

The Michigan Tradesman.

VOL. 4.

GRAND RAPIDS, WEDNESDAY, MAY 25, 1887.

NO. 192.

POTATOES.

We make the handling of POTATOES, APPLES and BEANS in car lots a special feature of our business. If you have any of these goods to ship, or anything in the produce line, let us hear from you, and 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., Commission Merchants,
157 South Water St., CHICAGO.
Reference: FIRST NATIONAL BANK.

EDMUND B. DIKEMAN,

GREAT WATCH MAKER,

JEWELER.

44 CANAL STREET,
GRAND RAPIDS, MICH.

GIANT

Clothing Company.



Our Order Department

Secures to out-of-town customers the most careful attention and guarantees perfect satisfaction. We are the

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 of at least one-third.

---GIANT---

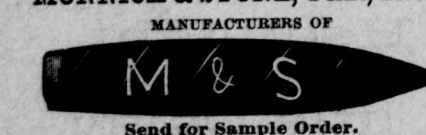
The attention of dealers is called to our JOBBING DEPARTMENT. We pay cash for our goods and make CASH PRICES. With superior advantages and ready cash we are enabled not only to meet Chicago prices but offer you a most complete line of

FURNISHING GOODS.

GIANT CLOTHING COMPANY,
A. MAY, PROPRIETOR.

Cor. Canal & Lyon Sts., Grand Rapids

MONNICH & STONE, Flint, Mich.



POTATOES.

We give prompt personal attention to the 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.

Wm. H. Thompson & Co.,
166 South Water St., CHICAGO.

Reference
FELSENTHAL, GROSS & MILLER, Bankers.

PIONEER PREPARED PAINT.

We have a full stock of this well-known brand of

MIXED PAINT

and having sold it for over SIX YEARS can recommend it to our customers as being a First Class article. We sell it

On the Manufacturers' Guarantee:
When two or more coats of our PIONEER PREPARED 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 select. 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.
Wholesale Agents, Grand Rapids.

Try POLISHINA, best Furniture Finish made.

PLACE to secure a thorough and useful education is at the GRAND RAPIDS (Mich.) BUSINESS COLLEGE. Write for College Journal. Address, C. G. SWENBERG.

COOK & PRINZ,

Manufacturers of

Show Cases,

Counters, Tables and Furniture of any Description, as well as Designs thereof, made to order. Write for Prices or call and see us when in the City.

38 West Bridge St., Grand Rapids.

Telephone 374.

LUCIUS C. WEST,
Attorney at Patent Law and Solicitor of American and Foreign Patents,
105 E. Main St., Kalamazoo, Mich., U.S.A. Branch office, London, Eng. Practice in U.S. Courts. Chancery free.

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of

DRY GOODS

Staple and Fancy.

Overalls, Pants, Etc.,

OUR OWN MAKE.

A Complete Line of

Fancy Crockery & Fancy Woodenware

OUR OWN IMPORTATION.

Inspection Solicited. Chicago and Detroit Prices Guaranteed.

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

T. R. ELLIS & Co.,

Book Binders

PAPER RULERS,

Blank Book Makers,

51, 53 and 55 Lyon St.,

GRAND RAPIDS, MICH.

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

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

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

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MUSCATINE OATMEAL.

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 ROLLED OATS.

Made by entirely new process, and used by everybody. Put up in barrels, half barrels and cases.

For Sale by all Michigan Jobbers.

To Cigar Dealers

Realizing the demand for, and knowing the difficulty in obtaining a FIRST-CLASS FIVE-CENT CIGAR, we have concluded to try and meet this demand with a new Cigar called

SILVER SPOTS

This Cigar we positively guarantee a clear Havana filler, with a spotted Sumatra Wrapper, and entirely free from any artificial flavor or adulterations.

It will be sold on its merits. Sample orders filled on 60 days approval.

Price \$35 per 1,000 in any quantities. Express prepaid on orders of 500 and more. Handsome advertising matter goes with first order. Secure this Cigar and increase your Cigar Trade. It is sure to do it.

GEO. T. WARREN & CO.,

Flint, Mich.

BELKNAP Wagon and Sleigh Co.

MANUFACTURERS OF

Spring, Freight, Express, Lumber and Farm

WAGONS!

Logging Carts and Trucks

Mill and Dump Carts,

Lumbermen's and River Tools.

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

Special attention given to Repairing, Painting and Lettering.

Shops on Front St., Grand Rapids, Mich.

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 solicited.

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

H. H. FREEDMAN & CO.

Manufacturers and Jobbers of

CIGARS

Factory No. 26, 4th Dist.

76 S. Division St., Grand Rapids.

SEEDS

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

GRAND RAPIDS GRAIN AND SEED CO.
71 CANAL STREET.

STEAM LAUNDRY,

43 and 45 Kent Street.

STANLEY N. ALLEN, Proprietor.

WE DO ONLY FIRST-CLASS WORK AND USE NO

CHEMICALS.

Orders by Mail and Express Promptly Attended to.

Regular Meeting of the Retail Grocers' Association.

The regular semi-monthly meeting of the Retail Grocers' Association, held last Tuesday evening, was well attended.

The Committee on Butterine reported no further progress and was continued.

The following communications were read by the Secretary:

DETROIT, May 16, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—Your last letter did not reach me until just now, or I should have replied earlier. It will be impossible for me to be on hand to-morrow, but I shall delay my trip, due next week, until the early part of June, so you may look for me for the first meeting in June.

Yours respectfully,
E. FECHT.

MAY 7, 1887.

DEAR SIR—At your last meeting you got some good returns from the Blue Letter system. If you will permit me a space in your paper, I will say that the credit system will run out. I owed a firm some time ago two dollars, and they sent me a Blue Letter, as you call it, and it was blue. Well, I told my firm to pay it the next morning. I never have had any credit since, thanks to Messrs. Herrick & Randall.

Yours truly,
A HARD WORKING MAN.

E. J. Herrick offered the following resolution and moved its adoption:

Resolved, That the President, Secretary, Geo. Dunaven, J. G. Lehman and E. E. Walker constitute a committee to draft a memorial to the Common Council of the city of Grand Rapids, asking that a competent inspector of produce, meats, etc., be appointed, and that said inspector have police authority and power to make arrests when licenses have not been properly obtained.

Mr. Herrick asserted that it was time the Association put itself on record as opposed to food adulterations and the handling of poor fruits and decayed vegetables, and the sooner action was taken on the matter the better.

President Coye called upon Mr. Hamilton, President of the Michigan Business Men's Association, who was present, to give his ideas on the subject.

Mr. Hamilton briefly stated that he was emphatically of the opinion that it devolves upon every grocer to set himself aright on this subject. It is a work which the Associations, as such, should take in hand and push forward.

J. G. Lehman said that he was in favor of the movement and it should have his hearty support.

J. A. Coye stated that there was an ordinance to fit the case and that there would be but little trouble to have it enforced.

The motion was made and carried.

Walter R. Meech was called upon to give a talk on "What Should the Consumer Expect of the Fruit Producer?" He responded pleasantly. His remarks were more in regard to what the grocer should expect of the fruit producer. He was of the opinion that farmers should bring their products to market graded in three classes, or at least two. The question being asked Mr. Meech what would become of the third-class fruits after the best had been picked out, he replied that he did not know—he did not want them, anyway.

E. J. Herrick said that the river might be used as a dumping place for them, or they might be sent to Chicago, whence so much poor stuff comes.

H. A. Hydrom, of the Committee on Picnic, moved that next Wednesday, May 25, be set apart to be devoted to that purpose. He stated that a caterer would furnish refreshments at a reasonable rate or a supper for 50 cents per plate for those who did not wish to bring baskets. He also advised that a circular invitation for picnic at 3 o'clock and postal card for reply be sent to every grocer, jobber and clerk in Grand Rapids, to every traveling man and all the sister associations. Carried.

E. A. Stowe moved that a Committee on Sports be appointed.

The chair appointed as such committee Walter R. Meech, Geo. Bemis and J. Geo. Lehman.

Miss Jennie Kipp rendered a violin solo, "Airs Varies," with piano accompaniment by Miss Abbie Boxheimer.

President Hamilton being called upon for an address said that he thanked the Association for the favors and generosity which had always characterized them as an association, not only to himself, but toward the whole movement in Michigan. He stated that this body had given him more encouragement and help than any other in the State. Great good has been accomplished and there is still more hope for the future. Good work cannot be done without organization, yet unity does not consist in simply forming an association. The tendency of fierce competition is to pull men apart and to deteriorate goods. Our associations are not to boycott, but there is no good reason why retailers should not get together and great good be accomplished through the medium of harmonious feeling. What could have been done single-handed in ostracizing the dead-beat? We shall weed him out root and branch, and it will be a legitimate work. The tendency in trade is growing broader and stronger. The cash system is growing in extent. The credit system cannot be entirely done away with,

but it can be curtailed. There should be a oneness of sympathy among the members of the different bodies. It is not wise for any merchant to ignore the rights of others. What is best for most of us is generally best for all. We have ostracized each other too much, been too selfish, ignored each other too much. We must seek to cultivate a broader spirit.

Michigan stands foremost in this good work, and we hope that she will always keep to the front, the pattern of all other associations, the envy of the whole country.

We cannot always depend upon man's honor, but must depend upon state legislation and local action to right the wrongs of trade.

I would urge upon members to give all possible support to their officers. It is impossible for them to do any great work without co-operation.

And this picnic which you anticipate—nothing will so cement you together as a day's enjoyment of this nature. Get together often on the recreation basis. We are all humans traveling the same road.

In closing, I would bespeak a good representation at the Flint convention to be held in September. I hope that our zeal and energy may ever be unflagging in this good work of organization. Gentlemen, I thank you most heartily for your kind attention.

Mrs. Ludwig Winternitz then favored the company with a fine piano solo—"Polish Waltz."

N. B. Blain, President of the Lowell Business Men's Association, was called upon for organization remarks. Upon rising, he casually observed that at the meeting at the club rooms, in the afternoon, he had noticed that Brother Hamilton frequently drew his hand across the bald spot on top of his head and always looked very wise while so doing, and he was of the firm conviction that if he were the possessor of a similar spot destitute of a hairs covering, he would, in all probability, be able to make as many happy hits as our honored President.

Mr. Blain's remarks were short and to the point, but he stated that his silence would be more eloquent than his speech. He said that, although their own organization was small, they had been able to do much good for themselves and for the town. Merchants should, so far as possible, patronize home industries. There had been some misunderstandings between their merchants and the home millers, which he hoped might be adjusted in the near future.

He heartily endorsed the idea of holding a picnic occasionally, for the purpose of bringing about a feeling of good-fellowship among the members. Personally, he liked picnics and would be sure to be on hand next week, Providence and business permitting.

Amid the applause following his remarks, Mr. Blain arose and said that perhaps he had been a trifle premature—he would attend the picnic if he got an invitation.

H. A. Hydrom—"You'll get one."

Miss Kipp and Boxheimer then rendered a lively violin solo with piano accompaniment—"Ballet"—which was encored.

The chair called on Frank J. Wurzburg, President of the Michigan State Pharmaceutical Association, to address the meeting. Mr. Wurzburg said that he had frequently been invited to attend the meetings of this Association, but that this was the first time he had been able to do so. He spoke of adulterations in goods, and especially in spices. He hoped that the time would come when a package would be labeled "pure," and not, for instance, "the ginger contained in this package is pure," as is now the rule. He cited the case of cream of tartar. The powdered article is sold in some stores as low as 8 cents per pound when the crude crystals are 34½ cents. The inference can be drawn as to the actual amount of cream of tartar bought for that price. The tendency is so toward cheap goods that hardly an article of this sort is purchased now-a-days which is chemically pure.

Mrs. Ludwig Winternitz gave, by special request, another fine piano selection—a mazurka, entitled "Silver Star."

J. R. Harrison, President of the Sparta Business Men's Association, was present, and upon being called on by President Coye for an address pleasantly said that he labored under the same impression in regard to himself as did Mr. Blain—his silence was more eloquent than his speech.

A violin solo, *Dancla*, was rendered by Miss Jennie Kipp with piano accompaniment by Miss Abbie Boxheimer.

A rising vote of thanks was tendered the ladies who had contributed the musical part of the entertainment, and also to the officers of other Associations present.

Mr. Hamilton said that he had been glad to see the interest and enthusiasm exhibited during the evening and hoped that they would all be stimulated thereby to do further work until every business man in Michigan has put his shoulder to the wheel. The State and local bodies stand committed to a work destined never to die, and we shall look forward to seeing this movement, started right here, go on and on and on.

The meeting then adjourned.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written Expressly for THE TRADESMAN.

I refer to my neighbor Jones frequently, because I consider that individual, notwithstanding his want of education and what society terms "polish," a very astute and successful country tradesman, whose sharp, practical common-sense has solved many of the problems which perplex and puzzle the average merchant, and whose language and habits render an observation of his business methods amusing as well as instructive.

His store is, moreover, frequented by a class of people as peculiar, in their way, as himself, and when my "leisure hours" become too oppressive, I indulge in a little recreation by wandering over to Jones's establishment and watching the ebb and flow of his custom.

Jones, however, with all his philosophy and common-sense gets extremely restive sometimes over active competition, and, as his competitor Smith is considerably given to cutting prices, and offering odd and extraordinary inducements to Jones's customers, his relations with his rival are somewhat "strained," and his language, occasionally, when alluding to that gentleman, would hardly be considered parliamentary.

I went over to Jones's yesterday and found his equanimity badly distracted by one of Smith's business eccentricities.

"There was a fellow just in here," he explained, "who bought 'bout nine shillins' worth of truck, an' after I made the change he wanted to know if I wasn't goin' to throw in a box of pills, 'cause Smith had told 'im he'd give one with every dollar's worth of goods. I swan, it broke me all up for a minnit, but I managed to send him away good natur'd; but, of all the cussed, idiotic, ornery, d—d cranks that ever sold goods, Smith caps the climax. Why, nex' the infernal fool 'll be advertisin' a dose of salts with a cigar an' an emetic with every paper of tobacco an' a blister plaster with a pound of coffee an' a hunk of fatty with a bottle of hair ile. Who'd a thought of pills for a bait? Sposin' a lady comes in here an' says, 'perlite as can be, 'Mr. Jones, vat's the price of that there hair brush?' an' I says, 'That there, ma'am, is a dollar, but I'll throw you in a box of pills that's warranted to wake you up at daylight like an alarm clock?' Wouldn't she think I'd got to be a cussed lunatic?"

"Well," resumed Jones, after ruminating silently for a few moments, "I dunno but there's a streak of sense in the matter after all. Smith has got stuck on a lot of pills an' he knows a little suthin' 'bout human natur'.

A little girl come in here a while ago an' says, 'say mister, ain't you got suthin' fur nothin'?' An' if these growed up folks don't say it, they act it every time they go into a store. Lots of infernal fools that don't need physic more'n my dog 'll be stuffin' themselves with Smith's pills, 'cause they don't cost nothin'."

And I don't doubt it.

The "chromo" business, in its various phases, has become an almost intolerable nuisance. A manufacturer will put some second or third-grade goods on the market, and, well knowing that, ordinarily, their use by the consumer would not extend beyond the first purchase, takes advantage of this "suthin' fur nothin'" craving, by giving away some showy but worthless article to the buyer. And, in consequence of this, trade in standard goods is, to a certain extent, unsettled because of the numbers of consumers who are always on the outlook for something new in the "chromo" line. I know, personally, numbers of people who, otherwise, are possessed of average brain power, who appear to believe that a gaudy picture card will flavor a cup of rank coffee or that a thinly-disguised brass spoon will add strength and fragrance to a weak and villainous-smelling tea or that a muddy-looking glass dish will impart life and vigor to a mass of trash made up to imitate baking powder. The "old stager" in trade rarely lends his assistance to the placing of this class of goods on the market, experience, usually, having taught him that their sale is almost invariably unsatisfactory; but there are always enough dealers in every community to keep the chromo seekers well stocked with the trash. I think however, that the gift enterprize business is decreasing in country localities, and I begin to hope that the day is not far distant when no reputable merchant will countenance the nuisance.

The Rev. Mr. Slimmer, the retired clergyman and present dry goods merchant whom I mentioned in a former paper, is I regret to say, in trouble with his society. The charge against him is of such a singular character that I feel justified in alluding to the matter in these "Jottings." It appears that Mr. S. and Deacon Crook went to Grand Rapids a few days ago, and, while taking dinner at one of the hotels, Mr. S., as alleged by Deacon C., remarked, with a wink, to a pretty waiter girl.

"Bring me about three fingers of cold tea!"

Mr. Slimmer is slightly bald-headed, and

and he affirms that the *winking* was occasioned by the persistent attentions of a prematurely incubated fly. This section of the charge has been dismissed, but the language used at the time specified is still receiving the serious attention of the committee.

I notice that several of the Pharmaceutical societies, in this State and elsewhere, have done a very sensible thing in refusing to longer distribute free sample bottles of proprietary medicines. Now let the grocerymen combine against free sample packages. Within the last two months, the people of my section have been supplied with yeast cake, baking powder, roasted coffee, soap, stove polish, etc., etc., free of charge and in generous quantities. It's a little singular to me that every dealer who distributes these articles doesn't appreciate the fact that he is advertising for the packer at his own expense. This is another phase of the "suthin' fur nothin'" business and one which is eminently satisfactory to a large body of consumers.

Maxims for Merchants.

An extension to a merchant convicted of dishonesty is but a fresh impulse to fraud, and granted to one of habitual neglect is but to consign money to a deeper grave.

It is not wealth which is deserving of homage, but the virtues which a man exercises in the slow pursuit of wealth, the abilities so called forth, the self-denials so imposed.

It is always possible to gain a knowledge of the principle causes of a failure if we go about the investigation in time. Upon the result of that investigation let the creditor's course of action be founded.

The gradual increase of wealth which attends the accumulation of a man's savings is more favorable to its preservation and to the possessor's equanimity than any sudden accumulation of prosperity.

E. A. STOWE, Editor.

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

WEDNESDAY, MAY 25, 1887.

Grand Rapids Traveling Men's Association.
President, L. M. Mills; Vice-President, S. A. Sears; Sec-
retary and Treasurer, Geo. H. Seymour; Board of Di-
rectors, H. S. Robertson, Geo. F. Owen, J. N. Brad-
ford, A. B. Cole and Wm. Logie.Subscribers and others, when writing
to advertisers, will confer a favor on the pub-
lishers by mentioning that they saw the adver-
tisement in the columns of this paper.

BEAR THEM IN MIND.

A careful scrutiny of the vote which de-
feated the garnishee exemption bill in the
Legislature reveals the fact that the only
members who voted against the measure
were either Knights of Labor or sym-
pathizers with the order. Inasmuch as busi-
ness men like to know who their friends are,
THE TRADESMAN herewith reproduces the
names of all who voted in favor of the bill:

Allen, W. A. Baker, Baldwin, Bates,
Brook, Burr, Cannon, Case, Chapman,
Cross, Damon, Dickema, Hill, Hoaglin,
Jones, Killen, Laker, Lincoln, Pardee,
Perkins, Pettit, Rentz, Rumsey, Simpson,
Spencer, Tindall, Watts, Webber.

If the above men are friends to fair-play
and the business public, it must necessarily
follow that those who voted against the bill
are enemies to business men and friends to
the dead-beat class. For the information of
the former, and the satisfaction of the latter,
THE TRADESMAN herewith presents the
names of the worthies who voted in the
negative:

Abbott, Baumgardner, Bentley, Breen,
Crocker, Dickson, Dillon, Eldred, Harper,
Haskin, Hoobler, Hosford, Manly, Ogg,
Powers, J. W. Robinson, Snow, Van Or-
thwick, Vickary, Washburn, F. H. Watson
Wilson.

It is now in order for the Grand Army of
Dead-Beats, Michigan Division, to get up a
medal in honor of the twenty-two gentle-
men who so ably and successfully cham-
pioned the cause of the dead-beat in the
Legislature. Such a medal should have the
number of the bill inscribed thereon and
should also bear the magic term "Dead-
beat," on one side and the dead-beat's rescuer,
"K. of L.," on the other side. THE
TRADESMAN commends this plan to the
several thousand gentlemen occupying com-
manding positions on the delinquent lists
of the eighty associations of this State.

Meanwhile, business men should paste
the above list in their hats and when the next
Legislative election comes around—well, it
may be necessary for some of those whose
names ornament the above list to remain at
home.

"GROCERS' DAY."

Wednesday promises to be a gala day for
the grocers of Grand Rapids, as well as for
several hundred invited guests, most of
whom have accepted the invitation. About
fifty of the largest grocers have agreed to
close their places of business in the after-
noon, in order to give their clerks an op-
portunity to enjoy a half day's recreation,
and all the others are expected to follow
suit. It is to be hoped that every grocer
will conclude to close his doors for the few
hours of the picnic and thus emphasize the
belief that even grocers have some rights
which people are bound to respect—that a
year's constant application to business en-
titles the grocer to a half day's recreation.
THE TRADESMAN expects to see the picnic
bring together the largest body of local
merchants ever seen at this market and the
beneficial results which will follow in the
wake of such a gathering will be beyond
computation.

Come one, come all!

Just at present there is a strong move-
ment in the Episcopal Church towards the
union of American Christians in a single
body. We fear the proposal is premature.
American Christendom has not grace enough
to make it safe for all the sects to be gath-
ered into one body. Such a union would be
followed by an era of clerical meddling in
all sorts of matters with which churches
and clergymen have no proper and direct
concern. The present divisions save us
from much by playing off one sect against
another. But even now, the larger relig-
ious bodies are somewhat of a danger in
politics, and are too often represented in
the Legislative lobbies by white neckties—
as in two recent cases in New York and
New Jersey.

Besides this reason there is another for
believing that the day of union is still
somewhat remote. It is, that union at pre-
sent would be the sacrifice of much that is
precious in the existing religious bodies.
Our divisions are not the mere unmeaning
chaos that the friends of the union seem to
assume. There is reason in them. A sect
lives by the vitality of its half-truths. And
even these half-truths are worth too much
to be thrown away for the sake of making
a big corporation. Before a healthy reunion
comes, the different denominations must
give some time to the candid study of each
other, must "mind not their own things
only" but the things of others. For that
study they have been badly prepared by
centuries of sectarian self-assertion and
polemics. There never was a time when
such self-assertion was at a lower ebb than
it now is. But its disappearance has left a
mere vacuum of denominational indifference
and ignorance, which may make union
easy, but cannot help but make it harmful.

Mr. Clark has not been deterred by the
almost universal censure of his proposal to
create a new university at Worcester, Mass.
He has shown a firmness in sticking to his
first proposal, which makes us think he
must have come of the considerable Scotch-
Irish colony, which settled in that city last
century, and which—well—we believe—gave Judge
Grey to the Supreme Bench. He has all
their staying power, and he announces that
if one million be not enough he is ready
with another. As that commonwealth is
already more than supplied with educational
institutions of a higher grade, and as Wor-
cester, which already has an eminent
technological institute, is not big enough to
furnish a large attendance, we do not see
that his gift will add anything to the re-
sources of education in Massachusetts. Two
millions similarly spent in some Western
State would be more helpful to the country
at large, and a worthier monument to the
donor.

All the reputable fire insurance agents
here are in favor of the Cole bill and the
abandonment of the present compact sys-
tem. Their lips are sealed, however, as
they have been given to understand that
any action taken in such direction will be
followed by instant removal. As the board
system makes the agent simply a clerk,
amenable to every whim of the local under-
writer, it is not to be wondered at that the
agent is restive under such restraint—re-
straint which deprives him of every particle
of independence and compels him to aban-
don every claim to business freedom.

Joseph Dillon is the only Representative
from Kent county who voted against the
garnishee exemption bill. Mr. Dillon has
been badly in debt for several years past,
yet no one pressed him for payment—let
him take his own time, in fact. Why he
should turn on the men who have befriended
him in the past and array himself on the
side of the dead-beat is something no one is
able to explain. Mr. Dillon will not repre-
sent Kent county in the Legislature next
time—not if the business men have any-
thing to say about it.

Every Michigan business man who be-
lieves that the fire insurance business ought
to be conducted in an open-handed, hon-
orable manner—the same as other branches
of industry are carried on—should imme-
diately write his State Senator, requesting
him to work and vote for the Cole bill, now
before that body. On the contrary, the
man who believes in perpetuating a mono-
poly more oppressive than the tyranny of a
monarch of the middle ages should ask his
Senator to use every endeavor to defeat the bill.

Hereafter the Knights of Labor and the
dead-beat must be included in the same
category. At the behest of the latter, the
former rushed to the defeat of the garnishee
exemption measure before the present
Legislature and succeeded in killing the
bill. It now remains for the dead-beat to
repay the favor by rushing precipitately
into a strike or boycott. The old adage re-
lativo "birds of a feather flock together,"
finds a capital analogy in these two ele-
ments of society.

A certain insurance agent of this city
went before the Senate Insurance Com-
mittee and stated that the furniture manu-
facturers of this city were unanimously in
favor of board insurance. In reply to this
statement, a delegation of manufacturers,
headed by John Widdicombe, will present to
the Committee a paper signed by sixty-six
of the sixty-eight manufacturers at this
market, petitioning for legislation prohib-
iting board insurance. *Sic semper blou-
hardus.*

As a nation, we boast of being free-
men. As business men, however, we are subject
to the tyranny of two of the most grasping
despots known to history—the board man-
ager and the insurance adjuster. Business
men, as a class, are slow to act, but the pre-
sent oppression is likely to arouse them
from a lethargy which has cost them thou-
sands of dollars—dollars which have gone
directly into 50 per cent. dividends for the
stockholders of board insurance companies.

Representative Dillon voted against the
garnishee exemption bill and then started
off for Washington on a free pass, given in
consideration of his not being on hand
when the vote of reducing railway fare came
up in the House. Yet Mr. Dillon is paid
\$21 per week and mileage to represent his
constituents during the Legislature.
Doesn't this look a little like dead-beating
from the State?

Before the inter-state commerce law went
into effect, Grand Rapids was sending
thousands of barrels of flour a month to
Cheboygan at a cost of 25 cents per barrel.
Now the railroads charge 65 cents per bar-
rel, but our millers have found a way to cir-
cumvent them.

The Czar on his throne finds an exact
counterpart in the present board insurance
manager.
"Prisoner," said a Nevada judge, "what
have you to say to this indictment; are you
guilty or not guilty?" "Before I answer
the question, Judge, I'd like to ask you
Honor if this little spectacled dude is all the
lawyer I've got?" "That is Mr. Ferguson,
sir," responded the Judge sternly; "I have
appointed him to defend you, as you seem
to have no counsel." "Judge," said the
prisoner, sighing heavily, "I'm guilty."—
Chicago Times.

AMONG THE TRADE.

GRAND RAPIDS Gossip.

E. Burkhart will engage in the furniture
business at 119 Canal street.

Gould & Co. have moved their hardware
stock from Petoskey to this city, locating
on Wealthy avenue, near East street. They
made extensive additions to their stock,
which were furnished by Foster, Stevens &
Co.

L. J. Quinn has leased the inside store in
the Caulfield block, 87 Canal street, and
will shortly remove his liquor business from
94 Canal street to that location. Mr. Caul-
field has removed his "truck" to one of the
vacant stores in the Killinger block, on
Crescent avenue.

AROUND THE STATE.

Carney—Chas. A. Brown has sold his
general stock.

Remus—Chris. Vashan succeeds Vashan
Bros. in general trade.

Pierson—H. & S. Martin, druggists, are
removing to New Buffalo.

Centerville—Mrs. Wm. Granger, milliner
has removed to Plainwell.

Pinebog—Alex. B. Arthur succeeds Ar-
thur Bros. in general trade.

Howard City—F. & R. Church succeed R.
Perry in the meat business.

Battle Creek—Estell & White, flour and
feed dealers, have dissolved.

Charlotte—Z. G. Call succeeds Wood &
Call in the grocery business.

St. Johns—Jas. Richardson has sold out
his grocery and crockery business.

Tecumseh—W. H. Sutfin succeeds Sutfin
& Montague in the saloon business.

East Tawas—Van Way & Larkin succeed
Mrs. L. J. Fick in the hotel business.

South Haven—Culver & Butler, druggists,
did not dissolve, as formerly reported.

Owosso—Theo. F. Laubengayer has
bought J. F. Laubengayer's drug stock.

East Saginaw—G. M. Wisner & Co.,
wholesale cigar dealers, have dissolved.

Detroit—John P. Becker succeeds Jacob
Becker & Son in the manufacture of pianos.

Plainwell—H. H. Stearns succeeds
Stearns & Batchelder in the meat business.

Carney—P. S. Mumford & Co. succeed
Vanderheiden & Mumford in general trade.

Battle Creek—W. T. Davis succeeds Da-
vis & Robinson in the machinery business.

Battle Creek—Stephen B. Todd succeeds
Geo. E. Hastings & Son in the hotel business.

Saginaw—Katherine Fink succeeds Fink
& Levison in the tobacco and cigar busi-
ness.

Battle Creek—F. J. Hazard, boots and
shoes, has been closed under chattel mort-
gage.

Kalamazoo—Hale W. Page, of the firm
of Page & Kauffman, handle manufacturers,
is dead.

Bonanza—C. M. Peer, late of Ionia, has
engaged in the music and sewing machine
business.

Port Huron—H. C. Sanborn has bought
the Globe boot and shoe stock of H. S.
Ballentine.

Lansing—Tower & Bower have bought
out the restaurant and confectionery busi-
ness of C. F. Irey & Co.

Ionia—George Adamy will soon have his
grocery and provision house on West Main
street ready for occupancy.

Hudson—John W. Hall, who has been
engaged in the drug business here for twenty
years, has assigned to Ira Swaney.

Reed City—Baker & Norman, crockery
and bazaar dealers, have added a line of
jewelry, purchased through E. K. Bennett.

Quincy—C. W. Bennett has bought the
B. N. Sheldon drug stock and Martin
Howard's hardware store has been sold to
C. T. Gilbert.

Diamond Lake—The store and warehouse
of the West Michigan Lumber Co. burned
to the ground on the 15th. No insurance.
Cause of fire unknown.

Bonanza—Stephen Haight, the Woodland
furniture dealer, has purchased a lot here
and will start a furniture store here, if the
railroad comes this way.

Kalamazoo—G. L. Goodenow and F. E.
Judson have engaged in the sale of electri-
cal supplies under the style of the Kalamazoo
Electrical Supply Co.

North Lansing—The E. D. Kitchen boot
and shoe stock has been sold to T. J. Rork
and F. and E. Lemon, who will continue
the business under the firm name of Rork
& Lemon, adding a line of dry goods.

Clinton—With the resumption of active
operations by the woolen mills some several
business changes. C. S. Burroughs has
sold his drug store to O. A. Sinclair and
has bought Kimball & Co.'s clothing store
in company with F. D. Lancaster. E. R.
Smith is tearing down his place of business
preparatory to the erection of a fine brick
block.

STRAY FACTS.

Mason—The creditors of L. J. Ford have
received 27 cents on the dollar.

Saginaw City—The Citizens' National
Bank has declared a 5 per cent. dividend.

Dowagiac—P. D. Beckwith has taken
half of the gas well stock, at an expense of
\$2,500.

Alpena—Logging teams are now running
to West Branch creek, a distance of fifty
miles.

Charlotte—Seth Ketchum and G. Homer
Jones will soon establish a bank at Lexing-
ton, N. C.

Cheboygan—Mason & Carleton have sold
their brick yard to John Elliott, late of
Fowlerville.

Muskegon—John Torrent & Co. have
purchased 11,000 acres of timber land,
mostly covered by hemlock, on Dock and

Tom creek, and will improve the stream for
getting out the logs.

East Saginaw—The Dillon Smoked Fish
Co. has been organized, with a capital stock
of \$100,000.

Addison—The bank has been closed. It
is understood that the Curtiss interest will
not again open the business.

Saugateek—Wm. S. Peckham, teller of
the First National Bank of Lafayette, Ind.,
will open a bank here July 1.

Mio—The affairs of Hunter & Son have
been adjusted and the firm has resumed
business under the same style.

St. Ignace—The salt bore of the Macki-
naw Lumber Co. is down between 600 and
700 feet. Brine has been reached, but its
strength has not yet been tested.

Hastings—Ackerson & Hayes have about
125,000 dozen of eggs in their packing vats,
and will put down 25,000 dozen more. That
means \$15,000 worth of hen fruit.

Negaunee—The Michigan Iron Bank will
be changed to a National bank and the First
National Bank is being re-organized by
Negaunee and Ishpeming capitalists.

Flint—Burroughs, Pierson & Harris,
millers, have merged their business into a
stock company and will continue under the
same style. The capital stock is \$70,000,
all paid in.

Mears—H. Cockell recently traded his
general stock for a farm in Ohio, but before
he had time to ship the goods to Ohio they
were attached at the instance of several
creditors. Counter suits have been brought
by the new purchaser against the attaching
creditors.

Detroit—The wholesale grocery and spice
house of J. H. Thompson & Co., which
was established about four years ago, has
been merged into a stock company, under
the same style. The capital stock is \$60,-
000, of which \$57,000 is paid in. C. A.
Worthington is President of the corpora-
tion. J. H. Thompson Secretary and J. M.
Thompson Treasurer. It is intended here-
after, as rapidly as possible, to limit the
business purely to the manufacture and
sale of baking powders and ground goods.

Negaunee—The Vermillion Pine and Iron
Land Co. has been organized with a capital
of \$1,500,000, divided into 60,000 shares.
The company owns 20,000 acres of Minne-
sota mineral and pine lands, which will
be developed speedily. The officers are: Pres-
ident, C. H. Hall, Ishpeming; Vice-Pres-
ident, John Duncan, Calumet; Secretary
and Treasurer, Samuel Mitchell, Negaunee;
Directors, C. H. Hall, Ishpeming; Samuel
Mitchell, Negaunee; C. S. Mitchell, Negaunee;
James Foley, Negaunee; E. Pallas, Jr.,
Milwaukee; J. M. Wilkinson, Marquette;
William Chisholm, Cleveland; J. H. Wade,
Jr., Cleveland; John Duncan, Calumet.

MANUFACTURING MATTERS.

Paris—Barker, Lane & Co. will soon
start up their door and sash factory.

Wolverine—The works of the United
States Veneer Co. are now in operation.

Lakeview—Wm. Peters is building a saw
mill with a capacity of 30,000 feet per day.

Dundee—The paper mill has been pur-
chased by H. E. Mead & Co., of Dayton,
Ohio.

Richmond—W. H. Acker and Thos.
Denison have begun the erection of a fruit
evaporator.

Jonesville—Seventy operatives are now
employed in the cotton mills and the force
will shortly be increased.

Hudson—The Whitney hub, spoke and
bending factory has been purchased by C.
F. DeGolyer, of Chicago.

Kalkaska—The Smith Lumber Co. is mak-
ing arrangements to increase the cut-
ting capacity of its mill to 120,000 feet a
day.

Benton Harbor—The output of the new
canning factory will be 60,000 cans per day,
which is double the capacity of the factory
burned last winter.

Saranac—Mr. Smith, formerly of the firm
of Knott, Smith & Co., at Belding, offers to
erect a roller flour mill here, providing he is
given a reasonable bonus.

Coral—E. R. Ferguson has purchased the
property of the Greenville Barrel Co., com-
prising the old mill, the store formerly oc-
cupied by D. L. Shook, and the house
formerly occupied by M. McMillan. The
mill property will be used for a foundry.

Allegan—W. J. Griffith, of Detroit, has
purchased the Bush mill property, in Pine
Plains township, for \$12,000. The prop-
erty comprises 1,000 acres and a well-equipped
saw mill. There are 1,000,000 feet of stand-
ing pine and any quantity of shingle and
lath timber. Mr. Griffith will put in mills
for the manufacture of the latter. There
are also extensive beds of mineral paint on
the lands, and the new owner will develop
them.

Purely Personal.

E. T. Van Ostrand, the Allegan druggist,
spent Sunday with friends in this city.

Homer Eaton left Saturday for Lincoln,
Neb., to inspect the business of the Eaton
& Christensen Cigar Co. He is expected
back again Thursday.

Chas. H. Adams, the Allegan book-seller
and stationer, passed through the city Sat-
urday on his way home from a week's vaca-
tion in Ionia county.

F. E. Stevens, book-keeper for Jennings
& Smith, spent Sunday at Chippewa Lake,
the guest of Geo. Medes. It is reported
that he violated the new game law, which
prohibits fishing on Sunday.

John Magnusen, for several years past
prescription clerk for E. A. Wright, at
Pentwater, has taken a similar position
with Vic. Roussin, at Ludington. W.
Kuhn, M. D., succeeds to the vacancy in
Wright's store.

Association Notes.

Morenci merchants have organized a Busi-
ness Men's Association in accordance with
blankets and plans furnished by the State
body.

Scottsville business men are canvassing
the idea of forming an association and have
applied to the State body for the necessary
assistance.

President Rowell, of the Battle Creek
Retail Grocers' Association, made the ac-
quaintance of some of the Kalamazoo gro-
cers, at their meeting last Tuesday evening.

J. L. Willett, Secretary of the Flint Mer-
cantile Union, writes as follows: "Our As-
sociation is a success in every respect and
is doing quite a good work in the boom
line."

East Jordan Enterprise: At the last
meeting of the Business Men's Association,
a resolution was adopted authorizing the
stores to keep open evenings as long as the
proprietors please.

The friends of State Treasurer Schuster
will be pleased to learn that he has so far
recovered from his rheumatic attack as to
return home from Mt. Clemens, and that
present indications are that he will entirely
recover his old-time health.

Geo. W. Bevins, Secretary of the Tustin
Business Men's Association, writes as fol-
lows: "Through the labors of our Business
Committee, we have secured a broom fac-
tory here, which is turning out a first-class
broom. We hope to secure other improve-
ments in the near future."

President Hamilton is a man of many
accomplishments. For several years he has
been known as one of the most successful
merchants in the State. Last year the or-
ganized forces of the State added to his
laurels by making him their presiding
officer. Now he proposes to gain distinction
in another direction by engaging in the
cultivation of beans on an extensive scale—
and red kidney beans at that!

Detroit News: Twenty-seven business
men of Ewart have organized against the
indefinite credit system, and the chronic d. b.
will soon have to emigrate. His chances in
Michigan are growing less every day, as 75
cities and villages of the State have organ-
ized, with a membership of over 2,000. It
is pay up or pay cash hereafter. The Blue
Letter is reported as doing its work faith-
fully and well all over the State.

Ewart Review: The Ewart Business Men's
Association held a very successful meeting
Wednesday evening last, at which they
completed their organization by the election
of the following additional officers: Vice-
President, C. V. Priest; Treasurer, Frank
Hibbard; Business Committee, B. G. Col-
ton, R. A. Allured and Geo. W. Minchin;
Trade Committee, R. J. Ponsford, E. C.
Cannon and M. E. Parkinson. There
were also some new members added, which
brings the roll up to twenty-seven, and sev-
eral firms yet to hear from. The Associa-
tion also voted to join the State Association
as a body, and thereby receive the benefits
of interchange of business relations between
the numerous local associations all over the
State.

While at Lansing last week, the editor of
THE TRADESMAN met President Hughart,
of the G. R. & I. Railway, who improved
the opportunity to express his approval of
the local association idea. "I find that
your organizations will be a great help to
us," said Mr. Hughart. "For instance, our
General Freight Agent may want to com-
municate with the business men of a town
on a matter which concerns us both. Here-
tofore he has been compelled to select a
prominent man in a town and depend upon
him to impart the information to the others.
Such a course has proved very unsatisfac-
tory, but it has been the only thing he could
do. Now—thanks to the work of Mr. Ham-
ilton, yourself and THE TRADESMAN—we
have an association in every city and in
nearly every town along the line of our
road, with which we can promptly communi-
cate and from which we are sure to receive
a prompt reply. In my opinion, there are
boundless possibilities in store for these or-
ganizations and the fabric you have reared
is bound to exceed your expectations in
every respect."

The Gripsack Brigade.

E. K. Bennett, representing N. G. Levin-
son & Co., of Chicago, Sunday here.

A. E. Brownell, representing the Ameri-
can Cigar Co., of Coldwater, put in Sunday
at this market.

Chester J. Shaw, representing Shaw &
Thomas, spice grinders of New York, was
in town over Sunday.

Harry Hagy and wife are celebrating the
advent of a six-pound girl, which arrived at
their home on Jackson street last Friday.

Harry Bowker, formerly engaged in the
manufacture of cigars at Coldwater, has en-
gaged to travel for Eaton & Christensen.

Wm. A. Rindge and bride have returned
from their wedding trip and will be ready
to receive their friends at the Park Place
after June 1.

F. H. Lester, Indiana representative for
Amos S. Musselman & Co., was in town a
couple of days last week, looking up
specialties for his customers.

Adolph Nessen, who for several years
has managed the clothing department of
Carl E. Joys, at Manistee, has engaged to
travel for H. A. Newland & Co., of De-
troit, the engagement to go into effect June
1.

M. J. Matthews, President of the Michi-
gan Tinware Co., spent Sunday in Grand
Rapids and left Monday for Muskegon and
Big Rapids. Mr. Matthews is chairman of
the National Legislative Committee of the
T. P. A. and spent some time while here in

preparing a report for the St. Louis con-
vention.

Will Lamoreaux went to Caledonia Mon-
day to arrange for a wool buyer. On his re-
turn home, he tried to beat the conductor
out of his fare, when that official promptly
put him off the train. He arrived—over the
ties—late in the evening.

Anyone wishing to touch Max. Mills in a
tender spot might gently enquire how he
came to leave one of his gripsacks at
Bonanza on his last trip to that place.
Those who are so uncharitable as to think
that it was held by the landlord to satisfy
an unpaid board bill are mistaken.

A. W. Landon, a traveling man living on
Twenty-third street, Detroit, committed
suicide last Friday by taking an overdose of
morphine. He left testamentary letters re-
garding the disposition of his property and
remains and assigning as the reason for his
act that he had long been unable to obtain
employment as a commercial traveler, which
had been his occupation. Besides \$3,000
insurance on his life, he is said to

LANSING LACONICS.

In company with the President of the Michigan Business Men's Association, I spent three days at Lansing last week, looking over legislation affecting the Association in particular and business men in general. It has been my good fortune to look in upon every Legislature for the past dozen years and something more than a cursory examination satisfies me that the present body is about on a par with its immediate predecessors. The labor element has a larger representation in the House than ever before, and duty compels me to state that the labor members, taken as a whole, are a very inferior set of men. To them is to be attributed much of the loose legislation which has marked the course of the present session, and at their doors must also be laid the defeat of several measures which would have resulted in the lasting good of the mass of the people. How long the voters of the State will tolerate such a "dog in the manger" policy remains to be seen.

To the labor members it is to be attributed the defeat of the garnish exemption bill, fathered by the Association and pushed by some of the strongest friends of organization in the State. The measure was just to all parties concerned and its enactment would have caused no inconvenience to any honest man. The only class which would have been in any way affected is the dead-beat, and at his behest the Knights of Labor took up the cudgel, using every effort to compass the defeat of the bill. As an order, the Knights of Labor pretends that it does not harbor dead-beats; but the rapidity with which the machinery of the order was brought into requisition to kill a measure which would affect none but dead-beats, puts the lie to their pretensions in this respect.

The advisability of attempting to secure a reconsideration of the measure was thoroughly discussed. Representative Webber, who introduced the bill, was confident it could be passed, but Representative Diekmann advised making no attempt in that direction and, after consultation with other friends of organization in both bodies, it was decided to defer further action in the premises until the next Legislature, when the various local associations will be advised to "take time by the forelock" by securing pledges from their candidates for the Legislature, in advance of election. Had such a course been taken last fall, there would have been no occasion to bewail the defeat of the bill at this time. However, "live and learn" is a good motto—a truism which associations must respect, as well as individuals.

The Cole insurance bill, which has received much encouragement from the various associations of the State, stands a good show of going through the Senate, it having already passed the House by a vote of nearly 4 to 1. Opposition to the compact system is developing in places where board insurance was supposed to play no figure. The antagonism of manufacturers and merchants comes as a matter of course, but the temper of the farming classes seems to be on a par with that of heavier insurers. All unite in opposing the board system, as the height of tyranny. No objection would have been raised to a pool of the insurance companies, if they had kept their rates within bounds, but the extortionate demands made upon the business public and the arrogance and arbitrary actions of the board managers have set the seal of public disapproval upon the whole thing.

The insurance companies are making a big handle of the threat that they will withdraw from the State, in case the Cole bill becomes a law. They made such a threat, as regards New Hampshire, when the Legislature of that State passed the valued policy law, and they were as good as their word. The business interests, however, managed to survive such a begonia. Business men promptly organized mutual companies, making the former insurance agents managers of the organizations, and the last report of the Insurance Commissioner of that State shows that the new plan has worked more satisfactorily than the old—that insurance has cost less money and that losses have been paid more promptly. What better proof do we want of the superiority of mutual insurance over the present tyrannical, cut-throat system?

The sentiment in favor of a "standard insurance policy" seems to be growing and it is not unlikely that the Governor will be asked to appoint the third member of an Insurance Commission. President Hamilton and the writer called upon His Excellency and requested him, in behalf of the 2,000 members of the Michigan Business Men's Association, to make the third member of the Commission a business man. The request was received very courteously, although the recipient gave no intimation as to what he proposed to do in the matter.

The incorporation of the Michigan Business Men's Association and auxiliary associations also received considerable attention. Geo. E. Steele, of Traverse City, prepared an admirable draft for such a bill, but the Senate Committee on Corporations, in whose hands the matter was placed, suggested certain improvements, which were adopted. In such amended form the bill was then presented to the Committee, which immediately reported the same favorably to the Senate, when that body ordered the bill printed. Copies of the printed bill will be distributed among the officers of the Michigan Business Men's Association for approval, after which the measure will be pushed through with all possible dispatch. The draft prepared is a remarkably strong one, combining all the merits and none of the defects of many previous bills of similar intent, and too much credit cannot be accorded Senator Roof—who, by the way, is President of the Lyons Business Men's Association—for his uniform courtesy to the delegation and his unselfish endeavors to render the bill acceptable to the State body.

The bill introduced early in the session by Representative Bettinger, prohibiting the giving of prizes with goods, is still in the hands of the Committee on State Affairs, but will probably be reported this week.

The Michigan Division of the T. P. A.

The Michigan Division is the medium between the National T. P. A. and the local posts. It is the effective agent in the arduous and important work of organization. It is a necessary factor in the solution of the many problems which confront this Association at every step in its progress toward the end in view, which is the elevation and improvement of the commercial travelers of this country. And we are at this moment surrounded by results from its work so well done and so thoroughly complete that to us the active motor of the Michigan Division seems like the air we breathe, hardly to be noticed, but the lack of which would very soon be forced upon our attention.

I would gladly speak more definitely of the great work done by the Michigan Division, were it not for the fact that this assignment came to me too late to admit of more than a few brief sentences, in which I must be very careful of my facts.

We often hear it said, that only a few years ago the term "traveling man" was one of reproach. The Knights of the Grip-sack were not regarded as the most exemplary citizens of their various communities—quite the contrary. Within a few short years a great change has taken place. The commercial traveler has improved vastly in the estimation of the public, and, what is of more importance, in his own estimation; for a proper self-respect is the foundation of every good work in the hearts of men. I desire to say here that a large measure of this improvement of the travelers is directly traceable to the faithful efforts of the gentlemen who have administered the affairs of our Division.

Unlike almost all other associations among men, the T. P. A. began, so I am informed, at the head. First was organized the National T. P. A. Then came the State divisions, to which is due the credit of forming the locals, the ground work of the order.

Ours of Michigan was not the first, nor was it the last to organize. But, to-day, in growth, in quality of work, in excellence of results attained, it stands second to none in our broad land. For all this we are deeply indebted to the faithful efforts of those hard-working officers who have never spared themselves when the interests of the Division called for their time and labor. And we have every reason to hope and expect that, in the hands of these able gentlemen to whom the Division has confided its interests for the ensuing year, it will continue to grow and extend its influence for good among the traveling men of our State, pressing on and up until the last commercial traveler on earth shall feel sprouting from his shoulders a pair of wings, and he soars through empyrean to meet the plaudits of the Father, "Well done, thou good and faithful servant."

Response by L. J. Allen at recent banquet of Michigan Division, T. P. A.

Flint Selected as the Location for the Next State Meeting.

Agreeable to the call of President Hamilton, four of the five members of the Executive Committee of the Michigan Business Men's Association met in this city last Tuesday for the purpose of selecting a place and date for the September convention. Invitations were received from both Flint and Owosso, and after a considerable discussion as to the relative advantages of the two contestants, without coming to any conclusion, it was decided to accord the honor to Flint, on account of the priority of invitation. Tuesday and Wednesday, Sept. 6 and 7, were selected as the dates for holding the convention. The first session will be convened at 9 o'clock Tuesday morning and the last session at 1:30 o'clock Wednesday afternoon, at which time officers for the ensuing year will be elected. It was voted to ask Hon. Seth C. Moffatt, of Traverse City, to prepare a paper on the subject of "The Business Man in Politics;" to request N. B. Blain, of Lowell, to prepare a paper on "The Duty of Local Officers;" to ask the Owosso Business Men's Association to select a person to prepare a paper on "Manufacturing—Its Needs and How to Obtain the Same." It was decided that all questions submitted to the convention must be put in writing. The Secretary was instructed to include in the call the following paragraph: "Please designate one of your delegation to make a one minute verbal report of the work accomplished by your association." Reports were presented, showing that the work was progressing satisfactorily all over the State. The Secretary reported a total membership of 1,979 and the Treasurer a balance of about \$100 on the right side of the ledger.

Robert M. Floyd and son, of Chicago, will attend the grocers' picnic. While here, they will be the guests of B. F. Emery.

LANSING IN LINE.

Organization of an Association with Forty Members.

Agreeable to invitation, President Hamilton and Secretary Stowe met a considerable number of the business men of Lansing last Thursday evening and explained the aims and objects of organized effort. Frank Wells was made chairman of the meeting and C. Haughwout secretary. A resolution was adopted favoring the formation of an association on the plan proposed, but as there were only about thirty gentlemen present, it was decided best to defer further action until the following evening, in order that more members might be secured at the outset.

The meeting Friday evening was called to order by Chairman Wells, who stated the objects of the gathering and bespoke for the movement the heartiest support of everyone present. He then called upon President Hamilton, who addressed the meeting at some length, describing in detail the plan of organization and some of the results accomplished in many cities and towns. He claimed that the Traverse City merchants had curtailed the credit business fully 50 per cent. through their association; that not one-tenth of the evening trade is now done as formerly; that a 25 per cent. reduction in freight rates had been secured; that a considerable reduction had been secured from the Adams Express Co.; that thousands of dollars worth of old and outlawed accounts had been collected; that the members have been able to prevent making thousands of dollars' worth of bad accounts; that the Traverse City business man has ceased to be a slave and has come to realize that he is as free as Caesar.

Mr. Hamilton then presented the constitution in use by most of the associations of the State and Mr. Stowe explained the Blue Letter collection system.

Chairman Wells advised prompt action in the matter. He said that all with whom he had conversed were heartily in favor of such action, and from all he could learn of the movement, it was worth every man's encouragement.

Robert Robson moved that the organization of a Business Men's Association be immediately proceeded with, which was unanimously adopted.

On motion of M. J. Buck, the constitution and by-laws presented were adopted, when the following gentlemen handed in their names for charter membership: Frank Wells, B. W. Long, Crotty Bros., Lansing Paper Co., Robson Bros., C. E. Hanghwaout, B. F. Simons, E. Newman, John Eichle, J. W. Barker, W. J. McRobert, W. J. Walker, D. C. Hurd, Lansing Iron Works, M. J. Buck, Geo. L. Davis, W. C. Nesen, John Schuyder, David Laing, Fred Schubel, Jacob Gansley, R. A. Bailey, Robson Bros. & Dayton, A. L. Field, A. Turner, H. A. Woodworth, Elgin Mifflin, E. R. Merrifield, E. D. Sprague, W. D. Sabin, W. A. Teel, N. M. Perry, Chas. A. Seeley, Alfred Wise, N. F. Jensen, Geo. H. Dell, M. J. Roe, J. R. Esseltyn, G. J. Foster, Rowley & Stitt.

Election of officers resulted as follows: President—Frank Wells. Vice-President—D. C. Hurd. Secretary—Will Crotty. Treasurer—M. J. Buck.

Executive Committee—President, Secretary, N. F. Jensen, R. Robson, W. C. Nesen.

The election of the remaining committees was deferred until the next meeting.

W. C. Nesen, N. J. Roe and Fred Schubel were appointed a committee to solicit membership.

The Blue Letter collection system was adopted for the use of the Association and the Secretary was instructed to procure the printing of the same.

The editors of the local papers were requested to print the constitution and by-laws in full, as a matter of news.

The meeting then adjourned.

Talking Organization at Carson City. CARSON CITY, May 18, 1887.

E. A. Stowe, Grand Rapids: DEAR SIR—One of our merchants here desired me to write you and find what arrangements, if any, can be made to organize a branch—or, perhaps, more properly speaking, to become members of an association to protect business men against dead-beats. He said that there was such an Association in your city, which extended to other places, and that by writing you we could find out all about the matter. If possible, will you work up this place for me. For reference, will refer you to Carson City Savings Bank or to John W. Hallett, President of village. Yours, very truly, C. O. TRASK.

Edmore Years for an Association. EDMORE, May 20, 1887.

E. A. Stowe, Grand Rapids: DEAR SIR—Please send me the instructions necessary for the instituting of a Business Men's Association. Hoping we may soon be able to say to our sister towns, "We are one of you." I remain, Your truly, GEO. D. LUNN.

A man with a painful expression of countenance sat on a dry-goods boy. "Are you ill?" someone asked. "No." "Have you lost anything?" "Never had anything to lose." "What's the matter, then?" "I'm sitting on a wasp." "Why don't you get up?" "Wall, that was my first impulse, but I got to thinkin' that I was hurtin' the wasp as badly as he was hurtin' me, and concluded to sit here a while, 'specially as I am tired. I thought, too, that I ought to be thankful, for this is about the easiest seat I have had lately." "What have you been doing that was so painful?" "Servin' on a jury in a prohibition town."—Arkansas Traveller.

Organization and its Meaning.

From the White Lake Business Exchange. There has been, within the last few years, a tidal-wave, world-wide in extent, of combination of forces; hardly an element of any extent or magnitude but has combined together its component parts in some way or another to render effective the will of the masses. The object in most of these cases has been to better battle a common enemy. In the great majority of cases this object has been attained to a greater or less extent. This boom has at last struck the business men of Michigan, and the Business Men's Associations that have been founded during the last year have only been limited by the borders of the State, and the time of the organizer, E. A. Stowe, of Grand Rapids, until hardly a town, or even a village of any extent, but has one. A central or State Association has also been organized, to which the local associations are auxiliary and a degree of system established which is quite surprising.

The common enemy which has called together this congress of business men with their millions of capital to combat is the excuse of commerce and the Deceitful Beati-tudine Creditors of naturalists, a reptile whose noxious attack has bled the victim none the less deeply because of its silence. The difference in appearance between this slippery customer and an honest man who, perchance, was hard up and needed accommodation was not readily distinguished, and D. B. C. often passed from one victim to another without being discovered, until he had got in his bleeding work effectively and often. Having "done up" one locality, he would spread his wings and migrate to pastures new.

One of the objects of the local and State associations of Victims is to get this insect "on the list," and that they are rapidly succeeding the local and State lists is ample proof, and within the next year, at present rate of progress, a stranger in any town in the State asking for credit, will see the merchant slip to his desk for a moment and upon his return will be able to give a very decided answer, provided the applicant is "on the list."

Not that this is the only object, by any means, of these associations. But if it were, it would be ample, and the end would surely justify the means.

The Farmer Who Saved His Boots.

"Down near Sheridan, Ill., the other day," said a commercial traveler, "I heard a story about a farmer living in that neighborhood. He is a man of about fifty years, and worth \$75,000 clear and easy. Last week he was out plowing, and coming across a big stone which had bothered him a good deal in past years, concluded to get it out of the way. Finding it too large to move all by himself, and being too stingy to hire help, he started in digging a big hole right beside the stone, intending to get rid of the nuisance. This was a shrewd plan, but it did not work very well. Just as the farmer had got the hole about dug, and as he was pecking away under the edge of the stone to make it roll in easier when he got ready to push it, the infernal rock slid into the hole all by itself, and nailed the farmer fast. He was badly hurt, both of his legs being crushed, and he was compelled to remain in that position, suffering terribly, for several hours. Finally a man passing along the highway heard the injured man's cries and rushed to his assistance. Being unable to get him out alone, he hastened after help, and in half an hour three or four men were gathered about the sufferer. After sizing up the stone and noting the difficulty of removing it, they came to the conclusion that the only way to get him out was to loosen the dirt a little behind him and then pull him out by main force. They tried this, but found the task a harder one than they had bargained for. The big stone was resting on the farmer's cowhide boots and holding him so fast that they couldn't pull him out. 'We'll have to cut your boots off,' said the men, 'and then we'll get you out in no time.' 'For God's sake,' replied the farmer, 'don't cut those boots. I only bought 'em last week, and paid \$1.50 for 'em. Don't cut my boots.' 'Well, they didn't cut his boots, but sent for some laborers, a pair of horses, chains, timbers and shovels, and by working two hours managed to save the man's life. The bill which the poor farmer had to pay, greatly to his disgust, was \$21.50. But he saved his boots.'

Evart to Join the State Body.

EVART, May 19, 1887. E. A. Stowe, Grand Rapids: DEAR SIR—I have the honor to inform you that the circular you mailed to my address, relating to our Association becoming auxiliary to the State body, was duly received and I presented it to the Association, which decided by vote to join the State body at once.

Please inform me how to proceed to conclude the matter. Yours truly, C. E. BELL, Sec'y.

In a millinery advertisement in the Montmorency County Index a very clever crept in. The word was spelled "million-ry." The editor had probably just purchased a new bonnet for his wife and the word had evidently been running in his mind.

For Sale or Exchange.

A factory fully equipped with wood working Machinery—good Brick Buildings—ample grounds—good shipping facilities—well located in a thriving City in Illinois—will be sold at a bargain, or exchange for other property—a rare chance. Correspondence solicited; address "Factory" this paper.

It took \$1,200 in cash and twelve years of intense suffering before I learned that \$2 worth of Tiger Oil would cure me. None but a wire-bound constitution and a determined will could ever live through twelve years of such racking pain and misery, without a single word of ease, as I did, before I began to take Tiger Oil about a year since. I used about \$2 worth altogether, which I took a teaspoonful in a tumbler of hot water three times a day, which quickly relieved and I believe it has permanently cured me, as the immediate past eight months I have not had a sign of my old disease, which the doctors called Bright's Disease of the Kidneys—which is death—Gravel, Inflammation of the Kidneys and Bladder, and a number of other diseases; but they all failed to do more than quiet the suffering for a short time, although I doctored with the best doctors I could find in Marshall, Ohio, Pittsburgh, Pa., New Albany, Ind., Chicago, Ill., St. Louis, Mo., Detroit, Saginaw and Bay City, Mich., and a great number of other cities; and when not under a doctor's care took dozens and dozens of all kinds of greatly advertised patent kidney and liver cures; but under all kinds of medicines I got worse and worse till I began to take Tiger Oil as above stated. To say it cost \$1,200 in the twelve years is far too low, but the \$2 in Tiger Oil which cured me is more than it cost, as I used some for other general purposes in my family. But my case is only one in thousands who are spending their money for naught—but suffering and loss of time—who might be cured with Tiger Oil.

J. E. WALKER, Manager Telephone Exchange, Cadillac, Mich.

HARDWOOD LUMBER.

The furniture factories here pay as follows for dry stock: Basswood, log-run, 12 00/24 00 Birch, log-run, 15 00/18 00 Black Ash, log-run, 13 00/15 00 Cherry, log-run, 25 00/28 00 Cherry, 1 and 2, 45 00/50 00 Cherry, cull, 10 00/12 00 Maple, log-run, 12 00/14 00 Maple, soft, log-run, 11 00/13 00 Maple, Nos. 1 and 2, 20 00/22 00 Maple, clear, flooring, 25 00/28 00 Maple, white, selected, 25 00/28 00 Red Oak, Nos. 1 and 2, 24 00/26 00 Red Oak, quarter sawed, 26 00/30 00 Red Oak, No. 1, step plank, 25 00/28 00 Walnut, log-run, 18 00/20 00 Walnut, Nos. 1 and 2, 24 00/26 00 Walnuts, culls, 25 00/28 00 Grey Elm, log-run, 12 00/14 00 White Ash, log-run, 14 00/16 00 Whitewood, log-run, 20 00/22 00 White Oak, log-run, 21 00/23 00

WOODENWARE.

Standard Tubs, No. 1, 6 00 Standard Tubs, No. 2, 5 00 Standard Tubs, No. 3, 4 00 Standard Pails, two hoop, 1 40 Standard Pails, three hoop, 1 60 Pails, ground wood, 4 50 Maple Bowls, assorted sizes, 2 00 Butter Pails, ash, 2 25 Butter Ladles, 1 00 Rolling Pins, 75 Potatoes Mashers, 50 Bushel, new band, 25 Clothes Pins, 60 Soap Sponges, 25 Washboards, double, 3 50 Diamond Market, 40 Bushel, new band, 25 Clothes, split, No. 1, 3 50 Clothes, split, No. 2, 3 00 Clothes, split, No. 3, 2 50 Clothes, willow No. 1, 5 50 Clothes, willow No. 2, 5 00 Clothes, willow No. 3, 4 50 Water Tight, bu, 3 75 " half bu, 2 85

Hardware.

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

Ives', old style, 60 N. H. C. Co., 60 Douglas', 60 Pierce's, 60 Snell's, 60 Cooke's, genuine, 60 Jennings', 60 Jennings', imitation, 60 BALANCES, 40 Spring, 40 BARROWS, \$ 14 00 Garden, net 35 00 BELLS, 70 Hand, 60 Call, 30x15 60 Gong, 25 Door, Sargent, 60x10 Stove, 60 Carriage new list, 70x10 Plow, 30 Sleigh Shoe, 70 Wrought Barrel Bolts, 60 Cast Barrel, brass knobs, 60 Cast Square Spring, 60 Cast Chain, 60 Wrought Barrel, brass knobs, 60 Wrought Square, 60 Wrought Sunk Flush, 60 Wrought Bronze and Plated Knobs, 60 Flush, 60x10 Ives' Door, 60x10 BRACES, 40 Barber, 40 Backus, 60x10 Spoford, 60 Am. Ball, net 60 BUCKETS, 40 Well, plain, 3 50 Well, swivel, 4 00 Cast Loose Pin, figured, 70x10 Cast Loose Pin, Berlin bronze, 70x10 Cast Loose Joint, genuine bronze, 60x10 Wrought Narrow, bright fast joint, 60x10 Wrought Loose Pin, 60x10 Wrought Loose Pin, acorn, 60x10 Wrought Loose Pin, japanned, 60x10 Wrought Loose Pin, japanned, silver tipped, 60x10 Wrought Table, 60x10 Wrought Inside Blind, 60x10 Wrought Brass, 60 Blind, Parker's, 80 Blind, Shepard's, 80 Ely's 1-10, per m \$ 65 Hick's C. F., 60 Musketeer, 60 CATRIDGES, 60 Rim Fire, U. C. & Winchester new list 60x10 Rim Fire, U. M. C., 60x10 Central Fire, 60x10 CHISELS, 60 Socket Firmer, 70x10 Socket Framing, 70x10 Socket Corner, 70x10 Socket Sinks, 70x10 Butcher's Tangent Firmer, 40 Barton's Socket Firmer, 20 Cold, net COBLES, 60 Curry, Lawrence's, 40x10 Hotchkiss, 25 Brass, Racking's, 60 Bibb's, 60 Peeler, 40x10 COPPER, 60 Plashed, 14 oz cut to size, 38 14x20, 14x20, 14x20, 38 Cold Rolled, 14x20 and 14x20, 23 Cold Rolled, 14x20, 23 Bottoms, 20 Morse's Bit Stock, 40 Taper and Straight Shank, 40 Morse's Taper Shank, 40 ELBOWS, 60 Com. 4 piece, 6 in., doz net \$ 85 Corrugated, 6 in., doz 2 10 Adjustable, 6 in., doz 1 10 EXPANSIBLE BITS, 60 Clax's, 8 in., doz, \$ 25 00 Ives', 1, 8 in., 2, \$ 24 00; 3, \$ 30 00. 26

FILES—New List. American File Association List, 60x10 Disston's, 60x10 New American, 60x10 Nicholson's, 60x10 Heller's, 60x10 Heller's Horse Hoes, 60x10 Nos. 10 to 20, 22 and 24, 25 and 26, 27 List, 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100 GALVANIZED IRON, 60x10 Stanley Rule and Level Co.'s, 60x10 Maydole & Co.'s, 60x10 Kip's, 60x10 Jones & Plumb's, 60x10 Mason's Solid Cast Steel, 60x10 Blacksmith's Solid Cast Steel, Hand, 30 c 40x10 BARN DOOR KIDDER MFG. CO., Wood track 50x10 Champion, anti-friction, 60x10 Kidder, wood track, 60x10 HINGES, 60 Gate, Clark's, 1, 2, 3, 60 State, 60x10 Screw and Strap, to 12 in. 4 1/4 1/2 3/4 and longer, 3 1/2 Screw Hook and Eye, 1/4, 1/2, 3/4, 1 1/2, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100 POTS, 60 Kettles, 60 Gravy Boilers, 60 Stamped Tin Ware, new list 75 Japanned Tin Ware, 60 Granite Iron Ware, 60 HOES, 60 Grub 1, 11 00, 11 50, 12 00, 12 50, 13 00, 13 50, 14 00, 14 50, 15 00, 15 50, 16 00, 16 50, 17 00, 17 50, 18 00, 18 50, 19 00, 19 50, 20 00, 20 50, 21 00, 21 50, 22 00, 22 50, 23 00, 23 50, 24 00, 24 50, 25 00, 25 50, 26 00, 26 50, 27 00, 27 50, 28 00, 28 50, 29 00, 29 50, 30 00, 30 50, 31 00, 31 50, 32 00, 32 50, 33 00, 33 50, 34 00, 34 50, 35 00, 35 50, 36 00, 36 50, 37 00, 37 50, 38 00, 38 50, 39 00, 39 50, 40 00, 40 50, 41 00, 41 50, 42 00, 42 50, 43 00, 43 50, 44 00, 44 50, 45 00, 45 50, 46 00, 46 50, 47 00, 47 50, 48 00, 48 50, 49 00, 49 50, 50 00, 50 50, 51 00, 51 50, 52 00, 52 50, 53 00, 53 50, 54 00, 54 50, 55 00, 55 50, 56 00, 56 50, 57 00, 57 50, 58 00, 58 50, 59 00, 59 50, 60 00, 60 50, 61 00, 61 50, 62 00, 62 50, 63 00, 63 50, 64 00, 64 50, 65 00, 65 50, 66 00, 66 50, 67 00, 67 50, 68 00, 68 50, 69 00, 69 50, 70 00, 70 50, 71 00, 71 50, 72 00, 72 50, 73 00, 73 50, 74 00, 74 50, 75 00, 75 50, 76 00, 76 50, 77 00, 77 50, 78 00, 78 50, 79 00, 79 50, 80 00, 80 50, 81 00, 81 50, 82 00, 82 50, 83 00, 83 50, 84 00, 84 50, 85 00, 85 50, 86 00, 86 50, 87 00, 87 50, 88 00, 88 50, 89 00, 89 50, 90 00, 90 50, 91 00, 91 50, 92 00, 92 50, 93 00, 93 50, 94 00, 94 50, 95 00, 95 50, 96 00, 96 50, 97 00, 97 50, 98 00, 98 50, 99 00, 99 50, 100 00, 100 50, 101 00, 101 50, 102 00, 102 50, 103 00, 103 50, 104 00, 104 50, 105 00, 105 50, 106 00, 106 50, 107 00, 107 50, 108 00, 108 50, 109 00, 109 50, 110 00, 110 50, 111 00, 111 50, 112 00, 112 50, 113 00, 113 50, 114 00, 114 50, 115 00, 115 50, 116 00, 116 50, 117 00, 117 50, 118 00, 118 50, 119 00, 119 50, 120 00, 120 50, 121 00, 121 50, 122 00, 122 50, 123 00, 123 50, 124 00, 124 50, 125 00, 125 50, 126 00, 126 50, 127 00, 127 50, 128 00, 128 50, 129 00, 129 50, 130 00, 130 50, 131 00, 131 50, 132 00, 132 50, 133 00, 133 50, 134 00, 134 50, 135 00, 135 50, 136 00, 136 50, 137 00, 137 50, 138 00, 138 50, 139 00, 139 50, 140 00, 140 50, 141 00, 141 50, 142 00, 142 50, 143 00, 143 50, 144 00, 144 50, 145 00, 145 50, 146 00, 146 50, 147 00, 147 50, 148 00, 148 50, 149 00, 149 50, 150 00, 150 50, 151 00, 151 50, 152 00, 152 50, 153 00, 153 50, 154 00, 154 50, 155 00, 155 50, 156 00, 156 50, 157 00, 157 50, 158 00, 158 50, 159 00, 159 50, 160 00, 160 50, 161 00, 161 50, 162 00, 162 50, 163 00, 163 50, 164 00, 164 50, 165 00, 165 50, 166 00, 166 50, 167 00, 167 50, 168 00, 168 50, 169 00, 169 50, 170 00, 170 50, 171 00, 171 50, 172 00, 172 50, 173 00, 173 50, 174 00, 174 50, 175 00, 175 50, 176 00, 176 50, 177 00, 177 50, 178 00, 178 50, 179 00, 179 50, 180 00, 180 50, 181 00, 181 50, 182 00, 182 50, 183 00, 183 50, 184 00, 184 50, 185 00, 185 50, 186 00, 186 50, 187 00, 187 50, 188 00, 188 50, 189 00, 189 50, 190 00, 190 50, 191 00, 191 50, 192 00, 192 50, 193 00, 193 50, 194 00,

The Michigan Tradesman.

Michigan Business Men's Association.

President—Frank Hamilton, Traverse City.
First Vice-President—Paul F. Morris, Monroe.
Second Vice-President—J. J. Harris, Grand Rapids.
Secretary—F. A. Stowe, Grand Rapids.
Treasurer—Julius Schuster, Kalamazoo.
Executive Committee—President, First Vice-President, Secretary, N. B. Blain and W. E. Kelsey, Traverse City; P. Ranney, Kalamazoo; A. W. Westgate, Cheboygan.
Committee on Legislation—W. E. Kelsey, Ionia; J. V. Crandall, Sand Lake; J. F. Clark, Big Rapids.
Committee on Membership—J. J. Harris, Grand Rapids; F. Emery, Grand Rapids; the Secretary.
Committee on Transportation—Jas. A. Coya, Grand 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.

The following local associations have mostly been organized under the auspices of the Michigan Business Men's Association, and are auxiliary thereto:

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

Alba Business Men's Association.
President, C. R. Smith; Secretary, Peter Baldwin.

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

Retall Grocers' Association of Battle Creek.
President, Geo. H. Rowell; Secretary, John F. Stanley.

Helding Merchants' Association.
President, H. J. Leonard; Secretary, J. M. Earle.

Bellevue Business Men's Association.
President, John Rodgers; Secretary, G. J. Noteware.

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

Merchant's Protective Ass'n of Big Rapids.
President, E. P. Clark; Secretary, A. S. Hobart.

Bozette Business Men's Association.
President, R. R. Perkins; Secretary, F. M. Chase.

Cadillac Business Men's Association.
President, J. C. McAdam; Secretary, C. T. Chapin.

Cassopolis Business Men's Association.
President, H. E. Hesselton; Secretary, E. Farnham.

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

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

Coopersville Business Men's Association.
President, G. B. Watson; Secretary, W. R. Boynton.

Business Men's Protective Union of Cheboygan.
President, J. H. Tuttle; Secretary, H. G. Dozer.

Retall Grocers' Trade Union Ass'n of Detroit.
President, John Blomsted; Secretary, H. Kaudinger.

Dorr Business Men's Association.
President, R. S. Fisher; Secretary, E. S. Dotsford.

Retall Grocers' Association of E. Saginaw.
President, Richard Luster; Secretary, Chas. H. Smith.

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

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

Evart Business Men's Association.
President, W. M. Davis; Secretary, Chas. E. Bell.

Frankfort Business Men's Association.
President, Wm. Upton; Secretary, E. E. Chandler.

Flat Mercantile Union.
President, W. C. Pierce; Secretary, J. L. Willett.

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

Five Lake Business Men's Association.
President, E. Hagadorn; Secretary, O. V. Adams.

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

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

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

Hartford Business Men's Association.
President, V. E. Manley; Secretary, I. B. Barnes.

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

Hersey Business Men's Association.
President, O. L. Millard; Secretary, Frank L. Boardley.

Howard City Business Men's Association.
Chairman, C. A. Andersen; Secretary, B. J. Lowry.

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

Hubbardston Business Men's Association.
President, Boyd Redner; Secretary, L. W. Robinson.

Ionia Business Men's Exchange.
President, Wm. E. Key; Secretary, Fred. Cutler, Jr.

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

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

Kingsley Business Men's Association.
President, C. H. Camp; Secretary, Chas. E. Brewster.

Lawrence Business Men's Association.
President, H. M. Marshall; Secretary, C. A. Stebbins.

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

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

Luther Business Men's Association.
President, W. B. Pool; Secretary, Chas. J. Robinson.

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

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

Manistique Business Men's Association.
President, F. H. Thompson; Secretary, E. N. Orr.

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

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

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

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

Osego Business Men's Association.
President, J. M. Ballou; Secretary, J. F. Conrad.

Oscoda Business Men's Ass'n.
President, W. E. Thorp; Secretary, E. S. Houghtaling.

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

Owosso Business Men's Association.
President, Jas. Osburn; Sec'y, S. Lamfrom.

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

Pewamo Business Men's Association.
President, Albert Retan; Secretary, E. B. Holmes.

Plainwell Business Men's Association.
President, M. Bailey; Secretary, J. A. Sible.

Merchant's Union Protective Association of Port Huron.
President, G. C. Meisel; Secretary, S. L. Merriam.

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

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

St. Charles Business Men's Association.
President, R. J. Downing; Secretary, E. E. Burdick.

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

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

South Boardman Business Men's Ass'n.
President, H. E. Hogan; Secretary, E. E. Nichard.

So. Arm and E. Jordan Business Men's Ass'n.
President, D. C. Loveday; Secretary, C. W. Sutton.

Sherman Business Men's Association.
President, H. B. Sturtevant; Secretary, W. G. Shane.

Spartan Business Men's Association.
President, J. E. Harrison; Secretary, M. B. Nash.

Sturgis Business Men's Association.
President, Henry S. Church; Secretary, Wm. J. J. Turner.

Traverse City Business Men's Association.
President, Geo. E. Steele; Secretary, C. T. Lockwood.

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

Vermontville Business Men's Association.
President, W. H. Benedict; Secretary, W. E. Holt.

Watervliet Business Men's Association.
President, H. Fetter; Secretary, F. H. Merrifield.

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

Woodland Business Men's Association.
President, John Vette; Secretary, H. J. Turner.

White Cloud Business Men's Association.
President, P. M. Roodel; Secretary, M. D. Hayward.

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

Whitehall Business Men's Ass'n.
President, A. T. Underman; Secretary, W. B. Nicholson.

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Whitehall Business Men's Ass'n.
President, A. T. Underman; Secretary, W. B. Nicholson.

Echoes from Pennsylvania.

Percy F. Smith and Henry Daub, who represented the Retail Merchants' Association of Pennsylvania at the March convention of the Michigan Business Men's Association, made the following report at the recent State convention at Harrisburg:

The Michigan Business Men's State Association is one of the most representative bodies that it has been our pleasure to sit with in a long time. Two hundred delegates from all parts of that great and growing State met in Grand Rapids on March 15 and 16, and transacted business of the most vital importance to the trade of the Northwest, and notably Michigan. The enthusiasm was intense, and the amount of work brought to an issue would do credit to any organized body, old or new, in the country. The proceedings throughout were harmonious, and we predict will more thoroughly cement the local associations and solidify the movement than any previous convention. The President's address was full of admirable suggestions, was acted upon in detail, and every item of note adopted and made of binding effect.

Every local association was called upon for a report as to how the organization is working and the reports were of the most flattering character, the results already attained having exceeded the most sanguine expectations. Collections are easily made; credits are being curtailed rapidly; wholesalers are being enlightened and are discovering that the retailers are in earnest and want nothing but what is right; trade fellowship is being developed; better prices secured, without any concerted action; early closing is steadily growing in favor; cities and towns are being improved and manufacturing plants, and even railroads regulated somewhat by the efforts of the business men.

The proceedings may thus be summed up: Shorter hours for the merchant; it is possible to do a cash business; insurance rates on property are too high; accounts are never out-lawed—they may be collected for 20 years back; as soon as a person fails to pay when he promises to do so, he ought to be reported as a delinquent; a wife should not be trusted who becomes a custodian of her husband's property to allow him to evade the payment of debts; cutting in prices is never justifiable; a lawyer is a business man; merchandise must be sold on its merits, and without prizes or gifts in any shape or form.

One local association secured a reduction of 15 cents per hundred on freight rates. One delegate said they had 200 delinquents reported, but before the time came around to publish the list 193 had settled up.

Kingsley had no success until they joined hands with the State Association.

The convention decided to ask the State to enact a law to check the sale of adulterated goods; also to enact the New York law on the subject of weights and measures.

A resolution was adopted that the Association 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 up to the standard.

The influence of this convention will be felt in Michigan until every trade abuse is remedied and business in general is conducted on a sound basis.

The convention attracted the largest gathering of retail business men ever held in this country, but it must be borne in mind that the representation was one delegate for every ten members. Our representation is one for every hundred or fraction thereof.

They did not come from idle curiosity, but to participate in the benefits to be derived from such an interchange of opinions and the high character of the papers and reports presented, as well as the discussions held, furnish abundant proof that the proceedings were remarkable in point of scope and thoroughness. A singular feature of the occasion was that no one who was assigned a topic or report failed to respond, which is certainly an unusual occurrence.

Many of the papers presented exhibited deep study and research, and will be productive of further thought and discussion.

Your delegates were received with enthusiasm and cheers and by a unanimous vote, notwithstanding an earnest protest, were compelled to sit on the platform with the President during the sessions of the convention. The Pennsylvania Association was thanked by resolution for sending delegates and your committee were elected to honorary membership in the State Association of Michigan.

The retail merchants of Grand Rapids tendered the delegates a banquet, which was one of the most pleasant features of the convention.

Some Objects of Association Work.

From the White Lake Business Exchange.

The objects of the Business Men's Association are many. Our space is too limited to explain at length, but some of its leading principles may be of interest.

To establish a cash system is one of its leading features. Before its accomplishment a grand revolution in business must be brought about. This means earnest, persevering work by those who see the importance of the movement.

The plan of compelling men to work one, two or four weeks before receiving pay for their work must be changed, and the laborer paid daily for his work. By the present unjust plan the laborer is compelled to seek credit until pay day or starve. The merchant is therefore compelled to do a credit business or be branded a heartless man. So, partly from sympathy, the credit system becomes universal. Through this system all branches of trade are preyed upon by unscrupulous men who buy upon credit but never pay. Merchants all over the country have large sums deposited with this class of men, and such as these have become a stench in the nostrils of the trade.

The outcome is organized associations all over the country to establish a cash system. Business men of every class, you can but see the importance of this wise step. We ask your hearty co-operation. Laboring men, you can at once see the advantages it will bring to you, therefore we ask your united efforts, that, as a community and as a state, we may rest upon a system that shall be a blessing to all.

H. A. SPINK.

The New York Holiday Law.

The general understanding of this new law is that it decrees a cessation of all business on Saturday afternoons. As a fact the new statute does not approach the labor question even by implication. It is "An act to designate the holidays to be observed in the acceptance and payment of bills of exchange, bank checks and promissory notes and relating to the closing of public offices," and goes no further than the title in any of its provisions. It will facilitate the granting of a half holiday on Saturday by allowing banks to close at 12 o'clock if they choose, and permitting business houses to grant the asked-for concession without fear of an unlooked-for protest. But it gives no employee any right to demand such freedom for Saturday afternoon, and not even by a hint requires an employer to concede the half-holiday except as a pure act of grace, or through an agreement which shall regulate the pay by the hours of service. It adds a new holiday to be called Labor Day, for the first Monday in September. But neither on this or any other holiday of the year is it unlawful for an employer to require service of his hired help, whether clerks or laborers. Sunday is the only day of rest provided for by statute. The other holidays are only rendered possible by the law which regulates the handling of bills, notes, drafts and checks, so that the man of business may rest if he chooses and not otherwise. There is no provision in the law of this State exempting anyone in private service from labor on any so-called holiday or half-holiday of the whole year.

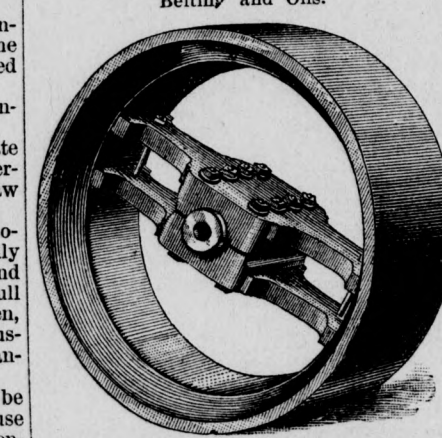
HESTER & FOX,

Manufacturers' Agts. for

Saw and Grist Mill

MACHINERY

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



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

WRITE FOR PRICES.

130 Oakes St., Grand Rapids, Mich.

SEEDS

FOR EVERYBODY.

For the Field or Garden.

If you want to buy
Clover,
Timothy,
Hungarian,
Millet,
Orchard Grass,
Kentucky Blue,
Red Top,
Seed Oats,
Rye,
Barley,
Peas,
Onion,
Ruta Baga
Mangle
Wurzel,
OR
Anything in the Line of SEEDS,
Write or send to the

Seed Store,
71 CANAL ST.,
W. T. LAMOREAUX.

FOURTH NATIONAL BANK
Grand Rapids, Mich.

A. J. BOWNE, President.
GEO. C. PIERCE, Vice President.
H. P. BAKER, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

Make a Specialty of Collections, Accounts of Country Merchants Solicited.

SEEDS

Garden Seeds a Specialty.

The Most Complete Assortment in Michigan. Don't Buy until you get my prices.

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Representing Jas. Vick, of Rochester.

16-18 N. Division St., Grand Rapids

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L. D. HARRIS,
Wholesale Dealer in
WRAPPING PAPER,
OF ALL KINDS,
PAPER BAGS, BERRY PAILS,
ICE CREAM PAILS, WOODEN BUTTER DISHES,
WHITE AND MANILLA WAX PAPERS,
TWINES, CLOTHES LINES, ETC.
33 NORTH IONIA STREET,
GRAND RAPIDS, MICH.

CEO. E. HOWES,
JOBBER IN
Foreign and Domestic Fruits.
SPECIALTIES:
Oranges, Lemons, Bananas.
3 Ionia St., GRAND RAPIDS, MICH.

The Standard of Excellence
KINGSFORD'S
Oswego PURE AND "Silver
"Pure" GLOSS"
STARCH.
Kingsford's Oswego CORN STARCH for Puddings, Custards, Blanc-Mange, etc.
THE PERFECTION OF QUALITY.
WILL PLEASE YOU EVERY TIME!
ALWAYS ASK YOUR GROCER FOR THESE GOODS.
C. L. BUNTING. C. L. DAVIS.

BUNTING & DAVIS,
Commission Merchants.
Specialties: Apples and Potatoes in Car Lots.
20 and 22 OTTAWA ST., GRAND RAPIDS, MICH.

JENNESS & McCURDY,
Importers and Manufacturers' Agents,
DEALERS IN
Crockery, China, Glassware,
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73 & 75 JEFFERSON AVE. DETROIT, MICH.
Wholesale Agents for Duffield's Canadian Lamps.

MILLER'S PATENT CASH TILL AND SALE REGISTER.
"THE CASHIER"
Simple! Durable! Indispensable!
Cheapest, most reliable cash system ever introduced into store or office. It is an accurate record, safe deposit for money and a detector of error or wrong. It commands itself at sight, and is endorsed and highly recommended by all who have it in use. Send for circulars and testimonials.
MANUFACTURED AND SOLD BY THE PATENTEE,
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SPRING & COMPANY
JOBBER IN
DRY GOODS,
Hosiery, Carpets, Etc.
6 and 8 Monroe St., Grand Rapids.

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

ARTHUR MEIGS & CO.
Wholesale Grocers,
Sole Agents,
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BARLOW BROS.
GRAND RAPIDS MICHIGAN
STATE AGENTS
FOR THE
PATENT FLAT OPENING BLANK BOOK
STRONGEST BLANK BOOK EVER MADE
SEND FOR CIRCULAR
PERKINS & HESS,
DEALERS IN
Hides, Furs, Wool & Tallow,
NOS. 122 and 124 LOUISE STREET, GRAND RAPIDS, MICHIGAN.
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

Office in Eagle Building, 49 Lyon St., 3d Floor. Telephone No. 95.

(Entered at the Postoffice at Grand Rapids as Second-class Matter.)

WEDNESDAY, MAY 25, 1887.

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

LIABILITY FOR FALSE REPRESENTATIONS TO MERCANTILE AGENCY.

A case of interest to business men was lately decided by the United States Circuit Court for the Western District of Wisconsin, that, namely, of Kellogg et al. vs. Powers. The defendant, in April, 1885, purchased the interest of a partner in a firm of which he was a member. At the request of the Bradstreet Mercantile Agency he made a statement of his financial condition, in which he stated that his assets amounted to \$8,500 and his liabilities to \$2,400. Shortly afterward the plaintiffs' traveling salesman called upon the defendant to solicit his order for goods, when the defendant volunteered the statement that he had purchased the interest of his partner and had made a statement to the Bradstreet Company, and he gave a small order to the salesman. The latter sent the order to his house with a letter giving the substance of the defendant's statement to him. The plaintiffs, upon receipt of the letter, called upon the Bradstreet Company for a copy of the statement, and, relying upon the same, filled that and subsequent orders. The plaintiffs afterward made other inquiries as to the financial standing of the defendant, and the answers thereto seemed to corroborate the statement made by the defendant to the Bradstreet Company. In February of the following year the defendant failed, and it then appeared that the statements made by him to the Bradstreet Company and to others were false. The plaintiffs thereupon brought suit against the defendant for obtaining goods under false and fraudulent representations, and had him arrested. The defendant contended that he had made no representations to the plaintiffs or their agents, and that therefore he was not liable in the action. The court, in charging the jury, following the decisions of the New York Court of Appeals and of the Michigan Supreme Court, said that a person furnishing information to a mercantile agency in relation to his own circumstances, means and pecuniary responsibility can have no other motive for so doing than to enable the agency to communicate such information to persons who may be interested in obtaining it for their guidance in giving credit to the party; and if a merchant furnishes to such an agency a willfully false statement of his circumstances or pecuniary ability, with intent to obtain a standing and credit to which he knows that he is not justly entitled, and thus to defraud whoever may resort to the agency, and in reliance upon the false information there lodged extend a credit to him; there is no reason why his liability to any party defrauded by those means should not be the same as if he had made the false representation directly to the party injured. The plaintiffs recovered judgment in the case.

PRE-EXISTING DEBT.

One who buys at a voluntary sale from his debtor and pays no money, but credits the amount of the consideration upon a pre-existing debt, is not a bona fide purchaser for value according to the decision of the Texas Supreme Court in the case of Overstreet vs. Manning.

RIGHT TO PUT SIGNS ON LEASED PREMISES.

The question was lately presented in the New York Supreme Court whether a tenant has the right to use the outside wall of the premises demised to him for advertising purposes, a question not before decided in New York State. The question arose upon an application by the tenant of a portion of a building in New York city for an injunction to prevent the landlord from erasing certain decorative signs which the tenant had had painted upon the outside wall of his portion of the building. The court held that the injunction should issue, inasmuch as it was shown that the paintings did not extend beyond the premises leased to the tenant, and there were no restrictions as to signs in the lease.

Largest Check Ever Drawn.

In the negotiations made a few years since by the English Government for \$50,000,000, the successful contractors were the Messrs. Rothschilds; and having been supported by subscriptions of friends, they were, of course, recognized as the acting firm in that important transaction. In paying the first deposit toward this amount to the Government, the check they drew was for the sum of \$5,000,000. This bank check was probably the largest ever drawn at once by one private banking house.

If your customers know that your goods come from houses known to be at the head of the trade, they will have confidence that they will prove as you represent them, for they naturally reason that such houses did not gain their reputation by selling shoddy articles.

Pacific Coast Salmon.

This industry has, for the last two or three years, been an exceedingly profitable one on the Pacific coast. Last year the year of the pool, managed by Wm. T. Coleman & Co., that resulted in very large profits for the syndicate. Some 600,000 cases were controlled, and prices were advanced \$1 a case. This year salmon opened \$1 a case higher than the opening prices of last year, and 750,000 cases have been sold at prices that will realize a very handsome profit to the carrier. The principal operators have been again Messrs. Coleman & Co., who claim to have sold between 400,000 and 500,000 cases already. They will control on commission consolidated packs of the Sacramento river and Alaska, besides the product of some fifteen canneries on the Columbia river and the principal outside packs. This concentration has enabled prices to be firmly maintained, and it is said that at no time in the past has the salmon-packing industry of the Pacific coast been upon a more substantial financial basis. Great preparations are being made for the present season's pack, but the fish have hardly yet commenced to run. It is estimated that from 1,000,000 to 1,250,000 cases of salmon will be put up on the Pacific coast.

The Wall-Paper Pool.

Reports are current that the wall-paper pool is in danger of dissolution. The cause appears to be that establishments outside the pool will not agree with the pool as to a policy. The official pool year ends June 30, 1887. It is stated, however, that the pool is already practically broken and that rates are being cut. As four of the most popular non-pool concerns refuse to be bound any longer, many believe that an amicable settlement is out of the question.

No one becomes an artist in any profession without study and practice. You will never become an artist in selling goods in any other manner. Therefore, study your failures, study your customers; study yourself and know all about the goods you handle.

The universal sale of "Tansill's Punch" 5-cent cigar is proof of its extraordinary merit. 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 demonstrated by the testimony of their numerous agents located in every state and territory.—New England Grocer.

CHARLES A. COYE,
Successor to
A. Coye & Son,
DEALER IN
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Oiled Clothing,
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Flags & Banners made to order.
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ORANGES

LEMONS

1865
PUTNAM & BROOKS
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AND
FRUIT
1887

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THE OLDEST. THE LARGEST. THE BEST.
The best of Testimonials from every State and Territory.

Iron Roofing & Corrugated Iron
PORTER IRON ROOFING CO. CINCINNATI, OHIO.

J. T. BELL & CO.,
Wholesale Fruits and Produce,
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FRUITS **A. D. SPANGLER & CO.**
General Commission Merchants,
PRODUCE, NUTS, BERRIES, ETC. Consignments Solicited.
200 and 202 North Washington Ave., East Saginaw, Mich.

TIME TABLES.

Lake Shore & Michigan Southern.			
Kalamazoo Division.			
Leave.		Arrive.	
Ex. & Mail, N. Y. Mail.	N. Y. Mail, N. Y. Ex.		
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Drugs & Medicines

State Board of Pharmacy.

One Year—Jacob Jenson, Muskegon.
Two Years—James Vernon, Detroit.
Three Years—Ottmar Eberbach, Ann Arbor.
Four Years—Geo. McDonald, Kalamazoo.
Five Years—Stanley E. Park, Owasco.
President—Ottmar Eberbach.
Secretary—Jacob Jenson.
Treasurer—James Vernon.
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, Lehigh.
Third Vice-President—Frank Ingalls, Detroit.
Secretary—S. E. Parkhill, Owasco.
Treasurer—Wm. Dupont, Detroit.
Executive Committee—Geo. W. Crocker, J. G. Johnson, Frank Wells, Geo. Gundrum and Jacob Jenson.
Local Secretary—Guy M. Harwood, Petoskey.
Next Place of Meeting—At Petoskey, July 12, 13 and 14.

Grand Rapids Pharmaceutical Society.

ORGANIZED OCTOBER 9, 1884.
President—Geo. G. Ricketts.
Vice-President—H. E. Locher.
Secretary—Frank H. Ricketts.
Treasurer—Henry B. Fairchild.
Board of Censors—President, Vice-President and Secretary.

Central Michigan Druggists' Association.

President—John E. Peck, M. B. Kimm, Wm. H. VanLeuven, Harwood, Lehigh.
Vice-President—Wm. E. White and Wm. L. White.
Secretary—S. E. Parkhill, Owasco.
Committee on Trade Matters—John E. Peck, H. B. Fairchild and Hugo W. White.
Committee on Legislation—R. A. McWilliams, Theo. Kemink and W. H. Tibbo.
Committee on Pharmacy—W. L. White, A. C. Bauer and Isaac Watts.
Regular Meetings—First Thursday evening in each month.
Annual Meeting—First Thursday evening in November.
Next Meeting—Thursday evening, June 2, at the Tradesmen's Office.

Detroit Pharmaceutical Society.

ORGANIZED OCTOBER, 1883.
President—A. F. Parker.
First Vice-President—Frank Ingalls.
Second Vice-President—J. C. Mueller.
Secretary and Treasurer—A. W. Allen.
Assistant Secretary and Treasurer—H. McRae.
Annual Meeting—First Wednesday in each month.
Regular Meetings—First Wednesday in each month.

Berrien County Pharmaceutical Society.

President, H. M. Dean; Secretary, Henry Kephart.

Clinton County Druggists' Association.

President, A. O. Hunt; Secretary, A. S. Wallace.

Jackson County Pharmaceutical Ass'n.

President, R. F. Latimer; Secretary, F. A. King.

Mason County Pharmaceutical Society.

President, F. N. Latimer; Secretary, Wm. Heysett.

Meosota County Pharmaceutical Society.

President, C. H. Wagener; Secretary, A. H. Webber.

Monroe County Pharmaceutical Society.

President, S. M. Sackett; Secretary, Julius Weiss.

Muskegon County Druggists' Association.

President, W. B. Wilson; Secretary, Geo. Wheeler.

Muskegon Drug Clerks' Association.

President, E. C. Bond; Secretary, Geo. L. LeFevre.

Newaygo County Pharmaceutical Society.

President, J. F. A. Raider; Secretary, N. S. Miller.

Oceana County Pharmaceutical Society.

President, F. W. Fincher; Secretary, Frank Cady.

Saginaw County Pharmaceutical Society.

President, Jay Smith; Secretary, D. E. Prall.

Shawassee County Pharmaceutical Society.

President, E. A. Bullard; Secretary, C. E. Stoddard.

Should Worm-Eaten Drugs be Used for Making Pharmaceutical Preparations.

OTTO A. WALL, M. D., PH. G.

The subject of insects injurious to dried and prepared vegetable or animal substances has never received the attention its importance demands, possibly because any single individual's risk of loss is not sufficient to take the labor and time that is necessary for the pursuit of a study so comparatively new.

The money interests involved are enormous, as all kinds of organic substances are subject to injury from the depredations of these minute but numerous foes.

Already while still living, vegetables and animals are threatened with injury and often are totally destroyed by these pests; it is only necessary to remind one of the wide-spread devastations of the vineyards by *Phylloxera*, or the extensive destruction of forest timber by certain bugs, which, both in the larval and perfect forms, burrow in the wood of the living trees until these are completely destroyed and millions of dollars' worth of lumber rendered unfit for use. The wood in our buildings and ships, furniture and wood-work of all kinds, dried parts of plants such as drugs or herbarium specimens, dried animal substances such as furs or woolen clothing, tapestries, carpets, upholstery, animal drugs or stuffed museum specimens, all are liable to the same injury and ultimate destruction.

The study of the animal foes of growing vegetation has been carried on to a certain extent at the expense of various governments for the protection of the agricultural interests, but the study of the insects injurious to the other objects enumerated above has mainly been left to individual enterprise. The study of the foes of dry drugs which is of especial interest to us pharmacists has, by this means, been almost wholly neglected. During last year, it is true, a valuable contribution to our knowledge on this subject was published by M. Lojander, of Strasbourg, in the *Archives de Pharmacie*, which gave much information, and has probably stimulated others to pay more attention to this subject. But even this paper, while it gives us a few dozen names of vegetable insects, tells us but little in regard to protecting ourselves against loss, which, after all, is the main utilitarian object of this study. M. Lojander says that "our means of defense against all these pests are yet very weak and insufficient, because, until now, but little attention has been given to the subject." He proceeds to mention the use of camphor and chloroform vapor, but admits that these income the insects and they soon recover; heating, when the nature of the drug permits, he thinks the best method of destroying these insects, their larvae, and ova, and mites, and therefore the best means of protecting and preserving our drugs when these little beings have once made their appearance.

Meanwhile the destruction goes on, and every pharmacist has a smaller or greater number of packages of drugs ruined each year. The question arises, what, if anything, can we do with these drugs when thus worm-eaten? Is the only thing we can properly do to throw them away, or can they be used in making pharmaceutical preparations? This question was suggested to my mind, when I read the following in a paper recently published in one of the pharmaceutical journals:

"Another syrup largely used, especially in quinine mixtures, is syrup of licorice. Take six ounces of your old worm-eaten stick licorice. The licorice is yet good, only the starch eaten out. Break it into small pieces and pack in conical percolator, with alternate layers of cotton or straw;" then follow directions to percolate and make the syrup.

The above quotation contains a statement which is absurd on the very face of it. Extract of licorice is so intimately mixed with the starch, and the grains of the latter are so completely embedded in the extractive matter, that it would be absolutely impossible for an insect or mite to get at the starch without at the same time eating the extract. Moreover, the insect, small as it is, is yet microscopic as compared with the microscopic size of the starch grains. This is at once apparent on merely examining the diameter of a hole made by such an insect in the stick licorice. But the insects are probably just as fond of the sweet extract as the average small boy, and the probability is that they eat the starch merely because they don't know how to get at the extract without also eating it. This statement, then, was probably an error based on the recollection of what takes place in worm-eaten jalap tubers. In this drug we find parenchyma cells filled with starch, measuring about 1-500 inch in transverse diameter, and a little more in length; and among them, isolated in groups of two or three, resin cells about 1-225 inch in transverse diameter and occasionally up to 1-120 inch or more in length. These latter contain no starch, but only resin, and they are surrounded by the insects, which live in jalap, so that all the resin remains in the most honey-combed worm-eaten jalap; and, therefore, weight for weight, the worm-eaten jalap is more valuable than the fresh and sound. But such worm-eaten jalap is only good for making resin of jalap and not for making abstract of jalap, nor powdered jalap, or tincture, or fluid extract, for several reasons. If we make no allowance for the loss of weight by being worm-eaten these preparations would be too strong, while whether we make these preparations with or without proper allowance the finished product will contain not only the extractive matter and resin of the jalap, but the extractive matter of the insects, larvae, ova, and excrements as well. These latter are not very appetizing, but we might be told that this cannot hurt the patient, for he doesn't know it. Well, the patients will soon know it, if such formulae become at all common in our periodicals.

I remember a revolt, when at college, on account of "worms" (larvae) in our soup which had been prepared with pearled barley. The argument of the principal that he could not be expected to throw away the pearled barley merely because it contained a few worms, and that, besides, "these worms are nourishing, anyhow," did not convince these boys, and no soup containing pearled barley was eaten during the remainder of that session. A strike of this kind on the part of the public who become aware, in any way, that worm-eaten drugs were used by any pharmacist would not prove pleasant to the latter.

In making resin of jalap, probably no contamination of the finished product with the insects and their excrements can occur, and the use of the worm-eaten drug is, therefore, perhaps not so objectionable.

But there is another point. The insects are not necessarily without physiological action on the patients. The irritating properties of arnica, in producing eczematous eruptions in some cases, or vomiting, when taken internally, have been ascribed by some to the little insect which is sometimes found in the drug (*Tripteta Arnicivora*, Leu). It is true that this has been denied by others, but it is at least quite likely that some of these insects, their larvae, ova, or excrements, may have some effect to nauseate the patient or render the medicine offensive. If they have, their presence is positively injurious.

But insects may prove injurious in another way, indirectly. There may be some that, instead of eating only or mainly the starch, prefer to eat the active ingredients, or constituents of the drugs, thus deteriorating them in medical value much more than in proportion to the weight actually consumed. The medicine would, in such a case, fail to act with sufficient energy.

There is no doubt that in many cases the remains of a worm-eaten drug are in every regard as active and good as while sound. In other cases, by eating out the inert matter, the strength may be increased, as in jalap, and perhaps in ginger. In other cases, the drug may have an altered action, either because the active principles are attached by preference, or as in angelica root, because the spongy condition of the worm-eaten drug allows the more ready escape of the volatile oil on which the activity depends; or, perhaps the readier oxidation of the volatile oil and consequent change to a less active resin; or, because the animal substances themselves are irritant, purging, diuretic, or in any other way active, and this activity is added to that of the drug itself. Even when perfectly bland, the preparations are not appetizing; and as little as we want our cooks to use up all old food-stuffs, merely fishing out the cockroaches, should we expect our patients to take preparations

in which these offensive animal substances are contained?

When drugs become worm-eaten they should be thrown away, unless, indeed, they may be utilized for the manufacture of isolated principles by processes which preclude all possibility of the presence of the extraneous matter of the insects and their excrements in the finished product.

The idea of using old, worm-eaten food-stuffs would not be tolerated by a refined community, and a restaurateur of whom it was known that his materials and kitchen would not bear inspection in this regard, would deservedly lose his customers. The same should be true of pharmacists. Besides, if the use of worm-eaten drugs is urged on the score of economy, it is an argument which applies equally well in favor of all cheap and inferior goods.

We can control the destruction of our goods to a great extent by judicious purchase of suitable quantities for use within a reasonable time, and by careful packing of what we have on hand; but a still greater step in the solution of this question will be made when it becomes a common practice to work up our crude drugs into fluid extracts while they are still fresh, and then use these fluid extracts to make the other pharmaceutical preparations that may be required.

A Patent Medicine Forger Sentenced.

Judge Mitchell of Philadelphia last week sentenced J. Richardson Parke, convicted of selling spurious patent medicines with forged labels, to six months' imprisonment from the date of his commitment, March 24. Albert Fetters, a confederate of Parke, was discharged, and Jeremiah Opydyke, another confederate, was held on a charge of larceny, brought against him by Parke.

Last year the druggists of that city suspected that the medicines sold by Parke at his place, 240 South Tenth street, were not what they were represented to be. A meeting of representatives of the leading firms was held and detectives were employed to purchase bottles of the medicine. The contents of these bottles were found to be worthless imitations of the real preparations. Opydyke was supposed to be a compounder of this stuff, and Fetters was understood to be interested in it as well.

Through the agency of the detectives, Opydyke gave sufficient evidence to convict Parke. It was arranged by the detectives that a man named Wiltbank, a dealer in patent medicines, on Fifth street, below South, should make Fetters and Opydyke believe he wanted the medicines for use in his business. Interested persons were hid in the store and saw Fetters deliver the medicines and overheard what he said about them.

On their evidence Fetters was arrested and warrants were issued for Parke and Opydyke. Fetters and Opydyke were tried first. They pleaded guilty and their sentence was deferred until after the conviction of Parke.

In the course of the trial Opydyke testified to having used the most disgusting materials in the preparation of the spurious goods. Parke, to invalidate his testimony, or from revenge, preferred a charge of larceny against him, for which he is now held to answer.

A Chinese Anæsthetic.

A curious account of a Chinese anæsthetic is given in *Novæ Remedies* (April, p. 165). It appears that Dr. W. Lambuth mentions in his third annual report of the Szechow hospital, an experiment made, at the suggestion of a Chinese doctor, with this preparation. A substance resembling wax, but harder, and semi-transparent, in the form of a tablet, was cut into small pieces and digested in water for twenty-four hours, together with a small, white, woody excrescence. The liquid was then found by Dr. Lambuth to possess well marked anæsthetic properties. It was found that a numbness of the lips and tongue was produced, and that the finger immersed in the solution for some minutes could then be pricked with a needle without any pain being felt. The tablet was described as being the juice of the eyes of a frog. It was probably the substance obtained by the Chinese by placing a frog in a jar containing flour and irritating the animal, when it exudes a liquid which forms a paste with the flour. This is then dried and made into cakes bearing some resemblance to button lac. If the anæsthetic property be due to the frogs' excretion, and not to the white woody excrescence above mentioned, the fact suggests the possibility of the animal using the secretion to deaden the pain to which it might be subjected by its enemies.

Opium in the East.

From the Oil, Paint and Drug Reporter.

An agreement has been arrived at by the Opium Commission which sat at Hong Kong last year in pursuance of the Chefoo agreement of 1876 and the additional article of 1885. The scheme which forms the basis of the agreement, and which is approved by her Majesty's government, is that Hong Kong undertakes to introduce a law preventing the import and export of raw opium in less quantities than one chest and rendering illegal the possession of raw opium less than one chest, except by a person who farms the prepared-opium privilege, on the condition that China makes a similar arrangement with Macao, and that Hong Kong may repeal the law if it is found to work detriment to the revenue and trade of the colony. The customs stations near Hong Kong and Macao will be under the Inspector-General of Foreign Customs, and an officer of foreign customs will be stationed at Kooloon, in Chinese territory who will be empowered to issue opium clear-

ances at the new rate, and investigate complaints by junks against native customs or cruizers. The Hong Kong government has the right to be represented at such investigations. Junks trading between Chinese ports and Hong Kong will be charged the same dues as those between China and Macao, and be subject only to dues payable at ports of clearance or destination. This applies to all goods, and not opium only, and will greatly benefit trade. It is hoped that the scheme will put an end to the so-called blockade, a source of constant complaint to merchants. It is rumored that the law will be opposed by the local opium merchants, but the general opinion seems favorable.

The Drug Market.

Trade continues active, with but few changes to note. Opium, on the strength of a material advance abroad (equal to 30c at 40c), has rapidly hardened in price here and up to \$4.50 is asked to-day. Over 100 cases changed hand in New York in two days. Higher prices are looked for this week. Powdered opium has also advanced. Morphia commands a premium over manufacturers' prices from outside hands in New York and an advance by P. & W. is looked for every hour. Quinine is steady, with light demand for the season, although the low prices showed no alteration. Citric acid is very firm. Balsam copaiba is easier. Balsam tolu is advancing. Cocoa butter has advanced and is very firm. Camphor gum continues scarce and high. Canary seed is easier. Hemp seed is firm. Oil wintergreen is advancing. The alcohol market is unsettled.

Reduced Rates for Petoskey.

At the meeting of the passenger agents of the various railway lines in the State, held at Detroit last Friday, delegates to the Petoskey convention of the Michigan State Pharmaceutical Association were granted one and one-third fare, the same as prevailed years. Persons intending to go to the convention must obtain reduced rate certificates of Secretary Parkhill, the same as heretofore.

Berrien County Pharmaceutical Society.

BERRIEN SPRINGS, May 16, 1887.

The second meeting of the Berrien County Pharmaceutical Society will be held at St. Joseph Wednesday, June 1.

It will be to your interest to attend, as important matters will come before the society.

Yours truly,
HENRY KEPHART, Sec'y.

Mint Growers on Dementolized Oil.

The following resolution was recently adopted by the Mint Growers' Association of Florence, St. Joseph county:

WHEREAS, Menthol is being extracted from peppermint oil to some extent, and parties in New York State are endeavoring to exalt their product by circulating reports to druggists to beware of Michigan oil, that it is all dementolized, etc.; and

WHEREAS, We know that such reports do not apply to the general grower of peppermint in Michigan, therefore

Resolved, That we deem such reports unjust to the mint grower; that we will make every effort to put our oil in the market in prime condition; that no member of this Association shall extract menthol, nor deal in menthol or dementolized oil in any manner whatever.

Minor Drug Notes.

Florida is coming to the front as an opium-growing district.

Extract of whale is said to be more valuable medicinally than extract of beef.

It is claimed that arsenic wafers are made for the accommodation of arsenic eaters.

The *Canada Pharmaceutical Journal* shows that some of the laudanum labels direct too large doses of that popular preparation.

The *Druggists' Bulletin* reports an instance of gross adulteration of selditz powders with effloresced glauber salt, substituted for the rochele salt of the genuine article.

The Virginia Pharmaceutical Association refused to accept ladies as members at a recent meeting. This is the first association in the country which has taken such a stand.

Michigan Drug Exchange.
375 South Union St., Grand Rapids.
AGENTS FOR THE
Standard Petit Ledger.
WANTED—Registered pharmacists and assistants who are sober, industrious and willing to work.
FOR SALE—Stock of about \$500 in town of 800 inhabitants. No other drug store in town.
FOR SALE—Stock of about \$2,200, in town of 800 inhabitants, in central part of state.
FOR SALE—Stock of \$2,500, in town of 800 inhabitants in western part of state. Will exchange for good farm.
FOR SALE—Stock of about \$1,800, in town of 1,000 inhabitants in eastern part of state. Liberal discount.
FOR SALE—Stock of \$4,000, in town of about 4,000 inhabitants. Will sell either by estimate or inventory.
FOR SALE—Stock of \$6,000, well located in Grand Rapids. Will sell whole stock, but would prefer to sell half interest to party capable of taking charge of entire business.
FOR SALE—Stock of \$3,000, in town of 1,000 inhabitants in western part of state. Average daily sales about \$25.
ALSO—Many other stocks, the particulars of which we will furnish on application.
TO DRUGGISTS—Wishing to secure clerks we will furnish the address and full particulars of those on our list free.
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.

WHOLESALE PRICES CURRENT.
Advanced—Opium, opium po., cocoa butter.
ACIDUM.
Aceticum..... 82 10
Benzonolium, German..... 80 10
Carbolicum..... 45 50
Tricicum..... 30 50
Hydrochloric..... 30 50
Nitricum..... 10 12
Oxalicum..... 11 12
Sulphuric..... 12 12
Tannicum..... 1 40
Tartaricum..... 50 53
ANIMONIA.
Aqua, 16 deg..... 30 5
Myricina..... 12 12
Carbonas..... 11 12
Chloridum..... 12 14
BACCAE.
Cubebae (no. 1, 25)..... 1 20
Juniperus..... 1 20
Xanthoxylum..... 2 50
CAPSAICA.
Capsaicum..... 55 60
Peru..... 1 10
Terabin, Canada..... 50 55
Tolutan..... 40 45
CORTEX.
Abies, Canadian..... 18
Cassia..... 11
Cinchona Flava..... 11
Cinchona Atropur..... 11
Myrica Cerifera, po..... 12
Prunus Virginica..... 12
Quilua, gr..... 12
Sassafras..... 12
Ulmus..... 12
Ulmus Po (Ground 12)..... 10
EXTRACTUM.
Glycerhiza Glabra..... 24 25
Haematox, 15 b boxes..... 8 50
Socotrine, po..... 12
Socotrine, po..... 12
FERRUM.
Carbonate Precip..... 15
Citrate and Quinia..... 25 50
Glycine Sulfate..... 15
Ferrocyanidum Sol..... 50
Solut Chloride..... 15
Sulphate, com, 1, (bbl. 75)..... 1 40
FOLIA.
Barosma..... 12 15
Cassia Acutifolia, Tinnivelly..... 20 25
Cassia Alx..... 30 50
Salvia officinalis, 1/2 a 1/2..... 10 12
Ura Ursi..... 20 10
GUMMI.
Acacia, 1st picked..... 21 00
" 2nd..... 20 00
" 3rd..... 20 00
" Sifted sorts..... 20 00
Aloe, Barb, (po. 20)..... 50 60
" Cape, (po. 20)..... 50 60
" Socotrine, (po. 50)..... 50 60
Ammonia, po..... 25 30
Assafoetida, (po. 30)..... 25 30
Benzoinum..... 25 30
Benzoinum, gr..... 25 30
Catechu, 1/2, 1/4, 1/8, 1/16..... 10 12
Euphorbium, po..... 30 40
Galbanum..... 30 40
Gamboge, po..... 30 40
Guaiacum, (po. 45)..... 30 40
Kino, (po. 25)..... 30 40
Sassafras, (po. 25)..... 30 40
Myrrh, (po. 40)..... 30 40
Opil, (po. 5 75)..... 30 40
Sheela..... 30 40
Tragacanth..... 30 40
HERBA—In ounce packages.
Absinthium..... 25
Eupatorium..... 25
Lobelia..... 25
Majorum..... 25
Mentha Pulegiata..... 25
" Vir..... 25
Rue..... 25
Tanacetum, V..... 25
Thymus, V..... 25
MAGNESIA.
Calcined, Pat..... 50 60
Carbonate, Pat..... 50 60
Carbonate, K. & M..... 50 60
Carbonate, Jennings..... 50 60
OLEUM.
Absinthium..... 4 50
Amygdale, Amaræ..... 7 00
Anisi..... 2 15
Cassia Cortex..... 2 15
Bergamot..... 2 15
Cajuputi..... 2 15
Caryophylli..... 2 15
Cassia Pileolata..... 2 15
Chenopodi..... 2 15
Cinnamomi..... 2 15
Coriandri..... 2 15
Contum Mac..... 2 15
Copaiba..... 2 15
Cubebae..... 2 15
Erechtithia..... 2 15
Erigeron..... 2 15
Gaultheria..... 2 15
Geranium..... 2 15
Gossypii, Sem,..... 2 15
Hedeoma..... 2 15
Juniperi..... 2 15
Lavandula..... 2 15
Limonis..... 2 15
Lini, gal..... 2 15
Mentha Piper..... 2 15
Mentha Verid..... 2 15
Morruae, gal..... 2 15
Myrica..... 2 15
Neroli..... 2 15
Pice Liquida, (gal. 50)..... 2 15
Ricini..... 2 15
Rosmarini..... 2 15
Sassafras..... 2 15
Succini..... 2 15
Sabinæ..... 2 15
Santal..... 2 15
Sassafras..... 2 15
Sinapis, ess, 5..... 2 15
Tigil..... 2 15
Thym..... 2 15
" opt..... 2 15
Theobromas..... 2 15
POTASSIUM.
Bichromate..... 72 14
Bromide..... 45 15
Chlorate, (po. 25)..... 30 25
Iodide..... 30 25
Prussiate..... 25 28
RADIX.
Aithæa..... 25 30
Arum, po..... 25 30
Calamus..... 25 30
Gentiana, (po. 15)..... 10 12
Glycerhiza, (po. 15)..... 10 12
Hydrastis Canadian, (po. 30)..... 15 20
Hellebore, Alba, po..... 15 20
Iulia, po..... 15 20
Ipecac, po..... 15 20
Jalapa, pr..... 15 20
Maranta, 1/2..... 15 20
Podophyllum, po..... 15 20
Rhei..... 15 20
" cut..... 15 20
Sanguinaria, (po. 25)..... 15 20
Serpentaria..... 15 20
Senega..... 15 20
Smilax, Officialis, H..... 15 20
Scliaæ, (po. 35)..... 15 20
Symplocarpus, Foetidum..... 15 20
Valeriana, English, (po. 30)..... 15 20
" German..... 15 20
SEMIN.
Anisum, (po. 25)..... 17
Anisum, (gravoletis)..... 17
Bird, 1/2..... 17
Carui, (po. 20)..... 17
Cardamom..... 17
Coriandrum..... 17
Cannabis Sativa..... 17
Cydonium..... 17
Chenopodium..... 17
Dipterix Odorata..... 17
Foeniculum..... 17
Foenugreek, po..... 17
Juniperi, (po. 25)..... 17
Lini, gr, (bbl. 3)..... 17
Phalaris Canarian..... 17
Sina, 1/2..... 17
Sinapis, Albu..... 17
Nigra..... 17
SPIRITUS.
Frumentum, W. D. & Co..... 2 00
Frumentum, D. F. B..... 2 00
Frumentum, 1/2..... 2 00
Juniperis Co. O. T..... 2 00
Juniperis Co..... 2 00
Sacharum N. E..... 2 00
Spt. Vini Galli..... 2 00
Vini Oporo..... 2 00
Vini Alba..... 2 00

SPONGES.
Florida sheeps' wool, carriage..... 2 35
Nassau do do..... 2 00
Valvet Ert do do..... 1 10
Extra Ye do do..... 85
Grass do do..... 65
Hard for salate use..... 75
Yellow Reef, do..... 1 40
MISCELLANEOUS.
Ether, Spts Nitros, 3 F..... 25 25
Ether, Spts Nitros, 1 F..... 25 25
Alumen..... 25 25
Alumen, ground, (po. 7)..... 25 25
Annaleum..... 25 25
Antimonii, po..... 25 25
Antimonii et Potass Tart..... 25 25
Argent Nitras, 5..... 25 25
Arsenicum..... 25 25
Balm Gilead Bud..... 25 25
Bismuth S. N..... 25 25
Calcium Chlor, (5% 11, 1/2, 12)..... 25 25
Cantharides Russian, po..... 25 25
Capsici Fructus, af..... 25 25
Capsici Fructus, B, po..... 25 25
Caryophyllus, (po. 35)..... 25 25
Carmine, No. 40..... 25 25
Cera Alba, S. & F..... 25 25
Cera Flava..... 25 25
Cocculus..... 25 25
Cassia Fructus..... 25 25
Centauria..... 25 25
Cetaceum..... 25 25
Chloroform..... 25 25
Chloroform, Squibbs..... 25 25
Chloral Hydrate Cryst..... 25 25
Chondrus..... 25 25
Cinchonide, S. & W..... 25 25
Cinchonidine, German..... 25 25
Corks, seal, discount, per cent..... 25 25
Cresotolum..... 25 25
Creta, (bbl. 75)..... 25 25
Creta prep..... 25 25
Creta, precip..... 25 25
Cuprum Sulph..... 25 25
Dextrine..... 25 25
Ether Sulph..... 25 25
Emery, all numbers..... 25 25
Emery, po..... 25 25
Ergota, (po. 60)..... 25 25
Flake White..... 25 25
Galls..... 25 25
Gambier..... 25 25
Gelatin, French..... 25 25
Gelatin, Congo..... 25 25
Glassware Flint, 70x10 by box..... 25 25
Glue, Brown..... 25 25
Glue, White..... 25 25
Humulus..... 25 25
Hydrang Chlor, Cor..... 25 25
Hydrang Oxide Rubrum..... 25 25
Hydrang Ammoniat..... 25 25
Hydrang Unguentum..... 25 25
Hydrargyrum..... 25 25
Ichthyocolla, Am..... 25 25
Indigo..... 25 25
Iodine, Resubi..... 25 25
Iodoform..... 25 25
Liquor Arsen et Hydrang Iod..... 25 25
Liquor Potass Arsenic..... 25 25
Lupuline..... 25 25
Lycopodium..... 25 25
Macis..... 25 25
Magnesia Sulph, (bbl. 14)..... 25 25
Mannia, S. F..... 25 25
Morphia, S. F. & W..... 25 25
Moschus Canton..... 25 25
Myristica, No. 1..... 25 25
Nux Vomica, (po. 20)..... 25 25
Os, Sepia..... 25 25
Picea, H. & P. D. Co..... 25 25
Picea Liq, N. C. 1/2 galls, doz..... 25 25
Picea Liq, quarts..... 25 25
Picea Liq, pints..... 25 25
Piper Hydrang, (po. 80)..... 25 25
Piper Nigra, (po. 22)..... 25 25
Piper Alba, (po. 35)..... 25 25
Piper Nigra, (po. 22)..... 25 25
Piper Alba, (po. 35)..... 25 25
Piper Nigra, (po. 22)..... 25 25
Piper Alba, (po. 35)..... 25 25
Piper Nigra, (po. 22)..... 25 25
Piper Alba, (po. 35)

His Opinion on the Liquor Law—Boring for Gas.

CANT HOOK CORNERS, May 20, 1887.

Editor Tradesman:

DEAR SIR—I have before me the full text of the new liquor law as passed by the House, so I can know what I am talking about. Take it all in all, it is a pretty good law, perhaps as good as we could expect under all the circumstances. The tax on saloonists is pretty high, to be sure, but if it tends to lessen the number of saloons, the ones who do pay it will probably do enough more business to make them whole.

As to druggists, I for one am glad that the bill is a binding one and if it becomes a law I hope every druggist in the State will live up to it square-toed. The worst trouble, heretofore, has been that the majority would not live up to the law, so that those who did, lost trade by it. It is a strange fact, but every druggist knows it to be so, that the majority of people and more especially ladies, are offended when we ask them their name and what they want liquor for. They will stare at you and say "Do you think I want to get drunk? Well, never mind, I can get it over to Bilson's."

The first one to get mad at me when I opened a liquor book was a minister's wife who was the Secretary of our Women's Christian Temperance Union.

Another thing—the ladies, bless their dear unbusinesslike hearts—are the first ones to send a boy or girl on a dead run to the nearest drug store for an ounce of alcohol to rub on Willie's leg, where he hurt it falling out of a tree; or a couple of ounces of brandy, for a terrible gripe she had just discovered in her internal machinery, and she never thinks of sending along a written order, so that the druggist can legally sell it to a minor.

But under this new law she will have to think of it. She will be obliged to uncurl herself long enough to roll off the bed and hunt through three bureau drawers for paper, and two sewing machine drawers for a pencil and then probably the dear creature will get up an order dated wrong and otherwise not according to law. But in case she has no children or they are at school, and she wants to send by her 17 year old hired girl for it then we must let her die, for she is not the parent or guardian. But live or die, we must go according to law, or up goes our pump handle with a \$500 fine. We must all follow the law, brothers, and then if people get mad at one, they can do no better with another.

I think that law ought to be amended so to allow folks to send by the hired girl, or a district messenger boy, in a case of life or death. There ought also to be a section defining the law as to whether a barn-raising can be called "mechanical purposes" or not. I respectfully call the attention of the honorable Senate to these little matters.

I see by the papers that Grand Rapids has struck gas at last after going down pretty near to the old silurian conglomerate, or the premonite brimstone, or something of that kind. I don't exactly catch on to all the learned terms indulged in just now by metropolitan journals. All I can understand is the Trenton lime stone, which I suppose comes from Trenton, N. J. At any rate, it will be a big thing for Grand Rapids if the gas is a fact.

A syndicate of opulent capitalists, among whom your correspondent is prominent, have formed a corporate company with a capital of \$100,000, fifty dollars of which is paid in, to bore for gas at the Corners. They have now got down twenty-five feet, six of which is Michigan muck. They next struck four feet of Ohio lime, then they struck seven feet of Posey county clay, then they struck for wages. As soon as this little matter is adjusted by an assessment on the capital stock, we shall proceed downwards into the bowels of the earth after anything we can find. We are not very all-fired particular what, provided it is something we can turn into money, unless it is a brimstone factory. That would be an indication we would not fancy.

I have another piece of news, Mr. Editor. The graders have got within seven miles of the Corners with the railroad and the iron is laid within twenty-one miles. A party of axe men came through on the line yesterday and cut a hole through Snikes' orchard, north of the grave yard, amid the exclamations of the entire town. The days of the old Cant Hook stage are numbered. Yours boozingly,

SOLIMAN SNOOKS,
General Dealer.

What Does Down Weight Amount To?
It looks innocent enough to give down weight when considered in reference to such particular weighing, but it is the aggregate of the great number of down weights given wherein lies the mischief.
It is a loss of from 1 to 4 per cent. on all sales.
Or a loss of from 10 to 40 per cent. on gross profits.
Or a loss of from 25 to 100 per cent. on net profits.
For what do you do business?
Is it for personal profit, or to give down weight?

Don't dread competition. Meet it manfully when it comes. Accept it smilingly. It will make you put forth your best energies. That will not prove a misfortune, but redound to your good. Buy your goods right, attend to your business closely and well and you need fear no ill result.

H. LEONARD & SONS,

134 to 142 East Fulton St., GRAND RAPIDS, MICH.

List of Last Week
Sent on Application.

Preserve These Advertisements for
Future Reference. Duplicate
Copies of Our Tinware Price

Whisk Broom.

	doz.	gross.
No. 80 Whisk Broom black h'dle.	90	10 60
No. 60 " " " " " "	100	1 00
No. 100 " " " " " "	1 80	
No. 50 " " " " " "	2 00	
No. 30 " " " " " "	4 00	

Sweeping Broom.

Child's Toy Sweeping Broom.....	90	
No. 3 Sweeping Broom.....	2 00	
No. 2 " " " " " ".....	2 25	
No. 1 " " " " " ".....	2 50	
No. 6 " " " " " ".....	2 75	
No. 8 " " " " " ".....	3 00	

Blacking.

Bixby's Best 3 doz. in box No. 4.	45	5 40
Royal Polish or Dressing.	12	11 00

Base Balls.

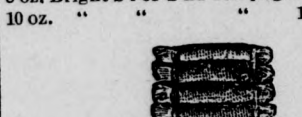
I X L Base Ball.....	38	
Bully Boy Base Ball.....	45	
O Young America Base Ball.....	46	
Boston Club " " " " " ".....	1 75	
Dollar Dead " " " " " ".....	2 00	
First Nine " " " " " ".....	4 00	
American Association Base Ball.....	8 00	
" League " " " " " ".....	12 00	
No. 3 Solid Gray Rubber Balls.....	35	
No. 4 " " " " " ".....	45	
No. 5 " " " " " ".....	65	
No. 6 " " " " " ".....	80	
No. 8 " " " " " ".....	1 20	
No. 9 " " " " " ".....	1 50	
2 inch Hollow Fancy Colored.....	85	
2 1/2 " " " " " ".....	1 25	
3 " " " " " ".....	2 00	
3 1/2 " " " " " ".....	2 10	
3 3/4 " " " " " ".....	4 00	
5 " " " " " ".....	6 50	
8 " " " " " ".....	9 00	

Bells.

No. 0 Brass Ebony Handle.....	40	
No. 2 " " " " " ".....	70	



8 oz. Bright S'l or T'nd doz pkgs 12.	10 00
10 oz. " " " " " " " " 13.	12 00



30 foot Jute Cloth Line.....	44	5 00
60 " " " " " " " ".....	88	10 00
120 " " " " " " " ".....	176	15 00

LUDWIG WINTERNITZ,

STATE AGENT FOR

Fermentum!

The Only Reliable Compressed Yeast.

Manufactured by Riverdale Dist. Co.

106 Kent Street, Grand Rapids, Mich.

TELEPHONE 566.

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

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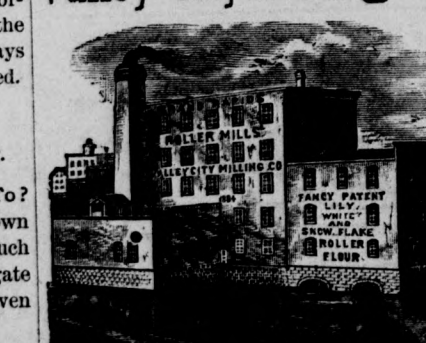
MAGIC COFFEE ROASTER



Robt. S. West,

150 Long St.,
Cleveland, Ohio.

Valley City Milling Co.



OUR LEADING BRANDS:

Roller Champion,
Gilt Edge,
Matchless,
Lily White,
Harvest Queen,
Snow Flake,
White Loaf,
Reliance,
Gold Medal,
Graham.

OUR SPECIALTIES:

Buckwheat Flour, Bye Flour, Granulated Meal, Bolted Meal, Coarse Meal, Bran, Ships, Middlings, Screenings, Corn, Oats, Feed. Write for Prices.

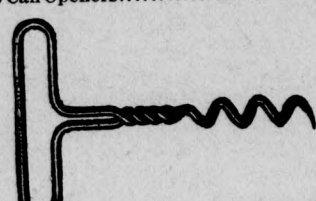
Grand Rapids, Michigan.

Curry Combs.

No. 80 Curry Combs.....	38	4 40
No. 20 " " " " " ".....	85	9 50

Can Openers.

No. 3 Can Openers.....	25	2 90
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Cork Screws.

Garden City Cork Screw.....	40	4 50
No. 3220 Pocket Cork Screw.....	96	11 50

Playing Cards.

No. 218 Squeezer.....	50	
No. 0 Steamboat.....	65	
No. 9 Plain Tally Ho.....	1 50	
No. 9 Gilt " " " " " ".....	2 25	

Hard Rubber Combs.

No. 522-7 1/2 inch.		
No. 500, 6 inch Dressing Combs metal backs.....	40	4 80
No. 500, 7 inch Dressing Combs metal backs.....	46	5 50
No. 520, 6 inch Dressing Combs.....	43	5 00
522, 7 1/2 inch " " " " " ".....	63	7 20
509, 8 " " " " " ".....	68	8 00
602, 7 " " " " " ".....	70	8 25
600, 7 1/2 " " " " " ".....	72	8 50
620, 8 " " " " " ".....	1 25	
164, 1 1/2, Fine Combs.....	25	2 75
40, " " " " " ".....	26	2 85
42, " " " " " ".....	30	3 30
43, " " " " " ".....	33	3 60
168, 12 " " " " " ".....	35	4 15
1129, 4, Pocket Comb.....	48	5 50
1128, 5, " " " " " ".....	65	7 50
616, 7, Barber " " " " " ".....	68	8 50

Chandelier Hooks.

No. 9 1/2 inch with plate.....	50	
32 1/2 3 inch with plate.....	75	
410, 6 " " " " " ".....	90	
410, 8 " " " " " ".....	1 25	
410, 10 " " " " " ".....	1 75	
410, 12 " " " " " ".....	2 00	

Cage Hooks and Springs.

Bird Cage Hooks screw or swing.....	45	
" " " " " " " ".....	65	
" " " " " " " ".....	40	

Egg Beaters.

No. 00 Acme Egg Beater.....	72	8 00
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Flesh Forks.

3 Prong 15 inch Flesh Forks.....	60	7 00
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Fry Pans.

8 inch Acme Fry Pans.....	80	
No. 2 " " " " " ".....	1 75	
4 " " " " " ".....	2 00	
5 " " " " " ".....	2 25	

Fly Fans.

Mechanical Fly Fans each 1 75		
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Gimlets.

Iron Head Nail Gimlet.....	18	2 00
Wood " " " " " ".....	30	3 40
" " spike.....	45	5 25

Glue.

Le Pages Glue with Brush.....	85	10 00
Handy Glue Pots.....	2 40	

Hammers.

No. 8 Coppered Tack Hammer.....	25	2 75
2 1/2 " " " " " ".....	32	3 60

25 Tack Claw on end of Wood handle.....	42	4 75
2 Tack claw on end of Wood handle.....	70	8 00
12 Atz eye Full sized Pl'shd.....	89	10 50
1 Atz eye Full sized Pl'shd.....	2 00	

Hatchets.

400 Toy Hatchet.....	37	4 25
475 " " " " " ".....	85	10 00

Hardware Sundries.

14 Flat Iron Stands Coopered.....	36	4 20
10 Garden Trowel.....	28	3 00
302 Cover lifters.....	30	3 25
17 Tea or Coffee Pot Stands.....	32	3 60
6 inch Garden Trowels Ebony Hdl.....	75	8 50
2 1/2 inch Door Stops, Rubber T'pd.....	40	4 50
Bird Cage Springs.....	33	3 50
Players.....	34	3 75
No. 6 Pincers.....	34	3 75
Wire Nippers.....	32	3 50
Compasses.....	38	4 50
3 Hook Ward Robe Hooks.....	40	
Jack Chair 12 yds in box 7 box 60		
Pocket Alcohol Stoves.....	2 25	
Flower Pots Brackets Swinging.....	1 50	
Glue Pots.....	2 40	
Ice Breakers No. 40.....	1 50	
Ice Hatchets.....	2 00	
Ice Tong No. 2.....	1 80	
Ladies Floral Tools No. 1.....	2 00	
Coat Hangers.....	29	3 25
Pot Chain No. 1.....	72	8 50
Police Whistles.....	48	

Jumping Rope.

No. 1 Jute Jumping Rope with handle.....	30	3 25
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Key Rings.

No. 2 Jute Jumping Rope With Handles.....	40	4 50
No. 4 Jute Jumping Rope With Handles.....	75	8 50

Knife and Fork Boxes.

Wood with Tin Carvers.....	80	9 50
Tin Japanese No. 1.....	89	10 50
Wicker oblong No. 3302.....	2 50	
Fancy " " " " " ".....	10 50	

Mouse Traps.

Oblong 2 holes.....	35	4 00
Round 4 holes.....	70	8 00
No. 3 spring catches them alive.....	1 50	

Poppers.

1 quart Round.....	1 00	
1 " Oblong.....	1 00	
2 " " " " " ".....	2 10	

Potato Mashers Wire.

No. 11 Wire Masher.....	33	3 75
9 " " " " " ".....	78	9 00

Pins.

No. 4 Adamantine Pins.....	14	
2 " " " " " ".....	16	
3 " " " " " ".....	18	
BB No Plus Ultra " " " ".....	35	
F 9 1/4 " " " " " ".....	40	
S C " " " " " ".....	45	
M C " " " " " ".....	48	
F 3/4 Eureka Toilet Rolls.....	70	
S C " " " " " ".....	78	
M. C. " " " " " ".....	85	

No. 3 Daisy Safety Pins.....	25	
2 " " " " " ".....	30	
3 Lindsays Safety Pins.....	25	
2 " " " " " ".....	30	
3 Original.....	30	
2 " " " " " ".....	35	

Lyon Hair Pins in oz pkgs 18 1/2 lb.	45	
Royal Hair Pins Asst Boxes.....	25	
No. 51 or 48 Shell Hair Ornaments.....	25	
40 " " " " " ".....	25	
382 " " " " " ".....	40	
396 " " " " " ".....	40	
397 " " " " " ".....	40	
394 A " " " " " ".....	85	
373 " " " " " ".....	85	

Brilliant Hair Ornaments.

No. 4 Brilliant Hair Ornaments.....	75	
2 " " " " " ".....	75	
1 " " " " " ".....	85	
11 " " " " " ".....	1 50	
13 " " " " " ".....	1 75	
15 " " " " " ".....	2 00	

Rules.

1 foot Boxwood Pocket.....	54	6 50
2 " " " " " ".....	72	8 65

Carpet Sweepers.

No. 5 Bissell Carpet Sweeper.....	17	00
8 " " " " " ".....	20	00
2 Crown Jewell " " " ".....	19	00
Grand Rapids " " " " " ".....	24	00

Or any other style made by the Bissell Carpet Sweeper Co. packed in boxes of 1/2 or 1 doz lots.		
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Screw Drivers.

Sewing Machine Screw Drivers.....	34	3 85
5 inch Full Size " " " ".....	47	5 60

Fire Shovels.

No. 80 Vulcan Fire Shovel.....	38	4 40
130 Tin Hdl " " " ".....	75	8 75
56 20 inch Hollow Handle.....	75	8 75