

# The Michigan Tradesman.

VOL. 4.

GRAND RAPIDS, WEDNESDAY, AUGUST 10, 1887.

NO. 203.

## To Cigar Dealers

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

## SILVER SPOTS

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

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

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

**GEO. T. WARREN & CO.,**  
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## FURNITURE TO ORDER.

Anything or everything in the line of Special Furniture, inside finish of house, office or store, Wood Mantels, and contract work of any kind made to order on short notice and in the best manner out of thoroughly dried lumber of any kind. Designs furnished when desired.

**Wolverine Chair Factory,**  
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Butter, Eggs, Wool, Potatoes, Beans, Dried Fruit, Apples and all kinds of Produce.

If you have any of the above goods to ship, or anything in the Produce line let us hear from you. Liberal cash advances made when desired.

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Reference: FIRST NATIONAL BANK, Chicago.  
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**Wagon and Sleigh Co.**

MANUFACTURERS OF  
Spring, Freight, Express,  
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## WAGONS!

Logging Carts and Trucks  
Mill and Dump Carts,  
Lumbermen's and  
River Tools.

We carry a large stock of material, and have every facility for making first-class Wagons of all kinds.  
Special attention given to Repairing, Painting and Lettering.  
Shops on Front St., Grand Rapids, Mich.

## SEEDS

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

**ALFRED J. BROWN**

Representing Jas. Vick, of Rochester.  
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**LEATHER**  
And Shoe Store Supplies.  
SHOE BRUSHES,  
SHOE BUTTONS,  
SHOE POLISH,  
SHOE LACES.

Heelers, Cork Soles, Button Hooks, Dressings, etc. Write for Catalogue.  
118 Canal Street, Grand Rapids.

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

**JUDD & CO.,**  
JOBBER OF SADDLERY HARDWARE  
And Full Line Summer Goods.  
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**WHIPS**  
ADDRESS  
**GRAHAM ROYS,** - Grand Rapids, Mich.

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The Traveling Men's Favorite.  
**CHARLOTTE, - - MICH.**  
Re-fitted and Re-furnished.  
Sample Rooms on First Floor.  
First-Class in all its Appointments.  
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## Watch Maker

AND  
**Jeweler,**

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Horse and Wagon Covers,  
Oiled Clothing,  
Feed Bags,

Wide Ducks, etc.

Flags & Banners made to order.

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## H. H. FREEDMAN & CO.

Manufacturers and Jobbers of

## CIGARS

Factory No. 26, 4th Dist.

REED CITY, - - MICH.



## EATON & LYON,

Importers,

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Retailers of

## BOOKS,

Stationery & Sundries,

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## STEAM LAUNDRY,

43 and 45 Kent Street.

**STANLEY N. ALLEN, Proprietor.**

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

Orders by Mail and Express Promptly  
Attended to.

## PIONEER PREPARED PAINT.

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

## MIXED PAINT

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

On the Manufacturers' Guarantee:

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

**T. H. NEVIN & CO.,**  
Mfrs. & Corroders of Pure White Lead.  
Pittsburg, Pa.

Write for prices and Sample Card to

**Hazeltine & Perkins Drug Co.**

Wholesale Agents, Grand Rapids.

Try **POLISHINA**, best Furniture Fin-  
ish made.

## GEORGE BROWN'S OVERCOAT.

Written Especially for THE TRADESMAN.

"Both the thing, I wish I hadn't burdened myself with it!" and George Brown looked askance at the overcoat hanging on his arm. In the morning, when he came down to the store, from his boarding-house, the weather had been raw and cold, but now it was so soft and warm that, in carrying his grips (for he traveled for a large wholesale house in a bustling city which I will call—never mind, it isn't outside of Michigan,) from the store to the depot, the weight of an additional garment was burdensome.

It was a handsome coat, light as well as warm, fashionable in make and fitted admirably; and, though he had a horror of coddling himself, he had never repented purchasing it. But it certainly was a nuisance to him this evening, and the first thing he did on entering the coach was to toss it on the first vacant seat, which happened to be one of two together.

While he went to a newsboy to get the evening paper, a solitary female entered the coach and sat down in the seat opposite the coat. George returned to the car and sat down in the seat opposite, with his coat and grips beside him; the next moment the conductor gave the signal, away they steamed and the young man buried his head in his newspaper. That day the verdict had been given in a case of considerable importance, and not till he had scanned the whole proceedings, as set forth in the evening edition, read the judge's summing up and the finding of the jury, was the paper laid down for a minute and the presence of a fellow-passenger remembered.

It was somewhat embarrassing to find the eyes of this solitary female fixed on his face. They were dark eyes, and very brilliant ones, and there was an intensity in her gaze that made him—although wont to pride himself on his self-possession—red-den slightly and feel ill at ease.

Not that there was anything rude or unpleasant in that intent gaze. His *vis-a-vis*, both in dress and bearing, was a lady—and, moreover, a young lady.

Her age, roughly guessed, was between twenty and twenty-four; her features were of a refined type and capable of great expression; her hair was glossy, her costume neat and well-chosen, a cashmere walking-dress and black silk jacket moulded to a slender, graceful figure, while her make-up in general was all that could be desired.

George Brown's first thought was surprise that so lady-like a person should be traveling alone after dark; but his next was to remind himself that her air of modest reserve—for there was nothing bold or familiar in the glance he had surprised—and the quiet elegance of her dress must inspire everyone with respect.

But imagine his astonishment when one of those neatly-gloved hands was extended towards him, and a voice, tremulous with haste and eagerness, accosted him hurriedly:

"Sir, will you sell me your overcoat?"

It was such an extraordinary question that he could find no answer to it. After a very brief pause, it was repeated:

"Oh, sir, won't you sell it to me? I will gladly, thankfully, give you this for it."

And now he saw that the gloved fingers were agitating a scrap of paper—a ten-dollar bill.

"I am sorry I cannot offer more, but it is all I have to spare. Pray take it and sell me the coat. Don't hesitate, for there is not a moment to lose! You will be doing me an immense service, you will, indeed!"

It was positively confusing to be appealed to in this manner, and the young man had looked from the fair petitioner to his coat and back again more than once, ere the distress that began to be depicted on her countenance aroused him from his trance of bewilderment.

"Yours is a very curious request, madam. I am not in the habit of parting with my garments in this way."

"I suppose not—of course not," she acquiesced; "and that is what makes it the more painful, more difficult, for me; but in case like this, surely you will not refuse!"

"I am quite at a loss for your meaning," he declared, marvelling secretly whether this pretty, well-dressed young woman could be in her right senses.

"Oh, dear!" and she wrung her hands in her impatience; "how difficult it is to make one's self understood! I am offering you a ten-dollar bill in exchange for the coat lying beside you. Please accept my offer. You will earn my everlasting gratitude!"

But still George Brown raised his eyebrows in wonder and demurred. The whole affair was so out of all bounds that it would have struck him as comical if she had not been so terribly in earnest. Her troubled eyes, quivering lips and clasped hands imparted to it quite a tragical element.

"Nothing makes me more happy than to oblige a lady," he said, with the proverbial politeness of the American traveling man, "always supposing her requests are reasonable ones; but this one of yours I don't know how to characterize. Please tell me of what use to you the coat you wish to purchase can possibly be?"

She drew herself up as if offended that he

should presume to question her, and there was silence, but it didn't last for more than a minute; and, after peering through the window at the darkness, the fair, anxious face was turned once more on Mr. Brown.

"Do we stop at the next station?" she demanded, instead of giving him the explanation he anticipated, "will you kindly tell me what it is—Middleville? Then where is Hastings? Shall we soon reach it?"

His assent appeared to increase her distress.

"Oh, sir, will you not be generous and grant my request? I cannot tell you my motives, but I will say this much; it is of the utmost importance to me—and another. For pity's sake, accept the money and give me the coat!"

Her entreaties were irresistible; she saw that they had prevailed. The bill was forced into his hand, all the more forcibly because he made a gesture of dissent. The overcoat was in the lady's possession, and the mystified George Brown became witness to a piece of masquerading that increased his perplexity.

In an incredibly short space of time the young lady had enveloped herself in her purchase, and was pulling the velvet trimming off her stylish felt hat. This, and the bird that graced it, were transferred to one of her pockets. Then, with all possible haste, the brim of the hat was turned down, the crown crushed in, and it was transformed into the dowdy traveling cap of an elderly man. With this pulled down over her eyes, the coat turned up to her ears and buttoned over her velvet dress, and her hands folded over the handle of her umbrella, the metamorphosis was complete. It was no longer a graceful girl who sat there, but a bent old man; and George could have laughed at the change had he not heard her breathing prayers that she might escape detection.

What was the meaning of this strange piece of acting? From whom was she trying to escape—the police? No; this implied evil-doing and he would have staked his life on her truth and purity. Was it?—but he was beyond all conjecture.

But the train was stopping at Hastings, and a couple of old gentlemen, who had been conversing on the platform, stepped forward to watch the passengers get off. Apparently they did not find the person they wanted, for they walked from coach to coach inspecting the faces of those on board.

George Brown could hear the hurried breathing of his companion, and her murmured ejaculation of thanksgiving when she found that her disguise was not suspected, and he pitied her when the sudden opening of the door made her start and tremble; but it was only a couple of women and some children who got on. The elderly gentlemen she dreaded had gone and the train went on its way.

However, he could not leave this strange girl without showing his readiness to serve her; and, seizing an opportunity when the occupants of the car were busy with their own matters, he leaned toward her, saying:

"I shall get off at Charlotte; but what will you do? Can I be of any assistance to you? If I can, don't hesitate to say so."

"Thanks; if you could get me a carriage—"

A nod, and he drew back, for one of the children was inquisitive, and was drawing nearer to hear what the young man was saying to the old one.

And now the outskirts of Charlotte were in sight, and as soon as he had assisted the lady to the depot, he hurried away on his errand. But when he returned to lead the lady to the carriage she had disappeared and he had too strong a sense of honor to draw the notice of the curious upon her by making too many inquiries. She had gone, taking his coat with her, and leaving no trace of the adventure save and except the ten-dollar bill; and this he folded away in a private place in his pocketbook, there to lie till he could find the owner.

\* \* \* \* \*

"If you go to Kalamazoo during your vacation, Brown," said one of his firm, as he was bidding the store good-by for his summer's rest, "I wish you'd go and see my old friends the Monteith Bros. They have bought goods of us more years than I can remember, and are always wanting some of us to call on them. I have got to take my family North this summer, and I cannot go, so I'll try and make amends by sending a pleasant fellow in my place. Do go and see them."

"Thanks for the compliment," was the good-natured reply, "but it needs more 'cheek' than I've got to present myself in a strange place with no better excuse than that you told me to."

"Nonsense; I'll give you a letter of introduction, and you won't repent it, for both the Monteiths are shrewd, intelligent men, and very hospitable. In this case, too, the obligation will be mutual. You will not be half so glad to find friends in a strange city as they will be to receive a guest who shares their taste for business and can give them pointers."

So George Brown was persuaded to accept the introductory letter; and as every-

thing his senior had said in favor of the Monteith Bros. was carried out by common report, he presented the letter one dismal, rainy day, when going around the town was next to impossible.

The brothers were delighted with their guest, and insisted on his going home to dinner with them. The head of the table was taken by a widowed sister, as pleasant and agreeable as themselves; and the party also included a good-looking young man who was head clerk in the store of the Monteith Bros., and was made known as Harry Royal.

With this young man George Brown struck up a kind of friendship. There was something very attractive about the young fellow. He was versatile and headstrong yet so frank, so generous and so kind-hearted that he had a personal charm that brought him friends wherever he was. Nothing pleased him better than to show George around, and accompany him on long walks, and on one occasion he insisted that George must accompany him to his rooms.

"It's absurd to think that I should let you walk to your hotel—a mile the shortest way—without anything to shield you from this rain. If I can't find you an umbrella I can, at least, lend you an overcoat."

To this arrangement a willing consent was given, for the night was a miserable one; and, leading the way into a snug little room, Harry commenced a bootless search for an umbrella.

"I ought to have two," he grumbled; "but it's a fact that I never know where to find them. However, here's an overcoat. Take care of it, for it's the one thing I value in the world."

"May I know why?" said George, as he put on the coat.

"Because it was a gift from Polly on the eve of my leaving home; and if you want to know who Polly is, why, she's the dearest little girl in the world. I should have been ruined, body and soul, if she hadn't saved me from the clutches of the scoundrel who had me in his toils, God bless her!"

Harry Royal's voice was quivering with emotion, and to disguise it he commenced rattling away about something else. As for his friend, he remained silent, scarcely opening his lips except to say good-night, when they parted.

But, on arriving at his hotel, George Brown's first act was to snatch up a lamp, and survey himself in a glass. Not satisfied with this he took off the borrowed coat and examined it closely. There was no longer any doubt of it. The buttons had been changed, and it had been altered to fit the somewhat smaller frame of Harry Royal; but it was the same coat he had parted with two years ago in a railway train; and "Polly, the dearest girl in the world," must be the young lady whose ten-dollar bill still lay in his pocketbook.

Had she ever told Harry how his coat came into his possession? He certainly would not learn the fact from George Brown, who did not feel like acknowledging that it was he who had been a party to this strange adventure. He returned the coat on the morrow, saw it carelessly flung into a closet, and was leaving when Harry Royal called him back.

"I have never shown you Polly's picture, have I? Perhaps you won't call her a pretty girl; but then, no photographer could do justice to her features, or seize the expression that makes her so charming."

The owner of the photo felt somewhat huffed when the carte—after being studied for nearly five minutes—was laid down without remark or criticism; but he was too good-natured to retain any annoyance for more than a few seconds, and, as he ran down the stairs, after his friend, he was as gay as ever.

When they next met it was in the drawing-room of a wealthy merchant, to whom one of the brothers had introduced them. Mr. Ferry had half a dozen fair daughters, light-hearted, witty, and very fascinating. He was rich enough to dower them handsomely, and the two elder were already married. Inez had a predilection for a poor suitor, but she knew that her father would have no objection to him if he was worthy of her.

That this choice had fallen on Harry Royal, no one could doubt who saw the bloom deepen in her face, and her bosom heave as he drew near. Mr. Brown pitied the love-stricken maiden, for how could the young man return her affections, if his were already bestowed on one to whom he was, by his own avowal, so deeply indebted as the fair Polly.

Mr. Ferry's hospitalities on the night of the ball demanded a call on the following evening, and, accordingly, George Brown paid it. But his face was covered with astonishment when he found that he had been preceded by Harry Royal, who was leaning over the back of Inez's chair flirting with her desperately.

"Is this right?" he asked, as the young men left the house, side by side.

Harry started and reddened, but answered with his usual frankness:

"Under present circumstances I suppose it isn't, and every time I see her, I resolve that it shall be the last; but I'm an idiot,

and I can't resist the magic of her presence."

"And Polly?"

Harry bit his lip and hung his head for a minute or two; then, vowing that he would behave more sensibly, made his escape, and for several days avoided George altogether.

Of this Mr. Brown determined to take no notice. He had been in Alpena longer than he originally intended and must hasten his departure if he would utilize the rest of his holiday. But, when in saying his goodbye at Mr. Ferry's, he casually learned that the fickle Harry was a daily visitor there and laying open siege to the heart of Inez, all the chivalry in his nature flew to arms in defense of the forsaken Polly. In vain did he remind himself that he had no business to meddle in the affair. All his resolves to refrain vanished, when, walking into Messrs. Monteith's drawing-room to bid farewell to their widowed sister, he found Harry there alone writing for her.

"Call me over-officious if you will," said George, "but I am no true friend if I did not recall you to your duty. The beauty of Inez Ferry may have enthralled you; but your heart, your honor, bind you to the dear girl who braved so many risks for your sake. Can you ever be happy if you forsake her? Can you ever call yourself an honorable man, if, while she patiently waits for you in her far off home, loving you, trusting you, refusing to suspect that you could forget her—you are transferring your allegiance to another? I have seen this girl, I know how she—"

But here a loud "Oh! I say," from Harry broke in on the speaker's eloquence, and ere he could renew his explanations they received another check in the shape of a half laugh and a nod in the direction of the door.

"You're a capital preacher, Brown, but it isn't fair to let you go any farther without informing you that Polly is one of your audience."

A start, a glance in the direction of Harry's eyes had taken, and there, in the doorway, stood the fair purchaser of George Brown's overcoat. She was crimson with confusion, for she had been standing there long enough to hear most of her champion's remarks. Nor was his embarrassment any less, while the exasperating Harry made matters worse by looking from one to the other and chuckling.

Suddenly assuming a very grave air, he thanked his friend for his good counsel.

"It's a thousand pities it's thrown away, as it is in my case; for, having plucked up spirit to tell Inez that it was my poverty that forbade me to address her, she so represented affairs to her worthy parent; that he gives me his daughter and takes me into partnership with him. I'm a lucky fellow, don't you think so? And Polly—my sister Polly—has come to be present at the wedding."

George Brown did not leave Alpena that night, nor the next, nor as long as his leave of absence lasted. Miss Royal had consented to be the guest of the brothers Monteith, and, as Harry was absorbed in his betrothed, it devolved on some one else to show the stranger the sights of the city.

The first time they had a confidential chat—for Mr. Brown was so respectful that Polly soon got well acquainted—a few explanations were entered into that set both at ease.

"My conduct must have seemed so extraordinary, so insane," she said. "I have often wished I had asked you not to judge it too severely."

"I never did that," said her attentive auditor.

"Please let me tell you all about it," said she. "Harry and I lost our parents when we were very little children. A kind aunt took care of me, but my brother was left to the guardianship of his two uncles—stern old men, who made no allowance for the follies of youth. Not long before the evening I met you on the train, the foolish boy made the acquaintance of a villain, who led him into follies we need not dwell upon, now they are repented and atoned for. I knew nothing of what had happened till the terrible news reached me that Harry would be arrested for something that scoundrel had done and laid on Harry's shoulders, and his uncles, instead of trying to save him, refused him any help whatever."

"Of course I was eager to help him," Polly went on, "but they were cruel enough to want to murder me. They could not prevent me from taking the few hundreds I had in the bank, that my father left me; but they won my aunt over to their side, and I was made a sort of prisoner. I had escaped, and was on my way to Harry when I saw you; but I had reason to fear that they would try to intercept me at Hastings, unless I could prevent their discovering that I was in the train. As soon as I saw you toss your overcoat into the seat the idea entered my head that it would be a good disguise. Have you forgiven me for insisting on buying it?"

And then Polly laughed such a sweet, irresistible laugh, that her hearer could hardly refrain from joining in it.

(CONCLUDED ON EIGHTH PAGE.)



# 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, AUGUST 10, 1887.

## EARLY CLOSING AT LANSING.

One of the first actions taken by the Lansing Business Men's Association, after its organization had been fully completed, was to inaugurate the early closing movement. After a thorough discussion of the subject, it was decided to close all places of business, except drug stores, at six o'clock in the evening, five days in the week. The movement was inaugurated with a "great flourish of trumpets," including music by brass bands, a significant street parade, an outdoor meeting on the steps of the capitol and a fine display of fire works. A movement begun under such auspices could not fail to exert a good influence over the trade nor fail to convince the people in general that it possessed strong elements of cohesiveness. All reports from Lansing are to the effect that the agreement was lived up to the letter until about two weeks ago, when a grocer—not a member of the Association—sent word to President Wells that he proposed to withdraw from the movement. He did so, and his action was followed by a more prominent grocer, also not a member of the Association. Fearing that the early closing system would not prove a success, so far as the grocers were concerned, a number of grocers petitioned the Association to rescind its action, so far as it applied to the grocery trade. Such action would have caused a break along the entire line, as several general dealers stated they would petition for the same exemption, and this would undoubtedly be followed by the disintegration of the movement the Association had so much at heart.

In this emergency the Association appealed to the people for support. A mass meeting was held at the opera house, at which time stirring speeches were made by clergymen, professional and business men and representatives of the workmen in favor of a continuance of the early closing system. No one had the temerity to speak on the other side of the question and at the conclusion of the addresses, the following preamble and resolutions were unanimously adopted:

WHEREAS, The early closing of stores during the past month in this city has demonstrated to our entire satisfaction that the movement has been conducive to the best interests, not only of merchants and their employees, but of our entire city, by removing the causes which before that period existed to induce men during the evenings to be absent from their homes; and

WHEREAS, There seems at the present time danger that this movement may fail for lack of the moral support to which it is entitled from every good citizen; therefore be it

Resolved—That we, citizens of Lansing assembled here to-night, will by act and word, aid the merchants of this city in the good work they have inaugurated of shortening their hours of labor, and testify our sincerity by pledging ourselves to make no purchases at stores after the hour for closing adopted by the Business Men's Association.

Resolved—That merchants who adhere to the early closing movement show an unselfish determination to promote the moral well-being of our city and are entitled to our sincere thanks.

The following evening the Association held a meeting to consider the matter, when petitions were received from a large number of workmen in the factories, asking that the present system be continued. This put the lie to the statement so industriously circulated by interested persons, that the workmen as a class favored keeping all places of business open until late in the evening. The matter was discussed in all its bearings, in the course of which it was discovered that the citizens' meeting and workmen's petitions had had a great influence upon the minds of those who had been disposed to go back to the old way. It was unanimously decided to place the closing hour at 6:30 p. m. for members of the Association, and allow those outside of the Association to do as they pleased in the premises. Considering the strength of the sentiment in the community in favor of early closing, there is little to fear for the future.

The Lansing B. M. A. is entitled to great credit for the advanced stand it has taken on this question and the energetic and persistent manner in which it has stood by its colors. Nothing but the shrewdest generalship and the staunchest loyalty on the part of the members could have carried them through the crisis.

The rapid service system recently brought about by the introduction of the little store railways is likely to develop into something of a monopoly, the company controlling a number of patents having secured a permanent injunction against the Merchants' Store Railway Co. The patents of the former provide for the working of the apparatus by a rubber spring, while the latter uses compressed air. Judge Brown, in the United States Circuit Court, at Detroit, held that the defendants' device was a manifest attempt to seize upon the dominating idea of the patent and evade the letter of the claims. His honor took the ground that the air-impelling device was equivalent to the rubber spring, and did not entitle the defendants to credit for a new invention.

The successful manner in which President Grey meets every crisis which would tend to precipitate revolution shows that he holds a firm seat. Yet it must be admitted that the danger of a new war between France and Germany is great. There is now, more than ever, a hostile feeling between the two peoples. Germans in France are scarcely safe; Frenchmen in Germany must keep quiet. Never before, perhaps, was there so great a popular tension, and it is hard to see how it can be relaxed enough to maintain peace. A war, under such conditions, would be literally a flying at each others' throats, and must become a conflict "to the death," shocking to the moral sense of mankind.

The total value of our mineral products is put at \$465,000,000, an increase of \$37,000,000 within the year. Of this gain \$30,433,360 was in the value of pig iron. These look like large figures, but they will be thought very small by the American statistician of half a century hence. If there be any field in which we have only touched the beginning of our resources, it is this of our mineral wealth. We have not taken the pains to ascertain one-half of what our country contains in this shape.

Frankfort gives promise of enjoying a genuine business boom in the immediate future. With the finest flowing mineral spring in the State, an inland lake of unsurpassed beauty, a climate which borders on perfection during the summer months, a harbor which is capable of floating a respectable navy, and a railway in prospect, there would seem to be no reason why Frankfort should not develop into a city of considerable importance during the next half dozen years.

Elk Rapids puts forth a bid for a bank. The man who supplies such a want will be happy and rich in after years.

## AMONG THE TRADE.

### GRAND RAPIDS GOSSIP.

Wm. Irwin succeeded Irwin & Lane in the grocery business.

The Valley City Milling Co. has sold its grain elevator at Filmore Center to Harvey Bros., late of Hamilton.

Kilstrom & Peterson, feed, wood and coal dealers at 15 West Bridge street, have retired from the feed business.

Ed. Telfer is arranging to merge his coffee and spice business into a corporation under the style of the Telfer Spice Co.

The Grand Rapids School Furniture Co. has let the contract for the construction of a new dry kiln, 22x55 feet in dimensions.

H. Leonard & Sons have in press a 200 page illustrated catalogue, which will be the largest publication of the kind ever issued by a Grand Rapids house.

Glass & Osborn have rented a store building on the corner of South Division and Grant streets and will shortly remove their grocery, drug and boot and shoe stock to that location from Elm Hall.

Amos S. Musselman & Co. are now pleasantly settled in their new quarters on South Ionia street and Hester & Fox will have occupied the vacated premises by the time THE TRADESMAN for next week reaches its readers.

John V. Crandall & Son's store and general stock at Crandall's Corners, three miles west of Sand Lake, burned to the ground Sunday, involving a total loss. Mr. Crandall came to town Monday morning and before night Arthur Meigs & Co. had shipped a new grocery stock to Sand Lake, and Voigt, Herpolsheimer & Co. had booked an order for a stock of dry goods. The Messrs. Crandall are hard men to down—especially with fire—but the next time they leave their store in a dry time to go to a camp meeting, they will leave somebody beside the watch dog at home.

Robert Neil, the Ashland Center general dealer and logger, has made a nasty failure. He traded his stock to Erastus N. Burrell for the property known as the "Burrell farm," subsequently deeding the property to his wife. His other real estate was deeded to Alex. McKinley and Washington Seamon, both transfers being undoubtedly fraudulent. Neil has been claiming that he was making \$10,000 per year on his logging contract, but the loose manner in which he conducted business gives ground to the suspicion that the margin might have been on the other side of the ledger. Creditors will probably not get a cent unless they proceed to set aside the real estate transfers, which any court would undoubtedly do.

### AROUND THE STATE.

Remus—C. F. Fitzgerald has opened a meat market.

Grand Ledge—B. H. Enos, general dealer, is selling out.

Lakeview—John Croft is moving his grocery stock to Manistee.

Northville—H. D. Bailey, grocer, has assigned to E. S. Woodman.

Balch—H. McClure, of the grocery firm of McClure & Co., is dead.

Metamora—Lyon & Schuneman succeeded Wilder Bros. in general trade.

Adrian—Wm. Sheldon succeeds Sheldon & Sigler in the jewelry business.

Oxford—J. D. Hagerman succeeds Hagerman & Larzealer in general trade.

Pontiac—Allison & Merritt succeed Henry E. Allison in the jewelry business.

Bay City—Whitney & Co. succeed Pomeroy & Whitney in the cracker baking business.

Bad Axe—Mark Razek succeeds Razek Bros. in general trade.

Bad Axe—Sol Rosenstock & Co. succeed E. T. Des Jardines in general trade.

Lowell—Ben. E. West & Co. have sold their drug stock to Clark & Winegar.

Owosso—Salisbury Bros. succeed D. R. Salisbury in the boot and shoe business.

Brookway Center—A. H. Braidwood succeeds Owens & Braidwood in general trade.

Charlotte—Levy & Green succeed F. L. (Mrs. J. H.) Green in the clothing business.

Orangeville—Eli Nichols' store was recently broken into and \$500 taken from the safe.

Edmore—The O. Tower hardware stock has been sold to W. F. Chapman, late of Stanton.

Litchfield—A. J. Lovejoy & Co. succeed Lovejoy & LeFleur, general dealers and bankers.

Chelsea—R. S. Armstrong & Co. succeed R. S. Armstrong in the drug and grocery business.

Six Lakes—E. A. Bellows has enlarged his store and added lines of dry goods and hardware.

Clio—A. B. Gould has sold his general stock to Nixon & Hubbell and his furniture stock to Wm. H. Davis.

White Cloud—P. Wait has purchased the boot and shoe stock of J. R. Campbell and will continue the business.

Stanton—J. W. S. Pierson & Co. are building a two-story brick tin shop in the rear of their hardware store.

Big Rapids—Griswold & McGregor have closed their branch drug store at White Cloud and moved the stock back to this city.

Elm Hall—Glass & Osborn are reducing their stock of drugs, groceries and boots shoes, preparatory to their removal to Grand Rapids.

Sault Ste Marie—Prenzlauer Bros., wholesale and retail general dealers, have dissolved, Herman Prenzlauer retiring and A. Prenzlauer continuing under the same style.

Kalamazoo—Geo. Bassett has purchased an interest in the merchant tailoring and furnishing goods business of F. E. Wells and the two will continue the business under the style of Wells & Bassett.

Red Jacket—The firm of W. H. Hosking Jr., & Co. has been closed by Sheriff Ryan. This firm was the firm of Walls & Co. a few days ago and when danger was threatened by the creditors of Watson & Walls, the Allouez mine tributors, who are also interested and partners in the Red Jacket store which is managed by W. H. Hosking, who married a sister of Wm. Walls, Hosking said he had bought out Walls' interest and changed the style of the firm as above.

Leopold & Austrian, the steamboat and commission firm, of Chicago, are the creditors who closed the store.

Port Huron—The proprietors of the 99-cent store turned a big and spirited pup in to their place the other night to keep away burglars. They would have saved money if they had put in the burglars to keep away the dog. He wasn't used to being left alone in such a fine place, and it made him feel so good that he spent the night in running hurdle races, eating silk purses, and other innocent but expensive amusements. In the morning the store was a barren waste, and if the owners could sell the pup for \$150 they would be tickled to death, although they wouldn't be a cent ahead.

### STRAY FACTS.

Morenci—Jesse Chamberlain succeeds C. F. Acker in the hotel business.

Armada—The flouring mills are being refitted with roller process machinery.

Lansing—A. H. Hansel, late of Chippewa Lake, has opened a lumber yard.

Homer—J. H. Cook, Jr., has bought out O. W. Mumbure's blacksmith business.

St. Louis—F. C. Henry, the miller, contemplates opening a mill and elevator at Ashley.

Frankfort—The Bank of Frankfort expects to move into its new quarters by September 1. Its business is rapidly increasing.

Ionia—W. C. Page, P. T. Bates, Ben. B. Hall and R. Lee Page have formed a copartnership under the style of Page, Bates & Co., to engage in the handling of produce.

Blanchard—Mrs. E. S. Hopkins has applied for the administration of the estate of her late husband and the guardianship of their child. The drug stock is offered for sale.

Fremont—M. B. Franklin, the merchant-postmaster, has fairly outdone himself in the purchase of office furniture, in consequence of which he has the finest appearing post-office to be seen in a year's journey.

Marquette—A company of Cleveland capitalists under the leadership of Samuel L. Mathers has leased forty acres of land next to the Lake Superior Iron Co.'s gold mine and will proceed to develop it. An advance rental of \$10,000 has been paid on the property.

Detroit—The stockholders in the new Peninsular Savings Bank have elected as president, Alexander Chapoton; first vice president, Cornelius Corbett; second vice president, Joseph Perrier; cashier, Joseph B. Moore; attorney, Michael Brennan; directors, Alexander Chapoton, Thomas Nester, Casper Schulte, James Dwyer, Joseph Perrier, John Atkinson, John H. Berry, Alexander Lewis, Paul Weidner, Siegmund Simon, John M. Dwyer, W. E. Moloney, Joseph B. Moore, Simon C. Karrer, Cornelius Corbett, Waldo M. Johnson, Michael Brennan, James Gerrans, M. F. Howard, Geo. Hanley, Joseph A. Marsh, and W. D. Smith, of Ann Arbor. The capital stock is \$250,000.

Frankfort—F. L. Fuller, Cashier of the Bank of Frankfort, has been agitating the subject of organizing a Building and Loan Association for some time past, and the agitation has finally taken shape in the formation of a strong organization, with \$500,000 capital, divided into 5,000 shares of \$100 each.

### MANUFACTURING MATTERS.

Mason—The new knitting works employ seventeen hands.

Leetsville—B. A. Jones will move his sawmill to Kalkaska.

Sand Lake—J. V. Crandall & Son's new sawmill is completed and is running full blast.

Battle Creek—The Sheathing Lath Machine Co. has been organized, with a capital stock of \$100,000.

Plainwell—R. Almendinger succeeds F. B. Jones in the manufacture of cigars and the sale of tobacco.

Chippewa Lake—A. D. Hensel is closing up his lumber business, preparatory to removing to Lansing.

Detroit—The Detroit Picture Frame Co. has elected Leonard Laurence president and Wm. P. Bowring secretary.

Ingalls—Carley & Parmenter's new shingle mill is nearly completed. Cedar shingles will be manufactured exclusively.

Bay de Noquette—R. Peacock, lumber dealer, has sold out to the heirs of Joseph Peacock, possession to be given Nov. 15.

Saugateuk—Wisner, Rowe & Co., who have just opened a bank, announce that they will put up a brick block next season.

Detroit—W. H. Pierce and S. R. Bateson are partners in the manufacture of the Johnson capsule. They disagreed and Pierce is demanding a dissolution of the partnership.

Muskegon—Sawmill laborers were never more scarce than at present. Montgomery, Hetz & Co. have been compelled to cease running nights, owing to their inability to get the necessary help.

Farwell—J. E. Austin is building a mill to have a daily capacity of 40,000 feet of lumber and 45,000 shingles, at Lake George, about seven miles from Farwell, on the Toledo, Ann Arbor & North Michigan Railway.

North Muskegon—The Cohasset Lumber Co. is again hauling logs over its logging road and dumping them into the Muskegon river at Paris, at the rate of about 150,000 a day. They reach Muskegon about five days after starting.

Saginaw—A. Linton & Sons, whose mill was lately burned out, were offered \$1,000 bonus to locate their new mill within certain prescribed territory, and while they did so on their own choice, the bonus was courteously declined.

Flint—A company has been organized with a capital of \$100,000, for the manufacture of the Skinner automatic car coupler. The main office will be located at Flint, while the work will be done at Detroit.

The officers are: Oren Stone, president; John Skinner, vice-president; A. D. McCall, treasurer; J. W. Blake, secretary.

Kalkaska—John Torrey will saw about 15,000,000 feet at his Kalkaska mill, on that part of the Hannah, Lay & Co. property which he retained when he made his recent sale. Logs from the timber, at the head of Boardman river, reach the mill via a five-mile logging road, over which a trip was recently made with 30,000 feet of logs in fifteen minutes.

### Purely Personal.

John H. Loucks, the happy storekeeper at Ottawa Beach, was in town Monday.

John F. Halladay, the Battle Creek grocery jobber, was in town last Wednesday on his way to Chicago.

Silas K. Bolles has gone to Leadville, Col., to secure immunity from the hay fever. He is accompanied by his wife.

C. B. Field, of Muskegon, passed through the city Saturday on his way to Vermontville, where he has lately purchased a large stock farm.

Charles B. Lovejoy, the Big Rapids grocer, was in town last Thursday to meet his family, who have been spending the summer in the East.

Heman G. Barlow sustained a painful injury one day last week, which has kept him in dry dock most of the time since. While tinkering with a gas fixture, a piece of glass came in contact with his wrist, severing a large artery.

### Gripsack Brigade.

Edwin Andrew, father of Ed. P. Andrew, died at Ludington last week at the age of 63.

L. L. Loomis has returned from Minneapolis and resumed his trips on the road for Bulkley, Lemon & Hoops. The trade will gladly welcome him back.

Jack Linsey, traveling representative for P. Lorillard & Co., is ill with a fever at the Park Place, at Traverse City. Recent symptoms are more favorable.

Frank Correll, traveling representative for Bivler & Correll, wholesale dry goods and notion dealers at Easton, Pa., has been spending his summer vacation with friends here.

Fremont Indicator: Chas. E. Morgan in "off the road" for a few weeks' rest, and is enjoying the mid-summer holidays at his home on the farm "salubrious made" by the splashing and the breezes of Fremont Lake.

It is reported that a change has been made in the place of holding the traveling men's picnic, but up to the time of going to press THE TRADESMAN has received no authoritative statement from the committee having the matter in charge. Conflicting reports have been published in the daily papers.

## THE AUBURN PAPER CO.

The trade generally will be interested in the following articles, which refer to one of the leading business houses of Grand Rapids:

We clip from the Commercial World and U. S. Exporter.

An Industry that has Grown Up with Auburn.

### THE AUBURN PAPER COMPANY.

"Looking over the trade and resources of the State of New York, the observer cannot fail to be astonished in the first place at the number of large towns of considerable industrial importance, and in the second at the prosperity that has attended the growth and development of various manufacturing interests that have sprung up in all parts of the Empire State and wherever a flourishing community has been collected.

The Auburn Paper Company furnishes a conspicuous instance of the importance of these businesses, the first paper mill having been started here in 1829, when the village was scarcely settled. It underwent several vicissitudes and was successively owned by the Messrs. Skinner & Hoskins, the Cayuga County Bank, Messrs. West, Iverson & Markham, until in 1849 a stock company was formed to operate it. They re-organized and enlarged the business in 1854. In 1873 the Messrs. Botsford Bros. (John H. and James E.) purchased the property and the business then commenced to make headway.

They entered on the business with the vim of young men and pushed it with such success that they soon found their quarters inadequate, and finally secured accommodations in the Richardson building on South street, 100 feet deep and three stories high with an excellent basement, which they had specially fitted up for them.

They control several mills, all of the most improved construction and equipment, and manufacture a full line of manilla and straw papers.

Their chief specialties are their "Ra" and "S B" manillas, for which they have a large trade in all the principal cities, and which is sold very largely to the trade for shippers, grocers, tea merchants and others, for wrapping and packing purposes.

These papers are noted and highly popular on account of extra finish and fine quality.

Their "Superb" butter and fruit tray



### TRADE MARK.

which is furnished in one, two, three and five pound sizes, and is made from the pure wood pulp smoothly finished and in one piece, the ends being secured by eyelets. Its size and shape render it a general favorite; it is tight and strong as well as light and clearly and is largely sold in New York and other large cities.

In addition to the above lines the firm have an excellent business as jobbers and dealers in general stationery goods, twines, etc., their trade reaching as far west as the Pacific Coast and all through the Eastern States and their enterprise and the favor with which their straightforward and prompt method of doing business is received are displayed in their rapidly increasing and important sales."

The following is a part of an article appearing in the Auburn Dispatch of April 22, 1887:

### The Auburn Paper Company.

ESTABLISHING A WESTERN BRANCH AND OPENING NEW TERRITORY.

"Among the institutions located in this city that have attained enviable reputations in the commercial world none more properly deserves its distinction than the Auburn Paper Company. Obtaining control of the business in 1872, they at once instituted a revolution of business methods, employing distinctly original modes and bringing advanced ideas to aid in the development of the trade. How practical were those ideas and how closely were the methods adhered to and diligently pursued is evidenced in the fact that the company now feel it incumbent to establish a branch house in Michigan to meet the requirements. The new house is located in Grand Rapids, a prosperous, enterprising city, conveniently located for the trade and offering every conceivable advantage. James E. Botsford, one of the company, will locate there and superintend the business, the other member, John H. Botsford, remaining in charge of the house in this city. The firm have already a number of large contracts for the western house, and the proportions of the business in that State alone are truly of exceptional magnitude. Pleased and gratified at the success already attained, the company are not disposed to relax their efforts in the strides of progress, but propose to further increase their facilities for securing trade and to make preparations commensurate with the present encouraging auguries."

The above mentioned company is located 29 Ionia St. in this city, where they carry in stock a large supply of manilla paper of various grades, of Rag, Straw, Building and Carpet Papers. They also do a large trade in fruit papers shipping into Southern California. They are agents for satchel bottom bags also for the Union Anchor Square Bag, the best paper bag in the market.

The trade can place their orders with the Auburn Paper Co. in the confidence that no house in the west can offer greater inducements.

## MISCELLANEOUS.

Advertisements will be inserted under this head for one cent a word or two cents a word for three insertions. No advertisement taken for less than 25 cents. Advance payment.

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

FOR SALE—The mill and machinery formerly used by the Ionia Manufacturing Company at Ionia, Mich. Apply to A. J. Webber, receiver, Ionia, Mich. 263-3t

FOR SALE—New stock of groceries and fixtures situated at 115 Broadway. Call and examine stock or address A. Kenyon, Grand Rapids, Mich. 267

FOR SALE—120-acre farm, with fine house and other buildings, three miles north of Coopersville. The best orchard in Ottawa county. Price \$7,000 cash. Address, for further particulars, E. A. Stowe, Grand Rapids, Mich. 186tt

FOR SALE—CHEAP—Portable saw mill in good running order. Capacity 25 M. per day. Gang edge, saw dust carrier, and line rollers. For further particulars enquire of J. F. Clark, Big Rapids, Mich. 196tt

FOR SALE—Fine residence property on Mount Vernon street, west side, with bath room, closets and all modern conveniences for sale for \$5,000 cash, or will trade for stock of general merchandise or goods in any particular line. Address N. A. Fletcher, Houseman Building, Grand Rapids. 196tt

FOR SALE—The best drug store in the thriving city of Muskegon. Terms easy. C. L. Brundage, Muskegon, Mich. 196tt

FOR SALE—Best bargain ever offered for general stock in growing and good farming community in Northern Michigan. Stock will inventory about \$6,000. Sales last year were \$80,000. Address "The Tradesman," Grand Rapids. 177tt

FOR SALE—Ice box, 6 feet and 2 inches high, 2 feet and 11 inches wide, and 2 inches deep. The box is zinc lined and nearly new. J. C. Shaw, 79 Canal street, Grand Rapids. 189tt

FOR RENT—Large store, corner West Fulton and Front streets, Boston Block. Good location for a grocery. Inquire of J. T. Strahan, 221 Mt. Vernon street, Grand Rapids. 203-3

WANTED—Situation by young man in a grocery or general store. Four years' experience. Best of references. Address S. care box 354, Fremont, Mich. 207-3

WANTED—To exchange farm worth \$2,500 for a stock of goods. Address Box 23, Tradesman office. 204tt

WANTED—A man having an established trade among lumbermen to add a special line and sell on commission. To the right man a splendid chance will be given to make money without extra expense. Address "B," care Michigan Tradesman. 178tt

Michigan Drug Exchange.

375 South Union St., Grand Rapids.

AGENTS FOR THE

Standard Petit Ledger.

WANTED—A registered female pharmacist to take situation in western town. Also other registered pharmacists and assistants.

FOR SALE—Stock of \$3,000 in town of 1,000 population. Average daily sales \$30.

FOR SALE—Stock of about \$2,000, well located in Grand Rapids, doing good business.

FOR SALE—Stock of about \$500 in town of 500 inhabitants. No other drug store in town, good location. Must be sold on account of death of proprietor.

FOR SALE—Stock of about \$1,800 in town of 1,800 population. Will exchange for good real estate.

FOR SALE—Stock of \$1,700 in town of 800 inhabitants. Average daily sales \$15. Will sell on easy terms.

FOR SALE—Stock of about \$4,000 in town of 2,000 inhabitants. Will exchange for good farm lands.

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.

THE ACME OF UTILITY AND ECONOMY

IN STORES

SHELVING

KOCH'S PATENT

ADJUSTABLE

SHELF REVERSIBLE

BRACKETS

SHELVING

CAN BE READILY

PUT UP BY ANY

ONE AND MOVED



### Association Notes.

A. B. M. A. has been formed at Ashley. Carry the news to Blain. There will be a banquet at the Flint convention, tendered by the Flint Mercantile Union.

The editor of THE TRADESMAN will assist in the formation of an association at Sand Lake to-night and at Ithaca Friday night.

W. Crotty, Secretary of the Lansing B. M. A., writes: "As soon as some members who have not paid up have been called upon, we shall join the State body. We will enter with over 100 members."

The Railway Association of Michigan, comprising all important railway lines in the State, has granted a one and one-third rate to the September convention of the Michigan Business Men's Association.

Grand Haven Herald: The monthly meeting of the Business Men's Association Wednesday night showed the value of the Association not only in collecting bad debts, but in avoiding dishonest customers, besides helping to train these into better ways.

S. Lamfrom, Secretary of the Owosso B. M. A., writes: "We have elected delegates and alternates to the State convention. We designated Stanley E. Parkhill to deliver the three minute oration under penalty of a box of cigars for the last variation of the designated time."

Lansing Republican: The members of the Lansing Business Men's Association are in a happy frame of mind. They think the action of the meeting last night was just right and henceforth everything will be lovely. The men who have taken this early closing movement in hand are determined to succeed or die trying.

Howard Record: We stated some time ago that the Business Men's Association had taken up the project of opening up and improving the roads leading into Howard City. An arrangement was made with Mr. Neve, highway commissioner in Pierson township, by the terms of which the Business Men's Association was to furnish a sum of money to assist in completing a piece of road south from the Wood Lake school house. Since that time the road has been completed in good shape and the money raised at this "end of the line" and paid over in proper shape. This will prove to be of great convenience to the farmers in the locality along the road, and save them several miles travel in coming to Howard City with their grain. Roads in other localities will now receive due attention.

### White Lake to Picnic Next Week.

WHITEHALL, Aug. 3, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—At the last regular meeting of the White Lake Business Men's Association, which occurred on Tuesday evening, Aug. 2, you were invited to attend our annual picnic, which will be held at Weston's grove, at the mouth of White river, on Tuesday, Aug. 16.

Any members of your home society that you can bring along will be welcomed by us. Respectfully yours,

W. B. NICHOLSON, Sec'y.

### Muskegon to Organize on a Broader Basis.

MUSKEGON, Aug. 5, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—We have been considering the advisability of merging our Retail Grocers' Association into a Business Men's Association, and have come to the conclusion that such a course is the best plan to pursue. Please let us know when you can make it convenient to be with us for an evening, not later than ten days hence. We think by such effort we can secure a large association here and we want you to be present at that meeting and explain more fully than any of us are able to do the benefits of organization. You can fix the date to suit yourself and President Fargo and myself will see to getting the signature of all business men to the call for this meeting. Yours truly,

WM. PEER, Sec'y.

President Blain, of Lowell, and the editor of THE TRADESMAN will go to the White Lake picnic on August 16, and Mr. Peer has been informed that he can issue a call for a meeting on the following evening. It is to be hoped that President Hamilton and the Presidents of the Ionia, Grand Rapids, Coopersville, Grand Haven and White Lake Association, or representatives from those bodies, can also be present at the reorganization of the Muskegon body.

### Good Report From the Owosso Association.

OWOSSO, Aug. 4, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—Our Association is in a healthy and flourishing condition and many good results have been derived by its members, both individually and in general. The indications are flattering for the future.

We are at present laboring to locate the car and repair shops of the T., A. A. & N. Railway in this city. The General Manager met a committee from our Association last evening and talked very favorably. If we are able to accomplish this, the credit will rest wholly with the B. M. A.

Yours truly,

S. LAMFROM, Sec'y.

### The Flint Programme.

FLINT, Aug. 1, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—I have been around this morning and secured reduced hotel rates—\$1.50 per day at either the Bryant, Sherman or Dayton Houses.

We extend an invitation to a banquet on Wednesday evening, Sept. 7.

Our Deaf and Dumb Institute is closed and will not be opened until about Sept. 15, but we will try and entertain the members in other directions.

We will have the opera house for your meetings. Yours truly,

J. L. WILLETT, Sec'y.

The Bancroft cheese factory has resumed operations with a full force under new management.

Chas. M. Northrop, Lakeview: "I have a high appreciation of THE TRADESMAN as a business instructor."

### Programme for the Coming State Convention.

The following programme will be observed at the third convention of the Michigan Business Men's Association, to be held at Flint on Sept. 6 and 7. Some changes may have to be made in the programme as the date of the convention draws near:

- TUESDAY—9 A. M.
1. Call to order by President.
  2. Prayer by Rev.
  3. Address of welcome by Geo. T. Warren, Mayor of Flint.
  4. Response in behalf of the Association by L. W. Sprague, Greenville.
  5. Reading of President's Address.
  6. Report of Secretary.
  7. Report of Treasurer.
  8. Report of Executive Committee.
  9. Appointment of Committees on Credentials, Order of Business, Resolutions, President's Address and Secretary's Report.
  10. Reports of delegates on local association work, one to three minutes each.

- TUESDAY—1:30 P. M.
1. Report of Committee on Order of Business.
  2. Report of Committee on Credentials.
  3. Report of Committee on Transportation.
  4. Report of Committee on Legislation.
  5. Discussion of above and action on same.
  6. Paper—"Manufactories, their value and how to secure them"—S. Lamfrom, Owosso.
  7. Paper—"Mercantile Education"—C. T. Bridgman, Flint.
  8. Reports of delegates continued.

- TUESDAY—7:30 P. M.
1. Report of Committee on President's Address.
  2. Report of Committee on Secretary's Report.
  3. Report of Committee on Trade Interests.
  4. Discussion of above and action on same.
  5. Dissolution of Association.

- WEDNESDAY 9 A. M.
1. Call to order.
  2. Prayer by Rev.
  3. Organization of new Association.
  4. Report of Committee on Constitution and By-Laws, and adoption of same.
  5. Election of officers.
  6. Adoption of constitution and by-laws for auxiliary bodies.
  7. Adoption of charter.
  8. Paper—"Village Improvements"—W. W. Warner, Allegan.

- WEDNESDAY—1:30 P. M.
1. Paper—"Mutual Insurance"—Hon. M. T. Cole, Palmyra.
  2. Opening of Question Box.
  3. Paper—"Buying goods, how, when and where."
  4. Selection of next place of meeting.
  5. Announcement of standing and special committees.

- WEDNESDAY—7:30 P. M.
1. Address—"The Business Man in Politics"—Hon. S. C. Moffatt, Traverse City.
  2. Report of Committee on Resolutions.
  3. Adjournment to banquet tendered by the Flint Mercantile Union.

### Organization of a Strong Association at Fremont.

In spite of a strong counter attraction, there was a full attendance of the business men of Fremont last Friday evening at a meeting called to consider the advisability of organizing a Business Men's Association. Joseph Gerber was selected to act as chairman of the meeting and Chas. I. Rathbun as secretary *pro tem*. After an explanation of the aims and objects of organized effort by the editor of THE TRADESMAN, A. H. Northway moved that the formation of an Association be immediately proceeded with, which was adopted. The regulation constitution was then adopted, when the following gentlemen handed in their names for charter membership: D. Gerber & Sons, C. I. Rathbun, Darling & Smith, W. D. Leonardson, Fenton & Forman, M. B. Franklin, Darling Milling Co., A. H. Northway, Raider & Son, J. B. Ketchum, W. Hopper, J. R. Odell, W. A. Anderson, C. A. Pearson, C. C. Merrick, Rutherford & Mizner, Fred Marshall, W. S. Platt, Alex. Read, Van N. Miller, Richard Purdy, C. E. Stearns, A. K. Wagner, A. J. Jones, K. Boone, J. Dursema, A. F. Tibbitts, L. Vallier, J. F. Wright, E. O. White, J. R. Jacklin, L. Sweet, N. A. Vyne, Walter Pumfrey.

Joseph Gerber was elected President and Chas. I. Rathbun Secretary. These gentlemen, with J. R. Odell, A. H. Northway, and Frank H. Smith were constituted the Executive Committee. The election of the remaining officers and committees was deferred until the next meeting.

The Blue Letter collection system was adopted and the Executive Committee instructed to procure the printing of the necessary blanks.

The editor of the local paper was requested to print the constitution and by-laws in his next paper, as a matter of news, and the meeting adjourned for one week.

### Evaporator Notes.

R. H. Olive is building an addition to his evaporator, at Wayland, which will double his room capacity and enable him to turn out four times as much cured fruit per day.

M. B. Brooks has started his old evaporator, at Nashville, and has begun work on a new building.

Connor & Cross expect to start a fruit evaporator at Fremont.

M. O. Walker will soon start his fruit evaporator at Allegan. He contemplates putting in another evaporator at Bloomingdale.

### The Hardware Market.

Nails are firm, but without material change. Sheet iron has advanced 20c per 100 at the factory, but the jobbers have not yet changed their price. There is every prospect of a great scarcity of light sheet, as all the factories are running on heavy tank iron, for which there is a great demand at present. Coil chain is firm, with every prospect of an early advance.

### Sand Lake in Readiness to Organize.

SAND LAKE, Aug. 4, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—At last Sand Lake is fully ripe to enter the list of Business Men's Associations. Every business man and woman having signed a call for a meeting. We await your convenience to come up to set us up in business. Write me when you can be with us. Yours truly,

J. V. CRANDALL.

Now is the time for you to use Tiger Oil and prove it is better than any other medicine known for all Summer Complaints of the Stomach and Bowels, from the infant to manhood, as Pain, Colic, Cholera Infantum, Cholera, Cholera Morbus, Diarrhea, Flux, Yellow Fever and all kindred diseases, as well as Nervous Diseases, Sunstroke, Paralysis and their relations. Use internally and externally.

### 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

To Grocers and Provision Dealers.

### CHADBORN'S

Automatic Smoked Beef Cutter.



With guard in position for use.

DIRECTIONS—Screw firmly to Bench or Counter. Always Keep the Slide in the Bottom of the Box, with the POINTS TOWARD THE KNIFE.

HAWKINS & PERRY,

Wholesale Provisions.

Grand Rapids, - - Mich.

## EN ROUTE!

100,000 Old Virginia Cheroots,

WILL BE IN STOCK THIS WEEK.

SEND IN YOUR ORDERS.

Cody, Ball, Barnhart & Co.

SOLE AGENTS.

Grand Rapids, - - Mich.

## Wall Paper AND Window Shades

At Manufacturers' Prices.

SAMPLES TO THE TRADE ONLY.

House and Store Shades Made to Order.

68 MONROE STREET, GRAND RAPIDS.

Nelson Bros. & Co.,

C. AINSWORTH,

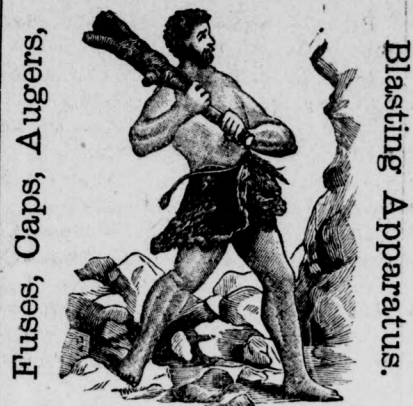
JOBBER IN

WOOL

CLOVER, TIMOTHY SEED and BEANS.

Parties wishing to Buy or Sell above are invited to Correspond.

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



## HURCULE'S POWDER

THE GREAT STUMP AND ROCK

## Annihilator

Strongest and Safest Explosive known to the Arts. Now is the time to Stock Up for Farmers' Trade.

Mail orders promptly filled.

L. S. HILL & CO.,

19 and 21 Pearl St., Grand Rapids, Mich. Also wholesale dealers in Gunpowder, Ammunition, Guns, Fishing Tackle and Sporting Goods Generally.

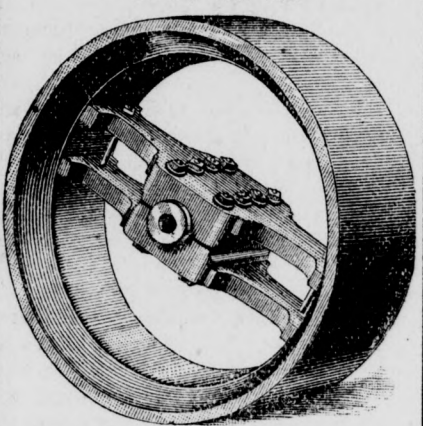
## HESTER & FOX,

Manufacturers' Agts. for

Saw and Grist Mill

## MACHINERY

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



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

WRITE FOR PRICES.

130 Oakes St., Grand Rapids, Mich.

## 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.

PURE. NEW PROCESS STARCH. SWEET.

This Starch having the light Starch and Gluten removed,

One-Third Less

Can be used than any other in the Market.

Manufactured by the

FIRMENICH MFG. CO.

Factories: Marshalltown, Iowa; Peoria, Ill. Offices at Peoria, Ills.

FOR SALE BY

STRONG. Clark, Jewell & Co. SURE.

CLARK, JEWELL & CO.

ARE SOLE AGENTS FOR

## ELASTIC STARCH.

IT'S A WINNER.

Your Stock is Not Complete Without It.

INCLUDE A BOX IN YOUR NEXT ORDER.

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Wholesale Grocers.

IMPORTERS OF

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Send for Cigar Catalogue and

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CARY & LOVERIDGE,

GENERAL DEALERS IN

Fire and Burglar Proof

SAFES

Combination and Time Locks,

11 Ionia Street, - Grand Rapids, Mich.





# The Michigan Tradesman.

## SUCCESSFUL TRADESMAN.

Written Especially for THE TRADESMAN.

How comparatively few who embark in business are successful? To examine the statistics is to become discouraged at the outset.

By success, we do not always mean to accumulate a large fortune, but to be able to remain in, and permanently conduct the business, with a constant increase. Neither do we speak of success in a solid view. We have no reference to the rolling stone which gathers no moss. It is not all there is of life, to gather either moss or money.

Of course, the causes of success are various, but among them two are the most prominent. Become master of these, and your probabilities rise sixty per cent. First—thoroughly understand the business in which you engage. Second—carefully select your location and then sit down there, determined at all hazards to stay.

If your capital is small so much more is the rule imperative, that you remain in one place. We obtain the most valuable of all our education from experience, rather than books. It may in truth be said to be the great teacher, as its lessons are never forgotten. If we have noted the experience of others, it also is of value to us. Let the reader of forty or forty-five years old glance backward among the merchants he has known in the past. The most successful, particularly in small towns, will be found among those who have remained in the one locality longest.

Acquaintance is one of the most valuable auxiliaries of capital—in fact, is to an honest man good capital of itself, and he who has known every man and woman in his locality almost from childhood can, if he will, compete in trade with any stranger who may locate beside him. This intimate acquaintance with persons—their characters and habits—cannot be had by those who are often changing their residence and place of business; consequently, it is the best policy for any person who contemplates engaging in any business to firmly decide to remain in the same place for at least twenty years, when if not then successful, he may naturally conclude that in that line success is not for him.

It is proverbial that he succeeds best who remains longest, not only in the same town but upon the same spot of ground, and in the same room, if possible. Persons have been known to fail in business by simply changing from one building to another, not half a block distance. Some enterprising man put in the same kind of stock in the place vacated, and judiciously caught half his old customers. Many merchants, when removing to another store in the same town, continue the lease of the old one, also, closing it up entirely for six months or a year, and its doors become a standing guide to and advertisement of the new quarters of its occupant. The writer considers this money well invested.

Do not allow occasional incidents or circumstances to discourage you. Dull days will come, possibly a year of failure in crops. Some other town will be "booming" and you will hear its praises and attractions said or sung daily. But don't take the bait!—it costs money to move and yet re-established, and where is that valuable capital—acquaintance—we have mentioned? Gone for many years from you. Bear in mind that the wheel of fortune constantly revolves, and the spoke on which good times and prosperity sits smiling must and will come around to you, as to all others in time, if you will only remain within its periphery, instead of continually shifting your seat just before it reaches you.

One demon of trade which, if once allowed to enter your door will, haunt you ever after is crediting, trusting, or loaning your goods. We are aware that it is an almost universal custom, though a most unsafe and pernicious one. "The retail dealer must not give credit." Commit those words to memory and think of them whenever a customer addresses you. It is your only safety. Do not say you cannot do business that way. You can, as we can personally testify, and you will be far happier at the close of a year and avoid the thought of much profane language. The man who allows his goods taken from his door with no compensation except good promises, is loaning money in dribbles, and without either interest or security. He assumes all risk of loss, while his customer takes the goods with out any. Further than this, he is firmly within the power of that man, until the debt is cancelled; and you refuse him the second and third favor at the peril of losing all! If you are selling strictly for cash or its equivalent, you can and naturally will sell the same goods a little lower than your neighbor who credits. What happens then? You will get three out of four of all cash customers. And mark! they will pass by those who have credited them, and pay you the money, believing that you sell at lower prices, whether you do or not. They also avoid the store that has given them credit for fear of being dunned!

Such is human nature and the only way to circumvent it is to credit no one. Possibly one in fifty or one hundred will be angry at your refusal and leave you. You may be thankful you escaped thus cheaply. But refuse him kindly, as if it pained you to do so, and in time he will return to you with cash and will be one of your best customers. Your standing in the commercial world will rise in proportion, as you pursue this line of policy.

Establish a reputation for the highest honor in dealing with children. Always discriminate in favor of a child, and in making change, give it the half cent, if any is involved in the transaction. The loss—if any—will return to you a hundred fold. We have known one store in a large town singled out by the people to which children were almost invariably sent to make cash purchases, owing to the strict integrity of its proprietor and employees in dealing with them.

Conduct your own business, and never allow customers or hangers on to dictate the course you are to pursue. Never mingle business and recreation with a customer. Both are excellent, if separate, but it is a mixture in which both ingredients are ruined. Don't have too many easy chairs in your store. The L. L.'s (lazy people and loungers) are too apt to occupy them, to the exclusion of desirable customers.

Have your own rules of business and firmly yet respectfully adhere to them. A large percentage of failures are caused by great numbers of persons obtaining the idea that even the most uneducated and inexperienced can succeed in dealing in merchandise, after all other vocations have proven failures. This is a serious, generally fatal error. Bear in mind that while in the ordinary trades, your master piece may be turned out after three years of study, it will cost double or treble that time to become sufficiently experienced in the mercantile work to compete with those who are eminently successful.

While your ready cash ought to purchase as much as mine in the same market, we find it will not always do so, from the fact that inexperience cannot know how, when or where to buy. A man who had for years bought and sold a particular article, and made ordinarily good profits, confessed to us that after twenty-six years in the business he had only just learned the above secret in purchasing; "and," said he, "I have lost thousands of dollars, by ignorance of this fact when I began."

The past half century has witnessed the most wonderful changes in the business of "store keeping," but the next half will be far more startling. It will result in the most perfect system of arrangement and dealing and of Darwin's "survival of the fittest" only.

FRANK A. HOWIG.

## COOK & PRINZ,

Proprietors of the

Valley City Show Case Mfg. Co.,

Manufacturers of

## SHOW CASES.

Prescription Cases and Store Fixtures

OF ALL KINDS.

SEND FOR ESTIMATES.

38 West Bridge St., Grand Rapids.

Telephone 374.

## CHURCH'S

## Bug Finish!

READY FOR USE DRY.

NO MIXING REQUIRED.

It sticks to the vines and finishes the whole crop of Potato Bugs with one application; also kills any Curculio, and the Cotton and Tobacco Worms.

This is the only safe way to use a Strong Poison; none of the Poison is in a clear state, but thoroughly combined by patent process and machinery, with material to help the very fine powder to stick to the vines and entice the bugs to eat it, and it is also a fertilizer.

ONE POUND will go as far as TEN POUNDS of plaster and Paris Green as mixed by the farmers. It is therefore cheaper, and saves the trouble and danger of mixing and using the green, which, needless to say, is dangerous to handle.

Bug Finish was used the past season on the State Agricultural College Farm at Lansing, Michigan, and, in answer to inquiries, the managers write: "The Bug Finish gave good satisfaction on garden and farm." Many unsolicited letters have been received praising Bug Finish.

Barlow & Star, hardware dealers at Coldwater, Mich., write as follows under date of May 14: "We sold 3,100 pounds of 'Bug Finish' last year. It is rightly named 'Bug Finish,' as it finishes the entire crop of bugs with one application. We shall not be satisfied unless we sell three tons this year, as there is already a strong demand for it. Please send us ten barrels (3,000 pounds) at once."

Guaranteed as represented. Cheaper than any other Mixture used for the purpose.

MANUFACTURED BY

Anti-Kalsomine Co., Grand Rapids.

## 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.

## ORGANIZATION OUTFITS.

Full outfits for the Collection Department of a Business Men's Association, containing all the late improvements, supplied to order for \$13. The outfit comprises: 1,000 "Blue Letter" Notification Sheets, for member's use.

500 Copyrighted Record Blanks, 500 Association Notification Sheets, and 500 Envelopes.

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

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

## D. W. ARCHER'S RED COAT



## TOMATOES.

PACKED BY

DAVENPORT CANNING CO.,  
DAVENPORT, IOWA.

## The Standard of Excellence KINGSFORD'S

Oswego

PURE AND

"Silver

"Pure"

Gloss"



## STARCH.

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

THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME!

ALWAYS ASK YOUR GROCER FOR THESE GOODS.

C. C. BUNTING.

C. L. DAVIS.

## BUNTING & DAVIS,

## Commission Merchants.

Specialties: Apples and Potatoes in Car Lots.

20 and 22 OTTAWA ST., GRAND RAPIDS, MICH.

## E. FALLAS,

Makes a Specialty of

Butter and Eggs, Fruits and Oysters.

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

We Handle the Celebrated "ROCK BRAND" Oysters.

No. 1 Egg Crates for Sale. Stevens' No. 1 patent fillers used. 50 cents each.  
217 and 219 Livingstone Street, Grand Rapids, Michigan.

## CEO. E. HOWES,

JOBBER IN

## Foreign and Domestic Fruits.

SPECIALTIES:

Oranges, Lemons, Bananas.

3 Ionia St., GRAND RAPIDS, MICH.



BARLOW BROS.

GRAND RAPIDS

MICHIGAN

STATE &

AGENTS

FOR THE

PATENT

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STRONGEST

BOOK

EVER MADE

SEND FOR CIRCULAR



The accompanying illustrations represents the

## Boss Tobacco Pail Cover.

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

It will pay for itself in a short time.

You cannot afford to do without it.

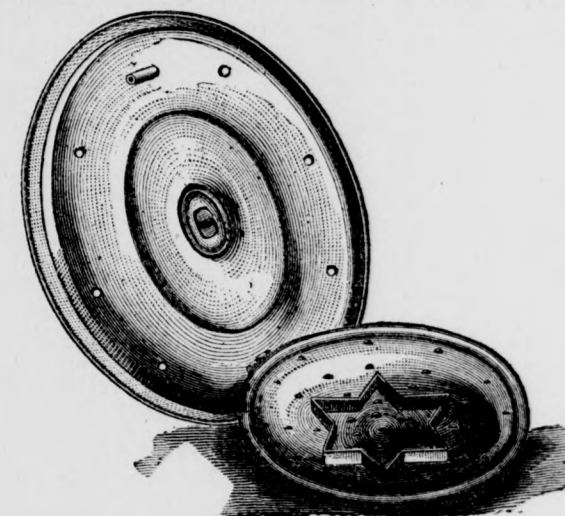
For particulars, write to

## ARTHUR MEIGS & CO.

Wholesale Crocers,

Sole Agents,

77 to 83 SOUTH DIVISION STREET, GRAND RAPIDS.



## DETROIT SOAP CO.,

DETROIT, MICH.

Manufacturers of the following well-known Brands of

## SOAPS

QUEEN ANNE, MOTTLED GERMAN, MICHIGAN, ROYAL BAR, TRUE BLUE, SUPERIOR, CZAR, MASCOTTE, MONDAY, PHENIX, WABASH, CAMEO, AND OTHERS.

For Quotations address

W. G. HAWKINS,

Lock Box 173, GRAND RAPIDS, MICH  
Salesman for Western Michigan.

## HO! FOR BASKETS!

We Have Got

5,000 DOZEN.

DIAMOND MARKETS, Cheap to Give Away, DIAMOND MARKETS, Good Ones to Use, BUSHEL BASKETS and Covers for Shipping, BUSHEL BASKETS, Extra Finish, to Use, THE ACME, the Best Basket in the World, WILLOW and SPLINT Clothes Baskets, PEACH and GRAPE BASKETS.

ORDERS FILLED PROMPTLY.

## CURTISS & DUNTON, PAPER & WOODENWARE.



## The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

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

[Entered at the Postoffice at Grand Rapids as Second-class Matter.]

WEDNESDAY, AUGUST 10, 1887.

### LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written Especially for THE TRADESMAN.

Three or four country merchants, including the writer, were enjoying the before bed-time cigars, and chatting on various topics the other evening, in the reading room of a popular Grand Rapids hotel, when Jones of our town appeared on the scene.

"Hello, Mr. Jones!" said one of the group, "didn't know you was in the city. When did you arrive?"

"I kin in las' night!" replied Jones.

"Ah! And where do you stop?"

"Well, I've been puttin' up at two taverns, so fur, an' now I'm lookin' up another. I've heard a pile about the cuteness and sharpness of them there hotel clerks—how they studied human natur', an' how they could read a feller like a primer, but its all bosh! Yes, sir! the boshiest kind of bosh! You see I always stopped at the R—tavern 'till it was pulled down, an' now I'm kind o' lost like. I got in late las' night without any luggage, an' writ my name down in a new house 'an' told the feller I'd go right to bed if he had no objection, an' he looked at me in a stony sort of a way for a minit, an' went to the lookin' glass 'an' pulled up his collar 'an' felt of a pimple, an' whistled, 'till I got mad an' told 'im if he's my clerk I'd give 'im a dose of number ten boots. Then he mellered up a little and asked 'fide any change 'bout me. Dumb'd if 'taint pretty rough fur a feller that kin draw his cheek fur a few thousand mos' any day to be taken fur a beat, but 'twas too late to hunt up a nother tavern, so I stuck a big roll of bills under his nose and then paid 'im fur a bed. "Nex' mornin' I got breakfast 'an' eatin' shop down in a cellar, an' at noon I went to a big tavern down the street there fur dinner. 'Twas 'mighty warm you know, an' w'en I went into the eatin' room I pulled off my coat and hung it on a chair, but 'fore I'd got my vittles a feller come up an' told me I'd better put it on agin, an' w'en I 'nvited 'im to min' his business he told me I'd got to cover up my shirt sleeves er leave the house, an' I did leave, an' took dinner in a nother cellar."

As a rule, the country merchant is not cosmopolite, and the selection of a regular stopping place, in the city which he frequently visits, is, to him, a matter of some moment, but let him once satisfy himself in the premises, he is almost invariably ever afterwards a steady guest at the house.

The trouble with too many hotel clerks is that they are snobs—title worshippers—dress devotees. While I do not excuse Jones for his boorishness, in denuding himself of his coat in a public dining room, I am satisfied that if the Hon. Mr. McSwab, who was registered at the same hotel on the same day, had indulged in a like eccentricity, no remonstrance would have been made. Let Merchant Williams, who is a man of wealth, education and natural intelligence, and, withal, one of nature's gentlemen, but who always dresses plainly and unpretentiously, be, by some chance, assigned to a desirable room on the second floor, and let Congressman Boodle or Governor Bum afterwards put in an appearance, and no satisfactory apartment be found vacant, you can safely wager that Williams will learn that "an unfortunate mistake" has been made, and will have to content himself with a dilapidated room in the fourth story; or, let the choice of the single vacant bed, at "fair time" gravitate between Farmer Hooley and the gorgeous Augustus McDude and the verdict is rendered before the case is tried.

"I struck a worse case than yours once, out in Colorado," said one of the party to whom Jones was relating his grievances. "I stopped at a little way station late one night, and goin' to the only hotel, enquired fur a room, and the only terms on which I could get one was by depositing sufficient collateral with the landlord to secure him against my eloping with his bedding, towels, etc.

"Speaking of table etiquette," said another, "reminds me of eating dinner once with the immortal Sullivan." It was at a somewhat pretentious Detroit hotel, but the rules appeared to be suspended *pro tem*. The distinguished gentleman sat at the table in his shirt sleeves, with a battered plug hat on his head and a cigar between his teeth. He had a bottle of bourbon before him and three or four obsequious darkies anxiously waiting his orders. He was in a maudlin condition, with just consciousness enough left to indulge in occasional bursts of profanity and vulgarity, but, notwithstanding all this, I didn't see any desire evinced to bounce him, and I rather think the hotel people thought themselves highly honored by the exhibition."

I doubt if there's a place on the foot stool as lonesome and spirit depressing as a strange hotel in the early morning. Business matters require your presence at home

by a certain time, and at night you go to the clerk, pay your bill and tell him you want to leave on the early train. He receives both the money and information with calm indifference, and you are elevated to your room. After getting to bed, you begin to reflect that you haven't either a civic or military title, and are not even a commercial traveler, and begin to seriously doubt whether you'll be remembered two minutes by the Arctic gentleman below, and your slumbers are fitful and unrefreshing. You forget the time your street car leaves and get up an hour earlier than necessary. You go down into the office and find it ankle deep with water, sickening with soap, and every possible door and window open to a teeth-chattering, marrow-freezing atmosphere. You can find no island of refuge, and you gravitate miserably between the blood-curdling cold within and the hair elevating temperature without; and then and there, while dodging the baggage en route for the morning trains and the icy glance of the office autocrat, you mentally register a solemn vow that under no circumstances will you ever undergo a like experience again.

It is estimated that 200,000 bushels of wheat were taken in Chicago Friday for export.

**V. R. STEGLITZ,**  
Proprietor of  
**Eaton Rapids Cigar Factory.**

Manufacturer of the following popular brands:

**S. & M. CRICKET.**

**ROSADORA.**

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Dealers not handling any of above brands are solicited to send in a trial order.

**Eaton Rapids, Mich.**

**RETAIL MERCHANTS**  
And Dealers.

**MISSOURI**  
**Steam Washer**

Is made in the best possible manner, of the best obtainable materials, and with proper care is warranted to last any ordinary family ten years. Every merchant and retail dealer should keep it in stock. Write for prices and terms.

**J. WORTH, Sole Mfr.**

**ST. LOUIS, MO.**

The letters below are a fair sample of a very large number received by me in my regular correspondence. They speak for themselves.

**Ogallala, Neb., Nov. 29, 1888.**

**J. WORTH, St. Louis, Mo.:**  
DEAR SIR—I received yours of the 16th, asking how I liked the Missouri Steam Washer. Sir, I can do more and better washing with it in one day than any four women can do in the same time by any other process. It is the best Washing Machine in the world and the inventor ought to have a pension for helping women with their hardest work as he has.

Yours truly, **Mrs. Emma Armstrong.**

**Office of J. E. LANE & Co., Phoenix Laundry.**

**Big Rapids, Mich., July 7, 1888.**

**J. WORTH, St. Louis, Mo.:**  
DEAR SIR—Two years ago we purchased one of your Steam Washers of Mr. Owen, of this place. After giving it a thorough trial we find that it is the best washer, little or big, we ever saw. One girl does all our washing, which is \$5 to \$75 per week, and the clothes are perfectly clean and white. Fraternally yours,

**J. E. LANE & Co.**

**Cold Storage.**

We are prepared to receive from Merchants and others consignments of

**Butter, Cheese and Eggs,**

for **COLD STORAGE.** We have one of the best Cold Storage Houses in Michigan.

Solicit Correspondence. Rates made for long or short time.

**GRAND RAPIDS STORAGE CO.**

Office with Cheney & Anderson, under Fourth National Bank

**SALT FISH**

Bought and Sold by

**FRANK J. DETTENTHALER,**

117 Monroe St., Grand Rapids.

**Oysters the Year Around**

**SEEDS**  
FOR EVERYBODY.

For the Field or Garden.

If you want to buy

Clover, Timothy, Hungarian, Millet, Orchard Grass, Kentucky Blue, Red Top, Seed Oats, Rye, Barley, Peas, Onion, Ruta Baga, Mangle, Wurtzel,

OR

Anything in the Line of **SEEDS,**

Write or send to the

**Seed Store,**

71 CANAL ST.,

**W. T. LAMOREAUX.**

**Eaton & Christenson**

Are State Agents for

**FREDERICK THE GREAT CIGAR.**

**Grand Rapids, Mich.**

Represented by the Giant,

**Mr. Christopher Sparling.**

**LUDWIG WINTERNITZ,**

STATE AGENT FOR

**Fermentum!**

The Only Reliable Compressed Yeast.

Manufactured by Riverdale Dist. Co.

106 Kent Street, Grand Rapids, Mich.

TELEPHONE 566.

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

**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.

**POTATOES.**

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

**Wm. H. Thompson & Co.,**

166 South Water St., CHICAGO.

Reference

**FELSENTHAL, GROSS & MILLER, Bankers.**

**Voigt, Herpolsheimer & Co.,**

Importers and Jobbers of

**DRY GOODS**

Staple and Fancy.

**Overalls, Pants, Etc.,**

OUR OWN MAKE.

A Complete Line of

**Fancy Crockery & Fancy Woodenware**

OUR OWN IMPORTATION.

Inspection Solicited. Chicago and Detroit Prices Guaranteed.

**P. STEKETEE & SONS,**

JOBBER IN

**DRY GOODS,**

AND NOTIONS,

83 Monroe St.,

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

GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers

American and Stark A Bags

A Specialty.

**FULLER & STOWE COMPANY,**

Designers

**Engravers and Printers**

Engravings and Electrotypes of Buildings, Machinery, Patented Articles, Portraits

Autographs, Etc., on Short Notice.

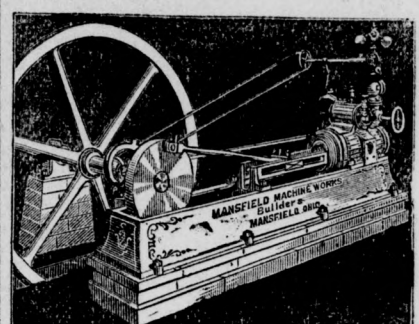
Cards, Letter, Note and Bill Heads and other Office Stationery a Leading Feature

Address as above

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

PORTABLE AND STATIONARY  
**ENGINES**

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



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

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

**GRAND RAPIDS GRAIN AND SEED CO.**

71 CANAL STREET.

**HENRY J. HARTMAN,**

**FOUNDER,**

GRAY IRON CASTINGS A SPECIALTY.

Send for Estimates.

71 South Front St., Grand Rapids, Mich.

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

**WONDERFUL SOAP.**

**NO RUBBING! NO SORE FINGERS! NO BACKACHE! NO INJURY TO THE CLOTHES.**

**USED TWO WAYS** (By Boiling and No Rubbing. (No Boiling Using Warm Water.

**FULL DIRECTIONS ON THE WRAPPER.**

**THE BEST LABOR-SAVING SOAP MADE**

A Vegetable Oil Soap. Contains No Rosin.

A LARGE "CHRONO" WITH THREE BARS, Manufactured only by the

**G. A. SHOUDY SOAP CO.**

**CLARK, JEWELL & CO.,**

Sole Agents for Western Michigan.

**ROCKFORD, ILL.**

**WONDERFUL SOAP.**

**NO RUBBING! NO SORE FINGERS! NO BACKACHE! NO INJURY TO THE CLOTHES.**

**USED TWO WAYS** (By Boiling and No Rubbing. (No Boiling Using Warm Water.

**FULL DIRECTIONS ON THE WRAPPER.**

**THE BEST LABOR-SAVING SOAP MADE**

A Vegetable Oil Soap. Contains No Rosin.

A LARGE "CHRONO" WITH THREE BARS, Manufactured only by the

**G. A. SHOUDY SOAP CO.**

**CLARK, JEWELL & CO.,**

Sole Agents for Western Michigan.

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**WM. SEARS & CO**

**Cracker Manufacturers,**

Agents for

**AMBOY CHEESE.**

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

**ORANGES**

**LEMONS**

**PEANUTS**

**CANDY**

**FIGS.**

**NUTS.**

**Pure Candy**

Our New Factory is one of the largest and best-equipped in the land. Come and see us. 11, 13, 15, 17 SO. IONIA ST.

1887

1865

**PUTNAM & BROOKS**

Wholesale Mfrs. of

**Pure Candy**

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**PUTNAM & BROOKS**

Wholesale Mfrs. of







# Drugs & Medicines

**State Board of Pharmacy.**  
Six Years—Jacob Jesson, Muskegon.  
Three Years—James Vernon, Detroit.  
Three Years—Ottmar Elberbach, Ann Arbor.  
Four Years—Geo. McDonald, Kalamazoo.  
Five Years—Stanley E. Farkell, Owasco.  
President—Geo. McDonald.  
Secretary—Jacob Jesson.  
Treasurer—James Vernon.  
Next Meeting—At Lansing, November 1 and 2.

**Michigan State Pharmaceutical Ass'n.**  
President—Arthur Bassett, Detroit.  
First Vice-President—G. M. Fairchild, Potoski.  
Second Vice-President—H. B. Fairchild, Grand Rapids.  
Third Vice-President—Henry Kephart, Berrien Springs.  
Secretary—S. E. Parkhill, Owasco.  
Treasurer—Wm. Dupont, Detroit.  
Executive Committee—Geo. Gundrum, Frank Ingalls, A. H. Lyman, John E. Peck, E. T. Webb.  
Local Secretary—James Vernon, Detroit.  
Next Meeting—At Detroit, October.

**Grand Rapids Pharmaceutical Society.**  
ORGANIZED OCTOBER 9, 1884.  
President—Geo. G. Stokette.  
Vice-President—H. E. Locher.  
Secretary—Frank Ingalls.  
Treasurer—Henry B. Fairchild.  
Board of Censors—President, Vice-President and Secretary.  
Board of Trustees—The President, John E. Peck, M. B. Kimm, Wm. H. VanLeuven and O. H. Richmond.  
Committee on Trade Matters—John E. Peck, H. B. Fairchild and Hugo Thum.  
Committee on Legislation—R. A. McWilliams, Theo. Kemink and W. H. Tibbs.  
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, Sept. 1, at THE TRADESMAN office.

**Detroit Pharmaceutical Society.**  
ORGANIZED OCTOBER, 1883.  
President—Frank Ingalls.  
First Vice-President—W. R. Perry.  
Second Vice-President—J. J. Crowley.  
Secretary and Treasurer—F. Hohnert.  
Assistant Secretary and Treasurer—A. B. Lee.  
Annual Meeting—First Wednesday in June.  
Regular Meetings—First Wednesday in each month.

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

**Berrien County Pharmaceutical Society.**  
President, H. M. Dean; Secretary, Henry Kephart.

**Clinton County Druggists' Association.**  
President, A. O. Hunt; Secretary, A. S. Wallace.

**Charlevoix County Pharmaceutical Society.**  
President, H. W. Willard; Secretary, Geo. W. Crouter.

**Ionia County Pharmaceutical Society.**  
President, W. R. Outler; Secretary, Geo. Gundrum.

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

**Kalamazoo Pharmaceutical Association.**  
President, D. O. Roberts; Secretary, D. McDonald.

**Mason County Pharmaceutical Society.**  
President, F. N. Latimer; Secretary, Wm. Heysett.

**Meosco County Pharmaceutical Society.**  
President, C. H. Wagener; Secretary, A. H. Webber.

**Monroe County Pharmaceutical Society.**  
President, S. M. Sackett; Secretary, Julius Wells.

**Muskegon County Druggists' Association.**  
President, W. B. Wilson; Secretary, Geo. Wheeler.

**Muskegon Drug Clerks' Association.**  
President, E. C. Bond; Secretary, Geo. L. LeFevre.

**Newaygo County Pharmaceutical Society.**  
President, J. F. A. Ralder; Secretary, N. N. 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.

**Manistee County Pharmaceutical Society.**  
President, W. H. Willard; Secretary, A. H. Lyman.

**Report of the Committee on Legislation.**

The following report of the Committee on Legislation was read by Chairman Frank Wells at the recent convention of the M. S. P. A.:

To the President and Members of the State Pharmaceutical Association.

Your Committee have nothing to report concerning legislation in other States. This has become known to most of you through the periodical press devoted to our interests, and, as it possesses but little interest for us, we shall have nothing to say of legislation outside our own State.

Three acts passed by the Michigan Legislature at its recent session are of special importance to our Association and to pharmacy. The act providing for the incorporation of a State Pharmaceutical Association, passed for the purpose of enabling our Association to re-organize as an incorporate body, is of great importance to us. The new organization will have a legal status and character which the present has not. Recognition by the Legislature in future legislation and by other associations both outside and within our State, together with representation upon the committee for the revision of the Pharmacy Code, are among the advantages secured to us by re-organizing under the law. The transformation to a legal body may be accomplished during the present session and need necessarily involve no change in our organic or by-laws, or the loss of a single member whom we may desire to retain.

A bill introduced early in the session by Mr. McKie, to amend the pharmacy law, had for its sole object the admission to registration without examination of a few pharmacists who were in business when the pharmacy law went into effect, but who failed to avail themselves of the privilege of registering at that time. This, although unjust to the large body of druggists who complied with the law and have continued to pay by their annual registration fee, affected so small a number that it was deemed wiser to add some needed amendments to it and let it pass than to contest it. Although experience had demonstrated the importance of these amendments, it had been decided not to ask them at this time. They consist in the abolition of the provision in section ten, which permits any retail dealer engaged in business at a distance of not less than five miles from the limits of any incorporated village or city to sell medicine of any kind without restriction, and for the registration of assistants in pharmacy. Both amendments are important; the first, in preventing fraud and in giving the same protection to those outside as to those who reside within villages and cities; the second, in providing a remedy for an oversight in the law, which made no provision for the registration of assistants in pharmacy, except such as were in business when the law went into effect. Under this latter amendment the examinations by the Board of this class will presumably be below the standard required for pharmacists, but will, at the same time, be sufficiently rigid to secure competent clerks. With these changes the pharmacy law of Michigan seems to contain all the provisions necessary for the protection of her citizens against incompetency, while permitting such of them as live at a distance from a registered pharmacist to purchase at the country store all ordinary family medicines.

It is free from those two objections which impair the value of the laws of several States—the registration without examination of physicians and of graduates from colleges of pharmacy. It is, without doubt, as nearly perfect as present knowledge and experience can make it.

It has been proposed to legislate upon the liquor traffic; which has excited most attention from pharmacists; and the probable effect of such legislation upon the interests of pharmacy has been under continual consideration by this committee during all the latter part of the session. The strong temperance sentiment which the vote upon the prohibitory amendment developed led to secret party caucuses where it was decided to pass a liquor law which should largely increase the tax which dealers were compelled to pay, make the penalties for violation of the law more severe and include the druggists in its stringent provisions. Immediately upon their occurrence the facts came to the knowledge of the committee, who requested a hearing of prominent druggists to meet and discuss the situation and take such action as they should deem expedient. The request was responded to promptly, and over twenty of the representative druggists of Michigan came to Lansing to express in some emphatic manner their indignation at being classed by their own State with the dram shop. A vigorous memorial and resolutions were prepared and presented to the Legislature, protesting against the contemplated action and pointing out a method for accomplishing the object desired without subjecting druggists to a legitimate business to either the odious classification or the tax. Personal appeals and arguments were also largely made use of by these gentlemen with members. The result of this meeting, and of a similar one called subsequently by President Wurzburg, was that the measure known as the Bates bill, containing no exemption in favor of druggists, was modified by the Dieken amendment, which excluded them from both the tax and penalties. The discussion upon this bill in the House was listened to by a large number of druggists, who will probably not soon forget the virulent and untruthful statements made by many of the members of the number of druggists engaged in the illegal traffic in liquor. Even the Speaker of the House, with an unfairness unbecoming his official position, stated that he supported the amendment relieving druggists from the tax solely because he believed the bill could not be passed without it and not because druggists were entitled to this exemption, for he was confident that ninety-nine out of every hundred sold liquor illegally. Mr. Dieken, at first disposed to have druggists included in the tax, supported his amendment with a skill and force that secured its passage. He was ably supported by Doctors Bardwell and Baker, Mr. McMillan, Mr. Damon, Mr. Hunt, Mr. Rumsey and many others. Our Association and the druggists of the State, generally, are greatly indebted to these gentlemen for the efforts made by them in our defense and their success in preventing the infliction upon us of a great wrong.

The outcome of this liquor legislation in its bearing upon the drug trade should be entirely satisfactory to every pharmacist. The few changes from the old law were all suggested by the druggists who attended the meetings at Lansing. The principal ones are that no liquors shall be mixed with any beverage drawn from a soda fountain or drunk upon the premises under any circumstances, and a penalty of revocation of registration for the space of one year for conviction for a second offence under the law. These will have no terrors for the pharmacist who desires to sell liquors for those purposes only which he is permitted to by the law. This class, we believe, constitutes a very large majority of the pharmacists of Michigan. The small minority who prostitute their honorable profession to minister in their selfish greed to one of the most debasing appetites of human nature should not only be classed in law and in public estimation with the dram shop and the saloon, but they should also be compelled to pay the large tax which the Legislature has rightly imposed upon those who follow this noble calling. Nothing connected with their special duties has been so gratifying to the committee as were the earnest and unanymous expressions of our brethren who met with us at Lansing, that not only should honest druggists be exempt from the liquor dealers' tax and reputation, but that the saloonkeeper who plies his vocation under our banner should be made to suffer the penalty of his hypocrisy and to appear in his true colors. It indicates that we are beginning to realize the fact that a moiety of our number has been creating an unsavory reputation for the whole and that it behooves each one of us to the best of our ability, by example and by every other means, to disabuse the public mind of the fallacy that because druggists must keep and sell liquors they are necessarily saloonkeepers. In compensation for this knowledge is the recent achievement, through the moral power of our Association, of compelling men to relinquish their prejudices and recognize us as a body of honorable merchants, whose business and professional character entitle them to the respect of all honest and intelligent men.

To the President, Mr. Wurzburg, and to the gentlemen who freely gave their time and energy to aid us at a critical period the thanks of the Association, as well as our own, are due. Such prompt, intelligent and effective action is a sure index that the time is not far distant when the character and influence of our Association will be such that neither officers nor members of our Legislature will have the temerity to speak insultingly of the pharmacists of Michigan.

FRANK WELLS, Committee  
JOHN E. PECK, on  
JACOB JESSON, Legislation.

## The Drug Market.

Prices are about the same as last week, with but few changes to note. Carbolic acid is becoming scarce and advancing in price. Cube berries are again higher and very firm. Opium is steady at present quotations. Morphine is unchanged. Insect powder has advanced and extreme prices are looked for. Quinine is dull and weak. Ipecac root has declined. Oil anise is very firm at the advance. Oil peppermint is weak and tending low.

There are 3,700,000 cows kept for milking purposes in the United Kingdom. Estimating at 440 gallons as the yield for the season per cow, the total is 1,638,000,000 gallons of milk. Of this 725,000,000 are consumed in various ways, leaving 900,000,000 to be converted into cheese and butter. This is equivalent to 126,000 tons of cheese and 89,385 tons of butter.

**The Amendment to the Pharmacy Law.**  
At the request of a member of the Board of Pharmacy, THE TRADESMAN herewith presents Section 10, of the Pharmacy Law, as amended by the last Legislature:

SEC. 10. Nothing in this act shall apply to, or in any manner interfere with, the business of any practicing physician who does not keep open shop for retailing, dispensing or compounding of medicine and poison, or prevent him from supplying to his patients such articles as may seem to him proper, nor with the vending of patent or proprietary medicines by any retail dealer, who has been in such business three years or more, nor with the selling by any person of drugs, medicines, chemicals, essential oils and tinctures which are put up in bottles, boxes, packages, bearing labels securely affixed, which labels shall bear the name of the pharmacist or druggist putting up the same, the dose that may be administered to persons, three months, six months, one year, three years, five years, ten years, fifteen years and twenty-one years of age, and if a poison, the name or names of the most common antidotes; of coppers, borax, blue vitriol, saltpetre, pepper, sulphur, brimstone, Paris green, liquorice, sage, senna leaves, castor oil, sweet oil, spirits of turpentine, glycerine, Glycerin salts, eyegum salts, cream tartar, bi-carbonate of soda, sugar of lead and such acids as are used in coloring and tanning, nor with the selling of paregoric, essence of peppermint, essence of ginger, essence of cinnamon, live syrup, syrup of ipecac, tincture of ammonia, syrup of tolu, syrup of quills, spirits of camphor, number six, sweet spirits of nitre, laudanum, quinine, and all other preparations of cinchona bark, tincture of aconite, and tincture of iron, compound cathartic pills, or quinine pills, nor with the exclusively wholesale business of any dealer: *Provided*, That every person who shall within three months after this act takes effect forward to the Board of Pharmacy, satisfactory proof, supported by his affidavit, that he was engaged in his own account in this State, in the preparation of physicians' prescriptions, three years next previous to the second day of June, 1885, or that at such time he had been employed or engaged three years or more as a pharmacist in the compounding of physicians' prescriptions, and was at said time so employed in this State, shall upon the payment to the board of a fee of two dollars, be granted the certificate of a registered pharmacist. *And provided further*, That the said Board may grant at a fee not exceeding one dollar, to such person not less than sixteen years of age, who shall pass a satisfactory examination touching their competency, before the board of pharmacy, the certificate of "registered assistant," but such certificate shall not entitle the holder to engage in business on his own account or to take charge of or act as manager of a pharmacy or drug store.

Approved June 18, 1887.

## Grand Rapids Pharmaceutical Society.

The regular August meeting of the Grand Rapids Pharmaceutical Society, which was held last Thursday evening, was fairly well attended. In the absence of President Stokette, Dr. H. E. Locher occupied the chair. Chairman Peck, of the Committee on Trade Interests, called attention to that provision of the new liquor law which forbids the sale of liquor to minors except on the written order of a parent or guardian. He presented a form, which he suggested be adopted by the Society, and printed and tableted for the use of the members, as follows:

**Extract from the Liquor Law.**  
SEC. 3. \* \* \* Druggists may not sell any kind of liquors to minors except for medicinal purposes, and then only on the written order of the parent or guardian of such minor. \* \* \*

**To Any Druggist:**  
Please send by bearer, \_\_\_\_\_  
for medicinal use only and oblige  
(Sign name here) \_\_\_\_\_  
Parent or Guardian.

On motion of Frank J. Wurzburg, the Secretary was instructed to procure 5,000 copies of the above form, in tablets of fifty each, and sold to the members at cost.

The question of Sunday closing was then discussed in all its bearings, the general opinion being that the contemplated move on the part of local dealers would have good effect on the Sunday closing movement at other places in the State. The committee having the matter in charge reported that all the druggists but two had agreed to close from 1 to 6 p. m., that printed cards had been distributed to the druggists, and that it had been decided to put the agreement into effect on Sunday, August 7.

The meeting then adjourned.

## White Hair Now the Craze.

Golden hair having gone out of style with all but a few poor unfortunate who are now unable to get their tresses back to their natural color, many druggists find themselves loaded up with unusually large supplies of peroxide of hydrogen. Another craze, however, promises to keep up the demand for that powerful drug. Mixed with 25 per cent. of ammonia, it produces a bleaching mixture which will turn the blackest hair snow white with two applications. Of course, the bleaching of the hair to a yellow or white is frightfully injurious to health, as it withers the capillary tubes, just as any other vegetable is shriveled by burning, but the ladies who use it don't mind ruining their health as long as they can be in the fashion. The fact that dozens of women have become raving maniacs through turning their hair to a golden hue will not deter others from pursuing the white hair craze with a recklessness bordering on criminal insanity.

A merchant is judged largely by the appearance of his printed matter. An order or letter on a piece of unruled, unprinted paper invariably forestalls a favorable opinion of the merchant's business capacity and prejudices him in the mind of strangers. Such being the case, it behooves every dealer to be well provided with printed matter. Those not so supplied are requested to note the advertisement of the Fuller & Stowe Company in another column.

## WHOLESALE PRICE CURRENT.

Advanced—Nothing.	
Declined—Nothing.	
ACIDUM.	
Aceticum, German.	80¢ 10
Benzoicum, German.	80¢ 10
Carbolicum.	43¢ 48
Citricum.	50¢ 65
Hydrochlor.	30¢ 5
Nitricum.	10¢ 12
Xalicum.	11¢ 13
Sulphuric.	15¢ 20
Tannicum.	140¢ 60
Tartaricum.	50¢ 53
AMMONIA.	
Aqua, 16 deg.	72¢ 5
18 deg.	41¢ 13
Carbonas.	11¢ 13
Chloridum.	12¢ 14
BACCÆ.	
Cubebae (po. 1 20).	1 30¢ 40
Juniperis.	60¢ 7
Xanthoxylum.	25¢ 20
BALSAMUM.	
Copaiba.	48¢ 53
Peru.	40¢ 50
Terabinthum, Canada.	50¢ 55
Tolutan.	40¢ 45
CORTEX.	
Abies, Canadian.	18
Cassia.	11
Cinchona Flava.	18
Cinchona atropurp.	30
Myrica Cerifera, po.	20
Prunus Virgin.	12
Quillaja, grd.	12
Sassafras.	12
Ulmus.	12
Ulmus Po (Ground 12).	10
EXTRACTUM.	
Glycerizha Glabra.	24¢ 25
Haematox, 15 lb boxes.	80¢ 35
18 "	90¢ 35
34s "	10¢ 12
34s "	13¢ 13
34s "	15¢ 15
FERRUM.	
Carbonate Precip.	15¢ 15
Citrate and Quinia.	23¢ 50
Citrate Soluble.	80
Ferrocyanidum Sol.	15
Soluit Chloride.	15¢ 15
Sulphate, com'l, (bbi. 85).	15¢ 15
" pure.	7
FOLIA.	
Barosma.	10¢ 12
Cassia Acutifolia, Tinnivelly.	20¢ 25
Cassia, Java.	15¢ 15
Salvia officinalis, 34s and 34s.	16¢ 12
Ura Ursi.	8¢ 10
GUMMI.	
Acacia, 1st picked.	21¢ 10
" 2nd "	20¢ 10
" 3rd "	19¢ 10
" 4th sorted.	18¢ 10
" 5th sorted.	17¢ 10
Aloe, Barb. (po. 60).	50¢ 60
" Cape, (po. 20).	12
" Socotrine, (po. 60).	12
Ammoniac.	25¢ 30
Assafoetida, (po. 30).	15
Benzoinum.	50¢ 55
Camphorae.	35¢ 40
Castoreum, 15, (34s, 14; 34s, 16).	13
Euphorbium, po.	35¢ 40
Galbanum.	80
Gamboge, po.	75¢ 80
Gaultheria, (po. 45).	25¢ 30
Kino, (po. 25).	20
Mastic.	61¢ 65
Myrrh, (po. 45).	40
Opil, (po. 6 75).	5 00¢ 55
Shellac.	18¢ 25
" bleached.	25¢ 30
Tragacanth.	30¢ 35
HERBA—In ounce packages.	
Absinthium.	25
Amygdalae, Dulc.	45¢ 50
Eupatorium.	25
Lobelia.	25
Majorana.	25
Mentha.	25
" Vir.	25
Rue.	30
Tanacetum, V.	25
Thymus, V.	25
MAGNESIA.	
Calcined, Pat.	55¢ 60
Carbonate, Pat.	20¢ 22
Carbonate, K. & M.	20¢ 22
Carbonate, Jennings.	35¢ 38
OLEUM.	
Absinthium.	4 50¢ 50
Amygdalae, Dulc.	45¢ 50
Amygdalae, Amar.	7 25¢ 75
Anisi.	2 20¢ 30
Aurantii Cortex.	62¢ 65
Bergamoti.	2 50¢ 55
Calypitli.	90¢ 100
Caryophylli.	62¢ 65
Cedar.	35¢ 40
Chenopii.	21¢ 25
Cinnamomi.	90¢ 100
Citronella.	60¢ 65
Citronum Mac.	35¢ 40
Copaiba.	90¢ 100
Cubebae.	8 50¢ 80
Excelsitro.	90¢ 100
Erigeron.	1 20¢ 130
Gaultheria.	2 30¢ 35
Geranium.	60¢ 65
Gossipii, Sem. gal.	55¢ 60
Hedera.	90¢ 100
Juniperi.	50¢ 55
Lavandula.	90¢ 100
Limonis.	1 75¢ 25
Lini, gal.	42¢ 45
Mentha Piper.	2 50¢ 35
Mentha Verid.	5 50¢ 60
Morhuage, gal.	80¢ 85
Myrica.	60¢ 65
Oliva.	1 00¢ 105
Pisces Liquidus, (gal. 35).	1 00¢ 105
Ricini.	1 40¢ 145
Rosmarini.	75¢ 80
Rosa.	5 50¢ 60
Succini.	40¢ 45
Sabina.	90¢ 100
Santal.	3 50¢ 35
Sassafras.	12¢ 15
Sinapis, ess. 5.	60¢ 65
Tigili.	61¢ 65
Thyme.	40¢ 45
" opt.	60¢ 65
Theobromas.	15¢ 20
POTASSIUM.	
Bichromate.	13¢ 15
Bromide.	42¢ 45
Chlorate, (Po. 20).	18¢ 20
Iodide.	3 00¢ 35
Prussiate.	25¢ 28
RADIX.	
Athae.	25¢ 30
Anchusa.	15¢ 20
Arum, po.	15¢ 18
Calamus.	20¢ 25
Gentiana, (po. 15).	10¢ 12
Geranium.	10¢ 12
Glycerizha, (po. 15).	16¢ 18
Hydrastis Canadensis, (po. 30).	15¢ 20
Heliolebo, Alba, po.	15¢ 20
Insula, po.	15¢ 20
Ipecac, po.	15¢ 20
Jalap, pr.	25¢ 30
Maranta, 34s.	35¢ 40
Podophyllum, po.	15¢ 18
Rhei.	75¢ 80
" cut.	75¢ 80
" py.	75¢ 80
Spigelia.	48¢ 53
Sanguinaria, (po. 25).	40¢ 45
Serpentaria.	35¢ 40
Senega.	40¢ 45
Smilax, Officinalis, H.	40¢ 45
Scilla, (po. 35).	10¢ 12
Symplocarpus, Foetidus, po.	20¢ 25
Valeriana, English, (po. 30).	15¢ 20
" German.	15¢ 20
SEMEN.	
Anisum, (po. 22).	12¢ 15
Apium (gravelous).	1 10¢ 15
Bird, 15.	12¢ 15
Caryophylli.	1 10¢ 15
Cardamom.	1 00¢ 22
Coriandrum.	10¢ 12
Cannabis Sativa.	30
Cyanus, po.	10
Chenopodium.	10¢ 12
Dipteris Odorate.	1 75¢ 18
Foeniculum.	10¢ 12
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