

# The Michigan Tradesman.

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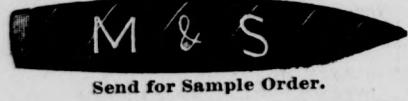
VOL. 4.

GRAND RAPIDS, WEDNESDAY, JUNE 1, 1887.

NO. 193.

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

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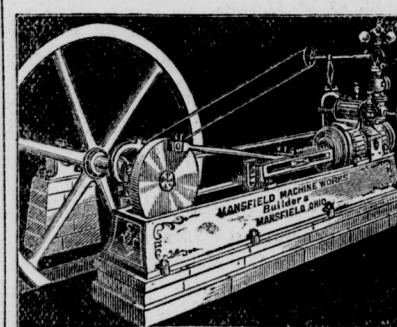
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## A GLANCE AT ENGLAND.

Observations of a Merchant in the Land of Johnny Bull.

Written Especially for THE TRADESMAN.

One of the pleasantest features of a trip to Europe is the ocean voyage in the great steamers now used on all leading lines—steamers that have every advantage of late inventions, such as incandescent lights that make the darkest, stormiest nights light and pleasant inside; electric calls that are so promptly answered by the attentive stewards, even on the lookout for the half sovereign fee at the end of the voyage; the wonderful engines that can drive ships drawing twenty-five feet of water and carrying fifteen hundred souls 400 to 450 miles per day, and using 150 tons of coal in twenty-four hours; with their spacious decks, giving room for 500 or 600 cabin passengers to promenade or recline on the comfortable steamer chairs; their luxurious smoking rooms, the exclusive resort of the gentlemen, where the great American game of poker (fifty cent limit), or the absorbing business of estimating the correct number of miles run during the day and buying the number from the pool, the lucky figure usually bringing its owner from seventy-five to a hundred dollars. These amusements, and many others of a similar nature, are the enticing features that keep the rooms pleasantly filled at all hours. The enforced idleness of steamer life for eight or nine days cannot fail to be of advantage to the business man, and the agreeable acquaintances he is sure to make, and the constant meeting and conversing with men from every part of the world, serve to make the days pass only too quickly; and it is with mingled feelings of regret and anticipation that we prepare to run the gauntlet of the custom-house officers. But in England one is not detained by them as we are on this side, as their free trade laws allow nearly everything but cigars, wines and spirits, to pass through unnoticed. And we are soon ready to take the special train in waiting, for the fast run to London.

The railroads always appear to an American to be a shining example of the "old fogysm" which he is accustomed to ascribe to Old England; and the locked compartments, divided into first, second and third classes, are among the first things noticed by a stranger. Of course, he travels first-class—Americans and princes, they say, always do. But, really, this runs are so short compared with our immense distances, that one cannot blame the average Englishman for saving more than half the fare by traveling third-class, especially as the compartments are nearly the same on through trains, although those of that class are more apt to be crowded. But the roads are always double-tracked, and trains run faster than on this side of the water, so that two or three hours' time is usually the limit of his travel, and he can put up with a little inconvenience while paying only about a penny a mile. A penny, by the way, goes much further there than its American equivalent, two cents; for instance, it will buy enough bread or cake for a lunch, a cup of tea or coffee or a glass of milk; a "tuppence" buys a glass of beer; a half-penny pays for a ride on the street-car. A penny, again, is the fare in the omnibus, the popular English conveyance, which holds sixteen persons inside and twenty-six on top, and which will carry you a couple of miles for one fare. In country towns, a penny pays for a shave and another one for cutting the hair; and, if you wish your hair brushed by machinery—which is certainly very thorough—it still costs only a penny extra.

It is cheaper, of course, to live in England than in America; but that the people, therefore, save more money than they can here does not follow, by any means; as the man who earns \$12 to \$14 per week here would get only \$7 to \$8 per week there. But he would have meat on his table just as often, wear just as good clothes and raise a much larger family than in America. Free trade has certainly made England what she is, as it enables her people to live, and live well enough, on such wages that she is able to undersell the Americans as long as we insist upon paying double for everything we possess, by levying such enormous duties; not that it seems necessary to remove them—as protection, in its turn, has certainly made America what she is to-day and it is certainly a good rule to let well enough alone—but it can only be a question of time when we shall manufacture more goods than we can sell at home, and then free trade will surely come, and England, in that day, will find it difficult to compete with America, if our inventive and natural advantages continue.

There are many things to admire over there and there are many points in which they would do well to adopt some American ideas. Indeed, they are not slow to do so, when the advantages are apparent; as, witness our wooden pavements, sewing machines, street-cars, parlor sleeping cars, elevators and even a crude attempt at copying our baggage checks by using slips of paper. In traveling through England, one is at a loss whether to admire most the perfect system of railways which are always on time, with trains running from forty to six-

ty miles per hour, or the beautiful country passing so rapidly before you, which, owing to the cultivation of centuries, has become a perfect garden on every side, with the carriage roads so smooth and hard, bordered with hedges, lawns and shade trees.

The country towns and farms are still largely owned by old estates, but rents are not excessive, as a poor man can easily find a home for four pounds sterling, or about twenty dollars a year, and always from ten to seventy-five dollars a year. Even the English gentleman does not pay over five or six hundred dollars for a large establishment with ten to fifteen acres. These charges are certainly not excessive; and the Englishman will say that the Irish rents are not even so high as his own, and he cannot understand why the Irish tenant so persistently refuses to pay his rent, as he does in so many cases. That, I think, accounts for the fact that the English people are so much in earnest in regard to the coercion bill—they like to see fair play all around and believe that the Irish landlord has some rights as well as his tenant.

After various trips through the rich and beautiful country and a week or two spent in the manufacturing districts, which are now becoming so thickly populated that the suburbs of many towns are rapidly growing together, I returned to London, that ever-growing city, the immensity of which it is difficult to realize; with its five and a half million people, more, I believe, than all Canada can show; with its massive and ancient buildings, in which business is done and laws are made that affect the entire globe; its narrow and crowded streets, kept in perfect condition and scrupulously clean; its hundreds of omnibuses, always filled inside and out; its thousands of hansom cabs, for which the fare is only six cents a mile for one or two persons, and whose wonderful speed through the crowded streets is at once the admiration and the terror of the occupants and the foot passengers; its underground system of railways, by which, for a trifle, you can reach every section of the city and most of the suburban towns at the rate of forty miles an hour; its rivers; its docks and shipping; its museums; its picture galleries; its parks and gardens; its theaters, and, greatest of all, its Westminster Abbey, around which are clustered memories as interesting to Americans as to the staunchest Tory of them all. These and many more reasons combine to make London the greatest city in the world, and one scarcely wonders at the vanity of the English born, who are proud to believe that they have the largest city, the greatest country, the finest navy, the best government, the wisest queen—and, I will add, the worst climate—the sun ever shone upon.

FRANK E. LEONARD.

## How a Traveling Man Secured a Dress.

In an uptown hotel, says the Philadelphia Item, there is a certain lady boarder, who is in deep mourning for the loss of her best dress. Poor woman. She attempted to play a joke upon a drummer and found the commercial man too sharp for her.

It appears that the drummer in question is a jolly, good natured Virginian, who travels in the state of Texas. He likes to tell stories about his "girls" on the road, and never returns from a trip that he does not have a new one on the string. Being a very popular fellow among the ladies of his hotel, his stories were repeated to them on more than one occasion. The women then tried to shut him up by ringing chestnut bells at first, but that racket wouldn't work. They told him one day there was a certain lady in the house who was growing weaker every day, and it was feared if he did not "let up" he would talk her to death.

"Serve her right," said the drummer. "I would, indeed, be a curiosity if I talked a woman to death."

The same day, while the drummer was out attending to his customers, the women of the hotel got their heads together to put up a job on him. After much talk a scheme was arranged. They would make a dummy, dress it up and place it upon the drummer's bed. When he returned he would be so startled that the stories would all be frightened out of him. There was a great deal of trouble as to whose dress should be used to primp up the dummy, and it fell to the lot of the very lady who proposed the idea.

When the drummer returned that evening all was in readiness, and the ladies crowded around the keyhole of the door, wondering "what he would do when he saw the woman on the bed?" But the drummer was not of the scary kind. He lighted his lamp, and, turning round, beheld the object upon his bed. "Hello, there, old lady," he cried, "ain't you a little out of your district?" As he spoke he touched the object and discovered the hoax. The truth flashed across his mind. The dress was of splendid material, and everything about the dummy was first-class. "This is a good catch," said the drummer. "By George, this rig will just fit my new girl in Waco." And the drummer quietly packed the dress in his trunk, and the next day left on a three months' trip, taking the dress along with him.

## THE DEAD-BEAT.

That Individual the Original Type of the Devil.

Written Especially for THE TRADESMAN.

A friend handed me a late number of your interesting journal, in which I noticed the best thing I ever read on the dead-beat, by "Country Merchant." I am glad to see him take the matter so good-naturedly. If all who are made victims of these social egg-suckers could have the same degree of patience, we might soon arrive at a regular season, whereby the dead-beat could be detected in the early stages of the "disease," and, if he could not be reformed, the honest portion of a community could be safely guarded against his blandishments. But the truth is that the dead-beat, high or low, from the tramp down to the lowest stage of human depravity—as illustrated by the "respectable" and often "zealously religious" and "patriotic" beggar in broadcloth, who gets in the heaviest jobs on his best and most trusting friends—is not, strictly, in a real and scientific sense, to blame. I realize that this will appear to you a most incredible statement for a man to make, but I expect to be credited with sanity and honesty.

Stop a moment and let us consider. It will be noticed, if you watch him for a few years, that every dollar that he swindles out of a trusting simpleton invariably costs him ten dollars, and, in the course of the dead-beat's whole life, from fifty to five hundred for every one. It cannot be disputed by one who will take time to study the history of this character that, in the long run, he pays fully ten prices, at the very least, for all that he gets out of his fellow man's simplicity or stupidity (often mis-called "benevolence").

If we can trust our senses, we are certain that no man ever lived or will live but must desire to "get his money's worth" and obtain the greatest amount of earthly blessings in return for the least expenditure of labor and drudgery. The dead-beat is just as anxious—even more so—to get "cheap" goods as is the honest man, and it is certain that the man who is thoroughly prompt and perfectly reliable, although poor, does, in the course of time, get all his wants supplied at less than one-tenth of what the beat has to pay. Can you possibly believe that the dead-beat really knows that the most exorbitant price will have to be paid, and paid when he least can afford the price—in old age and helplessness—and will surely be charged to and collected of him by a law of nature as resistless as the avenging God of Israel, a law which he cannot dodge or escape?

Now, there's not one among us all, however wise, but has, first or last, made what you editors take a fiendish delight in terming a "dampfool" of himself, in giving ten to twenty dollars for one. I think the term must have sprung into existence in a printing office or a store, by a sort of literary or spiritual "spontaneous combustion" or inspiration, prompted by seeing the finished dead-beat putting in his work and flatter himself that he had "done splendidly" by beating some trusting and compassionate friend. Someone has said that there was not the slightest need in Adam's naming the porker a hog, as anybody would have known it was a "damned hog" the instant he attempted to drive it anywhere, although he had never seen or heard of one before. I think that the term "dampfool," as applied to the dead-beat and he who trusts him, belongs to this species of intuition. If there is any spectacle below the clouds that could set the gods into hysterics of rib-wrenching, liver-rendering explosions of merriment, it must be that of the poor dead-beat, as he goes off with his plunder, flatter himself that he has "just waxed it" to that poor, deluded victim of confidence in man who trusts, and got his goods "cheap."

I tell you a scientific, self-evident truth, when I affirm that if we would stop and reflect a little and look into that wretched sham-human's heart, who thus attempts to withstand the resistless force of industrial and social laws—real laws of nature—we would no more blame him than we would censure a man for trying to drive back with a cotton handkerchief the lightning express, running at the rate of a mile per minute; or him who would attempt to row up Niagara Rapids in a potash kettle, with a crowbar for an oar, blindfolded. No man ever attempted the impossible and knew what he was tackling. A morally-developed man, after trying impossibilities a few times, learns the laws that make certain things impossible and "does so no more." He knows that he must pay the price, first or last, and the prompter he pays, the "cheaper" will he get all good things. But the dead-beat lacks—organically or inherently, as you please to term it—the instinct of duty, the "nerve" which distinguishes man from the beast, and human sense; that is, he is a moral idiot and really knows no more of any law higher than animal hunger and its attendant instincts and passions than a lower animal with paralyzed faculties. Hence, he is simply a "failure" in nature's works—a hog out of his sphere. But he has his uses, also, as a "necessary

evil." Nature planned and designed the dead-beat—and the higher his grade, socially, the lower he becomes morally—for a special purpose. It was necessary that mankind should possess some spiritual standard from which to reckon degrees of manhood, and she created the modern dead-beat as a "new thing under the sun"—a moral thermometer to indicate the very lowest possible degree of human depravity, refined cussedness of idiotic lunacy and colossal stupidity and meanness, her very last herculean effort in diabolical "evolution" and "last ditch" of rebellion against God's laws, thus perfecting her original type of the devil, leaving him without one redeeming trait of man, even in his lowest depths of crime; as brute beasts, demons or anything mean that exists possessing life. He is really the nondescript of the universe and a curiosity in the mental and moral world, an object for philosophers and gods to consider. Let us not censure him but treat him tenderly and examine more closely into that character who loves the good things of life so frantically that he joyfully pays a ten dollar gold piece for every nickel that he gets, and seeks diligently through life for the opportunity of exchanging a solid fortune of real wealth for the merest shadow of good, and succeeds beyond his most ardent expectations in making a total failure of existence. Pass him around for inspection.

C. H. BARLOW.

## Account Books in Evidence.

The Manchester Guardian a short time since presented some remarks concerning the difference between England and American rules of evidence in relation to the admissibility of account books. The following extract will be found of interest:

Most men of business have been told by their lawyers at one time or another that their account books are not admissible as legal evidence in their favor. To merchants and traders who are accustomed to rely upon their books as being accurate down to the slightest detail, and as being entered up under a thorough system of book-keeping, with proper checks to insure a precision that is almost mathematical and mechanical, this legal doctrine seems surprising, at all events for the first time. But they are told all about the English law of evidence—its stringency and its veneration for primary and objection to secondary proof. Fortunately the absurd and technical strictness of these ancient rules of law have of late years been much relaxed, owing mainly to the influence of Bentham. But many points still remain upon which practical reforms are needed. One of the most important of these is as to the admissibility of a merchant's books of account as evidence in a court of justice when properly vouched and produced. In America they take bolder and broader views of this evidence question, as appears from a case in the New York Court of Appeals, noted in a recent number of *Bradstreet's*. It was there held that, in order to prove the number of days' work performed upon a job, a time-book kept by a timekeeper was admissible in evidence, it having been first proved by the gang foreman that he correctly reported each day to the timekeeper the number of men at work upon the job, and by the timekeeper that he correctly entered in his book the time reported to him by the gang foreman. In an English court such a book would not be admitted as evidence. The timekeeper would not have been allowed to prove that he entered correctly what the foreman told him, as that is hearsay; and the foreman would not have been permitted to refer to the timekeeper's book because it was not his handwriting. In strictness we should require the men to be called and prove their own time, although upon references and in county courts this rigid rule is generally evaded. In the New York Court of Appeals they think otherwise, and the judges laid it down that books of that kind are evidence, as it is by this method of accounts that the transactions of business are proved, and business could not be carried on unless such a method were sanctioned. In a large trade the books must be kept by one set of men and entered up from reports received from another. It is in accordance with the usage of business, and the admission of these accounts is often necessary to prevent failure of justice. This seems to us sound reasoning. We have broken into the old rigid rule by the Bankers' Books Evidence act, which allows of certified copies of accounts being produced. We should go a step further and admit properly vouched books of account themselves.

"Well, how has trade been this last winter?" he asked of a merchant in a Wisconsin village. "Fair, sir, very fair." "Then the dull times have not affected you?" "Not a bit. One of my clerks stole thirty yards of silk and paid me \$1,500 to settle, and another gobbled \$130 in cash and turned over a house and lot worth \$3,000 to keep out of court. Times are all right, sir, perfectly right."—*Wall Street News*.

The more strictly methodical a business is conducted, provided it insures correctness and proper dispatch, the nearer it will approach success.



# The Michigan Tradesman.

A JOURNAL DEVOTED TO THE  
RETAIL TRADE OF THE WOLVERINE STATE.

E. A. STOWE, Editor.

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

WEDNESDAY, JUNE 1, 1897.

## THE PICNIC AND ITS LESSONS.

Had any one suggested, two years ago, that the grocers of Grand Rapids close their doors for a half day and engage in a general holiday at Reed's Lake, he would have been characterized as a crank and his suggestion would have been pronounced an impossibility. Yet such an event occurred last Wednesday, and no one marveled thereat. Should anyone inquire as to the influence which brought about this change in sentiment, THE TRADESMAN is prepared to state, without fear of contradiction, that it is due entirely to the organization of the Retail Grocers' Association, to which may also be attributed many other benefits which were unknown to the grocery trade previous to the formation of the Association.

The gathering on Wednesday is significant in more senses than one. It indicates that the time has gone by when the grocer cannot fraternize with his competitor; that it is no longer true that the grocer will not associate with his clerk; that the love of money or the fear of displeasing his customers no longer prevents the grocer from taking at least a half day's recreation in the course of a year. In these respects, even if no other beneficial results followed, the picnic was a success, in all the term implies. It emphasized the fact that the grocer is a factor in the commercial world—that he is a social creature as well—that he even has rights which others are bound to respect.

Now that the event is a thing of the past, and nothing but pleasant memories remain, it may as well be admitted that the project was entered into with some forebodings, for fear that no considerable number would close their doors. A ride through any business street or a glance at the familiar faces at the picnic, however, would have convinced anyone that the grocer had redeemed himself, and that henceforth and forever he is not to be classed in the category of slaves.

The success of the first annual picnic gives assurance that the second anniversary will be even greater in enjoyment. In the language of the circus agent, "watch for the day and date."

The act incorporating the State and local associations of Michigan, the full text of which is given in another column, will place the organizations on a somewhat different basis, inasmuch as they will then be regularly authorized bodies, having status in the law. The expense of incorporation is inconsiderable, probably not exceeding \$2 per association, while the advantages over the old method will be many and important. Those associations now auxiliary to the State body can become incorporated by securing a charter from the parent organization and all associations hereafter formed in the State will be organized on the new plan. THE TRADESMAN was not favorable to the idea of incorporation when it was broached at the State convention in March, but has since had occasion to change front, as it is satisfied that the association work of the State would be improved by more uniformity—each organization working under the same rules and general laws as its neighbor.

Thurber, Whyland & Co. are the largest wholesale grocery house in the United States. They are also extensive whisky sellers. They publish a house-organ, which nets them \$30,000 a year, and goes through the mails at pound rates, in utter defiance of the law. They control the Retail Grocers' Association, which ostensibly represents the retail grocery trade of New York city. They originated the Pure Food Fraud for the purpose of exalting their house and enriching its partners. Aside from Thurber, Whyland & Co., no reputable jobbing house countenances the movement. The reader can draw his own conclusions.

The Independent Grocer, which has ventured no opinion on the Pure Food Fraud until satisfied that it can speak correctly, comes out flat-footed in opposition to the aims and methods of the alleged "National Pure Food Convention." It characterizes the men advocating the movement—with two exceptions—as charlatans and presents unmistakable proof that they are actuated by wholly selfish motives. The Western exception is Robert M. Floyd, who should improve the opportunity to resign, and thus prevent the West having any share in a scandal which is sure to cause a stretch all over the country.

The hypocrisy of the handful of frauds who style themselves a "National Pure Food Convention" is now shown in all its hideous deformity. Instead of being a band of unselfish trade reformers, they turn out to be a gang of bootlickers. Down with the conspirators!

THE TRADESMAN is confident that its readers will agree with the statement that Mr. Barlow's exposition of the dead-beat, on the first page of this issue, is the best treatise of the kind that has ever appeared in any trade paper.

THE TRADESMAN notes with much satisfaction the increase in building and loan associations in this State. These organizations have accomplished wonders in New England and in Philadelphia and the adoption of similar methods of encouraging economy in Michigan augurs well for the laboring population of the State. The more savings banks and building associations formed, the more homes for people of moderate means, the more promptness in meeting payments, the less liability of strikes and lock-outs. Business men should bear these facts in mind and govern themselves accordingly.

The Postoffice Department having refused to accept the name West Chester for a post-office, owing to its similarity to Chester, THE TRADESMAN suggests the name of Conklin in such connection. The efficient work accomplished by Mr. Conklin in securing a Muskegon branch of the G. R. & I. Railway and the enterprising methods he adopted to make West Chester what it now is, ought to entitle him to all the implied honor involved in naming the town after him.

The illiterate editor of the Retail Grocers' Advocate has talked and written (always in utter disregard of the rules of grammar and common sense) so much about pure food that people generally have come to look upon him as a crank. Yet there appears to be method in his madness. He proposes to unload an unprofitable newspaper venture on the movement for the sum of \$5,000—in other words, he expects to secure that sum for the Consumers' Journal.

A man is judged by the company he keeps. If Robert M. Floyd is an honest man—and THE TRADESMAN believes such to be a fact—he must now resign his connection with the Pure Food Fraud or abide the consequences. The action of the New York contingent of the Fraud, taken while most of the party were mellow with wine—administered by Frank B. Thurber—is a reproach which the movement can never survive.

Because the eighty organizations fostered by the Michigan Business Men's Association refused to take any stock in its savings on the subject of pure food, the editor of the Retail Grocers' Advocate proceeded to read them out of church. Yet the Michigan Associations have already done more in the interest of pure food and correct business methods than Winter and his gang of yawpers will accomplish in a lifetime.

Did you ever hear of a man hunting ducks with a brass band? A parallel is found in the attempt of a half dozen cranks to put down adulterated goods by means of talk and noise. It won't work.

## AMONG THE TRADE.

### GRAND RAPIDS GOSSIP.

Patrick H. O'Brien succeeds O'Brien & Powers in the undertaking business at 29 Canal.

E. W. Bowker, formerly engaged in the bakery business here, is now conducting a pie factory in Saginaw City.

John Van der Veen has engaged in the grocery business on West Leonard street. The stock was purchased here.

R. E. Orser has engaged in the grocery business on East Bridge street. Bulkley, Lemon & Hoops furnished the stock.

Walden & Bjorkman have engaged in the grocery business at Red Jacket. Amos S. Musselman & Co. furnished the stock.

C. C. Tuxbury, general dealer at Sullivan, has added a line of drugs. The Hazeltine & Perkins Drug Co. furnished the stock.

John Liningston has engaged in the grocery and hardware business at Wexford. The stocks were purchased at this market.

### AROUND THE STATE.

Manton—David Huson has engaged in the fruit business.

New Haven—T. Bates succeeds Bates & Nye in general trade.

Burlington—Kennedy Saunders has bought out Elliot Bros.' meat business.

Hancock—J. Stringer succeeds Peter Holman in the grocery business.

Port Huron—S. L. Ballentine succeeds S. L. Ballentine & Co. in general trade.

National Mine—C. T. Reynolds & Co. succeed Jas. Lucks in general trade.

Meosota—C. H. Dennison has bought the restaurant business of Wm. O'Brien.

Homestead—Dean & Woolcott succeed Fuller & Dean in the furniture business.

St. Ignace—Jas. E. Wagley, late of Cross Village, has engaged in business here.

Detroit—Kitching & Vincent succeed Leete & Vincent in the meat business.

Lowell—R. D. Stocking succeeds Stocking & Quick, dealers in musical goods.

Allegan—Calvin Strong expects to open his new boot and shoe store this week.

Stanton—E. D. Hawley succeeds C. S. Weatherwax & Co. in the grocery business.

Ypsilanti—Edward Washburn succeeds Edward Washburn & Co. in general trade.

Elk Rapids—C. T. Lambert, late of Traverse City, has opened a notion store here.

Cheboygan—Joseph Spooner has retired from the meat business and opened a saloon.

Litchfield—Hezmahaleh & Teneyck, furniture dealers, have dissolved, Hezmahaleh succeeding.

St. Johns—Chapin & Mattison succeed Jas. Richardson in the grocery and crockery business.

Hillsdale—Beckhardt & Stone succeed Penfield & Goodrich in the book and stationery business.

West Chester—V. Sinz has erected a two-story building and moved his drug stock here from Trent.

Lansing—J. R. & W. S. Esselstyn succeed Peck, Esselstyn & Co. in the wholesale and retail baking business.

Sault Ste Marie—A. E. Pickard, formerly engaged in business at East Jordan, is now running a restaurant here.

Hastings—C. C. Mason has sold his interest in the furniture establishment of Spangmeyer & Mason to Ira Van Valkenburg.

West Branch—H. N. Eggleston & Co., grocers and dealers in musical instruments, have been closed under chattel mortgage.

Cadillac—J. B. Lankaster, formerly engaged in the drug business at Fife Lake, has taken a position with Fred S. Kieldsen Jackson—Geo. A. W. Dodge and E. R. Warner have consolidated their hardware stocks and united their business under the firm name of Warner & Dodge.

Bronson—The Van Woert & Perky drug stock has been purchased by A. J. Ashbreck and Robert H. Bradley, who will continue in the business under the firm name of Ashbreck & Bradley.

Detroit—Geo. L. Sampson has closed out his wholesale grocery business and purchased an interest in the wholesale furnishing goods business of Brewster & Stanton. Mr. Sampson will take the position in the house rendered vacant by the death of Mr. Brewster.

STRAY FACTS.

Pewamo—E. H. Stevens, the druggist, died suddenly on May 25.

Burlington—Frank Holt succeeds F. L. Barnes in the hotel business.

Muskegon—John Torrence has retired from the sawmill firm of Bertrand & Co.

Greenville—A syndicate of capitalists have engaged in the brick business on a large scale.

Cheboygan—Over 18,000,000 feet of lumber has already been shipped from this place this season.

Detroit—The Third National Bank will increase its capital stock \$100,000, making it \$1,300,000.

Detroit—The Merz Capsule Co. has been incorporated, with a capital stock of \$10,000, of which \$9,000 is paid in.

Holland—R. Weertman has removed his bakery from Zeeland to this place and increased its capacity very materially.

Lansing—The Business Men's Association had under consideration the offer of a large jewelry factory to locate here for a \$10,000 bonus.

Howard City—H. G. Coburn has leased Coburn's Exchange to Friend Dennison, late of Greenville, who takes possession June 1.

Kalamazoo—W. J. Grottemut's grocery store and stock burned on May 26. The loss is \$1,800, being \$600 in excess of the insurance.

Mason—A stock company with \$10,000 capital is being organized to induce John Brennan to remove his knitting factory from Detroit.

Greenville—John H. Bowyer's grocery stock is now in the hands of W. J. Gould & Co., who hold a first mortgage. The assets and liabilities are not made public.

Detroit—The Irish-American Savings Bank is being talked of and will probably be organized with Judge Marston, C. J. O'Flynn, Col. Atkinson, Thomas Nester, James and Jeremiah Dwyer, J. H. Vhay and others on the directory.

MANUFACTURING MATTERS.

Gaines—Jas. B. Swits has purchased the interest of his partner in the grist mill business.

Oakley—F. F. Spiegel has added to his sawmill machinery for manufacturing furniture.

East Saginaw—The Fliege-Sillsbee Furniture Co. will start its new factory in about two weeks.

Cedar Springs—Eli Farr has opened a machine shop, having purchased the machinery in the Rockford shop.

Detroit—The Detroit Potato Chip Co. has become incorporated with a capital stock of \$10,000, of which \$2,500 is paid in.

Greenwood—G. B. Green has purchased the mill of Brach & Johnson. He will cut lumber during the day and shingles at night.

Alpena—E. O. Avery has improved his sawmill by the addition of two steel boilers and a smoke stack. He will soon add shingle machinery.

Ferrysburg—Johnston Bros. have purchased the buildings of the Ottawa Iron Works and have occupied the same with their boiler business.

South Haven—Geo. B. Pomroy succeeds E. P. Lounsbury & Co. in the grocery business and in the manufacture of agricultural implements and buggies.

Manistee—Mr. Buckley, of the sawmill firm of Buckley & Douglas, wagered a box of cigars that their mill would start up at a certain time. The mill was undergoing a course of repairs at the time, but the machinery was started and one log cut. Mr. Buckley won his bet, but the expense of starting up made the cigars cost him about \$1 apiece.

W. E. White, tanner at Lake View, wrote to a Toledo bank, asking as to the personal standing of a would-be customer.

The bank officer replied courteously that he didn't know the man; whereupon White returns to the fray with this persistent inquiry: "Well, what in — do you know, anyhow? I thought every banker in god's country would answer a square question."

## Association Notes.

The business men of Rodney have organized an association in accordance with instructions from the State body.

The Retail Grocers' Association of East Saginaw now includes every grocer in the city. An Association picnic, to be held at Bay City, is under consideration.

Secretary Stanley, in remitting per capita dues for twelve more members of the Battle Creek Retail Grocers' Association, writes: "Our Association is moving along very nicely."

Manton Tribune: Still another. The Kalkaska stove factory will move to Manton. The credit for securing this institution is largely due to the Business Men's Association.

W. H. Dendel, Secretary of the Hopkins Station Business Men's Association, writes as follows: "Our Association is doing good work. We have collected a great many accounts through it."

Two new associations have been formed under the auspices of the Michigan Business Men's Association during the past week and three more associations have become auxiliary to the State body—Otsego with seventeen members, Ewart with twenty-nine members and Hopkins Station with nine members. Battle Creek has sent in dues on twelve additional members, which increases the State enrollment to 2,047.

J. L. Willett, Secretary of the Flint Mercantile Union, writes as follows: "The dates fixed by your Committee are all satisfactory and we will be ready. I hope we will have a big turnout. We have not got into the picnic business as yet, but I think it will come in time. A good feeling has grown up among our merchants toward each other since our Union was organized, which I hope will steadily grow."

In answer to a Coopersville enquiry, THE TRADESMAN would state that all letters sent to the Executive Committee of a Business Men's Association are the property of that Committee and cannot properly be bought before the Association, unless the Committee so reports. All matters pertaining to the collection and delinquent departments of an association belong to the Executive Committee, which should brook no interference.

Petoskey Democrat: There was only a fair attendance at the last meeting of the Business Men's Association, but a very interesting time was had by the members present. Several members reported the general tone of business on a much better and firmer basis since the organization of the Association. There is a much better feeling between those who have been in the habit of asking credit and the dealers than ever before. At first there was a very bitter feeling against the organization, but as these men come to understand that the Association was not organized for the purpose of oppression, but for protection, their views have become greatly modified. There is a class of people who are always asking for credit and who never intend to pay; they make a business of preying upon the laborers of the industrious; this is the particular class against whom the laborers of the Association are directed. There is another class who are naturally honest in intention, but through failure of crops, loss of cattle, sickness or disappointment of some kind or other, have failed to meet their obligations when due. It is not now, nor never has been the object of the Association to wrong, oppress or harass this class in any manner whatever; all they ask is, that they come forward like men and give some valid reason why they cannot pay; and if their names should, through their own neglect, be published in the "dead-beat" list, on payment of the debt they will be reinstated in the confidence of our merchants and can procure accommodations as before. Thus it will be seen the Business Men's Association can injure no one, but on the other hand works incalculable good towards all.

The Gripsack Brigade.

Anthony J. Quist is now selling flour for the Star Mills, working the city trade.

A. C. Sharp has resigned his position as traveling salesman for Cody, Ball, Barnhart & Co., to engage in business on his own account.

L. C. Bradford, late with Bulkley, Lemon & Hoops, has engaged to travel for Clark, Jewell & Co., the arrangement to go into effect June 1.

David S. Van Dyke succeeds Dick Mangold as general salesman for C. G. A. Voigt & Co. in Northern Michigan. E. C. Mangold is covering the territory temporarily.

J. R. Linden, a traveling man, broke the record at Mt. Pleasant last week by going in bathing. He was taken with cramps and came near drowning before rescued by passers by.

Muskegon News: Steve Sears, of Grand Rapids, is in the city. He is wearing a ball on his chin this trip, and avoids the barbers. In general appearance his chin resembles a coconut. His customers now have a chance to do some of the talking.

The veteran Alonzo Seymour celebrated the twenty-second anniversary of his starting on the road last week. He was then employed by L. H. Randall, who at that time was the only exclusively wholesale merchant doing business in Grand Rapids.

Referring to the poem delivered at the traveling men's banquet by L. M. Mills, his former partner at Traverse City—S. E. Wait—writes that gentlemen: "You have evidently mistaken your calling. Just imagine Whittier, Longfellow, Holmes, or any other of your kind, traveling through the country 'soliciting' for a drug house. When Stowe gets all your 'pomes' in book form, I want a copy."

## VISITING BUYERS.

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

W. M. Rogers, Fennville.  
Macomber & Bale, Lake View.  
S. Stark, Allendale.  
J. A. Barker, Crosby.  
J. A. Lambert, Co-operative Supply Co., Holland, Mich.  
B. Burlington, Bradley.  
G. N. Reynolds, Belmont.  
Geo. Carrington, Trent.  
N. Bouma, Fisher.  
J. A. Broderick, Kingsley.  
Jno. Kamps, Zutphen.  
S. M. Geary, Maple Hill.  
J. Smith, Ada.  
Cole & Chapel, Ada.  
B. Volmar, Fillmore.  
G. C. Baker, LaBarge.  
A. C. Barker, Crosby.  
Childs & Carper, Childs Mill.  
W. P. Dockeray, Rockford.  
K. R. Kinney, Enslay.  
A. B. Foote, Hilliards.  
Brautigan Bros., No. Dorr.  
S. Wagenaar, New Holland.  
C. E. Joldersma, Jamestown.  
Walter H. Struik, Forest Grove.  
M. Minderhout, Hanley.  
J. C. Hopper, Leamington.  
R. B. Stocum, Rockford.  
J. F. Sears, Rockford.  
J. C. Hopper, Leamington.  
E. L. Russell, Cornish.  
Geo. F. Cook, Grove.  
J. C. Hopper, Leamington.  
W. Thomas, Thomas & Son, Bowne.  
J. F. Hacker, Cornish.  
Jus. Begman, Banger.  
John Livingston, Wexford.  
J. E. Thurkow, Morley.  
J. P. Dwinell, Carley.  
J. Daily, (daily except Sunday).  
Dave Holmes, West Michigan Lumber Co., Woodville.  
J. C. Hopper, Leamington.  
J. P. Cordes, Alpine.  
F. C. Stone, Cedar Springs.  
Levert & Dunn, Dor.

C. E. Coburn, Pierson.  
C. W. Caskey, Harbor Springs.  
Wm. Vermeulen, Beaver Dam.  
H. C. Thompson, Newaygo.  
A. & L. M. Wolf, Hudsonville.  
C. H. Adams, Otsego.  
J. N. Wait, Hudsonville.  
A. M. Newell, Burnup's Corners.  
H. Barry, Ravenna.  
Seward McNeill & Co., Byron Center.  
J. C. Hopper, Leamington.  
U. De Vries, Jamestown.  
H. Carbine & Son, Hesperia.  
F. L. Blake, Irving.  
J. D. E. Pierson, Pierson.  
Cornell & Griswold, Griswold.  
Dr. John Graves, Wayland.  
H. C. Crane & Son, Fennville.  
T. C. Colson, Alaska.  
Dr. S. J. Koon, Lisbon.  
H. C. Hopper, Leamington.  
N. R. G. & Son, Byron Center.  
R. Schack, Reed City.  
Jno. Damstra, Gitchee.  
G. W. Stevens, Austerlitz.  
F. W. Blain, Dutton.  
A. J. Smedley, Byron Center.  
H. C. Hopper, Leamington.  
Herman Thompson, Canada Corners.  
O. F. Conklin & Co., West Chester.  
James G. McElwaine & Co., Big Rapids.  
J. D. Strachan, Muir.  
Chas. Morton, Sand Lake.  
Norman Harris, Big Rapids.  
L. Cook, Banger.  
G. Tenhoor, Forest Grove.  
G. H. Walbrink, Allendale.  
J. Barnes, Austerlitz.  
N. W. Crocker, Byron Center.  
M. M. Spore, Rockford.  
Geo. E. Blom, Jenisonville.  
H. Van Nostrand, Jamestown.  
Mrs. J. Hilzen, Jamestown.  
C. Stocking, Grattan.  
Mrs. B. Burbank, Spring Lake.  
Thys Stadt, Spring Lake.  
N. F. Miller, Lisbon.  
H. C. Hopper, Leamington.  
H. C. Hopper, Leamington.  
W. Robinson, Edgerton.  
Haynes & Harrington, Kalkaska.  
G. W. Stevens, Austerlitz.  
S. H. Ball, Sparta.  
Mrs. J. DeBrie, Byron Center.  
Dell Wright, Berlin.  
Geo. Huntington & Co., Cedar Springs.  
L. A. Paine, Englishville.  
S. Sheldon, Pierson.  
C. S. Comstock, Pierson.  
Hoag & Judson, Cannonsburg.  
P. Van Den Bosch, Zeeland.  
R. D. McNaughton, Mancelona.  
W. B. Watson, Coopersville.  
Mr. Humphrey, Humphrey & Spaulding, Wayland.

V. S. Trent.  
Geo. F. Cook, Grove P. O.  
John Koopman, Falmouth.  
Emmet Hagadorn, Fife Lake.  
A. Norris, A. Norris & Son, Casnovia.  
H. W. Hobson, Edmore.  
Marshall Brayman, Aldrich & Brayman, Ludington.  
Fred. Kieldsen, Cadillac.  
H. M. Lewis, Ionia.  
John Giles & Co., Lowell.  
Kellogg & Wooden, Kalkaska.  
E. B. Wright, West. Mich. Lumber Co., Woodville.

Purely Personal.

Emmet Hagadorn, the Fife Lake general dealer, was in town last week.

John Day is now clerking in the drug store of T. A. Miller & Co., at Alma.

Samuel Sears, of the firm of Wm. Sears & Co., was in Detroit a couple of days last week.

O. F. Conklin has gone to Washington for the purpose of—well, let's see whether he succeeds or not.

J. D. Conclindine, of the cheese factory firm of Conclindine & Ewing, at Byron Center, and W. T. Dorgan, cheesemaker for the firm, were in town last Friday. The annual meeting of patrons was held on Saturday.

G. J. Stephenson, for several months past with H. D. Harvey, at Bangor, was in town last week on his way to Mackinac Island, where he will conduct a drug store during the summer season for H. A. N. Todd, of St. Ignace.

Will Lamoreaux denies that he was put off a Michigan Central train, for non-payment of fare, as stated last week; and as his reputation for veracity is of the XXXX double-distilled variety, THE TRADESMAN is persuaded that its informant must have been mistaken.

It is reported that Frank Jenison, the Manton general dealer, has drawn the capital prize in the Louisiana lottery and that he is so much elated over his success that he contemplates buying the Detroit base ball club and removing it to Manton or inviting his friends to join him in a trip to California in a special car.

Ludwig Winternitz and wife went to East Saginaw last Tuesday to attend the marriage of the latter's brother, Theo. Kadish, and Miss Etty Hosmer. L. J. Kadish and wife, of Chicago, father and mother of the groom, and L. P. Kadish, of Chicago, brother of the groom, were also present.

Mr. Kadish was formerly identified with Mr. Winternitz here, but is now engaged in the yeast and vinegar business at East Saginaw under the firm name of Kadish & Denton.

"Dot Abram Levi he opens a store next to mine. It was mean in him." "But didn't you say last summer, Mr. Dopperheimer, that competition is the life of trade?" "Yes; but I wasn't in no beesness last summer."

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## The Michigan Tradesman.

**Michigan Business Men's Association.**  
President—Frank Hamilton, Traverse City.  
First Vice-President—Paul P. Morgan, Monroe.  
Second Vice-President—E. J. Hark, Grand Rapids.  
Secretary—E. A. Stowe, Grand Rapids.  
Treasurer—Julius Schuster, Kalamazoo.  
Executive Committee—President, First Vice-President,  
Secretary, N. B. Blain and W. E. Kelsey.  
Committee on Trade Interests—S. Barnes, Traverse  
City; P. Ranney, Kalamazoo; A. W. Westgate, Che-  
boygan.  
Committee on Legislation—W. E. Kelsey, Ionia; J. V.  
Crandall, Sand Lake; J. F. Clark, Big Rapids.  
Committee on Membership—E. S. Church, Sturgis; B.  
F. Emery, Grand Rapids, the Secretary.  
Committee on Transportation—Jas. A. Coye, Grand  
Rapids; J. W. Mulliken, Traverse City; C. T. Bridg-  
man, 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, D. F. Watson; Secretary, Elmer Chapin.  
**Alba Business Men's Association.**  
President, C. R. Smith; Secretary, Peter Baldwin.  
**Allegan Business Men's Association.**  
President, Irving F. Clapp; Secretary, E. T. VanOstrand.  
**Retail Grocers' Association of Battle Creek.**  
President, Geo. H. Rowell; Secretary, John P. Stanley.  
**Belding Merchants' Association.**  
President, H. J. Leonard; Secretary, J. M. Earle.  
**Bellaire Business Men's Association.**  
President, John Rodgers; Secretary, G. J. Noteware.  
**Burr Oak Business Men's Association.**  
President, E. O. Graves; Secretary, H. M. Lee.  
**Merchant's Protective Ass'n of Big Rapids.**  
President, E. P. Clark; Secretary, A. S. Hobart.  
**Bozette City 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.  
**Casnovia, Bailey and Trent Business Men's Association.**  
President, H. E. Hoesel; Secretary, F. Farham.  
**Cedar Springs Business Men's Association.**  
President, T. W. Provin; Secretary, L. H. Chapman.  
**Charlevoix Business Men's Association.**  
President, John Nichols; Secretary, R. W. Kane.  
**Coopersville Business Men's Association.**  
President, G. H. Watrous; Secretary, W. R. Boynton.  
**Business Men's Protective Union of Che-  
boygan.**  
President, J. H. Tuttle; Secretary, H. G. Dozer.  
**Retail Grocers' Trade Union Ass'n of Detroit.**  
President, John Blesed; Secretary, H. Kunding.  
**Dorr Business Men's Association.**  
President, L. N. Fisher; Secretary, E. S. Botsford.  
**Retail Grocers' Association of E. Saginaw.**  
President, Richard Luster; Secretary, Chas. H. Smith.  
**Eastport Business Men's Association.**  
President, H. H. Thurston; Secretary, Geo. L. Thurston.  
**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. R. Chandler.  
**Flat Mercantile Union.**  
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President, F. H. Thompson; Secretary, E. N. Orr.  
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President, J. M. Ballou; Secretary, J. F. Conrad.  
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President, W. E. Thorp; Secretary, E. S. Houghtaling.  
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**Plainwell Business Men's Association.**  
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**Rodney Business Men's Association.**  
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**Reed City Business Men's Association.**  
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**Rockford Business Men's Association.**  
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**St. Charles Business Men's Association.**  
President, Geo. A. Potts; Secretary, F. T. Williams.  
**South Boardman Business Men's Ass'n.**  
President, H. E. Hogan; Secretary, S. E. Nichard.  
**So. Arm and E. Jordan Business Men's Ass'n.**  
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**Sherman Business Men's Association.**  
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**Sparta Business Men's Association.**  
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**Sturgis Business Men's Association.**  
President, Henry S. Church; Secretary, Wm. Jern.  
**Traverse City Business Men's Association.**  
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**Tustin Business Men's Association.**  
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**Woodland Business Men's Association.**  
President, John Velle; Secretary, L. N. Harter.  
**White Cloud Business Men's Association.**  
President, P. M. Rodel; Secretary, M. D. Hayward.  
**White Lake Business Men's Ass'n.**  
President, A. T. Lindgren, Whitehall Secretary, W.  
B. Nicholson, Whitehall.

## THE LAW OF 1881.

The Statutory Regulation Relative to Food  
Adulteration.

Several subscribers have asked THE  
TRADESMAN to present the law of this  
State on the subject of food adulterations.  
The present statutory provision on that  
subject is known as Act 254, laws of 1881,  
and is as follows:

SECTION 1. The People of the State of  
Michigan enact, That no person shall mix,  
color, stain, or powder, or order or permit  
any other person to mix, color, stain, or  
powder any article of food with any in-  
gredient or material so as to render the  
article injurious to health, with the intent  
that the same may be sold; and no person  
shall knowingly sell or offer for sale any  
such article so mixed, colored, stained or  
powdered.

SEC. 2. No person shall, except for the  
purpose of compounding in the necessary  
preparation of medicine, mix, color, stain  
or powder, or order or permit any other per-  
son to mix, color, stain, or powder any drug  
or medicine with any ingredient or ingre-  
dients or materials so as to affect injuri-  
ously the quality or potency of such drug  
or medicine, with intent to sell the same, or  
shall sell or offer for sale any such drug  
or medicine so mixed, colored, stained, or  
powdered.

SEC. 3. No person shall mix, color,  
stain, or powder any article of food, drink,  
or medicine, or any article which enters  
into the composition of food, drink, or  
medicine, with any other ingredient or ma-  
terial, whether injurious to health or not,  
for the purpose of gain or profit, or sell or  
offer the same for sale, or order or permit  
any other person to sell or offer for sale any  
article so mixed, colored, stained, and  
powdered, unless the same be so manufac-  
tured, used, or sold, or offered for sale un-  
der its true and appropriate name, and notice  
that the same is mixed or impure is marked,  
printed, or stamped upon each package,  
roll, parcel, or vessel containing the same,  
so as to be and remain at all times readily  
visible, or unless the person purchasing the  
same is fully informed by the seller of the  
true name and ingredients (if other than  
such as are known by the common name  
thereof) of such article of food, drink, or  
medicine at the time of making sale thereof  
or offering to sell the same.

SEC. 4. No person shall mix any glucose  
or grape sugar with syrup, honey, or sugar  
intended for human food, or any oleomargar-  
ine, suine, beef fat, lard, or any other  
foreign substance, with any butter or cheese  
intended for human food, or shall mix or  
mingle any glucose or grape sugar or oleo-  
margarine with any article of food, without  
distinctly marking, stamping, or labeling  
the article, or the package containing the  
same, with the true and appropriate name  
of such article, and the percentage in which  
glucose or grape sugar, oleomargarine, or  
suine, enter into its composition, nor shall  
any person sell, or offer for sale, or order  
or permit to be sold, or offered for sale, any  
such food into the composition of which  
glucose, or grape sugar, or oleomargarine,  
or suine has entered, without at the same  
time informing the buyer of the fact, and  
the proportions in which such glucose or  
grape sugar, oleomargarine, or suine has  
entered into its composition.

SEC. 5. Any person convicted of violat-  
ing any provision of any of the foregoing  
sections of this act shall be fined not more  
than fifty dollars or imprisoned in the  
county jail not exceeding three months.

SEC. 6. It is hereby made the duty of  
the prosecuting attorneys of this State to  
appear for the people and to attend to the  
prosecution of all complaints under this act  
in all the courts in their respective coun-  
ties.

SEC. 7. All acts and parts of acts in-  
consistent with the provisions of this act are  
hereby repealed.

### Talk that Pays.

From the Dry Goods Chronicle.  
A salesman while waiting on a customer  
in a jobbing house said: "Buy that line of  
goods, for you can make a racket on them."  
"What do you mean by a racket?" asked  
the buyer. "Why, a noise, excitement; you  
can sell the goods at a cheap price;" was  
the reply.

The merchant took the idea and acted  
upon the suggestion. He even went so far  
as to style his establishment the "racket  
store." He was a frequenter of auction  
rooms; always on hand when job lots and  
drives were offered at wholesale houses;  
bought bargains wherever he could find  
them, and built up a large trade in a short  
space of time. He is still successfully pur-  
suing the same policy, and his store is a  
literal bee-hive swarming with customers.  
He believed giving the people something to  
talk about, and that talk was to his profit.  
While his example may not be the best to  
imitate fully, there is one feature of it to  
be commended. He believed in push and  
energy. He believed the people would go  
where cheap goods were sold. He did not  
propose to sit down and wait for trade to  
come to his store—he attracted it there.

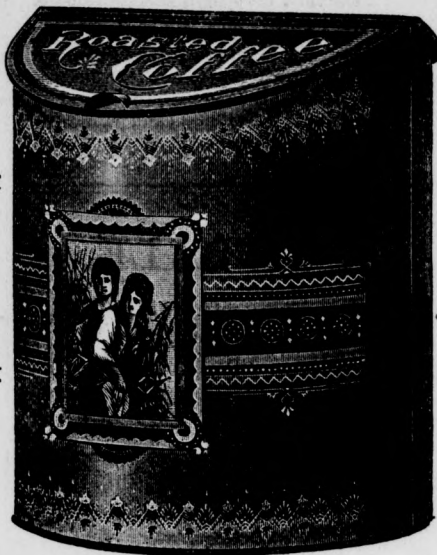
There are fossilized merchants every-  
where; they adhere to old ruts and scorn  
modern ideas. Is it small wonder that cus-  
tomers pass their doors and visit the more  
enterprising dealer? There is a dry rot in  
business as well as in timber. The dry-  
goods trade has its share of it, but plate-  
glass fronts, new and more attractive sale-  
rooms, liberal advertising and more careful  
buying are fast curing this sort of paralysis.

### It Leads Them All.

When the Independent Grocer first ap-  
peared, three months ago, THE TRADESMAN  
was chary of its praise for the new venture,  
through fear that the publication would not  
be able to maintain the high character  
aimed at by its founders. Instead of de-  
creasing in interest or standing, however,  
the tendency is emphatically in the opposite  
direction and THE TRADESMAN gladly ac-  
cords its new competitor the credit of being  
the best grocery paper now published on  
this continent. The success of the indepen-  
dent grocery paper sounds the death-knell  
of the disreputable house-organ.

There's a big difference between a trav-  
eling salesman and a drummer. The drum-  
mer sells carloads of goods and gets his  
salary raised, while the traveling salesman  
doesn't earn his salt and gets discharged.

# SULTAN



GROUND

COFFEE

The Only Popular Brand of

## PURE GROUND COFFEE.

Is now being sold all over the United States.

Packed in New Style! Elegantly Decorated!

50 lb. Tin Drums, (like above cut) price 17 cents per lb. Also packed in 200  
lb. Barrels, 16 cents per lb. In 1 pound pasteboard Cartoons, 100 Cartoons  
in box, 17 cents per lb. No charge for packages. We deliver the Coffee in  
500 lb. lots and over. Terms 60 days, 2 per cent. off for cash. Send for  
samples.

**W. J. QUAN & CO.,**  
CHICAGO, ILLINOIS.

## SEEDS The Standard of Excellence KINGSFORD'S

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

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CAPITAL, - - - \$300,000.  
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WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

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The accompanying illustrations represents the

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It will fit any pail, and keep the Tobacco moist  
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It will pay for itself in a short time.

You cannot afford to do without it.

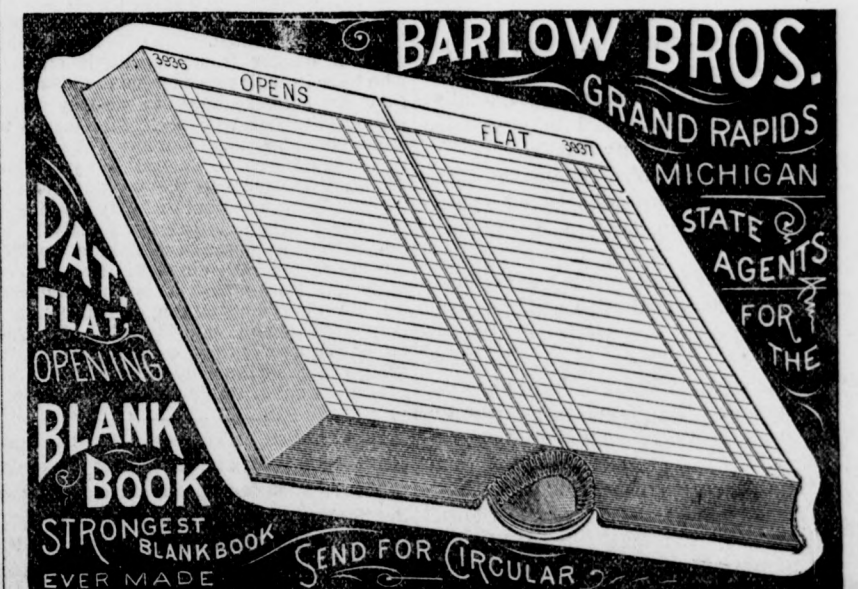
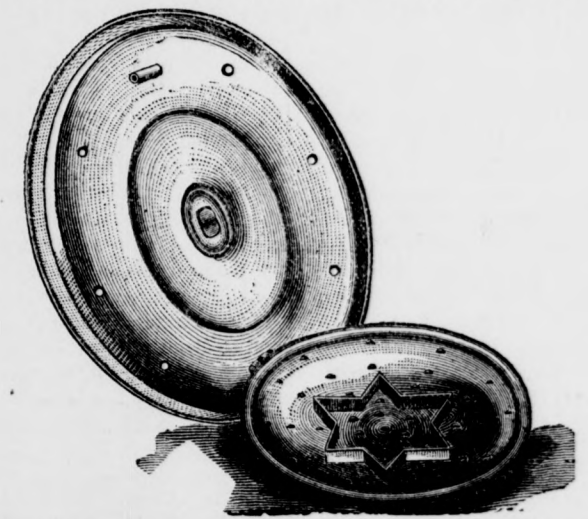
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Oswego  
"Pure" AND "Silver  
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SILVER GLOSS STARCH  
T. KINGSFORD & SON  
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MADE IN U.S.A.

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Custards, Blanc-Mange, etc.

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WILL PLEASE YOU EVERY TIME!

ALWAYS ASK YOUR GROCER FOR THESE GOODS.

We are settled in our new store in  
the Houseman Building and have got  
everything to suit us.

We are adding new lines to our Wood-  
enware stock every few days, and it is  
now nearly complete. We have several  
cars of Binders' Twine and can fill or-  
ders promptly.

We bought a large lot of Brushes at  
auction and have just got them in. We  
can sell them for less than the cost of  
making.

Our paper stock is complete. We  
handle everything in this line. When  
in the city call and see us.

Respectfully,  
**CURTISS & DUNTON.**



## 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. 85.

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WEDNESDAY, JUNE 1, 1887.

### Commercial Legislation.\*

MR. TOASTMASTER—In attempting to respond to this toast, I am not unconscious of the magnitude of the subject. It is one that is entitled to far more consideration than can be given it on this occasion. In this title is implied the success or failure of the commerce of nations. All legislation with reference to commerce should be on a broad and liberal basis. Commercial prosperity leads directly to a high order of moral and social and religious development. Among the first laws to be enacted in newly organized communities are those relating to commerce and the exchange of its products for the products of adjoining communities. Following immediately in the line of commercial prosperity are established more liberal educational advantages, greater social freedom. Following in quick succession are church organizations, the building and endowment of schools, colleges and churches. By reference to the early history of our country, we find that our growth and prosperity as a nation began with a disregard of the Blue Laws of the Pilgrim Fathers and the enactment of laws giving greater freedom to commerce and trade. Disobedience to the restrictive laws placed upon the American Colonies by the English nation, brought on the War of the Revolution, at the termination of which was born the confederation known as the United States of America, which, by liberal commercial legislation, has developed into the grandest and greatest nation on earth, whose star-spangled banner proclaims it to be the "home of the brave and the land of the free." The liberal commercial legislation of our country, however, has been productive of some adverse results in the past, as well as good. It gave the opportunity, and ambitious men accumulated large fortunes. With this they became proud, arrogant and dictatorial, and sought to direct legislation in their own favor for larger accumulations and greater wealth. Their pride and dictatorial spirits brought on the late war of the rebellion, which for a time endangered the nation. But the true and loyal hearts and willing hands of a liberty-loving people, under the guidance of loyal chieftains, saved the nation from the disgrace sought to be brought upon it by the disloyal and petted child of excess and accumulated wealth. Here, again, is an evidence of liberal commercial legislation. A country made barren and desolate by the ravages of war is in the short space of twenty-five years made to bloom with all the bright flowers of commercial prosperity.

The manufacturer, merchant and salesman should not be unmindful of the past history of their country, but having constantly in memory its commercial successes and failures, and elect for their legislators good men, loyal and true to the commercial growth of the nation, irrespective of political party or interest; for the politician has no interest in common with the people as legislation that does not further his own interests or that of his party or wealthy constituents.

Legislation favorable to commercial prosperity should be of a broad and liberal kind. It should not be hampered by restrictive laws that are favorable to a large concentration of capital in banking and railroad corporations, which, in their greed for greater wealth and power, overlook the fountain-head or source of wealth and seek to absorb the stream at one full swoop, aided by such abortive legislation as the inter-state railroad law of recent date. Commercial travelers—the ministers plenipotentiary of the commerce of the world—are on guard all along the line and will have much to do in the near future with "Commercial Legislation."

\*Response by M. J. Matthews at recent banquet of Michigan Division, T. P. A.

### Practical Hints to Book-keepers.

An old and experienced book-keeper gives the following hints in relation to a book-keeper's duty:

Never put on record anything that comes to you verbally, but require a memorandum of the facts from the proper party to the transaction.

File all memorandums, even of the most trivial nature, for reference.

Always require receipt for payments in currency or by check made payable to bearer.

Never sign receipt for money received by others without seeing it properly entered on the cash book.

Never credit an invoice until it has been properly checked and O. K'd by the receiving clerk, and you have satisfied yourself that the prices and extensions are correct.

Never use the abbreviation "do." or the sign "for figures."

Always insert ciphers in amounts without cents.

Never use the abbreviation "No." in connection with figures, as figures themselves are the numbers referred to.

Always begin a new month on a new page.

### He Was Not a Michigan Man.

From the Wall Street News.

An old fashioned chap who keeps a dingy grocery in Cleveland, had about three hundred pounds of maple sugar on hand in April, and one morning a drummer, who had been posted by the boys, entered the store and said:

"See here, I am a man who goes straight to business. I'll give you 40 cents a pound for that maple sugar."

"Forty cents?"

"Well, say forty-five."

The old man turned white as death, lost his voice for a minute, and then hoarsely whispered:

"You can't have it. War's broke out somewhere, and that sugar is worth seventy-five."

## FRUITS A. D. SPANGLER & CO.

General Commission Merchants,  
PRODUCE, NUTS, BERRIES, ETC. Consignments Solicited.  
200 and 202 North Washington Ave., East Saginaw, Mich.

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Specialties: Apples and Potatoes in Car Lots.

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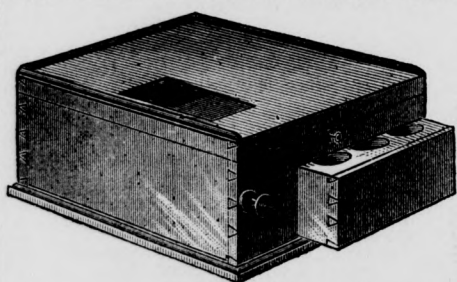
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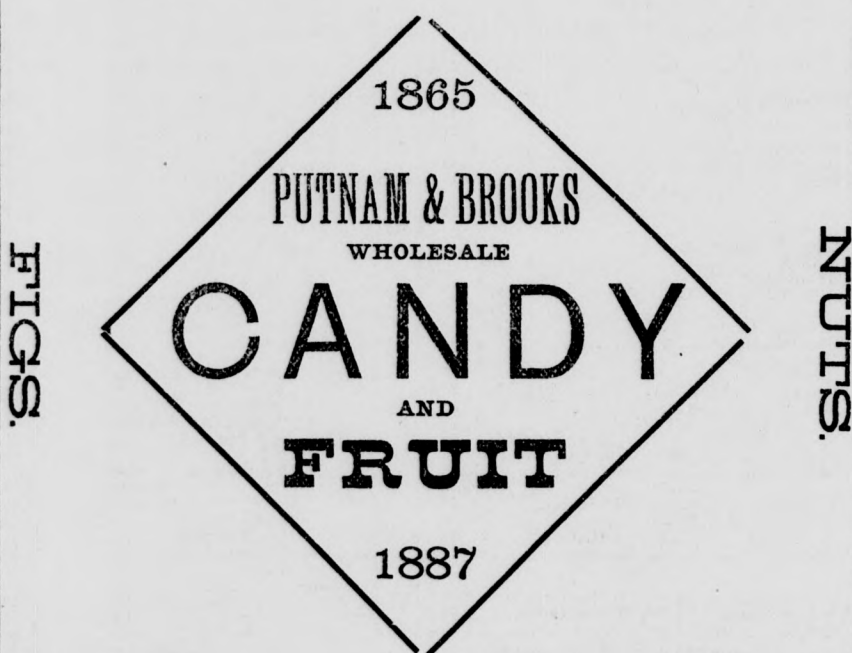
Cheapest, most reliable cash system ever introduced into store or office. It is an accurate record, safe deposit for money and a detector of error or wrong. It commends itself at sight, and is endorsed and highly recommended by all who have it in use. Send for circulars and testimonials.

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THE OLDEST. THE LARGEST. THE BEST.  
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JOBBERS OF

## CIGARS

### SEED AND HAVANA 10-CENT CIGARS.

L. C. B.	Rega Especial	58	Mackinaw	Londras Grande	70
El Captain General	Conc. Esp.	60	Twisters	"	50
El Primero	Conc. Fina	56	Chacer	"	50
"	Panatelas	65	The Fox	"	50
"	Rega Princessa	68			

### DOMESTIC NICKEL CIGARS.

When	Londras Grande	35	Atlas	Conchitas	25
Cassia	Flora Corlova	35	Gents' Companion	Concha Hindoo	35
Spanish Truck	Renia Victoria	35	Donny Brook	"	25
First Degree	Conchitas	35	Belle of the Rink	Florde Corvado	25
Panatalla	(B. L. & H.)	35	Big Chief	Bag Dad	25
Town Talk	Ciggaro	33	Jim Fox's Clipper	Concha	25
Young America	Bag Dad	25	Select	"	22
Great Scot	Bendaro	32	Elite Gem	"	20
Our Block	Conchitas, extra	25	Away Ahead	"	18
Now	"	22	Our Emblem	"	15
Boodle	"	20	Legal Tender	"	13
New Fashion	"	25	No Name	"	12
La Attractiva	"	25			

### KEY WEST CIGARS.

Snugglers	Sublime	75	Los Castillos	Londras Grande	70
"	Con. Especial	60	Estrella de Ora	Sublime	60
Los Castillos	Opera Reina	60	La Modesta	Operas Renia	65
"	Con. Selectos	65	Coronet Boquet	Londres Chica	60

### IMPORTED CIGARS.

Golden Eagle	Lilliputanos	75	Matilda	Royales	100
Belinda	Operas	80	Flora de T. & F.	Rothschilds	125

### CIGARETTES.

Old Judge	500 in a box	25	Sweet Caporal	"	4 25
Satin Straight Cut	"	7 00			

We do not charge any Cartage.  
We do not pay Freight or Express Charges.  
We sell and deliver all goods F. O. B. Grand Rapids.  
We do not allow Express charges or Exchange on Remittances.

Terms, invariably, 60 days. Two per cent. cash discount allowed on bills paid within 30 days from date.  
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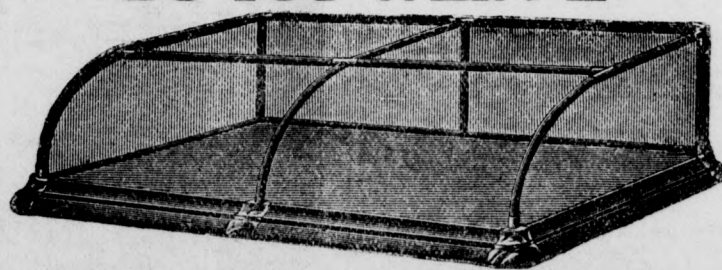
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Peerless Carpet Warps and Geese Feathers  
American and Stark A Bags

A Specialty.

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### ORDER

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

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This Starch having the light Starch and Gluten removed,

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Can be used than any other in the Market.

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Deaf and Dumb Alphabet Rules  
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—THE—

ARCTIC  
BAKING  
POWDER



## BAKING POWDER

Has now STOOD THE TEST  
TEN YEARS, and has always  
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any schemes to help its sale,  
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Arctic Manufacturing Co., Grand Rapids.  
SOLE PROPRIETORS.

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Salesman for Western Michigan.







# Drugs & Medicines

**State Board of Pharmacy.**  
One Year—Jacob Jenson, Muskegon.  
Two Years—James Vernon, Detroit.  
Three Years—Charles Eberbach, Ann Arbor.  
Four Years—Geo. McDonald, Kalamazoo.  
Five Years—Stanley E. Parkhill, Owasco.  
President—Otmar Eberbach.  
Secretary—Jacob Jenson.  
Treasurer—James Vernon.  
Next Meeting—At Detroit, July 5 and 6.

**Michigan State Pharmaceutical Ass'n.**  
President—Frank J. Wurdzberg, Grand Rapids.  
First Vice-President—Mrs. C. W. Taylor, Loomis.  
Second Vice-President—Henry Harwood, Ishpeming.  
Third Vice-President—Frank J. Wurdzberg, Grand Rapids.  
Secretary—S. E. Parkhill, Owasco.  
Treasurer—Wm. Dupont, Detroit.  
Executive Committee—Mrs. C. W. Taylor, J. G. Johnson, Frank Wells, Geo. Gundrum and Jacob Jenson.  
Local Secretary—Guy M. Harwood, Petoskey.  
Next Place of Meeting—At Petoskey, July 15, 16 and 17.

**Grand Rapids Pharmaceutical Society.**  
ORGANIZED OCTOBER 9, 1884.  
President—Geo. G. Skettette.  
Vice-President—H. E. Locher.  
Secretary—Frank H. Escott.  
Treasurer—Henry H. Fairchild.  
Board of Censors—President, Vice-President and Secretary.  
Board of Trustees—The President, John E. Peck, M. B. Kimm, Wm. H. VanLeeuwen and D. H. Richmond.  
Committee on Trade Matters—John E. Peck, H. B. Fairchild and Hugo Thum.  
Committee on Lectures—R. A. McWilliams, Theo. Kemink and W. H. Tibbs.  
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 Tuscola, Mich.

**Detroit Pharmaceutical Society.**  
ORGANIZED OCTOBER, 1883.  
President—A. F. Parker.  
First Vice-President—Frank Ingels.  
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.

**Central Michigan Druggists' Association.**  
President, J. W. Dunlop; Secretary, R. M. Muscell.

**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, P. N. Latimer; Secretary, Wm. Hergott.

**Meosota County Pharmaceutical Society.**  
President, C. H. Wagoner; Secretary, A. H. Webber.

**Monroe County Pharmaceutical Society.**  
President, M. S. Mackett; Secretary, Julius Weiss.

**Muskegon County Druggists' Association.**  
President, W. N. 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.

**Shiawassee County Pharmaceutical Society.**  
President, E. A. Bullard; Secretary, C. E. Stoddard.

**Song of the Pills.**  
With fingers sticky and cramped,  
With tummy aching and red,  
A druggist stood at his mortar block  
Rubbing up "sugar of lead."  
Rub! rub! rub!  
Mix aloe, pepper, and squills;  
And still with a thump at a little pump,  
He sings this "song of the pills."

Roll! roll! roll!  
While people swallow 'em down;  
And thump! thump! thump!  
Till his hands are tough and brown.  
And roll! roll! roll!  
Sixpence of "blue stone,"  
Now the end of the pill mass is hard and dry,  
And he cuts it off with a jerk.

Pound! pound! pound!  
Till your nose is full of dust;  
And sift! sift! sift!  
Till now it's a minor, then a must.  
Mixture—dose and pill,  
Powder to make 'em doze;  
"I want some arsenic, natars to kill,  
And some hair oil scented with rose."

"Oh, mister! where's my senna and salts?"  
A cent's worth of licorice, too,  
Some castor to cure my warts,  
And a piece of pitch to chew."  
Trot! trot! trot!  
Mixtures—powders and pills,  
Calling at once for a pound of "blue stone"  
And an ounce of "syrup of squills."

Daily I sport with death—  
"Three cents' worth" cuttle-fish bone,  
"Have you got a minor, called Turpentine?"  
Boy, let the scales alone!  
In a pint of water to steep,  
A powder case, natars to keep;  
"I hope you'll fall asleep,  
With an ounce of 'camomile flowers.'"

Mix! mix! mix!  
"Give me a little 'sweet flag,'  
And fix! fix! fix!  
Some salve to cure me on a rag."  
"Nitrate of silver" and bread,  
"Mix and make into pills XXIV."  
"Sure! it's a tip's worth of I sed,  
Can't you give me a little more?"

Work! work! work!  
From seven 'til late after nine;  
This business would wear out a Turk—  
"One dozen of pills—quinine."  
Deception, salve and pills,  
"Have you got any 'Indian fat'?"  
No! It's very plain to be seen  
We haven't got any of that.

Thump and trot and mix.  
On this cold, December night,  
A druggist stood at his mortar block  
Earning his daily bread.  
Hurry, and rub, and thump,  
Mix aloe, rhubarb, and squills;  
And still with a thump at that tough old pump,  
He sang this "song of the pills."

**Minor Drug Notes.**  
The long pending litigation of Whitney Bros. vs. the Hop Bitters Co., of Rochester, N. Y., has terminated in a judgment against the Hop Bitters Co., amounting to \$26,370.25 for bottles sold and delivered.

Fruit perfumes are the fashion in France just now instead of floral scents. Handkerchief and glove sachets are scented with essence of pears, plums or apricots, while apple paste to polish the arms, strawberry toilet water and cherry tooth powder are found on every belle's dressing table.

**Keep the Iron Hot.**  
Frank Hibbard, the Evert druggist, writes as follows:  
Whooop it up to them on the insurance question. Repeat the item—"Read Your Policy"—with variations, for not one in ten knows what a policy contains, nor does he realize that a stock classified and an amount named on each class divides the insurance in case of anything but a total loss.

# CHEAP CIGARETTES.

How the Supplies for their Manufacture are Procured.

From the N. Y. Analyst.  
A little old Hebrew, bent and shriveled up with age, haunts the Bayers and posts of Park Row every day. He carries a dirty little canvas bag under his arm and pokes around in the piles of dirt and rubbish with a short crooked stick. Most of the people who notice him at all think he is a rag picker, but he isn't. If you were to stop and watch his operations, you would see him leave rags and paper alone and carefully pick out of every corner and pile of rubbish every scrap of tobacco he can find. All the old cigars and cigarette stumps he runs across are carefully treasured up and thrust into the canvas bag.

The old man lives in a miserable room in a back street near the Bowery. The writer followed him into his quarters the other day and saw a sight not particularly appetizing to smokers. The room was filled with filthy cans of half-burned tobacco. Cigar stubs were piled up in heaps in the corners. Strips of dirty tobacco were drying over a hot fire. A dirty boy was sorting the "snipes" into four piles.

"What do you do with all that stuff?" asked the reporter.  
"Oh, sell it to the dealers to work back into cigars and cigarettes. The boy there sorts out the stubs according to their looks. Some will be made into good cigars that will sell for ten cents. The others will go into five-cent cigars. The third pile will be used for the filling of cigarettes, and the last pile will make cheap smoking tobacco. We cut off the burned part of the cigar very carefully. Then we unroll the stub and put the leaves over the stove to dry. Then we clean the dried leaves off again and furnish them up as much as possible. Of course, you can't get all the burnt smell out of the leaves, but this stuff only goes for fillers and such things, and the cigar maker has flavored and perfumed it, nobody can tell the difference. Very likely we may have worked over the same stuff two or three times. That's a queer thought, isn't it?"

"Are there many in your kind of business in New York?" asked the reporter.  
"Many! Well, there are too many to leave any great profit for any of us. Between us all, we clean the streets of everything in the shape of tobacco. A few years ago there was money in it. I was the only man in the business then. It will never be like that again. Of course, it isn't a very nice business, but I got used to the smell long ago, and it isn't so bad as you think it is, after all. If it wasn't for us, how could you get your real, genuine Havana cigar for ten cents? The most common use for the stuff, though, is in the all-tobacco cigarettes. Besides selling to the dealers, I make a kind of smoking tobacco myself out of some of the leaves. Sailors buy it. They like it because it is strong. The license I have to pay, though, knocks all the profit out of it. The tobacco isn't so bad as you think it is. Won't you try a pipeful?"

The writer hastily excused himself and withdrew.

**The Coming Convention at Petoskey.**  
Secretary Parkhill sends THE TRADESMAN the following particulars concerning the coming convention of the Michigan State Pharmaceutical Association at Petoskey:

The fifth annual meeting of the Michigan State Pharmaceutical Association will be held at Petoskey on July 13, 14 and 15, 1887.

This summer meeting, being held in the midst of the delightful summer resort region of Northern Michigan, promises to be the most successful of all the meetings of the Association.

Ample time will be given members to visit all places of interest. Excursions are arranged to the neighboring resorts, and a banquet is the order for Tuesday evening.

The known hospitality of the people of this section is a sufficient guarantee of an enjoyable time, but while we propose to enjoy ourselves while in this region of health and recreation, business will not be neglected. Many carefully-prepared papers will be presented. The important topic of trade interests, in the hands of that able committee, will receive more attention than ever before. There are many important questions for the pharmacists to consider and take action on at this time, and we look for an interesting and profitable discussion.

The question-box, in charge of the Committee on Queries, will be opened at every session.

Reduced fares on all railroads and reduced rates at hotels have been secured for those who wish to attend. The Detroit & Cleveland Navigation Co. will issue round trip tickets from Detroit to Petoskey, including meals and berths, for \$12.75, tickets good until the close of navigation.

We want every druggist in the State to join us. The Association has done a great work for the pharmacists of Michigan and deserves their hearty support. But for its timely and efficient work, druggists would to-day be classed and taxed as saloon-keepers.

We hope every member will make an effort to attend. A special invitation is extended to the ladies to be present.

STANLEY E. PARKHILL, Sec'y.

The programme for the convention has been arranged as follows:  
FIRST SESSION—TUESDAY, JULY 12.  
Meeting called to order by the President, at 10 o'clock, a. m.  
Prayer by the Rev. H. E. Davis, of Petoskey.  
Roll call.  
Address of Welcome by D. C. Page, President of Petoskey.  
Report, in behalf of the Association by Stanley E. Parkhill, Owasco.  
Reading of the Minutes.  
President's Address.  
Election of New Members.

SECOND SESSION, 2 O'CLOCK, P. M.  
Opening of Question Box.  
Report of Secretary of State Board of Pharmacy.  
Reports of Officers.  
Reports of Committees.  
Reports of Delegates.  
Reading of Papers.

Tuesday evening at 8:30 o'clock, Banquet.

THIRD SESSION, WEDNESDAY, 9 A. M.  
Opening of Question Box.  
Election of Officers.  
Report of Committee on Trade Interests.  
Reading of Papers.

Wednesday p. m.—Excursion tendered to the Association by Northern Michigan Druggists.

Wednesday evening—Adjournment to visit exhibits.

# FOURTH SESSION, THURSDAY, 9 A. M.

Opening of Question Box.  
Reading and Discussion of Papers.  
Appointment of Committees and Delegates.

FIFTH SESSION, 2 P. M.  
Opening of Question Box.  
Reading of Papers.  
Unfinished Business.  
New Business.  
Adjournment.

# The Microscope in Drug Stores.

From the National Druggist.  
It is but a few years since the microscope became a visitor to drug stores, but the usefulness of the instrument is making it a firm friend of the progressive retail druggist. The general feeling among those who have worked with the instrument is fairly illustrated by the following extract from the *Druggists' Circular*:

A studious druggist will find abundant pleasure and profit in the use of a microscope, but its advantageous employment must be preceded by at least a little study of the subject. Those who have had the advantage of attendance at a modern school of pharmacy or medicine know enough about the instrument to make a judicious investment; those who lack this instruction can easily get a fair start from the ordinary text-books. A beginner should avoid the extremes of both costliness and cheapness in buying a microscope. Moderate magnifying glasses and ordinary convenience in applying them is all that is needed for general purposes. The pharmacist, equipped with these and a determination to acquire skill in preparing objects so that they can be profitably observed, will be apt to soon consider the microscope an important part of his working outfit.

The present low price of good microscopes makes it possible for even drug clerks to buy as good instruments as are needed to examine drugs; in fact, the clerks are the ones who take the most interest in the subject and do the greater part of the microscopic work accomplished by druggists. There are probably two dozen drug clerks in this city that own microscopes, while we do not know of half that number of proprietors who become interested in microscopy since they went into business on their own account.

**The Drug Market.**  
Trade continues very active and the market is firm. Opium is hardening in price daily. It costs \$5 per pound to import to-day, duty paid, and our quotations are bottom for prime goods. Morphia is selling in New York at a premium of 10c per ounce over P. & W.'s price, and an advance is looked for daily. Quinine is dull and without change. Balsam copaiba has declined. An advance in blue vitriol is predicted. Carb. ammonia is firmer. Gum camphor is extremely scarce. Manufacturers can hardly fill contracts and supply in outside hands is limited and held firmly at 25c in barrels. All kinds of prices are named for insect powder, but strictly pure uncolored powder from best flowers is firmly held at 45c to 48c. Cubebae are lower and still tending downward. Cocoa butter has again advanced and higher prices are looked for, on account of scarcity. Buchu leaves have declined and are very dull. Oil anise has advanced. Oil cubebae have declined. Oil peppermint is lower. Salicine has declined and is getting slowly back to old prices. Ipecac root continues scarce and high. Linseed oil has advanced 2c for both raw and boiled.

**Lime Juice.**  
A large quantity of lime juice has been exported from Trinidad in recent years. The simple juice finds a market in America, and the condensed juice in England. A tree yields on an average about ten gallons of juice. The limes are allowed to drop off, and then passed first through the cutter, which ripens them open, and next through rollers and presses to separate them. These cutters, rollers and presses are constructed in a very primitive way, and admit of great improvement. The juice is then exported either as it is, or condensed by boiling. A barrel of lime yields seven gallons of juice. The cost of producing lime juice, including packages, should not exceed sixpence per gallon. The essential oil of limes is extracted from the rind before crushing by grating on rasps with the hands. The oil thus extracted is called hand-made oil. A hundred gallons of juice will yield by distillation about three quarts of the essential oil.

**The Bustle Craze.**  
The enormous bustles now worn by the ladies find a pertinent rebuke in the following card from an outraged husband, which recently appeared in the *Cleveland Plain Dealer*.

NOTICE TO THE PUBLIC.  
My wife has recently appeared on her back of such immense proportions as to make her look as ridiculous as a sick cat limping along on three legs. I do not blame the public for pointing at and accusing her of being troubled a little with the fool, but I do not want to be censured in any way, for I never encouraged her in any manner to act as she does. When they are of a proper size, I approve of bustles, but I seriously object to her using all the clothes that are ready for Monday's wash for Sunday's bustle. As I am afflicted with a wife who has the bustle craze, I implore the public for sympathy.

ISAAC EVANS.

**Loaded Lime Juice.**  
From the American Analyst.

At this season of the year, when druggists are looking around for a supply of lime juice for the coming summer; it is well to note that at least one kind offered is not pure. A sample of this juice sold in bottles with fancy labels was recently tested by the Board of Health of New York city, and found to contain a large proportion of free sulphuric acid. The barium test was used, giving a copious precipitate after standing a short time. The growing demand for lime and lemon juice affords a large margin of profit for such an adulteration, but as the test is simple and easily applied, there is no reason why a customer calling for lime juice should get dilute sulphuric acid.

# TONICS AND BITTERS.

How far Alcohol Enters into Their Composition.

In a report made to the Massachusetts Board of Health by its analyst, the percentage of alcohol present in various proprietary tonics and "bitters" is given as follows:

**TONICS.**  
We publish only those which are better known.  
Hoodland's German Tonic, Philadelphia. Admits Santa Cruz rum. Wine glass, 4 times daily. 23.3 per cent.  
Hop Tonic, Grand Rapids, Mich. 1 tablespoonful to wineglass, 3 times daily. 7 per cent.

Leibig Co.'s Cocoa Beef Tonic, New York. "With sherry." 3 teaspoonsful to wineglass, 3 times daily. 23.3 per cent.  
Mennan's Peptonized Beef Tonic, New York. "Contains spirit." 1 tablespoonful to 3, 3 times daily. 16.5 per cent.

Parker's Tonic, New York. "A purely vegetable extract, stimulus to the body without intoxicating. Inebriates struggling to reform will find its tonic and sustaining influence on the nervous system a great help to their efforts." Dose as tonic 1 to 2 teaspoonful, 1 to 3 times daily. 41.6 per cent.

Schenk's Sea Weed Tonic, Philadelphia. "Distilled from sea weed after the same manner as Jamaica spirits is from sugar cane. It is therefore entirely harmless and free from the injurious properties of corn and rye whiskey." Dose, half wineglass, 3 times daily. 19.5 per cent.

**BITTERS.**  
Boker's Stomach Bitters, New York. Dose not given. 43.6 per cent.  
Brown's Iron Bitters, Baltimore, Md. "Not a substitute for whiskey." Tablespoonful. 19.7 per cent.

Burdock Blood Bitters, Buffalo, N. Y. Teaspoonful to tablespoonful, 3 times daily. 25.3 per cent.  
Drake's Plantation Bitters, New York. "Contains St. Croix rum." Wineglassful, 3 times daily. 33.2 per cent.

Hoodland's German Bitters, Philadelphia. "Entirely vegetable and free from alcoholic stimulant." Tablespoonful, 4 times daily. 25.6 per cent.

Hop Bitters, Rochester, N. Y. 1 to 3 tablespoonfuls 3 times daily. 12 per cent.  
Hostetter's Stomach Bitters, Pittsburg, Pa. Wineglassful, 3 times daily. 44.3 per cent.

Walker's Vinegar Bitters, New York. "Free from all alcoholic stimulants. Contains no spirit." Half to full wineglass. 6.1 per cent.

**A Sensible Move.**  
From the Muskegon News.

The druggists of the city will ask the Council to fix a high license for street peddlers, who vend articles from street corners, usually kept in drug stores. The street fakir is a nuisance and his wares are usually a fraud upon the public. He should be fired out of the city as fast as he enters it.

**A FOUR-PARTED TALE.**  
Written Especially for THE TRADESMAN.

The bride was young and sweet and fair,  
With rosy cheeks and auburn hair;  
The groom was old and bent and sear,  
With furrowed brow and meek severe.  
Yet, side by side, and hand in hand—  
As May might with December stand—  
They wedded were; and all was bliss,  
For Health was hers and Wealth was his.

One year is past since they were wed;  
The lady mourns her liege lord dead.  
Looks well in black, feels sad, but smiles  
When guests, in passing, raise their tales.  
Two years are past; but oh! how brief  
To heal a soul so torn with grief.  
Yet, through the park's deep, balmy shade,  
Our lady's wont to promenade;  
And exclaims, by appointment there,  
The widow's sweet affections share.

Again ring out the marriage bells,  
Again her bosom throbs and swells;  
For young and fair and rich is he;  
And handsome, gay and dashing, he;  
And for true love this time she'll wed,  
While he for wealth will look instead.

Two years again, and, lo! the sand  
Has poured from Time's untiring hand.  
No more does Alfred doff his tile,  
No more our lady beams a smile;  
Betrayed is she, her wealth is spent;  
Her Alfred gambled every cent.

Next did the family jars occur—  
She chided him, he pounded her;  
And now, grass-widowed, she returns  
To work, where bread the servant earns;  
While he, to watch young brides, old grooms,  
Black veils, bright eyes, fresh cheeks, fresh frowns,  
Lives long, sleeps well, 'tends many schools,  
Dines and dresses off the wealth of fools.

—M. J. WRISLEY.

# 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 300 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—Gum opium, gum opium po., cocoa butter.

Declined—Cubeb berries, cubeb berries po., balsam copaiba, salicine, oil cubebae, oil peppermint.

**ACIDUM.**  
Aceticum, German. 80¢ 10  
Benzoinum, German. 80¢ 10  
Citricum. 60¢ 65  
Hydrochlor. 30¢ 5  
Oxalicum. 11¢ 13  
Salicylicum. 1.85¢ 20  
Tannicum. 1.40¢ 10  
Turbiticum. 50¢ 50

**AMMONIA.**  
Aqua. 16 deg. 30¢ 5  
18 deg. 40¢ 6  
Carbon. 18 deg. 40¢ 6  
Chloridum. 12¢ 14

**BACCAR.**  
Cubebae. 10¢ 15  
Juniperus. 60¢ 7  
Xanthoxylum. 25¢ 30

**BALSAMUM.**  
Copaiba. 80¢ 53  
Cassia. 60¢ 50  
Terabin, Canada. 50¢ 55  
Tolutan. 40¢ 45

**CORTEX.**  
Abies, Canadian. 18¢ 18  
Cassia. 60¢ 50  
Cinchona Flava. 30¢ 30  
Euonyum atropurp. 30¢ 30  
Caryophyllus. 30¢ 30  
Prunus Virgin. 12¢ 12  
Quillaia, gr. 12¢ 12  
Ulmus. 12¢ 12  
Ulmus Po (Ground 12). 10¢ 10

**EXTRACTUM.**  
Glycyrrhiza Glabra. 34¢ 25  
Haematox. 15 D boxes. 80¢ 9  
" 15. 80¢ 9  
" 15. 80¢ 9  
" 15. 80¢ 9

**FERRUM.**  
Carbonate Precip. 25¢ 15  
Citrate and Quina. 25¢ 15  
Citrate Soluble. 25¢ 15  
Ferrocyanidum Sol. 25¢ 15  
Solut Chloride. 14¢ 2  
Sulphate, com'l. (bbl. 75). 14¢ 2

**GUMMI.**  
Acacia, 1st picked. 21¢ 10  
" 2nd. 20¢ 10  
" 3rd. 19¢ 10  
" Sifted sorts. 18¢ 10  
Aloe, Barb. 60¢ 60  
" Cape. 60¢ 60  
" Socotrine. 60¢ 60

**HERBA—In ounce packages.**  
Absinthium. 25¢ 25  
Eupatorium. 25¢ 25  
Lobelia. 25¢ 25  
Majorum. 25¢ 25  
Mentha Piperita. 25¢ 25  
" Vir. 25¢ 25  
Rue. 25¢ 25  
Tanacetum, V. 25¢ 25  
Thymus, V. 25¢ 25

**MAGNESIA.**  
Calcined, Pat. 55¢ 60  
Carbonate, Pat. 25¢ 25  
Carbonate, K. & M. 25¢ 25  
Carbonate, Jennings. 25¢ 25

**OLEUM.**  
Absinthium. 4.50¢ 50  
Amygdalae, Dulc. 45¢ 50  
Amygdalae, Amarae. 1.00¢ 50  
Cassia. 2.50¢ 50  
Aurantii Cortex. 2.00¢ 50  
Bergamini. 2.00¢ 50  
Cassia. 2.00¢ 50  
Caryophylli. 2.00¢ 50  
Cedar. 35¢ 65  
Chenopodii. 60¢ 10  
Cinnamomum. 60¢ 10  
Citronella. 60¢ 10  
Citron Mac. 35¢ 65  
Cinnamon. 60¢ 10  
Cubebae. 5.00¢ 100  
Eucalyptus. 5.00¢ 100  
Euphorbium. 5.00¢ 100  
Exechthitis. 5.00¢ 100  
Fennel. 5.00¢ 100  
Gaultheria. 5.00¢ 100  
Geranium. 5.00¢ 100  
Gossipii, Sem. gal. 55¢ 75  
Hedera. 55¢ 75  
Juniperi. 50¢ 60  
Lavendula. 90¢ 60  
Leonurus. 2.50¢ 35  
Lini, gal. 2.50¢ 35  
Mentha Piper. 2.50¢ 35  
Mentha Vir. 2.50¢ 35  
Morus. 90¢ 10  
Sassafras. 3.50¢ 70  
Sassafras. 3.50¢ 70  
Sinapis, ess. 5.00¢ 10  
Tigili. 60¢ 10  
Thyme. 40¢ 10  
" opt. 40¢ 10  
Theobromas. 15¢ 20

**POTASSIUM.**  
Bichromate. 72¢ 14  
Bromide. 42¢ 45  
Chlorate. 42¢ 45  
Iodide. 3.00¢ 25  
Prussiate. 25¢ 25

**RADIX.**  
Aithae. 25¢ 30  
Anchusa. 15¢ 20  
Arum. 25¢ 30  
Calamus. 20¢ 50  
Cassia. 20¢ 50  
Glycerhiza. 10¢ 15  
Hydrastis Canad. 25¢ 30  
Hellebore, Alba. 15¢ 20  
Hellebore, Nig. 15¢ 20  
Iris. 15¢ 20  
Iris. 15¢ 20  
" pv. 15¢ 20  
Spigelia. 45¢ 53  
Sanguinaria. 45¢ 53  
Serpentina. 45¢ 53  
Senega. 45¢ 53  
Smilax, Officialis, H. 45¢ 53  
Scilla. 10¢ 12  
Symplocarpus. 10¢ 12  
Valeriana, Germ. 15¢ 20

**SEMIN.**  
Anisum. 20¢ 17  
Apium (graveolens). 12¢ 15  
Bard. 12¢ 15  
Carui. 15¢ 15  
Cardamom. 1.00¢ 15  
Coriandrum. 10¢ 12  
Cuminum. 10¢ 12  
Cydonium. 10¢ 12  
Chenopodium. 10¢ 12  
Dipteris. 10¢ 12  
Foeniculum. 10¢ 12  
Foenugreek. 10¢ 12  
Lini. 34¢ 44  
Lini, gr. 34¢ 44  
Pisalis Canarian. 34¢ 44  
Rapa. 34¢ 44  
Sinapis. 34¢ 44  
" Nigra. 34¢ 44

**SPIRITUS.**  
Frumentum, W. D. & Co. 2.00¢ 50  
Frumentum, D. F. R. 1.75¢ 50  
Frumentum. 1.00¢ 50  
Juniperi. 1.00¢ 50  
Sacharum N. E. 1.75¢ 50  
Spt. Vini Galli. 1.75¢ 50  
Vini Alba. 1.25¢ 50

# SPONGES.

Florida sheeps' wool, carriage. 2.25 50

Nassau. do. do. 2.00 50  
Velvet Ext. do. do



"B' thunder!" said my cockney friend Hodges, the other day, after a customer had paid for a pound of tea and a dollar's worth of coffee and made his exit, "B' thunder! you Americian Shopkeepers are halways grumblin' and growlin' about 'ard times and dull trade and hall that sort of thing, you know, and I hoften think that I'd like to put some hof you hinto trade in the working districts of Hingland."

"Why so, Hodges?"  
"So, b' thunder, you'd happeciate the man who pays you a dollar'n-a-half for two harticles of groceries. Wy, wen I was a lad, I used to 'elp my huncle in the grocery trade, and ninety-nine customers hout of a 'undred used to keep their tea and coffee hin one and two hounce lots. You'd laugh at dividing a bar of soap or selling 'alf a candle, but the Hinglish grocer wouldn't, you know. Then, your packages hof soda and starch and the like'do do a 'eap of good hamong folks that buy such things by the penny and ha' pennyworth; and, I believe b'thunder, there'd be a revolution in the hold country, hif smokers 'ad to get their tobacco in packages like the Hamericans."

I think, on recollection, that the American trader is too often an habitual grumbler and chronic croaker and fault-finder. The trouble with him is that he voluntarily loads himself down with too many cares and misgivings. He has the weather, the crops, the finances of the country, State and National legislation, the criminal calendar, the labor problem and numerous other weighty matters to grapple with. He loses his adverdupois in worrying over coming fires; the untamed cyclone of the West demoralizes his nervous system; new competing points, induced by new lines of railroad, threaten him with disaster and bankruptcy, and, notwithstanding his proverbial ambition, push and nervous energy, he is more liable to paint his future black than rose colored—as witness, for instance, Soliman Snooks's melancholy forebodings over his future business prospects.

Soliman's insight into the future, by proxy, as related in a recent paper, although it appears at first glance a little extravagant, may, after all, be prophetic. When a Michigan legislator will deliberately and gravely propose an enactment making it a criminal offense to sell a box of matches without a poison and antidote label thereon and when another advocates a law that will render the giving or selling of tobacco in any form to a minor a felony and when still another tries to tack on an amendment to a liquor legislation bill declaring cider in any form an intoxicating beverage, we have reasonable cause for fearing that the crank element may, eventually, by some mischance, assume control of our law-making affairs; and if this should ever, unfortunately, come to pass, the obsolete "Blue Laws" of Connecticut would sink into obscurity in the matter of absurdity. I am not one of those who would argue for a moment any infraction on the reasonable prejudices or opinions of others. If Mr. Slimmer regards Sunday as a day of exceptional holiness and sanctity and I don't, the latter fact gives me no excuse for disturbing Mr. S's Sabbath meditations. If Farmer Snow requests me not to sell his twenty-year-old boy any tobacco, I shall cheerfully go to the trouble and expense of obliging him. If my neighbor Slawson thinks a cup of coffee little less than a deadly poison, I shall not insist on his purchasing the article or even ridicule him for his hobby when he sits at my table; but I don't want Slimmer to make it a misdemeanor for me to read undenominational books on Sunday or Snow to brand me as a criminal because of my after-breakfast cigar or Slawson to have me indicted for selling his old father a pound of coffee. I am willing to let people ride their hobbies to their heart's content, if they don't intrude on my balliwick. I concede to cranks the right to advocate absurd and utopian theories for the government of mankind, but I want it done outside of the halls of legislation.

I have affirmed, in substance, in this paper that the American trader croaks too much, and perhaps I am proving it by my own language; but, if there is anything eminently calculated to induce this habit, it is the actions of a portion of the biennial gangs whom the people elect to misrepresent them. Take one subject as an illustration of the singular want of brain capacity among certain members of the present Michigan Legislature. It is conceded by nineteen-twentieths of the educated physicians of the country that alcoholic liquors are almost indispensable in the preparation of medicines. It is further conceded by all sensible and observing people that at least four-fifths of the druggists of Michigan have always handled them carefully, conscientiously and lawfully, and yet there were found in the House of Representatives at Lansing nearly two score "statesmen" who put themselves upon record as believing that every pharmacist in the State was either an open or a disguised saloonist. Such an insult to a numerous, reputable and intelligent body of business men seems almost incredible, but the libeled individuals have the same consultation as the Irishman who was kicked by the mule.

My articles in THE TRADESMAN havenot

# H. LEONARD & SONS,

PRESERVE these ADVERTISEMENTS 134 to 142 East Fulton St., GRAND RAPIDS, MICH.

FOR FUTURE REFERENCE.

## Brown Dresden.



This pattern is the latest low price style in the market. There is nothing so good as it offered by any other house.

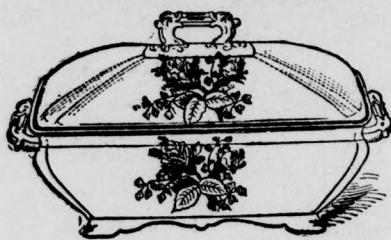
Try a sample package of it, as per our Catalogue, or a few sets alone as samples. We will sell any number of pieces.

### DINNER SETS.

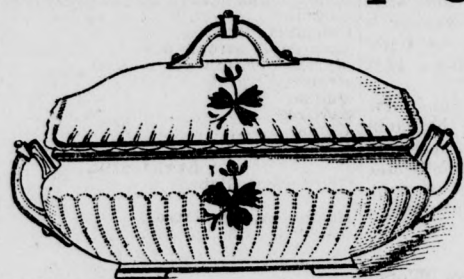
102 Pieces, - List Price, \$12.00  
129 " " " 16.50

Write for Special Prices.

## Moss Rose.



## Gold Band AND Sprig



Both of the above patterns carried in open stock. Both have gold edges and handles and are of the finest English goods.

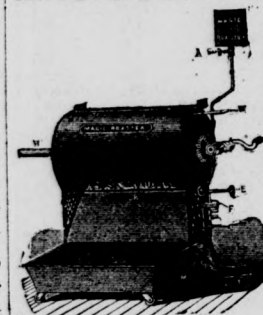
102 piece Dinner Set, Moss Rose, - List price, \$14.50  
129 piece Dinner Set, Moss Rose, - List price, 20.00  
102 piece Dinner Set, Gold Band and Sprig, list price 12.00  
129 piece Dinner Set, Gold Band and Sprig, list price 15.90  
102 piece Dinner Set, Lustre Band and Sprig, list price 8.75  
129 piece Dinner Set, Lustre Band and Sprig, list price 14.50

been characterized by any excessive amount of connectiveness or cohesiveness. They resemble, somewhat, Deacon Brown's bear story, which branched off into a deer story, a fish story and innumerable other stories, and was never known to be finished; and I suspect this paper is about the worst of the number. I surmise, moreover, that, notwithstanding my remarks about hobby riders, I have a hobby myself and that it is the subject of Fool Legislation.

Tiger Oil challenges the world of medicines for an equal to cure diseases in man or beast.

GERMAN L. Winternitz,  
MUSTARD, 106 Kent St.,  
Grand Rapids, Mich

### MAGIC COFFEE ROASTER



The most practical hand roaster in the world. Thousands in use—giving satisfaction. They are simple, durable and economical. No grocer should be without one. Roasts coffee and peanuts to perfection. Send for circulars.

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 Flakes,  
White Loaf,  
Reliance,  
Gold Medal,  
Graham.

OUR SPECIALTIES:  
Buckwheat Flour, Rye Flour, Granulated Meal, Baked Meal, Coarse Meal, Bran, Ships, Middlings, Screenings, Corn, Oats, Feed. Write for Prices.

Grand Rapids, Michigan.

## 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.

## ASK YOUR JOBBER

FOR

## Independent Oil Co.'s KEROSENE

If your Jobber does not handle INDEPENDENT OIL, send your orders direct to the office of the Company, 156 South Division St., Grand Rapids.

## SEEDS

For the Field and Garden.

## The Grand Rapids Seed Store,

71 Canal Street,

Offers for Sale all Kinds of Garden Seeds in Bulk.

Medium Clover,  
Mammoth Clover,  
Alsike Clover,  
Alfalfa Clover,  
White Dutch Clover,  
Timothy,  
Red Top,  
Blue Grass,  
Orchard Grass,  
Hungarian Grass,  
Common Millet,  
German Millet,  
Flax Seed.

## E. FALLAS,

Makes a Specialty of

## Butter and Eggs, Fruits and Oysters.

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

We Handle the Celebrated "ROCK BRAND" Oysters.

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

217 and 219 Livingstone Street. Grand Rapids, Michigan

## RINDGE, BERTSCH & CO.,

MANUFACTURERS AND WHOLESALE DEALERS IN

## BOOTS AND SHOES.

AGENTS FOR THE

## BOSTON RUBBER SHOE CO.

14 and 16 Pearl Street, - Grand Rapids, Mich.

## THE HOME YEAST CAKE.

Absolutely the Best and Purest ever put upon the Market.

SELLS ON ITS MERITS.

The Home Yeast Cakes are put up in two sizes (packages) cartons.

No. 1. Large size, 36 packages, or cartons, per case, \$1.50.

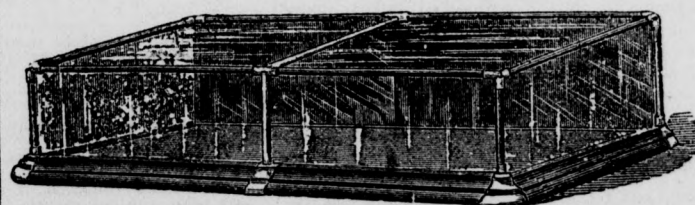
No. 2. Smaller " 36 " " " 1.00.

—MANUFACTURED BY—

THE HOME YEAST CAKE CO. 26 & 28 River St., Chicago, Ill

N. B.—Ask your wholesale grocer for the HOME YEAST CAKE.

## SHOW - CASES.



Address  
AMERICAN SHOW CASE WORKS,  
27 Lake Street, Chicago.

Send for Catalogue and prices.

## HIRTH & KRAUSE,

DEALERS IN

## Hides, Furs and Tallow,

Prompt returns made on Consignments.

118 Canal St., Grand Rapids.

## BRIGHTEN ENGLISH TOILET SETS

Your Stock

## WITH NEW GOODS

We show herewith our latest importations in new patterns of

## Decorated Crockery

for TEA and DINNER SERVICES. Patterns which will freshen up all stocks, and at prices which are greatly reduced from those of any previous season. These represent

## DIRECT PURCHASES

of our Mr. Leonard who has just returned from English markets.

The list prices named serve only as a guide, as we give liberal discounts to bona fide retailers of our lines. If you have not received our CROCKERY CATALOGUE, we shall be glad to forward it on application, and would be especially glad to show our immense assortment in our Fulton Street Stores.

## H. LEONARD & SONS.



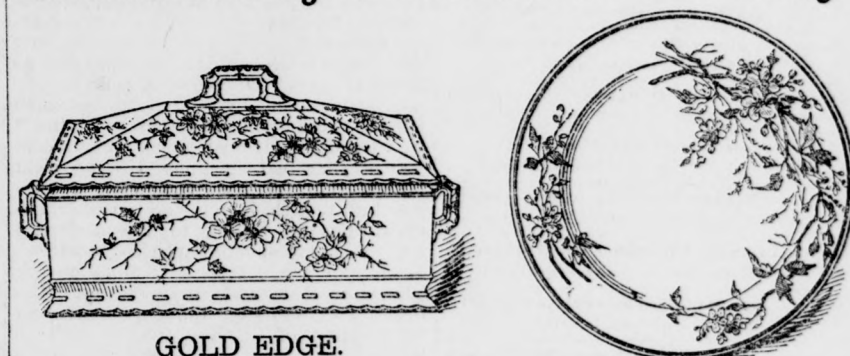
### "FLORAL VIEW" PATTERN.

Ten Piece Sets consist of Complete Set without Slop Jar.  
Twelve Piece Sets include Slop Jar.

Brown, Pink or Blue, "Floral View,"	10 pcs.,	List price,	\$3 00
" " " " " " " "	12 " " " "	" " "	5 50
" " " " " " " "	10 " " " "	" " "	3 00
" " " " " " " "	12 " " " "	" " "	5 50
" " " " " " " "	10 " " " "	" " "	4 00
" " " " " " " "	12 " " " "	" " "	7 00

Write to us for Special Prices.

## Handsomely Decorated 'Waverly'



GOLD EDGE.

NEW SQUARE SHAPE, ON STONE PORCELAIN BODY.

This rich pattern is carried in open stock and can be sold in any quantity. It is an entirely new style with fine yellow and pink flowers, and is the noblest and neatest pattern out for 1887.

100 piece Dinner Set, List price, \$20.

We also have this pattern in Assorted Packages, containing 2 sets, and would be pleased to quote same.

## METAL BRAND

TWO AND THREE PLY

## READY ROOFING

Waterproof, Durable and Economical,

OVER 7,500,000 SQUARE FEET APPLIED IN 1886.

## Curtiss & Dunton,

GRAND RAPIDS. - - MICH.

## MOSELEY BROS.,

WHOLESALE

## Fruits, Seeds, Oysters & Produce,

ALL KINDS OF FIELD SEEDS A SPECIALTY.

If you are in Market to Buy or Sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.

26, 28, 30 & 32 Ottawa Street, GRAND RAPIDS.

## HONEY BEE COFFEE!

Best in the Market for the Money.

## PRINCESS BAKING POWDER,

EQUAL TO THE BEST MADE.

## BEE MILLS' SPICES

Absolutely Pure.

J. H. THOMPSON & CO.  
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GENERAL DEALERS IN

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## SAFES

Combination and Time Locks,

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