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Cushman's



MENTHOL INHALER

In the treatment of Catarrh, Headache, Neuralgia, Hay Fever, Asthma, Bronchitis, Sore Throat and Severe Colds, stands without an equal.

Air Mentholized by passing through the Inhaler, in which the Pure Crystals of Menthol are held thoroughly applied this valuable remedy in the most efficient way, to the parts affected. It sells readily. Always keep an open Inhaler in your store, and let your customers try it. A few Inhalations will not hurt the Inhaler, and will do more to demonstrate its efficiency than a half hour's talk. Retail price 50 cents. For Circulars and Testimonials address H. D. Cushman, Three Rivers, Mich. Trade supplied by Hazeltine & Perkins Drug Co., G. A. Rapids, and Wholesale Druggists of Detroit and Chicago.

BEANS WANTED.

Highest Market Price Paid for Beans, Picked or Unpicked.

W. T. LAMOREAUX, Agt.

71 Canal Street,

GRAND RAPIDS, - MICH.

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

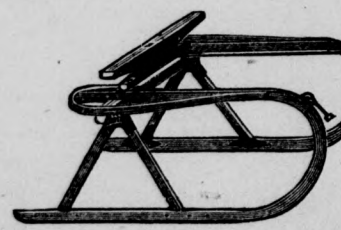

EATON & LYON,

Importers,
Jobbers and
Retailers of

BOOKS,

Stationery & Sundries,

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



Belknap Wagon & Sleigh Co.

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.

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.

GRAND RAPIDS, MICH.

STEAM LAUNDRY,

43 and 45 Kent Street.

STANLEY N. ALLEN, Proprietor.

WE DO ONLY FIRST-CLASS WORK AND USE NO CHEMICALS.

Orders by Mail and Express Promptly Attended to.

DIARIES

AND

OFFICE TICKLERS.

MEMORANDUM

CALENDARS

FOR

1887.

Now is the time to make your selections to get what you want before the stock is broken.

Geo. A. Hall & Co.

29 Monroe St.

CLOVER SEED WANTED

AT

Grand Rapids Seed Store,

71 Canal St., Grand Rapids.

CHANGE OF FIRM.

The copartnership heretofore existing between D. Cunningham and Geo. Sinclair, at Hudsonville, has been dissolved by mutual consent. The business will be continued at the old place by Geo. Sinclair.

D. CUNNINGHAM,
GEO. SINCLAIR.

CINSENG ROOT.

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

For Prices and terms, address

GRAHAM ROYS,

 Grand Rapids, Mich.

EDMUND B. DIKEMAN,

THE-

GREAT WATCH MAKER,

-AND-

JEWELER.

44 CANAL STREET,

GRAND RAPIDS, - MICH.

GUSTAVE A. WOLF, Attorney.

Over Fourth National Bank. Telephone 407. COMMERCIAL LAW & COLLECTIONS.

LUDWIG WINTERNITZ,

STATE AGENT FOR

Fermentum!

The Only Reliable Compressed Yeast.

Manufactured by Riverdale Dist Co.

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.

MOSELEY BROS.

—WHOLESALE—

SEEDS, FRUITS, OYSTERS,

And Produce.

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

71 CANAL STREET.

The CELEBRATED EMERY \$3 SHOE

MANUFACTURED BY HATCH & EMERY, Chicago and Boston.

D. G. KENYON, Traveling Salesman, 227 Jefferson Street, Grand Rapids, Mich.

ALBERT COYE & SON,

DEALERS IN

AWNINGS TENTS

Horse and Wagon Covers, Oiled Clothing, Feed Bags, Wide Ducks, etc.

Flags & Banners made to order.

73 CANAL ST., - GRAND RAPIDS.

GENTLEMAN BROWN.

Written Especially for THE TRADESMAN.

When first he opened up his store, John Brown was very poor, Sparce was the stock he had in trade, And he could buy no more. But he was happy as a lark And pleasant to all who came, His smiles soon advertised his place And built his up a name,

"I go to Brown's to buy my goods," Said Mrs. Grundy Smith. "He's such a splendid gentleman To do one's trading with." "Yes, yes," responded Mrs. Bragg. "Although his goods are high, He's in his manners so polite, I, too, go there to buy."

And so it was, from near and far, The people came to Brown. Till soon his store led all the rest— The largest one in town. From rooms above the store he moved To quarters large and new, A modern home that ornaments A high-toned avenue.

You'll see his turnout on the streets, In fine and princely style, John Brown is there, retired, rich And pleasant, with a smile. What was his secret of success? Pray answer, you who can. Why, manners pleasant and polite. That made the gentleman.

M. J. WRISLEY.

On the Road.

From the Ironmonger.

I sat with another old drummer. In a country hardware store, Waiting for Jones (the owner), Had waited an hour or more; When in through the open doorway, Came a youth with a brand new "grip." The faultless style of whose clothes and smile, Said, "I'm out on my maiden trip."

He wasted no time whatever In letting himself be heard, But "rattled" away at such a rate That we couldn't get in a word; I tried in vain myself to explain, And to tell him that Jones was out; But unheeding he clattered and spouted ahead, So we quietly let him spout.

Said he, "I'm here introducing The wonderful SNOWBALL stove, The greatest of modern inventions, As a trial will readily prove. It's the acme of hard coal heaters, It will sell, sir, at sight, on the spot, Has reversible fire and everything new, Such as high art, low feed and 'jack pot.'

"Is it mounted profusely with nickel, Is plastered all over with tile, It is made either round, square or oval, Thirty sizes all 'chuck' full of style; It's stem-winding, self-setting, self-feeding, Self-shaking, self-dumping, beside, It burns only four pounds of fuel Per day with all drafts open wide.

"Is artistic castings' unrivaled, The iron's the finest that's made; No old scrap, heap and junk combination, Such as commonly sells to the trade. Our nickel, our mica, our moulding, Are the finest that wealth can command, You are doubtless aware that our foundry Covers ninety-eight acres of land.

"We sell them all over the world, sir, East and West, North and South, every where, To the French, Irish, Dutch, Spanish, English, Indian, Scotch, Greaser, Turk and Corsair We are killing off all competition, We've a 'clean walk away,' so to speak, Buyers will take nothing else but the SNOWBALL, And we're selling a million a week."

Then I rose and said, "My dear fellow, Your SNOWBALL is great, no mistake; But your wasting your sweets on the desert For I'm here on that very same 'fake.' Your modesty is very refreshing, Your story I greatly admire, In return I'll endeavor to show you That I am somewhat of a liar."

Then I said, "I am here introducing The wonderful ICEBERG stove; The greatest of modern inventions, As a trial will readily prove. It's the acme of hard coal heaters, It will sell, sir, at sight, on the spot, Has reversible fire and everything new, Such as high art, low feed and 'jack pot.'

"Is it mounted profusely with nickel, Is plastered all over with tile, It is made either round, square or oval, Sixty sizes all 'chuck' full of style, It's stem-winding, self-setting, self-feeding, Self-shaking, self-dumping, beside, It burns only two pounds of fuel Per day, with all drafts open wide.

"Is artistic castings' unrivaled, The iron's the finest that's made; No old scrap, heap and junk combination, Such as commonly sells to the trade. Our nickel, our mica, our moulding, Are the finest that wealth can command, You are doubtless aware that our foundry Covers four hundred acres of land.

"We sell them all over the world, sir, East and West, North and South, every where, To the French, Irish, Dutch, Spanish, English, Indian, Scotch, Greaser, Turk and Corsair We are killing off all competition, We've a 'clean walk away,' so to speak, Buyers'll take nothing else but the ICEBERG, And we're selling ten million a week."

"Did he weaken? No, nary a weaken; Did he waver? No, never a waver; Did he color or wince, or in some way evince That he'd 'tumbled,' or 'dropped,' or 'caved,' Did he 'pale at the gills' or get 'rattled,' Look 'sheepish,' or queer, or 'slim'? No! He tackled the other old drummer, And 'fired' the same story at him."

The Wrong Book.

From the Detroit Free Press.

A bit of a boy who had a bank book in his hand seemed greatly worried as he had a seat on a window-sill in the Postoffice corridor yesterday, and a gentleman made inquiry:

"Are you trying to figure up the interest, sonny?"

"No, sir. What worries me is that I must have brought down the wrong book. This is the one I started with 10 cents, and man altered the figures to \$10.00 to show the neighbors."

The various ways of extinguishing credit or debts are by release or acceptance, by payment in money, by renewal of transfer or novation, by set off or compensation.

COFFEE.

Some Facts Relative to Its Origin, Growth and Use.

Coffee, which with tea and cocoa contests for the supremacy of the civilized world as a domestic beverage, and the chemical virtues of which are practically the same as those of its two rivals, appears to be making decided headway, judged by its constantly increasing popularity. This is to be accounted for partly from the steady increase in its production and consequent cheapness from this cause. It is to be presumed, however, that the chief reason for its increasing popularity is the perfection that has been attained in preparing it for use. For many years after coffee began to be a popular beverage, the householder purchased it in the green state, roasted, or burned it, more properly, in the old-fashioned frying or dripping pan, and either pounded it in a mortar or ground it in a hand mill. This involved hard work, tried tempers, and an aroma of scorched coffee all though the house without producing a uniformly satisfactory drink. One housewife roasted it too little and another too much, while in still other households no two roastings would be alike. There were no means of determining when the process of roasting had reached the state of greatest perfection, and the general result was haphazard and without any fixed standard. Within the past twenty years, however, leading coffee-dealers have employed chemists and reduced the process of coffee-roasting to an exact science. The coffee is now sold either in bulk or pound packages all ready for the mill, and the retail grocer generally does the grinding, so that all the housewife has to do is to study the art of preparing the delicious aromatic beverage for the table. All the guess work, burnt fingers, scorched faces, tried tempers, and tired arms attendant on the old process of roasting and grinding are done away with. From this more than any other cause the use of coffee is constantly on the increase.

Coffee, which is a native of Abyssinia and other equatorial districts in Africa, first came into public notice in the fifteenth century. The earliest written accounts of its use are by Arabian writers of that period. In the city of Aden it became in the latter part of that century a very popular drink, first with lawyers and other studious persons whose occupations made wakefulness desirable, and soon after with all classes. From here its use extended gradually to the cities of the eastern shores of the Mediterranean, and from thence into Europe. It was publicly sold in Constantinople in 1554, and reached Venice, the great trade mart of Europe, in 1615. Burton, in his "Anatomy of Melancholy" (1621), is supposed to be the first European writer to mention it. "The Turks," he says, "have a drink called coffee (for they use no wine), so named of a berry as black as soot and as bitter, which they slip up as warm as they can suffer, because they find by experience that that kind of drink so used helpeth digestion and procureth alacrity." The first coffee-house was opened in London in 1652 by the Greek servant of a Turkish merchant, a Jew by the name of Jacob having opened one in Oxford the year previous. By the end of the century the English consumption of coffee reached 100 tons. The first cultivation of coffee began in the province of Yemen, Arabia, from which the little real Mocha coffee that finds its way to market at the present day is derived. The Dutch transplanted it from Arabia to Java about 1680, from which its culture soon extended through the entire East Indies. It was from some plants sent from Java to Amsterdam about 1712 that the seed was procured from which the entire West Indian and South American product, which now amounts to four-fifths of all the coffee grown in the world, originated.

The finest flavored coffee is undoubtedly the Mocha grown in Yemen, Arabia. The Mocha berry is small, round and of a dark-brown color, the richness of the color arising from its being allowed to remain on the trees until so ripe that it can be shaken off. There is very little, if any, of this delicious coffee that ever reaches the English or American markets, the entire crop of Yemen being consumed east and southward of Constantinople. The ordinary Mocha coffee of commerce is the selected berries of the Java and Brazil product, which resemble the Mocha in size and shape, the higher price which it commands paying for the trouble of picking it out from the mass of ordinary berries. In flavor it is really no better than the ordinary coffee from which it is selected. Java coffee stands next on the list in point of flavor, and as the Java product is considerable, and the size and color of the berries show a marked difference from the American coffees, there is no great danger of an ordinary good judge of coffee being cheated in this article. The berry is larger than that of the American coffees, and of a color varying from pale yellow, to brown, while the smaller berry of the Rio coffee has a bluish or gray tinge. The Java coffee is chiefly exported to Holland and the United States, England drawing its supplies from Ceylon and Brazil principally.

Although coffee is widely distributed and its use common in all civilized countries, the extent to which it is consumed varies greatly. The total production of coffee for the year 1885 was estimated by reliable authorities at 1,645,760,000 lbs., or a trifle over one pound per capita for the entire population of the world. In China and Japan, where tea is the common beverage, the use of coffee is practically unknown, and it is probable that among the millions constituting the population of European and Asiatic Russia the consumption is merely nominal. The same may be said of equatorial and Southern Africa, where the plant originated, and where it now grows in its wild state, the natives neither knowing nor caring anything about delicious qualities. This practically confines its general use to Eastern and Southern Europe, Egypt, Arabia, Persia, Asia Minor, India and America. The per capita consumption of Holland is the highest of any country, being twenty-one pounds. Denmark and Belgium follow next in order with thirteen and one-half pounds. The United States comes third in the list with a per capita consumption of nine and one-half for 1885, and a steady increase of about five per cent. annually. Germany comes next in order, closely followed by France, as coffee-consuming countries, while the coffee consumption of England falls below that of any of the chief European countries and is on the decline. This is said to be chiefly due to the preference for tea among the English middle and upper classes and for beer and ale among the working people. It is probable that English pride in sustaining the tea trade, in which the English people are largely engaged, has more to do with the light consumption of coffee than anything else.

It will be seen by the subjoined estimates of the world's crop of coffee for the present year that American coffee practically monopolizes the trade, and its cultivation in South and Central America is capable of indefinite expansion. The quantities have been reduced to the equivalent of Rio bags of 160 pounds each:

	Bags.
Rio.....	4,200,000
Santos.....	2,500,000
Bahia.....	110,000
Java.....	520,000
Padang and other East India coffees.....	300,000
Venezuela (Laguayra, Porto Cabello, and Maracaibo).....	800,000
British East India.....	102,000
Costa Rico.....	200,000
Porto Rico.....	425,000
Haiti.....	600,000
Africa, New Grenada, Jamaica and Manila.....	300,000
Guatemala.....	122,000
Mexican.....	100,000
Ceylon.....	200,000
Total.....	10,236,000

The average price of Rio coffee by the cargo was 9.01 cents per pound for the year 1885, the lowest point reached since 1852, when the average was 8.84.

SACCHARINE.

Speculations as to the Future of the New Commercial Product.

From the N. Y. Journal of Commerce.

Terrible things are threatened to the sugar trade from the advent of "saccharine." Some of the papers engaged in puffing that detectable product are actually proclaiming the speedy retirement of sugar from the field. Glucose, with a minute dash of saccharine, is going to take its place! We do not think that the sugar interest will be much scared by these sensational reports. Saccharine is pretty well understood. It has been among the laboratory novelties for the past seven or eight years. If it had ever been destined to hurt the sugar trade very much, the blow would have been felt before now. If there are "millions in it" for the discoverer and patentee, it would not have been necessary to leave America to beat up capital in London and Antwerp. Those cities now enjoy the dubious honor of being the double headquarters of a company organized to manufacture saccharine. It is by the importations of their product that the sugar refiners of New York are to be thrown out of business and reduced to beggary! If the company were trying to work off some of their stock on the New York market we could better understand the game. But if the prospects of the company are half as good as they are claimed to be, no holder should part with his shares at any price. It would take something more than the loose and exaggerated statements of careless newspapers to float any of the stock in a country where the actual merits of saccharine are known.

Saccharine is a derivative of toluene, which is a component of coal tar. After the toluene itself has been isolated, the trouble only begins. It requires a number of difficult treatments or reactions to obtain the saccharine in a crystalline form. In the chemical department of Johns Hopkins' University, Baltimore, where it was discovered, these crystals have been prepared only in small quantities, as curiosities, never rising to the dignity and importance of a commercial product. So small is the yield of saccharine to any bulk of coal tar that could be handled in an ordinary laboratory, that a professor of chemistry in this country, being desirous to procure for his cabinet a specimen of the rare substance sent, during the past summer to Europe for a gramme (only

the twenty-fourth part of an ounce) of it, hoping to be supplied by the chemists who were said to be undertaking to make it on the other side. The order could not be filled. Of course it is possible that in the few months past the well-known great obstacles in the way of extracting saccharine in a pure state from coal tar may have been overcome. It is claimed for the company that they are to-day prepared to manufacture and sell it at \$10 to \$12 a pound. This is a low estimate; but granting its truth, let us see what money there is in it as a means of adulterating glucose and raising its sweetening power to that of cane sugar.

The sweetness of the extraordinary substance, saccharine, has been estimated by interested parties as high as 230, on the scale of 1 for cane sugar. Others, subjecting it to all the practicable tests, rate its sweetness at 200 times that of sugar, weight for weight. The price of glucose is now about \$2.12 per 100 pounds, and that of cane sugar (standard centrifugal, which we temporarily use for comparison) is \$5.25. We will make the price of saccharine \$10 a pound—the lowest estimate of those who are at the bottom of the mystery. Now, it is a fact that glucose has only one-half or three-fifths the sweetening power of cane sugar. We accept, also, for purposes of comparison, the higher fraction. Let us now see how the adulterators would succeed in their treatment of 100 pounds of glucose—their object being by the addition of saccharine to raise its sweetening power to that of cane sugar.

As glucose is only, at the outside estimate, three-fifths as sweet as cane sugar, it is evident that its apparent value (to the taste) must be increased two-fifths to make it resemble cane sugar on the palate. To supply this deficiency, the equivalent of 40 pounds of cane sugar (two-fifths of 100 pounds) must be added in the form of the potential drug, saccharine. According to the comparison already made and still reckoning saccharine at \$10 pound, one-fifth of a pound of it, costing at least \$2, would be needed to produce the sweetening effect of the 40 pounds of cane sugar. This would make the cost of the adulterated glucose \$4.12 per 100 pounds, against \$5.25 for the same weight of the best crystallized cane sugar. Here is an apparent gain for the adulterators—because we have purposely adopted the figures most favorable to their claims. But, if we should put the comparative sweetening power of glucose at only one-half that of cane sugar—which is probably much nearer the truth than three-fifths—and should take the lower-priced muscovades as the cane sugar for comparison and make the price of saccharine \$12 instead of \$10—then the profit on the operation is changed to a loss.

We must take note that the addition of saccharine to glucose would merely impart a superficial flavor to the latter. It would not make the small, dull, pellet-like grains of glucose look in the least like crystallized sugar. The eye should be able to detect a fraud which might, perhaps, cheat the palate. And the polariscope test would reveal it every time. If saccharine is used at all, as threatened, for purposes of adulteration, it is more likely to be employed in doctoring glucose syrups, to counterfeit the sweetening power of the cane-sugar syrups. This deception would be also revealed by the unerring test of the polariscope.

It is claimed that saccharine is a harmless substance. That remains to be proved. We only now know that it is in no sense a food—any more than alcohol. It cannot be assimilated by digestion. Perhaps, if made absolutely pure, it may not be noxious to health. But its purification is a very difficult job. There is a clinging metallic taste about it which must be removed with most scrupulous care before the marvelous sweetness of saccharine can be utilized, even as a flavor. Its title is a misnomer, so far as it implies that saccharine is the same thing as sugar concentrated or compressed to one two-hundredth part of its original bulk. Saccharine has not the basic properties of sugar. Sugar of lead is also a sweetish stuff, looking somewhat like cane sugar; but if anybody should be misled by the name and put a spoonful of sugar of lead into his coffee, he would soon learn that appearances are deceitful. We advise people to give themselves the benefit of the doubt and not fool with saccharine because somebody who has put his money in it proclaims it harmless.

Saccharine may possibly prove a valuable discovery for some legitimate purposes, but these have not yet been made to appear. We know it only as threatening to add to the wide-spread evils of adulteration, and for that reason it deserves to be condemned and its fraudulent use should be severely punished.

Have nothing that will plague you in times of panic. Then you will look upon business with new eyes when it is robbed of its risks, and consequently its anxieties.

The principle that the relation between supply and demand is the sole regulator of value will explain all the phenomena witnessed during a pressure on the money market.

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.

BEGIN THE NEW YEAR EVEN.

Considering that the subject of arrears is not broached in these columns oftener than once a year, THE TRADESMAN assumes that its readers will bear with it in this appeal for the amounts due on subscription. About two thousand subscribers are in arrears, their indebtedness aggregating between two and three thousand dollars. To each of these the amount is small, but its payment will enable the publishers to make the paper better and brighter, and thus result to the benefit of all concerned. Let there be a prompt and general response to this appeal!

TAKE THE DUTY OFF SUGAR.

During the recess of Congress, there was evidence of a growing sentiment among both protectionists and free traders that the removal of the sugar duties is now the most practicable way to begin to solve the surplus problem. The self-evident force of the arguments for this had begun to tell upon men like Mr. Sherman, who probably had not previously given the matter serious attention, and the admission of prominent newspapers of both parties to the proposal showed that this was a point on which the best elements of both parties would be able to agree. The proposition received a severe setback, however, in the issuance of a special report by Secretary Manning, who opposes the proposed reduction on the ground that although the government gets ten times as much revenue from this as from any other imported article, yet that almost all the tax levied on sugar comes into the treasury. The fallacy of such a course of reasoning is apparent to any one of ordinary intelligence.

To THE TRADESMAN, it appears that the strongest argument for the abolition of the duties on raw sugar is one which has not been brought forward at all in Congress, or in the general discussion of this question. It is that it may be so managed as to revolutionize our commercial relations with the sugar-producing countries to the south of us. From the Windward Islands round to Hawaii, every country is anxious for a share in our purchases of sugar. This is true not only of the Spanish West Indies, from which we buy forty-six per cent. of the 1,143,500 tons we import, of the other West Indian islands, from which we buy fifteen per cent., and of Brazil, from which we buy 12.69 per cent. These countries have our market, but they have jealous and eager rivals watching for a share of it, and ready to embrace any offer on our part by which they may secure it. We are the only great and wealthy country which depends upon the sugar-cane for our supply of sugar, and our average consumption a head of the people is greater than that of any other country. And our consumption is increasing rapidly—our import in 1885 exceeding that of 1880 by 149,818 tons.

We now are paying some \$30,000,000 a year to the sugar producing countries to the south of us, and some \$20,000,000 a year to the ship-owners who bring this sugar to our ports. And we have taken no precaution whatever to secure any corresponding advantage to our export trade or our shipping from this great import. These countries use very little of our textiles or hardware, or even of our farm products, although they must depend on other countries for much of their consumption of all three. Spain holds the trade of the Antilles jealously in her own hands, and favors her ships and goods to the disadvantage of ours. The British West Indies still are encumbered by the restraints laid on their commerce with us half a century ago or more, by the jealousy of the mother country. We have no such market to the Southward for our surplus of manufactures and food as our proximity and the character of our products would warrant us to expect. And this is due largely to the want of a considerable merchant marine, sailing under the American flag, and making both voyages between our ports and the ports to the south of us.

The one sensible thing to do is to connect the repeal of the sugar duties with such conditions as will correct this grievance, and develop our trade with our Southward neighbors to its normal proportions. THE TRADESMAN cannot undertake to specify all the conditions which should be imposed. But it thinks that we ought to admit raw sugars free of duty—or nearly so—when they come from countries which lay out return commerce under no disadvantages whatever, and when they are brought in American vessels, or in vessels built and owned on this continent. Under such a law we would see a revival of our ship-building, and an export of our surplus of food and manufactures, such as would be secured by no other proposal that has been made in Congress.

JOIN THE STATE BODY.

A few of the more recently organized local associations have not yet joined the State body. In most cases, the delay is owing wholly to negligence, as the members of every association thus far formed have expressed themselves as unqualifiedly in favor of affiliating with the parent organization. The benefits secured through auxiliary membership are manifold and important and it is to be hoped that this reminder will suffice to bring about the desired result.

THE TRADESMAN cannot feel otherwise than flattered at the frequent quotations taken from its columns. Contemporaries are always welcome to anything they consider worthy of reproduction and are hereby given liberty to use the same, with or without credit, as best suits their purpose. Whenever reference is made to the paper, however, it is especially requested that the full name be used. There are several other journals in the country named "Tradesman" and the "Grand Rapids Tradesman" is a misnomer. THE TRADESMAN is Michigan in name as well as in scope and purpose, and common courtesy should entitle it to all the credit attaching such a general character.

The holiday trade of Michigan was larger this year than ever before. From all over the State come reports to THE TRADESMAN to this effect, none placing the increase over last season at less than 25 per cent. and some at an even 100 per cent. The situation is encouraging, as a sure indication that the rigid economy which has been the rule among all classes of people for three years past is finally succeeded by an era of confidence and plenty.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Nicholas Pell has purchased the grocery stock of S. W. Bush at 258 South Division Street.

E. J. Bean & Co. have engaged in the grocery business at the corner of Wealthy avenue and East street. Cody, Ball & Co. furnished the stock.

H. Munger has engaged in the grocery business at Sullivan, a new town on the line of the new M., G. R. & I. Railway. Amos S. Musselman & Co. furnished the stock.

The Grand Rapids Portable House Co. has lately received orders for the Densmore veneer cottage from San Antonio, Texas; Stockton, Cal.; Melbourne, Australia; and Demara, South America.

John C. Dutmers, formerly with the old firm of Shepard, Hazeltine & Co., but for the past nine years with L. D. Putnam & Co., has concluded to embark in business on his own account and will accordingly open a drug store at 450 South Division street about January 20. The stock will be purchased here.

Amos S. Musselman & Co. have had a \$250 mortgage on the grocery stock of Chas. L. Brown, at Middleville, since last July. About a week ago, Frank Leonard slipped down to Middleville and secured a bill of sale of the stock in behalf of H. Leonard & Sons, who held a claim of \$150. Bulkley, Lemon & Hoops then bought both accounts and took possession of the stock. Other Grand Rapids creditors are interested in the affair to the tune of about \$500, but the present outlook is not particularly glimmered with hope.

AROUND THE STATE.

B. L. Rudd, grocer at Vandalla, has sold out.

Mrs. M. Layman, general dealer at Manacela, has sold out.

Weatherwax & Richardson have sold their general stock at Clare.

The wife of R. B. McCulloch, the Berlin druggist, died last week.

Lyman Buell, grocer at Bronson, has been closed by creditors.

John T. Stitt, of the general firm of Stitt Bros. at Stittsville, is dead.

Wm. Joy succeeds John C. Woodman in the grocery business at Bath.

E. N. Bennett succeeds W. H. Bilby in the grocery business at Fenton.

Walworth & Soule have engaged in the drug business at Eaton Rapids.

N. Platt & Co., the Muskegon dry goods firm, are advertising to dissolve.

A. O. Kelly, dealer in dry goods and groceries at Fostoria, has sold out.

Robert Neil succeeds Geo. W. Bartlett in general trade at Ashland Center.

C. H. Felt succeeds Hagerman & Felt in the drug business at Constantine.

LaFlamboy & Freeman, hardware dealers at Gagetown, are about dissolving.

A. E. Sill, a Marcellus merchant, has purchased a Chicago commission house.

A. H. Church & Co., produce dealers at Detroit, have assigned to S. W. Clingan.

Nicholas Miller succeeds Miller & Co. in the tobacco and cigar business at Houghton.

W. D. Armistead succeeds H. D. Prum & Co. in the jewelry business at Grand Haven.

Nathanson & Berman, the Kalamazoo grocers, are reported to be about selling out.

J. V. Akey has sold his drug stock, at Colon, to Chiver & Young, late of Union City.

Collier & McVeigh succeed Cora R. (Mrs. E. G.) Johnson in the drug business at Luther.

Fox & May succeed Slauson & Co. in the lumber business and general trade at Ogontz.

Leszczynski Bros., of Oscoda, who made

an assignment recently, will be permitted to resume business.

The assignee of the late firm of Fleming & Church, at St. Louis, advertises to sell the stock on Dec. 30.

W. P. Learn has purchased the interest of J. Miliken in the general stock of W. C. & J. Miliken, at Kingston.

Strickland & Lee have sold their general stock, at Manton, to Farnsworth & Williams, who will continue the business at the old stand.

Caspar Weber, boot and shoe dealer at Detroit, has assigned. His assets are \$3,279.75 and his liabilities \$3,933.98, divided among thirty-one creditors.

David D. Shannon, the Ovid dry goods merchant, has been arrested by a detective from New Jersey on a charge of embezzling \$1,000 belonging to his father's estate.

S. M. Crawford, assignee for Gifford & Van Drezer, the Saranac general dealers, writes THE TRADESMAN that the assets amount to \$6,500 and the liabilities aggregate \$10,700.

Ray & Co., whose store at St. Joseph was closed on attachment by Geo. P. Gore & Co., have sued the latter firm for \$5,000 damages, alleging that they had tendered Gore & Co. all money due to date, which was refused.

MANUFACTURING MATTERS.

Bad Axe people want a roller mill and a better produce market.

Chas. L. Gray & Co., the Poo Bah firm of Evart, have bought Chas. A. Waffle's planing mill at that place.

Foreclosure proceedings have been commenced in the matter of L. B. Swarthout, foundryman at Three Rivers.

The building and machinery of the Michigan Axe and Tool Co., at Saginaw, has been sold to J. B. Peters for \$15,300. The factory employs fifty hands all the year round.

E. Bement & Son, manufacturers of agricultural implements and stoves at Lansing, have incorporated under the same style. The authorized capital is \$300,000, of which \$247,000 is paid in.

STRAY FACTS.

The grain elevator at Ridgeway is completed.

John Crocker, blacksmith at Grand Junction, is dead.

Lapeer has shipped over 2,500 tons of hay this season.

E. A. Henneberry succeeds C. E. Allen in the hotel business at Big Rapids.

Belding now claims 1,000 population and wants to be incorporated as a village.

The First National Bank, at Concord, is succeeded by the Farmers' State Bank.

McHose & Tolbert succeed McHose & Gage in the grist mill business at Vassar.

Richard J. West succeeds W. W. Van Brunt in the meat business at East Saginaw.

Tuxbury & Son succeed Tuxbury & Van Allsburg in the furniture business at Coopersville.

Calvin Kingsley, lumber and stove dealer at Shelby, has assigned to his brother, Wm. Kingsley.

E. S. Sprong succeeds Sprong & Jackson in the book, stationery and business at Menominee.

The new circular and band mill of Cobbs, Mitchell & Co., at Cadillac, will be lighted by electricity.

The stockholders of the Cornell mine, in the Upper Peninsula, have refused an offer of \$140,000 for the property.

Rock has been struck in the Grand Ledge coal mine, under which it is believed coal of a still more superior quality will be found in abundance.

South Lyon's improvements during 1886 have cost \$50,000 and the citizens want to know what village of 1,000 inhabitants can show a better record.

The Chippewa Lumber Co. has a gang of 210 men in the woods at Chippewa Lake. The company keeps three sprinklers at work nights to make ice roads.

The Second National Bank of Hillsdale has gone into voluntary liquidation, and has been succeeded by the Waldron Bank, C. W. Waldron president, and E. L. Coon vice-president.

Cedar Springs Clipper: VanLiew Bros. have closed their contract and cut with the Tompsett mill at Pine Lake, and Ward Bros. have leased the same and will cut shingles this winter from their own pine.

The sawmill firm of Stimson, Fay & Co., of Lakeside, has been dissolved, T. J. Stimson and J. J. Fay withdrawing. W. H. and C. D. Stimson will now carry on the business under the firm name of Stimson Bros.

The Flint & Pere Marquette directors have declared a dividend of 2½ per cent., payable in January. The company will have 200 box cars built at East Saginaw, and bids will be received for the construction of 600 more elsewhere. Warehouses and docks are to be erected at Ludington and Manistee at a cost of \$15,000.

Escanaba Delta: The Sault is booming herself loudly. St. Ignace is doing the same. Marquette is dignified self-congratulatory. Villages, hamlets, and four corners of the Upper Peninsula are setting their houses in order for a grand influx of wealth, commerce and speculation next year. The new railroads are making the hearts of the heathen beat high with hope and happiness. There will be a boom all over the Peninsula next year. There will be fortunes made and it is not impossible that the Peninsula will be entitled to a congressman of her very own in 1888—perhaps two of them.

The Gripsack Brigade.

A. Graham is now on the road for the Grand Haven Broom Co.

F. W. Goldsmith, late of Detroit, is working the city trade for Harris & Marvin.

Alby L. Braisted and wife spent Christmas with the latter's parents at Ypsilanti.

D. E. Newton has engaged to travel for Harris & Marvin, taking the Northern trade as his territory.

Henry C. Lock, a well-known traveling salesman, died at his father's house in Hartland on the 23d.

M. B. Field, of Lansing, has engaged to travel in this State for W. F. McLaughlin & Co., of Chicago.

O. A. Perry, traveling representative for the Detroit Safe Co., is the happy father of a nine pound boy.

M. K. Walton, with Curtiss, Dunton & Co., is spending the holidays with his relatives at Three Rivers.

F. L. Anderson, formerly engaged in the grocery business at Saranac, has gone on the road for Snedcor & Hathaway, shoe jobbers at Detroit.

E. E. Lamoreaux, representing Stieglitz & Minnie, cigar manufacturers at Eaton Rapids, was in town last week, interviewing the jobbing trade.

A. H. Morehead, late of Columbus, Ohio, has gone on the road for the Chase Bros. Piano Co. Mr. Morehead is a son of ex-Governor Morehead, of Kentucky.

A. F. Peake, State Agent for D. B. De Land & Co., of Fairport, N. Y., was in town last Thursday. Mr. Peake is spending this week with his employers.

Wm. B. Edmunds has engaged with Putnam & Brooks for another year, but will give up a portion of his retail trade, to cover the jobbing trade of Ohio, Indiana and Michigan.

Willis P. Townsend, traveling representative for Eaton & Christenson, was married Sunday to Anna Redd, by Rev. J. W. H. Carlisle. The happy couple will reside for the present at 495 Jefferson avenue.

Detroit Journal: The Michigan Commercial Travelers' Association now has about \$15,000 in its reserve fund, and some of the members think that is enough for the present; so they are going to try to get the dues down from \$10 to \$3 this year. This is where the fight is coming, for G. L. Sampson and his friends are strong believers in a big reserve fund, and they will not consent to lower the dues if they can help it. However, the Association has been losing members steadily for several years, and unless something is done to check desertions, something is bound to drop.

The present indications are that the third annual social party of the Grand Rapids traveling fraternity will be by far the most successful gathering of the kind ever enjoyed by the traveling salesmen at this market. All the invitations have been judiciously placed and the attendance is likely to be nearly, if not quite, double that of previous years. Elaborate souvenirs—characteristic of the profession—will be presented to every lady present and the decorations will possess all the elements of uniqueness and patness. Chairman Mills requests THE TRADESMAN to state that all the members of the Reception Committee are expected to be on hand promptly at 8 o'clock. The committee comprises L. M. Mills, W. G. Hawkins, A. D. Baker, W. H. Downs, Dave Kenyon, W. H. Jennings, Chas. M. Falls, John Uttman, Sam Morrison and Algernon E. White.

Detroit Journal: There are 1,200 commercial travelers who go out of Detroit, and twice as many more who feather their nests with down from wholesale houses in other parts of the State. Between 500 and 600 of these travelers maintain an insurance association which holds an annual meeting on the last day of every year, at Cleveland hall. It is a jolly day. George Warren brings down from Flint some of his good cigars; Gray, Tontyn & Fox and Thorp, Hawley & Co. furnish the candy, and the fight over the secretaryship usually furnishes the sport. Mr. Mortlock usually has a grievance, Samuel Teichner makes a dozen or more speeches, and James A. Bassett comes out with a pocketful of parliamentary law, which he empties over the assembly. James E. Day doesn't make much noise, but he almost always gets there; and the Champlins, father and son, hold down the seats in great shape.

Miscellaneous Dairy Notes.

B. E. Peebles, the Fairfield cheese manufacturer, paid \$10 per 1000 pounds for September milk.

Mann & Weston will build a creamery at Albion as soon as the weather will permit in the spring.

A project is on foot for starting a creamery at Middleville, and \$4,500 of the \$5,000 stock necessary to start the enterprise has already been subscribed.

Samuel J. Wilson, general manager of the Flint Cabinet Creamery Co., at Flint, has been in town a couple of days. He says that the preparations are now complete for the forthcoming annual convention of the Michigan Dairywomen's Association and that a hearty welcome will be accorded the visitors by the citizens of Flint.

The King of Prepared Foods.

The jobbing trade of this market—and THE TRADESMAN was so fortunate as to be "on the list"—were the recipients last week of handsome reminders of Robert M. Floyd in the shape of packages containing an assortment of Hecker's celebrated prepared foods. Mr. Floyd is a jewel of the first water, but he'll have to try hard to be as good as the goods he sells.

MISCELLANEOUS.

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

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

FOR SALE—A two-story store, 23x38, almost new, second floor done off and tenanted. Sell goods in store if desired. Good place for dry goods and groceries. In a good farming country. For particulars, address C. E. Clapp, Martin, Allegan Co., Mich., where store is located. 173

WANTED—A graduate in pharmacy, who can speak German, at a leading West Side drug store. Apply at "The Tradesman" office. 171-3

WANTED—Energetic young man who is familiar with the coffee and spice business, who can make bills and sell goods to city trade. Address No. 10, care "The Tradesman" office. 171

FOR SALE—First-class hand laundry at a bargain. This is a rare chance. Address Box 38, Big Rapids, Mich. 178

FOR SALE—A first-class water power at Lee Station on C. & W. M. R. R., or would take in a partner to build a grist mill on same power. Address D. J. Dokey, Lee, Mich. 175

FOR RENT—The best and most complete drug store in the thriving city of Muskegon. Terms easy. Address C. L. Brundage, 79 W. ave., Muskegon, Mich. 173

FOR RENT—Desirable corner store, in good residence locality, suitable for grocery or general trade. Good living rooms over store. Rent, reasonable. Enquire at 33 South Division street, Grand Rapids. 169T

FOR SALE—At Howard City, planing mill, sash, door and blind factory, in complete running order. New 50-horse-power engine, good boiler, new solid two-story building on R. R. track. Will be sold at a bargain. Price and terms of Geo. McDowell, Howard City, Mich. 166-3

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.

To Members of the M. C. T. A.

To enable members of the M. C. T. A. to attend the meeting at Detroit on Dec. 31, all the railroad have agreed to sell tickets at one fare for the round trip, on presentation of membership card. Tickets good from Dec. 30 to Jan. 1.

E. MORTLOCK, President.

DETROIT, Dec. 18, 1886.

OIL & GASOLINE CANS, With Wood Jacket, LATEST IMPROVEMENTS FOR 1887.

THE
PINAFORE

THE
PINAFORE

3, 5 and 10
Gal. Size.

WITH OR WITHOUT
JACKET.



H. LEONARD & SONS, GRAND RAPIDS, MICH.

Manufactured by the Adams & Westlake Mfg. Co., Chicago.

PERKINS & HESS,

Hides, Furs, Wool & Tallow,

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

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,

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, tongue 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 customer, rice, prunes, hominy, 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 air-tight 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.

At the Store.

"Twas at the dry goods counter
I saw the maiden fair,
Her eye was like the morning's sun,
And grace was in her air;
Her cheeks are like June roses,
Her lips like cherries bright,
She'd have been perfect quite,
But it was squeaky, sharp and shrill,
And grating on the ear,
And I was disenchanted when
I heard her cry, 'Cash-ere!'"

RANDOM REFLECTIONS.

"Yes, I am just as wrathful as I look," said a well-known jobber the other day. "I have been waiting here ever since morning for a man who promised to come around and explain the causes which led him to put a mortgage on his stock—and leave me out. Another man promised to come in and give his reasons for allowing a thirty bill to run sixty days—and then not pay it. Still another promised to write me yesterday, stating when he would be able to be in town and fix up his long-overdue account. None of these men have kept their promises. They are crazy to get the goods, but as soon as the bills begin to come due, they turn about and endeavor to ignore me. I wish I'd never gone into the jobbing business."

I was walking along with an acquaintance the other day, when we met a mutual friend, who passed by with an abstracted look on his face and failed to recognize us. I remarked that he seemed to be very intent on business, when my companion laughed outright and asserted that the gentleman referred to had lately gone daft on the subject of fortune tellers. I inquired whether the charlatans were ever able to put any money in his purse, when my friend replied: "Oh, yes, once in a while, like 4-11-44, they sometimes hit, but what has always appeared to me so ridiculous about the whole fortune-telling business is that if they know the moves that are going to win, or where the gold lies hidden, why they, themselves, don't go and make the speculation or go and find the gold themselves. It's not human nature for a man who knows where a valuable treasure lies hidden not to go there himself and get it, and not sell out the information for a dollar to somebody else. But some people are bound to be fools anyway, and there is no use trying to convince 'em."

I had a talk the other day with one of the largest manufacturers of shoe blacking in the country, and in the course of our conversation I asked him the component elements of ordinary blacking. "They are lampblack, oil and acid," said the gentleman, "but the proportion in which the various ingredients are used is a secret, each manufacturer working under a different formula. Most of the recipes are concocted by Frenchmen, and I may say that the French people excel us in this branch of industry. They are able to present a blacking which holds the shine for an indefinite period and yet does not contain a sufficient quantity of acid to injure the leather. This we are unable to do in this country. So far every increase in the shining properties of blacking is more than counterbalanced by the added destructibility induced by the use of acid."

They tell a good joke on John Shields, the handsome junior partner in the comparatively new firm of Ohney, Shields & Co. The house had a claim against Groceryman Brown, at Middleville, and John went down to get the money or its equivalent. By mistake, he stumbled into the store of Mr. Hodges instead, and proceeded to "talk turkey" to that gentleman in the most approved fashion. Mr. Hodges was amazed that any creditor should have the temerity to climb up his neck in that fashion, but his amazement found a counterpart in Mr. Shield's surprise, when the latter came to realize his mistake. Hereafter, Mr. Shields will be sure he has caught the right man before he begins dissecting operations.

"What kind of a d—d town do you call this, anyway?" enquired a Northern patron of THE TRADESMAN as he came into the office, puffing as a result of the exertion rendered necessary to mount two flights of stairs. In my usually mild manner I asked him what he meant by such an expression, when he proceeded to unfold his grievance: "I came down here with my wife the second week in November to lay in a full stock of groceries and do some smaller trading. My wife looked around for a plush cloak, and finally found what she wanted at Spring's. The price was \$55, which I paid without a murmur. I occupied my spare time looking up an overcoat, and finally selected one at ———s, for which they taxed me an even \$50. We went home, well satisfied with our purchases, but my partner swore he must have a coat just like mine and my sister declared she must have a cloak exactly like my wife's. I promised them I would pick out duplicates when I went down to market holiday week. I arrived in town on the morning train and went directly to the clothing store, where I found just the coat my partner wanted. I handed the clerk an L and just as I was going out he handed me back \$12.50. I asked him what that was for, when he replied that they were giving a quarter off on overcoats now. My partner is always bragging that he is a luckier man than I am, and it made me mad to think that his luck had come to his rescue in this case. I said nothing, however, and walked down to Spring's to get the cloak. I'll be dummed

if they didn't repeat the quarter off business down there and the result is I've got \$36.25 in my pocket which I didn't expect to have. Now, what I want to know is this: Does this money belong to me or to my partner and sister? Did I get beat when I bought a coat and a cloak or are the parties beating themselves now? What kind of a town do you call it, that has got one price one month and another price the next?" I told my friend that his questions were stummers and that I wanted time to think them over before answering. And I am thinking yet.

Association Notes.

THE TRADESMAN acknowledges the receipt of an invitation to be represented at the third annual meeting of the Traverse City Business Men's Association, which occurs on the evening of January 4, and will endeavor to avail itself of the invitation.

Traverse City Herald: "Frank Hamilton, of this place, President of the Michigan Business Men's Association, is doing good work in the organization line and saying many good things to the business of the State, from week to week, in the columns of THE MICHIGAN TRADESMAN."

A letter from Paul P. Morgan, the veteran Monroe grocer, conveys the welcome intelligence that he proposes to call the business men of that place together for the purpose of forming an association. Mr. Morgan will thus be doing his fraters a service which will redound to his credit and to the prosperity of the town.

The demand incident to the brisk holiday trade precluded the formation of any new organizations last week and the taking of annual inventories this week will probably have the same effect in the premises. So far as heard from, St. Charles, Chesaning, South Haven, Plainwell, Monroe and Boyne City are awaiting convenient opportunities for effecting general organizations.

Cedar Springs Clipper: Some people have formed a wrong opinion of the organization of the Business Men's Association. It is not simply a scheme by which the merchant or business man may hunt down the dead-beat, but it is of mutual benefit to the business man and the best interests of the entire village—its prosperity. It unites all classes of business and people.

Editor Slusser, of the Mancelona Herald, in referring to the organization of an association at that place, recently remarked: "All the time and money expended in this work will pay in this one way—getting our business men together long enough to get acquainted. We are too much inclined to keep our noses to the grindstone, but I consider that we have taken a new lease from this hum drum life."

Referring to the organization of four associations in Northern Michigan, week before last, President Hamilton writes: "I think of our meeting with the business men 'up north' with much pleasure. Let us all clasp hands at the next State meeting in March. Petoskey will be there. Charlevoix will be there. Mancelona will be there. Kalkaska will be there. And do not forget that Traverse City will be there."

Allegan Journal: "The Business Men's Association met Tuesday evening and discussed several proposed village improvements. The next meeting will be held on Tuesday evening, January 4, when it is hoped the membership will be largely increased. Every business man in Allegan should become a member of this Association and give his advice and influence to whatever enterprise may tend to build up the village."

The third notification sheet of the M. B. M. A. is now in the press and will be sent to the associations auxiliary to the State body before the end of the present week. The amount of good which has resulted from the publication of these sheets borders on the marvelous, and those local associations which have not yet united with the State organization should do so without delay, as this is the last sheet which will be sent them by the courtesy of the State officers.

Traverse City Herald: At a special meeting of the Business Men's Association, Tuesday evening, it was decided to hold a banquet at Park Place, on Tuesday evening, January 4th. The annual meeting will be held on that evening, at which time officers for the ensuing year will be elected. The members of the Association will go to Park Place for supper. E. N. Carrier, S. C. Despres and E. W. Hastings were appointed business committee for the occasion and Thos. T. Bates, L. Roberts and J. A. Moore committee on programme. After supper, toasts and responses will aid digestion.

Mancelona Herald: In order that our readers may all have a more clear understanding of the objects and benefits of the Business Men's Association, recently organized in this village, we this week publish in full the constitution and by-laws adopted by the Association. It is not a secret organization, as many have supposed, but its objects and methods are open to all. While it will practically shut off the dead-beat from further pursuing his swindling operations, it will not prevent an honest man from obtaining favors at the hands of our merchants and business men, the same as in the past, and no man who keeps his promises and does business on the square need fear the organization in the least.

Very few merchants can commence with enough ready money to pay for all their purchases, and if the stream of circulation or production were to stop until the consumer had paid for the goods in money, it would be vastly diminished.

VISITING BUYERS.

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

G. M. Huntley, Wright Center.
F. C. Beard, Morley.
Mr. Seville, Seville & Rich, Manistee.
Robert F. Birdie, John Trueman & Co., Newberry.
John Smith, Ada.
J. C. Benbow, Cannonsburg.
S. J. Smith, Grand Haven.
Henry Harding, Bridgeton.
Mrs. J. Debel, Byron Center.
J. M. Reid, Grattan.
N. Fisher, Dorr Center.
J. F. Mann, Lisbon.
L. A. Paine, Englishville.
C. H. Deming, Dutton.
J. W. Robinson, Stetson.
L. T. Wilmarth & Co., Rodney.
J. M. Gray, Hudsonville.
Darling & Roberts, Sparta.
Fred. Tracy, buyer Cummer Lumber Co., Cadillac.
D. Kelly, Lyons.
D. Cleland, Coopersville.
D. Fleming, Riverdale.
S. D. Kenney, Covert.
W. W. Woodhams, Plainwell.
W. T. Long, Vicksburg.
H. M. Lewis, Ionia.
G. S. Putnam, Fruitport.
E. B. Lapham, Rockford.
J. K. Fisher, Ashland Center.
Gus. Bergman, Bauer.
C. K. Hoyt, Hudsonville.
M. Minderhout, Hanley.
Smith & Bristol, Ada.
John Giles & Co., Lowell.
Myers & Burton, Whitecloud.
J. A. Spencer, Smyrna.
Geo. W. Bartlett, Ashland Center.
Robert Neil, Ashland Center.
G. J. Keitchee, Mantion.
H. Baker & Son, Drenthe.
E. Roberts, Darling & Roberts, Sparta.
S. L. Alberts, Ravenna.
Pringle Bros., Muir.
Moerdyk, DeKruif & Co., Zeeland.
Jay West, Sumner.
Ben E. West & Co., Lowell.
G. H. Walbrink, Allendale.
Cutler & Wright, Morley.
H. M. Freeman, Middleville.
J. McPherson, Lowell.
H. Colby & Co., Rockford.
Henry Cliff, Spring Lake.
Otto Bros., Middleville.
J. Q. Look, Lowell.
R. A. Hastings, Sparta.
A. M. Stebbins, Sheridan.
L. A. Shattuck, Sand Lake.
J. Grutter, Grandville.
Hog & Judson, Cannonsburg.
Rutgers & Tied, Afton.
A. Steketee, Holland.
Wm. Vermeulen, Beaver Dam.
Dr. John Graves, Wyandand.
Dr. E. H. Lathrop, Hastings.
J. N. Wait, Hudsonville.
O. W. Messenger, Spring Lake.
Neal McMillan, Rockford.
J. C. Benbow, Cannonsburg.
S. J. Knoll, Lisbon.
Nagler & Beeler, Caledonia.
L. A. Seville, Clarksville.
Den Herder & Tans, Vriesland.
G. C. Baker, LaSalle.
A. Purchase, South Blendon.
N. DeVries, Jamestown.
G. P. Stark, Cassopolis.
Farrow Bros., Allendale.
J. G. McElwhee & Co., Big Rapids.
A. B. Foote, Hilliards.
John Damstra, Forest Grove.
R. E. Westman, Holland.
Byron McNeal, Byron Center.
N. Bouma, Fisher.
J. C. Robinson, Stetson.
G. C. Messenger, Tustin.

Purely Personal.

Ludwig Winternitz spent Christmas in Chicago, the guest of friends.
S. A. Welling and wife went to Detroit Friday to spend Christmas with their daughter.

Mr. Hovey, representing the Standard Gig Saddle Co., of Jackson, was in town Monday.

C. H. Lloyd, for several years book-keeper for Dunham, Peters & Co., at Chase, has taken the same position with the firm here.
M. S. Goodman, book-keeper for the Hazeltine & Perkins Drug Co., spent Christmas with his parents at Kendallville, Ind. He was accompanied by his wife.

Homer Eaton was the recipient of a handsome Christmas present in the shape of a solid black walnut case for imported cigars, elaborately ornamented with hand carving of a high order of merit. The present was the handiwork of Edwin Hallaway.

Wm. Judson, who was an active partner in the late lumbering firm of Barnhart & Judson, but who was more recently engaged in the banking business at Big Rapids, has removed to this city and will shortly engage in business here.

Summer M. Wells, billing clerk for Clark, Jewell & Co., was married last evening to Miss Sadie Stephenson, daughter of Dr. Stephenson. The happy couple will dwell in the domestic pleasures of married life at the corner of Blakeley avenue and Lagrange street.

COOPERAGE.

D. Quay quotes as follows, f. o. b. at Bailey:

Red oak four bbl. staves.....M @ 6 00
Elm.....M @ 5 25
White oak two staves, s'd and j't.....M 19 50
White oak four staves.....M 22 00
Produce barrel staves.....M @ 4 75
Tight bbl. and h's to match.....M @ 17 00

HEADS.
Tierce, doweled and circled, set.....150¢ 16
Tierce heads, square.....M 23 00
Pork bbl.....M 19 00
Produce barrel, set.....M @ 4 75
Cull wood heading.....34¢ 3/4

HOOPS.
White oak and hickory tee, 8 ft. M 11 00
White oak tee, 7 1/2 ft. M 10 00
Hickory tee, 7 1/2 ft. M 7 00
Ash, round.....M 6 00
Ash, flat, 6 1/2 ft. M 3 75
Coiled elm.....3 00

BARRELS.
White oak pork barrels, h'd m'd M 1 00
White oak pork barrels, machine.....50¢ 95
White oak and tierces.....1 15
Beef and pork half barrels.....75¢ 90
Custom barrels, one head.....1 00
Flour barrels.....30¢ 25
Produce barrels.....25¢ 25

WOODENWARE.

Standard Tubs, No. 1.....5 25
Standard Tubs, No. 2.....4 25
Standard Tubs, No. 3.....1 25
Standard Pails, two hoop.....1 50
Pails, ground wood.....4 00
Pails, assorted sizes.....2 50
Butter Pails, ash.....1 00
Rolling Pins.....75¢
Potato Mashers.....25¢
Clothes Pounder.....25¢
Clothes Pins.....60¢
Mop Stocks.....1 00
Washboards, single.....75¢
Washboards, double.....2 25

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

Cline's Portable Heaters.

We wish to call your attention to CLINE'S PORTABLE FOOT HEATERS and AROMATIC CARBONIC COMPOSITION FUEL, especially adapted for Street Cars, Carriages, Cabs, Sleighs, Buggies, Wagons, Offices and individual use in and out doors: being something entirely new to the public! But in the short time of three months last fall, there were made about twenty-five thousand, all of which were sold and gave entire satisfaction. The cost of the stove is very low, ranging from \$1.50 to \$5, being made from Tin and Galvanized Iron. We also make a Register Heater, to take the place of a Furnace in Heating Small Rooms, especially Bed-Rooms, can also be used in the finest Carriages with perfect safety and in the summer the same can be used as a ventilator by removing the fire pan. Our Aromatic, Carbonic Composition Fuel is so cheap, within the reach of everyone, in boxes containing 25 and 50 days' supply, just think of it, to keep your feet and body warm all day at 2c, without any additional fuel to be put in the stove, when once started requiring no attention for 10 or 15 hours! so simple, so cheap and used without Danger! No oil, no smoke, no blaze, no offensive odor and has been thoroughly tested and patented in the United States, England and Canada, under the following dates: November 10, 1885, March 31, 1886, April 10, 1886, June 15, 1886.



No. 1, 6x8, Office Heater

For Clerks, Book-keepers, Salesladies and for one and all that wish to keep sole and body warm.



No. 2, 6x10,

For Wagons, Cabs, Sleighs and Carriage Drivers, will keep your feet, warm all day for 2 cents.



No. 3, 8x8, Round Cabinet Heater,

For Ladies, especially used in parlors, with perfect safety and will not soil the finest fabric.



No. 4, Carriage Heater,

Can be used for warming four persons at one time; placing the feet on the incline top, so as to ride with perfect ease and safety. Made from the very best galvanized iron. Price.....\$5.00 each

LIBERAL DISCOUNT AT THE TRADE.

GENTLEMEN:

After using your Heaters and Fuel in our carriages last winter, we cheerfully say the same gave our patrons such good satisfaction that they all compared the carriage with a comfortable room, and still more can be said as the heat was of great benefit to the carriage, keeping the same always dry and free from dampness. Therefore, we shall continue the use of your Heaters and Fuel in the future. Respectfully yours,

P. P. DEMARIS, 2971 State St.,

B. McNEIL, 2,911 State St.,

C. G. HOHMAN & Co., 2,449, 2,451 and 2,453 State St.,

D. B. QUINLAN, Undertaker and Livery 3,119 State St.,

JOS. CHALFOUX, Undertaker and Livery, 25 Blue Island Ave.

CHICAGO, ILL.

FOSTER, STEVENS & CO.

10 and 12 Monroe St., Grand Rapids, Mich.

GENERAL AGENTS.

LUMBER, LATH AND SHINGLES.

Uppers, 1 inch.....per M \$44 00
Uppers, 1 1/2 and 2 inch.....46 00
Selects, 1 1/2 and 2 inch.....38 00
Fine Common, 1 inch.....30 00
Shop, 1 inch.....25 00
No. 1 Stocks, 12 in., 14 and 16 feet.....15 00
No. 1 Stocks, 12 in., 18 feet.....16 00
No. 1 Stocks, 12 in., 20 feet.....17 00
No. 1 Stocks, 12 in., 22 and 24 feet.....18 00
No. 1 Stocks, 10 in., 18 feet.....16 00
No. 1 Stocks, 10 in., 20 feet.....17 00
No. 1 Stocks, 8 in., 12, 14 and 16 feet.....15 00
No. 1 Stocks, 8 in., 18 feet.....16 00
No. 1 Stocks, 8 in., 20 feet.....17 00
No. 2 Stocks, 12 in., 14 and 16 feet.....12 00
No. 2 Stocks, 12 in., 18 feet.....13 00
No. 2 Stocks, 12 in., 20 feet.....14 00
No. 2 Stocks, 10 in., 12, 14 and 16 feet.....11 00
No. 2 Stocks, 10 in., 18 feet.....12 00
No. 2 Stocks, 10 in., 20 feet.....13 00
No. 2 Stocks, 8 in., 12, 14 and 16 feet.....10 00
No. 2 Stocks, 8 in., 18 feet.....11 00
No. 2 Stocks, 8 in., 20 feet.....12 00
Coarse Common or shipping culls, widths and lengths.....9 00
A and B Strips, 4 or 6 in.....27 00
C Strips, 4 or 6 in.....27 00
No. 1 Fencing, all lengths.....12 00
No. 2 Fencing, 12, 14 and 16 feet.....12 00
No. 2 Fencing, 16 feet.....12 00
No. 1 Fencing, 4 inch.....15 00
No. 2 Fencing, 4 inch.....15 00
No. 2 Fencing, 6 inch, A and B.....20 00
Bevel Siding, 6 inch, A and B.....18 00
Bevel Siding, 6 inch, C.....18 00
Bevel Siding, 6 inch, Clear.....20 00
Piece Stuff, 2x4 to 2x12, 12 to 16 ft.....11 00
\$1 additional for each 2 feet above 16 ft.
Dressed Flooring, 6 in., A, B.....29 00
Dressed Flooring, 6 in., No. 1, common.....27 00
Dressed Flooring, 6 in., No. 2, common.....25 00
Dressed Flooring, 4 in., A, B and Clear.....14 00
Dressed Flooring, 4 in., C.....14 00
Dressed Flooring, 4 in., No. 1, common.....13 00
Dressed Flooring, 4 in., No. 2, common.....12 00
Beaded Ceiling, 4 inch, \$1.00 additional.....3 10
XXX 18 in. Standard Shingles.....3 10
XXX 18 in. Thin.....2 75
No. 2 or 6 in. C. B. 18 in. Shingles.....1 75
No. 2 or 6 in. C. B. 16 in.....1 40
Lath.....1 75

HARDWOOD LUMBER.

The furniture factories here pay as follows for dry stock:
Basswood, log-run.....@13 00
Birch, log-run.....15 00
Birch, Nos. 1 and 2.....@25 00
Black Ash, log-run.....@25 00
Cherry, log-run.....25 00
Cherry, Nos. 1 and 2.....45 00
Cherry, cull.....@10 00
Maple, soft, log-run.....12 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.....@20 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, cull.....@15 00
White Ash, log-run.....14 00
White Ash, log-run.....@25 00

COAL AND BUILDING MATERIALS.

A. B. Knowlson quotes as follows:
Ohio White Lime, per bbl.....1 00
Louisville Cement, per bbl.....1 30
Akron Cement, per bbl.....1 30
Baltimore Cement, per bbl.....1 50
Plastering hair, per bu.....25¢ 30
Stucco, per bbl.....1 75
Land plaster, per ton.....3 50
Fire brick, per M.....\$25 @ 35¢
Fire clay, per bbl.....3 00
Anthracite, egg and grate, car lots.....\$5 75
Anthracite, stove and nut, car lots.....6 00
Cannel, car lots.....6 00
Ohio Lump, car lots.....3 10
Blossburg or Cumberland, car lots.....4 50
Portland Cement.....3 50

Hardware.

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

ADGERS AND BITS.

Ives', old style.....dis 10x10
Douglass.....dis 10x10
Pierces.....dis 10x10
Cook's.....dis 10x10
Snell's.....dis 10x10
Jennings, genuine.....dis 25
Jennings, imitation.....dis 10x10

BALANCES.

Spring.....dis 40

BARROWS.

Railroad.....\$ 13 00
Garden.....net 35 00

HAND.

Cow.....dis \$ 60x10x10
Call.....dis 30x15
Gong.....dis 25

DOOR, SARGENT.

Door, Sargent.....dis 60x10

COARSE COMMON OR SHIPPING CULLS.

Stove.....dis \$ 40

CARTRIDGE NEW LIST.

Plow.....dis 30x10
Sleigh Shoe.....dis 15

WROUGHT BARREL BOLTS.

Wrought Barrel Bolts.....dis 60x10
Cast Barrel Bolts.....dis 60x10
Cast Square Spring.....dis 60

CAST CHAIN.

Wrought Sunk Flush.....dis 60

WROUGHT BRONZE AND PLATED KNOBS.

Wrought Sunk Flush.....dis 60x10
Ives' Door.....dis 60x10

BRACES.

Barber.....dis \$ 40
Spofford.....dis 50x10
Am. Ball.....dis net

BUCKETS.

Well, plain.....\$ 3 50
Well, swivel.....4 00

BUTTS, CAPT.

Cast Loose Pin, figured.....dis 70x10
Cast Loose Pin, Berlin brand.....dis 70x10
Cast Loose Joint, genuine bronzed.....dis 60x10
Wrought Narrow, bright fast joint.....dis 60x10
Wrought Loose Pin.....dis 60x10
Wrought Loose Pin, acorn.....dis 60x10
Wrought Loose Pin, japanned.....dis 60x5
Wrought Loose Pin, japanned, silver tipped.....dis 60x5

WROUGHT INSIDE BLIND.

Wrought Inside Blind.....dis 10x60
Wrought Brass.....dis 75

BLIND, CLARK'S.

Blind, Clark's.....dis 80

BLIND, PARKER'S.

Blind, Parker's.....dis 80

BLIND, SHEPARD'S.

Blind, Shepard's.....dis 80

CAPS.

Ely's I-10.....per in \$ 65
Hick's C. F.....dis 60
G. D.....dis 60
Musket.....dis 60

CATRIGES.

Rim Fire, U. C. & Winchester new list 50x10
Rim Fire, United States.....dis 50x10
Central Fire.....dis 50x10

CHISELS.

Socket Firmer.....dis 75
Socket Framing.....dis 75
Socket Corner.....dis 75
Socket Slicer.....dis 75
Butcher's Tanged Firmer.....dis 40
Barton's Socket Firmer.....dis 20
Cold.....net

COMBS.

Curry, Lawrence's.....dis 40x10
Hotchkiss.....dis 25

COCKS.

Brass, Racking's.....dis 60
Hook's.....dis 70x10x10
Gate Hooks and Eyes.....dis 70x10x10

COPPER.

Planished, 14 oz cut to size.....\$ 28
Cold Rolled, 14x6 and 14x8.....dis 20x10
Cold Rolled, 14x8.....dis 20x10
Adjustable.....dis 1/2 10

CORRUGATED.

Corrugated.....dis 20x10
Adjustable.....dis 1/2 10

COPPER.

Planished, 14 oz cut to size.....\$ 28
Cold Rolled, 14x6 and 14x8.....dis 20x10
Cold Rolled, 14x8.....dis 20x10
Adjustable.....dis 1/2 10

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Planished, 14 oz cut to size.....\$ 28
Cold Rolled, 14x6 and 14x8.....dis 20x10
Cold Rolled, 14x8.....dis 20x10
Adjustable.....dis 1/2 10

CORRUGATED.

Corrugated.....dis 20x10

The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

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Telephone No. 95.

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WEDNESDAY, DECEMBER 29, 1886.

Michigan Business Men's Association.
President—Frank Hamilton, Traverse City.
First Vice-President—Paul P. Morgan, Monroe.
Second Vice-President—E. J. Herrick, Grand Rapids.
Secretary—E. A. 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. Ramsey, Kalamazoo; A. W. Westgate, Cheboygan.
Committee on Legislation—W. E. Kelsey, Ionia; J. V. Grandall, Sand Lake; J. F. Clark, Big Rapids.
Committee on Membership—H. S. Church, Sturgis; B. F. Emery, Grand Rapids; the Secretary.

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

Allegan Business Men's Association.
President, Irving F. Clapp; Secretary, E. T. VanOstrand.

Bellaire Business Men's Association.
President, John Rodgers; Secretary, G. J. Kottewar.

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

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

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

Cedar Springs Business Men's Association.
President, T. W. Provin; Secretary, L. H. Chapman.

Charlevoix Business Men's Association.
President, John Nichols; Secretary, R. W. Kane.

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

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

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

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

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

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

Freeport Business Men's Association.
President, Foster Sisson; Sec'y, Arthur Chesborough.

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

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

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

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

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

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

Kalamazoo Retail Grocers' Association.
President, P. Ramsey; Secretary, M. S. Seville.

Kalkaska Business Men's Association.
President, A. E. Palmer; Secretary, C. E. Ramsey.

Business Men's Protective Ass'n of Kingsley.
President, Jas. Broderick; Secretary, Geo. W. Chaunty.

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

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

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

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

Mancelona Business Men's Association.
President, W. E. Watson; Secretary, C. L. Bailey.

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

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

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

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

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

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

Petoskey Business Men's Association.
President, Jas. Buckley; Secretary, A. C. Bowman.

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

Rockford Business Men's Association.
President, Geo. A. Sage; Secretary, J. M. Spore.

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

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

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

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

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.

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

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

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

Woodland Business Men's Association.
President, John Velte; Secretary, I. N. Harter.

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

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

They are Children of "The Tradesman."

From the Pittsburgh Grocer.

We find THE MICHIGAN TRADESMAN on our desk this week filled with interesting matter. Judging from the list of merchants' associations published, Michigan must be well organized. The tone of THE TRADESMAN no doubt accounts for the fact.

"They have deceived me often in dealing with them," said a retailer; "now, I trust nothing but facts."

MODEL PLATFORM.

Constitution and By-Laws for a Business Men's Association.

THE TRADESMAN receives many requests for a model constitution and by-laws for a Business Men's Association, adapted to a town in which the business men as a whole desire to unite in forming a general organization, and herewith presents the following draft as embodying the best thought on the subject up to the present time.

PREAMBLE.

WHEREAS, comparison of ideas and methods and concert of action are necessary to the well being of any community; and

WHEREAS, We believe that a Business Men's Association will accomplish these objects; therefore

RESOLVED—That we, the business men of Plainwell and vicinity, duly assembled on January 7, 1887, do hereby organize ourselves into such an Association, and adopt the constitution and by-laws following:

CONSTITUTION.

ARTICLE I.—NAME.
The name of this organization shall be the Plainwell Business Men's Association.

ARTICLE II.—OBJECTS.
The objects of this Association shall be to unite merchants and other reputable business men for reform, development of industries and work for the general good and to promote by all legitimate means the social, moral and business interests of its members. Among the special objects sought to be obtained are the following:

1. Concerted action in securing the location of manufacturing and other public enterprises, and reductions in insurance, freight and express rates, when exorbitant.

2. Protection against unjust laws affecting business men, and a careful scrutiny of all legislation relating to the same.

3. Inspiring confidence between buyer and seller by doing business on legitimate principles.

4. Protection against inferior and adulterated goods, short weights, counts and measures, fictitious brands and labels, and misrepresentation in public and private.

5. Abolishing the tendency to indiscriminate credit and stimulating the selling of merchandise for ready pay.

6. Maintaining a collection department, for the collection of doubtful accounts; for receiving and imparting prompt information as to the standing of persons asking credit; and the black-listing of dead-beats who prey upon the trade.

7. Promoting kinder feelings toward honorable competitors and removing the inclination to berate and criminate neighbors in trade.

8. Greater care to secure good helpers and make and keep them worthy by a livelier interest in their efforts, habits and comforts.

9. The proper observance of all national holidays and more frequent intervals for rest and recreation.

10. Shorter course for doing business in and an honest endeavor to educate the buyer to make his purchases between 7 a. m. and 6 p. m., six days a week.

11. To stimulate a determination to render the title "Business Man" a synonym for honor, firmness, probity, justice and high morals.

ARTICLE III.—MEMBERSHIP.
Any firm or individual doing an honorable business may become a member of this Association on the two-thirds vote of the members present at any regular meeting, by payment to the Secretary the sum of \$1 membership fee, and agreeing to pay 25 cents quarterly dues in advance, and any assessments which shall be voted by the Association to meet expenses.

ARTICLE IV.—OBLIGATION.
Every person or firm becoming a member of this Association shall be honorably bound to conform to the rules, regulations and by-laws.

ARTICLE V.—NON-PAYMENT OF DUES.
Any member of this Association who shall neglect or refuse to pay his dues, or any assessment ordered by the Association, for three months after such sums become due, shall thereby forfeit his membership.

ARTICLE VI.—OFFICERS.
The officers of this Association shall consist of a President, a Vice-President, a Secretary, a Treasurer, and an Executive Committee of five members, of which the President, Secretary and Treasurer shall be three; and a Business Committee of three members. These officers shall be elected annually by ballot and shall hold office until their successors are elected.

ARTICLE VII.—DUTIES OF OFFICERS.
Section 1.—The President shall preside at all meetings, if present; in his absence, the Vice-President.

Section 2.—The Secretary shall receive all money due the Association from any source and pay the same to the Treasurer, taking his receipt therefor; keep a record of all meetings; conduct all correspondence; keep a list of all members in a book provided for that purpose; and notify all committees of their appointment.

Section 3.—The Treasurer shall receive all money from the Secretary, giving his receipt therefor; pay all bills when approved by the Executive Committee, and report the condition of the treasury at each regular meeting.

Section 4.—The Executive Committee shall have charge of all collection department and the compilation and publication of the delinquent lists; shall provide rooms for the Association; audit all bills and certify the books and accounts of the Secretary and Treasurer previous to each annual meeting.

Section 5.—It shall be the duty of the Business Committee to look after all matters pertaining to the growth and well-being of Plainwell; to use all possible means to secure the location of mills, factories and other improvements; and to endeavor to secure any needed concessions in freight, express and insurance rates.

ARTICLE VIII.—COMPENSATION.
No compensation for service shall be paid any officer, except the Secretary.

ARTICLE IX.—MEETINGS.
Section 1.—The annual meeting of the Association shall be held on the first Friday of each January.

Section 2.—The regular meetings of the Association shall be held on the first Friday of each month. Special meetings shall be called by the President on the written request of five members.

ARTICLE X.—ORDER OF BUSINESS.
1. Reading minutes of the last meeting.

2. Admission of new members.

3. Reports of standing committees.

4. Reports of special committees.

5. Reading of correspondence.

6. Communications from State Association.

7. Communications from local associations.

8. Unfinished business.

9. New business.

10. Election of officers and appointment of committees.

11. Report of Treasurer.

12. Adjournment.

ARTICLE XI.—AMENDMENTS.
This constitution and by-laws may be altered or suspended by a two-thirds vote of those present at any regular meeting, providing a written notice of such alteration or amendment has been presented at the preceding regular meeting.

ARTICLE XII.—BY-LAWS.
By-laws not in conflict with this constitution may be established for the government of the Association on the two-thirds vote of the members present at any session.

BY-LAWS.

ARTICLE I.—QUORUM.
Five members shall constitute a quorum for the transaction of business.

ARTICLE II.—EXPELLION.
Any member of this Association who shall be placed on the delinquent list shall stand expelled from the Association; and any member doing any act which tends to bring the Association into disrepute shall be expelled by the two-thirds vote of the members present at any regular meeting.

ARTICLE III.—RULES AND REGULATIONS.
Rule 1. The special aim of this Association is to facilitate the collection of doubtful accounts and other debts by fair and honorable methods and to guard against the extending of credit to debtors found on investigation to be unworthy of it.

Rule 2. The Association emphatically asserts that it hopes to collect all debts due the members without publicity, and that it neither desires or intends, in any instance, to permit its members to intentionally annoy or persecute any person indebted to members of the Association.

Rule 3. That no injustice may be done to, or advantage taken of any debtor, by any member of the Association, it shall be the duty of every member, before reporting a person to the Association as a delinquent, to send him the first official notification sheet, known as the "Blue Letter," setting forth the fact that he owes the writer a stated sum and that he is granted fifteen days from the date entered on such letter in which to pay the debt, or to satisfactorily arrange for its payment; that if after the expiration of the fifteen days thus granted, the debtor shall have failed to pay or to have arranged for payment the member shall report him to the Secretary (giving in each case his full name, occupation and place of residence), when that officer shall mail him the second official notification sheet, setting forth the fact that he is indebted to the member named in the sum stated, and that unless he pays, or arranges to pay the amount within ten days he will be reported to the Executive Committee as a delinquent; and in the absence of extenuating circumstances, that Committee shall then place the debtor's name on the Delinquent List.

Rule 4. The second circular letter sent to the debtor shall be enclosed in the authorized envelope of the Association, on which shall be printed, "If not called for in ten days, return to the Plainwell Business Men's Association," and the non-return of any circular letter thus mailed shall be deemed sufficient evidence that the said letter was received by the debtor addressed.

Rule 5. Disputed accounts shall be investigated by the Executive Committee, whose report on the same shall be acted upon by the Association.

Rule 6. Any member trusting a man whose name appears on the Delinquent List shall be fined \$10.

ORGANIZATION OUTFITS.

Full outfits for the Collection Department of a Business Men's Association, containing all the late improvements, supplied to order for \$15. The outfit comprises: 1,000 Notification Sheets, for member's use, 500 Copyrighted Record Blanks, 500 Association Notification Sheets, and 500 Envelopes. Money can be sent by draft, post-office or express order.

Fuller & Stowe Company,
49 Lyon Street, 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.
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.

CARY & LOVERIDGE,
GENERAL DEALERS IN
Fire and Burglar Proof SAFES
Combination and Time Locks,
11 Ionia Street, 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.

Wall Paper AND Window Shades
At Manufacturers' Prices.
SAMPLES TO THE TRADE ONLY.
House and Store Shades Made to Order.
68 MONROE STREET, GRAND RAPIDS.
Nelson Bros. & Co.
HARRIS & MARVIN,
Wholesale Dealers in
PAPER
33 NORTH IONIA STREET,
GRAND RAPIDS, MICH.

RINDGE, BERTSCH & CO.,
MANUFACTURERS AND WHOLESALE DEALERS IN
BOOTS AND SHOES.
AGENTS FOR THE
BOSTON RUBBER SHOE CO.
14 and 16 Pearl Street, Grand Rapids, Mich.

SNOW-SHOVELS, SLEDS, FIRE-KINDLERS,
FOR SALE BY
Curtiss, Dunton & Co.

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."

G. R. MAYHEW,
JOBBER OF
RUBBERS

Woonsockets & Wales Goodyears.
GRAND RAPIDS.

FULLER & STOWE COMPANY,
Designers
Engravers and Printers
Engravings and Electrotypes 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.

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

Drugs & Medicines

State Board of Pharmacy.

One Year—P. H. J. VanEmster, Bay City.
Two Years—Jacob J. Jenson, Muskegon.
Three Years—James Verner, Detroit.
Four Years—Ottmar Eberbach, Ann Arbor.
Five Years—Geo. McDonald, Kalamazoo.
President—Ottmar Eberbach.
Secretary—Jacob Jenson.
Treasurer—Jas. Verner.
Next Meeting—At Grand Rapids, March 1.

Michigan State Pharmaceutical Ass'n.

President—Frank J. Wurzburg, 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. Cronter, J. G. Johnson, Frank Wells, Geo. Gundrum and Jacob Jenson.
Local Secretary—Guy M. Harwood, Petoskey.
Next Place of Meeting—At Petoskey, July 12, 13 and 14.

Grand Rapids Pharmaceutical Society.

ORGANIZED OCTOBER 9, 1884.

President—Geo. G. Skelette.
Vice-President—H. E. Locher.
Secretary—Frank H. Escott.
Treasurer—Henry B. Fairchild.
Board of Censors—President, Vice-President and Secretary.
Board of Trustees—The President, John E. Peck, M. B. Kim, Wm. H. VanLeuven and O. H. Richmond.
Committee on Trade Matters—John E. Peck, H. B. Fairchild and Hugo Thum.
Committee on Legislation—R. A. McWilliams, Theo. Kemink and W. H. Tibbs.
Regular Meetings—First Thursday evening in each month.
Annual Meeting—First Thursday evening in November.
Next Meeting—Thursday evening, Jan. 6, at THE TRADESMAN office.

Saginaw County Pharmaceutical Society.

President—Jay Smith.
First Vice-President—W. H. Barnall.
Second Vice-President—R. Y. Yarnall.
Secretary—D. E. Prall.
Treasurer—H. Melcher.
Committee on Trade Matters—W. B. Moore, H. G. Hamilton, H. Melcher, W. H. K. K. and E. J. Birney.
Regular Meetings—Second Wednesday afternoon in each month.

Detroit Pharmaceutical Society.

ORGANIZED OCTOBER, 1883.

President—A. F. Parker.
First Vice-President—Frank Inglis.
Second Vice-President—J. C. Muelken.
Secretary and Treasurer—A. W. Allen.
Assistant Secretary and Treasurer—H. McLa.
Annual Meeting—First Wednesday in June.
Regular Meetings—First Wednesday in each month.

Jackson County Pharmaceutical Ass'n.

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

Muskegon Drug Clerks' Association.

President—L. C. Terry.
Vice-President—P. VanDusen.
Secretary and Treasurer—Geo. L. LeVeque.
Regular Meetings—Second and fourth Wednesday of each month.
Next Meeting—Wednesday evening, Jan. 12.

Oceana County Pharmaceutical Society.

President—F. W. Fincher.
Vice-President—F. W. VanWinkle.
Secretary—Frank Cady.
Treasurer—E. A. Wright.

Mason County Pharmaceutical Society.

President—F. N. Latimer.
Secretary—Wm. Heysett.
Treasurer—W. H. B. B.
Meetings—Second Wednesday of each month.

Miscellaneous Drug Notes.

The drug clerks of Denver have formed an association.

Some of the drug clerks' associations are agitating the subject of forming a national association.

The California Pharmaceutical Association has adopted a pharmacy law and will endeavor to secure its enactment at the coming session of the Legislature.

Royal Arcum hall, on North Ionia street, has been secured for the examination session of the State Board of Pharmacy, which will be held here March 1 and 2.

The Connecticut State Pharmaceutical Association has adopted a code of ethics, which is substantially the same as the Dakota code, published in THE TRADESMAN of December 15.

A new occurrence of vanillin, the characteristic base in vanilla, has been recently shown. It can be extracted from asafetida by ether and is easily purified. The product is, however, not large.

A man wrote to a resident of Sligh's Siding to find out whether there was a promising opening for a drug store at that point. The reply was: "As there never was a person sick in this section, the chances are not very good."

A Chicago physician states that in his opinion bromide of sodium should be substituted for bromide of potassium in the majority of cases where the latter is used. He claims the toxic effects of the former bromide are not so great as in the bromide of which potassium is the base.

H. M. Whelpley, editor of the *National Druggist*, favors THE TRADESMAN with a copy of "Clinical Lecture Notes," taken from Prof. C. D. Curtman's lectures at the St. Louis College of Pharmacy, which has been referred to THE TRADESMAN's scientific editor for review. The price of the volume is \$1, and it can be obtained by addressing the author at St. Louis, Mo.

Farrand, Williams & Co. in a New Role. From the Detroit Journal.

Farrand, Williams & Co. are about to open what will be known as the Peninsular White Lead and Color Works. A contract has been made for a lot between Wight and Leib streets, fronting 125 feet on the river and 800 feet deep. It is crossed by the Transit Railroad. The works will thus have every advantage in shipping. White lead will be produced by the "old Dutch" method, and the factory will also turn out all sorts of mixed paints. The factory will employ several hundred men and a large capital. Dry colors and colors in oil and varnishes will be mostly dealt in.

The proprietor of a large establishment at Philadelphia, which employs a woman as head book-keeper, on being asked if the reason was because she would work cheaper than a man, replied: "No, we pay her as much as we would a man, and she is much more reliable and her work is much better done. When it comes 11 o'clock she does not go out after a drink as some book-keepers have to do; she never comes to the office worn out by an all-night's spree and jumbles up the business of the day. This is why I prefer a lady."

He Had His Room to Himself.

From the Boston Record.

A Frenchman had been assigned to a very comfortable room, and was about to disrobe when there came a rap at the door. Upon opening it, the announcement was made that, owing to an unusual arrival of guests, etc., the proprietor would be obliged to put another gentleman into the room, and a cockney Englishman appeared. The Frenchman was disgusted, of course, and at once set his wits to work to devise means to oust the intruder upon his comfort. Pretty soon the Englishman touched the call button, and, when the summons was answered, said: "Portah, bring me a pair of large, clean towels."

The door was hardly closed, when the Frenchman touched the button, and, upon the boy's appearance, said: "Garcon, bring me two pair large, clean towel."

The other frowned, performed his ablutions, followed by the Frenchman, when he again touched the button.

"Portah, send me up a bottle of Bass ale."

Frenchman followed suit at once, demanding "two bottle Bass ale." The Englishman was now annoyed, but he held his peace, and a little later made another call upon the porter, which was immediately double duplicated by the Frenchman. Then he began to lose his temper, and after a fourth demand and another—to him—insult from the Frenchman, he struck the button so violently that the porter appeared again in hot haste.

"Boy," he said angrily, "go to the proprietor at once and tell him I must have a bed in a room by myself where I can rest in peace."

The boy had hardly reached the stairs when the Frenchman called him back, and, gestulating wildly, made known his wants as follows:

"Garcon, garcon, vill you tell ze proprietaire to come here ver quick? By gar, I moost have two bed in two room ver I can rest myself in two pieces."

That settled the Englishman, and his tormentor had the room to himself without further trouble.

Cod and Cod Liver Oils.

A writer in a foreign contemporary says: "The supposition that cod oil is pressed from the head and the body of the fish is an entirely wrong one. Genuine cod oil is produced from the liver of the codfish and nothing else, by a more simple and less extensive process than that employed in the manufacture of steam refined cod liver oil. At the low prices prevailing last season steam refined cod liver oil was employed for many purposes for which it never had been used before, and this, together with the fact that America acted as an exceptionally large buyer, considerably reduced stocks, which at the present moment are by no means large, and hence it stands to reason that prices will further advance before the new season's oil comes in; and as far as the prices of the coming season are concerned, it is beyond doubt that unless the fishing shows an extraordinary good result, the value of the article will be considerably beyond last season's this more especially so because on account of the extremely low prices of Norwegian cod liver oil only a very limited quantity of steam refined cod liver oil was produced at the Newfoundland fishing this season."

Thinking of His Sweetheart.

A patient of a local physician received from him the following prescription: R. Tine. Jennie, oz. iv. Sig. Shake and apply externally. Dr.

It was given to a drug clerk to be put up, but he did not know what "tincture of Jennie" was, and it was given to the head clerk, who knowing that the name of the doctor's betrothed is Jennie, smelled a large-sized mouse. He took it to the doctor's office, and confusedly the latter explained that he was writing a letter when the patient called, and must have written the word in the prescription which he was about to write in the gentle missive when interrupted.

The Drug Market.

Cloves, mace and pepper have advanced about fifteen per cent. and oil of cloves has taken a corresponding advance. Opium and morphine are very firm at the advance. Iodine and preparations therefrom have all declined. The corrodors' association has fixed the price of white lead for 1887 at the same price as ruled this year.

Yellow for Floors.

White lead and linseed oil, mixed with some French yellow and a little chrome yellow to brighten; and some red lead, burnt white vitriol and litharge added, to give it a drying quality; mixed with equal parts boiled oil and turpentine, and use thin.

An English exchange says that owing to the scarcity and consequent high price of cubes, it is necessary to examine them carefully for admixtures. One that is very liable to be overlooked has, lately been recognized. It is a berry exactly resembling cubes in color and size, but has no petiole, and the base of the fruit shows a calyx having five minute teeth. On cutting open the fruit it is seen to be two-celled, and it may be most easily recognized by the fact that it has two vertical depressions on the sides and two slightly prominent ridges at right angles to them. We have not heard of this admixture in this country, but our readers will do well to watch for it or some similar drug.

Maxims for Merchants.

From the Dry Goods Chronicle.

Politeness is a necessity to the business man.

Old as the hills is the maxim that "Union is strength."

Apply the pruning knife if a you want a healthy business.

Some old authorities hold that it is foolish for a shop-keeper to be also a manufacturer, and vice versa.

"Whatsoever ye would, etc.," is as easy in business matters as in any other department of human life.

Credit has precisely the same effect as money in circulating goods from the merchant to the consumer.

"He that withholdeth corn, the people shall curse him; but blessing shall be upon the head of him that selleth it."

It is always not only important to have a full-sized show-room for goods, but also some strikingly handsome goods.

To be successful a retailer must have both fact and talent; he must also be punctual, pleasant and polite, and above all be respectable.

One of the main principles of currency is its negotiability. A negotiable instrument means a document of which the property passes by delivery.

A tradesman should possess sufficient capital, business capability, a good temper, a gracious manner, abundant patience and a well-selected stock.

To buy on credit and wait for remittances is a dear plan. The manufacturers always stick it on, and, when busy, always serve their cash customers first.

There is a large class of legitimate and necessary business transactions which cannot be regulated by any commonly recognized natural or market price.

With your facilities and stock, your name ought to be before the public every day. Faith in the virtue of judicious advertising, practically carried out, always pays.

Indebtedness is a dangerous thing to shoulder. Again and again it may be safely done, but sooner or later there comes a time when it proves neither profitable nor pleasant.

"I must, of course, go to the cheapest market, but am quite willing to give you the preference, provided you are as cheap as others," was the reply of a well-known dealer when solicited to buy.

While it is not right for a dealer to attempt to decoy a customer to buy what he does not want, nor to supplant his rivals "by any indirection," he may honorably outstrip them by serving the public better.

Whether a bill be a good and safe one has no reference to whether it represents the past or a future transaction, but whether it is a safe and judicious one itself, and the parties be able to meet their liabilities.

When capital is to be had on too easy terms it fosters to an extravagant extent the fatal propensity of embarking in all sorts of wild speculations and pushing trade far beyond the possibility of being remunerative.

"I shall be glad," writes a dealer to a wholesale house, "to have your best terms on the goods stated, so that I may see whether you can offer any advantages I do not at present possess, that might induce me to place some orders with you."

The would-be successful merchant should adopt and abide by the cash system in both buying and selling. If he has been giving and receiving credit, let him systematically set about shortening up long credits and reducing to cash the short ones.

Wood Oil.

Wood oil is now made on a large scale in Sweden, from the refuse of timber cuttings and forest cleanings, and from stumps and roots. Although it cannot well be burned in common lamps, on account of the excessive amount of carbon it contains, it furnishes a satisfactory light in lamps specially made for it, and in its natural state is the cheapest of all illuminating oils. Thirty factories produce about forty thousand litres of the oil daily.

The peppermint, spearmint, tansy and wormwood oil crops of St. Joseph and Cass counties amount this season to 80,000 pounds, and were handled in 5,000 cans, manufactured by local tinners. Essential oils are taking a front rank among farm products in these counties.

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 \$1,400 in town of 800 inhabitants in eastern part of State.

FOR SALE—Stock of about \$5,000 in town of 3,000 inhabitants in Texas. Doing fine business. Terms liberal.

FOR SALE—Stock of \$1,500 in town of 12,000 inhabitants in central Wisconsin. Can be bought on very liberal terms.

FOR SALE—Stock of \$700 in town of 500. No other drug store within seven miles.

FOR SALE—Stock of about \$1,600 in town of 800 inhabitants in northern Illinois. Terms liberal.

FOR SALE—Stock of \$800 in small town in western Indiana. Terms easy.

FOR SALE—Stock of \$1,200 in an inland town in midst of the farming country. Will either sell or rent building. Terms easy.

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, mace, golden seal.

Declined—Iodine, Iodide potash.

ACIDUM.

Aceticum..... 800 10
Benzolium..... 800 10
Carbolicum..... 300 30
Citricum..... 700 75
Hydrochlor..... 300 5
Nitricum..... 100 12
Oxalicum..... 100 12
Salicylicum..... 1 500 10
Tannicum..... 1 400 10
Tartaricum..... 500 53

AMMONIA.

Aqua, 16 deg..... 300 5
" 18 deg..... 400 5
Carbonas..... 1 100 14
Chloridum..... 120 14

Cubebae (po. 1 35)..... 1 350 150
Juniperus..... 600 7
Xanthoxylum..... 250 30

BALSAMUM.

Copaiba..... 450 50
Peru..... 60 50
Terabin, Canada..... 380 40
Tolutan..... 450 50

CORTEX.

Abies, Canadian..... 18
Cassia..... 11
Cinchona Flava..... 18
Eaonymus atropurp..... 30
Myrica, Corifera, po..... 20
Prunus Virgin..... 12
Quillaia, grl..... 12
Sassafras..... 10
Thymus..... 12
Ulmus Po (Ground)..... 10

EXTRACTUM.

Glycerizilla Glabra..... 240 25
Haematox, 15 boxes..... 80 9
" 1s..... 60 12
" 1s..... 60 12
" 1s..... 60 12
" 1s..... 60 12

FERRUM.

Carbonate Precip..... 60 15
Citrate and Quinia..... 250 50
Citrate Soluble..... 60 80
Ferrocyanidum Sol..... 60 50
Sulphate, com'l, (bbi. 75)..... 140 20
" pure..... 60 7

GUMMI.

Acacia, 1st picked..... 30 10
" 2nd..... 20 10
" 3rd..... 20 10
" Sifted sorts..... 60 65
Aloe, Barb. (po. 60)..... 500 60
" Cape, (po. 20)..... 60 12
" Socotrine, (po. 60)..... 250 30
Annonia..... 250 30
Assafoetida, (po. 25)..... 60 15
Benzoinum..... 500 55
Camphora..... 240 27
Catechu, 1s, (4s, 14s, 16)..... 60 13
Cubeba..... 350 35
Galbanum..... 60 80
Gamboge, po..... 750 80
Guaiacum, (po. 45)..... 60 35
Guaiacum, (po. 25)..... 60 35
Mastic..... 60 25
Myrrh, (po. 45)..... 60 40
Opil, (po. 4 75)..... 60 15
Shallaki..... 250 30
" bleached..... 250 30
Tragacanth..... 300 75

HERBA—In ounce packages.

Absinthium..... 25
Aconitum..... 25
Lobelia..... 25
Majoram..... 25
Mentha..... 25
" Vir..... 25
Rue..... 25
Tanacetum..... 25
Thymus, V..... 25

MAGNESIA.

Calcined, Pat..... 550 60
Carbonate, Pat..... 200 22
Carbonate, N. & C. & Cals, doz..... 200 25
Carbonate, Jennings..... 350 36

OLEUM.

Absinthium..... 3 500 10
Aniseed, Dutch..... 60 10
Angelica, Amarac..... 60 10
Anisi..... 2 000 10
Aurant Cortex..... 60 10
Bergamot..... 2 000 10
Caryophylli..... 60 10
Cedar..... 350 65
Chenopodii..... 60 10
Cinnamon..... 60 10
Citronella..... 60 10
Conium Mac..... 350 65
Copaiba..... 60 10
Eucalypti..... 60 10
Erigeron..... 1 200 10
Gaultheria..... 2 300 10
Geranium..... 60 10
Gossipi, Sen, gal..... 550 75
Hedeoma..... 500 100
Juniperi..... 500 100
Lavandula..... 500 100
Limonis..... 1 700 25
Lini, gal..... 420 45
Mentha Piper..... 3 000 75
Mentha, Vir..... 60 10
Morrhuae, gal..... 800 10
Myrcia..... 60 50
Olive..... 1 000 75
Picea Liquida, (gal. 50)..... 100 15
Ricini..... 1 420 60
Rosaeri..... 750 100
Rosae..... 60 10
Succini..... 400 10
Sagina..... 900 10
Santal..... 3 500 10
Sassafras..... 450 50
Sassafras, ess..... 60 60
Tigili..... 60 60
Thyme..... 400 50
" opt..... 60 60
Theobromas..... 150 20

POMATUM.

Richmond..... 720 14
Bromide..... 300 40
Chlorate, (Po. 22)..... 200 22
Iodide..... 250 25
Prussiate..... 250 28

RADIX.

Athusa..... 250 30
Anchusa..... 150 25
Arum, po..... 60 25
Calamus..... 200 50
Gentiana, (po. 15)..... 100 12
Glycerizilla, (po. 15)..... 100 12
Hydrastis Canaden, (po. 35)..... 100 12
Hellebore, Alba, po..... 150 20
Inula, po..... 150 20
Juncus..... 1 000 10
Jalapra, pr..... 250 30
Maranta, 1s..... 60 35
Podophyllum, po..... 150 15
" thei..... 750 10
" cu..... 750 10
" py..... 750 10
Spigelia..... 600 65
Squandaria, (po. 15)..... 60 65
Serpentaria..... 450 50
Senega..... 500 60
Smilax, Officialis, H..... 60 40
Squilla, (po. 35)..... 100 12
Symplocarpus, Foetidus, po..... 60 25
Valeriana, English, (po. 30)..... 60 25
German..... 150 20

SEMED.

Anisum, (po. 20)..... 60 17
Apium (graveolens)..... 120 15
Cardi..... 400 6
Cardu..... 1 000 25
Cardomon..... 1 000 25
Coriandrum..... 100 12
Cynabris Sativa..... 350 60
Chenopodium..... 100 12
Dipterix Odorata..... 1 750 15
Foeniculum..... 60 15
Foenugreek, po..... 60 15
Lini..... 340 4
Lini, grl, (bbi. 3)..... 340 4
Phalaris Canarian..... 4 440
Rapa..... 60 6
Sinapis, Alba..... 800 9
" Nigra..... 800 9

SPIRITUS.

Frumenti, W. D. & Co..... 2 000 25
Frumenti, F. R. R..... 1 750 25
Frumenti..... 1 000 15
Juniperis Co. O. T..... 1 750 15
Juniperis Co..... 1 750 15
Sassafras..... 1 750 15
Spt. Vini Galli..... 1 750 15
Vini Oporto..... 1 250 10
Vini Alba..... 1 250 10

FLORIDA SHEETS' wool, carriage..... 2 25

Nassau..... 2 00
Veit Ext do do..... 1 10
Extra Ye do do..... 80
Grass do do..... 65
Hard " for slat use..... 1 40
Yellow Roof..... 1 40

MISCELLANEOUS.

Ether, Spts Nitros, 3 F..... 200 25
Ether, Spts Nitros, 1 F..... 300 25
Alumen..... 240 34
Alumen, ground, (po. 7)..... 300
Anatto..... 500 60

Antimoni, po..... 400 5

Antimoni et Potass Tart..... 550 60

Argent Nitras..... 60 68

Arsenicum..... 50 15

Balm Gilead Bud..... 380 40

Bismuth S. N..... 150 20

Calcium Chlor, 1s, (4s, 11; 1s, 12)..... 60 9

Cantharides Russian, po..... 60 25

Capsici Fructus, 1s..... 60 15

Capsici Fructus, po..... 60 14

Caryophyllus, (po. 50)..... 300 35

Carmine, No. 40..... 60 75

Cera Alba, S. & F..... 500 55

Cera Flava..... 250 30

Coccus..... 60 20

Cassia Fructus..... 60 15

Centuria..... 60 10

Cetaceum..... 60 50

Chloroform..... 380 40

Chloroform, Scabbs..... 60 15

Chloral Hydrate Cryst..... 1 50

The Michigan Tradesman.

Regular Meeting of the Retail Grocers' Association.

There was a fair attendance at the regular semi-monthly meeting of the Retail Grocers' Association, held on December 21. After the usual routine business had been transacted, the Committee on President's Address presented the following report:

Mr. President and Members of the Retail Grocers' Association:

Your special Committee on President's Address, to whom was referred the inaugural address of President Coye, beg leave to report that we have considered the same and advise the following action on the several recommendations:

Relative to a revision of the constitution, we heartily agree with our executive in the opinion that it needs careful and thorough revision and the incorporation of several desirable features, and we recommend that the matter be taken in hand immediately after the March meeting of the Michigan Business Men's Association.

The recommendation relative to the necessity for increasing our membership fee and dues also meets our hearty approval. The delinquent list now furnished every new member is worth many times the initiation fee and the advantages obtained through membership in the Association are greatly in excess of the paltry quarterly dues. We are unable to find any similar organization which is maintaining an existence on so economical a basis as our Association, the initiation fee in most cases being \$5 and the monthly dues 50 cents. As we are beginning to see the necessity for a surplus, on which we can draw in case of an emergency, we would recommend that beginning with January 1, 1887—except in the case of those who have paid their dues in advance—the initiation fee be placed at \$2 and the dues be made 25 cents a month, payable in advance.

Regarding the adoption of a collection blank or notification sheet for the use of members, previous to reporting the names to the Actuary, we recommend the adoption of the President's suggestion in this respect. We advise that the blanks be printed on a note sheet, on blue paper, and couched in as mild terms as are consistent with the dignity of the Association. We do not think it ought to be incumbent upon every member to send the delinquent a blue sheet before reporting him to the Actuary, but recommend that it be used in all cases where the member has reason for thinking that mild measures will accomplish the same results as harsher means.

E. A. STOWE,
E. J. HERRICK.

C. L. Lawton, the third member of the committee, agreed with the others on all questions except the raising of the dues, on which he presented a verbal minority report, in which he claimed that some of the suburban grocers would oppose such a change.

A. J. Elliott suggested that if any one class, more than another, had been benefited by the Association, it had been the suburban grocers, whereupon Jas. Farnsworth stated that from the appearance of the delinquent list, the names reported had mostly come from the so-called suburban grocers, the main streets not being well represented in its pages.

President Coye stated that the delinquent list had recently saved him \$5 worth of goods, which were already done up for delivery to an applicant for credit. A glance at the list prevented the loss of the goods and the loss of an additional \$5 fine, which he would have been compelled to forfeit to the Association as the penalty of trusting a man whose name was on the list.

C. L. Lawton suggested that the Secretary stir up the grocers on the main streets to the necessity of their contributing their full quota to the lists of reported names, in order that the seal skin cloak and silk stocking brigade may be fully represented on the delinquent list.

The report of the Committee on President's Address was made the special order of business for the next meeting and the Association adjourned.

Another Firm Espouses the Cash System.
LAKEVIEW, Dec. 14, 1886.

E. A. Stowe, Grand Rapids:

DEAR SIR—We have been forced, in self-defense, to shut our business down to a strictly cash basis. We feel that this is the best thing to do, not only for ourselves and the wholesalers who have been our friends but also for our patrons. If you can say a kind word for us to your subscribers, through the medium of THE TRADESMAN, we would be grateful. Prospects are good here for the winter trade.

Yours,
JOHNSON BROS.

The firm announces its change of front in the following terms:

TO OUR MANY PATRONS:

LAKEVIEW, Dec. 13, 1886.

The fact has become apparent to us after a three years' experience in the credit business that the only safe and successful method of conducting a retail trade is upon a strictly cash basis. The merchant who sells for cash only, saves his discounts, and therefore can sell you goods from three to ten per cent. cheaper than the one who sells for credit. Taking these things into consideration, we have decided on and after Wednesday, December 15, to sell goods only for cash or its equivalent. Thanking our customers for past patronage, and hoping for a continuation of the same, we are,

Respectfully yours,
JOHNSON BROS.

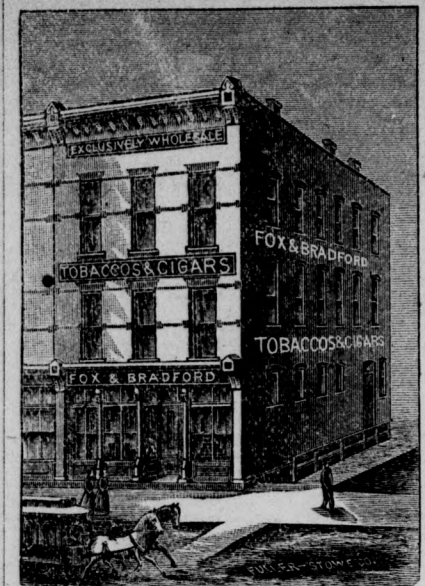
The Allegan County Peach Crop.
An Allegan county patron of THE TRADESMAN writes that the peach crop of that county aggregated over 2,000,000 baskets this year, as is shown by the shipments made at the various markets, as follows:

Saugetuck, Douglass and Pierceville.....1,000,000
South Haven.....500,000
Fennville.....500,000

Total.....2,000,000

As the fruit brought the grower an average price of 25 cents per basket, aside from package, freight and commission, it is easy to see that the peach crop of Allegan county netted the growers a cool half million dollars.

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

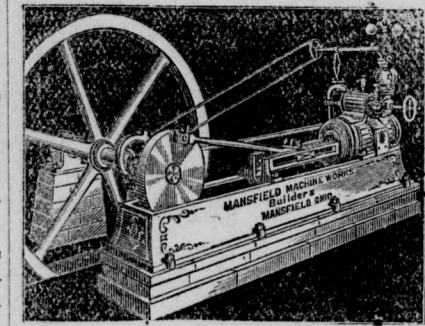


FOX & BRADFORD,
EXCLUSIVELY
WHOLESALE CIGARS!

76 South Division St.,
Grand Rapids, - Mich.

PORTABLE AND STATIONARY ENGINES

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



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

HIRTH & KRAUSE,
DEALERS IN
Hides, Furs and Tallow,
Prompt returns made on Consignments.
118 Canal St., Grand Rapids.

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

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

O. W. BLAIN & CO., Produce Commission Merchants,
—DEALERS IN—
Foreign and Domestic Fruits, Southern Vegetables, Etc.
We handle on Commission BERBERIES, Etc. All orders filled at lowest market price. Correspondence solicited. APPLES and POTATOES in car lots Specialties. NO. 9 FORTA ST.

Potatoes, Onions, Apples, Ruta Bagas
In Car Lots.

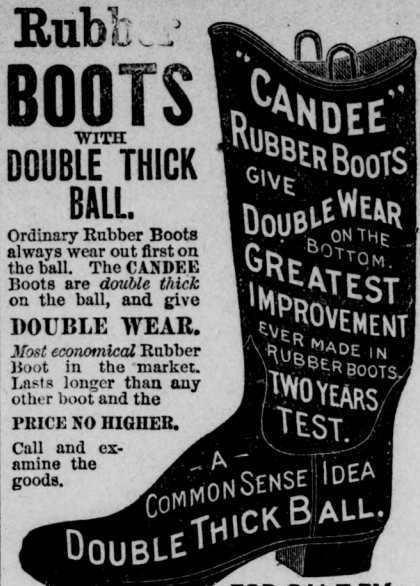
Shippers looking for a better market than near-by markets afford will do well to write or wire us for prices before consigning elsewhere. All goods sold on arrival and remitted for.
Commissions, 5 per cent.

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.

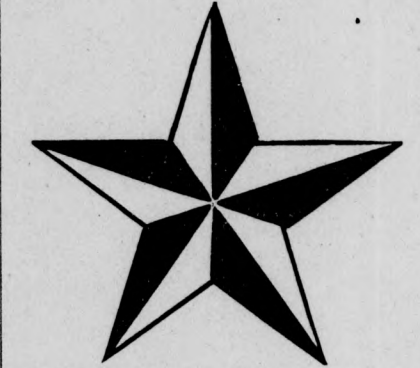
J. H. Thompson & Co., Wholesale Grocers,
59 Jefferson ave., Detroit, Mich.

"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.,
No. 4 Monroe St., Grand Rapids.
Largest and finest stock in the State of
Rubber Goods, Mill Supplies, Fire Department Supplies and Sporting Goods.

WM. L. ELLIS & CO.



BRAND
Baltimore Oysters
Wholesale Depot,
B. F. EMERY,
STATE MANAGER,
37 Canal St., Grand Rapids.

Bound to Sell.
From the Detroit Free Press.
First Drummer—How do you find business?
Second Ditto—Rather dull. How is it with you?
F. D.—About the same as usual. You see my goods are staple and have to sell.
S. D.—What sort of goods do you handle?
F. D.—Coffins. You see folks die, hard times or no hard times.

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. It will pay every merchant to make frequent visits to market, not only in respect to prices, but to keep posted on the ever-changing styles and fashions, many of which are never shown "on the road."

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

CHECKS.
Park Mills, No. 100, 15
Park Mills, No. 50, 10 Prodigy, 02.....84
Park Mills, No. 60, 11 Otis Apron.....84
Park Mills, No. 70, 12 Otis Furniture.....84
Park Mills, No. 80, 13 York, 1 02.....84
Park Mills, No. 90, 14 York, AA, extra 02, 12 1/2

PLAIN.
Alabama.....6 1/2
Georgia.....8 1/2
Jewell.....8
Kentucky.....8 1/2
Santee.....7 1/2

PLAIN.
Alabama.....6 1/2
Georgia.....8 1/2
Jewell.....8
Kentucky.....8 1/2
Santee.....7 1/2

BLEACHED COTTONS.
Avondale, 30.....8 1/2
Art cambrics, 30.....9 1/2
Androscoogin, 4-4, 7 1/2 Hill, 4-4.....7 1/2
Androscoogin, 4-4, 7 1/2 Hill, 7-8.....6 1/2
Ballou, 4-4.....5 1/2
Ballou, 5-4.....6 1/2
Boott, 0-4, 4.....8 1/2
Boott, E-5, 5.....7 1/2
Boott, AGC, 4-4.....9 1/2
Boott, R, 3-4.....5 1/2
Blackstone, 4-4.....6 1/2
Chapman, X, 4-4, 5 1/2 Langdon, 40.....11
Conway, 4-4.....6 1/2
Cabot, 4-4.....6 1/2
Cabot, 5-4.....7 1/2
Canoe, 3-4.....4
Domestic, 30.....7 1/2
Dwight Anchor, 4-4.....8 1/2
Dwight, 4-4.....8 1/2
Fruit of Loom, 4-4, 7 1/2 Woodbury, 4-4.....5 1/2
Fruit of Loom, 7-8, 6 1/2 Whitinsville, 4-4.....6 1/2
Fruit of the Loom, 11 Wamsutter, 4-4.....9 1/2
Gold Medal, 4-4.....6 1/2
Gold Medal, 7-8.....5 1/2

SILKES.
Crown.....17 1/2
No. 10.....11
Coin.....10
Anchor.....15
Blackburn.....8
Dwight.....14
London.....12 1/2
Pacifica.....12
Red Cross.....7 1/2
Masonville TS.....8

PRINTS.
Albion, solid.....5 1/2
Albion, grey.....6
Allen's checks.....5 1/2
Allen's fancy.....5 1/2
Allen's pink.....5 1/2
Allen's purple.....5 1/2
American, fancy.....5 1/2
Arnold fancy.....6
Berlin solid.....5
Cocheo fancy.....6
Cocheo robes.....6
Conestoga fancy.....6
Eddystone.....6
Eagle fancy.....5
Garner pink.....5 1/2

FINE BROWN COTTONS.
Appleton A, 4-4.....6
Boott M, 4-4.....7 1/2
Boston F, 4-4.....6 1/2
Continental C, 4-4, 6 1/2 Lyman B, 40-in.....9
Continental D, 40-in 7 1/2 Mass. BB, 4-4.....5 1/2
Conestoga W, 4-4, 6 1/2 Nashua E, 40-in.....7 1/2
Conestoga D, 7-8, 4 1/2 Nashua B, 4-4, 6 1/2
Conestoga G, 30-in, 5 Nashua O, 7-8.....5 1/2
Dwight X, 3-4.....4 1/2
Dwight Y, 7-8.....5 1/2
Dwight Z, 4-4.....5 1/2
Dwight Star, 4-4.....6
Dwight Star, 40-in.....7
Enterprise EE, 30.....4 1/2
Great Falls E, 4-4.....6 1/2
Farmers' A, 4-4.....5 1/2
Saranoa E.....7 1/2

DOMESTIC COTTONS.
Amoskeag.....7
Amoskeag, Persian.....12 1/2
Bates.....6
Berkshire.....6
Glasgow, fancy.....6
Glasgow, royal.....6 1/2
Gloucester, new standard.....7 1/2
Plunket.....7 1/2
Langdon.....7
Langdon, dress.....9
Renfrew, dress.....9

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

HEAVY BROWN COTTONS.
Atlantic A, 4-4.....6 1/2
Atlantic H, 4-4.....6 1/2
Atlantic D, 4-4.....5 1/2
Atlantic P, 4-4.....5 1/2
Atlantic LL, 4-4.....4 1/2
Adriatic, 30.....7 1/2
Augusta, 30.....7 1/2
Boott M, 4-4.....6 1/2
Boott FF, 4-4.....6 1/2
Graniteville, 4-4.....5 1/2
Indian Head, 4-4.....5 1/2
Indiana Head 45-in, 11 1/2 Wachusett, 30-in.....5 1/2

TICKINGS.
Amoskeag, ACA.....17
Amoskeag, 4-4, 12 Falls, XXX.....15 1/2
Amoskeag, A.....11 1/2
Amoskeag, B.....11 1/2
Amoskeag, C.....10 1/2
Amoskeag, D.....10
Amoskeag, E.....9 1/2
Amoskeag, F.....9
Premium B, 4-4.....16
Extra 4-4.....16
Extra 7-8.....14 1/2
OCA 7-8.....12 1/2
OT 4-4.....14
RC 7-8.....14
BF 7-8.....16
AF 4-4.....19
Cordis AAA, 32.....14
Cordis A, 32.....15
Cordis No. 1, 32.....15
Cordis No. 2.....14
Cordis No. 3.....13
Cordis No. 4.....13
Falls, XXXX.....18 1/2

SOFT CAMBRICS.
Washington.....4 1/2
S. S. & Sons.....4 1/2
American A.....14 1/2
Stark A.....20 1/2

GRAIN BAGS.
American A.....14 1/2
Stark A.....20 1/2

DEMONS.
Boston.....6 1/2
Everett blue.....12
Everett brown.....12
Otis AXA.....11
Otis BB.....10
York, blue.....12 1/2

PAPER CAMBRICS.
Manville.....4 1/2
Masonville.....5 1/2
Red Cross.....6 1/2
Berlin.....6
Garner.....7

COTTON.
Brooks.....50
Clark's O. N. T.....55
J. & P. Coals.....55
Williamette 3 cord.....55
Williamette 3 cord.....55
Charleston ball sew.....30
Ing thread.....30

ARMORY.
Androscoogin.....7 1/2
Canoe River.....7 1/2
Clarendon.....5 1/2
Hallowell Imp.....5 1/2
Ind. Ore. Imp.....5 1/2
Laconia.....5 1/2

KEARSARGE.
Androscoogin.....6 1/2
Naumkeag.....6 1/2
Pepperell bleached.....6 1/2
Pepperell sat.....6 1/2
Rockport.....6 1/2
Lawrence sat.....6

OTIS CO.
Otis CC.....9
Warren AXA.....11
Warren BB.....10
Warren CC.....9
York, blue.....12 1/2

WAGONS.
Thistle Mills.....6
Rose.....6 1/2

WAGONS.
Thistle Mills.....6
Rose.....6 1/2

WAGONS.
Thistle Mills.....6
Rose.....6 1/2

WAGONS.
Thistle Mills.....6
Rose.....6 1/2

WAGONS.
Thistle Mills.....6
Rose.....6 1/2

WAGONS.
Thistle Mills.....6
Rose.....6 1/2

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Thistle Mills.....6
Rose.....6 1/2

WAGONS.
Thistle Mills.....6
Rose.....6 1/2

WAGONS.
Thistle Mills.....6
Rose.....6 1/2

WAGONS.
Thistle Mills.....6
Rose.....6 1/2

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.

WM. SEARS & CO.

Cracker Manufacturers,

Agents for
AMBOY CHEESE.

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

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

Clark, Jewell & Co. **SURE.**

P. STEKETEE & SONS,

JOBBERS 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.

F. J. LAMB & CO.

STATE AGENTS FOR

D. D. Mallory & Co.'s

DIAMOND BRAND OYSTERS,

Also Fruits and Country Produce.

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, Mermaid, 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 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.

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.