President, L. M. Mills; Vice-President, S. A. Sears; Secretary and Treasurer, Geo. H. Seymour; Board of Directors, H. S. Robertson, Geo. F. Owen, J. N. Bradford, A. B. Cole and Wm. Logie.

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

## DON'T CARE FOR THE HONOR.

Referring to the agitation relative to the holding of a "National Pure Food Convention," the Denver Retail Grocer remarks as follows:

We are in favor of holding the convention at Grand Rapids for various reasons. The merchants of Michigan are thoroughly organized, and would be willing to assist delegates in a great many ways. The city is noted for its hospitality, and would make it pleasant for all who would visit there. And it would be more advantageous to meet in some State where the retailers are organized. Editor Stowe seems to be a little backward in presenting his claim for Grand Rapids. So we do it for him.

With all due respect to the journal quoted, which is one of the brightest exponents of trade organization in this country, THE TRADESMAN is authorized to state that Grand Rapids is not a candidate for the honor indicated. Instead of posing before the country as a National reformer of abuses which properly come before the Legislatures of the several States, Grand Rapids is content to quietly continue the work which she inaugurated in this State—work which has resulted in great good to every organized community and in less degree to the trade at large.

The first association formed in Michigan declared itself in favor of pure goods and legitimate methods—a cry which has been taken up by every organization since formed in the State. The State Association expressed itself on this subject in no uncertain sound, and its Legislative Committee will go before the Legislature at its coming session with certain suggestions which will undoubtedly take the form of statutes. The New York State Association will also take similar action.

There is a right and a wrong way to go at every reform needed, and THE TRADESMAN speaks by the card when it asserts that the project of meeting and instructing Congress what to do on the food question is the wrong way—that the right way is to continue organization until sufficient strength is acquired to secure the desired redress at the hands of the Legislatures.

## "SCHEME" GOODS.

The Retail Merchants' Association of the State of New York has placed itself squarely on record as opposed to the methods adopted by many manufacturers in getting their goods on the market and maintaining their sale—the giving of tempting presents. The practice is altogether too common and has resulted in flooding the country with impure goods, which injure the sale of standard goods and work to the detriment of legitimate business methods. The Association above referred to expressed itself on the subject in the following manner:

Resolved—That the Legislative Committee of this Association be instructed to take into consideration the advisability of preparing a bill to be presented at the next meeting of the State Legislature, praying that the same or a similar law to that of the State of Vermont be enacted in this State, prohibiting the sale of goods with which prizes are given.

Michigan has probably suffered quite as much from scheme goods as any other State in the Union, and THE TRADESMAN suggests that the Legislative Committee of the Michigan Business Men's Association take the matter in hand and devise means by which the demoralizing practice may be effectually prohibited.

The Boston Commercial Reporter bewails the fact that the New York and Michigan associations do not procure charters from the New England organizations. THE TRADESMAN is not authorized to speak for New York, but it can state in all candor that Michigan has so far outgrown New England in the matter of organization that any one of her fifty associations can give New England pointers. And they won't charge New England anything for such services, either. The trouble with the editor of the Reporter seems to be that he interests himself in the subject of organization "for revenue only" and is crazed with jealousy because others have made wonderful improvements on his antiquated collection system.

Substantial progress in the work of organization has been made during the past week, Reed City and Leslie having each formed associations on the most approved methods. Cedar Springs organizes this evening, Woodland on Thursday evening and Freeport on Friday evening. South Haven and Allegan take their place in the galaxy of associations next week.

John Wanamaker, the great Philadelphia merchant, in referring to the practice of cutting indulged in by some dealers, recently remarked: "We are like the rest. We'd be ashamed to be doing nothing bigger or better than simply underselling. We sell as low as we can."

## AMONG THE TRADE.

### GRAND RAPIDS GOSSIP.

J. C. Shaw succeeds J. C. Shaw & Co. in the grocery business at 79 Canal street.

Wm. Warren has engaged in the grocery business at Lakeview. Arthur Meigs & Co. furnished the stock.

E. Harrington, has engaged in the grocery business at Wayland. Olney, Shields & Co. furnished the stock.

Dr. R. A. Schouten has moved his drug stock from 434 Ottawa street to the corner of Hall and South Division streets.

Edward L. Bansill has engaged in the hardware business at Bellaire. The Gumm Hardware Co. furnished the stock.

Mrs. S. C. Knox has engaged in the dry goods business at 146 West Fulton street. Spring & Company furnished the stock.

A. W. Fowler, late of Lakeside, has purchased the grocery stock of G. W. Boughton, at 398 Second street, and will continue the business.

C. E. Westlake, the Canal street druggist, has given three chattel mortgages, aggregating \$1,802. Good bye, Westlake! Farewell, unsecured creditors!

E. F. Harrington and Geo. B. Dunton have contracted to take the entire product of Machies & Hacker's patent election sticker slips for a term of years.

Jos. Leeuw has engaged in the grocery business at the former location of Richmond & Garlow, 503 and 505 Ottawa street. Olney, Shields & Co. furnished the stock.

Wm. B. Loveland, local manager of the Singer Sewing Machine Co., has invented and secured a patent on an adjustable still, which he is arranging to manufacture and put on the market.

F. D. Griffith and Perry Fisher have formed a copartnership under the firm name of Griffith & Fisher, and engaged in the grocery business at Cadillac. Amos S. Musselman & Co. furnished the stock.

J. S. Burton, late of Holton, and Mr. Travis, late of Ravenna, have formed a copartnership under the firm name of J. S. Burton & Co. and engaged in the drug business at Chase. L. D. Putnam & Co. furnished the stock.

Franklin Barnhart, of the former firm of Barnhart & Judson, has contributed \$20,000 to the capital of the wholesale grocery house of Cody, Ball & Co., and has taken the position of financial man in the house, which will enable Mr. Ball to devote his entire time to the buying and selling departments. The firm name has been changed to Cody, Ball, Barnhart & Co.

Gideon Kellogg, M. H. Ducey and Jas. McCauley have formed a copartnership under the firm name of Kellogg, Ducey & McCauley and will engage in the manufacture of leather belting at Chicago. The firm will also deal in mill supplies. Messrs. Kellogg and Ducey are both well known here. Mr. McCauley was formerly with Ranville & Sykes.

### AROUND THE STATE.

F. L. Wilson, druggist at Detroit, has sold out.

A. A. Watkins, general dealer at Clarion, has sold out.

Robert Coxon succeeds Arthur West in general trade at Ivan.

L. Higer, the Ionia clothier, has started a branch store at Edmore.

L. G. Stewart succeeds L. D. Roberts in the grocery business at Decatur.

A. E. Pickard, grocer at East Jordan, has been closed on chattel mortgage.

H. Gerow succeeds Hotchkiss & Co. in the crockery business at Kalamazoo.

Edward Duffield succeeds J. A. Place in the boot and shoe business at Jackson.

J. W. Brown has engaged in the notion and stationery business at Big Rapids.

Friend & Stimpson succeed E. H. Fish & Co. in the grocery business at Kalamazoo.

C. G. Parkhurst contemplates engaging in the hardware business at Mason about January 1.

Aaron Miller succeeds Jas. Bacon in the grocery, fruit and confectionery business at Escanaba.

Geo. D. Lunn has sold his drug stock at Vestaburg and purchased the drug stock of S. E. Young, at Edmore.

R. E. Brockett & Son have engaged in the jewelry business at Lansing. E. K. Bennett placing the order with the house which he represents.

Mrs. M. A. Leonard succeeds Mrs. Geo. Ford in the fancy goods business—not sewing machine business, as previously stated—at Mendon.

The bankrupt dry goods stock of Stone Bros., at Ionia, has been bid in at \$31,100. It begins to look as though Messrs. Stone Bros. would not be able to effect a swindling compromise this time.

Wayland Globe: E. W. Pickett, one of our most extensive merchants, has sold his store and business to J. W. Humphrey and H. D. Spaulding. Mr. Pickett will continue the business until next April, when the new firm will take possession.

Saranac Local: The financial difficulty of Ricketson & Monroe, at Bonanza, is such that the creditors can hope for but a small percentage of their claims. Frank Clark, who held a chattel mortgage on the stock, has a bill of sale of the goods. He had also taken possession before any outside creditors made an effort to recover, and consequently, will probably hold his own against any or all.

## MANUFACTURING MATTERS.

Michael Garrity, late of Ionia, is starting a boiler shop at Osceola.

Manistee has a new clothes-pin manufactory which turns out 160 pins per minute. The hoop mill of Hamlin, Green & Co., at Alma, manufactured 8,000,000 hoops this season.

The Mancelona oval dish factory will soon have five new machines at work, making fifteen in all.

C. M. Van Every, of South Bend, has completed arrangements to start a carriage factory at Bronson.

Robert Wallace is erecting a roller flouring mill at Grindstone City, with a daily capacity of 75 barrels.

Davis & Sullivan have opened a cigar factory at Howell, which will give employment to twenty men.

Mitchell & McClure succeed Hamilton, McClure & Co. in the manufacture of lumber and salt at East Saginaw.

Wright, Schneider & Stutz, of Alma, are determined to have every facility and comfort in their new roller process mill. It will be heated with steam.

The Bird Wind Mill Co. has been consolidated with the St. John Plow Co., at Kalamazoo. The authorized capital is \$100,000, of which \$70,000 is paid in.

### STRAY FACTS.

G. T. Morris, grain dealer at Fenton, has been attached.

John Tress has engaged in the meat business at Cadillac.

Nevin & Son have engaged in the harness business at Mason.

T. A. Price succeeds Price & Barnard in the meat business at Mancelona.

Fred. G. Baker has engaged in the confectionery business at Nashville.

Davis & Rankin are endeavoring to work up a creamery project at Hastings.

Chas. Shepard succeeds Shepard Bros. in the hardware business at Boyne City.

L. C. Finch succeeds Finch & Craig in the planing mill business at Reed City.

J. M. Brunson & Son, trunk dealers at Detroit, have assigned to E. A. Frasier.

W. L. C. Reid succeeds Wing & Reid in the agricultural implement business at Jackson.

Downer & Hanna succeed D. A. Downer in the lumber and harness business at Morenci.

The Marcellus fruit evaporator has ceased operations, having used over 4,000 bushels of apples.

The Muskegon Booming Co.'s pay roll amounted to about \$40,000 a month during the season.

An effort is being made by the Marcellus business men to make that place a signal service station.

Brewster & Stanton are now pleasantly settled in their new quarters in the double store at 120 and 122 Jefferson avenue, Detroit.

E. F. Evans has retired from the firm of E. F. Evans & Co. tinners at Nashville. The business will be continued by Wm. Evans.

Charles L. Gray & Co. have sold the Pangborn mill, in Hartwick township, Oscoda county, to W. L. Churchill and Geo. Thompson.

G. W. Rogers and Chas. H. Lansing, two of Litchfield's merchants, had a little "unpleasantness" between them last week, and it is said to have cost Lansing about \$35 to remove the effects thereof.

Necley & Huntington have closed the season's business at their fruit evaporator at Mason, having used 9,000 bushels of apples and turned out twenty-six tons of evaporated fruit—double that of a year ago.

It is reported that the railroad to be built by the Smith Lumber Co., of Kalkaska, will be a broad gauge one, and will extend ten miles west into Whitewater township from Kalkaska. It is thought that it will be an easy matter to get the road extended to Elk Rapids, on Grand Traverse bay.

The international bridge at the head of the rapids at Sault Ste. Marie will not only be a railway bridge, but will also have a carriage driveway and a walk for foot passengers. The bridge will be built at some large iron manufactory and shipped to the Sault all ready to be put together.

Jack Beauman, a farm laborer at Maple Grove, recently received notice that he had fallen heir to two fortunes, on the strength of which he was given unlimited credit at Three Oaks, and then went South to take possession of the money. Jack Beauman has not returned, and the Three Oaks merchants are beginning to realize that they were victimized.

Wm. B. Ames, of Hudson, made an assignment November 24 to Ira Swaney for the benefit of his creditors. No statement of assets and liabilities has been made public. His business has been mainly loaning money and renting property. He owes numerous amounts for money borrowed and his property is said to be heavily encumbered. He was formerly in the banking business and is on old resident. The failure was a surprise to many.

At a meeting of the creditors of the former banking firm of Gibson & Westren, at Jackson, held on Nov. 21, the assignee reported real estate assets of \$22,700, which, added to the good notes and personal property held by the assignee, leave an available balance of \$24,242 above the incumbrances. A resolution was introduced insisting that all creditors of the firm should be placed on an equal footing, and a committee of five was chosen to look after the interests of the creditors, over sixty in number.

John B. Perham, Spring Lake: "Your paper is well worth the subscription price."

## The Gripsack Brigade.

Be sure and attend the meeting of the traveling men Saturday evening.

Chas. H. Ellis is now on the road for Ira O. Green, covering the Northern trade of the house.

Herman Gebhart succeeds Frank Dix as traveling representative for W. F. McLaughlin & Co. in this territory.

E. K. Bennett, Michigan representative for N. G. Levinson & Co., wholesale jewelers of Chicago, was in town a couple of days last week.

Jas. A. Crookston has not sustained any improvement during the past week, in consequence of which J. H. Hagy is continuing his visits to Crook's trade this week.

Geo. F. Owen has secured a copyright on a new form of marriage certificate, which is destined to meet with a large sale. Samples will be furnished by Mr. Owen, on application.

Union City Local: The city band will make a trip to Grand Rapids next May during the session of the Traveler's Protective Association. The invitation comes through Drum Major Richards.

Although it is a little late in the day, it will be news to some of the boys to learn that J. N. Bradford is the patentee of a new style of plug hat which is destined to be very popular during cold weather.

Geo. F. Owen went to Detroit last week to attend the funeral of Jas. E. Brewster, senior member of the firm of Brewster & Stanton. The business will be continued without interruption under the same firm style.

E. P. Waldron, traveling salesman for Robinson & Burtenshaw, of Detroit, who has been long and seriously ill at St. Johns from typhoid fever, was on the street again Saturday, for the first time since taken sick.

Attention is directed to the call for a meeting of the traveling men of the city for the purpose of making preliminary arrangements for the third annual ball of the fraternity. Both of the previous reunions were exceedingly enjoyable events and unless THE TRADESMAN is a very poor prophet, the third party will excel the others in all the points which go to make up a successful event.

The American Commercial Traveler thus pays its respects to a Grand Rapids man: Secretary Caro, of the Michigan Division, has resigned. Leo, this is an off year for Secretaries. You state you worked for the T. P. A. to the detriment of your business.

What of that, Leo? Think of how your name has been heralded from Minnesota to Washington—printed on banners and borne on the breeze. What were you after? Glory? You got it. What do you want more? A situation? Well, if you have made up your mind to let Pindell, Stone, and the Board of Directors have a little something to do in running the T. P. A. we'll try and hunt up something about your height.

### Purely Personal.

M. C. Lewis succeeds Mr. Hansen as billing clerk for Spring & Company.

D. M. McClellan, the pioneer Reed City merchant, has gone to Cone, Putnam county, Florida, in hopes of benefiting his shattered health.

C. C. Hazel, buyer for the Antrim Iron Co., at Antrim, was in town a couple of days last week, selecting a boot and shoe stock at Rindge, Bertsch & Co.'s.

S. E. Young, who recently sold his drug stock, at Edmore, was in town Monday on his way to Menominee, where he contemplates engaging in the drug business.

F. F. Sommers, proprietor of the Grand Haven Match Works, was in town last week. He has in contemplation the merging of his business into a stock company, with a capital stock of \$200,000.

### Oysters.

The customers of Wm. L. Ellis & Co. are notified that the fast freight lines are now making good time to all railway points in Michigan, from Baltimore.

Emery & Co., of Grand Rapids, can furnish all immediate wants.

B. F. Emery, 37 Canal street, has charge of the State business of Wm. L. Ellis & Co. and all orders sent to him will receive prompt attention.

### Better Late than Never.

From the Rockford Register.  
Cedar Springs business men will organize next Friday evening. Rockford has a great love for coming in at the rear.

## STOP THAT COUGH

IT ANNOYS EVERYBODY

PROCURE

A BOTTLE OF

Allen's Lung Balsam

at any DRUGSTORE

TAKE IT FAITHFULLY, AND YOU WILL BE CONVINCED

THAT THERE IS

BUT ONE REMEDY FOR

COUGHS & COLDS

AND THAT IS

Allen's Lung Balsam

SOLD BY ALL DRUGGISTS

AT 25¢ 50¢ & \$1.00 PER BOTTLE

J. N. HARRIS & CO. PROPRIETORS

## MISCELLANEOUS.

Advertisements of 25 words or less inserted in this column at the rate of 25 cents per week, or 50 cents for three weeks. Advance payment.  
Advertisements directing that answers be sent in care of this office must be accompanied by 25 cents extra, to cover expense of postage, etc.

NOVELTY DOOR FASTENER:—Price, 25 cents. Sixteen cents each to dealers, in lots of 100. Address, R. P. Murray, Constantine, Mich. 167\*

FOR SALE—At Howard City, planing mill, sash, door and blind factory, in complete running order. New 30-horse-power engine, good boiler, new solid two-story building on H. R. track. Will be sold at a bargain. Price and terms of Geo. McDowell, Howard City, Mich. 166-3

FOR SALE—Completely equipped machine shop, with good-paying patronage. Big bonus offered for locating in a neighboring town. Address, for particulars, J. H. Dean, 36 Ottawa st., Grand Rapids, Mich. 157\*

WANTED—Situation by a young man who writes a good hand, can keep books, and do all kinds of office work. Can give references from firm where he was employed three years. Address D. O., care "Tradesman." 168\*

WANTED—Situation in drug store by a registered pharmacist. Moderate salary. Best of references as to honesty and ability. Address E. R. J., care "Tradesman." 168\*

FOR SALE—Stock of drugs and groceries or will sell the grocery stock and keep the drugs. Established six years. "Pain Killer," care "Tradesman." 168\*

WANTED—Situation as traveling man in produce or commission house. 10 years' experience. Apply "Tradesman" office. 168\*

WANTED—Good advertising canvasser, to travel in this and adjoining states, on a commission basis. Address XYZ, care "The Tradesman" office. 164\*

FOR SALE—One half interest in stock of groceries, crockery, drugs and jewelry. Price \$1,500, \$500 down, balance on time. Reason for selling, poor health. Have good trade. C. A. Stebbins, Lawrence, Mich. 167\*

WANTED—Reliable salesmen to take hold of my new marriage certificate. Sells on sight. Every married man must have one. Address Geo. F. Owen, 40 South Division street, Grand Rapids. 167\*

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.

We have completed arrangements by which we can give any of our readers who may wish it, a year's subscription to THE TRADESMAN and the Illustrated Graphic News, the leading Western pictorial weekly, for \$4, which is the price of the Graphic News alone. If you subscribe now, you secure the grand annual number of the Graphic News, with sixty pages of original pictures and stories, and two magnificently colored supplements. Remember, you get two papers, worth \$5, for the price of one.

# G. R. MAYHEW, JOBBER OF RUBBERS



## Woonsockets & Wales Goodyears.

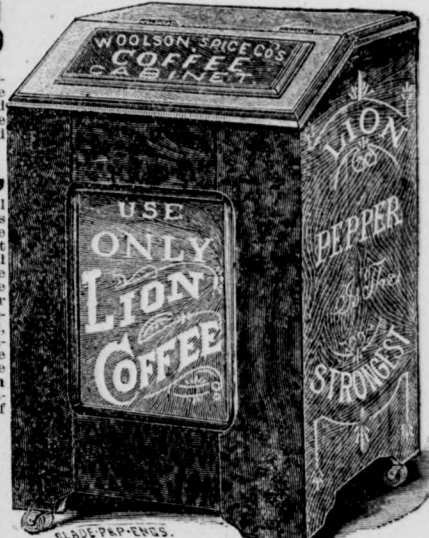
GRAND RAPIDS.

## OLD BARRELS

Setting about a store are unsightly, besides the projecting nails on them are dangerous to clothing. The enterprising grocer realizes the value of handsome and convenient fixtures, and to meet this demand the Woolson Spice Co., of Toledo, Ohio, have designed their

Lion Coffee Cabinet, portable.

Of which the accompanying cut gives but a partial idea. In this cabinet is packed 120 one-pound packages of Lion Coffee, and we offer the goods at a price enabling the grocer to secure these cabinets without cost to himself. They are made air-tight, tongued and grooved, beautifully grained and varnished, and are put together in the best possible manner. Complete set of casters, with screws, inside this cabinet. Their use in every grocery after the coffee is sold out, is apparent; just the thing from which to retail oatmeal, rice, prunes, honey, dried fruits, bread, and a hundred other articles. Further, they take up no more floor room than a barrel, and do away with these unsightly things in a store. For price-list of Lion Coffee in these cabinets, see price-current in this paper. Read below what we say as to the quality of Lion Coffee.



This Coffee Cabinet Given Away.

## A GOOD BREAKFAST

IS ALWAYS possible when a good cup of coffee is served. The grocer who sells LION COFFEE to his trade can invariably secure this result to them. LION COFFEE is always uniform; contains strength, flavor and true merit: is a successful blend of Mocha, Java and Rio. Packed only in one-pound airtight packages; roasted, but not ground; full net weight, and is never sold in bulk.

A Beautiful Picture Card

In every package. We solicit a sample order for a cabinet filled with LION COFFEE.

For sale by all Wholesale Grocers everywhere, and by the

## Woolson Spice Co.

92 to 108 Oak St., Toledo, Ohio.



## Retail Dun or Bradstreet.

The Traverse City Business Men's Association, which has never been backward in adopting measures which tend to redound to the good of the trade, has lately put into operation a system, the success or failure of which THE TRADESMAN will watch for with much interest. It is nothing more or less than a rating system, similar to that used by Dun and Bradstreet, but including consumers, instead of confining itself to dealers. Unless THE TRADESMAN is mistaken, the device was originated by Frank Hamilton. It comprises two sheets and a book in which to record the summaries. The first blank is furnished members in any quantity desired, on which they write the names of any customers whose responsibility they desire to establish, as follows:

## NAMES FOR RATING.

Secretary, please present the following names for rating:

John Jones.....

Peter Brown.....

Jacob Green.....

[Signed] Hamilton & Mulliken.

These sheets are handed to the Secretary at the meeting, who passes around blanks somewhat as follows:

## RATING SHEET.

NAME.	R	H	P	Do you consider him worthy of \$5 to \$25?
John Jones.....	10	5	5	Yes.....
Peter Brown.....	0	10	0	No.....
Jacob Green.....	5	0	10	No.....

"R" in above connection stands for responsibility, "H" for honesty and "P" for promptness. If the man is considered thoroughly responsible, the member places a figure "10" under that head and so on through the list. Each member presents their records his knowledge of the persons whose names are presented, when the sheets are gathered up by the Rating Committee and a general average struck. Such averages, which present a good index of the standing of the persons in the community, are printed in sheet form and mailed to the members of the Association, who record the information in a book properly indexed for the purpose. In the course of a few months, such a system will enable the Association to secure a list of several hundred names, which will be of great value to dealers doing a credit business. This innovation is operated separately from the collection department and has no connection with the delinquent list.

Reports from Traverse City are to the effect that the system is already having marked effect in the minds of the consumer, stimulating him to appear at his best. Every man likes to appear to advantage, when he knows he is being matched, and the rating system seems to possess all the elements necessary to spur the consumer on to his best endeavor.

## National Organization a Thing of the Future.

From the Denver Retail Grocer.

The Merchants' Mail is opposed to a National organization comprising all trades, and thinks it can only result in injury in the end. It may be right, for the grocers and butchers of this country have a great many serious grievances that would not interest any other class of business men. A shoe dealer or a dry goods man feels no interest in our Roll of Honor, or in the question of wholesale houses retelling. The only thing that all classes of merchants are jointly interested in is the delinquent list, and some method that will protect dealers from being victimized by dead-beats. We are in favor of a State Association of grocers and butchers in every State in the Union, and when that is accomplished a National Association could easily be discussed. But the best thing the grocers and butchers can do at present is to thoroughly organize their own States, and try and overcome such State laws as are detrimental to their interests.

This is more important than a National organization. Take Colorado, for instance, it is almost an impossibility for a merchant to collect a bill from a delinquent under the present laws of this State. They allow a dead-beat every opportunity, and a merchant has only the honor of a man whom he trusts to depend on. Now, if the merchants of Colorado would call a meeting, and form a State Association, and appoint delegates to represent their grievances before the coming Legislature, they could accomplish a great thing. There should be laws for the protection of business men as well as other people. Another thing a State organization could successfully accomplish, and that is a method of tracing delinquents, and organizing a collection bureau for the entire State. If a dead-beat realized that his name was sent to every dealer in this State, he would be apt to be a little careful before he tried his practices a second time. Let every merchant of Colorado think seriously of this question, and those that are now organized can discuss it at the meetings. We feel sure that the Association of this city will willingly do any thing in their power to assist other associations.

## The Third Annual Ball.

GRAND RAPIDS, NOV. 30.

## To The Gripsack Brigade:

There will be a meeting of the traveling men of Grand Rapids at THE TRADESMAN office on Saturday evening, December 4, to consider the time and place for holding our third annual social reunion and ball. It is essential that there be a full attendance, in order that the arrangements made may meet the wishes of the majority of the fraternity. Come one, come all!

Geo. H. SEYMOUR,  
Sec'y G. R. T. M. A.  
President.

## Organization of an Association at Reed City.

By preconcerted arrangement, President Hamilton met Secretary Stowe at Reed City last Tuesday afternoon for the purpose of assisting in the formation of an association and consulting on matters of vital interest to the Michigan Business Men's Association. Most of the afternoon was spent in calling upon business men and explaining association methods, fuller explanations being made at a meeting of the business men in the evening. Mr. Hamilton described the manner in which the Traverse City Business Men's Association came into existence and set forth the benefits which have followed in the wake of organization there, prominent among which are the following: Better feeling between business men and a more thorough understanding on all questions affecting their own welfare and the good of the town; reduction in freight rates; the location of a manufacturing industry; the collection of poor accounts and the systematic rating of all classes of customers; shorter business hours; considerable curtailment of the credit business. Mr. Hamilton's remarks were so well received—and he made a remarkably clear and concise statement of the aims and objects of organization—that it was moved to proceed to the formation of an association at once, a motion which was put by Chairman Webster and unanimously carried. The constitution and by-laws of the Tustin Association were then adopted, with the necessary changes, when the following gentlemen handed in their names for membership: L. D. Webster, Densmore Bros. Wm. Lewis, E. R. White, H. K. Smith, John Culver, Symon Schack, "Ren" Barker, D. M. McClellan & Co., Stoddard Bros., C. J. Fleischhauer, P. M. Lonsbury & Son, C. F. Bollock, A. G. Buck, Hawkins Bros., T. J. Ampsper.

Election of officers resulted as follows: President—C. J. Fleischhauer. Vice President—Henry C. Stoddard. Secretary—Harvey W. Hawkins. Treasurer—P. M. Lonsbury. Executive Committee—C. J. Fleischhauer, H. W. Hawkins, John Densmore, H. C. Stoddard and Robert Armstrong. Business Committee—C. J. Fleischhauer, "Ren" Barker and H. C. Stoddard.

The collection blanks of the Tustin Association were adopted, and the Executive Committee was instructed to procure the printing of the same.

The editor of the *Clarion* was requested to publish the constitution and by-laws of the Association in his paper.

A vote of thanks was tendered Messrs. Hamilton and Stowe for their assistance, and the meeting adjourned.

## Freeport to Organize Friday Evening.

Henry Mishler, the Freeport general dealer, was in town last week and called at THE TRADESMAN office for the necessary blanks to organize an association. He said the business men of his town were to hold a preliminary meeting on Tuesday evening and proceed to organize on Friday evening. Since Mr. Mishler's call, the following letter has come to hand:

HASTINGS, Nov. 27, 1886.

E. A. Stowe, Grand Rapids:

DEAR SIR—Will you please send Foster Sisson, of Freeport, a copy of the best constitution and by-laws for a Business Men's Association? The call is for Tuesday night, Nov. 30, and they wish the best and latest they can get, so as to adopt and get started at once.

Yours truly,

PHIN SMITH.

The editor of THE TRADESMAN will be at Woodland on Thursday, and if the business men of Freeport desire him to do so, he can drive on to Freeport and assist them in organizing the following evening.

## Itinerant Grocery Frauds.

From the Nashville News.

Traveling grocery fakirs are still scouring this section of the country, and evidently succeed in often striking gullible people. In one case which came under our observation this week, the salesman guaranteed 22 or 23 cents to one of his customers for butter at the depot in this village on the day the goods were to be delivered. When the customer came for his goods, he brought a number of crocks of fine butter. The delivering agent said he would take enough at sixteen cents to pay for the groceries ordered, but no more, even at that price. The farmer had backbone enough to refuse to take the groceries ordered, but came up town, sold his butter and did his trading with responsible parties. We do not doubt but that any of our dealers will discount the prices on any bill of goods purchased of these itinerant dealers—providing equal quantities are taken—and give a better grade of goods besides.

## Allegan to Organize December 10.

ALLEGAN, Nov. 23, 1886.

E. A. Stowe, Grand Rapids:

DEAR SIR—I have been for some time working up our people to organize an association and feel that they are now ready to consider the matter. When can you come down and present its workings to us? Please state the evening and I will endeavor to get our merchants out to hear you, and we will try and make a start. Awaiting your answer, I am

Yours truly,

IRVING F. CLAPP.

## AN ACCEPTABLE DATE.

ALLEGAN, Nov. 25, 1886.

E. A. Stowe, Grand Rapids:

DEAR SIR—Yours of 23d to hand. December 10 is an acceptable date for us, and I will see that our business men all turn out on that evening.

Yours truly,

IRVING F. CLAPP.

## Good Words Unsolicited.

Butters & Baldwin, druggists, Ludington: "We cannot do without THE TRADESMAN."

Shepard & Bachman, druggists, Stanton: "We are very much pleased with THE TRADESMAN, and would be lost without it."

J. W. Verbooks & Co., general dealers, Grand Haven: "We find lots of good things in THE TRADESMAN that suit us and help us to earn a dollar."

## VISITING BUYERS.

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

S. E. Young, Edmore.  
Henry Mishler, Freeport.  
R. D. McNaughton, Coopersville.  
F. E. Sommers, Grand Haven.  
Edward Fitzgerald, Antrim Iron Co., Antrim.  
H. A. Crawford, Cadillac.  
C. C. Hazel, buyer Antrim Iron Co., Antrim.  
Griffith & Fisher, Cadillac.  
C. H. Bollinger, Bollinger Bros., Berrian Springs.  
W. S. Winegar, Agt., Meredith.  
H. W. Potter, Jenisonville.  
C. H. Denning, Mutton.  
P. J. Welch, Shaytown.  
J. C. Townsend, White Cloud.  
Norman Harris, Big Springs.  
Chas. A. Bisset, Canada Corners.  
Geo. Ketchum, Maple Hill.  
J. E. Kenney, Calumet.  
Chas. Cole, Cole & Chapel, J. A.  
Eli Runnels, Cornish.  
S. T. McLeelan, Denison.  
Gus Begman, Bauer.  
P. T. Cook, Reynolds.  
Dr. M. Crane, Bangor.  
Dell Wright, Berlin.  
Jno. Smith, Ada.  
G. W. Bullock, Reed City.  
L. S. Warr, Lake.  
J. D. Davis, Bangor.  
A. Sessions, Wayland.  
H. Harrington, Wayland.  
C. K. Hoyt, Hudsonville.  
Seville & McAuley, Edgerton.  
Delos Barrows, Johnsville.  
John Spring, Spring & Lindley, Bailey.  
Howard Morley, Morley Bros., Cedar Springs.  
Ben Herder & Danis, Vriesland.  
A. Purchase, South Blenden.  
Perry Fisher, Griffith & Fisher, Cadillac.  
Sisson & Lilly, Lumber Co., Sisson's Mills.  
Geo. F. Starr, Cascade.  
C. F. Williams, Caledonia.  
A. W. Fenton & Co., Bailey.  
Dr. John Graves, Wayland.  
R. S. Hotford, Dor.  
R. A. Hastings, Sparta.  
Severance & Rich, Middleville.  
C. H. Adams, Otsego.  
W. Thurker, Morley.  
M. V. Wilson, Sand Lake.  
J. C. Benbow, Cannonsburg.  
L. Perigo Co., Antrim Corners.  
H. Watson, Coopersville.  
F. W. Coburn, Howard City.  
U. DeVries, Jamestown.  
A. M. Church, Alpine.  
Geo. F. Gretzinger, East Saugatuck.  
Geo. Carrington, Trent.  
Newman & Esch, Dor.  
S. Cooper, Jamestown.  
Nelson F. Miller, Lisbon.  
Vesley Bros., Lamont.  
C. S. Comstock, Pilsen.  
John Danstra, Overisel.  
S. Sheldon, Pilsen.  
Shurtleff Bros., Cross Village.  
J. S. Marr, Spring Grove.  
J. Gunstra, Lamont.  
M. M. Robson, Berlin.  
A. C. Cross, Bangor.  
J. W. Clouserhouse, Grandville.  
A. B. Eoote, Hilliards.  
J. Wornbrand, Muskegon.  
O. D. Chapman, Stanwood.  
L. M. Brunner, Springport.  
John Kamps, Zuthphen.  
S. Cooper, Parmelee.  
John Smith, Ada.  
J. Haymond, Berlin.  
W. Hewitt, Campbell.  
J. M. Reid, Grattan.  
L. N. Fisher, Dor.  
James Henry, Lake.  
E. E. Pratt, Moline.  
A. J. Lashels, Oakfield Center.  
Huizenga & Son, Eastmanville.  
L. Mauer, Fishers.  
C. H. Ballard, Sparta.  
E. I. Hewes, Newaygo.  
A. L. M. Wolf, Hudsonville.  
Kays Bros., Coral.  
Henry DeKline, Jamestown.  
C. K. Hoyt, Hudsonville.  
Jorgensen & Hemingsen, Grant.  
Henry Harding, Bridgeton.  
A. M. Church, Berlin.  
E. A. Bowen, Kent City.  
Sarah Tompsett, Edgerton.  
Mrs. Jacob Dehri, Byron Center.  
H. B. Heston, Springport.  
Cory Bros. & Co., Remus.  
McClelland & Miner, Kellogg.

## Death of John B. Read.

John B. Read, assistant buyer for Foster, Stevens & Co., rowed up the river in his boat on Sunday, Nov. 21, as was his weekly custom, but did not come home as usual in the evening. The next morning his boat was found capsized in the river, just above the dam, but diligent search—stimulated by rewards offered by Foster, Stevens & Co. and H. J. Hollister—failed to recover the body until the Sunday following the drowning. It was found within twenty feet of the place where the boat capsized, the latter being held nearly stationary by a sash weight which served as an anchor. The supposition is that Mr. Read lost an oar, and in endeavoring to regain it, lost his balance and fell in the water, and in trying to get into the boat capsized it. Chilled by the cold water, and hindered by a lame leg, it is not difficult to imagine how he came to his death.

Mr. Read entered the employ of Foster, Stevens & Co. as a boy, climbing step by step to a position of responsibility. Eight years ago, he was promoted to the position of traveling salesman, which position he filled with credit to himself and the house for five years. A stroke of paralysis, which resulted in drawing one leg up so as to render walking difficult to him, compelled him to abandon the road and he was given the more responsible position of assistant to Buyer Philbrick. He mastered the details of his new position so thoroughly and became so proficient that he became invaluable to his employers and he had every reason for taking a sanguine view of his own future. Genial in disposition, he was nevertheless slow in making friends, but those he made he held as firm as steel. There are few men, outside of the immediate circle of his own friends, whose untimely end will be mourned as deeply and sincerely as that of John B. Read.

The obsequies were held at the family residence yesterday afternoon and attended by a large concourse.

An evidence of the filial affection of the deceased is found in the fact that he kept in force an insurance policy for \$5,000 in favor of his mother.

## Hastings Pleased with Its Association.

HASTINGS, Nov. 27, 1886.

E. A. Stowe, Grand Rapids:

DEAR SIR—We are more than pleased with our Association. Of course it is death to the dead-beat; but we are making money by it just the same, and surely a D. B. is a D. B. in any place you can find him.

Keep on forming associations. You are doing a good thing.

You will see Freeport wishes to start.

They asked us for particulars and we referred them to you, as enclosed letter will show.

Yours truly, PHIN SMITH.

## THE STAR SAFETY RAZOR.

## A Great Invention,



Which renders shaving an easy and convenient luxury, and obviates all danger of cutting the face. Warranted to shave clean. Time and money saved. Delays in barber shop avoided. It is specially adapted to the aged and the young, and is indispensable to travelers by land and by sea; to miners and persons camping out; to the indolent and the luxurious; to the man who wants a quiet shave, and him whose skin is too tender to admit of the application of the ordinary razor. Once used, you will never be without it.

Highest Medal Awarded at the American Institute Fair, New York, 1884-1885.

## FOR SALE BY

## FOSTER, STEVENS &amp; CO.

10 and 12 MONROE ST.

## Write for Prices.

## LUMBER, LATH AND SHINGLES.

Uppers, 1 inch.....	per M \$44.00
Uppers, 1 1/4, 1 1/2 and 2 inch.....	46 00
Selects, 1 1/4.....	38 00
Selects, 1 1/2 and 2 inch.....	35 00
Fine Common, 1 inch.....	30 00
Shop, 1 inch.....	20 00
Fine Common, 1 1/4, 1 1/2 and 2 inch.....	15 00
No. 1 Stocks, 12 in., 18 and 24 feet.....	16 00
No. 1 Stocks, 10 in., 12, 14 and 16 feet.....	17 00
No. 1 Stocks, 8 in., 10, 12 and 14 feet.....	16 00
No. 1 Stocks, 6 in., 8, 10, 12 and 14 feet.....	15 00
No. 1 Stocks, 4 in., 6, 8, 10, 12 and 14 feet.....	14 00
No. 2 Stocks, 12 in., 18 and 24 feet.....	13 00
No. 2 Stocks, 10 in., 12, 14 and 16 feet.....	14 00
No. 2 Stocks, 8 in., 10, 12 and 14 feet.....	13 00
No. 2 Stocks, 6 in., 8, 10, 12 and 14 feet.....	12 00
No. 2 Stocks, 4 in., 6, 8, 10, 12 and 14 feet.....	11 00
No. 2 Stocks, 3 in., 4, 6, 8, 10, 12 and 14 feet.....	10 00
Coarse Common or shipping culls, all widths and lengths.....	8 00
A and B strips, 4 or 6 in.....	9 00
C Strips, 4 or 6 in.....	27 00
No. 1 Fencing, all lengths.....	15 00
No. 2 Fencing, 12, 14 and 18 feet.....	12 00
No. 1 Fencing, 16 feet.....	15 00
No. 1 Fencing, 4 inch.....	15 00
No. 2 Fencing, 4 inch.....	12 00
Norway C and better, 4 or 6 inch.....	12 00
Bevel Siding, 6 inch, A and B.....	14 00
Bevel Siding, 6 inch, No. 1 Common.....	10 00
Bevel Siding, 6 inch, Clear.....	20 00
\$1 additional for each 2 feet above 16 ft.	
Dressed Flooring, 6 in., A, B.....	36 00
Dressed Flooring, 6 in., C.....	28 00
Dressed Flooring 6 in., No. 2 common.....	14 00
Beaded Ceiling, 6 in., \$1.00 additional.....	35 00
Dressed Flooring, 4 in., A, B and Clear.....	30 00
Dressed Flooring, 4 in., C.....	24 00
Dressed Flooring, 4 or 5 in., No. 1 com'n.....	14 00
Dressed Flooring, 4 or 5 in., No. 2 com'n.....	10 00
Beaded Ceiling, 4 inch, \$1.00 additional.....	31 00
Gong 18 in. Standard Shingles.....	3 00
XXX 18 in. Thin.....	2 75
No. 2 or 6 in. C. B. 18 in. Shingles.....	1 75
For 5 in. C. B. 16 in.....	1 40
Lath.....	1 75 to 2 00

## COOPERAGE.

D. Quay quotes as follows, f. o. b. at Bailey:	
Red oak flour bbl., staves.....	M @ 6.00
Elm.....	M @ 5.25
White oak tee staves, s'd and j't.....	M @ 6.21
White oak pork bbl.....	M 19 50 to 22 00
Produce, split, staves.....	M 4.75
Tight bbl. and h's to match.....	M @ 17.00
HEADS.	
Tierce, doweled and circled, set.....	15 00 16
Pork.....	12 00 13
Pierce heads, square.....	M 23 00 to 25 00
Pork bbl.....	M 19 00 to 21 00
Produce barrel, set.....	6 4
Cull wood heading.....	3 1/2 to 4 1/2
HOOPS.	
White oak and hickory tee, 8 ft.....	M 11 00 to 12 50
White oak and hickory 7 1/2 ft.....	M 10 00 to 11 50
Hickory flour bbl.....	M 7 00 to 8 25
Ash, round.....	M 6 00 to 6 75
Ash, flat raked, 6 1/2 ft.....	M 3 75 to 4 50
Colled elm.....	M 3 00 to 7 10
White oak pork barrels, m'd m'd.....	1 00 to 1 10
White oak pork barrels, machine.....	8 50 to 9 00
White oak and hickory.....	1 15 to 1 25
Beef and lard half barrels.....	7 50 to 8 00
Custom barrels, one head.....	1 00 to 1 10
Flour barrels.....	3 00 to 3 75
Produce barrels.....	2 50 to 2 75

## WOODENWARE.

Standard Tubs, No. 1.....	5 25
Standard Tubs, No. 2.....	4 25
Standard Tubs, No. 3.....	3 25
Standard Pails, three hoop.....	1 25
Standard Pails, wood hoop.....	1 00
Maple Bowls, assorted sizes.....	2 00
Butter Pails, ash.....	2 50
Rolling Pins.....	75
Potato Mashers.....	50
Hickory Pounders.....	25
Clothes Pins.....	60
Mop Stocks.....	1 00
Washboards, single.....	1 75
Washboards, double.....	2 25

Diamond Market.....	40
Bushel, narrow band.....	1 60
Bushel, wide band.....	1 75
Clothes, splint, No. 1.....	3 50
Clothes, splint, No. 2.....	4 25
Clothes, splint, No. 3.....	5 00
Clothes, willow No. 1.....	6 00
Clothes, willow No. 2.....	7 00
Clothes, willow No. 3.....	8 00
Water Tight, half bu.....	2 25

## MISCELLANEOUS.

Hemlock Bark—Tanners all have large supplies. Dealers are paying \$5 for good bark.	
Ginseng—Local dealers pay \$1.50 for good clean washed roots.	
Rubber Boots and Shoes—Local jobbers are authorized to offer standard goods at 35 and 50 per cent. off, and second quality at 35 and 10 per cent. off.	
Morse's Bit Stock.....	dis 40
Taper and Straight Shank.....	dis 40
Morse's Taper Shank.....	dis 40
Com. 4 piece, 6 in.....	doz net \$ 85
Cornugated.....	dis 20 to 30
Adjustable.....	dis 1 1/2 to 1 3/4

## HARDWOOD LUMBER.

The furniture factories here pay as follows for dry stock:	
Basswood, log-run.....	@ \$13.00
Birch, log-run.....	@ \$15.00 to 18.00
Birch, Nos. 1 and 2.....	@ \$25.00
Black Ash, log-run.....	@ \$12.00
Cherry, log-run.....	@ \$25.00 to 35.00
Cherry, Nos. 1 and 2.....	@ \$45.00 to 50.00
Cherry, cull.....	@ \$10.00
Maple, log-run.....	@ \$13.00 to 15.00
Maple, soft, log-run.....	@ \$12.00 to 14.00
Maple, Nos. 1 and 2.....	@ \$20.00
Maple, clear, flooring.....	@ \$25.00
Maple, white, selected.....	@ \$25.00
Red Oak, log-run.....	@ \$18.00
Red Oak, Nos. 1 and 2.....	@ \$24.00
Red Oak, quarter sawed.....	@ \$25.00
Red Oak, No. 1, step plank.....	@ \$25.00
Walnut, log-run.....	@ \$25.00
Walnut, Nos. 1 and 2.....	@ \$25.00
Walnut, culls.....	@ \$25.00
Grey Elm, log-run.....	@ \$13.00
White Ash, log-run.....	@ \$14.00 to 16.00
Whiteoak, log-run.....	@ \$25.00

## Hardware.

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

AGGERS AND BITS.	
Ives', old style.....	dis 60 to 100
N. H. C. Co.....	dis 60 to 100
Dougllass.....	dis 60 to 100
Pieces.....	dis 60 to 100
Snell's.....	dis 60 to 100
Cook's.....	dis 60 to 100
Jennings', genuine.....	dis 25
Jennings', imitation.....	dis 50 to 100

## BALANCES.

Spring..... dis 40

## BARROWS.

Railroad..... \$ 13 00

Garden..... net 35 00

## HAND.

Cow..... dis 60 to 100

Call..... dis 30 to 15

Door, Sargent..... dis 60 to 100

## STOVE.

Stove



## 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, DECEMBER 1, 1886.

### BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

### FRAUDULENT CONVEYANCE.

Where by statute a sale or assignment of property by a debtor to defraud creditors was declared void as to each creditor, and it was made a penal offense for any person to be a party to such transaction, the Supreme Court of Wisconsin held that such a conveyance was yet good as between the parties to it.

### BANK CHECK—ELECTION BET.

Two persons made a bet upon an election, each placing his check upon the same bank in the stakeholder's hands. The one in whose favor the bet was decided took the other's check to the bank and had it cashed. The Court of Appeals of Texas held that the bank could not recover from the latter the money so paid out.

### BANK—NOTE—RENEWAL—LACHES.

Where one member of a firm gave to a bank his individual note for \$2,500, indorsing it with the firm name, and thereafter paid \$1,500, and twice renewed the note for \$1,000 in his own name and without the indorsement of the firm, the Supreme Court of Georgia held that equity would not thereafter aid the creditor, either by reinstating the original note, with a credit thereon, or by reforming the note last given by having it indorsed by the firm, and in either event decreeing payment by the firm. The court said that reasonable diligence by the bankers or their agent, who twice took a renewal of the note, would have discovered the truth, and equity will not relieve them from the results of their own laches.

### RAILROAD—LEASE—ASSIGNMENT.

In January, 1873, the late A. T. Stewart leased to the Central Railroad Company of Long Island a railroad built by him and running from his Hempstead Plains property to Farmingdale for the term of fifty years at a fixed yearly rental, payable quarterly. In June, 1874, the Central Railroad Company consolidated with the Flushing, North Shore & Central Railroad Company, and to it the Stewart contract or lease was assigned. In May, 1876, the latter company leased to the Long Island Railroad Company the whole of its railroad from Long Island City to Babylon, together with its branch lines, among which the Stewart road was included, for a term of ninety-nine years at a gross rental. The question was lately raised in the New York Court of Appeals whether this latter contract amounted to an assignment of the original Stewart lease or to a sublease of the railroad. The Court of Appeals held that the contract operated as an assignment of the original lease so as to subject the Long Island Railroad Company directly to Stewart's devise for the rent reserved by the original lease of January, 1873.

### MARKET REGULATIONS.

A by-law made under a local act for regulating markets set apart a part of a market for sale by wholesale only, and provided a penalty for selling by retail in that part. The legality of this by-law was contested on the ground that it was unreasonable and was in restraint of trade. The Queen's Bench Division of the High Court of Justice (England) held that this objection was untenable. Smith J., said: "I think that it is most reasonable that there should be regulation providing that cattle shall be dealt with in one part and sheep in another, or that vegetables shall be sold by wholesale in one part and by retail in another. To my mind it would be most inconvenient for the public to have the wholesale and retail traders mixed, and I think that, as it is more convenient to sever the two trades, the by-law is not in restraint of the business of the market. But then it is said that the law knows no distinction between sale by wholesale and by retail. No authority has, however, been cited to lead me to that conclusion, and I do not think that any tribunal would have any difficulty in determining, in any particular instance, whether a man was selling by wholesale or by retail."

### Out of His Element.

"James," said a grocer to his new boy, "what have you been doing in the back room so long?"  
"I was a-pickin' the dead flies out of the dried currants, sir," replied James.  
"You were!" said the grocer, with much disgust. "An' your father told me that he thought you were born for the grocery business. You had better study for the ministry, James."

### Best Part of a Merchant's Business.

Merchant—Well, Augustus, you have now been in our employ three months and I wish you to perfect yourself in some branch of the business.

Augustus—Thank you, sir.

Merchant—Well, what part of our business do you like best?

Augustus—Shuttin' up, sir.

## E. FALLAS,

Makes a Specialty of

### Butter and Eggs, Fruits and Oysters.

Cold Storage in Connection. All Orders receive Prompt and Careful Attention.

We Handle the Celebrated "ROCK BRAND" Oysters.

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

97 and 99 Canal Street. Grand Rapids, Michigan

### ORDER

Our Leader Smoking Our Leader Fine Cut  
15c per pound. 33c per pound.

Our Leader Shorts, Our Leader Cigars,  
16c per pound. \$30 per M.

The Best in the World.

## Clark, Jewell & Co.,

SOLE AGENTS FOR

Dwinell, Hayward & Co.'s Royal Java Coffee; and  
O'Brien & Murray's "Hand Made Cigar."

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

## NOVELTIES IN PERFUMERY.

Small Slippers, "Hob Nail," Assorted Colors, \$1.35  
Large " " " " " 2.00  
Small Hats, " " " " " .85  
Medium " " " " " 2.00  
Large " " " " " 3.00  
Tooth Pick Holder, "Polka Dot," " 2.00

A Bottle of Perfume with each piece.

ALTO A COMPLETE LINE OF

## Handkerchief Perfumes!

In Large Variety.

## Jennings & Smith, PERFUMERS.

GRAND RAPIDS, MICH.

## HESTER & FOX,

MANUFACTURERS' AGENTS FOR

### SAW AND CRIST MILL MACHINERY.

Send for Catalogue and Prices.  
**ATLAS ENGINE WORKS**  
INDIANAPOLIS, IND., U. S. A.  
MANUFACTURERS OF  
**STEAM ENGINES & BOILERS.**  
Carry Engines and Boilers in Stock for immediate delivery.

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

And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for sample  
Pulley and become convinced of their superiority.

Write for Prices. 130 OAKES ST., GRAND RAPIDS, MICH.

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.

## F. J. DETTENTHALER,

117 Monroe St., Grand Rapids.

JOBBER OF

## OYSTERS, FISH AND CAME.



Mail Orders Receive Prompt Attention.

See Quotations in Another Column.

Also Grand Rapids Agent for Cleveland Baking Co.'s

## Crackers and Cookies.

Full Stock on Hand at all Times.

### TIME TABLES.

Chicago & West Michigan.

Leaves. Arrives.  
Mail Express..... 9:10 a.m. 3:35 p.m.  
Day Express..... 12:30 p.m. 9:45 p.m.  
Night Express..... 11:00 p.m. 5:45 a.m.  
Muskegon Express..... 5:00 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 12:30 p.m., and through coach on 9 a.m. and 11 p.m. trains.

Newaygo Division.

Leaves. Arrives.  
Express..... 3:45 p.m. 4:50 p.m.  
Express..... 8:40 a.m. 10:30 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 E. & P. M. trains to and from Ludington and Manistee.

W. A. GAVETT, Gen'l Pass. Agent.  
J. B. McLELLAN, General Manager.

Grand Rapids & Indiana.

GOING NORTH. Arrives. Leaves.  
Traverse City Express..... 7:00 a.m. 7:00 a.m.  
Traverse City and Mackinaw Ex. 11:20 a.m. 11:20 a.m.  
Potoskey and Mackinaw Express. 3:40 p.m. 4:50 p.m.  
7 a.m. train has chair car for Traverse City.  
11:50 a.m. train has chair car for Potoskey and Mackinaw City.  
4:50 p.m. train has sleeping and chair cars for Potoskey and Mackinaw.

GOING SOUTH. Arrives. Leaves.  
Cincinnati Express..... 10:30 a.m. 7:15 a.m.  
Cincinnati Express..... 4:55 p.m. 10:30 p.m.  
Traverse City and Mackinaw Ex. 10:30 p.m. 10:30 p.m.  
7:15 a.m. train has parlor chair car for Cincinnati.  
5:15 p.m. train has Woodruff sleeper for Cincinnati.  
C. L. LOCKWOOD, Gen'l Pass. Agent.

Lake Shore & Michigan Southern.

Kalamazoo Division. Arrives. Leaves.  
Ex. & Mail. N. Y. Mail. N. Y. Mail. N. Y. Ex.  
5:00 p.m. 4:45 a.m. Grand Rapids. 9:20 a.m. 7:10 a.m.  
6:22 p.m. 9:02 a.m. Allegan. 8:25 a.m. 5:48 a.m.  
7:30 p.m. 10:10 a.m. Kalamazoo. 7:35 a.m. 4:50 p.m.  
9:00 p.m. 11:40 a.m. White Haven. 5:30 a.m. 3:00 p.m.  
2:30 a.m. 5:10 p.m. Toledo. 11:15 p.m. 10:40 a.m.  
8:55 a.m. 9:40 p.m. Cleveland. 6:40 p.m. 6:30 a.m.  
2:45 p.m. 3:30 a.m. Buffalo. 11:55 a.m. 11:55 p.m.  
5:40 a.m. 8:30 p.m. Chicago. 11:30 p.m. 8:30 a.m.  
A local freight leaves Grand Rapids at 1 p.m. carrying passengers as far as Allegan. All trains daily except Sunday.  
J. W. MCKENNEY, General Agent.

Detroit, Grand Haven & Milwaukee.

GOING EAST. Arrives. Leaves.  
Steamboat Express..... 10:40 a.m. 10:40 a.m.  
Through Mail..... 3:15 p.m. 3:50 p.m.  
Limited Express..... 9:30 p.m. 10:35 p.m.  
Mixed, with coach..... 11:00 a.m. 11:00 a.m.  
GOING WEST. Arrives. Leaves.  
Morning Express..... 1:05 p.m. 1:10 p.m.  
Through Mail..... 5:00 p.m. 5:05 p.m.  
Steamboat Express..... 10:40 p.m. 7:45 a.m.  
Mixed..... 5:10 a.m. 5:25 a.m.  
Daily, Sundays excepted. Daily.  
Passengers taking the 6:25 a.m. Express make close connection at Owosso for Lansing, and at Detroit for New York, arriving there at 10:30 a.m. in the following morning. The Night Express has a through Wagner car running 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, General Agent.

Michigan Central.

DEPART. Arrives. Leaves.  
Detroit Express..... 6:15 a.m. 6:15 a.m.  
Day Express..... 1:10 p.m. 1:10 p.m.  
Atlantic Express..... 10:10 p.m. 6:50 a.m.  
Mixed..... 6:50 a.m. 6:50 a.m.  
ARRIVE. Arrives. Leaves.  
Pacific Express..... 6:00 a.m. 6:00 a.m.  
Mail..... 3:50 p.m. 10:15 p.m.  
Grand Rapids Express..... 5:15 p.m. 5:15 p.m.  
Daily. All other 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, General Agent.

Detroit, Mackinaw & Marquette. Arrives. Leaves.  
Going West. Arrives. Leaves.  
11:45 a.m. 9:05 a.m. Grand Rapids. 6:00 a.m. 5:05 p.m.  
10:30 p.m. 6:50 a.m. St. Ignace. 8:30 p.m. 6:00 a.m.  
9:40 a.m. 2:55 a.m. Soudy. 5:15 p.m. 1:35 a.m.  
7:00 a.m. 12:40 p.m. Marquette. 2:15 p.m. 9:30 p.m.  
8:30 a.m. 12:30 p.m. Marquette. 2:00 p.m. 6:10 p.m.  
8:30 a.m. 1:40 p.m. Negaunee. 1:25 p.m. 5:32 p.m.  
8:50 a.m. 1:55 p.m. Ishpeming. 12:58 p.m. 5:20 p.m.  
5:30 p.m. Houghton. 9:30 a.m. 9:30 a.m.  
5:50 p.m. Hancock. 2:03 p.m. 2:03 p.m.  
6:35 p.m. Calumet. 8:15 a.m. 8:15 a.m.  
Mixed train leaves St. Ignace at 7 a.m.; arrives Marquette 5:30 p.m.; leaves Marquette 7 a.m.; arrives St. Ignace 5:55 p.m.  
E. W. ALLEN, Gen. Pass. and Ticket Agent, Marquette.



The accompanying illustrations represent the

## Boss Tobacco Pail Cover.

It will fit any pail, and keep the Tobacco moist and fresh until entirely used.

It will pay for itself in a short time.

You cannot afford to do without it.

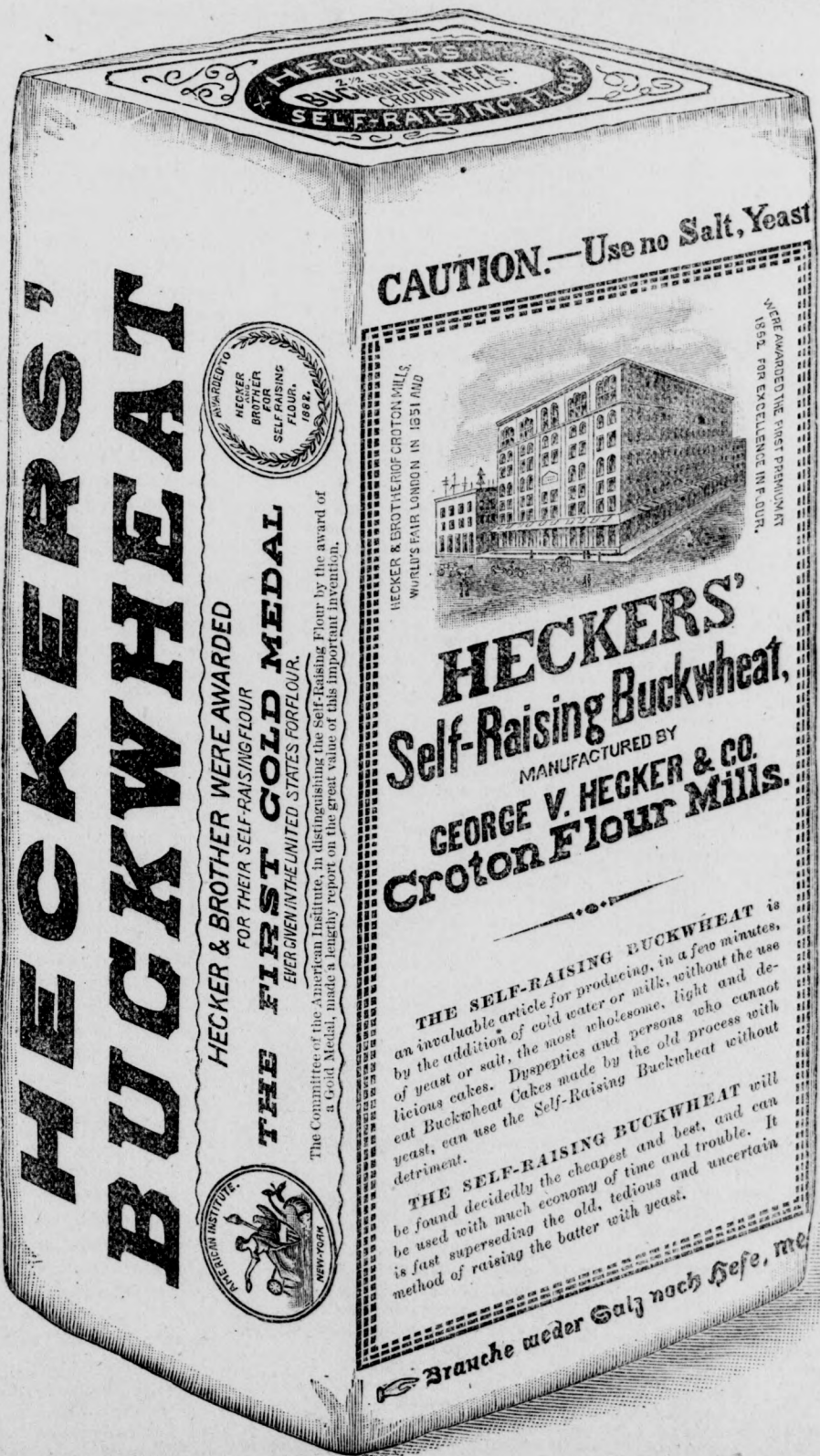
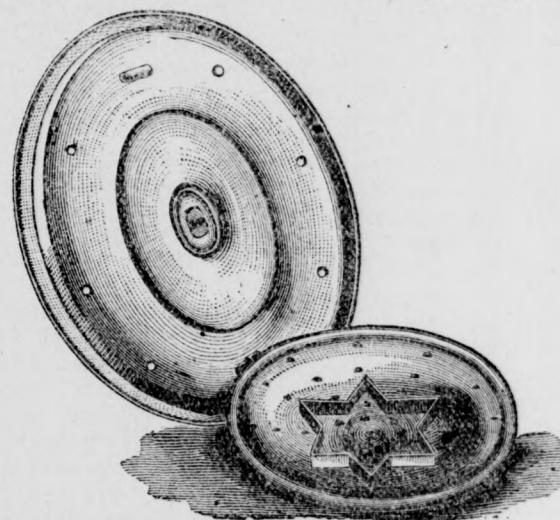
For particulars, write to

## ARTHUR MEIGS & CO.

### Wholesale Crocers,

Sole Agents,

77 to 83 SOUTH DIVISION STREET, GRAND RAPIDS.



### HECKERS' SELF-RAISING BUCKWHEAT.

Boxes holding 20 5 pound packages, \$4.50

" " 40 2 1-2 " " \$4.50

" " 32 3 " " \$4.30

Discount—On lots of 25 boxes or more, 50 cents per box.



## The Michigan Tradesman.

They Began Housekeeping.  
From the St. Paul Globe.

Mr. Youngman, of St. Anthony Hill, married a very pretty and sweet little lady a few days ago, and he furnished a house in which to establish her as soon as the nuptials were completed. He was congratulating himself on having bought everything that would be needed in the proper running of a well-organized household, and was not a little surprised on the second morning after the wedding by his wife handing him a card on which was written a list of articles, which she requested him to bring home when he came from work. The list ran as follows:

Stove polish.  
Hard soap.  
Oatmeal.  
Curtain fixtures.  
Picture hooks and cord.  
Coal sieve.  
Rolling pin.  
Dust pan.  
Broom.  
Stove brush.  
Paper eight-ounce tacks.

Mr. Youngman reads over the list, and tries to remember that he bought all of these things when he furnished the house, but he can't.

"Hadden't you better go down with me and order them yourself, darling?" he says.

"No, no, dear," she replies. "You can get them well enough."

"But I might not get just what you want," he suggests.

"Oh, you goose," she says, smilingly, throwing her arms around his neck, and dropping a kiss on his lips, "you know I'd be satisfied with anything you buy me."

"I wouldn't be single again for anything," mused Mr. Youngman, as he tripped lightly down the stairs.

That noon Mr. Youngman brought home the desired articles and laid them on the table. Mrs. Youngman looked over the articles and said:

"Oh, Will, what did you get this kind of stove polish for? It isn't half so good as the other, and this soap, why, my mother never would have that brand of soap in the house. How much did you pay for this oatmeal?"

"Twenty-five cents."

"Twenty-five cents! Why, you can get splendid oatmeal at Schwab's for fifteen cents a package."

"Those curtain fixtures are an inch too wide for the windows. I wonder you didn't know that."

"Oh, you got red picture cord, didn't you? Well, I won't use it. I always want wire picture cord."

"That coal sieve is too coarse. It'll let half the good coal through it. Why didn't you think of that?"

"That rolling pin is altogether too heavy. I wanted a light one."

"I was in hopes that you'd get a bronze dust pan, instead of this yellow one."

"That broom is too heavy. A lighter one would have done just as well, and it wouldn't have cost so much."

"The brushes in that stove brush are too stiff. I wanted a softer one."

"Oh, Will, why didn't you get galvanized tacks? Those iron ones rust so quickly. They ain't good at all."

Mr. Youngman waits until his young wife gets through, and, wondering what has brought such a change over her since morning, puts his arms around her and says:

"What is the matter with my little wife?" Her dainty head falls on his shoulder, and, between the sobs that shake her slight frame, she says:

"Wi-Will, I feel so b-a-a-d. I wanted to-to make some bi-bi-biscuit this noon, a-a-and got the wa-wa-water and sa-a-alt and ye-ye-yeast, but there's something mi-mi-missing, and I can't think wha-wha-what it is."

Mr. Youngman smiled quietly, and clasping his young wife to his watch pocket, he placed his lips to her ear and whispered, "Flour."

Always at the Front.

The American Eagle Tobacco Co., of Detroit, has a reputation second to no manufacturing house in America. Every piece of goods turned out of their factory is made on honor and in no case have new goods failed to make a "hit." The company is now introducing a new fine cut under the name of "Cherry," which is likely to prove no exception to the general rule. It is sold to the trade at 60 cents and is retailed at 5 cents an ounce, thus affording the dealer a handsome profit. Novel tactics have been adopted in introducing "Cherry" to the notice of the consuming public in this city. Six thousand cards have been circulated among the workmen in the furniture and other factories, entitling the bearer to 5 cents worth of "Cherry" at any grocery or tobacco store in town. The dealer honors all cards thus presented and—besides helping to introduce the goods—makes a straight profit on each transaction by getting the cards redeemed at 5 cents apiece by the jobber from whom he purchased the tobacco. This plan is the most feasible one yet devised to get fine cut before the people who use it, and large results are sure to follow in the wake of such an ingenious method of advertising.

A Financial Matter.

Merchant—Ah, Mr. Trimble, can you pay that little bill of mine?

Trimble—That little bill of yours!

Merchant—Yes, sir.

Trimble—Thunder, no! I can't pay my own little bills.

## "CANDEE"

Rubber Boots  
WITH  
DOUBLE THICK BALL.

Ordinary Rubber Boots always wear out first on the ball. The CANDEE Boots are double thick on the ball, and give DOUBLE WEAR. Most economical Rubber Boot in the market. Lasts longer than any other boot and the PRICE NO HIGHER.

Call and examine the goods.

FOR SALE BY  
E. G. STUDLEY & CO., Grand Rapids.

Will remove to No. 4 Monroe Street, to the store now occupied by Houseman, Donnelly & Jones, Nov. 15th.

Will open with the largest and finest stock of Rubber Goods, Mill Supplies, Fire Department Supplies, and Sporting Goods in the State.



FRED. D. YALE & CO.

SUCCESSORS TO  
CHAS. S. YALE & BRO.,

WHOLESALE MANUFACTURERS OF

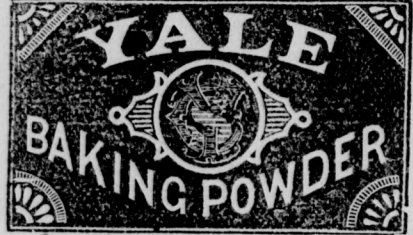
Baking Powders, Extracts, Blinings,

AND JOBBERS OF

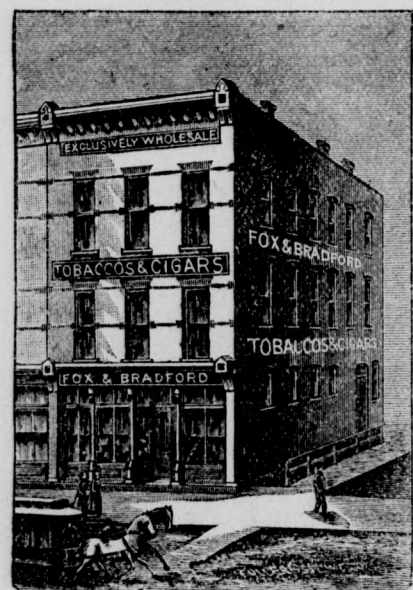
GROCERS' SUNDRIES.

All orders addressed to the new firm will receive prompt attention.

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



Smoke the "L.C.B." & "Fox" Cigar.



FOX & BRADFORD,

EXCLUSIVELY

WHOLESALE

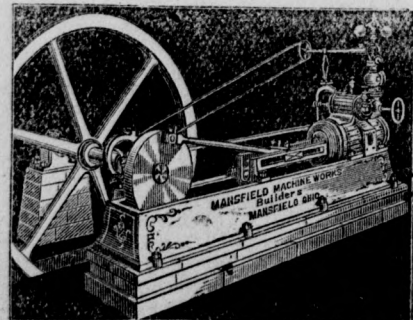
CIGARS!

76 South Division St.,

Grand Rapids, Mich.

PORTABLE AND STATIONARY  
ENGINES

From 2 to 50 Horse Power, Boilers, Saw Mills, Grist Mills, Wood Working Machinery, Shafting, Pulleys and Boxes. Contracts made for Complete Outfits.



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

## The Standard of Excellence

KINGSFORD'S

Oswego

"Pure"



"Silver"

Gloss"

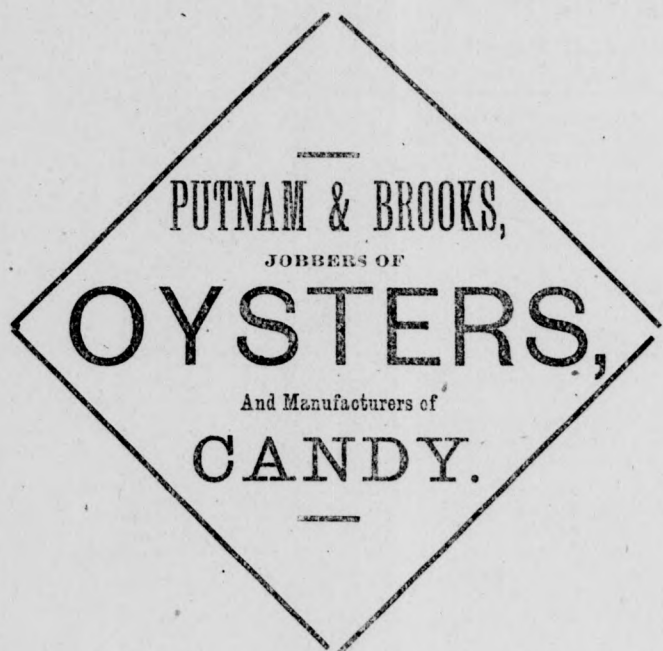
STARCH.

Kingsford's Oswego CORN STARCH for Puddings, Custards, Blanc-Mange, etc.

THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME!

ALWAYS ASK YOUR GROCER FOR THESE GOODS.



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

## POTATOES!

CAR LOTS A "SPECIALTY!"

We offer Best Facilities. Long Experience. Watchful Attention. Attend Faithfully to Cars Consigned to us. Employ Watchmen to see to Unloading. OUR MR. THOMPSON ATTENDS PERSONALLY TO SELLING. Issue SPECIAL POTATO MARKET REPORTS. KEEP OUR SHIPPERS fully posted. OUR QUOTED PRICES CAN BE DEPENDENT UPON. WE DO NOT quote irregular or anticipated prices. Consignments Solicited. Correspondence Invited from Consignors to this market. References given when requested.

WM. H. THOMPSON & CO., Commission Merchants,  
166 SOUTH WATER ST., CHICAGO, ILL.

## 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.

PURE. NEW PROCESS STARCH. SWEET.

This Starch having the light Starch and Gluten removed.

One-Third Less

Can be used than any other in the Market.

Manufactured by the

FIRMENICH MFG. CO.

Factories: Marshalltown, Iowa; Peoria, Ill.

Offices at Peoria, Ill.

FOR SALE BY

STRONG Clark, Jewell & Co. SURE.

BULKLEY, LEMON & HOOPS,

Importers and

Wholesale Grocers.

Sole Agents for

Lautz Bros. & Co.'s Celebrated Soaps.

Niagara Starch Co.'s Celebrated Starch.

"Jolly Tar" Celebrated Plug Tobacco, dark and light.

Jolly Time" Celebrated Fine Cut Tobacco.

Dwinell, Hayward & Co.'s Roasted Coffees.

Thomson & Taylor's Magnolia Coffee.

Warsaw Salt Co.'s Warsaw Salt.

"Benton" Tomatoes, Benton Harbor.

"Van Camp" Tomatoes, Indianapolis.

"Acme" Sugar Corn, Best in the World.

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 Iowa St. and 51, 53, 55, 57 and 59 Island Sts.,  
Grand Rapids, Mich.

THE BEST IN THE MARKET.



One Pound Full Weight.

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



# The Michigan Tradesman.

**Michigan Business Men's Association.**  
President, Frank Hamilton, Traverse City.  
First Vice-President, Paul J. Morgan, Monroe.  
Second Vice-President, E. J. Herrick, Grand Rapids.  
Secretary, A. S. Stowe, Grand Rapids.  
Treasurer, Julius Schuster, Kalamazoo.  
Executive Committee—President, First Vice-President, Secretary, N. B. Blain and W. E. Kelsey.  
Committee on Trade Interests—Smith Barnes, Traverse City; P. Ranney, Kalamazoo; A. W. Westgate, Cheboygan.  
Committee on Legislation—W. E. Kelsey, Ionia; J. V. Crandall, Sand Lake; J. P. Clark, Big Rapids.  
Committee on Membership—H. S. Church, Sturgis; B. F. Emery, Grand Rapids; the Secretary.

**Burr Oak Business Men's Association.**  
President, C. B. Galloway; Secretary, H. M. Lee.

**Merchant's Protective Ass'n of Big Rapids.**  
President, N. H. Beebe; Secretary, A. S. Hobart.

**So. Arm and E. Jordan Business Men's Ass'n.**  
President, A. E. Pickard; Secretary, John Leng.

**Business Men's Protective Union of Cheboygan.**  
President, A. W. Westgate; Secretary, H. G. Dozer.

**Merchant's Union of Nashville.**  
President, Herbert M. Lee; Secretary, Walter Webster.

**White Lake Business Men's Ass'n.**  
President, A. T. Lindeman, Whitehall; Secretary, W. B. Nicholson, Whitehall.

**Business Men's Protective Ass'n of Kingsley.**  
Regular meeting, Jas. Broderick; Secretary, Geo. W. Chaufy.

**Kalamazoo Retail Grocers' Association.**  
President, P. Ranney; Secretary, M. S. Scoville.

**Lyons Business Men's Ass'n.**  
President, A. K. Roof; Secretary, D. A. Reynolds.

**Retail Grocers' Ass'n of Grand Rapids.**  
President, Jas. A. Coye; Secretary, E. A. Stowe.

**Grocers' Ass'n of the City of Muskegon.**  
President, H. B. Fargo; Secretary, Wm. Peer.

**Retail Grocers' Trade Union Ass'n of Detroit.**  
President, John Blesed; Secretary, H. Kundering.

**Luther Protective Ass'n.**  
President, W. B. Foot; Secretary, Jas. M. Verity.

**Lowell Business Men's Protective Ass'n.**  
President, N. B. Blain; Secretary, Frank T. King.

**Cadillac Business Men's Ass'n.**  
President, A. W. Newark; Secretary, J. C. McAdam.

**Sturgis Business Men's Association.**  
President, Henry S. Church; Secretary, Wm. Jern.

**Traverse City Business Men's Association.**  
President, Frank Hamilton; Secretary, C. T. Lockwood.

**Ionia Business Men's Protective Ass'n.**  
President, Wm. E. Kelsey; Secretary, Fred. Cutler, Jr.

**Business Men's Protective Ass'n of Saranac.**  
President, Geo. A. Potts; Secretary, P. T. Williams.

**Elk Rapids Business Men's Protective Ass'n.**  
President, J. J. McLaughlin; Secretary, C. L. Martin.

**Ocean Business Men's Ass'n.**  
President, W. E. Thorpe; Secretary, E. S. Houghtaling.

**Manton's Business Men's Association.**  
President, P. A. Jensen; Secretary, R. Fuller.

**Hastings Business Men's Association.**  
President, L. E. Stauffer; Secretary, J. A. VanArman.

**Coopersville Business Men's Association.**  
President, E. N. Parker; Secretary, R. D. McNaughton.

**Holland Business Men's Association.**  
President, Jacob Van Putten; Secretary, A. Van Duren.

**Greenville Business Men's Association.**  
President, L. W. Sprague; Secretary, E. J. Clark.

**Ada Business Men's Association.**  
President, D. F. Watson; Secretary, Elmer Chapel.

**Ovid Business Men's Ass'n.**  
President, C. H. Hunter; Secretary, Lester Cooley.

**Grand Haven Business Men's Association.**  
President, Fred. D. Voss; Secretary, Fred A. Huty.

**St. Johns Merchants' Protective Association.**  
President, H. L. Kondrick; Secretary, C. M. Merrill.

**Wayland Business Men's Association.**  
President, E. W. Pickett; Secretary, H. J. Turner.

**Eastport Business Men's Association.**  
President, F. H. Thurston, Central Lake; Secretary, Geo. L. Thurston, Central Lake.

**Retail Dealers' Commercial Agency.**  
W. E. Cooper, Actuary, Grand Rapids.

**Tustin Business Men's Association.**  
President, G. A. Estes; Secretary, Geo. W. Bevins.

**Muir Business Men's Association.**  
President, L. Town; Secretary, Elmer Ely.

**Sparta Business Men's Association.**  
President, J. R. Harrison; Secretary, M. B. Nash.

**Dorr Business Men's Association.**  
President, L. N. Fisher; Secretary, J. S. Botsford.

**Reed City Business Men's Association.**  
President, C. J. Fleischman; Secretary, H. W. Hawkins.

**Leslie Business Men's Association.**  
President, Wm. Hutchings; Secretary, M. L. Campbell.

**Grand Rapids Butchers' Union.**  
President, John Katz; Secretary, Chas. Velte.

**Leslie Merchants Allied to Profit and Progress.**

Agreeable to invitation, the editor of THE TRADESMAN met the business men of Leslie Thanksgiving evening and explained the aims and objects of local and State organization. Wm. Hutchings acted as chairman of the meeting and M. L. Campbell served as secretary pro tem. At the conclusion of the explanation, every one present expressed himself as pleased with the system and on motion of C. M. Norton, it was resolved to proceed with the formation of an association.

On motion of A. Young, the Constitution and by-laws of the Tustin Association, with the necessary changes, were adopted. The following gentlemen then identified themselves with the Association: S. O. Russell, C. M. Norton, A. Young, Wm. Hutchings, M. L. Campbell, J. A. Handy, Theo. Purchase and Son, A. C. Calkins and Wm. Haynes.

Election of officers resulted as follows:

President—Wm. Hutchings.  
Vice-President—A. Young.  
Secretary—M. L. Campbell.  
Treasurer—S. O. Russell.

Executive Committee—President, Secretary, Treasurer, Wm. Haynes and C. M. Norton.

The election of a Business Committee was deferred until the next meeting.

The collection blanks of the Tustin Association were adopted and the Executive Committee was instructed to secure the printing of the same.

A. Young was instructed to request the editor of the local paper to publish the constitution and by-laws in his next issue.

The meeting then adjourned until December 8, at which time the membership is likely to be doubled.

**Association Notes.**  
Cadillac News: Secretary McAdam mentions the last meeting of the Business Men's Association as being full of enthusiasm.

THE TRADESMAN requests secretaries of local associations to send in full reports of all meetings, and other association news, for publication.

The Nashville Merchants' Union qualified for membership in the M. B. M. A. last week. This gives the State body an auxiliary membership of 801.

R. D. McNaughton, Secretary of the Coopersville Business Men's Association, passed through the city Thanksgiving day on his way to Middleville. He was accompanied by his family.

The Saginaw City Business Men's Association—which was formed on the sole basis of public improvements—has disbanded, acknowledging that their usefulness was gone when the Board of Trade was instituted.

Lyons Herald: One week from to-night will occur the election of officers of the Lyons Business Men's Association. It is a regular meeting, and much business will come before the meeting, including one or two communications. All members are expected to be present, as full and final reports of all regular and special committees will be rendered.

If Mancelona will arrange to organize December 14, Petoskey on December 15 and Charlevoix on December 16, President Hamilton and the editor of THE TRADESMAN will agree to be present at each place and assist in the work. If it is thought advisable to take advantage of this offer, those who are moving in the matter of organization at the places named will please notify either Mr. Hamilton or Mr. Stowe without delay.

Mancelona Herald: We think the time has arrived when the business men of Mancelona should get together and form themselves into an association. As near as we can learn, all our business men are in favor of the plan, but they keep neglecting to get to the front in the matter. We are in receipt of a letter from Traverse City, stating that Mr. Hamilton, President of the State Association, will come over and help us organize, providing we do not delay too long in the matter.

Northern Michigan business men should bear in mind the offer of President Hamilton to go anywhere within a half day's journey of Traverse City to assist in forming associations. Petoskey, Mancelona, Kalamazoo, Frankfort, Elk Rapids and other towns without the necessary means of protection should profit by Mr. Hamilton's generous offer—generous in the sense of making no charge for his time. The parties benefited ought, by right, to reimburse him for his traveling expenses.

The second Notification Sheet of the M. B. M. A. is being issued from the office of the State Secretary to-day. It is somewhat larger than its predecessor, containing the names of more delinquents and a large number of persons whose present whereabouts is unknown to their creditors. The first sheet saved the making of many bad accounts and was the means of locating a number of fleeing delinquents. If the second sheet does half as much good, it will be worth a hundred times its cost to the trade of the State.

At the last meeting of the Cadillac Business Men's Association, several members related their experience in sending out the first (member's) notification sheet. Chas. A. Smith sent out five notices and two of the parties paid. Wilcox Bros. sent out six sheets and one person paid. Wm. Kennedy & Bro. sent out three sheets and all paid. J. H. Plett sent one notice, which secured the total payment of a \$15 account. Geo. Knudson has collected \$70 worth of doubtful accounts through the Association. President Newark estimates that 25 per cent. of the amounts represented by the sheets sent out is paid in cash and that 40 per cent. is either paid or arranged for.

**The Grocery Market.**  
The unseasonable weather has caused a considerable diminution in trade during the past week, but the advent of sleighing, which is now anticipated with good reason, will undoubtedly restore it to more than usual volume. Sugars are about the same as last week. Other articles in the grocery line are about steady.

Candy—Steady in price and the demand very active.

Fruits—Florida oranges are improving in color and flavor and prices are without change. Malaga lemons will soon be all gone and prices are steady. Messinas are cheaper, but are hard and more or less green yet. Figs are abundant and prices are low and for this season of the year are in good request.

Nuts—Almonds and Brazils are still advancing. The new crop of peanuts is being put upon the market and it looks as though bottom had been reached. A firmer feeling is looked for.

Oysters—The demand is good and the stock is running unusually fine. Prices unchanged.

**Organization Being Agitated at South Haven.**

SOUTH HAVEN, Nov. 25, 1886.

DEAR SIR—The business men of our town are talking of organizing a Business Men's Association and would like you to send us blanks and what other information you will.

If we conclude to organize, what would be the expense to have you come down and get us started?

Yours truly,  
C. J. HEMPSTEAD.

From the President of the Lowell Business Men's Association.

LOWELL, Nov. 24, 1886.

Frank Hamilton, Traverse City:  
DEAR SIR—In response to your enquiries of recent date, I would say that our Business Men's Association has accomplished much in the way of collections. It has also curtailed credits to a great extent. I think our blanks can be improved upon, and we design changing our constitution nearly entire, as some of those lately adopted are very much better.

We admit business and professional men as members.

We have done considerable toward encouraging manufacturing interests and hope to do more in that line. We find that any business planted here that gives employment to fifty or 100 men means business for merchants.

It would suit me better to have our March meeting in Grand Rapids, but we might do more towards drawing in the business men of the Southern and Eastern part of the State by holding it at Lansing.

We have joined the State Association, as you are probably aware.

I read your article in THE TRADESMAN for this week with much interest. It is entirely unnecessary to cut prices as so many merchants do and I often wonder why men of ordinary intelligence will resort to it.

I shall hold myself in readiness to attend the meeting of the Executive Committee in January and hope that we may be able to map the work out so well that our March meeting will be both pleasant and profitable.

Very truly yours,  
N. B. BLAIN.

**MOSELEY BROS.**

—WHOLESALE—

**SEEDS, FRUITS, OYSTERS,**

**And Produce.**

26, 28, 30 and 32 OTTAWA ST., G'D RAPIDS.

**COUNTRY PRODUCE.**

Apples—The best winter varieties are fairly firm at \$2.00 to \$2.25 per bbl.

Beans—Country hand-picked command \$1.25 per bu. and city picked \$1.40.

Beets—45c per bu.

Butter—Michigan creamery is in good demand at 25c to 28c. Dairy is in fair demand at 18c to 20c.

Cabbages—\$4.00 to \$5.00 per 100, according to size.

Carrots—45c per bu.

Celery—Grand Haven or Kalamazoo, 20c to 25c per doz.

Cheese—October and November stock of Michigan full cream is firm at 12c to 13c.

Cider—10c per gal.

Cranberries—Choice Bell and Bugle command \$1.75 per bbl. Jerseys, \$2.50 per bu. Home grown, \$2 per bu.

Dried Apples—Evaporated, 9c to 10c per bu. quartered and sliced, 3c to 4c per bu.

Dried Peaches—Pared, 15c.

Eggs—Scarce and high. Strictly fresh are grabbed up quick at 20c and pickled and cold storage stock are in good demand at 18c.

Grapes—Catawbas command 6c; Niagaras, 5c; Malagas, \$4.00 to \$5 per keg.

Honey—Firm at 12c to 13c.

Hay—Bailed is moderately active at \$15 per ton in two and five ton lots and \$14 in car lots.

Onions—Scarce and high, good stock readily commanding \$2.50 to \$2.75 per bbl.

Potatoes—Although there is no advance in price, dealers look upon the prospects as better than a week ago. Good varieties are nominally quoted at 30c.

Pop Corn—2c to 3c per bu.

Sweet Potatoes—Baltimore, \$2.50 per bbl.; Jerseys, \$3.50 to \$4 per bbl.

Squash—Hubbard, 2c per bu.

Wheat—No change. City millers pay 73 cents for Lancaster and 70 for Pulse and Clawson.

Corn—Jobbing generally at 46c to 47c in 100 bu. lots and 2c to 3c in car lots.

Oats—White, 35c in small lots and 32c to 33c in car lots.

Rye—48c to 50c per bu.

Barley—No. 2, 27c to 28c per bu.

Milk—Screenings, \$13 per ton. Bran, \$12 per ton. Ship's, \$13 per ton. Middlings, \$15 per ton. Corn and Oats, \$18 per ton.

**HIDES, PELTS AND FURS.**

Perkins & Hess pay as follows:

HIDES.

Green—No. 7 7c; No. 8 8c; No. 9 9c; No. 10 10c; No. 11 11c; No. 12 12c; No. 13 13c; No. 14 14c; No. 15 15c; No. 16 16c; No. 17 17c; No. 18 18c; No. 19 19c; No. 20 20c; No. 21 21c; No. 22 22c; No. 23 23c; No. 24 24c; No. 25 25c; No. 26 26c; No. 27 27c; No. 28 28c; No. 29 29c; No. 30 30c; No. 31 31c; No. 32 32c; No. 33 33c; No. 34 34c; No. 35 35c; No. 36 36c; No. 37 37c; No. 38 38c; No. 39 39c; No. 40 40c; No. 41 41c; No. 42 42c; No. 43 43c; No. 44 44c; No. 45 45c; No. 46 46c; No. 47 47c; No. 48 48c; No. 49 49c; No. 50 50c; No. 51 51c; No. 52 52c; No. 53 53c; No. 54 54c; No. 55 55c; No. 56 56c; No. 57 57c; No. 58 58c; No. 59 59c; No. 60 60c; No. 61 61c; No. 62 62c; No. 63 63c; No. 64 64c; No. 65 65c; No. 66 66c; No. 67 67c; No. 68 68c; No. 69 69c; No. 70 70c; No. 71 71c; No. 72 72c; No. 73 73c; No. 74 74c; No. 75 75c; No. 76 76c; No. 77 77c; No. 78 78c; No. 79 79c; No. 80 80c; No. 81 81c; No. 82 82c; No. 83 83c; No. 84 84c; No. 85 85c; No. 86 86c; No. 87 87c; No. 88 88c; No. 89 89c; No. 90 90c; No. 91 91c; No. 92 92c; No. 93 93c; No. 94 94c; No. 95 95c; No. 96 96c; No. 97 97c; No. 98 98c; No. 99 99c; No. 100 100c.

Old wool, estimated washed 25c to 28c; unwashed 23c to 26c.

Fine washed 10c to 15c; coarse washed 20c to 25c; unwashed 15c to 20c.

FURS.

Beaver—10c to 15c; 40c to 50c; 60c to 70c; 80c to 90c; 100c to 110c; 120c to 130c; 140c to 150c; 160c to 170c; 180c to 190c; 200c to 210c; 220c to 230c; 240c to 250c; 260c to 270c; 280c to 290c; 300c to 310c; 320c to 330c; 340c to 350c; 360c to 370c; 380c to 390c; 400c to 410c; 420c to 430c; 440c to 450c; 460c to 470c; 480c to 490c; 500c to 510c; 520c to 530c; 540c to 550c; 560c to 570c; 580c to 590c; 600c to 610c; 620c to 630c; 640c to 650c; 660c to 670c; 680c to 690c; 700c to 710c; 720c to 730c; 740c to 750c; 760c to 770c; 780c to 790c; 800c to 810c; 820c to 830c; 840c to 850c; 860c to 870c; 880c to 890c; 900c to 910c; 920c to 930c; 940c to 950c; 960c to 970c; 980c to 990c; 1000c to 1010c; 1020c to 1030c; 1040c to 1050c; 1060c to 1070c; 1080c to 1090c; 1100c to 1110c; 1120c to 1130c; 1140c to 1150c; 1160c to 1170c; 1180c to 1190c; 1200c to 1210c; 1220c to 1230c; 1240c to 1250c; 1260c to 1270c; 1280c to 1290c; 1300c to 1310c; 1320c to 1330c; 1340c to 1350c; 1360c to 1370c; 1380c to 1390c; 1400c to 1410c; 1420c to 1430c; 1440c to 1450c; 1460c to 1470c; 1480c to 1490c; 1500c to 1510c; 1520c to 1530c; 1540c to 1550c; 1560c to 1570c; 1580c to 1590c; 1600c to 1610c; 1620c to 1630c; 1640c to 1650c; 1660c to 1670c; 1680c to 1690c; 1700c to 1710c; 1720c to 1730c; 1740c to 1750c; 1760c to 1770c; 1780c to 1790c; 1800c to 1810c; 1820c to 1830c; 1840c to 1850c; 1860c to 1870c; 1880c to 1890c; 1900c to 1910c; 1920c to 1930c; 1940c to 1950c; 1960c to 1970c; 1980c to 1990c; 2000c to 2010c; 2020c to 2030c; 2040c to 2050c; 2060c to 2070c; 2080c to 2090c; 2100c to 2110c; 2120c to 2130c; 2140c to 2150c; 2160c to 2170c; 2180c to 2190c; 2200c to 2210c; 2220c to 2230c; 2240c to 2250c; 2260c to 2270c; 2280c to 2290c; 2300c to 2310c; 2320c to 2330c; 2340c to 2350c; 2360c to 2370c; 2380c to 2390c; 2400c to 2410c; 2420c to 2430c; 2440c to 2450c; 2460c to 2470c; 2480c to 2490c; 2500c to 2510c; 2520c to 2530c; 2540c to 2550c; 2560c to 2570c; 2580c to 2590c; 2600c to 2610c; 2620c to 2630c; 2640c to 2650c; 2660c to 2670c; 2680c to 2690c; 2700c to 2710c; 2720c to 2730c; 2740c to 2750c; 2760c to 2770c; 2780c to 2790c; 2800c to 2810c; 2820c to 2830c; 2840c to 2850c; 2860c to 2870c; 2880c to 2890c; 2900c to 2910c; 2920c to 2930c; 2940c to 2950c; 2960c to 2970c; 2980c to 2990c; 3000c to 3010c; 3020c to 3030c; 3040c to 3050c; 3060c to 3070c; 3080c to 3090c; 3100c to 3110c; 3120c to 3130c; 3140c to 3150c; 3160c to 3170c; 3180c to 3190c; 3200c to 3210c; 3220c to 3230c; 3240c to 3250c; 3260c to 3270c; 3280c to 3290c; 3300c to 3310c; 3320c to 3330c; 3340c to 3350c; 3360c to 3370c; 3380c to 3390c; 3400c to 3410c; 3420c to 3430c; 3440c to 3450c; 3460c to 3470c; 3480c to 3490c; 3500c to 3510c; 3520c to 3530c; 3540c to 3550c; 3560c to 3570c; 3580c to 3590c; 3600c to 3610c; 3620c to 3630c; 3640c to 3650c; 3660c to 3670c; 3680c to 3690c; 3700c to 3710c; 3720c to 3730c; 3740c to 3750c; 3760c to 3770c; 3780c to 3790c; 3800c to 3810c; 3820c to 3830c; 3840c to 3850c; 3860c to 3870c; 3880c to 3890c; 3900c to 3910c; 3920c to 3930c; 3940c to 3950c; 3960c to 3970c; 3980c to 3990c; 4000c to 4010c; 4020c to 4030c; 4040c to 4050c; 4060c to 4070c; 4080c to 4090c; 4100c to 4110c; 4120c to 4130c; 4140c to 4150c; 4160c to 4170c; 4180c to 4190c; 4200c to 4210c; 4220c to 4230c; 4240c to 4250c; 4260c to 4270c; 4280c to 4290c; 4300c to 4310c; 4320c to 4330c; 4340c to 4350c; 4360c to 4370c; 4380c to 4390c; 4400c to 4410c; 4420c to 4430c; 4440c to 4450c; 4460c to 4470c; 4480c to 4490c; 4500c to 4510



# Drugs & Medicines

**State Board of Pharmacy.**  
One Year—F. H. J. VanEmster, Bay City.  
Two Years—Jacob J. Wenzel, Muskegon.  
Three Years—James V. Korman, Detroit.  
Four Years—Otmar Eberbach, Ann Arbor.  
Five Years—Geo. McDonald, Kalamazoo.  
President—Otmar Eberbach.  
Secretary—Jacob J. Wenzel.  
Treasurer—James V. Korman.  
Next Meeting—At Grand Rapids, March 1.

**Michigan State Pharmaceutical Ass'n.**  
President—Frank J. Wenzel, Grand Rapids.  
First Vice-President—Mrs. C. W. Taylor, Loomis.  
Second Vice-President—Henry Harwood, Ishpeming.  
Third Vice-President—Frank Inglis, Detroit.  
Secretary—S. E. Parkhill, Owosso.  
Treasurer—Wm. Dupont, Detroit.  
Executive Committee—Geo. W. Crocker, J. G. Johnson, Frank Wells, Geo. Gundrum and Jacob J. Wenzel.  
Local Secretary—Guy M. Harwood, Petoskey.  
Next Meeting—At Petoskey, July 15, 1914.

**Grand Rapids Pharmaceutical Society.**  
ORGANIZED OCTOBER 9, 1884.  
President—Geo. G. Stokette.  
Vice-President—H. E. Lecher.  
Secretary—Frank H. Scott.  
Treasurer—Henry B. Fairchild.  
Board of Censors—President, Vice-President and Secretary.

**Saginaw County Pharmaceutical Society.**  
President—Jay Smith.  
First Vice-President—W. H. Yarnall.  
Second Vice-President—R. Brunske.  
Secretary—D. E. Pratt.  
Treasurer—H. Melchers.  
Committee on Trade Matters—J. E. Peck, H. B. Fairchild and Wm. H. Leewen.  
Committee on Legislation—Jas. D. Lacey, Isaac Watts and A. C. Bauer.  
Regular Meetings—First Thursday evening in each month.  
Annual Meeting—First Thursday evening in November.

**Detroit Pharmaceutical Society.**  
ORGANIZED OCTOBER, 1885.  
President—A. F. Parker.  
First Vice-President—Frank Inglis.  
Second Vice-President—J. C. Mueller.  
Secretary—F. A. Schumacher.  
Treasurer—Chas. E. Humphrey.  
Board of Censors—Z. W. Waldron, C. E. Foot and C. H. Haskins.  
Annual Meeting—First Wednesday in November.  
Regular Meetings—First Wednesday in each month.

**Jackson County Pharmaceutical Ass'n.**  
President—R. F. Latimer.  
Vice-President—C. D. Colwell.  
Secretary—F. A. Schumacher.  
Treasurer—Chas. E. Humphrey.  
Board of Censors—Z. W. Waldron, C. E. Foot and C. H. Haskins.  
Annual Meeting—First Wednesday in November.  
Regular Meetings—First Wednesday in each month.

**Muskegon Drug Clerks' Association.**  
President—L. C. Terry.  
Vice-President—D. A. Schumacher.  
Secretary and Treasurer—L. C. Glover.  
Regular Meetings—Second and fourth Wednesday of each month.  
Next Meeting—Wednesday evening, Dec. 8.

**Oceana County Pharmaceutical Society.**  
President—F. W. Fisher.  
Vice-President—W. W. Wickie.  
Secretary—Frank Cady.  
Treasurer—E. A. Wright.

**The Drug Trade of the Present and Future.\***

Trade in general, all over the country, yea, all over the world, is in an unsatisfactory condition. It seems there are more goods produced than can be consumed, and there are more hands to produce them than can find employment. When we enquire into the causes for this state of affairs, it is primarily necessary not to forget that we are living in the nineteenth century, renowned for its discoveries and achievements in science and mechanics. What a hundred years ago was looked upon as impossible is, at the present time, a matter of course. Steam, electricity, and their application to labor-saving machinery, it seems, have made many hands that use to work, superfluous.

The last twenty-five years have seen the industries of this country increase enormously, and this has stimulated business of all kinds. Cities grew in influence and wealth, and a steady inflow of seekers after wealth, from the country into cities, took place. As long as the industries and business of the country were in a flourishing condition, all this inflow was absorbed and no uncomfortable crowding was experienced. But as in everything, so in human affairs. Times change continually, and affluent and good times are followed by penurious, close, or bad times. When these overtake large populations, dependent on wages paid them from week to week, in manufacturing working but half-time or with half-force, distress and dissatisfaction become the order of the day. Our country has been laboring under the effects of hard times for several years. But it seems all countries are more or less affected in a similar manner. When large business failures occur, when calamities national in character befall a people, creating a sense of apprehension and doubt, then, as a rule, capital hides and industry and business languish. The result of this is, people lose employment and the capacity for consumption of commodities and even necessities of life is curtailed to a large extent. Dissatisfaction and often distress are the results. Dissatisfaction has become almost chronic, of late. To wit: Kings, emperors, etc., are dissatisfied because their subjects are not as obedient as of old; and subjects are dissatisfied because kings, emperors, etc., are not obedient to them. Presidents are dissatisfied with parties, and parties are dissatisfied with presidents. Divines are dissatisfied because their congregations do not want to travel the old, well-known, but difficult road to heaven, and congregations are dissatisfied because their divines will or can not show it. Lawyers are dissatisfied because they can not make enough laws, and clients because there are too many. Doctors are dissatisfied because patients are few and pay small, while patients often say, doctor calls too many and bill too large. Druggists are dissatisfied because customers demand cut prices and customers are dissatisfied because prices are not cut. Drug clerks are dissatisfied because their hours are long and pay is short, and their principals are dissatisfied because they often find themselves short in every direction.

What an immense amount of dissatisfaction! Wherever you look you meet it; it crops out in every direction. Everybody

\* Address delivered by C. H. Chas. Kile, before Alumni Association of the St. Louis College of Pharmacy.

seems surcharged with it. One need not be surprised to see any one profession or branch of industry especially dissatisfied, when all callings are more or less affected.

To say that druggists are dissatisfied with trade matters in general, and the patent and proprietary medicine nuisance and humbug in particular, is putting it mildly. The selling of patent medicines at and below cost, the compounding of their own prescriptions by doctors; starting six drug stores in neighborhoods where one would be sufficient, makes the fight for existence fierce. Competition forces prices down, and the business has to be conducted on a very small margin, if not with actual loss. All kinds of devices and some questionable ones are resorted to, to attract customers. A time of low prices, cheap and often worthless goods, and small profits, is upon us.

The druggists of this city very earnestly tried to stem the tide of low prices, by organizing an association for the maintenance of legitimate prices, and succeeded very well for a time. But the association went to pieces, and we are at present navigating the broad and open sea of low and cut prices, with no haven of refuge in view.

Competition is so keen, and prices are so low, that many druggists can not afford to keep help. Consequently, many proprietors are forced to attend to their business alone; possibly with the aid of a boy, who does the dirty work and runs errands. If the attempt is made to keep a clerk, he is either underpaid if competent, or an ignoramus is employed, who ought to be doing something else.

The lot of the average apothecary's assistant is not an enviable one. Besides the primary necessity expected from him, of being a thorough apothecary, there are frequently many other accomplishments, if they may be termed such, expected from him. For instance, it is expected that he be an expert washer and cleaner. He must be able to wash a one dram vial, a large plate glass or other window, or the floor of the establishment, with equal facility, and compound prescriptions at the same time if necessary. He must understand the art of mixing drinks, in establishments where soda and mineral waters are sold; especially must he understand when winks go in, and must be an expert in placing sticks and telegraph poles. In many establishments it will be required that he understand all about painting and glazing. In some he is required to know a good deal about pottery, china ware, and doll babies. In some he will be expected to show ability as a musician and locksmith. The intricacies of insurance and photography have to be tackled by some. I have met some that were able, besides compounding prescriptions, not only to eat schweizer-kase, wiener-wurst, and sauer-kraut, but also sold it over the counter as a regular branch of the business.

There is this much to be said in favor of this new branch of the apothecary business, that whenever the clerk gets weak from overwork, long hours, and short meals, if he has a vigorous, healthy stomach, he has the wherewith to restore himself and increase vitality. In some places clerks are required to sell books and newspapers, and are often expected to know the contents, be they good, bad, or indifferent. Just as the public has a kind of belief that if there is an article you can not find anywhere, if you ask for it in a drug store, you will get it, just the same it is about inquiries. Questions that, apparently, nobody can answer, are asked the druggist, and a correct answer expected. He is considered a walking encyclopedia, as it were, and is continually put to use. Of late, telegraph and telephone stations have been established in drug stores. I see the time coming, when the poor drug clerk will receive a hellow-gram with one ear, with the other he is listening to an inquirer, and his fingers are busy sending an answer to a telegram just received, which asks whether arsenic is a good remedy for a mother-in-law who has the measles. It seems to me all these multifarious requirements are enough to try a Job-like patience.

I would here relate some of my own experience as a drug clerk. Many years ago I clerked in a store, which did a good business, a great deal better than most stores are apt to do at the present day. The proprietor, apprentice, and myself were, even in what were considered dull times, kept busy from morning till night. It happened one year, that when the extra busy season commenced, which lasted fully three months, the principal got seriously sick and became bedridden. In ordinary times we put up from thirty to fifty prescriptions a day. In this time, myself, with assistance of the apprentice, who had been at the business about six months, put up from sixty to 100 prescriptions daily. These prescriptions were not of the kind often prescribed at the present time, which call for ready-made pills, elixirs, or other patent or quasi patent pharmaceuticals, which can be dispensed in a few seconds. The physician who prescribed the majority of those prescriptions didn't believe in ready-made pills or patent pharmaceuticals. He wouldn't allow one to make any of his pills in advance, and he would take special care to prescribe in such a manner that it couldn't very well be done. They must be made when the prescription is presented, fresh and soft, so as not to remain too long in the stomach or intestines undissolved. I remember of often having from twelve to sixteen parties waiting for prescriptions at the same time. Besides, there was a very lively counter business which required attention. No ready-made pills of any kind were kept. Syrups, med-

icated waters, tinctures, calves, serates, plasters, and other pharmaceutical preparations, except solid and fluid extracts, were never bought, but made in quantities as found necessary. Night calls were very frequent. This spell of extra business activity lasted near unto four months. The work done was sufficient for three clerks and an apprentice. It certainly tasked my ability and endurance to the utmost. At first I felt much fatigued, but after a couple of weeks I became used to the racket. I didn't take time to undress at night, hardly had time to change my washing. Hardly ever got time to sit down, except to meals, which had to be eaten in an immense hurry. I sometimes commenced to eat supper at six o'clock and finished at half-past nine. It happened once or twice a week that I could sit down and rest, after nine o'clock in the evening, which was always much enjoyed. The balance of the time, it was found necessary to work until eleven or half-past eleven o'clock, nightly. All this immense work did not create dissatisfaction in my mind. I enjoyed it if anything. Although not receiving pay commensurate with the work performed, I gave this matter no thought.

I don't relate this experience as anything extraordinary. Other clerks may have been and may be in similar positions and act the same. I only wish to draw attention to the fact that much depends on how one looks at the position one is placed in, and that dollars and cents is not always the standard. If one is satisfied in a difficult and laborious position, nobody has the right to find fault. Such an one may even be congratulated for being contented. I must say, however, that in after years I have sometimes thought I ought to have—gone on a strike.

If abuses and grievances are long continued, in any calling, and the candid representations and protestations of those affected bring no relief, united effort of the sufferers to effect relief is advisable and commendable.

But, in the generally depressed state of business affairs, it is questionable whether coercive measures to raise the wages of drug clerks, for instance, would prove successful. As long as the drug business is overcrowded, the drug clerk will feel more or less of the effects in the positions they yet hold. This, however, need not prevent them from organizing associations. Carpenters, stonemasons, cigarmakers, telegraph operators, locomotive engineers, brakemen, all have their unions, brotherhoods, or associations. Lawyers have bar associations, ministers congregate in synods, merchants have their exchanges, and railroads form pools; druggists have city, state and national associations. Why should not drug clerks follow the general tendency of the times and organize associations? In unity there is strength; this holds good with drug clerks, as well as the balance of humanity. A representative association of drug clerks in St. Louis, I believe, would fill a long-felt want. Some twenty-odd years ago, a certain young druggist of this city, thinking the time had come to organize a drug clerks' association, went to work, rented a room and issued a call for a meeting. Four clerks, myself one, responded. The organizer briefly stated the object of the meeting, and wound up with a minute statement of expenses incurred, and seemed very anxious to get them paid. He so dwelt long and earnestly on the subject that the main object was apparently lost sight of. However, officers were elected, and everybody got an office. I was elected corresponding secretary, but never had occasion to do any work. That meeting was the first and last held, and I remember well how disgusted I left. My impression is, that if that organizer hadn't been so anxious about the money he had expended, and about which he most talked to death, a drug clerks' association would have been organized then and there which might be in existence this day. A few determined and able men can do a great deal as organizers. If the drug clerks of St. Louis see their way clear to organize an association, I wish them god-speed.

[To be continued.]

**The Drug Market.**  
Cloves have advanced and the oil has advanced in sympathy. Cubebs are very firm at the advance. Gum opium has advanced 10 cents a pound, and higher prices are in prospect. Canary seed, glycerine, balsam fir and gum arabic are all firm and tending higher.

Lucien S. Coman, the pioneer druggist of Bay City, is at the point of death from Bright's disease.

## Michigan Drug Exchange.

Mills & Goodman, Props.

357 South Union St., Grand Rapids, Mich.

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

**FOR SALE**—Stock of about \$800 in small town in western Indiana. Will also sell building and lot on very reasonable terms.

**FOR SALE**—Stock of about \$1,000 in town of 800 inhabitants in Northern Ohio. Doing good paying business. Terms very reasonable.

**FOR SALE**—Stock of about \$1,800 in town of 12,000 inhabitants in the State of Ohio. Only four other drug stores in the place.

**FOR SALE**—Stock of about \$700 well located on railroad in western part of the State. Has general stock of about \$5,000 which will sell if desired, or will sell drugs separate.

**FOR SALE**—Stock of drugs and few groceries in town of 1,000 inhabitants in Eastern part of State. Stock will invoice about \$1,800. Good location. Will exchange for good real estate, or give liberal discount for cash.

**FOR SALE**—Stock of about \$4,000 in town of about 4,000 inhabitants in south-eastern part of State. Will sell either at inventory or estimate.

**Also**—Many other stocks, the particulars of which we will furnish on application.

**TO DRUGGISTS**—Wishing to secure clerks we will furnish the address and full particulars of those on our list free.

**Michigan Drug Exchange,**  
357 South Union St., Grand Rapids.

## WHOLESALE PRICE CURRENT.

Advanced—Oil cloves, cloves, opium.

ACIDUM.		
Aceticum	8 1/2	10
Benzolium, German	8 1/2	10
Carbonium	3 1/2	5
Citricum	7 1/2	10
Hydrochlor	3 1/2	5
Hydrocyanic	1 1/2	2
Oxalicum	1 1/2	2
Salicylicum	1 1/2	2
Tannicum	1 1/2	2
Tartaricum	5 1/2	10
AMMONIA.		
Aqua, 16 deg.	3 1/2	5
" 18 deg.	4 1/2	6
Carbonas	1 1/2	14
Chloridum	1 1/2	14
BACCAR.		
Cubebae (po. 135.	1 3/4	1 1/2
Juniperus	6 1/2	7
Xanthoxylum	2 1/2	3
BALSAMUM.		
Copaiba	4 1/2	50
Peru	4 1/2	50
Terabin, Canada	3 1/2	49
Tolutan	4 1/2	50
CORTEX.		
Abies, Canadian		18
Cassia		11
Cinchona Flava		18
Eoanymus atropurp.		30
Myrica Cerifera, po.		20
Prunus Virgin.		12
Sassafras, grd.		12
Sassafras, po.		12
Ulmus		12
Ulmus Po (Ground 12).		10
EXTRACTUM.		
Glycerhiza Glabra	2 1/2	3
" po.	24 1/2	25
Haematox, 15 lb boxes.	8 1/2	9
" 18		12
" 16		12
" 18		15
FERRUM.		
Carbonate Precip.		15
Citrate and Quinia	2 1/2	50
Sulphate Soluble		10
Ferrocyanidum Sol.		10
Sulphate Chloride		15
Sulphate, com'l., (bbi. 75)	15 1/2	2
" pure		7
GUMMI.		
Acacia, 1st picked	21 1/2	0
" 2nd		90
" 3rd		90
" Sifted sorts		65
Algae, Barb, (po. 60)	5 1/2	60
" Cape, (po. 20)		12
" Socotrine, (po. 60)		12
Ammonia		50
Assafoetida, (po. 25)		15
Benzolium	5 1/2	55
Benzolium, (po. 25)	2 1/2	27
Catechu, 15, (5/8, 1 1/2, 2 1/2, 3 1/2, 4 1/2, 5 1/2, 6 1/2, 7 1/2, 8 1/2, 9 1/2, 10 1/2, 11 1/2, 12 1/2, 13 1/2, 14 1/2, 15 1/2, 16 1/2, 17 1/2, 18 1/2, 19 1/2, 20 1/2, 21 1/2, 22 1/2, 23 1/2, 24 1/2, 25 1/2, 26 1/2, 27 1/2, 28 1/2, 29 1/2, 30 1/2, 31 1/2, 32 1/2, 33 1/2, 34 1/2, 35 1/2, 36 1/2, 37 1/2, 38 1/2, 39 1/2, 40 1/2, 41 1/2, 42 1/2, 43 1/2, 44 1/2, 45 1/2, 46 1/2, 47 1/2, 48 1/2, 49 1/2, 50 1/2, 51 1/2, 52 1/2, 53 1/2, 54 1/2, 55 1/2, 56 1/2, 57 1/2, 58 1/2, 59 1/2, 60 1/2, 61 1/2, 62 1/2, 63 1/2, 64 1/2, 65 1/2, 66 1/2, 67 1/2, 68 1/2, 69 1/2, 70 1/2, 71 1/2, 72 1/2, 73 1/2, 74 1/2, 75 1/2, 76 1/2, 77 1/2, 78 1/2, 79 1/2, 80 1/2, 81 1/2, 82 1/2, 83 1/2, 84 1/2, 85 1/2, 86 1/2, 87 1/2, 88 1/2, 89 1/2, 90 1/2, 91 1/2, 92 1/2, 93 1/2, 94 1/2, 95 1/2, 96 1/2, 97 1/2, 98 1/2, 99 1/2, 100 1/2		

Antimon. po.	4 1/2	5
Antimon. et Potass Tart.	5 1/2	6
Argent Nitras, 5	6 1/2	7
Arsenicum	5 1/2	6
Balm Gilead Bul.	3 1/2	4
Bismuth S. N.	2 1/2	3
Calcium Chlor. 1s, (1/2, 1 1/2, 2 1/2, 3 1/2, 4 1/2, 5 1/2, 6 1/2, 7 1/2, 8 1/2, 9 1/2, 10 1/2, 11 1/2, 12 1/2, 13 1/2, 14 1/2, 15 1/2, 16 1/2, 17 1/2, 18 1/2, 19 1/2, 20 1/2, 21 1/2, 22 1/2, 23 1/2, 24 1/2, 25 1/2, 26 1/2, 27 1/2, 28 1/2, 29 1/2, 30 1/2, 31 1/2, 32 1/2, 33 1/2, 34 1/2, 35 1/2, 36 1/2, 37 1/2, 38 1/2, 39 1/2, 40 1/2, 41 1/2, 42 1/2, 43 1/2, 44 1/2, 45 1/2, 46 1/2, 47 1/2, 48 1/2, 49 1/2, 50 1/2, 51 1/2, 52 1/2, 53 1/2, 54 1/2, 55 1/2, 56 1/2, 57 1/2, 58 1/2, 59 1/2, 60 1/2, 61 1/2, 62 1/2, 63 1/2, 64 1/2, 65 1/2, 66 1/2, 67 1/2, 68 1/2, 69 1/2, 70 1/2, 71 1/2, 72 1/2, 73 1/2, 74 1/2, 75 1/2, 76 1/2, 77 1/2, 78 1/2, 79 1/2, 80 1/2, 81 1/2, 82 1/2, 83 1/2, 84 1/2, 85 1/2, 86 1/2, 87 1/2, 88 1/2, 89 1/2, 90 1/2, 91 1/2, 92 1/2, 93 1/2, 94 1/2, 95 1/2, 96 1/2, 97 1/2, 98 1/2, 99 1/2, 100 1/2		

# HAZELTINE & PERKINS DRUG CO., WHOLESALE Druggists!

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

IMPORTERS AND JOBBERS OF

Drugs, Medicines, Chemicals, Paints, Oils, Varnishes, and Druggists' Sundries.

MANUFACTURERS OF

Elegant Pharmaceutical Preparations, Fluid Extracts and Elixirs

GENERAL WHOLESALE AGENTS FOR

Wolf, Patton & Co. and John L. Whiting, Manufacturers of Fine Paint and Varnish Brushes.

THE CELEBRATED

Pioneer Prepared Paints.

ALSO FOR THE

Grand Rapids Brush Co., Manufacturers of Hair, Shoe and Horse Brushes.

WE ARE SOLE OWNERS OF

Weatherly's Michigan Catarrh Cure

Which is positively the best Remedy of the kind on the market.

We desire particular attention of those about purchasing outfits for new stores to the fact of our UNSURPASSED FACILITIES for meeting the wants of this class of buyers WITHOUT DELAY and in the most approved and acceptable manner known to the drug trade. Our special efforts in this direction have received from hundreds or our customers the most satisfying recommendations.

## Wine and Liquor Department

We give our special and personal attention to the selection of choice goods for the DRUG TRADE ONLY, and trust we merit the high praise accorded to us for so satisfactorily supplying the wants of our customers with PURE GOODS in this department. We CONTROL and are the ONLY AUTHORIZED AGENTS for the sale of the celebrated

## WITHERS DADE & CO. S

Henderson Co., Ky.,

Sour Mash and Old-Fashioned Hand-Made, Copper-Distilled

## WHISKYS.

We not only offer these goods to be excelled by NO OTHER KNOWN BRAND in the market, but superior in all respects to most that are exposed to sale. We GUARANTEE perfect and complete satisfaction and where this brand of goods has been once introduced the future trade has been assured.

We are also owners of the

## Druggists' Favorite Rye,

Which continues to have so many favorites among druggists who have sold these goods for a very long time. Buy our

## Gins, Brandies & Fine Wines.

We call your attention to the adjoining list of market quotations which we aim to make as complete and perfect as possible. For special quantities and quotations on such articles as do not appear on the list, such as

## Patent Medicines,

Etc., we invite your correspondence. Mail orders always receive our special and personal attention.

# Hazeltine & Perkins Drug Co.

## CINSENC ROOT.

We pay the highest price for it. Address

Peck Bros., Druggists, Grand Rapids, Mich.

## CUSHMAN'S MENTHOL INHALER



## NEURALGIA

Quickly relieved by Cushman's Menthol Inhaler when all others fail. How is this possible? Because by inhalation the very volatile remedy is carried directly to the delicate net work of nerves in the nose and head, and applied directly to the nerves, and so rapidly assimilated that quick relief is obtained. It will last six months to one year, and the last grain is as potent as the first inhalation. You will find it sells rapidly. Retail price, 50c.



## The Michigan Tradesman.

### THE GOVERNMENT OF CITIES.

The recent declaration of Senator Logan, to the effect that there is a necessity for reform in Chicago and in other cities is an indication that the importance of municipal reform is on the point of attracting the attention of national politicians of both parties. Let them not attempt to make local reform movements mere appendages to their schemes regarding politics. Thus far the invariable rule has been that local reform has gained almost nothing from politicians of national consequence.

Happily, the people do not depend upon the politicians for all ideas or for all deeds. In spite of the politicians, or at least independently of them, there is a strong movement towards governing great cities on business principles and not in the interest of any political party.

For example, in the recent campaign for the Mayoralty of New York, national politics played a comparatively unimportant part, and public and private discussion turned chiefly upon the relative merits of Hewitt, George, and Roosevelt, not as national statesmen but as heads of a great municipal corporation. Something of the same sort occurred when Mr. Grace was the candidate for Mayor. Indeed, New York has long been awakening to the fact that national politics must be removed as far as possible from local affairs.

While New York and other large cities have been slowly and blunderingly moving toward the conception that a city is a great corporation which should be managed upon purely business principles, it appears that Nashville has thoroughly grasped the idea and has executed it with success. A correspondent thus notes the change which has been brought about in that city by the introduction of business methods:

The first city in America to apply the principle that a Mayor of a city should be a business man, or that the government of a city should be a business government purely, was Nashville. The citizens of that city set about to eliminate politics, as a working and controlling factor, from their municipal government. They succeeded, and Nashville to-day is the best regulated city in the United States.

There are no wards or ward politicians in Nashville. In a general election a Council is chosen, and the duty of the Council is to select three men to have control of all the affairs of the city. These men are chosen without regard to politics. They are well paid, and allowed to have no other business.

The consequences to Nashville of this business arrangement have been wonderful. Taxes have been reduced to a minimum, while at the same time miles of pavements have been laid, new streets opened, bridges built and public improvements of all kinds inaugurated and pushed. The three men who conduct the affairs of Nashville are well paid for their services. They have every human inducement to devote themselves to the interests of the city. There is no Council and no Board of Aldermen to buy up. The eyes of all Nashville are upon these three men.

There political favoritism and theory are subordinated to practical business principle, and the result is most satisfactory and salutary.

Although the details of the Nashville system would probably not meet the requirements of large cities like New York and Chicago, they would be applicable in cities like Detroit and Grand Rapids, and the example set by Nashville is certainly very interesting and instructive as showing in what direction successful reform is found to lie. It seems that in Nashville, as elsewhere, it is found that the first step should be to exclude national politics, and the next step should be to place power in a few hands as possible.

Gen. Sheridan's report as to the doings of our little army must furnish queer reading to officials similarly placed in Europe, where nations watch each other, armed to the teeth. A nation of something between fifty and fifty-five million people has an army of 26,048 officers and men. The only use we have had for this force has been the suppression of Indian hostilities, and of anti-Chinese riots on the Pacific Coast. The general commanding explains the removal of Gen. Crook and the appointment of Gen. Miles to the command in the Southwest, by his own resolve to abandon some methods of warfare upon the Indians, to which Gen. Crook was wedded. He praises Gen. Miles for the vigor of his operations which led to the capture of Geronimo, and thinks that the circumstances of the surrender forbid the trial and punishment of the Apache chiefs by the civil courts, as was suggested by the President. Like everyone who has studied the Indian problem, Gen. Sheridan is very strongly in favor of putting an end to common ownership of land by the Indian tribes. He would give to each Indian a reasonable amount of land in severalty, and would sell the rest and hold the proceeds in trust for the Indians. This is important, as it shows that from the soldier's point of view tribal ownership is an element of unrest which we should get rid of.

The suit brought in the United States Circuit Court of Southern Ohio in behalf of the country against the Bell Telephone Company, to set aside its patents as fraudulent, has been dismissed for want of jurisdiction. The defendants showed their want of confidence in the substantial justice of their case by fighting every technical point open to them. On one of these they succeeded. They showed they were not doing business in the district over which the court has jurisdiction, as they had disposed of their patent right for a royalty in that district. On this ground alone the court dismissed the suit. The organs of this monopoly profess to be greatly delighted with this result, and confident that the Department of Justice will not reopen the case in the Circuit Court of Eastern Massachusetts, where the Bell Company has its headquarters. We see no gain for them, but rather a confession of their weakness in the whole transaction, and it is announced that the Attorney General and the counsel specially employed in the case will press the question to a decision.

## F. J. LAMB & CO.

STATE AGENTS FOR

D. D. Mallory & Co.'s

## DIAMOND BRAND OYSTERS

Also Fruits and Country Produce.

## P. STEKETEE & SONS,

JOBBER IN

## DRY GOODS,

AND NOTIONS,

88 Monroe St..

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

GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers  
American and Stark A Bags

A Specialty.

## O. W. BLAIN & CO., Produce Commission Merchants,

DEALERS IN

Foreign and Domestic Fruits, Southern Vegetables, Etc.

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

## 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.

## Potatoes, Onions, Apples, Ruta Bagas

In Car Lots.

Shippers looking for a better market than near-by markets afford will do well to write or wire us for prices before consigning elsewhere. All goods sold on arrival and remitted for. Commissions, 5 per cent.

C. J. BECKER & CO., 1002 N. Third St., ST. LOUIS, MO.

Order a sample case of

## HONEY BEE COFFEE.

## PRINCESS BAKING POWDER,

Equal to the Best in the market.

J. H. Thompson & Co., Wholesale Grocers,  
59 Jefferson ave., Detroit, Mich.

## OBERNE, HOSICK & CO.,

Manufacturers of FINE LAUNDRY and TOILET SOAPS,  
120 Michigan St., Chicago, Ill.

We make the following brands:

HARD WATER, Linen, German Family, Sweet 16, White Satin, Country Talk, Mermad, it will float, Silver Brick, Daisy, White Prussian, Glycerine Family, Napkin, Royal.

Our HARD WATER Soap can be used in either hard or soft water, and will go one quarter farther than any other Soap made. (Trade mark, girl at pump.) We are getting orders for it now from all parts of the country. Send for a sample order. We pay all railroad and boat freights. Our goods are not in Michigan Jobbing houses.

A. HUFFORD, General Agent, Box 14, GRAND RAPIDS, MICH.

Write me for Prices.

## FULLER & STOWE COMPANY,

Designers

## Engravers and Printers

Engravings and Electrotype of Buildings, Machinery, Patented Articles, Portraits, Autographs, Etc., on Short Notice.

Cards, Letter, Note and Bill Heads and other Office Stationery a Leading Feature.

Address as above

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

### Roofing Felt.

We shall be out with an ad next week for two and three ply roofing felt. Exactly the thing that the Centennial buildings were roofed with.

Anybody can put it on and it makes the best roof in the world. Can furnish samples next week.

CURTISS, DUNTON & Co.

While pushing new sales, the retailer should not forget to push just as earnestly collections for old ones.

### Dry Goods.

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

#### WIDE BROWN COTTONS.

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

#### CHEEKS.

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

#### OSNABURGS.

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

#### BLEACHED COTTONS.

Avondale, 36, 9	Gilded Age, 02, 10
Art cambrics, 36, 9	Greene, G. 4-4, 02, 10
Androscoogin, 4-4, 7	Hill, 4-4, 02, 10
Androscoogin, 5-4, 12	Longdale, 4-4, 7
Ballou, 4-4, 7	Hope, 4-4, 02, 10
Ballou, 5-4, 12	King Phillip cambric, 4-4, 7
Boott, 4-4, 7	Lonsdale, 4-4, 7
Boott, E. 5-4, 12	Lonsdale, 4-4, 7
Boott, AGC, 4-4, 7	Lonsdale cambric, 10-4, 19
Boott, L. 3-4, 5	Langdon, G. B, 4-4, 7
Blackstone, AA 4-4, 02, 10	Langdon, 4-4, 7
Chapman, X, 4-4, 5	Masonville, 4-4, 7
Conway, 4-4, 7	New York Mill, 4-4, 10
Cabot, 4-4, 7	New Jersey, 4-4, 7
Cabot, 7-8, 13	Pocahontas, 4-4, 7
Canoe, 3-4, 5	Pocahontas, 7-8, 13
Domestic, 36, 9	Pride of the West, 10-4, 19
Dwight Anchor, 4-4, 7	Pocahontas, 4-4, 7
Dwight, 4-4, 7	Shirleyville, 7-8, 13
Fruit of Loom, 4-4, 7	Woodbury, 4-4, 7
Fruit of Loom, 7-8, 13	Whitinsville, 4-4, 7
Fruit of the Loom, 4-4, 7	Whitinsville, 7-8, 13
Gold Medal, 4-4, 7	Williamsville, 36, 9
Gold Medal, 7-8, 13	

#### SILKES.

Crown, 10, 10	Masonville S., 11
No. 10, 10	Lonsdale, 11
Coin, 10, 10	Lonsdale A., 11
Anchor, 10, 10	Victory O., 5
Blackburn, 10, 10	Victory J., 5
Davol, 10, 10	Victory K., 5
London, 10, 10	Phoenix A., 10
Paeonia, 10, 10	Phoenix B., 10
Red Cross, 10, 10	Phoenix XX, 5
Masonville TS, 10, 10	

#### PRINTS.

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

#### FINE BROWN COTTONS.

Appleton A, 4-4, 7	Indian Orchard, 40, 7
Boott M, 4-4, 7	Indian Orchard, 36, 6
Boston, 7-4, 13	Lancaster B, 7-4, 13
Continental C, 4-4, 7	Lyman B, 40-in, 9
Continental D, 40-in, 7	Mass. BB, 4-4, 7
Conestoga A, 4-4, 7	Mass. BB, 40-in, 7
Conestoga D, 7-8, 13	Nashua R, 4-4, 7
Conestoga G, 30-in, 5	Nashua O, 7-8, 13
Dwight X, 3-4, 5	Newmarket N, 5
Dwight Y, 7-8, 13	Pepperell E, 40-in, 6
Dwight Z, 4-4, 7	Pepperell R, 4-4, 7
Dwight Star, 4-4, 7	Pepperell O, 7-8, 13
Dwight Star, 40-in, 7	Pepperell N, 3-4, 5
Enterprise BB, 36, 4	Pocahontas C, 4-4, 7
Great Falls B, 4-4, 7	Saranac R, 02, 10
Farmers' A, 4-4, 7	Saranac E, 02, 10

#### DOMESTIC COTTONS.

Amoskeag, Persian 9	Johnson Manfg Co, 12
Amoskeag, styles, 9	Johnson Manfg Co, 12
Bates, 6	dress styles, 10
Berkshire, 6	Slaterville, dress, 6
Glasgow, fancy, 6	styles, 6
Glasgow, royal, 6	White Mfg Co, stap 6
Gloucester, new	White Mfg Co, fine 7
standard, 7	White Mfg Co, 7
Plunket, 7	Earlston, 7
Lancaster, 7	Gordon, 7
Langdown, 7	Greylock, dress, 10
Rentrow, dress, 9	styles, 10

#### WIDE BLEACHED COTTONS.

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

#### HEAVY BROWN COTTONS.

Atlantic A, 4-4, 7	Lawrence XX, 4-4, 7
Atlantic B, 4-4, 7	Lawrence XXX, 40, 7
Atlantic D, 4-4, 7	Lawrence LL, 4-4, 7
Atlantic P, 4-4, 7	Newmarket N, 5
Atlantic LL, 4-4, 7	Mystic River, 4-4, 7
Adriatic, 36, 9	Pequot A, 4-4, 7
Augusta, 4-4, 7	Piedmont, 36, 9
Boott M, 4-4, 7	Stark AA, 4-4, 7
Boott FF, 4-4, 7	Tremont CC, 4-4, 7
Granville, 4-4, 7	Utica, 4-4, 7
Indian Head, 4-4, 7	Wachusett, 4-4, 7
Indiana Head 45-in, 11	Wachusett, 30-in, 5

#### TULLES.

Amoskeag, ACA, 17	Falls, XXX, 15
Amoskeag, 4-4, 12	Falls, BB, 11
Amoskeag, A, 11	Falls, BB, 30, 19
Amoskeag, B, 11	Falls, awning, 19
Amoskeag, C, 10	Hamilton, BT, 32, 9
Amoskeag, D, 10	Hamilton, D, 9
Amoskeag, E, 9	Hamilton, H, 9
Amoskeag, F, 9	Hamilton fancy, 8
Premium A, 4-4, 17	Methuen AA, 11
Premium B, 10	Methuen ASA, 10
Extra 7-8, 13	Omaha A, 7-8, 13
CCA 7-8, 13	Omaha ACA, 7-8, 13
CT 4-4, 7	Omaha ACA, 4-4, 15
CT 7-8, 13	Omaha SE, 7-8, 13
BF 7-8, 13	Omaha SE, 4-4, 7
AF 4-4, 7	Omaha M, 7-8, 13
Cordis AAA, 32, 14	Omaha M, 4-4, 25
Cordis ACA, 32, 15	Shetucket S & SW, 12
Cordis No. 2, 14	Shetucket, SFS, 12
Cordis No. 3, 13	Stockbridge A, 7
Cordis No. 4, 11	Stockbridge fancy, 7
Falls, XXX, 15	

#### SOFT CAMBRICS.

Washington, 4	Royal Globe, 4
S. S. & Sons, 4	Crown, 4
American A, 14	Amoskeag, 14
Stark A, 30	

#### DEMONS.

Boston, 02, 10	Otis CC, 02, 10
Everett blue, 12	Warren AXA, 11
Everett brown, 12	Warren BB, 10
Otis AXA, 11	Warren CC, 10
Otis BB, 10	York, blue, 12

#### PAPER CAMBRICS.

Manville, 4	S. S. & Sons, 4
Masonville, 5	Garner, 4
Red Cross, 6	Thistle Mills, 6
Berlin, 6	Rose, 6
Garner, 7	

#### SPOL COTTON.

Brooks, 50	Eagle and Phoenix
Clark's O. N. T., 55	Mills ball sewing, 30
J. & P. Coats, 55	Green & Daniels, 25
Williamson & Co., 55	Stafford, 25
Williamson & Co., 55	Hall & Manning, 28
Charleston ball sew	Holyoke, 25
ing thread, 30	Merrick, 25

#### CORSET TEAS.

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

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Manufacturers of the Celebrated

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Leading 10c Cigar; and

YUM YUM,

The best 5c Cigar in the Market.

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