NO. 185.

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

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

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

use, is the very best offered to the con-sumer. All wholesale and retail grocers



For the Field and Garden.

The Grand Rapids Seed Store,

71 Canal Street,

Offers for Sale all Kinds of Garden Seeds in Bulk.

Medium Clover, Mammoth Clover, Alsike Clover, Alfalfa Clover, White Dutch Clover, Timothy,

Red Top, Blue Grass, Orchard Grass, Hungarian Grass, Common Millet, German Millet, Flax Seed.



Our Order Department

Secures to out-of-town customers the mos

LARGEST HOUSE in the STATE DEALING EXCLUSIVELY IN

Ready-Made Clothing

With the splendid Tailor-Made Clothing we handle the fit is as perfect as in the finest custom work. Send in your order for a Spring Suit or Overcoat and make a saving

---GIANT---

JOBBING DEPARTMENT. We pay cash for our goods and make CASH PRICES. With superior advantages and ready cash we are enabled not only to meet Chicago prices but offer you a most complete line of

FURNISHING GOODS.

GIANT CLOTHING COMPANY,

Cor. Canal & Lyon Sts., Grand Rapids GRAND RAPIDS, MICH.

JEWELER.

44 CANAL STREET,

GRAND RAPIDS,

JUDD & CO., Muzzy's Starch, both for laundry and table JOBBERS of SADDLERY HARDWARE And Full Line Winter Goods. 102 CANAL STREET.



Importers, Jobbers and Retailers of

 ${ t BOOKS}$

Stationery & Sundries

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

Show Cases.

Having embarked in the Manufacture of Show Cases at 38 West Bridge street, we are prepared to supply merchants and others with the best goods on the market at prices way below other manufacturers, we do all our own work. All cases fully warranted.

Write for prices or call and see us when

COOK & PRINZ,

We make the handling of POTATOES APPLES and BEANS in car lots a special MUSCATINE ture of our business. If you have any of these goods to ship, or anything produce line, let us hear from you, and we 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., Commissiom Merchants 157 South Water St., CHICAGO.

Reference: FIRST NATIONAL BANK.

Use Heckers' Standard

Manufactures.

T. R. ELLIS & Co., **Book Binders** PAPER RULERS,

51, 53 and 55 Lyon St.,

EDMUND B. DIKEMAN, Voigt, Herpolsheimer & Co., Buying, Paying, Selling, Trusting and Other Points.

Owasso, March 22, 1887.

MERCHANDISING.

Buying, Paying, Selling, Trusting and Other Points.

Owasso, March 22, 1887.

DRY GOODS

Staple and Fancy.

Overalls, Pants, Etc., OUR OWN MAKE.

A Complete Line of

Fancy Crockery® Fancy Woodenware

OUR OWN IMPORTATION.

nspection Solicited. Chicago and Detroit Prices Guaranteed

We give prompt personal attention to he sale of POTATOES, APPLES, BEANS and ONIONS in car lots. We offer best facilities and watchful attention. Consignments respectfully solicited. Liberal cash advances on Car Lots when desired.

166 South Water St., CHICAGO.

FELSENTHAL, GROSS & MILLER, Bankers.

HEMLOCK BARK! WANTED.

The undersigned will pay the highest market price for HEMLOCK BARK loaded on board cars at any side track on the G. R. & I. or C & W. M. Railroads. Correspondence solicit-

N. B. CLARK, Grand Rapids. 101 Ottawa St.,

MOSELEY BROS.

-WHOLESALE-SEEDS, FRUITS, OYSTERS, And Produce. 26, 28, 30 and 32 OTTAWA ST., G'D RAPIDS

MUSCATINE OATMEAL.

For Sale by all Michigan Jobbers.

TRY IT! FOR SALE BY ALL FIRST-CLASS GROCERS.

Oberne, Hosick & Co.

CHICAGO. A, HUFFORD, General Agent,

CHARLES A. COYE, A. Coye & Son,

AWNINGS & TENTS

Horse and Wagon Covers, Oiled Clothing, Feed Bags, Wide Ducks, etc. Flags & Banners made to order.

MONNICH & STONE, Flint, Mich.



E. A. Stowe, Grand Rapids:

complimentary orders because a salesman flatters you and happens to be well acquain-

for when the bills become due, whether you

will give some one else an opportunity.

nting same from date of dating 7 per

cent. or 6 per cent. off, as the agreement may

be, in 10 days or 5 per cent. off 30 days.

Now, any business man can see at once the gain by taking the percentage off and pay-

ing cash for goods. In the year of 1873 I made my entire store and family expenses

simply on discounts. Every good business man should endeavor to discount his bills.

If your capital is limited, carry a small

stock and sell same for cash only and dis-count your bills. By so doing you will feel

give you closer figures, knowing that you

gained from the jobber, for everyone is desirous to sell you, knowing that you pay

cash. If you cannot get your matters in

run over due, for such a course will place

you in the power of the creditor. You will injure your reputation by so doing. The

ainute the jobber grants you an extension,

We will now pass to the subject of the

faded by too much light. By negligence in

special efforts to dispose of them. The longer you keep them, the more they will de-preciate in value. Convert them into money

and use that money to buy new stock with.

A certain amount of judicious advertising is

absolutely necessary, in order to keep your name before the public; and whatever you advertise to do, carry out to the letter.

Such a course creates a good impression. You must endeavor to convince people that

principles. Ever maintain your honor and

for a short time.

DEAR SIR—At the present age of the world, when competition in all branches of business is at its height all over the broad land, east, west, north and south; and when goods of all kinds and descriptions are sold with as close a margin as they are at this date, it should be of great interest to the dealer to avail himself of every point that may benefit him to make his occupa ion successful and I concur with you that the best method to obtain such points is to get the ideas and opinions of experienced and successful merchants and select such points as are deemed of interest and practicable application. Hence I take the pleasure of reciprocating.

After a business career of twenty years, in the clothing, hats, caps and furnishing goods trade, I will endeavor to give the readers of THE TRADESMAN some of my ideas and opinions on buying, paying, selling, trusting and other points that may be of interest for the successful and prosperous conduct of business; and I trust that others will also advance their ideas, for we can all learn, it matters not how much experience

1. Buying stock is one of the main things to be considered in business, and, as the old and true saying is, "A stock well bought is half sold." The only question is what is the meaning of well bought? In the first place, you must endeavor to buy only such goods as are salable. You must use the best of judgment in selecting patterns. Bad styles are dear, even if bought ever so low, for they will not move, but will lay on your shelves; and the longer they lay the more they will depreciate, and you will accumulate old shelf-worn stock, which means loss and ruin. Buy your goods at the lowest possible prices, it is very necessary to do so on account of the strong com-petition now in existence in all branches of ousiness. Some merchants have an idea that in order to buy goods low, they must only deal with large houses. This is a great mistake. The larger houses are laboring under heavy expenses; aside from that, they command plenty of capital and are, therefore, more independent, while, on the other hand, the smaller dealers are more anxious to cater for your trade, have lighter expenses and are willing to give a good, ompt-paying merchant closer figures than the independent houses that command a large trade will give you. The most erroneous and fatal mistake existing at the present day with the retail merchant is that he

thinks that he cannot do a successful business unless he carries an enormously large stock. He thinks he cannot do business his claim for fear of loss. Ruin will even without it, because his neighbor carries a large stock. This is one of the most comon errors in mercantile life. Goods get mon errors in mercantile life. Goods get old, faded, shelf-worn, go ont of style, and full, a merchant must be independent, pay when the time of your annual inventory his bills when at maturity and make approaches, instead of your having the cash approaches, instead of your having the cash which you think you have made during the purchases wherever it is to his best advantage. No business man should ever give severe trees being any your shelves a year, you have laying on your shelves a large lot of unsalable goods which would an act means utter ruination. It deprives large lot of unsalable goods which would not bring you fifty cents on the dollar. And you are, in reality behind, in place of ahead, you are, in reality behind, in place of ahead, which you simed to be and should be a failure. An assignment for the benefit of which you aimed to be and should be. A good merchant should buy judiciously, spartel mortgage on a stock of goods. In no good, more especially in staples that are in every day demand. It is a wise plan and experience tells me that it can be done; that is, run your stock down to a certain Best in the world. Made by new and improved process of kiln-drying and cutting. All grocers keep it. Put up in barrels, half barrels and cases.

MUSCATINE

MUSCATINE

Best in the world. Made by new and improved process of kiln-drying and cutting. All grocers keep it. Put up in barrels, half barrels and cases.

We will now pass to the subject of the displaying of stock. A great deal of the success of the merchant of the present day depends to a certain extent upon the show and display of his goods. In order to display stock to good advantage, it is necessary to have a good, clean store. Always keep it tidy and avoid smoking, as tobacco smoke scents the goods. It is desirable that taste should be shown in the arrangement of your show window. Change the goods frequently, so that they may not become

ROLLED OATS. Another very important point is, in buying your stock do not buy all of one line of goods of any one house, for several reasons: Made by entirely new process, and used by everybody. Put up in barrels, half barrels and cases.

It gives the jobber to understand that you are not beholden to him and it will put him on his guard to be very cautious and not sharrely are not sharrely and cases. not charge you more for goods than any one else would be likely to sell them to you for. While, on the other hand, if he knows that you will buy of him only, he might not that you will buy of him only, he might not that you will buy of him only, he might not that you will buy of him only, he might not that you will buy of him only, he might not that you will buy of him only, he might not but see them. When you have goods that to the buyer for the real or supposed weight. use that caution. And then again, almost every house has some articles that are not only very desirable styles to handle, but sometimes at special low prices. It will pay every merchant to look over different lines. My experience has taught me that, in that way, one is able to select a better, cleaner, and more salable stock and at lower prices than if a certain line be all pur-chased of one house. The retailer living in the present day of competition should avail The Best Laundry Soap on the Market. Line present day of competition in his favor in selecting his stock. If you have frequent selecting his stock. If you have frequent principles. Ever maintain your his stock. enquiries for certain articles and you do not have them in stock, you should get them in order to hold your trade, but not in all cases. There are certain cranky individuals

integrity inviolate. who are continually enquiring for things which you have not, and, if you had them, they would not be suited with them, but would rather go away from home to buy and pay more for them than they could buy them to home for them than they could buy them to home for the work for them than they could buy them to home for the will not pay better to do less business, sell your goods for cash, discount your bills. them at home for. It will not pay a mer-chant to order goods for such parties, with the expectation of selling to them. Better good and solid reputation, than to do a lardrop them. Do not buy a job lot at the end of the season, because you can buy it cheap, for you will find it hard-selling goods, or it would not be a job lot and in the hands of the jobber at that they and he hands of the jobber at that they are the country with Town Diele and Harry not the continual over the country with Town Diele and Harry not the country with the cou would not have to sacrifice in order to dispose of it. Buy your stock early and in good season. It will give you an opportunity to get the first and best selections of and business is brisk, then you can sell and have your capital standing out an over the country with Tom, Dick and Harry, not knowing whether you will ever get it back. styles of the jobber's stock as you are aware that goods are, in most cases, dated ahead, so you will meet with no inconvenience therefrom. By holding back too goods and subsequently be obliged to spend long the best and most salable styles are your time and money to collect the payment sold out, for such will always go first and for them. Of course there are exceptions. you will have to take what others don't want and will, in that way, usually get hardwant and will, in that way, usually get hardshort time, and you know him to be worthy will take two pounds more to make up the

of goods that I handle. When you get a trade in the lurch and go somewhere else to and you must accept them as the same. established on a certain brand of goods and trade.

When a person fails in business, almost the first remark heard is, "Well, he sold the first remark heard is, "Well, he sold sehemes, the wholesaler for selling at relative of goods, but has done too much credit tail. My object here is not to proclaim war, other. Never make a practice of giving ted with you, for, in that way, you will get overstocked and get goods for which you have no use but which will have to be paid

thought. This is one of the most impor-tant elements of success in the conduct of honorable purposes, and, if possible, to for when the bills become due, whether you have sold them or not. There should be no friendship in a business transaction. Treat your friend well, but buy no goods of him unless you need them. Do not allow a jobber to substitute goods in place of those you have ordered, because he has not in stock any more of what you ordered; nor receive any mofe than, you ordered; in either case and taller; or, as some of the upper ten would say, shopkeepers, whose honor is, I hope, to cause more confidence to be placed in a retailer; or, as some of the upper ten would say, shopkeepers, whose honor is, I hope, in their good name for giving correct weight, measure and count. Where would any of goods is like playing a game of chess—you have to watch the move of your customer. Take that from us and what you ordered; in either case and then move of your customer. Take that from us and what would we have to do husiness, with? any mofe than you ordered; in either case and then move accordingly. He must aim return him the goods so substituted or crowded in and give him to understand that If it is a man and his wife, let him aim to wholesale grocer, if he should say, "I did you know better than he does what you want and can use. Accepting of same will make old stock and only encourage the jobber to do the same over again. I would again caution you that overstocking is one of the most fatal and discouraging arrays. of the most fatal and discouraging errors good manners is a very positive and serious with which to contend in business. I could loss in a business way, for nowhere are a with which to contend in business. I could say a great deal more on this subject, but courteous address and easy grace of behavior so much needed and so well rewarded. ought to let the public see that we are en-He should be able to work off old style, Our next subject for discussion, is paying for the goods bought in our line. Every damaged or shelf-worn stock, when he finds | selves, from all evils so far as we can reach: merchant in good standing gets four months a customer who is willing to purchase such time from dating, with the privilege of disgoods. In this way you keep your stock wrong on invoice, would usually be giving goods. In this way you keep your stock clean and in good shape. He should ever bear in mind that patience and perseverance accomplish all things.

I will now advance a few business rules,

I will now advance a few business rules,

which, if observed, may be of benefit to branded as imposters. This reminds me of your readers:

It is very essential for every prudent merchant to carry an insurance on his stock of at least one-half its value, in a good, reliable company. It is a duty which he owes to himself, to his family and to his creditors. If a business does not pay insurance it is not worth having.

better and safer and you will have more courage and energy, knowing that your goods are yours and paid for. The jobber will When you have a lucrative, paying business; do not sell out, for, in all probability, you will not better yourself. Do not branch pay eash for your goods and having to run no risk in selling to you. You will not only save a great deal of money by discount-ing, but you will also build up a reputation that will give you every advantage to be out too much: one good business, well atended to, is enough. When you refuse a man credit, stick to it.

shape to discount by no means let your bills you are slow, you cannot expect your debtor to be prompt competitor, for such a course will only injure your own business and reputation.

he expects you to make your purchases almost entirely of him, even if you pay him perform any service for you, pay him country, 29 pounds instead of 28 which is promptly for his work. Don't undertake to most entirely of mm, even it you pay make interest for over time. The effect is disastrous; and if you leave him he will press trous; and if you leave him he will press will be more apt to make a customer of him billed with too little tare and sometimes, like citron, with none. I have this last

still be a loser. It is necessary for a mer-charged gross weight and no tare, and chant to be adequately posted in law to cracker barrels 1 to 2 pounds over tare. In avoid suits at law.

A business man should not be without a safe in which to place valuable books and making 10 pounds over tare on that one papers.

making 10 pounds over tare on that one package, which was a corn starch barrel: Attend to your own business, and don't

good help you may have. Make your place of business your head- bulk 4 ounces, 6 ounces and 8 ounces over quarters, and try to be there during busi- tare at from fifteen to forty cents per pound:

ess hours. A great many customers when boxes marked warranted net weights. I they come to trade like to see the proprietor and deal with him.

Allow no games to be indulged in in your are so many who will not, or do not give

store during business hours.

t In conclusion, I would say, do business amounts to a great sum. on business principles; be prompt in your appointments; fulfill your agreements; keep you all demand right tares they will give your probity inviolate; think before you act, the subject attention and will demand the

S. LAMFROM.

Look Out for Tares.*

Being requested by the committee to write on the subject of tares, I shall endeavor to lay the matter before you as clearly as in my the same time, take good care of the stock. power to do so.

but see them. When you have goods that begin to show age and shelf-wear, make of boxes, casks, bags, etc., and for the dust or refuse matter contained in some classes that I have always weighed everything, and never, to his knowledge, forgotten to

tomary tare, or a fixed allowance for this retired from the fruit business, to enable weight, sometimes regulated by ordinance and sometimes by custom; and average tare, which is deducted from weighing a few packages and taking their average as the allowance for the whole. In goods which can be unpacked without injury, the practice is to allow real tare.

less said about that the better. Try to do a cash business. If you have plenty of capital the left business. If you have plenty of capital the retail the said to be said to this matter, but the retailer. They do not know that these things are so and especially are shippers liable to both by many first the retailer. both by manufacturer, wholesaler and retailer. I shall first endeavor to show that there is a considerable, if not an excessive, loss to the retailer in not giving that attention necessary to all such packages as have the tare deducted in the invoice. I mean that the retailer does not often enough know, of his own knowledge and by actual weight, that the proper tare or enough tare is deducted by the seller from all such packages. We have to give weight and measure and it is only fair that we should demand the same from madufacturers and jobbers. What satisfaction would it be for our customers to be told, should we send them a box of raisins as holding or containing thirty say false tares mean false prices, which, if pounds, which they found contained only twenty-eight, "That is all right—it is customary—it is all the jobbers allow us." or felse taxes, what shall wade with them? But they would justly say, "I want and will have all that I pay for." Therefore, because jobbers tell us that five pounds tare is all they get, does that make it right? It

We have proclaimed war against the dead-

business-has too much standing out." Gen- but to ask and insist upon having all then tlemen, come down to a cash business.
You will find that it pays best in the long run.

Salesmanship next claims our careful ways of guess work in business, and who whom he purchase them. I think that we deavoring to protect them as well 'as our-

> He who steals my purse, steals trash; It's something, nothing. 'Twas mine, it is his, and has been slave

to thousands. But he who filches from me my good name Robs me of that which not enriches him And makes me poor indeed.

From my own knowledge, I wish to call your attention to certain cases in my everyday experience.
Valencia raisins, off stalk and layers,

have been invoiced this year by two houses as 30 pounds net. On weighing them, in Do not be coaxed into trusting, after you the presence of the agents from whom have refused, for in most such cases, the purchased, they contained only 28 pounds debt is lost. Do not show yourself slack and tardy in per box, and; therefore a deduction of the collection of outstanding accounts. If pounds per box, which, if not detected, would have made them, in the one case cost one-half cent and, in the other, three Do not berate your neighbor because he is competitor, for such a course will only inure your own business and reputation.

quarters cent per pound more by the two pound loss. This is the first year that I have ever had the 30 pound game played, When you have a mechanic or laborer but have always had, since my being in this

Avoid law suits, for, if you win, you will season, returned eitron, because it was 18 pounds tare which weighed 28 Candy in pails, 3 to 4 pounds allowed, which depend too much upon your help. There is no one who can attend to your own affairs weighed 2 to 2½ and 3 pounds over tare which, at from 8 to 15 cents per pound, so well as you can yourself, no matter how made a dear sweet pail; sugars in barrels 1 to 3 pounds over tare; ground spices in have always charged back these shortages. but I have had to fight for my rights. There this matter the attention required, which amounts to a great sum. The jobbers will and when you are sure you are right go same from importers and manufacturers. ahead. Yours very truly, from the best proofs I can obtain, I find the from the best proofs I can obtain, I find the Custom House in New York allows and demands actual tares on all imported fruits and, as there is a duty on raisins, the importer would not be likely to pay duty on boxes. Citron peel 21/2 pounds tare per box is average. Sugar refiners allow actual tare. Pure syrups and New Orleans molasses, one to two gallons outage.

I will here state that I have got the allowances allowed by the houses from which I purchased when claim was made, and I have met Mr. Brigham for one that knows Tare is distinguished as real tare, or the the exact weight of the box, cask, etc., cus-

shippers, manufacturers or the wholesa The object of this paper is to call attention to the irregularities existing in our them are the same chances that occur to he retailer. They do not know that these things intentionally do this wrong for gain. With ed, who do not take time to give the nece sary atteution to the weight of cases that their employer desires of them.

Now, as to the remedy: let us more carefully comply with the request made each week by our worthy editor of The Michigan Tradesman, Brother Stowe, the shipper and the wholesale dealer full tare, actual tare, as in that way alone, can stopped would often prevent cutting. And, if we do find that any shipper, manufacturer

Let Him Alone Hereafter. EAST SAGINAW, March 22, 1887.

made to order.
GRAND RAPIDS.

NE, Flint, Mich.

RERS OF

Want and will, in that way, usually get hard-sellers and old stock. Buy freely of staple goods when you get the right thing and at the right price, but go very sparingly and cautiously on fancy styles. When you meet one of those blowing, smart alecks who will offer you baits, take the baits offered, but be cautious. Do not buy any goods of that and will, in that way, usually get hard-sellers and old stock. Buy freely of staple goods when you get the right thing and at the right price, but go very sparingly and cautiously on fancy styles. When you meet on make up the loss. I claim, gentlemen, that if we are to make up the loss. I claim, gentlemen, that if we are to make up the loss. I claim, gentlemen, that if we are to make up the loss. I claim, gentlemen, that if we are to make up the sellers and old stock. Buy freely of staple goods when you get the right thing and at the right price, but go very sparingly and cautiously on fancy styles. When you meet one of those blowing, smart alecks who will offer you baits, take the baits offered, but cash, but that you have trusted them and send them out as what they have gotten into the habit of asking it. On the other hand, if you had refused them chance, he will surely make it up on you, which can easily be done, at least on the line

Paper read by Paul P. Morgan before reent convention of Michigan Business Men's Association.

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[Continued from last week.]

O. F. Conklin then read a paper on "Competition in Business." Jas. Osburn one on "Shorter Hours for the Merchant," and E. A. Stowe presented a paper on "Compromises and What They Lead to," all of which have already appeared in these columns. C. A. Hammond read a paper on "Relation of the Banker to the Business Public," which will be given in full next week.

The question of incorporating the Association was then taken up again, and Geo. E. in a wooden row. Steele explained the benefits which would follow as the result of such action.

N. B. Blain moved that the matter be laid on the table until the next meeting, which was lost.

petitioning the Legislature to incorporate this Association be drawn up by the Secretary and signed at this meeting, to be taken in hand by the Legislative Committee. tras, such as survey, policy, etc. Rates in hand by the Legislative Committee. in hand by the Legislative Committee.

S. D. Pond moved to amend by adding H. H. Pope's name to that Committee, which was adopted.

The Committee on President's Address presented the following report:

Your Committee, to whom was referred the President's address and the recommendations contained therein, have had the same under consideration and report that they find the entire address admirable in tone and filled with most sensible and timely suggestions. In both letter and spirit it breathes an earnest devotion to the best interests of our business and the advancement of the objects of our Association. Its recommenda-tions show an intelligent conception of many those rates. Percentages are voted and of the needs of our Association and the remedies they require.

mittee would recommend as follows:

That so much of the President's address as refers to the appointment of a committee of three, to award a premium of \$5 for the most desirable set of blanks, be appointed. We would approve of the suggestion of our President that these blanks be rated as red, blue and white, as stated in his habitants, now one man sits in his office

That the Association elect five additional vice-presidents.

That THE MICHIGAN TRADESMAN your stock, and naming a certain amount on

be made our official organ.
4. That as much of the address as refers to the appointment of a Committee on Con- ty. stitution and By-Laws be approved, and this Committee shall so revise our present constitution as to conform with the recommendations made.

say relative to the appointment of a Judiciary Committee, would say that in consultation with our President, it is thought advisable to withdraw this and refer such matters to our present most competent Legislative Committee.

cents from October 1.

That the sum of \$200 be paid our efficient services during this current year. That as compensation for publishing

and consideration

All of which is respectfully submitted.

J. W. RICHARDS, G. W. CROUTER, - Committee.

the Committee discharged.

Newton Dexter-I regret exceedingly to say that I am to take the train in a few moments. I want to state, before leaving, that ings toward the State of Michigan, and especially toward your State Association. I want to tell you that I have never met a heartier reception, even in the great State of hands of the Michigan Business Men's Association, nor a more representative, intelligive reasons, if any, for the rapid advance gent set of business men than I have met of insurance rates. here in this room. It speaks well for this movement, not only here, but for every State in the Union. I can assure you that we in New York shall look to Michigan for much advice and valuable assistance, because I know we can get it here, if anywhere. want to extend to you my heartiest thanks for the kindly reception that you have given me from the time I entered your beautiful city until this very moment. I want to extend to you a most cordial invitation, collectively and individually, as members of this Association, to visit us in New York you in good shape. We have good hote State; to visit us in Albany, where our accommodations. By conversation with President and Secretary's offices are located. quite a number of Flint, gentlemen, I find shall be only too glad to return some of the kindness shown to me while here, and may prosperity rest upon you as an Association and as individual members of that Aspoint. sociation, that the grand old State of Michigan shall keep on in the good work which it is now pursuing, and gain for itself not but National reputation.

said I would like to apply in my own case. invitation. The business men who make up this Association are all live business men. I want to thank you all for your kindly treatment of me while in Grand Rapids, and if any of you are ever in Chicago, Robert M. Floyd will be ready to make your stay as pleasant

After answering several queries and questions, the convention then adjourned until afternoon.

Wednesday Afternoon.

On re-assembling in the afternoon, the question box was opened and several questions were answered. Several answers to Queries were also presented, among them

Mr. Stowe, I do not seek to air my knowledge portant matters as may be referred to it." of insurance matters, as it is very limited. willing to lend my mite, in a crude way, to see the subject agitated, until a suffering public are freed from the tyranny of an insurance monopoly. I accept, only because the subject agitated, until a suffering public are freed from the tyranny of an insurance monopoly. I accept, only because the subject agitated, until a suffering public are freed from the tyranny of an insurance monopoly. I accept, only because the subject agitated, until a suffering public are freed from the tyranny of an insurance monopoly. I accept, only because the subject agitated, until a suffering public are freed from the tyranny of an insurance monopoly. I accept, only because the subject agitated, until a suffering public are freed from the tyranny of an insurance monopoly. I accept, only because the subject agitated, until a suffering public are freed from the tyranny of an insurance monopoly. I accept, only because the subject agitated, until a suffering public are freed from the tyranny of an insurance monopoly. I accept, only because the subject agitated, until a suffering public are freed from the tyranny of an insurance monopoly. I accept, only because the subject agitated, until a suffering public are freed from the tyranny of an insurance monopoly. I accept, only because the subject agitated, until a suffering public are freed from the tyranny of an insurance monopoly. I accept, only because the subject agitated, until a suffering public are freed from the tyranny of an insurance monopoly. I accept, only because the subject agitated, until a suffering public are freed from the tyranny of an insurance monopoly. I accept, only because the subject agitated and I accept it because I am interested and am line two:

back and wait for our neighbors to take the lead. If my remarks will lead some abler man to pick up the subject and do it justice, I shall feel that my feeble efforts have not

been in vain. I am not posted on the intricate ways and means of this vast monopoly which feeds on the business men of Michigan. I am not posted on electricity, but I know when lightning strikes. In accepting this question, I do not feel that I can do the subject admits of so wide a field for argument, as adopted by a rising vote. viewed from different standpoints, that I will only attempt to show it up as it appears to those who are unfortunate enough to be obliged to do business in a wooden building,

In times gone by, insurance companies were in open competition. The Ætna, the Hartford, the Home, the Phœnix, the long list of responsible companies, vied with each other in open competition for policies. Every small burg had a half-dozen agents and Irving F. Clapp moved that a memorial every agent represented a half-dozen companies. These agents went from store to I could, it would give me pleasure to ac store, soliciting patronage and giving private rates and making concessions on property, and all companies that were fi-nancially sound seemed to thrive. Their assets grew from year to year. Small companies sprang up and grew and throve, until their name was legion. As they gained in capital, they gained in power and strength. The larger and stronger companies swallowed the smaller and weaker ones, and the heavier companies formed a combination. Like the business men of Michigan, they organized. They forced other companies into the ring or froze them out. They pooled their interests and established a Board of Underwriters. They placed an organized force in the field and rated every dollar's worth of property in the land, and agreed upon at their meetings, and raised and lowered at will, and competition is done away with. Property in our Norther towns that was formerly insured for 11/2 to 3 per cent., when at the mercy of forest fires without any protection, is now rated at 5 per cent., with the best steam fire protection the land can afford. Where, formerly, the

> interest for insurance on your own proper Are insurance rates on store property to

list of companies was represented by half a

dozen agents in towns of 1,000 to 3,000 in-

and condescends to write your policy iron-clad, excluding everything liable to cause a

conflagration, classifying every article in

every class and charging you legal rates of

high? At 5 per cent, are they insuring you of 5. Regarding what our President has to are you insuring yourself? Supposing you your dealings, thrifty in your habits, successful in your business, if you have established a credit among your fellow-men, you That our per capita tax be made 25 capital at 5 per cent. Methinks 1 hear some one say, "But it is not safe." This I will admit. Here comes in the question, "What worthy Secretary for his valuable and most shall we do to be saved—saved from the sharks, saved from the fire?"

This state of things was brought about by the proceedings of this meeting, 2,000 organization. Our only remedy is organizcopies of The Tradesman containing the proceedings of this meeting be bought and body, force legislation; if, with a solid front, distributed as you may hereafter direct.

In conclusion, your Committee find the address full of sound advice and earnest solicitude for the well-being of this Associa- I, last spring, conceived the idea of forming tion and the advancement of our business a Druggists' Mutual, and was in full hope interests. Many of the suggestions and re-commendations are not of a nature to require a rush at our State meeting here last Octoaction by your Committee, but allow us to ber; and, had any ten men in the room sanc urge the necessity of every member of this tioned the matter and lent it their aid, we Association giving this address careful study could have had a Druggists Mutual to-day in full force.

For a number of years, I was a member of the St. Joseph County Mutual, and, during that time, held a policy in the company. O. K. Buckhout,)

My assessments averaged \$3 per year on \$1,000, or ½ of 1 per cent. If a mutual company can mutually insure themselves at 1/3 of 1 per cent., then my reply to the inquiry is: Yes, the rates on store property

are decidedly too high. In conclusion, I should like to hear the voice of those who are fortunate enough to do business where the buildings are all of brick, that we may know how their rates compare with former years, before insur-Pennsylvania, than I have met here at the ance monopoly; also of those who are post

> A vote of thanks was tendered Mr. Hibbard for his paper.

> N. B. Blain moved that lawyers be recognized as business men, which was unanimously adopted. The same gentleman then made the same motion relative to physicians, which took the same course.

> G. R. Hovt-I would like to extend an invitation to have the next convention held at Flint. I think that we can take care of that they are all anxious that we extend this invitation. I cordially invite you to

J. W. Blake seconded the invitation ex-Smith Barnes, a vote of thanks was ten-Robert M. Floyd-What Mr. Dexter has dered the Flint delegation for their cordial

> The Committee on Constitution and By-Laws reported as follows:

> Your Committee on Constitution and By-Laws would respectfully report the following amendments to the constitution:

That Art. III. Sec. 1, be amended to strike out "10," and insert in place thereof

That Art. IV, Sec. 1, be amended by inserting after "Second Vice President," the following: "Third Vice-President, Fourth Vice-President, Fifth Vice-President, Sixth Vice-President, Seventh Vice-President;" that Sec. 2 be amended by adding to line six the following: "A Committee on Transportation of three members."

In accepting this query, at the request of freights and passengers, and such other im- collect are fortunate, but few of us have. Now,

we each and all of us are too prone to draw the interests of the Association require

Respectfully submitted, W. E. Kelsey, IRVING F. CLAPP, - Committee E. T. VANOSTRAND,

The report of the Committee was adopt-Smith Barnes moved that the Association

of chromos and prizes with goods, directly it; and unless you do have credit you canjustice. Looking at it from every side, it or indirectly, which was unanimously It was decided that a lawyer could not use

the blanks of the Association for the collection of any accounts not his own.

The following communication was read

LANSING, March 14. 1887. E. A. Stowe, Grand Rapids: DEAR SIR-Please accept thanks for your

letter of March 11, inviting me to attend the meeting of your Association this week. If You ask if I do not think that you are on

the right track in attempting to educate the people against cheap goods. Yes, that is a good thing to do. People would not generally buy adulterated and deleterious goods, if they knew how to detect them. The difficulty is, how are you going to educate the people to do this? The dealers themselves are deceived by adulterations; they have no sure test. It is well, however, to do all that is possible in this line. As you probably know, the Legislature has been asked to establish a Laboratory of Hygiene at the University. If this should be done, it might afford a means of detecting adulterations in goods, and secure a place where examinations could be made by experts. I send you a little pamphlet containing so of the arguments for such a laboratory.

Yours respectfully, HENRY B. BAKER, Sec'y. On motion of E. A. Stowe, the Associafavor of the appropriation asked for to establish a Laboratory of Hygiene.

The Committee on Resolutions presented the following report:

Your Committee on Resolutions beg leave to present the following:

That we believe the business of this conconsistent with strict business m

vention should be conducted as simply as is shunning too many Whereases and Wherefores-in other words, not having too many tails to our kite; therefore, be it Resolved-We won't resolve. In the matter of the able paper read to

this convention by Smith Barnes, your committee are of the opinion that to reach the matter properly the Legislature should be appealed to to enact stringent laws regulating the sale of all goods under strict brands burn out to-night and lose every dollar of your stock. If you have been honest in

That the Legislature be appealed to by an authorized committee, to make a law adoptcan start again to-morrow on a borrowed ing that of the State of New York, on the subject of weights and measures. That the thanks of this convention be

tendered the officers and members of the Retail Grocers' Association of Grand Rapids for the many courtesies extended and for the hospitable manner in which we have been entertained. Also to the O-wash-ta-Respectfully submitted,

JULIUS SCHUSTER, J. V. CRANDALL, Committee P. P. MORGAN, The report was adopted and the Comm

tee discharged. E. A. Stowe presented the following reolution which was unanimously adopted:

Resolved—That this convention put itself on record as unqualifiedly in favor of goods of standard purity and strength, full count, full weight and full measure, and that we, as business men, agree to practice what we preach, by refusing to handle any goods not

W. W. Warner then read a paper on "The Village Improvement Idea in our Local Asfull in THE TRADESMAN of next week.

President Hamilton announced the following committees.

On Transportation-Jas. A. Cove. J. B Milliken, Chas. Bridgman.

On Revision of Constitution and By-

Laws-W. E. Kelsey, R. D. McNaughton

On Blanks-Jas. Osburn, H. H. Pope, E The President then announced the add

tional Vice-Presidents as follows: Allegan-W. W. Warner. Flint-Geo. Hubbard. Cheboygan—H. B. Chambers. Battle Creek-R. C. Parker.

Muskegon-H. B. Fargo. A considerable discussion followed on the subject of local membership—whether it should be on a firm or individual basis. L. W. Sprague favored the former plan, while President Hamilton took strong grounds on the other side. The sentiment of the con-

individual membership.

was adopted.

THE TRADESMAN.

proved Upon:" If I make a business of dunning a man evhow shall we collect? I have done a good That Art. VI be amended by adding to business for the last fifteen years. I make this assertion, that a man will wreck his

any of the younger men in business, this is the advice that I will give you: Buy your goods for cash and sell them for the same then you are not ready to fail at any moment. If you sell your goods for credit, you cannot do business with those bad debts. If you go to New York or any place to buy goods, and try to pay for them in debts, you will not make much of a success of it. You have got to have money, and put itself on record as opposed to the giving unless you have money, you can't get cred-

I contemplate going into the cash business. I believe that it is the only proper

not do any business.

way to do business. As I said, I am a poor collector myself—consequently, I am a poor man to suggest something better. What I now suggest to you can be adapted to almost any place. Find some man who is reliable, whom you can trust, to collect your debts. If a number of you club together and employ him to collect your debts, it will cost each of you but a small amount. I think the trouble with a great many of the debts is that they are not properly attended to. Turn those accounts over to this man and he will collect them for you. Have an Executive Committee and let him report his expenses to them. He has collected so much, now let each man pay his proportion ate share for the amount he has collected. You will find that he has cost you but 10 per cent., or, it may be, 20 per cent., but it certainly won't cost you any more than if you undertook it yourself. If some people refuse to pay, let your collector have the power to sue them and let the expenses against. This will keep a man pretty tolerably busy the year round.

Percy F. Smith—Let me say before bid-

ding you good-bye that I have brought the good cheer and welcome of Pennsylvania and I shall take back with me a great deal of information in connection with my first visit here. We will not measure the distance in miles that separates our two states I will have you before me constantly and I hope that Michigan will be prosperous in the great work that she has undertaken. tion put itself on record as unanimously in I have grasped many of you by the warm hand. I have listened in the convention to during the latter's illness. the honesty and integrity of your business men and I want to say that Pennsylvania wishes you success and will ever extend a elping hand to you in this work.

The following papers were read by title, accented with thanks, and ordered printed in THE TRADESMAN: "Look Out for Tares," Paul P. Morgan; "Is It Possible to Do a Cash Business?" N. B. Blain: "Does It Pay to Sell Goods for Fun Instead of Profit?" Julius Schuster.

Smith Barnes-I move that a rising vote of thanks be extended to the little fortyhorse-power engine-I may say the little steamboat of Michigan, known as E. A.

The motion was adopted. E. A. Stowe-In thinking of the "little steamboat," don't forget the big steamboat -the Great Eastern of organization. If 1 work hard for the Association and the cause of organization, remember it is because I have to do so to hold my end up—that anyone who serves under Mr. Hamilton has got past. to work or find a new master. I move that the same courtesy accorded me be extended to President Hamilton.

Three cheers and a tiger shook the build ing to its foundation. Jas. A. Coye-It seems to me that we are

apt to forget some of our friends. Mr. Morgan, our honorary Vice-President, has our first meeting, and has since come to Grand Rapids to attend a committee meeting. I move that a rising vote of thanks be extended to Mr. Morgan.

The motion was adopted Paul P. Morgan-I thank you, gentle men, and you can always depend upon me when I can asssist the Association in any

President Hamilton-1 feel very proud of the courtesies you have shown to me to-day and the many acts of kindness you have shown me during this meeting. Gentlemen, I thank you in behalf of this Association for your kind attention and for all that you done. I feel a great deal as Parker said about Chalmers, in speaking of his brilliant oratory, the great power and logic sociations," which was accorded a hearty audience—that it was impossible to gather with which he held the attention of his vote of thanks. The paper will appear in all the good while you hear him speak, but it will come later on after he has gone. Then the great masses of the people will gather up these little things, and they will make them a part of their lives. Gentlemen, this is true with what has been said here to-day and during this meeting. It is mpossible for us to gather all these facts and adjust them thoroughly. There have been some very good things said and there have been some grand principles advanced. When we leave this convention and go to our homes, we will have a good many things to think over, It has been a happy surprise to the majority that the attendance has been so large, the audience so enthusiastic, and so much interest shown in the Association. We have been strengthened by these efforts. I feel, gentlemen, that we have had a most successful meeting—a meeting that will be remembered long by us all.

The convention then adjourned.

Alba Organization.

The editor of THE TRADESMAN met the vention seemed to be strongly in favor of business men of Alba last Friday morning and assisted in the formation of a Business N. B. Blain moved that all the local as Men's Association. Wm. E. Stephens presociations use a uniform set of blanks, which sided over the meeting, which was held in the town hall, and H. T. Cook officiated as Jas. A. Coye addressed the convention on secretary. At the close of an explanation price is subsequently given and a repetition the discretion of the executive committee. the subject, "The Business Man in Politics," of the aims and objects of organization, C. which was awarded a hearty vote of thanks. R. Smith moved that the formation of an The address will appear in a future issue of association be immediately proceeded with, reputable house." which was adopted. Peter Baldwin moved L. W. Sprague spoke as follows on the that the constitution and by-laws presented the other day as the train slacked up at the subject, "Can Our Collection System be Im- by Mr. Stowe be adopted, which was car- station known by that name, "and I never ried. The following gentlemen then hand-I can say that I have been in a measure ed in their names for charter membership: uccessful in business, but I never was a D. H. Meeker, C. R. Smith, Peter Baldwin, ago. It was the last day of April and the coveted opportunity presented itself last successful collector, and there must be some others just like me. To begin with, I take the ground that a place of business is not a covered opportunity presented user last ago. It was the last day of April and the covered opportunity presented user last snow was still three or four feet deep. The north-bound train—we had only one train a Tradesman was able to be present and good place to collect. We use every induce- Cook, Christian Ely and H. Ingalls. C. R. day at that time-stopped about four o'clock assist in the work. L. S. Walter was ment that we can to make the public buy. Smith was elected president and Peter in the afternoon long enough to dump a made chairman of the meeting and O. V. Queries were also presented, among them the following reply to the question, "Are the following reply to the question, the Insurance Rates on Store Property Too High?" by Frank Hibbard:

If I make a business of dumning a man every time he comes into my store, after a time he will get tired of the comes into my store, after a time he will get tired of the comes into my store, after and a scanty supply of household utensils. The regulation of any the property Too Hagadorn moved that the formation of any time he will get tired of the use of the collection of the resulting the man and wife with four or five children and a scanty supply of household utensils. There was not a house or habitation of any the property to the question, "Are the desired with four or five children and a scanty supply of household utensils. There was not a house or habitation of any the property to the question, "Are the desired with four or five children and a scanty supply of household utensils. There was not a house or habitation of any the property to the question, "Are the desired with four or five children and a scanty supply of household utensils. There was not a house or habitation of any the property to the question, "Are the dection of the respectation being deferred until the formation of any the property to the question, "Are the dection of the respectation being deferred until the destrict of the comes into my store, after a dam as canty supply of household utensils. There was not a house or habitation of any the property to the question, "Are the delection of the respectation being deferred until the destrict of the property to the question, "Are the delection of the respectation being deferred until the destrict of the property to the question, the property to the question, and the man and wife with four or five children and a scanty supply of household utensils. The regulation had been explained, the property time he comes into my heart and the man and wife with four or five children and a scanty supply of household utensils

The Gripsack Brigade.

Jas. Fox has engaged to travel for Bulkey, Lemon & Hoops, taking the territory formerly covered by Manly D. Jones.

Dick Savage is now on the road for the at St. Louis. Nathaniel B. Ingersoll, representing the

Acme White Lead & Color Works, of Detroit, is in town. J. H. Hagy is out for J. A. Crookston again this week, in consequence of the lat-

ter's enforced illness. Jas. N. Bradford is in Muskegon this week, attending the annual re-union of the 26th Michigan Infantry, of which he is Sec-

An Ishpeming correspondent asserts that all that will be left of a Grand Rapids traveling man, on his next trip to that place will be his Mangold remains.

O. A. Perry, traveling representative for the Detroit Safe Co., has moved his family here from Du Plain and taken up his residence at 417 Crescent avenue.

A. J. McBlair, formerly with Worth, Dickie & Co., of Chicago, has been added to the force of the J. G. Butler Tobacco Co., come out of the man that the suit is brought of St. Louis., by W. N. Ford, general agent.

The wife of E. K. Bennett, the Lansing

jewelry traveler, is undergoing a course of treatment at the Ypsilanti sanitarium, in onsequence of which E. K. now makes his headquarters at that place. W. F. Griffith, traveling representative for Farrand, Williams & Co., of Detroit,

was in town last week. He is covering a portion of the territory of D. A. Harrison "I don't exactly approve of Dave Haugh's auggestion relative to a trip to Niagara

Falls," said Charley Robinson recently. "I suggest that the boys make a tour of Europe instead; or, better yet, save their money and start a national bank." T. J. Roe, the Kalamazoo traveling man hung up his coat at a Lansing hotel while

he was eating supper one night last week. Frank Wright, of Saginaw, appropriated the garment to his own use, and now languishes in the Ionia House of Correction: M. K. Walton, traveling representative

for Curtiss & Dunton, has purchased the lot at 13 Henry street and will immediately be gin the construction of a handsome cottage residence. He hopes to have the building completed by August 1, when he will bring his family here from Three Rivers, which past.

If Charley Robinson had invested as much money in pork options this year as he did last season, he would have come out to this classification, the persons are rated \$50,000 ahead. Charley doesn't hit the mark the first time trying, but his reputation as a "stayer" impells THE TRADES done much for our Association. He was at MAN to stake its reputation on the statement that he will yet live in a brown stone front and juggle bank presidents as easily as he now handles his trade.

"I have been visiting the Upper Peninsu la trade for several months," said Geo. McKay recently, "and it is a matter of constant surprise to me to see how close the E. A. Stowe, Grand Rapids: nerchants in that territory are able to buy goods. Chicago, Milwaukee, Grand Rapids, Detroit, Bay City and the Saginaws are working the trade for all it is worth and the blanks of the association in the collection of result is, the purchasers put their own his private debts? prices on the goods. They buy in jobbing quantities, and are sharp enough to see that that fact counted with the removable on the delinquent list?

After looking over your methods, I find much in their favor, and am confident this that fact, coupled with the remorseless competition rife in the territory, entitles him to debtedness be stated in the second blank cash only, and assist in the collection of old perior advantages. You can look the country over and not find a shrewder class of business men than the merchants of the He gets credit at the seventh place and re-Upper Peninsula."

"You had a good article in THE TRADES-MAN about a year ago on the subject of beat? countermanding orders," said a representative traveling man the other day, "and it wouldn't be a bad idea for you to fire another broadside at the abuse. The thing is getting to be altogether too common. For insame article. The merchant tells him that plan would settle the case you have in he has bought at a certain price and asks question. him if he can go below that figure. Nine in law until the delinquent pleads the stattimes out of ten the merchant gets what he ute of limitations before a justice. With the order with the second traveler and counlegally invalidated—should not be treated termands the first order. The next day a in the same way as a debt contracted within third traveler may happen around, when the the period of six years. same process is again repeated. The whole amount of indebtedness be given in the thing is wrong. Goods once bought ought blank sent out by the secretary, but it is never to be countermanded because a lower preferable to state the amount. of such a practice will soon put a man in a The man who refuses to pay a just debt is position where he cannot buy goods of a generally a dead-beat, but in the event of

"That's Leetsville," said Charley Robinson go by the town without thinking of a sorry respondingly depressed. I registered a Hagadorn, E. H. Foster, L. S. Walter, O. Corn and Oats, \$15 \$ ton.

mental vow at that time that if I ever was V. Adams, M. Hemphill, W. G. Crawford, Oliver C. Shultz is again in the employ of compelled to carve out a home in a new P. T. Peterson, C. A. Wagner, D. H. Bos-Curtiss & Dunton, covering the city trade. country, I would not choose a locality see, Geo. G. Blakeley, E. C. Brower, B. E. where the snow was four feet deep the last Flanders, C. T. Kimball, D. R. Thralls, A. day of April. The second day following, as W. Peck. Election of officers resulted as I came down on the train from Petoskey, I follows: noticed that the man had managed to gather Alden & Bro. Co., manufacturers of vinegar enough brush to construct a rude shelter. and the cook-stove was going full blast in an adjacent snow-drift. It looked tough!"

Association Notes.

The Burr Oak Business Men's Association has joined the State Association, which and Trade Interests was deferred until the swells the total membership of the latter body to 1,681.

The editor of THE TRADESMAN organized three associations within the space of department, and the meeting adjourned. twenty-four hours last week, which, he flatters himself, is the best record ever made by any organizer in this country.

On account of his retirement from the mercantile business, A. W. Newark has reterest them in the subject of organization. signed the presidency of the Cadillac Business Men's Association, being succeeded by ly the surprise and gratification at receiving the former secretary, J. C. McAdam. The the following communication was all the latter is succeeded as secretary by C. T. Chapin.

Grand Rapids Leader: The Michigan Business Men's Association was organized Howard City, hereby agree to join and help last September in this city, when there support a Business Men's Association, orwere about thirty local associations in ganized under E. A. Stowe's plan as advo-Michigan. Now there are sixty-six local A. Van Denbergh, Denton & Lovely, Casassociations and the number is rapidly increasing. This remarkable and very encouraging growth is due largely to the efforts of E. A. Stowe, who has been very energetic in interesting the merchants in a combination against their mutual enemy, the dead-beat?

The inter-state commerce bill is now a law, and the transportation issued to THE TRADESMAN, in exchange for advertising favors, is consequently void. This will necessitate a re-arrangement of the terms on which the editor of THE TRADESMAN can assist in the formation of new associations. No charge will be made for time spent, the same as heretofore, but the expense actually incurred in traveling should be made good. It is a source of pleasure to the writer to think that he assisted in organizing over fifty associations without cost to the members, and it is a cause for regret that he cannot continue to do so. But Congress says nay.

The Traverse City Business Men's Association has just issued its first Notification Sheet, gotten up on the rating plan, which has recently been put into operation there. The Sheet comprises four classes, "Black," "Red," "Blue" and "White" Lists. Under the Black List are included dead-beats. The Red List comprises men who are "dangerous credit," the Blue List "fair credit" and brother, G. C. Meisel, is President. the White List "good credit." In addition by figures according to their "responsibility," "honesty" and the "promptness" with which they have discharged their obligations. The system has not yet been used long enough to determine its merits and de- esting communication, am glad to be able to merits, and THE TRADESMAN will watch the outcome with much interest.

Four Questions and their Answers. Owosso, April 1, 1887. DEAR SIR-Please answer the following

questions: 1. Three men have joined an association as a firm. Can one of them use of the

2. Is it proper to put the names of per-

3. Is it necessary that the amount of insent out by the secretary

4. A man is in the habit of doing a credit business at six places and pays promptly. fuses to pay. Ought his name to go on the delinquent list, when the executive committee is positive the man is not a dead-

A prompt answer will oblige Yours, S. Lamfrom, Sec'v.

THE TRADESMAN would reply to the above enquiries as follows: 1. It is not right for a man whose firm is a member of the association to use the stance, I go into a man's store and sell him blanks of the association for the collection of his private debts. The idea seems to be an article at a fair price. I send the order into the house. The next day another traviate the better basis—that is, each member of eling man goes into the store to sell the a firm paying a membership fee. This

2. A six-year account is not outlawe! is bidding for—a cut price. He then places this understanding, there would seem to be no reason why an outlawed account—not

3. Is it not absolutely necessary that the

4. Such a case ought to be left wholly to mitigating circumstances, there may be some excusefor not putting the man's name on the delinquent list

Fife Lake to Fight the Dead-Beat.

The business men of Fife Lake have long spectacle I witnessed here fourteen years wished to effect an organization, and the Baldwin secretary, the election of the re- man and wife with four or five children Adams secretary. After the objects of orwere adopted for the use of the collection department, and the meeting adjourned.

A. W. Friese has launched a promising venture at Milwaukee in the shape of the Gogebic News, an interesting semi-monthly,

| Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-monthly, | Gogebic News, an interesting semi-mont were adopted for the use of the collection kind in sight, the depot platform comprised association be immediately proceeded with,

President-E. Hagadorr Vice-President—L. S. Walter. Secretary—O. V. Adams. Treasurer-E. F. Foster.

V. Adams, M. Hemphill, C. A. Wagner, G. G. Blakely. The election of Committees on Business

Executive Committee-E. Hagadorn, O.

next meeting The Blue Letter and accompanying blanks were adopted for the use of the collection

Howard City on the Right Track.

About six months ago the editor of THE TRADESMAN spent a half day with the merchants of Howard City, endeavoring to inmore marked:

HOWARD CITY, March 28, 1887.

We, the undersigned business men of cated in The Michigan Tradesman. C. per Schutt, J. B. King, B. T. Kent, J. C. Collins & Bro., Austin Barber, J. B. Quick, Knapp & Walsworth, Gaylord & Pipp, N. W. Mather, S. C. Scott.

An appointment, in accordance with the above call, was made for Friday evening, when every business man who was not otherwise engaged was present. C. A. Van Denbergh was selected to act as chairman and B. J. Lowry as secretary. After an explanation of the objects and results of organization, it was resolved to proceed in the work, the regulation constitution and bylaws were adopted and the following gentlemen accepted as charter members: Divine & Van Denbergh, J. B. King, Warren Lisk, B. J. Lowry, J. C. Collins & Bro., Knapp & Walsworth, Gaylord & Pipp, Lyman Townsend, S. C. Scott, H. Steenman. The chairman and secretary were instructed to secure the signatures of the other business men in the town, collection blanks were adopted, and the meeting adjourned.

Port Huron Merchants Fully Organized. PORT HURON, March 26, 1887.

E. A. Stowe, Grand Rapids: DEAR SIR—Your letter of February 25 was received here during my absence in New York; also copies of The Tradesman, blanks, etc. Our people were considering the subject, and your encouragement stimulated us to finally take the step. An organization has been effected, of which my

Yours truly, C. G. Meisel.

Under the same date, Mr. Meisel wrote

President Hamilton as follows: Your letter of February 24 was received while I was absent in New York. I have just returned, and, having read your inter-

send an encouraging reply.

1 am much obliged for the reference of my letter to your Secretary, E. A. Stowe, who kindly sent the necessary papers, outlining a plan for starting an association. I wish further to say that we have already

succeeded in perfecting an organization.

In regard to holding your annual meeting in September next in the Eastern part of the State, I would say that Port Huron is, in fact, the most Eastern point of Michigan. I will put the suggestion in the form of a request to meet here, and have the same considered by our people.

After looking over your methods, I find move is a step in the right direction. It

Wishing the State Association success, I remain. Yours truly, C. G. MEISEL.

COUNTRY PRODUCE. Apples-Good fruit is scarce, readily brings

ng \$3@\$3.50 per bbl. Ruta Bagas-\$1 \$2 bbl.

Beans-Country hand-picked command \$1.15 B bu., and city picked \$1.50. Beets-45e # bu. Buckwheat-21/4 @ 1b.

Butter-Dairy is very scarce, no jobber being able to fill all his orders. All offerings are quickly grabbed up at 24@25. Cabbages-75c ₽ doz.

Carrots-35e \$ bu.

Celery-No good stock in market. Cheese-Fall stock of Michigan full cream is firm at 131/2@14c. Cider-121/2 # gal.

Cranberries-Choice Bell and Bugle are steady at \$10@\$10.50 \$ bbl. Crown, \$11. Cucumbers-\$1.75 % doz.

Dried Apples-Evaporated, 13c % 15; quartered and sliced, 6@7c \$ b. Dried Peaches-Pared, 14c. Eggs-All the jobbers have good stocks on

hand, but the present cool weather is diminishing them fast. Dealers are paying 11c and selling for 121/2c. Honey-Good demand at 10@13c.

Hay-Baled is moderately active at \$14 per ton in two and five ton lots and \$13 in car lots. Lettuce-20c 32 lb.

Maple Sugar-10c ₽ lb. Onions-Good stock is scarce, readily commanding \$1.10 \$2 bu. Parsley-30c \$ doz.

Potatoes-Buyers are paying 40c for Burbanks and 45c for Rose and White Star. Pop Corn-21/4e # 1b. Radishes-40c \$\mathreadge{2}\ doz. Spinach-\$1 \$ bu.

Sweet Potatoes—Jerseys \$3 75 % bbl. Strawberries—40c % qt. Squash-Hubbard, 2c 78 15. GRAINS AND MILLING PRODUCT

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

WEDNESDAY, APRIL 6, 1887.

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.

The Independent Grocer gives utterance to the war cry, "The house organ must go" -a cry The Tradesman has uttered and echoed for four years. Not content with simple talk, however, the journal in question has called the attention of the postal grocery journals, at Chicago, are being sent through the mails at pound rates, in utter defiance of the law governing the sending of second-class matter. The Chicago Grocer is owned and controlled by Franklin Mc-Veagh & Co., and has always been the servfor years been a standing menace to all that be in readiness to begin business by May 15. is decent and honorable in both merchandising and trade journalism, and its real owner has waxed rich as the result of his stealings from Uncle Sam. The same is true, to a certain extent, of the Commercial Bulletin. All three live by levying blackmail, and no harlot could descend to the depth of vileness which has marked the course of Hoyt's Criterion. The Tradesman always invites and will take possession May 1. The busihonorable competition, but the arrogance of ness was conducted at that place by his the thief and blackmailer is not conducive father for twenty-five years and Frank has to kindly feelings or mild statements. The sufficient experience to maintain the good eration, but the latter stock will be kept and TRADESMAN seconds the motion—the house reputation acquired under the senior's manorgan must go.

The Independent Grocer starts out with well-defined ideas on most mercantile subjects, but its advice to the grocer to handle a general line of goods is not in good form. The tendency of the times is towards specialty—toward perfection in single branches. The man who is a good grocer has no business to dabble in other lines of goods, any more than it is advisable for a preacher to attempt to practice law or medicine while in charge of a parish. Just in proportion as he gains in proficiency in one branch, so he loses in the others. The scope of knowledge in every branch of business has become so broad that it is useless for anyone to attempt to acquire thoroughness in more than one line. THE TRADESMAN'S experience goes to prove that the best results are accomplished-and the most money madewhere men confine their operations to a single branch of business.

The present week closes the report proper er, is removing to Detroit. of the recent convention of the Michigan Business Men's Association. The speeches made at the banquet and two valuable papers will be given next week, when THE TRADESMAN will undertake a general review of the proceedings and reproduce the opinions of other journals on the convention. Several of the papers read at the meeting have gone the rounds of the trade press, from Boston to San Francisco, and the influence exerted by the convention can never be computed.

Agreeable to promise, The Tradesman Johnson in the grocery business. presents this week a number of critical answers to H. G. B.'s onslaught on package drug stock to Gamber & Chappell. coffees. As will be noticed, the replies are from the standpoint of the manufacturer, P. Turrell in the jewelry business. Next week, opportunity will be given H. G. B. to "answer back," and The Tradesman lin & Folz in the clothing business. would be pleased to publish in such connection the opinions of retailers on this impor- lick, Mapes & Co. in general trade. tant subject. Let them be a general response to this appeal!

The Secretary of the Owosso Business J. Hopkins in the hardware business. Men's Association is the first to enter the lists in competition for the prizes offered by THE TRADESMAN for the best essays on paper will be found on the first page of this

Prof. Vaughan on the Adulteration Ques- ness.

ANN ARBOR, March 15, 1887. Frank Hamilton, Traverse City:

DEAR SIR-I am very sorry that my professional duties, which have been unusually laborious of late, have delayed my answering yours of March 4 so long. In the first place, allow me to say that I think the work which you are engaged in one of the greatest importance, and one in which I am

greatly interested. I think that the laws of our State concerning the adulterations of food are sufficient. But there is no provision for their enforce ment, and, consequently, they are dead letters. I think that dealers in food stuffs Litchie might bring sufficient pressure to bear upon the Legislature to lead it to provide for the enforcement of the laws. In the larger cities, health officers might be selected, who would be competent to detect adulterations and who might be armed with power to bring to trial all offenders. The system of public analysts in England has worked well and might, with some modifications, be Givens E. Van Syckle in the musical meradopted in this country.
Yours, V. C. VAUGHAN.

"Lion" on Wheels.

Winternitz, a handsome delivery wagon, leaves him a monopoly of the business. embellished with references to the celebrated "Lion" brand of package coffee.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP. E. F. Winchester has retired from the Empire Furniture Co.

W. G. Clark has resumed the grocery business at Saranac. Bulkley, Lemon & Hoops furnished the stock.

Kruidenier & Nyberg succeed Dogger & Nyberg in the grocery business at 327 East Bridge street. Wm. Lee & Co. have engaged in the gro-

cery business at Charlevoix. The stock was purchased at this market. Zylstra Bros., grocers on South Ionia

street, have sold their store building and

will close out their stock and retire from

C. Wohlgemuth has engaged in the grocery business at the corner of Broadway and North street. Bulkley, Lemon & Hoops

furnished the stock. Edwin C. Jackson has sold his bakery authorities to the fact that three alleged business at 448 So. Division street to Martin Devert and re-engaged in the same busi-

C. B. Hirschfield has perfected arrangements to put in a general stock at Sault Ste. Marie under the style of Lewis L. Metzger ile tool of its master. Hoyt's Criterion has & Co. It is expected that everything will

ness at 27 West Fulton street.

D. D. Cook has sold a half interest in his show-case manufacturing business at 38 West Bridge street to Louis C. C. Prinz, and the two will continue the business under the firm name of Cook & Prinz.

Frank H. Escott has bought the drug ture dealer. stock of Wm. H. Tibbs, at 75 Canal street,

AROUND THE STATE.

Six Lakes-F. V. Handy, grocer, has as-Sheridan-E. J. Sherwood, grocer, ha

been attached. Ishpeming-C. Melby, grocer, is reported

to have assigned. Onsted-C. A. Marsh has sold out h

hardware business Kingston-L. A. Orr succeeds M. E. Or in the drug business

Jackson-W. W. Thomas, grocer, is ad vertising to sell out. Albion-Killian & Williams, furniture

dealers, have sold out. White Pigeon-Seekell Bros., general

dealers, have sold out. Ubly-B. S. Slack, general dealer, ha been closed by creditors.

Ypsilanti-R. H. Kilian succeeds R. C Coy in the drug business.

Jackson-S. B. Kauffman, clothing deal Kalamazoo-G. H. Bradt has bought the

grocery stock of J. Lucas. Lapeer-Hadly & Brower succeed Joseph

A. Giles in the meat business. Kalkaska-Parker & Hobbs succeed Geo Parker in the grocery business.

Jackson-J. E. Tuttle & Co., eigar and tobacco dealers, have sold out. Greenville-Jas. Massie has bought the

grocery stock of M. A. Massie. Muskegon-J. K. Meyers has bought the drug stock of Wm. B. Wilson.

Caro-Denves Bros. succeed Parkburst &

Pinckney-Jerome Winchell has

Lapeer-Dennis E. Holland succeeds Geo. Kalamazoo-Samuel Folz succeeds Frank-

Lapeer-Mellick & Mapes succeed Mel-

Byron Center-Seward McNitt & Co. suc ceed Byron McNeal in general trade.

Chesaning-Hopkins & Son succeed H.

Morrice-E. D. Hartwell, hardware dealer, has been closed on chattel mortgage. Charlotte-N. E. Gibbard & Co. succeed general merchandising. Mr. Lamfrom's Thomas Bros. in the boot and shoe business.

Menominee-A. Z. Bird succeeds Bird week's issue, and is well worth a careful pe- Bros. in the grocery and crockery business. Marshall-Udell Bros. succeed Pratt A. Spicer in the agricultural implement busi-

> Jackson-David DeMay succeeds DeMay & O'Melia in the grocery and saloon busi-

South Grand Blanc-J. S. Watrous succeeds J. A. Wakeman in the grocery busi-

Battle Creek-Farrell & Doremus, tobacco dealers, have dissolved, Jas. Farrell succeeding. Roscommon-Bennett & Hart have given

a trust mortgage on their general stock and Litchfield-Rogers & Harlow succeed

Geo. W. Rogers in the dry goods and grocery business. Clarion-D. S. Salisbury has bought the

general stock of Olds & Co., and will continue the business. Bay City-W. D. Richardson succeeds

chandise business. Battle Creek-Stephen T. Bowen has moved here from Paw Paw and succeeds to whom was referred House Bill No. 358, John Rowe in the clothing business.

The Woolson Spice Co., of Toledo, has Jonesville-J. S. Lewis has bought G.W. in the payment of wages of laborers in mines. sent its resident distributing agent, L. Ferguson & Co.'s stock of hardware, which mills, shops and factories, reported in favor

Fife Lake-Caulkins & Co. have sold report was accepted and the bill placed on their drug stock to Blakeley Bros., which general order.

gives them a monopoly of the drug busines

Fife Lake-C. T. Kimball has arranged to purchased a half interest in the grocery stock of O. V. Adams. The new firm name has not yet been decided upon.

Cadillac-Sampson & Drury, the hardware merchants, suffered a loss of about \$3,000 by water thrown on a fire in the upper floors of their building on the 2d.

Reed City-E. Trump, formerly engaged in the dry goods business at this place, but for the past three years in trade at East Saginaw, has moved his stock back here.

Allen-D. Gorton, formerly in general trade at Nettle Lake, Ohio, has disposed of his business and real estate interests there. and has engaged in general trade at this

Hubbardston-L. W. Robinson has arranged to engage in the produce business as soon as the transfer of his dry goods stock to John W. Cowman is effected, which will occur on April 18.

East Saginaw-Chas. J. Stevens has retired from the wholesale lumber firm of Stevens & Slade, and will go to Philadelphia to reside. Benson & King, of Owosso, have purchased the real estate of the late

East Jordan-Dan Jerue has sold his liv ery business to Charlevoix parties, given a bill of sale of his saloon to H. C. Reinard and a bill of sale of his hotel to John Chamberlain. His creditors are correspondingly

Allegan-Jas. Heath has purchased the interest of John Lilly in the grocery firm of Lilly & Lilly. The new firm will be known as Lilly & Heath. The retiring partner will enter the employ of a New York furni-

Lowell-Chas. McCarty has purchased the grocery stocks of A. B. Johnson and Sarah A. Wingler. The former stock has been consolidated with McCarty's conglom business continued at the old location.

MANUFACTURING MATTERS. Ravenna-Henry Mansfield will build a saw-mill here.

St Louis-John L. McCurdy has purchased the table factory of Taylor Bros. and will push the business.

STRAY FACTS.

Battle Creek-Geo. Southworth has disposed of his meat business. Lapeer-Witt & Dent succeed Geo. Donaldson in the meat business.

Carson City-The new savings bank opened for business last Thursday.

Port Huron-E. F. Rush succeeds Rush & Sons in the commission business. Hastings-Chas. W. Bently, of the lumber firm of Bently Bros. & Wilkins, is

Port Huron-Rush & Sons, commission and produce, have dissolved, Edward F.

Rush continuing. Hastings-J. J. Downs and C. L. Bab cock, both of Nashville, have purchased the

Leins meat market. Birmingham-F. Blakeslee & Co., general dealers and knitting works proprietors, are succeeded by V. Nixon.

Sturgis-The Business Men's Association offers \$1,000 and an acre of land to any reputable manufacturer employing twenty men or more, who will locate here.

East Saginaw-C. M. Hill & Co., whole sale lumber dealers, have merged their business into a stock company under the corporate name of the Hill-Caskey Lumber Co. The capital stock is \$50,000, one-half of which is paid in. The stockholders are C. M. Hill, J. C. Caskey and R. B. McKnight.

Purely Personal.

B. Dosker and H. Michmershuizen, of P. Steketee & Sons, are both confined to their homes by illness,

S. S. Pew, formerly of this city, is arranging to engage in the flour and feed business at Howard City.

W. Frank Gibson, formerly engaged in the commission business on Ottawa street, is now driving a street car in San Francis

E. Gilbert, of the general firm of Gilbert, Hopkins & Co., at Sherman, was in town last week, purchasing goods for the spring

L. Jacoby, manager of the Mammoth Clothing Co., at Allegan, was in town a couple of days last week, selecting spring

Harry Hall, billing clerk for the Hazeltine & Perkins Drug Co., will be off duty for a few days while recovering from the effect of a shot through the head, accidentally made by a friend while carelessly handling a revolver.

They Like "The Tradesman.

S. S. Dryden & Sons, the extensive Alle ran hardware merchants, write as follows: We have received several sample copies of THE TRADESMAN and find it a very useful and interesting journal. We would not be willing to do without it and we think it is worth many times its price to every business man in the State. The articles the pen of Soliman Snooks are a valuable addition to the current literature of the day. His map of the seat of war, his analysis of the water Grand Rapids people drink-now and then-and his description of the faith cure treatment are inimitable.

Store Orders Before the Legislature.

The House Committee on Labor Interests, prohibiting the use of scrip or store orders of the passage of the bill on March 30. The

Valley City Milling Co.



Stanley Rule and Level Co.'s.

Champion, anti-friction. Kidder, wood track.....

Gate, Clark's, 1, 2, 3....

Kip's dis 25 Yerkes & Plumb's dis 40 Mason's Solid Cast Steel 30 c list 50 Blacksmith's Solid Cast Steel, Hand 30 c 40&10

HANGERS.
Barn Door Kidder Mfg. Co., Wood track 50&10

HOLLOW WARE.

KNOBS-NEW LIST.

Common, Bra and Fencing.

PLANES.

Iron and Tinned. dis 5
Copper Rivets and Burs dis 6
PATENT FLANISAED IRON.
"A" Wood's patent planished, Nos. 24 to 27 10 2
"B" Wood's pate, planished, Nos. 25 to 27 9 2
Broken packs ½c 爭也extra.

Finishing | 10d 8d 6d 4d Size—inches | 3 2½ 2 1½ Adv. # keg \$1 25 1 50 1 75 2 00 Steel Nails—2 70.

Zinc of tin, Chase's Patent.

Brass or Copper..

Fry, Acme

Iron and Tinned.

Sisal, ½ in. and larger. Manilla.

Ohio Tool Co.'s, fancy.

Sciota Bench.
Sandusky Tool Co.'s, fancy...
Bench, first quality.
Stanley Rule and Level Co.'s, wo

.dis 2

60&10 60&10

. 38 keg \$2 5

dis60&10

dis 3

HOUSE FURNISHING GOODS.
Stamped Tin Ware... new list
Japanned Tin Ware
Granite Iron Ware...

Door, mineral, jap. trimmings... Door, porcelain, jap. trimmings... Door, porcelain, plated trimmings. Door, porcelain, trimmings...

Drawer and Shutter, percelain..... Picture, H. L. Judd & Co.'s......

Maydole & Co.'s.

OUR SPECIALTIES: Buckwheat Flour, Rye Flour, Granulated Meal,

Bolted Meal. Coarse Meal, Bran Ships, Middlings, Screenings, Corn, Oats

Feed. OUR LEADING BRANDS: Roller Champion, Gilt Edge, Matchless Lily White, Harvest Queen, Snow Flake, Roller Champion. White Loaf, Reliance, Gold Medal, Graham. Write for Prices.

Grand Rapids, Michigan.

The universal sale of "Tansill's Punch" 5-cent cigar is proof or its extraordinary The live dealer will always avail himself of an opportunity to make money. The "Tansill's Punch" is unquestionably the most profitable cigar to handle as dem Stanley Rule and Level Co.'s.
MATTOCKS. onstrated by the testimony of their numerous agents located in every state and territory.—New England Grocer.

Bermuda Onions Again.

Chas. F. Rood, of the firm of Foster, Stevens & Co., takes issue with Ex-Governor Jerome, on the statement recently printed in THE TRADESMAN, to the effect that there are no onions grown in Bermuda. He asserts that, while there several sea
Stebbin's Genuine.....
Enterprise, self-measuring sons ago, he saw them brought into market on the heads of women, and in every con-10d to 60d..... 8d and 9 d adv.. 6d and 7d adv.. 4d and 5d adv.. 3d advance... 3d fine advance ceivable kind of vehicle, and that shipload after shipload left there for New York.

Deserving of Credit.

Grocer-"So you haven't drank anything for a month, Uncle Rastus?" Uncle Rastus-"No, sah; not er drap." Grocer-"You deserve credit, Uncle Ras-

Uncle Rastus-Yes, sah. Cud yo' trus' me to er ham till day arter to-morrer at Reaper..... Olmstead's. Grocer-"No, I never give credit."

An honest Bay City groceryman was drying a jar of damp snuff by his stove the other day. A boy saw and seized the jar at just the moment the accumulated steam caused it to explode, and the result was a badly lacerated boy and a grocer who, for an instant, realized what it is to be a czar.

mardware.

	Trucal ald atriba	SQUARES.
	Ives', old styledis 60	Steel and Iron
	Ives', old style dis 60 N. H. C. Co dis 60 Douglass' dis 60	Steel and Iron. dis 70&10 Try and Bevels dis 60
,	Pierces' dis 60	Direct
7		SHEET IRON.
	Snell's dis 60 Cook's dis 40 Jennings', genuine dis 25 Jennings', imitation dis50&10 Spring dis 40 Railroad BARROWS Railroad \$14'00 Garden net 35'00 BELLS	Nos. 10 to 14
ı	Jennings', genuine dis 25	Nos. 10 to 14 \$4 20 \$2 90
-	Jennings', imitation dis50&10	Nos. 15 to 17 4 20 2 90
	BALANCES.	Nos. 18 to 21 4 20 3 00
n	Spring	Nos. 22 to 24 4 20 3 05
	BARROWS.	Nos. 15 to 17.
	Railroad \$ 14 00	No. 27 4 60 3 25
-	Garden net 33 00	All sheets No, 18 and lighter, over 3 inches
	BELLS.	wide not less than 2-10 extra.
	Handdis \$ 60&10&10	SHEET ZINC.
9	Cowdis 70	In casks of 600 bs, \$ b 5%
	Calldis 30&15	In smaller quansities, & b 6
9	Gongdis 25	TACKS.
f	Door, Sargent dis 60&10	American, all kindsdis 60
	BOLTS.	Steel, all kindsdis 60
•		Swedes, all kindsdis 60
	Carriage new list die 70	Gimp and Lace dis 60 Cigar Box Nails dis 50 Finishing Nails dis 50
•	Plow dis 40 Sleigh Shoe dis 70	Cigar Box Nailsdis 50
	Sleigh Shoe	Common and Potent Pends 50
ı	Wrollent Barrel Boits die 60	Finishing Nails
	Cast Barrel Boltsdis 40	Trunk and Clout Nailsdis 50
	Cast Barrel, brass knobs dia 40	Tinned Trunk and Clout Nails
	Cast Square Springdis 60	Logthered Carpet Tacks 45
r	Cast Chain die	Leathered Carpet Tacksdis 35
- 1	Wrought Barrel, brass knob. dis 60 Wrought Square dis 60	TINNER'S SOLDER,
-	Wrought Square dis 60	No. 1, Refined 12 50
- 1	Wrought Sunk Flushdis 60	Market Half-and-half 16 00
	Wrought Bronze and Plated Knob	Strictly Half-and-half 17 50
-	Flush die gosto	
	Ives' Door dis 60&10 Barber dis \$ 40	Cards for Charcoals, \$6 75.
	BRACES.	
1	Barber dis \$ 40	IC, 10x14, Charcoal 5 75 IX, 10x14, Charcoal 7 25
3		IC 19v12 Charcoal 8 95
,		
-	Am. Balldis net	IC 14v20 Charcoal 5 75
	BUCKETS.	IC, 14x20, Charcoal
	Well, plain \$ 3 50	IXX. 14x20, Charcoal
	Well, swivel 4 00	IXXX 14x20 Charcool 10 27
,	BUTTS, CAST.	XXX 14x20, Charcool 8 75 IXXX 14x20, Charcool 10 77 IXXX 14x20, Charcool 12 55 IX 20x28, Charcool 15 50
n	Cast Loose Pin, figureddis 70&10	IX 20x28 Charcoal 15 50
œ	Cast Loose Pin, Berlin bronzeddis 70&10	DC. 100 Plate Charcoal 6 50
g	Cast Loose Joint, genuine bronzeddis 60&10	DX. 100 Plate Charcoal 8 50
	Wrought Narrow, bright fast joint dis 60&10	DXX. 100 Plate Charcoal 10 50
	Wrought Loose Pindis 60&10	DXXX. 100 Plate Charcoal 12 50
u	Wrought Loose Pin, acorntipdis 60% 5	Redipped Charcoal Tin Plate add 1 50 to 6 75
a	Wrought Loose Pin, japanneddis 60& 5	DC, 100 Plate Charcoal 6 50 DX, 100 Plate Charcoal 8 50 DXX, 100 Plate Charcoal 10 50 DXXX, 100 Plate Charcoal 12 50 DXXX, 100 Plate Charcoal 12 50 Redipped Charcoal Tin Plate add 1 50 to 6 75 rates.
	Am. Ball	Roofing, 14x20, IC 5 25 Roofing, 14x20, IX 6 75 Roofing, 20x28, IC 11 00 Roofing, 20x28, IX 14 00
5	tippeddis 60& 5	Roofing, 14x20, IX
	Wrought Tabledis 60&10	Roofing, 20x28, IC
	Wrought Inside Blinddis 60&10	Roofing, 20x28, IX 14 00
-	Wrought Brassdis 75	TIN-LEADED.
v	Blind, Clark'sdis 80	IC, 14x20, choice Charcoal Terne 5 50
,	Blind, Parker'sdis 80	IX, 14x20, choice Charcoal Terne 7 00
e	Blind, Shepard's dis 70	IC, 20x28, choice Charcoal Terne11 00
	CAPS. Ely's 1-10	IC, 14x20, choice Charcoal Terne. 5 50 IX, 14x20, choice Charcoal Terne. 7 60 IX, 20x28, choice Charcoal Terne. 11 00 IX, 20x28, choice Charcoal Terne. 14 00 T
	Hick's C F	TRAPS.
-	G. D	Steel, Game
	Musket	Oneida Community, Newhouse's dis 35 Oneida Community, Hawley & Norton's 60&16
	CATRIDGES	Unetabling' Hawley & Norton's 60&10
	Rim Fire, U. M. C. & Winchester new list50&10	Hotchkiss 60&10 S, P. & W. Mfg. Co.'s 60&10 Mouse, choker 18c ⊕ dez Mouse, delusion \$1 50 ₺ doz
	Rim Fire, United Statesdis50&10	Mouse choker 180 20 doz
	Central Firedis30&10	Mouse, delusion \$1.50.39 doz
	CHISELS.	WIRE.
:	Socket Firmerdis 70&10	Bright Market dis 671/4
	Socket Framingdis 70&10	Annealed Marketdis 70
L	Socket Cornerdis 70&10	Coppered Marketdis 621/2
I	Socket Slicksdis 70&10	Extra Bailing dis 55
e	Butchers' Tanged Firmer dis 40 Barton's Socket Firmers dis 20	Tinned Market die 891/
S	Barton's Socket Firmersdis 20	Tinned Broom 38 to 09
	Coldnet	Tinned Broom. 38 b 09 Tinned Mattress. 38 b 84 Coppered Spring Steel dis 50
	Curry Lawrence's	Coppered Spring Steeldis 50
n	Curry, Lawrence's dis 40&10 Hotchkiss dis 25	Tinned Spring Steeldis 40&10
e	Hotchkissdis 25	Plain Fence
	Brass, Racking's	Barbed Fence, galvanized440
f	Bibb's	copper new list net
v	Doon 406-10	Propernew list net
•	Fenns' 60	Brassnew list net
h	COPPED	WIRE GOODS.
	Fenns'. COPPER. 60 Planished, 14 oz cut to size. 79 ib 28 14x52, 14x56, 14x60. 31	WIRE GOODS. Bright dis 70&10&10 Screw Eyes dis 70&10&10
	14x52, 14x56, 14 x60	Screw Eyesdis 70&10&10
	Cold Rolled, 14x56 and 14x60. 23	Hook's dis 70&10&10 Gate Hooks and Eyes dis 70&10&10
	Cold Rolled, 14x56 and 14x60. 23 Cold Rolled, 14x48. 23	Gate Hooks and Eyesdis 70&10&10
	Bottoms	Baxter's Adjustable, nickeled
	DRILLS	Baxter's Adjustable, nickeled
,	Morse's Bit Stock	Coe's Genuinedis 50
	Taper and Straight Shankdis 40	Coe's Patent Agricultural, wrought, dis 75
S	Morse's Taper Shank dig 40	Coe's Patent, malleabledis 75&10
,	ELBOWS.	Bird Cages
34	ELBOWS. doz net \$.85 Corrugated dis 20&10	Bird Cages
r	Corrugated	Pumps, Cistern dis 70 Screws, new list 75 Casters, Bed and Plate dis50&10&10
e	Adjustabledis 1/2 &10	Costore Ped and Plate
	EXPANSIVE BITS	Dempore America
n		Dampers, American 40
		Forks, hoes, rakes and all steel goods. 60&10&10
	Ives', 1, \$18 00; 2, \$24 00; 3, \$30 00. dis 25	Copper Bottoms 23e

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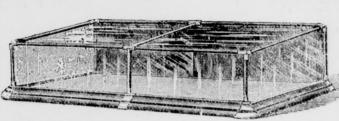
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A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

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Entered at the Postoffice at Grand Rapids at Second-class Matter.

WEDNESDAY, APRIL 6, 1887

Miehigan Business Men's Association.

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First Vice-President—Paul P. Morgan, Monroe.
Second Vice-President—E. J. Herrick, Grand Rapids.
Secretary—E. A. Stowe, Grand Rapids.
Treasurer—Julius Schuster, Kalamazzo.
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Committee on Membership—H. S. Church, Sturgis; B.
F. Emery, Grand Rapids; the Secretary.
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Rapids; J. W. Milliken, Traverse City; C. T. Bridgman, Flint.
Committee on Constitution—W. E. Kelsey, Ionia; R. D.
McNaughton, Coopersville; I. F. Clapp, Allegan,
Official Organ—The Michigan Tradesman.

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Retail Grocers' Association of Battle Creel President, Geo. H. Rowell; Secretary, C. A. Hoxsie. Cadillac Business Men's As'n. President, A. W. Newark; Secretary, J. C. McAdam. Casnovia, Bailey and Trent B. M. A. President, H. E. Hesseltine; Secretary, E. Farnham. Cedar Springs Business Men's Association President, T. W. Provin: Secretary, L. H. Chapman. Charlevoix Business Men's Association.

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Woodland Business Men's Association. President, John Velte; Secretary, I. N. Harter. Grand Rapids Butchers' Union, ent. John Katz; Secretary, Chas. Velite.

Upholding the Contract System.

Procter & Gamble, the Cincinnati soap nanufacturers, have issued the following address to the traveling men:

DEAR SIR-It has been reported to us that some of the traveling salesman have sold our soaps for less than the established We have instructed our men to spare no expense or time in getting at the facts, and, when we get the necessary evidence, we propose discontinuing business with the house whose men have cut our

In view of the above, we have concluded to write you (as we have all traveling salesmen who represent the wholesale grocery houses), to call your attention to the fact that the contract of Procter & Gamble must be lived up to, for its penalties will be enforced by us. First of all, because to cut business in this way. So long as our brands of soap are in demand from all classes, that is, consumers, retailers and job-bers, just so long is the good will of our business valuable; and if, by reason of salesmen cutting our prices, the jobbing trade lose interest in the sale of our goods, then, just that much is the good will of our business decreased. Our business has takbusiness decreased. Our business has the business decreased. Under the business decreased. Our business has the business decreased has the business decreased has the business had the business has the business had the business had the business had the business h quently, we will enforce our contract for our own protection.

You will see by the enclosed blank that the wholesale grocers bind themselves not to cut our prices, and we, in turn, bind ourselves not to sell to any one who cuts our prices; consequently, we are bound, by this agreement with the wholesale trade, to strictly carry out our part of the agreement. which is still another reason why we shall enforce it. While it is the natural desire of every manufacturer to have the good-will and the aid of every salesman, yet we are free to say that, unless a salesman will sell our soaps at our list prices, we don't want him to sell our brands. We don't ask the salesmen to introduce our goods. We do that for them, and are continually advertising to the consumer and to the retail trade, to assist the salesmen, so far as it is poss ble. The goods are in demand and can be sold at the list prices; that is, if the man of whom the goods are inquired for is a sales-

That there may be no misunderstanding on the subject, we wish to further notify you that, when it has been discovered that a sale of our soap has been made for less than sale of our soap has been made for less than the limited price, it is not to be considered a satisfactory conclusion of the matter to collect from the party to whom the sale was made the difference between the cut price and the correct price; nor is the excuse sufficient that it was a mistake because "I did not have your price list with me," etc., for we look at the fact and not at the circumstances which led to it. We will consider it a favor if you will sell soap of some other a favor if you will sell soap of some other rand, and thus run no risk as regards our rices, rather than trust to your memory or the statements of the retailer.

We have written you this letter, not as a threat, or with a feeling that we are inde-pendent of the good-will of traveling salesmen, but to let you know that we will satesmen, but to let you know that we will protect you in every way that it is possible for us to do so, against the cutting of prices to your customers by men who seem to be anable to make a sale without cutting the

The whole system of our business is strictly in the interest of the wholesale gro ers and their salesmen, much more so than hat of any other soap manufacturer. Firs ecause, under no circumstances, do we se irect to the retail trade, or in any way con ete with the jobbers or their salesmen, bu ne reverse; we do all in our power to a hem to sell our goods, for we are, withou juestion, the largest advertisers among son anufacturers.

In conclusion, we will add: the contra r limited price system is the best schen et devised to enable the jobbing trade ar heir salesmen to make a profit, provide he manufacturer will rigidly enforce to benalties; but if he will not enforce there s contract is a detriment to all concerne Whenever you find a customer has be taken from you by a cut in the price of o goods, all we ask of you is the name of t buyer, the name of the house making t sale, the date, prices, etc., and we will p

Capital Required for Retail Business An old mercantile authority gives following in regard to the capital needed

keep up a certain amount of stock: No. I. In a business, when the stock to be kept up is \$5,000 and the sales \$25,000 cash annually, including the preliminary expenses of business, as filling store, expense of purchasing the first goods, and freight on the same, it will require about \$5,600 cash

No. II.

The same stock and similar aggregate of nnual sales, one-fourth of which is made on an average credit of three months, will equire a cash capital of a little over \$7,000.

No. III. The amount of capital required in a case imilar to No. 2, except that a satisfactory redit can be obtained at two months for an amount of goods equal to the capital inested, would be about \$3,600.

No. IV. The amount of capital required in a case similar to No. 3, except that the credit can be obtained at four months, would be about

No. V.

The amount of capital required in a case imilar to No. 4, when the credit can be had at four months to twice the amount of capital invested, would be in the neighborhood

calculations having reference to continuous | *Pacific Express our chases and sales, it is sufficiently exact Grand Rapids Expression till the semi-annual or annual accounting."

The Wrong Man.

cigars cost you, on the straight average, not less than ten cents a day?" "Why, of course not," said the traveler, looking surprised. The colporteur made a rapid calculation on the back of an envelope. "Then," he said, "see what tobacco has cost you. Without computing the interest, it has cost you nearly \$1,500; enough with its interest to buy a lot and build and furnish a home worth ten times that sum. See what tobacco has cost you!" "Yes, I know," said the traveling man, rising to leave the car as the train stopped, "but just figure up how much it's made for me. I travelel with the house I'm now with for ten years, at \$3,500 a year, then I bought into the concern in a good year, have cleaned up about \$40,000 prices of our goods is a direct injury to our I've been a partner, and now own a house that I wouldn't sell for \$20,000, and am making more money this year than I ever saw in one year before. Tobacco is a pretty expensive luxury, though, if you happen to get on the wrong side of the market." So saying, he went up-town and skinned a couple of good customers, while the colpor-

THE NEW

As previously announced, the trade is now being supplied with Soap from this new factory. Two brands are now introduced,

Headlight

Little Daisy

Both free from adulterations of all kinds and contain pure Ceylon Cocoa Oil, Steam

The PEA NUTS Refined Tallow, Glycerine and Borax. The former is a first-class Laundry Soap, and the latter, being fine and milder, is one of the best Bath, Laundry and Toilet Soaps combined now on the market.

For terms, please apply to the factory, in person, by letter, or telephone. (Teleph No. 578-5 fings.)

Shall we receive your encouragement by vay of a trial order?

TIME TABLES. Chicago & West Michigan.

111	†Mall	9:45 p m
st.	†Day Express	5:45 a m
ell	*Night Express	11:00 a m
GII	Muskegon Express 5:00 p m	
m-	*Daily. †Daily except Sunday. Pullman Sleeping Cars on all night trains.	Through
	parlor car in charge of careful attendants w	ithout ex-
ut	tra charge to Chicago on 12:50 p. m., and thro	igh coach
id	tra charge to Chicago on 12:50 p. m., and this	.g. comen
	on 9 a. m. and 11 p. m. trains.	
ut	Newaygo Division. Leaves.	Arrives.
ap		4:50 p m
··P	Express	10:30 a m
	Express	not.
act		
	The Northern terminus of this division is a	M trains
ne	where close connection is made with F. & P	. M. Claine
nd		
	W. A. GAVETT, Gen'l Pass.	agent.
ed	J. B. MULLIKEN, General M	lanager.
its		
	Grand Rapids & Indiana.	
m,	Grand Rapids & Indiana.	
ed.	GOING NORTH.	Leaves.
		7:00 a m
en	Traverse City Express	11:30 a m
nır	Traverse City and Mackinaw Ex. 9:20 a m	11:30 a m
		5:05 p m
he	Petoskey and Mackinaw Express 3:40 p m	7:20 a m
he		4:10 p m
	Saginaw Express	4:10 p m
ut	Saginaw express runs through solid.	. 11.90 o
	7 a m train has chair car for Traverse City	inow City
	5:05 p m train has sleeping and chair cars to	rretoskey
	and Mackinaw.	
	GOING SOUTH.	7:15 a m
	Cincinnati Express	11:45 a m
the	Fort Wayne Express	5:00 p m
		0.00 p m
to	Tuo yorgo City and Mackingw Ex., 11:00 D III	'inginnati
	7:15 a m train has parlor chair car for	innati

Muskegon, Grand Rapids & Indiana Muskegon, Grand Rapids & Indiana

Lake Shore & Michigan Southern.
Kalamazoo Division.

Detroit, Grand Haven & Milwaukee. Arrives. Mixed. **19 at m. *19 at m

Michigan Central.

for ordinary purposes to take the amount for a month as one item, dated at the end of the month, and to count the cost only of the goods sold, leaving the profits to run till the semi-annual or annual accounting."

*Salty. All other daily except Sunday. Sleeping cars un on Day Express and Grand Particle Parlor cars run on Day Express and Grand Rapids Express to and from Detroit. Direct connections made at Detroit with all through trains East over M. C. R. R., (Canada Southern Div.)

D. W. JOHNSTON, Mich. Pass. Agt., Grand Rapids.

O. W. RUGGLES, Gen'l Pass. and Ticket Agt., Chicago.

The Wrong Man.

"You have been a smoker all your life?"
asked the colporteur. "Oh, yes," said the traveler with the square sample cases, "eyer since I was ten years old." "And so you have smoked, say——?" "About forty years," replied the traveler. "And your leaves the smoked of the traveler." "And

CERMAN COFFEE,

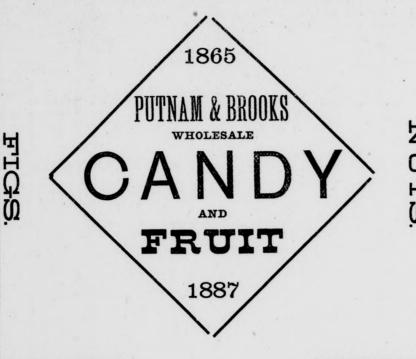
Package goods on the Market.

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Order Sample Case of your Jobber. See quotations in Price-Current.

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Sole Agents for

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Jolly Time" Celebrated Fine Cut To-

Dwinell, Hayward & Co.'s Roasted Coffees

OYSTERS 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.

PERKINS & HESS, Hides, Furs, Wool & Tallow,

NOS, 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.

TWO AND THREE PLY

READY ROOFING

Waterproof, Durable and Economical OVER 7,500,000 SQUARE FEET APPLIED IN 1886.

Curtiss & Dunton,

GRAND RAPIDS, MICH.



ABSOLUTE SPICES

Absolute Baking Powder. 100 per cent. Pure.

Manufactured and sold only by

ED. TELFER, Grand Rapids.

Is It Possible To Do a Cash Business?* A portion of your Executive Committee, in my absence, has taken the liberty to assign me this subject, and, in justice to mysign me this subject, and, in justice to my-self, I will say that never but once before, have I attempted to impose upon a public audience the production of my pen; but, in order that the programme, as laid out by the Committee, may not be incomplete, I have consented to present a few ideas for your consideration. While it might be difyour consideration. While it might be difficult for me to give you any new thoughts on this subject, there may be some points which it would be well for us, to consider.
That a cash business is safe, no one will
question, but many business men think it not
wise to confine themselves too closely to it. With a business experience of nearly thirtyfive years, I have yet to learn of a single failure by a firm doing a cash trade, while many of the gentlemen present could, no doubt, count a dozen failures of firms doing doubt, count a dozen failures of firms doing a credit business. In religious matters, we often hear the remark, "It is easier to preach than practice." The same is true in business circles. While we all concede that it is better to sell goods for ready pay, there are but few who practice it. There are plenty of instances proving that it is possible to do a cash trade, but I will only trespass upon your time by citing a few of them. A gentleman in the city of Rochester, well posted in the grocery trade, started in business a number of years ago with very ter, well posted in the grocery trade, started in business a number of years ago with very flattering prospects and plenty of capital. For a few years, he did what was considered a very good business, but later he began to have difficulty in meeting his bills, and finally his creditors came on from New York, closed his store and sold his stock. A friend of his, a man of wealth, interested himself in his behalf and told him, that he reditors closed him out the second time. He now began to realize the true condition of affairs and, getting together a few hundred dollars, he started for the third time, making a vow that not a dollar's worth of goods should leave his store until they were every package. goods should leave his store until they were paid for. This yow he faithfully carried out and would not even lend a customer a basket to carry goods home in—he could pay for the basket and the money would be refunded on its return. A neighbor of his, in the candy business and worth four times what he was stopped into his store one what he was, stepped into his store one Thursday and wanted two barrels of sugar Thursday and wanted two barrels of sugar and he would pay for them the Saturday following. He told him that he could not have them without the money. The gentleman was a little hot, as we would term it, and spoke uprather shortly and said, "Well, you d—dold fool, lend me a hundred dollars." "Certainly," said he, and handed him the money. He then paid for the sugar, put the balance of the money in his pocket and went home, Saturday paid the hundred dollars, and every thing was satisfactory. This man continued in trade some years, paid off all his old indebtedness some years, paid off all his old indebtedness and, at last reports, he was running a large double store and had never been known to double store and had never been known to break his vow. Some will say that it is an easy matter to do this in a large town, but not so easy in smaller towns. This is not true, as I will show, by briefly calling your attention to a case which I have in mind. Three brothers started a general store, with about \$12,000 capital, in a small town in Eastern New York. The merchants of the town were doing a credit business, but the new firm decided to sell merchants of the town were doing a credit business, but the new firm decided to sell for ready pay or not at all. Their prices were lower than their competitors, and it was not long before they had the best custom of the town. After about six years, one of the brothers decided to retire from the firm, and the other two paid him \$40.000 for his interest. They continued the business for two and three years longer and

they had become bankrupt.

It will be useless to introduce farther evidence to prove that it is not only possible but profitable for the dealer to get his pay for goods when sold, and I am satisfied that, so far as it is possible for the consumer to pay cash, it is better for him. The man who pays cash can generally get closes prices than he who buys on credit. He is a desirable customer, and we are all anx-ious for his trade. He can purchase where he pleases and, if there is a cash dealer in his town, he is sure to find him. As evidence of this, I will call your attention to a case in our town: ten brothers not noted for promptness have all been customers of mine. Some years ago, one of them came into my store and wanted a couple of shirts, saying that he would pay for them the next week. After the account had stood for about three weeks, I sent him word that I would like my pay. The one I had the goods charged to came in and said that he never had had them, and satisfied me that he never had. He said that he, in several instances had paid for goods that he never instances, had paid for goods that he never had bought, and, to avoid doing it again, had decided never to buy what he could not pay for at the time. About two years after this occurrence, I hired one of the brothers to work on my farm, and, when I settled with him, he said that he owed me for some shirts that he got about two years before. He had given me his brother's name. The brother who pays as he goes is the only one that I know of the ten who is worth any property.

I once knew a merchant who would sell

business for two and three years longer and then went out with \$50,000 each. Their successors had been educated in the credit

business and, thinking that the better sys tem, adopted it, and in less than ten years

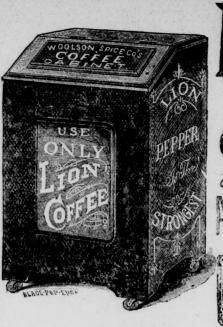
goods on credit but no man could sell him goods on credit. No matter what he was out of, if he did not have the money to pay for it, he would wait until he had. In ordering from traveling men, he would keep track of his bill, and when he had reached the amount of his money, he would stop, and no argument could induce him to add to his order. He started with \$3,000, and died worth \$50,000.

The practice adopted by many jobbers of dating bills ahead is not beneficial to the retailer. It is given as an inducement, many times, for us to buy in advance of our wants, and my experience for the last twenty years has been that you can buy as cheap when you want the goods as at any time previous. No firm can sell on four or six nonths' time as cheaply as on thirty days, and the dealer who takes long time cannot compete with one who pays cash.

There is much more that might be said in

this connection, but it is unneccessary for me to stand here longer and take the time

*Paper read by N. B. Blain at recent convention of Michigan Business Men's Associa-







setting about a store are unsightly, be-

WE WANT A WORD WITH YOU AS TO LION C

is to-day recognized by a old by a mighty army of consumers old barrel

sides the projecting nails on them are dangerous to clothing. The enterprising dangerous to clothing. The enterprising and retailers over the land as grocer realizes the value of handsome and convenient fixtures, and to meet this demand the the PUREST and BEST Package Coffee sold--A QUICK SELLER--satisfying the Con-A friend of his, a man of wealth, interested himself in his behalf and told him that he would furnish the capital for him to make another start, thinking that he would avoid the rock that had once dashed him to pieces. He opened a store on a larger scale than before, was popular with his patrons and soon had a large trade. In a few years, however, he found that his friends's money and his profits were in the hands of his customers and out of his reach, and his creditors closed him out the second time.

A friend of his, a man of wealth, interested the his had his him to place the purple of the PUREST and BEST Package Coffee sold.—A QUICK SELLER.—satisfying the Conpanying cut gives but a partial idea. In this Cabinet is packed 120 one-pound packages of LION we want with the repanying cut gives but a partial idea. In this Cabinet is packed 120 one-pound packages of LION we want with the remaining out gives but a partial idea. In this Cabinet is packed 120 one-pound packages of LION we want to the PUREST and BEST Package Coffee sold.—A QUICK SELLER.—satisfying the Conpanying cut gives but a partial idea. In this Cabinet is packed 120 one-pound packages of LION we want to the panying cut gives but a partial idea. In this Cabinet is packed 120 one-pound packages of LION we want to panying cut gives but a partial idea. In this Cabinet is packed 120 one-pound packages of LION we want to will only the summer.—Profitable to the Merchant. It will be found all that is claimed for it.

We want to prove the foothers are foothers and we offer the goods at a price enabling the grocer to secure these Cabinets without cost to himself. They are made air-tight, tongued and grooved, beautifully grained and variable out cost to himself. They are made air-tight, tongued and grooved, beautifully grained and variable out cost to himself. They are made air-tight to grow manufacture of the provided in the panying cut gives but a partial idea. In this Cabinet is packed 120 one-pound packages of LION to panying cut gives but a partial idea barrel, and do away with these unsightly things in a store.

> Beautiful "Easter Cards" GIVEN AWAY FREE WITH LION COFFEE



In every Case of "Easter Card" Coffee there is a 2-color Poster for retailer to display in his store, and also Advertising Matter for Distribution among Consumers.

LION COFFEE is For Sale by all WHOLESALE GROCERS Everywhere.

Represented in Grand Rapids, Mich., by L. WINTERNITZ, Resident Agent, 106 Kent Street.

Jersey Butter Tubs.



These are the Finest Lathe-Turned Ash Butter Tubs in the market. Every tub is smooth and perfect. Good goods should be put up in good packages.

.. 2523 .. Special Price in Car Lots.

Grand Rapids.

WINTERNITZ,

The Only Reliable Compressed Yeast.

Manufactured by Riverdale Dist. Co. 106 Kent Street, Grand Rapids, Mich.

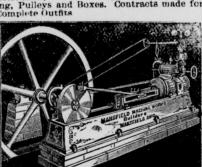
TELEPHONE 566. Grocers, bakers and others can secure the agency for their town on this Yeast by applying to above address None genuine unless it bears above label.

LAUNUKY 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.

GRAHAM ROYS, W. H. C. MITCHELL,



Denison. GRAND RAPIDS,

We carry a full 'ineof 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.

NOTICE.

To Restore Lands to the Public Domain. Pursuant to instructions from the Commis ioner of the General Land Office, dated March 1887, the following lands will be restored to e public domain and become subject to setlement and entry as other unoffered public

23th day of April, 1887, at 2 o'clock p. m., said lands will be subject to entry. The lands to be restored are as follows: RTH OF BASE LINE AND WEST OF MICHIGAN PRINCIPAL MERIDIAN.

lands, and rated at \$2.50 per acre. That on the

642,75 631,53 640.00 640.00 640.00 640.00 640.00 640.00 W½ of ne¼, nw¼ and e¼ of sw¼ All of W½ ne½, se½ of ne¾ and s½...
Sw¼ of nw¼ and s½...
All ot ...
E½ of ne¼ and se¼...
N¼ of ne¼ and n½ of W% of se%, ne% and w% E% of nw% and e%..... Nw¼, n¼, sw¼ and n½ of se¼ 12,426.66

Reed City, Mich., March 11, 1887.

NATHANIEL CLARK,

U. S. LAND OFFICE,

LARGEST EXCLUSIVELY

HOUSE IN MICHIGAN.

Cor. Ionia and Louis Sts., Crand Rapids.

P. STEKETEE & SUNS,

JOBBERS IN

DRY GOODS.

AND NOTIONS,

83 Monroe St.,

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

GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers { A Specialty American and Stark A Bags

ORDER A SAMPLE OF OUR PURE SMOKING TOBACCO, 60c ON TIME FINE CUT, 37c UNCLE TOM 35c NOX ALL 25c CINDERELLA " \$35 per M IRON PRINCE CIGARS,

59 Jefferson ave., Detroit, Mich.

ORDER

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

Our Leader Shorts, 16c per pound.

Our Leader Cigars, \$30 per M.

The Best in the World.

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

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.

B. KNOWLSON.

3 Canal Street, Basement, Grand Rapids, Mich.

FULLER & STOWE COMPANY,

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.

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

the trade and was the occasion of much dis- age coffee, but we feel that enough has alcussion. At the invitation of The Trades-MAN, the leading manufacturers of package ready been said. "A word to the wise is sufficient." R. M. MAN, the leading manufacturers of package goods have replied to the points made, in the following manner:

NEW YORK, March 31, 1887 E. A. Stowe, Grand Rapids:

E. A. Stowe, Grand Rapids:

DEAR SIR—We are indebted to your coutersy for the article entitled "Bulk vs. Package," and also for the opportunity afforded us to combat the opinions of H. G. B. The gentleman has so complacently settled the fate of package coffees, that it would be eminently uncivil in us to disturb his conclusions or question his facts. His article forcibly reminds us of the very conservative old lady, who resided in Pennsylvania some years ago. This good soul, when offering her daily devotions, was wont to pray "Good Lord, deliver us from steam engines" that it would be sayed that it would be eminently uncivil in us to disturb his conclusions or question his facts. His article forcibly reminds us of the very conservative old lady, who resided in Pennsylvania some years ago. This good soul, when offering her daily devotions, was wont to pray "Good Lord, deliver us from steam engines" they are adwith interest an article in last week's Traddesman, entitled "Bulk vs. Package," and signed H. G. B. The article is, in so many respects, at variance with the facts, as I see them, I cannot but call attention to a few points regarding the subject.

Your correspondent starts out all right in his assertion that "the package coffee business has almost driven green coffees and bulk roasts out of market," but he is mistaken when he says that bulk roasts have, during the past few months, rapidly come theologian of Richmond, we believe "the

Very truly yours, ARBUCKLE BROTHERS COFFEE Co.

NOT INTERESTED. CHICAGO, March 30, 1887.

world do move" forward.

him a package coffee or bulk, according to the dictation of his own sweet will. We will take the turkey and give him the chicken, or put turkey wings on his chicken, we retaining the "fowl" in both cases. "Nothing mean about us.'

Respectfully yours THOMPSON & TAYLOR SPICE CO. ALEX. M. THOMPSON, Pres.

THINK THE WRITER IS RIGHT. DETROIT, April 1, 1887.

E. A. Stowe, Grand Rapids: DEAR SIR—It is impossible for us to say what we would like to, for lack of time.

For the past ten days, we have been up to our eyes in business, but we will say that we think the party right in every particu-Yours truly

J. H. THOMPSON & Co. A TOLEDO VIEW. Toledo, April 1, 1887. E. A. Stowe, Grand Rapids: cannot be interested in any of our well-known coffee mills or have taken ordinary pains to ascertain the truth or fallacy of so broad an assertion, It is just barely possible that he is some disgruntled jobber of takes the statement of the retailer, and the consumer takes the statement of the retailer only as coffees or proposes going into the roast coffee trade and feels that his path may not be literally strewn with roses, in introducing or the retailing of bulk roasting a new brand on the market, in which ed coffees. To my certain knowledge there event "bulk" might serve his purpose better. We venture to say that never in the history ize 50 to 75 per cent. profit on bulk coffees of the coffee business has there been so because the consumer "doesn't know the difference of the consumer to say that never in the history ize 50 to 75 per cent. profit on bulk coffees of the confee business has there been so because the consumer to say that never in the history ize 50 to 75 per cent. profit on bulk coffees of the confee business has there been so because the consumer to say that never in the history in the history in the history is 50 to 75 per cent. large a demand for package coffee and so ference. little call for the old-style bulk roast as to-day. An inquiry from any of our leading wonderful strides in the sale of package roasters will prove the correctness of this coffees and which make me believe that ufacturers of package goods are the only ones making money out of them and that they are resorting to all kinds of schemes in ever, why package coffees will refuse to the way of extraordinary advertising and gifts, to reinstate them. If this were so and manufacturers are doing so well, in spite of the enormous expense attendant upon advertising their goods, why not save that expense, inasmuch as money is what the will get pay for 100 pounds when it is sold. With 100 pounds that expense, inasmuch as money is what the will get pay for 100 pounds when it is sold. With 100 pounds that expense, inasmuch as money is what the will get pay for 100 pounds when it is sold. With 100 pounds that expense, inasmuch as money is what the will get pay for 100 pounds when it is sold.

cheaper and in every way more desirable to make them of paper rather than go to the additional expense of putting them in metal

with, they will surely find another, and the game the better and healthier will trade be come. A dealer can so regulate his pur-BULK VS. PACKAGE.

chases of package coffee, knowing the wants of his trade that he need never allow it to get old on his hands. It is only when he is led to anticipate a speculation in the article versy.

The letter from H. G. B., in last week's paper, created considerable comment among berless other good reasons that favor pack-

AN ANONYMOUS OPINION.

A gentleman connected with one of the largest coffee houses in the country writes as follows:

I have read with interest an article in last

"Good Lord, deliver us from steam engines and all other works of the devil." In the language of Brother Jasper, the eminent theologian of Richmond, we believe "the —for local reasons, perhaps—the conditions he names may exist. He should, in making a statement of this character, apply it not to

the trade of Grand Rapids or Western Michigan (I assume our friend is a resident of that section), but to the country at large. When so viewed, it is found, beyond the E. A. Stowe, Grand Rapids:

DEAR SIR—We are not interested in package coffees, except as the jobber may order us to pack it for him. We will sell him a package coffee or bulk, according to so much to back it up, that it cannot be overthrown by any other means, nor by any class of people other than those by which it has gained its present high position. And right here comes a point which H. G. B. has totally ignored in his argument, namely the part the consumer plays in the matter.
H. G. B. insists that the retailer and whole saler should decree that package coffees must go, but he fails to consult the consumer in the matter, nor state the consumer's position as to the subject. Now, the consumer has probably had more to do with the increase in the sale of package coffees than has any other person who has been interested in it, and not until the consumer decree that "package coffees must go," will that result be accomplished. As the consumer realizes that in many of the package coffees sold he gets better coffee for the same or less money than he can in the purcha of bulk goods, it is not likely that he will give his consent to the decree of the retailer

and jobber. Package coffees stand in the same class DEAR SIR—Your correspondent, H. G. with almost all recognized food products B., in your last issue of The Tradesman, which are identified with a brand, and in with almost all recognized food products has given a long dissertation on the merits this fact the consumer is given absolute proof bulk roast and has attempted to show why, in his opinion, the neat package coffee retailer, who may undertake to misreprewhich has so rapidly grown in favor during the past few years must step down and out and make way for its neighbor, bulk roast, which died a natural death the moment the superior advantages of package coffees were presented to both the dealer and consumer.

Let us follow him through his argument, and ascertain if nossible whether he has the process of the land. If the same argument which "H. G. B." applies to package coffees were applied to all identified brands of food (and why not?) the process would be veed a cuestion of the process word and the process were applied to the process Let us follow him through his argument, and ascertain, if possible, whether he has not shot a little wide of the mark. He begins by acknowleging that the package business has grown to "immense proportions during the last two or three years, virtually driving bulk roast out of the market." This would seem to be, for a starter, the best argument that he could possibly advance in favor of the package. But, he continues, "a reaction has taken place during the last four months and bulk roast has rapidly come to the front, while their gaily-colored cousins seem to have a black eye." This is a crusher. We wonder where your correspondent gets his information. He surely cannot be interested in any of our well-

It is these things, Mr. Editor,

we are all after, and furnish the dealer and know when it is all gone, whether he has consumer with their coffee only in bulk.

The answer is simple enough—the consumAgain there is no doubt package coffee will er won't have it. He has been using a keep fresh longer than bulk. It is also brand of coffee which pleases him. He more convenient for the dealer, being al-

brand of coffee which pleases him. He knows that, in buying that particular brand, he is getting a coffee uniformly the same and it pleases his taste. In buying his coffee in bulk experience has taught him that he is taking chances. To-day's purchase will please him, while to-morrow's will be so entirely different that he is constantly complaining of the quality of "that coffee." The dealer knows this, and when his customer calls for a package of coffee he gives it to him, feeling that he is saved all the annoyance of explanation. The further advantage to the dealer lies in the fact that selling package coffee is a saving of both time and expense. He hands it out to his customer, In conclusion, let me say that the compe-

expense. He hands it out to his customer, In conclusion, let me say that the compe with no trouble of weighing and putting up. Itition which appears among package coffees That has already been done for him. There is not, as H. G. B. would have us believe, a is no opportunity for careless clerks to competion between bulk and package coffees, make errors in weighing. That coffee put up in sealed paper packages does retain its age coffee manufacturers themselves for the strength and aroma to such a degree as to more than pay the consumer, is a fact patent to any man of ordinary observation. If the packages are air tight, why is it not the packages are air tight, why is it not the package as against bulk, and the results prove it.

The Grocery Market.

or glass? No roast coffee is fit for use that stands exposed to the air, and bulk coffees of the inter-state commerce bill, but not

hardly worth considering. A man who will sell his goods for less than their value, because, perchance, his neighbor gives them away is a poor apology of a merchant and deserves to do business without a profit. If the retail trade are bound to set each other's the retail trade are bound te cut each other's | Pine apples are in the market at moderate throats, and cannot have one article to do it prices.

HONEY BEE COFFEE!

Best in the Market for the Money

EQUAL TO THE BEST MADE.

BEE MILLS' SPICES

Absolutely Pure.



IMPROVED

THOMPSON

80

In Ordering a Supply of the

Deaf and Dumb Alphabet Rules also Comic Cards for Adver-

THE-

Has now STOOD THE TEST TEN YEARS, and has always given entire satisfaction. It

has never been connected with any schemes to help its sale, but has enjoyed a steadily increasing demand each year.

Arctic Manufacturing Co., Grand Rapids, SOLE PROPRIETORS.

J. T. BELL & CO., Wholesale Fruits and Produce,

EAST SAGINAW, MICH.

A. D. SPANCLER & CO.

PRODUCE, NUTS, BERRIES, ETC. 200 and 202 North Washington Ave., East Saginaw, Mich.



I would respectfully call your attention to the fact that I am handling a complete line of

GARDEN SEEDS.

Representing the well-known house of James Vick, of Rochester, anyone wishing Seeds in large or small quantities can obtain them, true to name. by placing his order with us. Mr. the Seed business for years, is now with us in this new department.

Hoping you will favor us with your orders, which will have our prompt of the state of the st John A. Brummeller, who has been in Peerless

Very respectfully yours.

CORDAGE.

60 foot Jute.... 1 00 | 50 foot Cotton. 72 foot Jute.... 1 25 | 60 foot Cotton. 40 Foot Cotton... 1 50 | 72 foot Cotton.

CRACKERS AND SWEET Kenosha Butter.....

Seymour Butter... Butter..... Fancy Butter..... S. Oyster....

Lemon Cream... Sugar Cream... Frosted Cream.

Frosted Cream
Ginger Snaps.
No. 1 Ginger Snaps.
Lemon Snaps.
Coffee Cakes.
Lemon Wafers.
Jumbles.
Extra Honey Jumbles.
Frosted Honey Cakes.
Cream Gems.
Bagleys Gems.
Seed Cakes.
Seed Cakes.

DRIED FRUITS-FOREIGN.

ALFRED J. BROWN, Seedsman, 16 and 18 North Division St.,

GRAND RAPIDS MICH

MANUFACTURERS AND WHOLESALE DEALERS IN

SHOES AND

AGENTS FOR THE

BOSTON RUBBER SHOE CO.

14 and 16 Pearl Street.

Grand Rapids, Mich.

OILS. ILLUMINATING.

Full outfits for the Collection Depart-

Money can be sent by draft, post-office or express order.

Fuller & Stowe Company, 49 Lyon Street, - Grand Rapids, Mich. Timothy, prime.

LUBRICATING. stands exposed to the air, and bulk coffees are thus exposed, unless kept closely in metal cans. The argument that retailers fight each other "to the death" and that jobbers are compelled to follow suit on package goods, frequently selling at a loss, is hardly worth considering. A man who will sell his goods for less than their value, because, perchange, his neighbor gives them. FIELD SEEDS. Clover, mammoth..... medium....

Groceries.	Cod, whole
WHOLESALE PRICE CURRENT.	Herring, round, 1/2 Herring, round, 1/4 Herring, Holland
WHOLESALE PRICE CURRENT. These prices are for cash buyers, who pay promptly and buy in full packages. AXLE GREASE.	Herring, Holland, Herring, Scaled Mackerel, shore, N
Crown 80 Paragon 2 10 Frazer's 90 Paragon 2 10 pails 90 Diamond X 60 Fraziers 25 th pails 1 25 Modoc 4 doz 2 50 2 50	
DARING DOWNER	Sardines, spiced, ½ Sardines, spiced, ½ Trout, ½ bbls 10 b kits White, No. 1, ½ bbl White, No. 1, 10 b k White, Family, ½ b
Acme, ¼ b cans, 3 doz. case. 85 " ½ b " 2" 160 " 2 b " 1 " 300 " Bulk 25 Princess, ¼s. 125 " 18. 425 " 18. 425 Arctic, ¼ b cans, 6 doz. case. 45 " ½ " 2 " 140 " ½ " 2 " 140 " 1 " 2 " 240 Victorian, 1 b cans, (tall,) 2 doz. 2 00 Diamond, "bulk." 15	White, Family, 1/2 hits kits FLAVOR
" 1s. 4 25 " 1s. 4 25 bulk 28 Arctic, ½ 1b cans, 6 doz. case. 45	Jennings' D. C., 2 oz
	" No.
Victorian, 1 th cans, (tall,) 2 doz	" No. " No. " No.
Dry, No. 2. doz. 25	Grand Haven, No. Grand Haven, No. Grand Haven, No.
Arctie 4 oz. ₩ gross 3 50 Arctie 8 oz. 7 20 Arctie 16 oz. 12 00 Arctie No. 1 pepper box 2 00	Grand Haven, No. Grand Haven, No. Grand Haven, No. Oshkosh, No. 2 Oshkosh, No. 8
Arctic No. 2 3 00 Arctic No. 3 4 00 BROOMS.	Swedish. Richardson's No. 8 Richardson's No. 9 Richardson's No. 7 Richardson's No. 7 Richardson's No. 7 Woodbine. 300
BROOMS. BROOMS. 90	
Parlor Gem3 00 CANNED FISH. Clams, 1 15, Little Neck	Black Strap. Cuba Baking. Porto Rico. New Orleans, good New Orleans, fanc ½ b
llam Chowder, 3 b. 2 15 love Oysters, 1 b standards 90 cove Oysters, 2 b standards 1 75 Lobsters, 1 b picnic 1 75	
Jobsters, 2 b, picnie 2 65 Jobsters, 1 b star 2 00 Lobsters, 2 b star 3 00 Mackerel, 1 b fresh standards 1 45	cases 2 25@
CANNED FISE. Clams, 1 tb, Little Neck. 10 Clam Chowder, 3 tb. 215 Cove Oysters, 1 tb standards. 90 Cove Oysters, 2 tb standards. 175 Cobsters, 1 tb picnic. 175 Cobsters, 2 tb, picnic. 265 Cobsters, 1 tb star. 200 Cobsters, 2 tb star. 300 Mackerel, 1 tb fresh standards. 145 Mackerel, 5 tb fresh standards. 525 Mackerel, 5 tb fresh standards. 350 Mackerel, 3 tb in Mustard. 350 Mackerel, 3 tb in Mustard. 350 Mackerel, 3 tb in Soused. 350	Medium
Salmon, 1 b Columbia river	
salmon, 2 b Columbia river 3 00 sardines, domestic ¼s 6@7 sardines, domestic ½s 10@12 sardines, Mustard ½s 9@11 sardines, imported ¼s 12@13 Prout, 3 b brook 4 00	American T. D Choice Carolina Prime Carolina
CANNED FRUITS. Apples, gallons, standards	Good Carolina Good Louisiana Table
Damsons 1 00 Egg Plums, standards 1 25 Gooseberries 95@1 00 Freen Gages stands wis 2 th 1 25	DeLand's pure Church's Taylor's G. M
CANNED FRUITS. Apples, gallons. standards. 3 25 Blackberries, standards. 90 Cherries, red standard. 1 10 Damsons. 100 Dag Plums, standards. 1 25 Gooseberries. 9501 t0 Green Gages, standards 2 1b. 1 25 Peaches, Extra Yellow. 1 75 Peaches, standards. 1 55 Peaches, seconds. 1 45 Peaches, pie. 1 10 Pineapples, standards. 1 40 Pineapples, standards. 1 40 Pineapples, Johnson's sliced. 2 60 Pineapples, Johnson's grated. 2 75 Quinces. 1 15 Aaspberries, extra. 1 25	%c les 60 Pocket, F F Dai 22 Pocket 100 3 15 pockets Saginaw or Manist
Pineapples, standards 140 Pineapples, Johnson's sliced 260 Pineapples, Johnson's, grated 275	Ashton, English, da
red	Ashton, English, da Higgins' English da American, dairy, M Rock, bushels Warsaw, Dairy, bu
Whortleberries 90 CANNED VEGETABLES. Asparagus, Oyster Bay. 2 00 Beans, Lima, standard 75	1/2
Whortleberries 90 CANNED VEGETABLES. Asparagus, Oyster Bay 90 Beans, Lima, standard 75 Beans, Stringless, Erie 90 Beans, Lewis' Boston Baked 1 79 Jorn, Archer's Trophy 1 15 " Morning Glory 1 10 " Acme 1 15 " Maple Leaf 1 10 " Excelsior 1 20 " Onondaga 1 35 " Darby 1 50 " Osborn 1 00	Parisian, ½ pints Pepper Sauce, red Pepper Sauce, gree Pepper Sauce, red Pepper Sauce, gree Catsup, Tomato, qi Catsup, Tomato, qi Halford Sauce, pin Halford Sauce, ½ n
" Acme 1 15 " Maple Leaf 1 10 " Excelsior 1 20 " Onondaga 1 35	Catsup, Tomato, pi Catsup, Tomato, qi Halford Sauce, pin Halford Sauce, ½ p
" Darby 1 50 " Osborn 1 00 " New Process 1 00 " Bartlett 1 10 Peas, French 1 50 Peas, extra marrofat 1 20@1 48 Peas spiked 75	
Peas, French 1 50 Peas, extra marrofat 1 20@1 40 Peas, soaked 75 "Early June, stand 1 50@1 75 ""sitted 2 00 "French, extra fine 20 00 Wushrooms extra fine 20 00	Rest American
" isitted 2 00 "French, extra fine 20 00 Mushrooms, extra fine 20 00 Pumpkin, 3 ib Golden 1 00 succotash, standard 8001 30	Big Five Center Nickel
Comatoes, standard brands. 1 20	Blue Danube London Family Allspice
CHEESE. Michigan full cream	" Batavia in "Saigon in re
Wilbur's Premium .35 German Sweet 23 Sweet 25 Vienna Sweet 22 B'kf'tCocoa 45 Baker's 37 Cocoa-theta 42 Runkles' 35 Vanilla Rap 98	Cloves, Amboyna Zanzibar Mace Batavia Nutmegs, fancy
COCOANUT.	Pepper, Singapore,
Malthy's. 1s	Allspice
" 1s and ½s. @24 ½s. @24½ Manhattan, pails. @20 Peerless. @418	" Saigon Cloves, Amboyna " Zanzibar Ginger, African

	" " 10 KHS 1 30	Jol
10 pails. 90 b pails. 1 25	" No. 3, ½ bbls 6 50 Sardines, spiced, ½s. 10@12 Trout, ½ bbls 6 60 " 10 ½ kits. 95 White, No. 1, ½ bbls 75 White, No. 1, 12 ½ bkits 1 10 White, No. 1, 10 ½ kits 1 20 White, Family, ½ bbls 3 50 White, Family, ½ bbls 3 50 White, Family, ½ bbls 3 50	Far Bla
85	White, No. 1, ½ bbls	Qu Big Spe
1 60	White, Family, ½ bbls. 3 50 kits. 75	P. Spi
25 1 25 2 25 4 25 28	Jennings' D. C., 2 oz	Q. d La
	" 4 0Z. 1 50 2 50 " 6 0Z. 2 50 4 00 " 8 0Z. 3 50 5 00	Yu
1 40	" No. 2 Taper 1 25 1 50 " No. 4 " 1 75 2 75 " ½ pint, round 4 50 7 50	Old Big Na
2 00	Lemon. Vanilla. Jennings' D. C., 2 oz \$\partial \text{doz} \cdot 1 \text{ do} 0 \cdot 1 \text{ do} 0 \cdot 1 \text{ do} 0 \cdot \cdot 1 \text{ do} 0 \cdot 2 \text{ 50} \cdot 4 \text{ do} 0 \cdot \cdot \cdot 3 \text{ 50} \cdot 4 \text{ do} 0 \cdot \cdot \cdot \cdot 3 \text{ 50} \cdot 5 \text{ do} \cdot \cdot \cdot \cdot \cdot \cdot \cdot \cdot 2 \text{ 50} \cdot \c	Ha Dix
doz. 45	" No. 19	Art Rec
doz. 35 doz. 65 g gross 3 50	MATCHES. Grand Haven, No. 8, square 95	Go. Go. Sea
	Grand Haven, No. 7, round 1 50 Oshkosh, No. 2 1 00 Oshkosh, No. 8 1 50	Min
3 00	Richardson's No. 8 square	Sta Old Tor
hisk 90 isk1 00	Richardson's No. 7½, round	Jol Tra Ma
3 75	Block Steam	N15
1 10	1666 186	K. Ho
90 1 75	New Orleans, fancy	Col Qu Bh
2 65	OATMEAL ROLLED OATS Muscatine, bbls5 50 Muscatine, bbls5 50 Muscatine, bbls5 50 "\frac{1}{2}" \times 2 00 \times 2 25@3 25 \times cases 2 25@3 25	Lo
1 45 5 25 3 50	Medium PICKLES. @7 00	Ra
350 350	Medium @7 00 @4 00	Jaj
1 70 3 00 6@7 10@12	PIPES.	Jaj Jaj Jaj Yo
9@11 12@13 4 00	American T. D	Oo.
3 25	RICE Choice Carolina 6½ Java 6	Wi
	Table 6 Japan 7 SALERATUS. DeLand's pure 5½ Dwight's 5	Cid
95@1 co	SALERATUS. DeLand's pure	Bu
1 75 1 55 1 45 1 10	60 Pocket, F F Dairy	Con
1 40	60 Pocket, F F Dairy. 2 15 28 Pocket. 2 10 100 3 tb pockets. 2 25 Sagrinaw or Manistee 75 Ashton English dairy bibl. lots. 70	Car
	Ashton, English, dairy, bu. bags. 80 Ashton, English, dairy, 4 bu. bags. 3 15 Higgins' English dairy bu. bags. 75	Car
1 35 1 25@1 80 90	American, dairy, ½ bu. bags. 20 Rock, bushels. 21 Warsaw, Dairy, bu. bags. 40	Gu Gu
2 00	Rock, bushels. 21 Warsaw, Dairy, bu. bags. 40 20	Ho Jel
1 70 1 15		Per Per Per Po
1 10 1 15 1 10	Pepper Sauce, green @ 70	Po Sag Sag
$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	Haiford Sauce, pints. @3 50 Haiford Sauce, ½ pints. @2 20 SOAPS.	Ta
1 00	Acorn 3 85 Extra Chicago Fam- Master 4 00 ily 2 94 New Process, 1 lb 3 85 Napkin 4 75	P
1 50 1 20@1 40	New Process, 3 fb. 3 96 Towel	Sta Tw Cu
75 1 50@1 75 2 00 20 00	Best American	Ro
20 00 20 00 1 00 80@1 30 1 00	SOAPS. S	Ex Ex Fre
1 20	SPICES—WHOLE. Allspice	Bro
. @	SPICES-WHOLE.	Sou Per
eet22 37 35	Mace Batavia 60 Nutmegs, fancy 70	Che H I Gu
@25	No. 2 57 Pepper, Singapore, black 17½	Lica Loa
@26 @27 @27½	Allspice 11	Im Mo Cre
@28½ @23½ @24 @24½	" Saigon	Mo Car Ha
@20	Cloves, Amboyna 35 35 36 37 38 38 39 39 39 39 39 39	Pla Dec Str
sted. 16 @18 18 @20	Cochin 15 15 15 15 15 15 15 1	Bu Wi
20 18@21 25@26		Loz Loz Loz
25 @29	Pepper, Singapore black	Cho Gu
100 fbs 300 fbs 1934 2012	STARCH.	Mo Mo
20 20 20 1934 1936	" 40 lb " bulk @ 4 " 72 lb crates, 6 lb boxes. @ 6½ " Corn, 40 lb boxes, 1 lb pkgs @ 6	Sou Imp Imp
19¾ 19¾ 20	Kingsford's Silver Gloss, 1 th pkgs	Bar
19¾ 18¾ 18½ 18¾ 18½ 18 18	Dung 1 th release	Ora Ora
18 18 on1 60	"Corn, 1 b pkgs 65 7 Royal, Gloss, 1 b packages 65 54 " bulk 64 " Corn 66	Ora Ora
on2 00 on2 00	"Corn	Ora Ora Ler
XXX 18 15 61/2		Ler Ler Fig
5 5	Niagara, gloss	Fig Dat Dat Dat
5	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	Dat Dat Dat
51/2	Standard A	Dat
8 8	No. 3 C.	Aln
11½ 9½ 15½	Corn, barrels	Bra
8 8 8	Cut Loaf. @ 6% Cubes	Fill
	Pure Sugar, 1/2 bbl	
13½ 11½ 12½	TOBACCO—FINE CUT—IN PAILS. Uncle Tom	Pec
13½ 13½ 13½ 13½	Magnet	Prin Cho
121/2	Our Bird	Fan Cho Fan
22 @ 25 5¾@ 6 @ 14	Our Leader 33 Royal Game 38 Sweet Rose 32 Mule Ear 65 May Oneer 55 Foundain	Н. І
@ 14 @12 @10	Dark American Eagle 67 Old Congress 64 The Meigs 60 Good Luck 52 Red Bird 50 Rlaze Away	Jo pric Fres
6 @6½ 6 @6½ 3 50@5 00 @2 50 1 50@1 90	Prairie Flower .65 Hair Lifter .30 Indian Queen .60 Hiawatha .62 May Flower .70 Globe .62	Free Dres Mut
@2 50 1 50@1 90 @1 56	Sweet Pippin 45 Crown Leaf .66 Hustler .22 Sunset .35 SHORTS	Lam Vea Porl
61 56 81 834 61 634	Our Leader 16 Hiawatha 22 Mayflower 23 Old Congress 23 Globe 22 May Leaf 22	Bolo Fow Due

kegs.

5@5½ 5½@7 8½@10½ @2 90	Eye Opener 25 Blue Blazes 25 Pauper 31 Capper 35 Peach Pie 31 Jupiter 25 Star 30 Night Cap 25	
11 00 75@ 80 18@20	Scalping Knife 34 Chocolete Cross 40	
10 00 1 50 1 25 6 50	Sam Boss. 34 Nimrod 35 Next 29 Big Five Center 35 Jolly Time 32 Parrot 42 Favorite 42 Buster 35	
10@12 8 00 95 7 50	Black Bird. 32 Black Prince 35 Live and Let Live 32 Black Racer 35 Quaker 28 Climax 42 Big Nig 37 Acorn 39	
1 10 1 00 3 50 75	Spear Head .39 Horse Shoe .37 P. V .36 Vinco .34 Spring Chicken .36 Merry War .26 Eclipse .20 Ben Franklin .32	
1 00 1 40 1 50 2 50	Turkey	
1 50 2 50 2 50 4 00 3 50 5 00 1 25 1 50 1 75 2 75	Yum Yum 28 Pure 15 Our Leader 15 Star 20 Old Vet 30 Unit 30 Big Deal 27 Eight Hours 24	1
3 50 5 00 1 25 1 50 1 75 2 75 4 50 7 50 9 00 15 00 1 10 1 65 2 75 4 25 4 25 6 00	Hard Tack 30 Duke's Durham 40 Dixie 28 Green Corn Cob Pipe 28	
95	Arthur's Choice 22 Rob Roy 24	
	Seal of Grand Rapids (cloth)	
1 50 1 00 1 50 75 1 00 1 50 1 50	Standard	
10	Traveler 35 lina, 8 oz. 45 Maiden 25 Seal of North Caro- Pickwick Club 40 lina, 16 oz boxes 42 Nigger Head 26 King Ree Lorenty 43 Nigger Head 26 King Ree 10 Nigger Head 26 King Ree	
16@18 25@28 24@30 28@34 44@50	Holland 22 Sweet Lotus 32 German 15 Grayling 32 K. of L 42@44 Seal Skin 30 Honey Dew 25 Red Clover 30	
52@55 D OATS	Colonel's Choice 15 Good Luck 26 Queen Bee 22 Navy 30 Blue Wing2 30 SNUFF.	
bbls5 50 "3 00 es 2 25@3 25	" Rappee " G 44	
@7 00 @4 00 @8 50 @1 75	Railroad Mills Scotch @ 45 Lotzbeck @ 1 30 Japan ordinary 18@20	
@2 00 @1 75 @ 75	Railroad Mills Scotch 6 45 Lotzbeck 61 30 Japan ordinary TEAS. Japan fair to good 25639 Japan fline 35645 Japan dust 15620 Young Hyson 29645 Gun Powder 35650 Oolong 35650 Congo 25630	
6 5½ @5¼	VINEGAR.	
31/4@31/4	White Wine. 80 gr. 50 gr. 10 Cider 68 10 York State Apple 68 16 MISCELLANEOUS. Bath Brick imported 60 Applies 90	
	Burners, No. 0	
2 15 2 10 2 25	do No. 2	
70 80 3 15	Candles, Hotel @12 Camphor, oz., 2 b boxes @35 Extract Coffee, V. C. @80	
20 21 40 20	Cream Tartar 5 and 10 b cans 625 Candles, Star 611 Candles, Hotel 612 Camphor, oz., 2 b boxes 635 Extract Coffee, V. C 680 do Felix 625 Gum, Rubber 100 lumps 625 Gum, Rubber 200 lumps 635 Gum, Spruce 30635 Hominy, 8 bbl 63 00 Jelly, in 30 b pails 5 6 5½ Pearl Barley 24 6 3 Peas, Green Bush 61 15 Peas, Split Prepared 6 3 Powder, Keg 65 00	
@2 00 @ 70 @ 80	Jelly, in 30 to pails	
@1 25 @1 50 @ 90 @1 20 @3 50	Powder, ½ Keg. @2 75 Sage @ 15 Sago @ 75	
@3 50 @2 20 go Fam- 	CANDY, FRUITS AND NUTS. Putnam & Brooks quote as follows:	
	STICK.	
3 50 3 45 .e4 65 2 60	Royal, 25 fb pails. @ 9 Royal, 200 fb bbls. @ 8 Extra, 25 fb pails. @10	
0 bars5 50 5 "4 25 3 75	Cut loaf, 25 to cases	
7 7 11 42	FANOY 10 5 b BOXES. G 9	
30 29 60 70	Chocolate Drops 14	
17½ 29	Lozenges, printed	
11 16 25	Mottoes 15 Cream Bar 12 Molasses Bar 12 Caramels 18 Hand Made Creams 18	
35 34 12	Plain Creams. 16 Decorated Creams. 99 String Rock 19	
22 70 20	Wintergreen Berries. 224	
22 25 60 21 35	Lozenges, plain in pails @11½	
25 @ 5¾ @ 5½	Gum Drops in pails @ 6½ Gum Drops, in bbls @ 5½ Moss Drops, in pails 9 @10 Moss Drops, in bbls @ 5	
@ 6¼ @ 6¼ @ 6	Imperials in bbis	
·· @ 7 ·· @ 7½ ·· @ 6½ ·· @ 5½	Bananas Aspinwall	
@ 7 @ 5% @ 4 @ 6 @ 5%	Oranges, Jamaica, choice 3 25@3 50 Oranges, Jamaica, bbls. Oranges, Florida Oranges, Valencia, cases 6 50@6 75 Oranges, Messina @3 50 Oranges, Naples @3 50 Oranges, Naples @3 00	
@ 5½ @ 6¼ ls @ 4	Oranges, Naples 23 00 Oranges, Imperials 3 50@4 00 Lemons, choice 4 25@4 50 Lemons, fancy 4 50@4 75 Lemons, California 4 50@4 75 Figs, layers, new, % b 10 @15 Fiors Rays 50 b 10 @15	
@ 6 @ 5% @ 6	Dates, frails do 25%	
@ 6% @ 6% @ 6% @ 5% @ 5%	Dates, \$\frac{1}{2}\$ do do \(\frac{1}{2}\$ \) \(\f	
5 % 5 ½ 5 @ 5 ½ @ 4 ¾	NUTS.	
@ 4%	Almonds, Tarragona	
27@29 @30 @32 23@35	Filberts, Sicily 101/2@11 Barcelona @ 9 Walnuts, Grenoble 15 @17	
25@37 LS. 25	" Sicily 15 " French 11 " California 11 Pecans, Texas, H. P 10 @14 " Missouri 8 @ 9 Cocoanuts, ₹ 100 5 50@6 00	
	PEANUTS.	
Stunner35 Stunner35	Frine Red, raw \$ 15.	
38	5%@6	

FRESH MEATS. hn Mohrhard quotes the trade selling

as follows: Beef, sides... Reef, hind quarters.

Drugs & Medicines

State Board of Pharmacy. ne Year—Jacob Jesson, Muskegon. wo Years—James Vernor, Detroit. hnce Years—Ottmar Eberbach, Ann Arbor. our Years—Geo. McDonald, Kalamazoo. vie Years—Stanley E. Parkell, Owosso. restlent—Ottmar Eberbach. Secretary—Jacob Jesson. Treasurer—Jas. Vernor. Next Meeting—At Detroit, July 5 and 6.

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. Parkill, Owosso.
Treasurer—Wm. Dupont, Detroit.
Executive Committee—Geo. W. Crouter, J. G. Johnson,
Frank Wells, Geo. Gandrum and Jacob Jesson.
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.

Board of Censors—Frestdent, Vice Testary.
Board of Trustees—The President. John E. Peck, M. B. Kimm, Wm. H. VanLeeuwen and O. H. Richmond. wen, Isaac Watts, Wm. E. White and Wm. L. White. 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.
Committee on Pharmacy—W. L. White, A. C. Bauer and Isaac Watts. Committee on Pharmacy-W. L. White, A. C. Bauer an Isaac Watts. Regular Meetings-First Thursday evening in each month.

Annual Meeting—First Thursday evening in November
Next Meeting—Thursday evening, April 7, at TH
TRADESMAN office.

Detroit Pharmaceutical Society.

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

Central Michigan Druggists' Association Berrien County Pharmaceutical Society.

Clinton County Druggists' Association.

Jackson County Pharmaceutical Ass'n. President, R. F. Latimer; Secretary, F. A. King.

Mason County Pharmaceutical Society. Mecosta County Pharmaceutical Society President, C. H. Wagener; Secretary, A. H. Webber. Monroe County Pharmaceutical Society.

Muskegon County Druggists' Association

Muskegon Drug Clerks' Association. President, I. C. Terry; Secretary, Geo. L. LeFevre. Newaygo County Pharmaceutical Society.

Oceana County Pharmaceutical Society.

President, Jay Smith; Secretary, D. E. Prall Shiawassee County Pharmaceutical Society

Tuscola County Pharmaceutical Society

Two of a (Different) Kind. From the National Druggist.

Letters frequently find their way to this office inquiring for clerks. The following is an extract from one just to hand:

Don't care whether he smokes, chews drinks a little now and then, visits Sunday school or not; need not speak all the languages (dead and alive), but should by a single man of good repute and well recom mended, and not afraid to work. Salary \$60 on trial, and if I strike the right man I will raise his salary in due time to \$75. Have two more clerks, two apprentices, and one "dark" porter in my store-all of which goes to prove that clerkship in my store is

The above letter has no relation to the following from a "noble" member of the pro-

He must not use liquors or tobacco in any be a graduate or able to register in Illinois, and speak both English and German fluentafraid to do all kinds of work, for I keep no afraid to do all kinds of work, for I keep no can Analyst submits the following: dirty work myself. I will give the right man a permanent position with a salary of \$35 per month.

At the present, neither of the above positions are filled. Who will be the lucky clerks to secure the situations?

The Drug Market.

Opium is very strong at our quotation. The largest holder in New York asks \$4.50 in can lots. Another advance is probable in the near future, owing to continued reports of unfavorable weather for the spring sowharvest for 1887. Morphia is firm at the late advance. Higher prices are looked for. Quinine is very dull and lower prices are Quinine is very dull and lower prices are and on examination under the microscope expected. Citric acid is a little stronger portiors of the tissue were observed to be of a and many think the bottom has been reached. Cinchonidia is very low, owing to abis lower, on account of increased stocks. a pale and yellow appearance. Dr. Jahne Ralsam conains is very firm and another adacertained that in the above case, it was Balsam copaiba is very firm and another advance is looked for. Gum camphor continues to harden in price and manufacturers have advanced their prices 1/4 cent again this week. Short buchu leaves have declined. Salacine has also declined and lower prices are looked for. Logwood chips are advancing and extract is likely to be higher.

Successful Organization at Clare. CLARE, March 28, 1887.

E. A. Stowe, Grand Rapids: DEAR SIR—Our meeting on the 25th was a success. F. Hibbard, of Evart, occupied We organized under the name of "The Central Michigan Druggists' Associa-The following officers were elected by acclamation:

President-John W. Dunlop. Vice-President—F. Hibbard. Secretary—R. M. Mussell.

Treasurer-H. Trevedick A constitution was adopted and signed by sixteen persons. The next meeting will be adjourned. held at Mt. Pleasant, April 25.

In the evening the Clare druggists tendered a reception to their visiting brethren at G. A. R. hall, in which the citizens of Clare participated. After supper dancing was indulged in until the "wee sma' hours" and everyone went home expressing himself as highty pleased with the evening's entertain-Respectfully,
JOHN W. DUNLOP. English product.

Minor Drug Notes.

Nebraska now has a state board of health. Drug clerk's associations are becoming

The Dakota Legislature has passed pharmacy law. The Missouri . Legislature refused to amend the present pharmacy law.

Easter egg dyes are now in demand Japan now has a Pharmacopeia. Some pharmacists claim that tincture should never be made from fluid extracts.

A French law prohibits the sale of secret medicines, and the law is not a dead letter

An exchange states that saccharin will be put on the market in any desired quantity about May 1. Cotton seed oil is becoming popular as an

article of food. The southern press is advocating its cause. Some of the California wine dealers are

making efforts to expose the unscrupulous manipulators who are hurting their trade. The Philadelphia College of Pharmacy graduated 148 students this spring.

Charles Reade, the novelist, is credited with having named a dog Tonic, because it was a mixture of bark, steal, and whine. Platinum black is one of the finest pow

ders known. The particles are so small that the separate ones can not be distin guished by the most powerful microscope So says the Popular Science News.

The Legislature of the Hawaiian Island has passed an act to regulate the sale of opium in that kingdom. Among the petitions for a royal veto was one signed by 1,500 Chinese merchants and planters.

A Cincinnati correspondent of the Phar maceutical Era says: "A wholesale drug gist of this city recently said his firm would start any clerk in business who had \$300 cash! He believed many small establishments were far more favorable to the sucess of inland jobbing houses than a smaller number of larger places, and this is another cause-not only here, but in other cities also-of the demandless increase of stores.

The Northwestern Pharmacist says that a fire insurance policy contained a provision to the effect that if there should be kept in the premises insured, gunpowder, fireworks, nitro-glycerin, phosphorus, saltpetre, nitrate of soda, petroleum, etc., then and in every such case the policy becomes void. The insured kept in his premises a barrel of petroleum which was used as fuel to generate steam. The Supreme Court of Pennsylvania recently held that the covenant was broken thereby and that the policy was

In address before a medical society, Dr Whilla, of England, pointed out a development of modern pharmacy that he regarded as being not only far from an advance, but calculated to retard the progress of the healing art-viz., the practice of large American and English drug houses, who are flooding this country with ready-made remedies, and cut and dry formulæ, for every ache and symptom to which flesh is heir. This practice he designated as one

that threatens either to exterminate the scientific pharmacist, or to convert him into a mere bottle-filling machine.

Microscopic Detection of Coloring Matter in Sausages.

The time is undoubtedly coming when form; must be of strictly moral character, pharmacists will be called upon to make and give the best of recommendations; must microscopical examinations of food. As an example of the work druggists can profitaly—he will be expected to teach me the latter language. I do not want a clerk who is and equipped for the business, the Ameri-

It is a well-known fact that a number of sausage factories color their sausages with magenta. The later is detected by cutting up the sausage in small pieces, extracting with alcohol, evaporating the extract down and fixing the coloring matter on wool, either directly or after taking it up with water. In the following, the author shows that this test is not sufficient, and that in cases where it does not show the presence of extraneous coloring matter the microscopic investigation of suspected portions should be restored to. The alcoholic extract from a sausage which the author had to examine showed not the slightest trace of a red coloring matter. However, the ing and with prospects of a consequent light fact that a fleshly-cut surface did not get paler on drying, but retained its fine red color, was very suspicious. He accordingly pressed out a few particles on a glass slide, and perfectly distinct from that of hæmoglobin, for even in the perfectly dark pieces of sence of hardly any demand. Carbolic acid fresh or mortified flesh the hæmoglobin has principally the connective tissue which was colored.

A quantity of the intensely colored por tions were treated with alcohol and amylal cohol, but the coloring matter could not be extracted either by warming or allowing the mixture to stand for some days. Caustic soda solution produced complete decolorization; sulphuric acid gradually changed the deep red color into orange. The author believes that the coloring matter is probably a tan color.

Muskegons Drug Clerk's Association. MUSKEGON, March 28, 1887.

E. A. Stowe, Grand Rapids: DEAR SIR-The Muskegon Drug Clerk's The members appointed to read papers were not present, so the meeting was passed with social enjoyment. L. B. Glover and C. S. Koon were appointed to prepare papers to be read four weeks from date. The Critic-made his report and the meeting G.-L. LEFEVRE, Sec'v.

been formed in the East and will soon be ready to solicit business.

It is claimed that the Cleveland sulphuric acid manufacturers are amalgamating. Russian phosphorous has displaced the

VISITING BUYERS.

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

S. Frost, Stanton.
A. D. Martin, Otia.
D. S. Salisbury, Clarion.
Eli Runnels, Corning.
C. J. Fleischauer, Reed City.
Gus. Begman, Bauer.
John Gunstra, Lamont.
D. H. Dekker, Zeeland.
Geo. A. Sage, Rockford.
L. T. Wilmarth, Rodney.
Mrs. J. Debri, Byron Center.
J. W. Closterhouse, Grandville.
H. Johnston, Shelby.
L. Maier, Fisher.
J. Raymond, Berlin.
S. Cooper, Jamestown.
L. A. Paine, Englishville.
J. Tiesenga, Forest Grove.
C. H. Deming, Dutton.
Geo. Carrington, Trent.
John Smith, Smith & Bristol, Ada.
H. M. Lewis, Ionia.
W. G. Tefft, Rockford.
S. A. Bush, Lowell.
W. M. Rogers, Fennville.
W. C. Cramer, Harbor Springs.
C. Stocking, Grattan.
Seward McNitt & Co., Byron Center.
Uilke DeVries, Jamestown.
Henry Baar, Grand Haven.
Walling Bros., Lamont.
A. & L. M. Wolf. Hudsonville.

Walling Bros., Lamont. A. & L. M. Wolf, Hudsonville. E. B. Wright, West Mich. Lumber Co., Woo

ille.
E. E. Rice, Croton.
Dr. S. J. Koon, Lisbon.
Dr. I. J. Leggett, Paris.
J. C. Benbow, Cannonsburg.
Cornell & Griswold, Griswold.
Wm. Black, Cedar Springs.
Cole & Chapel, Ada.
B. Gilbert & Co., Moline.
C. K. Hoyt, Hudsonville.
Den Herder & Tanis, Vriesland.
R. G. Smith, Wayland.
S. Copper, Jamestown.

. Cooper, Jamestown.

M. Gezon, Jenisonville. L. N. Fisher, Dorr, John W. Mead, Berlin.

G. H. Walbrink, Allendale

G. TenHoor, Forest Grove. W. H. Struik, Forest Grove

Omler, Wright. Graves, West Chester. Barnes, Austerlitz.

M. Graves, West Chester.
J. Barnes, Austerlitz.
Geo. Cook, Grove.
Farowe & Dalmon, Allendale.
A. Purchase, Blendon.
M. Minderhout, Hanley.
C. F. Sears, Rockford.
Hoag & Judson, Cannonsburg.
A. B. Johnson, Lowell.
Geo. P. Stark, Cascade.
C. H. Joldersma, Jamestown.
L. Cook, Bauer.
Geo. W. Sharer, Cedar Springs.
Jay Marlatt, Berlin.
G. N. Reynolds, Belmont.
O. House, Chauncey.
E. Lockerby, White Cloud.
E. Gilbert, Gilbert, Hopkins & Co., Sherman,
L. Jacoby, manager Mammoth Clothing Co.,
Allegan.

MISCELLANEOUS.

FOR SALE-Exceptionally good busines

opening. Wishing to leave Owosso, I offer for sale at a bargain my stock of dry goods, groceries and boots and shoes, which will inventory \$4,000 or \$5,000. Also a fruit evaporator at half price. This is a splendid chance for some one. A. T. Thomas, Owosso, Mich. 187*

HOR SALE-Best bargain ever offered for

WANTED-Registered Drug Clerk. Address, giving references and wages expected, "Black." Tradesman office.

WANTED-160 or 500 cords of dry basswood

W bolts for excelsior. Donker & Quist Grand Rapids.

WANTED-Situation with a wholesale hous

WANTED—Situation with a wholesage nouse to sell on the road, or any position with chance to rise. Have had experience on road, Moderate salary. Address "S," TRADESMAN office, Grand Rapids. 185*

WANTED—Situation by young man in a grocery or general store. Four years' experience. Best of references. Address 5., Box 354, Fremont, Newaygo Co., Mich. 1875.

WANTED—A man having an established trade among lumbermen to add a special line and sell on commission. To the right man a splendid chance will be given to make money without extra expense. Address "B," care Michigan Tradesman.

WANTED-Stock in Kent County Savings Bank. Address, stating terms demand-ed, "Purchaser," care "The Tradesman."

Jno. Damstra, Gitchell. Childs & Carper, Child's Mill.

Frost, Stanton.
D. Martin, Otia.

Cushman's J. M. Spore, Rockford. W. E. Woodruff, Saranac. Geo. Campbell, Parkville.
M. Heyboer, Drenthe.
H. Van Noord, Jamestown.
John Kamps, Zutphen.
Horning & Hart, Otia.
F. P. Hopper, Middleville.
John Spring, Spring & Lindley, Bailey.
A. Purchase, So. Blendon.
Wm. VerMeulen, Beaver Dem.
B. A. Jones, Leetsville.
G. W. Stevens, Austerlitz. MENTHOL INHALER W. Stevens, Austerlitz. Bouma, Fisher. J. C. Hill, Manton. R. E. Werkman, Holland.

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 Inhale abe, in which the Pure Crystals of Menthol are tube, in which the Pure Crystals of Menthol are held thoroughly applies 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. Fer CRCULARS and TESTIMONIALS address H. D. Cushman, Three Rivers, Mich. Trade supplied by Hazeltine & Perkins Drug Co., G'd Rapids, And Wholesale Druggists of Detroit and Chicago.

375 South Union St., Grand Rapids.

Standard Petit Ledger.

WANTED—Registered pharmacists and assistants who are sober, industrious and willing to work. $F^{\rm OR~SALE-Very~desirable~stock}$ of about \$5,000 in town of 3,000 inhabitants in Texas. Can be bought on very reasonable terms.

POR SALE-Stock of about \$1,830 in town of 12,000 inhabitants, (county seat,) in consin. Can be bought on liberal terms. ROR SALE-Stock of about \$1,200 in growing northern town of about 350 inhabitants. Good location.

HOR SALE-Stock of about \$500 in town of 1 5,000 inhabitants in eastern part of State. No other drug store within a mile.

FOR SALE-Stock of about \$1,700 in town of 80 inhabitants in Western Michigan, Doing good business. Can be bought on very reasonable terms.

A LSO-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.

WE HAVE also secured the agency for J. H. Vail & Co.'s medical publications and can furnish any medical or pharmaceutical work at publishers' rates.

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

TIGER OIL.

What J. A. Crookston Has to Say While in the Tiger Den.

CADILLAC, Jan. 24, 1887. Well, Doctor, I am around again, but my wife had to use a lot of Tiger Oil. It is the most wonderful medicine I ever knew. It vere sickness of pleuro-pneumonia, when my pulse ran up to 130 and my temperature to 104° the pain was so every projective the temperature to 104° the 10 FOR SALE—One-third interest in a grist-mill, doing a good business. For sale at a bargain. Fine location. Smell capital required. Callon or addres Wm. H. McCormick & Co., Fennville, Mich.

The physician gave but little never failed. The physician gave but little never failed. The physician gave but little hope of my recovery, but through his atten-tion and the constant application of Tiger FOR SALE—Drug, book and stationery store doing good business in best location in a thriving Northern Michigan railway town. Address "Junction." care Tradesman. 188* hope of my recovery, but through his attention and the constant application of Tiger Oil I pulled through, and am gaining strength by using Tiger Oil, which I know who use it properly; for of all medicines that Caryophylli . I have ever known in over feet all medicines that is doing me good, and will do good to all general stock in growing town in good farming community in Northern Michigan. Stock will inventory about \$6,000. Sales last year were \$00,000. Address The Tradesman," Grand Rapids. I have ever known in over forty years' experience as a retail and wholesale druggist, I have never known of a single one to be in any way as good as Tiger Oil for the cure of TO EXCHANGE—For dry goods, groceries, boots and shoes or gent's furnishing goods, desirable residence lot and dwelling house at Grant Station. The house is 16x24, with two large wings. Address C. M. Woodward, Kalamo. Mich.

So many different kinds of disease. Seems no limit to its power over disease. Therefore, knowing as 1 know of Tiger Oil, I do but my duty in recommending it to all my fellow men as publicly as possible, that the disease of the property of WANTED-Situation in drug store by registered pharmacist, who has had twelve years' experience, six as proprietor of a drug store. Address XXX, care The Tradesman. 18;* they may have the benefits of such a valuable medicine as Tiger Oil has proven itself to be wherever it has been used, both for man or beas.

J. A. CROOKSTON,
Of the Hazeltine & Perkins Drug Co.,

Grand Rapids.

CALUMET CHEMICAL CO., Chicago, this paper

CINSENC ROOT.

Peck Bros., Druggists, Grand Rapids, Mich

Hazel Kirke La Rosa Celeste Sweet Catawba

them to the Trade, as the Finest and Best

10 cents. 5 cents.

Having secured the Sole agency for S. OTTENBERG & BROS.' Celebrated Cigars, I take pleasure in recommending

Foenugreek, po.

Lini, grd, (bbl, 3)... Phalaris Canarian

Frumenti, W., D. & Co.... Frumenti, D. F. R.

Frument, D. F. R.
Frumenti
Juniperis Co. O. T.
Juniperis Co.
Saacharum N. E.
Spt. Vini Galli
Vini Oporto
Vini Alba.

SPIRITUS.

5 and 10 Cent Cigars

OTTENBERG'S CIGARS.

Association held a meeting on the 23d. Ever placed on the Market. They are made of the Finest Quality of Imported Tobacco without artificial flavor.

CIVE THEM A TRIAL

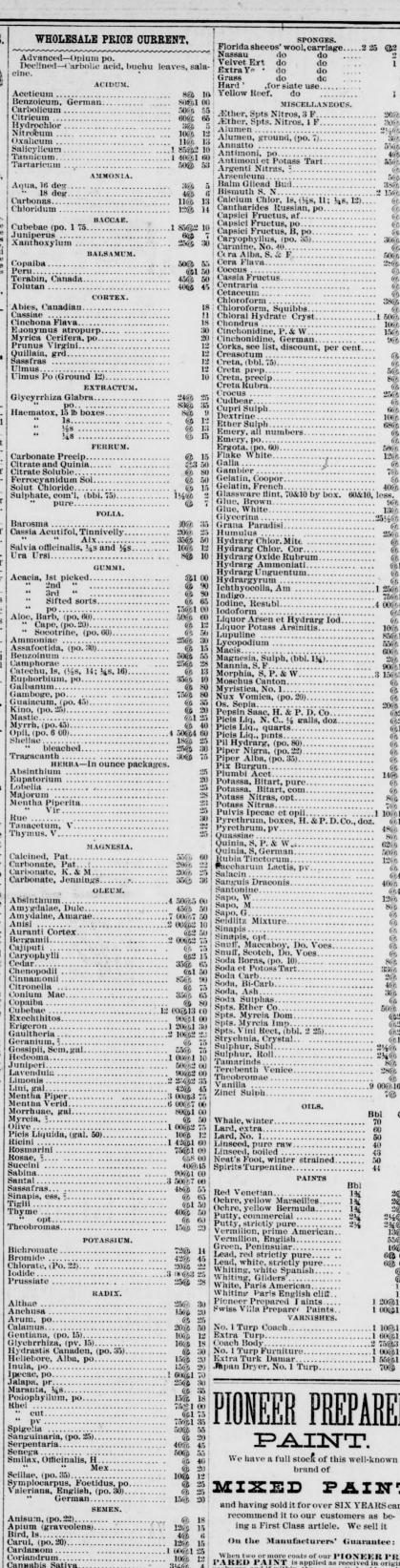
I will send to any responsible first-class dealer a sample of these Cigars on trial, to be returned if not satisfactory, within Sin 'A mutual drug insurance company has 60 days. We send advertising matter with above Cigars.

Morris H. Treusch.

SOLE AGENTS

GRAND RAPIDS, MICH.

APPROVED by PHYSICIANS.



MISCELLANEOUS. Antimoni, po...... Antimoni et Potass Tart Bismuth S. N. Calcium Chlor, Is, (½8, 11; ½8, 12). Cantharides Russian, po Capsici Fructus, af Capsici Fructus, B, po Carsicie Fructus, B, po Caryophyllus, (po. 55). Carmine, No. 40. Ccra Alba, S. & F. Cera Flava Coccus. Cassia Fructus Centraria Cetaceum Chloroform Chloroform, Squibbs. Chondrus Cinchonidine, P. & W Cinchonidine, German Corks, see list, discount, per cent. Glassware flint, 70&10 by box. 60&10, Glue, Brown Glue, White Magnesia, Sulph, (bbl. 1½). Mannia, S. F. Morphia, S, P. & W. Moschus Canton Nux Vomica, (po. 20). Os. Sepia. Pepsin Saac, H. & P. D. Co. Picis Liq., N. C.. ½ ralls, doz Picis Liq., quarts. Picis Liq., punts. Pid Hydrarg, (po. 80) Piper Nigra, (po. 22) Piper Alba, (po. 35). Pix Burrun Piper Alba, (po. 35). Pix Burgun Plumbi Acet Potassa, Bitart, pure Potassa Nitras, opt Potass Nitras, opt Pulvis Ipecac et opii. Pyrethrum, boxes, H. & P. D. Co., doz. Pyrethrum, pv Quassiae Sinapis, opt. Snuff, Maccaboy, Do. Voes. Snuff, Scotch, Do. Voes. Snuff, Scotch, Do. Voes. Soda Boras, (po. 10). Soda et Potoss Tart. Soda Carb. Soda, Bi-Carb. Soda, Bi-Carb. Soda Sulphas. Spts. Ether Co. Spts. Myrcia Imp. Spts. Wyrcia Imp. Spts. Vini Rect, (bbl. 2 25). Strychnia, Crystal.

PAINTS Red Venetian.
Ochre, yellow Bermuda.
Ochre, yellow Bermuda.
Putty, commercial
Putty, strictly pure
Vermilion, prime American.
Vermilion, English.
Green, Peninsular.
Lead, red strictly pure.
Lead, white, strictly pure.
Whiting, white Spanish.
Whiting, Gilders.
White, Paris American.
Whiting Paris English cliff.
Pioneer Prepared I aints.
Swiss Villa Prepare? Paints.
VARNISHES. VARNISHES.

PAINT

MIXED PAINT and having sold it for over SIX YEARS can

ing a First Class article. We sell it On the Manufacturers' Guarantee:

When two or more coats of our PIONEER PRE-PARED PAINT is applied as received in original packages, and if within three years it should crack or peel off, thus failing to give satisfaction, we agree to re-paint the building at our expense, with the best White Lead or such other paint as the owner may se-lect. In case of complaint, prompt notice must be given to the dealer. T. H. NEVIN & CO..

Mfrs. & Corroders of Pure White Lead. Pittsburg, Pa Write for prices and Sample Card to

Hazeltine & Perkins Drug Co.

Try POLISHINA, best Furniture Fin

Wholesale Agents, Grand Rapids.

WHOLESALE

Druggists!

42 and 44 Ottawa Street and 89, 91, 93 and 95 Louis Street. IMPORTERS AND JOBBERS OF

Drugs, Medicines, Chemicals, Paints, Oils, Varnishes, and Druggist's

MANUFACTURERS OF

Elegant Pharmacentical Preparations, Fluid Extracts and Elixirs

GENERAL WHOLESALE AGNTS FOR

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

THE CELEBRATED

Pioneer Prepared Paints.

ALSO FOR THE

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

WE ARE SOLE OWNERS OF

Weatherly's Michigan Catarrh Cure

Which is positively the best Remed; of the kind on the market.

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

Wine and Liquor Department

We give our special and personal attention to the selection of choice goods for the DRUG TRADE ONLY, and trust we merit the high praise accorded to us for so satis-factorily supplying the wants of our custom-ers with PURE GOODS in this depart-We CONTROL and are the ONLY AUTHORIZED AGENTS for the sale of the celebrated

WITHERS DADE & CO.'S

Henderson Co., Ky.,

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

WHISKEY. We not only offer these goods to be ex-celled by NOOTHER KNOWN BRAND

in the market, but superior in all respects to most that are exposed to sale. GUARANTEE perfect and complete satisfaction and where this brand of goods has been once introduced the future trade has been assured. We are also owners of the

Which continues to have so many favor-

ites among druggists who have sold these

Gins, Brandies & Fine Wines.

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

Patent Medicines,

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

Hazeltine & Perkins Drug Co.

The Jobber's Soliloquy.

The Jobber's Soliloquy.

To sell or not to sell:
That is the question—
Whether it is better to mip the goods
And take the risk of doubtful payment.
Or to make sure of what is in possession,
And, by declining, hold them.
To sell: to ship: perchance to lose!
Aye, there's the rub.
For, when the goods are gone.
What charm can win them back
From slippery debtors?
Will bills be paid when due.
Or will the time stretch out till crack of doom?
What of assignments, what of relatives,
What of the uncles, aunts and mothers-in-law
With claims for borrowed money?
What of exemptions, homesteads and the
compromise

compromise
That coolly offers ten cents on the dollar;
And of the lawyers' fees,
That eat up even this poor pittance?

Does it Pay to Sell Goods for Fun Instead of Profit?*

Some of the gentlemen of this Association have seen fit to assign to me the task of telling you what I think of the question, "Does it Pay to Sell Goods for Fun Instead of Profit?" Having never addressed a gathering of any kind, and the theme before me being anything but a grateful one to handle, I feel my utter inability to do my audience and the subject justice. I could not be so ungracious, however, as not to attempt, at least, to respond to the call of my fellow business

for you ought not to be difficult of solution, and, if the problem were left to this convention, it would probably be voted unanimously that it does not pay to sell goods for fun, for the very good reason that no one would enjoy the privilege of working for others without being compensated therefor.

BOTTOM TIN WARE.

SURPASSES ANYTH

EVER YET OFFERED.

enjoy the privilege of working for others without being compensated therefor.

A question for debate always has two sides. I do not know if the gentlemen who chose this subject for me really thought there were two sides to this one: but, if there are, I doubt that there could be found one on this floor who would contend for the affirmative of the point, under discussion affirmative of the point under discussion.

Thus, very little can be said in defense or substantiation of an accepted fact. I will answer the question by asking another:

Are goods ever sold for fun? I have had a
somewhat varied experience, extending over
more than twenty years, and I confess
that I fail to recall a single instance that
would justify such a claim. You might say
that it is fun to call goods with a satisfactory would justify such a claim. You might say that it is fun to sell goods with a satisfactory profit; but, without that profit, I think selling goods loses all its charms. It may be a pleasure for a dealer in groceries, for instance, to rise with the sun, hurry to his place of business, and, in the course of the first half-hour, find his hands have a coating of molasses, bacon, sugar, codfish, butter, and, perchance, the fragrant limburgher and, perchance, the fragrant limburgher— all without compensation, but just for the pleasure derived from the work. Dealers in other classes of goods also have their enjoyments, among them the dry goods merchant. It does his soul good to have customers the dry to be good to have customers articles the dry marking articles the come in to be shown certain articles, the salesman often taking down and displaying more than half the goods in his shop, only to discover that there is nothing "just as wanted," and "I am not ready to buy just yet," etc. The would-be customer leaves yet," etc. The would-be customer leaves you and administers the same dose to your competitor, and you have the tedious task of re-arranging your stock. This is very amusing to the so-called customer, perhaps, but not to the merchant. Is it fun to be confined to your place of business from twelve to fourteen hours per day, six days in a week? Some of us, it is true, have comfortable, airy rooms in which to conduct our business, but many must work in quarour business, but many must work in quar-ters far from pleasant and convenient.

In the morning, often long before the mechanic and common laborer begintheir daily task, the merchant is at his post, ready to wait on the earliest callers. The former, promptly at noon-time, quit their work, when they have an hour or more allotted them for the enjoyment of their meal and to refresh themselves with rest. How is it with the average merchant? Frequently he will go to his meals just when he can get away, rarely permitting himself to tarry a minute with his family after eating, but hurries back to his business. Again, hours hurries back to his business. Again, hours after the laborer has ceased his day's work, and is enjoying the comforts of his home, the merchant is still at his post, serving, or ready to serve, his trade. After finishing his daily labor, the mechanic has relief from mental cares, which is not always the case with the tradesman. Here you have a comparison between the wage-worker and the store-keeper. Yet how often does this same workingman, who enjoys life after his own fashion, envy the lot of this same tradesman, just because he forgets that the baser metals frequently glisten as well as

Public philanthrophists doubtless enjoy the distribution of the world's goods to the needy, but I do not believe that they ever resort to selling goods to accomplish their

throphist.

Some dealers have a habit of putting forward leaders; that is, offering well-known articles in their line at actual cost, or even a trifle below, the propriety, or impropriety of which I will not have could not be a philan-leaders and have every facility for making first-class Wagons of all kinds.

We carry a large stock of material, and have every facility for making first-class Wagons of all kinds.

Shops on Front St.

Shops on Front St. trifle below, the propriety, or impropriety, of which I will not here discuss. The unsophisticated may look upon such a shop-keeper as a public benefactor and think that he derives consiberable fun from his liberality, but those behind the scenes and people of average intelligence need no explanation of this trick of the trade. So far as my observation has gone, these questionable means resorted to for increasing trade, have generally resulted disastrously to the dealer.

The customer buys the goods yielding no profit; then comes the temptation to sell adulterated or inferior articles; there is want of confidence, if not absolute distrust, on the part of the customer; the business, instead of increasing, is diminishing every day until, gradually, the enterprising merchant drops out of existence. Look about you and see how many within the circle of your acquaintance have succeeded in business by adopting such abnormal, means. your acquaintance have succeeded in business by adopting such abnormal means. A merchant, if he feels so disposed, may distribute his wares among the poor and suffering without price and without payene will be proclaimed a public benefactor, which he is, indeed; but, let him simply sell his goods without profit, or for fun, if you please, and no one will laud him for his liberality, nor will the beneficiaries of these concessions express or feel the least gratitude. I doubt if any gentleman in this hall tude. I doubt if any gentleman in this hall has ever had customers who thanked him because he sold them twenty-one pounds of sugar for \$1, when it costs him 5 cents per pound, or for charging 50 cents for ten yards of print, with thread and buttons thrown in, when the cloth cost him 6 cents per yard? The funny part of such transactions I fail to discover. No, gentlemen; every laborer

*Paper read by Julius Schuster before the re-cent convention of the Michigan Business Men's Association.

H. LEONARD & SONS

134-142 E. Furton St.,

GRAND RAPIDS, MICHIGAN.

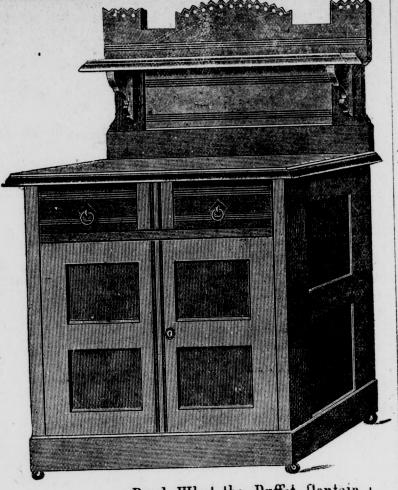
OUR NEW

French Buffet.

NO. 100. SEE CUT.

FILLED WITH 324 PIEC-ES, PATENT FIRE-PROOF

SURPASSES ANYTHING



Read What the Buffet Contain:

24 2 quart handled Sauce Pans 12 2 quart Coffee Pots 12 5 " Flared Pails. Dairy Pans. 24 3 " " Covered Pails. 12 Ass'ted Painted Cuspidores 12 Dust Pans, Japanned. 12 Comb and Brush Cases 24 1 quart Pieced Cups. 21 11% inch Wash Basins 12 10 " Dish Pans 24 1 quart Stamped Dippers. 21 Lg. Tubed Cake Moulds. 21 Deep Jelly Cake Tins 13 1 quart Graduated Measures 12 Eb'yHd. Dippers, Bowl shape

324 Pieces, Including Cabinet, for \$25.

We also carry the Assorted Package, MYSTERY, containing 500 pieces Tinware for \$19.00. Every piece a bargain at 5c. Many will bring 10 or 15 cents.

Our Open Stock of Tinware is now complete, having secured an Immense Stock before the advance, and we guarantee our

LEONARD&SONS

Jobbers in Crockery, Glassware, COUNTER GOODS. BARGAIN AND

Grand Assortment 10 cent Colored Glassware.

THE GRAND.

This Package contains Six Dozen Articles, any of which can be retailed for TEN cents. Price, including package, \$4.85 or less than 81 cents per doz.



Novelty Assortment 5 cent colored Glassware.



THE NOVELTY

Containing Twenty Dozen Articles Colored Glassware, Each Piece to retail at 5 Cents.

Including Package. Send for one of each package. It will do you good.

is worthy of his hire. To be useful men bers of society, we must have pay for our work. If the laborer or the mechanic derives a profit from his work, then surely the morphant who invoke his society and the surely the morphant who invoke his society. merchant, who invests his capital and devotes his time and labor to his pursuit, must be entitled to a reasonable remuneration.

wagon and Sielgh Co.

Spring, Freight, Express, Lumber and Farm

AGONS

Logging Carts and Trucks Mill and Dump Carts, Lumbermen's and

PURE.

STRONG.

For the Field or Garden.

Millet, Orchard Grass, Kentucky Blue, Red Top, Seed Oats, Rye, Barley, Ruta Baga

Anything in the Line of SEEDS,

Seed Store,

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PROCESS STARCH.

FOR SALE BY

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HESTER & FOX, MANUFACTURERS' AGENTS FOR

STEAM ENGINES & BOILERS.

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.

Can be used than any other in the Market.

Manufactured by the

FIRMENICH MNFG. CO.

Factories: Marshalltown, Iowa; Peoria, Ills.

Offices at Peoria, Ills.

130 OAKES ST., GRAND RAPIDS, MICH.

SURE.

CHILLICOTHE ILL

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

The accompanying illustrations represents the

Boss Tobacco Pail Cover.

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

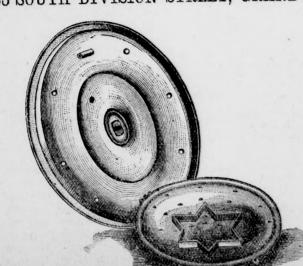
It will pay for itself in a short time.

You cannot afford to do without it. For particulars, write to

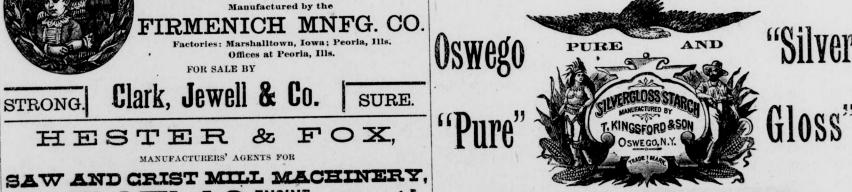
Wholesale Crocers.

Sole Agents,

77 to 83 SOUTH DIVISION STREET, GRAND RAPIDS.



The Standard of Excellence ARTHUR MEIGS & CO. KINGSFORD'S



STARCH.

Custards, Blanc-Mange, etc.

WILL PLEASE YOU EVERY TIME

This Starch having the light Starch and Gluten One-Third Less



Kingsford's Oswego CORN STARCH for Puddings, THE PERFECTION OF QUALITY.

ALWAYS ASK YOUR GROCER FOR THESE GOODS