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

### ALFRED J.BROWN

16-18 N. Division St., Grand Rapids

### BELKNAP Wagon and Sleigh Co.

MANUFACTURERS OF Spring, Freight, Express, Lumber and Farm

### WAGONS!

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

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

The Special attention given to Repairing.

Painting and Lettering.

Shops on Front St., Grand Rapids, Mich.

### FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. Bowne, President.

GEO. C. PIERCE. Vice President. H. P. BAKER, Cashier

- - - \$300,000. CAPITAL,

Transacts a general banking business

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

# LEATHER

And Shoe Store Supplies. SHOE BRUSHES, SHOE BUTTONS

SHOE POLISH, SHOE LÁCES. Heelers, Cork Soles, Button Hooks, Dress ings, etc. Write for Catalogue

118 Canal Street, Grand Rapids.

**ASK YOUR JOBBER** 

Independent Oil Co.'s KEROSENE

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



Importers, Jobbers and Retailers of

BOOKS

### Stationery & Sundries,

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

We carry a full 'ine 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.

WHOLESALE AND RETAIL COAL and WOOD

E. A. HAMILTON, Agt., 101 Ottawa St., Ledyard Block



SCHUMACHER'S ROLLED AVENA

THE GREAT

Watch Maker E JEWEIET,

44 CANAL ST.,

Grand Rapids, - Mich. Grand Rapids Soap Co.

THE BEST SELLING GOODS ON THE MARKET.

MANUFACTURED BY Beaver & Co., Dayton, Ohio. SOLD BY

MUSSELMAN & CO Grand Rapids,

### WINTERNITZ.

The Only Reliable Compressed Yeast. Manufactured by Riverdale Dist. Co.

106 Kent Street, Grand Rapids, Mich. TELEPHONE 566. Grocers, bakers and others can secure the agency for heir town on this Yeast by applying to above address.

### CHARLES A. COYE,

A. Coye & Son,

**AWNINGS & TENTS** Horse and Wagon Covers, Oiled Clothing,

Feed Bags, Wide Ducks, etc.

Flags & Banners made to order.

# PAINT

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

### MIXED PAINT

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

On the Manufacturers' Guarantee: When two or more coats of our PIONEER PRE-PARED PAINT is applied as received in original ackages, and if within three years it should crack or beel off, thus failing to give satisfaction, we agree to e-paint the building at our expense, with the best White Lead or such other paint as the owner may se-ect. 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 FurnitureFin ish made.

### SALT FISH

Bought and Sold by FRANK J. DETTENTHALER, 117 Monroe St., Grand Rapids.

Oysters the Year Around

### SHERWOOD HOUSE. The Traveling Men's Favorite CHARLOTTE, -

ms on First Floor M. F. BELGER, Pro

### TRANSIT MILL COMPANY

WHOLESALE DEALERS IN

Flour, Feed, Grain and Baled Hay.

25 Pearl Street. GRAND RAPIDS, -O. E. Brown, Gen. Mgr.

We are now supplying the Trade with our new Brand of Soap

BEST FAMILY.

It is the LARGEST and BEST bar of white PURE SOAP ever retailed at Five Cents a bar. Respectfully,

### Grandpa's Wonder Soap HEMLOCK BARK!

WANTED.

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

N. B. CLARK,

101 Ottawa St.,

### 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.

### Thompson & Co.,

COMMISSION MERCHANTS, 166 South Water St., CHICAGO. Reference FELSENTHAL, GROSS & MILLER, Bankers

COOK & PRINZ,

Valley City Show Case Mfg. Co.,

Prescription Cases and Store Fixtures SEND FOR CATALOGUES,

38 West Bridge St., Grand Rapids. Telephone 374.

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

This Cigar we positively guarantee 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 or

ders 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

### your Cigar Trade. It is sure to do it. T. WARREN & CO., Flint, Mich.

first order. Secure this Cigar and increase

What do you think of this? While in conver sation with Wm. M. Dale, one of the largest druggists in Chicago, we were surprised to learn that he had sold over one and a half million of Tansill's Punch 5c. cigars and that the quality gets better all the time. The demand continues to increase. Let us tell you, if you want to sell a cigar that your customers will be pleased with, the sooner you order Tansill's Punch the better.—Independent Grocer.

### J.H. MYERS

FORTY YEARS AGO. itten Especially for THE TRADESMAN.

I beg that no person will think me egobut if some of my early experience as a boy will, in part, assist or benefit the boys who may come after me, I shall feel amply repaid for its recital. It may have been chance only, that "my lines have been cast have no complaint to make.

Is it Shakespeare or Bacon who says, "There is a divinity which shapes our ends"? Boys are little, undeveloped men. learn a trade or study for a profession for will never be forgotten while life lasts. which he has a positive dislike; and al-

the other clerks in his employ.

thought him about one week after entering fore a customer must not be forgotten and glass, including lamp chimneys, windows his service. He had probably noticed the our fingers must never touch delicate artiaffectionate look I gave the raisins when- cles of food. In those days, paper bags and and to polish with a clean newspaper only, ever a customer required some, and, know- other ready-made packages were unknown, ing a boy's appetite for that fruit, he said to and it required much knowledge and skill to time; that a cloth is better to use with the me, "Franklin, at any time you feel like it, tie up neatly and quickly a given amount in eat all the raisins you wish! You are ex- a certain sized piece of paper. I was ent devices; that under no circumstances pected to eat what you please." It is un- schooled in habits of economy in all things. raisins than one small stomach could care smoothed out, placed under a press, and for, and it was about a year afterward be- kept ready for use as wrapping paper. care for another plum! Since "older grown," tied together, wound into balls, and used agents; that greasy rags should always be was altogether too kind in his designs.

and lodging; "and," said Mr. McKenzie, they save from \$20 to \$30 in paper and employer's service pays fourfold; that it is girl. He hurried to his wife's favorite room. which really makes his salary \$40." Think little and trifling, but in a country or village you cannot afford to be cross or ungentle- the door. The room bore evidences of woa moment, boys! How many of you would trade where there is generally much leisure manly to a customer; that the aged and in- man's presence, but she was not there. He accept a position at this salary and put in it is no trifling matter to save a good suit firm should take precedence in being hurried into the next room and the next. st fifteen hours a day for a year? It would be hard to find one. It is probable that I did reach nearly the amount of breakage supposed, as I distinctly remember of one day attempting to carry too much, at once and broke the value of \$11 at one crash. While punishment was expected for this, a kind but serious reprimand was all I received; up and take down the window blinds, which and the manner in which the reproof was in that day were heavy boards, secured upadministered was productive of more good on the outside by heavy iron bars placed than a sound flogging would have been. I fully determined to be more careful, and with added instructions how to handle the goods. I broke nothing of any account after-

Twenty dollars was at that time consid- change. There was probably much less ered a fair salary for a boy fresh from the money in the hands of the masses, if not country, as many at that age were glad to in the country, than at present; thus, inter- greater transmutation. commence with their board and lodging only. change of commodities was a necessity. An incident occurred in connection with Mercantile business, also, was conducted in that salary which, as Mr. McKenzie told a a different manner from the present. Goods friend, showed the Yankee blood in my were brought in from the great centers of Written Especially for The Tradesman. veins. At the close of the first year, I was trade, and the products taken in exchange called into the private office for "a talk." were shipped back (or more generally trans- throwing streaks of yellow light on the paths walked up and down that little park? Peo-"Well, Franklin," said he, "your first year ported by land) to the same cities, to be of the park. The robins and sparrows were ple who recalled it afterward, said he looked has closed. You have been a good boy and sold for cash or its equivalent in goods twittering and singing in the well-trimmed I would like you to remain. How much again. As there were then few railroads in trees. The nurse-maids, with their little ery and shame and thoughts of burning redo you expect for the next year?" Of course, the country and none in Canada, the main charges, poor heat-shriveled things, were venge and shattered hopes that filled him? I could not decide, but would leave it to his wholesale depots of trade were accessible drinking in the soft, cool air full of the As he wandered alone in the dark on generosity. "Well, then, how will it please only by water communication, either with strengthening perfume of the grass and that spot where they had been together so you if I double your salary?" I was quite Europe or with distant points on our own swelling buds. The policeman who was satisfied with that, particularly as the past continent. Two or three times a year the sauntering along, humming to himself (hap- what his life would now be; when he Christmas his gift of shoes, hat and gloves merchant usually went in person to purpy that his hour of relief was near at hand), thought of his friends' pity and his enemies' was a generous and timely one. At the ex- chase and select his stock; and the arrival swung his club in a scientific manner, with piration of the second year, I was called to of the huge wagons, each piled high with no thought of it. The men and boys on ers have done before, what others will do his side to talk over the matter of a coming from one and a half to two tons of new their way to their daily toil, pipes in mouth again, when life's burdens seem to bear year's salary, and, leaving him to name the goods, was an event to be known far and and dinner pails in hand, who crossed the amount, he at once inquired if it would be wide and was the theme of conversation at park that morning had no idea of what lay misery, no loving hand to wipe the deathsatisfactory to again double it. I answered many a fireside and an advertisement of in that dark underbrush. Yet only a short damp from his brow, no loved eyes to weep that it would. As I had considered the mat- much value. Then came the night work, while ago the most momentous hour of one over him—he died. ter and made up my mind to remain in ser- when the goods had to be marked and man's life had passed, the Archangel's vice until the age of twenty-five, the thought placed in order for show and for business; trump had blown for him and at that very of what amount I might be able to saye in and for a week or more afterwards, after moment, perhaps, he stood before his Maker, that time was uppermost in my mind, and closing the store at the usual hour—9 p. m. to answer for the deeds done on earth. It at the first favorable moment I again sought | —the proprietor and his employes might be | was a tramp who found him—a tramp, rag- | that? Mr. McKenzie and innocently inquired if found hard at work until midnight. Then ged and dirty and sore, who had lain all we could not at once close a bargain for the next nine years, if he intended to continue doubling my salary. "Good gracious, and the store was in a state of excitement for lot the minion of the law and whose first lot of the minion of the law and whose lot of the law and boy, no?" he replied, as a broad smile spread over his face. "Do you know what the ninth year's salary would amount to?" I specialties only; and a "store" meant a deconfessed my ignorance and only knew that pot of general supplies for the community.

and the store was in a state of excitement for dem. You get onto dot? Customer—Oh, yes; but where is your thought was, "Better than I, and yet lay out all night," and wondered why a man so well dressed should pick such a spot for his resting place.

choir in each of dem. You get onto dot? Customer—Oh, yes; but where is your few unch to-day?

Schneider—I apolish dot for ein veek. Dere ish a gomic obera gompany at der theater than I, and yet lay out all night," and wondered why a man so well dressed should pick such a spot for his resting place.

the doubling process was very satisfactory. "Why," said he, "the last year it would tistic, as that period in my life is long past: to pay you! Ah, Franklin, that won't do. or near it for the storage of grain, pork, some poor, belated wayfarer seeking his home the salary each year."

in pleasant places," but such is a fact and I expense. Not only had he doubled my sal-

general variety store, in the village (now through with with sugar and other articles. was a Highland Scotchman—Murdoch Mc- packages. I was also drilled in the use of fully acquiesced in without threats of blood- was a proud, high-born beauty, the belle of Kenzie—a man six feet, three inches in twine—how best to tie peculiar knots, and shed or anarchy. height; in build a perfect Apollo; he was even to the cutting, about all of which he well-educated, thoroughly disciplined, and was equally particular. With a special turn the halcyon days of happiness for all, and and furnished a home for her, such as but a sterling business man. Like most large of the fingers the twine was broken or which have never been known since. I few men in his position could do. He filled men he was calm in his demeanor, cool and made to cut itself at a given point, as it have only lifted the veil of the past that it with all the comforts which money could collected under all circumstances, and a was considered inelegant and improper to you might look upon the true and actual of buy and love think of. His family name man of rare good nature. He was exact use any sharp instrument, such not being aland particular in everything, and was always lowed, except when a very strong linen cord possibly profit by a comparison with the her. scrupulously neat in his person and dress. was used. "Time," said he, "is valuable present. What, you ask, did I gain by all He had a bow and a smile for the humblest in business, and it will not do to go back this seemingly excellent tuition and examcustomer and I need not add that he was a and forth even to your pocket for a pair of ple? I learned how best to perform all the Was away from home—two, three months general favorite with all. I possessed an scissors." Time after time would be watch labor required to keep a store in proper or innate desire to become a shop-keeper; and my every motion while waiting upon a cuswhatever merit I may possess in that busi- tomer, and gently chide me if every moveness may be credited to the tuition and ex- ment was not made with almost military you the peer of any person in your mantreme care and kindness of this man and precision, even to packing the moist brown sugar in its parcel, with a portion of the to me since; how to sweep a floor correctly I recollect what a very generous man I paper itself, as cleanliness and elegance be- and well; that the best method of cleaning necessary to say that when left alone one Waste paper which came as packing or evening soon after, "the boy" ate more otherwise must not be destroyed but sorted, fore that poor stomach would consent to Even bits of twine must be saved, neatly it is my firm conviction that Mr. McKenzie for the coarser purposes. Many of the re-

> of clothes every year thus easily. Every man and boy in Mr. McKenzie's store was supposed to know his duty and not neglect it. A part of mine was to wash every piece of crockery and glassware before it went to the shelves, to assist in washing windows and show-cases, and put across them, and bolted in place on the in-

> credit given by retail merchants than at the present day, but far more barter and ex-

Every store of any pretensions to busitake my entire stock, stere and lot included, and usually a large warehouse adjoining mystery was here? Was it murder? Had Go back to your work, and we will talk over potatoes and farm products that were not been struck down in the flush of life by the perishable. During the early winter months assassin's hand? Hardly possible, for jew-I remained with this man only four years, large numbers of dressed fat hogs were pur- elry and money were still on his person. when by his advice I accepted an offer to chased by Mr. McKenzie, payment for Was it heart disease? Was some poor mothagain attend school in New York free of which was usually made in goods. Then, er or heart-broken wife waiting with teareach night after business hours all hands bedimmed eves for the loved one who ary each year, but on leaving him he told repaired to the cellar to cut up, salt and would come no more? No. It was suicide his cashier to pay me ten pounds extra, for pack the pork into barrels for shipment; —cool, deliberate self-murder. The bullet "services faithfully rendered." I do not re- here the proprietor thought it his duty to wound in his head, the revolver in his hand member of his speaking one unkind word be found with coat off and sleeves rolled to were evidences of what had happened. But Not always, but yet often, the whole future to me during all those years, and the good the elbows, assisting in and directing the why? Young and handsome, healthy lookof the man depends on the training and edu- advice he gave me, the patience he exer- work. In those days all were true "Knights ing, well-kept and well-dressed, what had cation of the boy. I say not always, as it cised in teaching me, and all the valuable of Labor," who thought it no hardship to caused him to seek the coward's refuge and occasionally occurs that a boy is forced to instruction imparted for my especial benefit work at night, and the man who could get try to better his fate in that dark Beyond of all the sleep he wanted in six hours and which we know so little? A short tale and Sometimes I thought it a hardship to be labor the other eighteen was proud of his soon told. though he may succeed in obtaining a de- compelled to stand at the counter and, under day's work and was never out of employ- He was a traveling man, and had been gree, he will abandon the work at the first his eye and instructions, wrap and tie up ment. Few, indeed, were the men then with one firm over twelve years. He had opportunity. I say this by way of preface. and unwrap the same half-pound of tea six looking for an easy position where the least risen by slow degrees, through earnest, hon-My first introduction to the mercantile or eight times before it was deemed perfect number of hours with the highest wages est labor, to a position of trust and honor. business was at the age of fourteen years. and in proper shape and condition for a might be found conjointly. The true dig- He had been thrifty and had saved money. I passed from the school room into a large customer; and the same drill had to be gone nity of labor was acknowledged by all, and and was loved and respected by all of his the price of it (like all other things) was intimates. Two years before this fated day, city) of St. Thomas, Canada. My employer even to the smallest half and quarter-ounce regulated by supply and demand and cheer he had met the woman he married. She

Do not imagine, however, that those were der, even to the smallest details; that to do hood; habits of economy worth very much in the language of love. should a sponge be used to wash or wipe soon ruin its beauty and value forever, minute particles of flinty sand and shells (carbonate of lime) being the destructive the drives. thrown in the stove or outdoors, and not

remain with you through life. taught by this man, who has long since glanced therein. amazed at the changes which have taken one knew just where or how, but she had place in the commercial world, and I look gone with an old lover. No need to moralforward another half-century and regret ize on why it happened or how. Too much that we cannot then be here to see the still time on her hands, and a vile scoundrel near

FRANK A. Howig.

His Last Trip.

The slant rays of the rising sun were

He was dead-cold and stiff when the paness had a cellar of its full size beneath it trol-wagon came to pick him up. What

the little city in which she lived. He wooed and won her. He brought her here, built

Man-like, blind and believing, he thought this was all, and went on with his business. at a time. Love her? Could you have heard him talk to his comrades on the road, that all your work well when a boy is to make question would scarce be asked. Cupid himself could have taken lessons from him

He left home three months ago, and vesterday returned, prepared to stay. He had been offered and had accepted the position and show-cases, is with soap and water, of manager. This would allow him to stay at home. Only a traveling man can realize all else being too expensive in money and what that means—it is the goal to which they all aspire, a position "in the house." water and soap on glass than all other pat- That day and the day before and for weeks before-he was going to surprise her-his mind had been filled with delightful thoughts glass-soft and clean as they may seem to of her surprise. Oh, the glowing pictures be, they will surely mark it indelibly, and he painted to himself! Just how he would tell her, just what she would say! He drew plans of the evenings at home, the opera

He reached his home, he sprang from the carriage. Why, in his joy he actually forail stores of to-day burn up, sweep out, left in some out-of-the-way place inside, as got to pay the driver, who stood on the side-The agreement with my step-father was and otherwise destroy fifty dollars' worth at a certain temperature they are liable to walk with outstretched hand. The door that for the first year's service I was to re- of wrapping paper yearly. I am acquainted take fire by spontaneous combustion; that was opened. He did not stop to note the ceive the munificent sum of \$20 with board with merchants in business who know that sometimes an extra hour devoted to your pained surprise on the face of the servant "the boy will in that time break twenty twine every year with very little extra effort. best to refer every one to your employer Loving words were on his lips. His arms dollars worth of crockery in handling it, There are those who in this age consider it when his business is inquired about; that were ready to embrace her. He threw open served; that when questioned in regard to He called out her name. No answer. His the quality of your goods, tell the truth so heart sank: an unknown, indescribable far as you know-it pays in dollars and dread filled him. Where was she? He cents to do so; that you should speak well called again, louder and louder. Filled with of all competitors in business or say noth- an awful fear, he yet laughed huskily to ing; that twenty per cent. profit in cash is himself and said, "Fool that I am! The far better than thirty on the ledger; that dear girl didn't know I was coming and is habits formed when a boy are quite apt to out shopping." He passed a looking-glass on his way out of the room and was fright-These and many more useful truths were ened at his own face, as he mechanically

passed away, but whose memory is revered. Alas, alas, she was out. She never came As I look back upon that long ago, I am back! She had gone three days before, no by to fill her mind with soft flatterings and to take the place of the poor fellow who was away from home.

When the full force of the blow came to him he left the house. Who shall say what thoughts surged through his brain, as he often; when he thought of his plans and sneers-it was too much. He did what othdown too hard. He died. Alone with his

Business Enterprise. Customer-Why, Schneider, you were complaining of bad business last week, yet now you are enlarging your saloon? How is

Schneider-Dot vos blain enough. Der

RETAIL TRADE OF THE WOLVERINE STATE.

E. A. STOWE, Editor.

Terms \$1 a year in advance, postage paid. A lvertising rates made known on applicatio

WEDNESDAY, SEPTEMBER 28, 1887.

The Detroit News and other papers in the State having repeatedly asserted that the new liquor law prohibits druggists from selling liquor except on a physician's prescription, THE TRADESMAN deems it advisable to reproduce Section 3 of the Act, in order that the trade may be reassured on that point. The principal features of the Section may be briefly summarized as follows: Druggists shall sell liquor for chemical, scientific, medicinal, mechanical or sacramental purposes only; they shall not sell to a drunkard or Indian, nor to any person when warned not to do so by a relative, employer, or town, village or city official; shall sell to a minor only on the written order of parent or guardian; shall record all sales in a book kept for that purpose; shall file a bond with the county treasurer in the sum of \$2,000, executed by freeholders and residents of the same county. The last provision is an improvement over the old law, which required bondsmen to be residents of the same township. Clerks are made responsible for violations of the law, the same as employers, the penalty in either case being a fine of \$100 to \$500 or imprisonment from ninety days to one year, or both, for first offense and for second offense the same penalty, with the addition that the person be debarred from selling liquor for five years.

Eastern salt manufacturers are attempt ing to organize a salt "trust," which is only another name for combination or pool. The telegraph announces that the organization has been effected under the style of the National Salt Union and that headquarters will be established at Pittsburg, but until the new "trust" makes terms with the Michigan Salt Association, Wolverine manufacturers will not, probably, be counted among the participants in the pool.

The remarkable success attending the recent exhibitions of the Western Michigan Fair naturally revives interest in the agitation begun by THE TRADESMAN four years ago relative to the inauguration of a regular exposition. The idea of a permanent exposition, to be open two or three weeks of the year, originated with I. C. Levi, who confidently expects to see such a project put into execution within the next three

The Detroit News thus refers to the alleged action of a Detroit bean handler:

A Detroit dealer claims to have cornered the bean market, and the price of the toothsome commodity is on the advance. The old beans are used up, the new crop is a short one, and the demand is increased because of shortage in other vegetable supplies.

This is supposed to be the first time on record where a bean crop was cornered before it was harvested.

Anticipating the time when National banks will have passed out of existence, through the failure of Congress to provide means for their continuing their circulation, State banks are now being organized under the same general style. Hillsdale business men, for instance, have organized the "First State Bank," and the "Second State Bank" is now in order.

Gripsack Brigade.

Wm. Logie has been laid up for some time with a lame foot, caused by stepping too heavily on a rusty nail.

C. B. Lamb, Michigan traveling representative for Adams & Ford, the Cleveland boot and shoe jobbers, was in town over Sunday.

Hy. Robertson and H. L. Toles are giving all their customers portraits of themselves this week. They are tin types and cost the boys sixty cents a peck.

Suel A. Sheldon, formerly on the road for the Jackson Wagon Co., of Jackson, but now a horny handed granger, walked in from Berlin Monday to buy a pair of stoga

Jas. D. Wadsworth, traveling representative for Arthur Meigs & Co., who has been laid up with rheumatism for the past four weeks, is recovering. His place on the road

is temporarily filled by H. L. Gregory. Irving W. Van Zant has severed his connection with Howard W. Spurr & Co., of Boston, to accept the position of Assistant Manager of the Western Department of under the style of Fairman & Woodward much extent it is better than pine. Chase & Sanborn, with headquarters at

Chicago. Van is to be congratulated.

Everett E. Wooley, the dry goods traveler, and Albert M. Love, the sundry salesman, assumed very funny roles while going as his attendant, supposedly conveying his trade at a new station, as yet unnamed, on ged lunatic, but the good looks of the

from Northport to Traverse City on the City of Grand Rapids last Tuesday. Wooley pretended to be insane, and Love figured charge to the asylum. The passengers on the boat were largely ladies, who were thoroughly frightened at the antics of the al-"poor idiot" excited their sympathies, and ally remarks were heard to the effeet that the young man would probably recover, on account of his youth. Both actors acquitted themselves handsomely, but the next time they attempt to intimidate pasAMONG THE TRADE.

J. L. Rademacher has engaged in the groery business at Reno. The stock was pur-

It is reported that Jas. Brown, of Detroit. has again under advisement the project of starting another wholesale boot and shoe stablishment at this market.

W. T. Lamoreaux and G. A. Johnston have formed a copartnership under the style of Lamoreaux & Johnston and engaged in the fruit business at 71 Canal street.

The Western Michigan Fair last week attracted more outside merchants than have ever favored Grand Rapids with their presence in a single week. The jobbers genererally had their hands full in attempting to play the role of entertainers.

Kerr Bros., of Coldwater, after obtaining prices at Chicago and Detroit, placed an order with Foster, Stevens & Co. last Thursday for an \$8,000 stock of hardware, being the largest hardware stock ever shipped from this market. F. R. Miles booked the

The idea recently advanced by THE TRADESMAN relative to the desirability of establishing a line of coast steamers, to ply along the Eastern shore of Lake Michigan, seems to be gaining ground, not only in this city, but in the towns even more directly interested than Grand Rapids in the project.

AROUND THE STATE.

Benton Harbor-Felts & Kramer, grocers have dissolved. & Wayland-Jas. Fisher has engaged in the

bakery business.

Eureka-Daggett & Dennis succeed Daggett Bros. in general trade.

Adrian-Earle Bros. succeed Earle Hatch, grocers and bakers. Holland-Stephen Crandall, late of Big

Rapids, will open a notion store. St. James-Day & O'Donnell succeed Owen O'Donnell in general trade.

Battle Creek-J. L. McCluer succeeds V P. Collin in the hardware business.

Holly-Frank, Marks & Frank succe F. M. Joslin & Bro. in general trade. East Saginaw-Haas & Edinger succee Nicholas Haas in the plumbing business.

Romoe-Willert & Kaiser succeed Tins man & Willert in the dry goods business. Detroit-J. V. Lisee & Co., dealers in boots and shoes, have assigned to A. F.

Cedar Springs-Geo. C. Huntington will emove his boot and shoe stock to Nebraska

Boyne City-The attachment on the John C. McFellin stock has been satisfied and business resumed. Negaunee-M. Nassauer & Co. succeed

P. (Mrs. Morris) Kohn in the dry goods and clothing business. Three Oaks-Boardman & Wehrle have

engaged in the grocery, boot and shoe and furnishing goods business. Cheboygan—The Cheboygan Lumber Co.

will close out its supply and grocery stock during the present month. Marine City-G. S. Donahoe, general

dealer, has been closed on chattle mortgage and stock sold to Lucinda Clough.

Plainwell-A. Manley has put in a stock of boots and shoes to fill the vacancy caused by D. P. Hopkins' removal.

Mancelona-A. L. Bachant and C. M Lanning will shortly engage in the dry goods and furnishing goods business.

Red Jacket-Sibilsky Bros., late of Eagle River, have opened a dry goods, notion, millinery and gent's furnishing goods store.

Pentwater-It is reported that Chas. F. Lewis has purchased Wm. L. Tilden's interest in the hardware business of Tilden &

Hastings-A. R. McOmber has re-embarked in the jewelry business at Hastings, having purchased Baughman & Buel's

Petoskey—Geo. E. Sprang, until recently engaged in the same business at Alma, has purchased the R. Connable book and sta-

tionery stock. Lake Linden-A. Levy, who two years ago carried on a general store at Houghton, has opened a dry goods and gents' furnish

ing store goods here. Vermontville-Asa J. Brown has purchased a half-interest in the furniture stock of J. C. Walsh. The new firm will be

known as Walsh & Brown. Dalton-A. A. Aldrich, the Hickory Corners hardware merchant, will shortly open a branch establishment here. He will

operate a lumber yard in connection. Big Rapids-F. Fairman and M. G. Woodward have formed a copartnership it does not come in contact with moisture to and engaged in the dry goods business.

Alma-T. A. Miller & Co. have purchase the building adjoining, connecting the two stores with an archway.

Lisbon-R. B. Gooding, formerly Greenville, will shortly engage in general the T., S. & M. Railway, one mile north of of East Saginaw, on account of lumber cutthis place. A new store building is nearing completion and an elevator will be con-

structed before snow flies. Groverton-Is a new village two miles from Lake Linden. It is composed of several dozen new buildings, residences and stores. Penberthy Bros., general dealers. occupy a large two-story brick venee uilding. McDonald Bros. have moved into their new two-story frame building with a stock of stoves and hardware.

Eaton Rapids-Geo. A. Soule succeeds Walworth & Soule in the drug and grocery

West Branch—Phillip Blumenthal suc eeds Samuel Blumenthal in the grocery

MANUFACTURING MATTERS.

Owosso-The Owosso Tool Co. is turning out 2,400 snow shovels per day.

Muskegon-Firman & Goss succeed Cros y, Goss & Co. in the sawmill business. Hillsdale-C. S. Veeder's broom factory

is turning out about 100 dozen brooms per Hillsdale-S. O. Fisher has invested

row factory.

his handle business.

will make cedar shingles. Bannister-A. W. Dickerson has put into

operation a stave and heading mill which will keep forty men busy. Dalton—Adna Jones intends moving his wagon business and planing mill from

Hickory Corners to this place. East Saginaw-C. E. Eastman & Co. will put in 20,000,000 feet of logs in the Upper

Peninsula the coming winter. Clinton-The Clinton Woolen Manufacturing Co. has orders enough booked to keep the factory going until January 1.

Jackson-The Bortree Corset Co. em ploys 330 girls and twenty men, making corsets, bustles and other feminine harness

East Saginaw-John G. Owen will build sawmill in Brookfield township, Huron county, where he has a large tract of pine.

South Boardman-J. W. Balcolm has ought the sawmill and supply stock of M. B. Farrin & Son, and will continue the bus-

East Saginaw-C. & E. Ten Eyck have repaired their mill which was lately damaged by fire, and are now making shingles

Grand Haven-F. F. Sommers will renove his match factory to Green Bay, Wis., the business men there having offered to take \$15,000 stock in such an enterprise.

Muskegon-Boucher Bros. have just conracted for 900,000 feet of white oak tim ber of the Grand Haven Ship Building Co., Grand Haven, and 500,000 feet of Miller Bros., Chicago. East Jordan-Palmiter Bros. have pur-

chased the Plummer sawmill, at Bay Springs, and will remove it to this place and put it into operation. It will have a capacity of 40,000 feet per day. Ludington-The Danaher & Melendy Co.

has purchased from the Butters & Peters Salt and Lumber Co., of Manistee, a tract of pine estimated to have 20,000,000 feet on on it, for \$110,000, and located near Luther. Ludington-The sawmills at Ludington

and upon the railroads tributary to Ludington cut 200,000,000 feet of logs into lumber, lath and shingles annually, while the salt blocks are turning out from 1,200 to 1,500 barrels per day, all the year round. Muskegon-James A. Cook and other parties have purchased the Spear mill prop-

erty for \$2,000. The mill will be put into condition, with a cutting capacity of about 100,000 feet per day. The company owns will be brought over from Menominee.

Menominee-The Soper Lumber Co. has four camps in operation in the upper pine region of Wisconsin. Camp supplies have wretched condition of the roads has necessitated considerable work. About 100 men are employed in preparations for the win-

Bay City-Foss & Leiter recently had a plank was six inches thick, thirty-six inches wide and sixteen feet long. Another log Bialy's mill, was so large it took fifteen minutes to get it inside the mill.

STRAY FACTS.

Hillsdale-The First State Bank is the name of a new banking concern. Saginaw-Anthony Byrne succeeds Adams Gregory in the liquor business

Detroit—The American File Cabinet Co has increased its capital to \$75,000.

Gladstone-There is considerable bas wood in this vicinity, which the inhabitants are seeking to utilize. One builder is using the wood for flooring, believing that where

Detroit—The Detroit Sulphite Fibre Co. will have the largest paper mill in the the book and stationery stock of Geo. E. world in operation in Detroit by next Sprang and will remove their drug stock to March. The company has purchased sixteen acres of land at Delray, and will erect eight buildings. The river Rouge will be dredged to the works.

> Bay City-The suit brought by Maltby, Brotherton & Co. against C. H. Plummer, ting complications at the latter's mill in Ogemaw, has resulted in a judgment for \$11,000 in favor of the plaintiffs. Plummer will appeal to the Supreme Court.

Detroit-The Canadian Electric Co., capital stock \$250,000, has filed articles of incorporation. It will make and use electrical instruments and appliances. Robert McKinstry holds 5,978 shares, and nineteen others, including Henry Woodward, the inentor, one share each.

Bronson-John Holmes is building a new rist mill three miles west of town.

Litchfield-J. B. Smith has sold his lumper yard to E. Bodner, late of Three Rivers. Detroit-The North Champion Iron Co. is a new corporation, with a capital stock of \$1,000,000, formed for the purpose of mining and smelting iron, silver and copper in Marquette county. The stockholders are all Detroit men, as follows: 6,000, Seymour Brownell; 5,400 each, Herman C. Fech-

heimer, Sol. Heavenrich, Henry C. Hart

and Alexander C. Comstock; 500 shares each, James R. Turner and Robert Atkinson. Fort Blakely—A stick measuring 150 feet long and twenty inches square, containing that, as the above figures embrace the im-\$570,000 in pine lands during the past four 5,000 feet, was recently placed on board a vessel for shipment to San Francisco, where Hillsdale—Frederick W. Stock will start it will be exhibited at the Mechanics' Fair. a roller mill on the site of the old wheelbar- It is considered by millmen a good representative of the forest in this region, but Plainwell-J. C. Ives has arranged to the giant of all was felled some time ago nanufacture cheap beds in connection with by the same company, and will be heard from in time. It measures 240 feet in Boyne City-White & Perkins are adding length, the first limb being 160 feet from shingle machinery to their sawmill, and the butt, which measures seventy-two inches, and forty inches at the top. It scales 33,000 feet of lumber.

Purely Personal.

Ben. W. Putnam is expected home from his Minnesota trip to-day.

B. S. Krause has taken the position of prescription clerk for C. E. Westlake. C. H. Sweet, of Brown, Hall & Co., is spending a fortnight's vacation at Traverse

C. N. Rapp, with Geo. E. Howes, is in Western New York, buying apples for cold

Fred. D. Yale has returned from Emporia, Kansas, being called home by the serious

illness of his father. Dr. O. O. Osborn, of the drug firm of G. H. Oliver & Co., has removed his family to

this city from Elm Hall. D. C. Underwood and wife went to Brighton Saturday to attend the wedding of his sister, which occurred on Monday.

Elmer R. Thompson, book-keeper for Perkins & Hess, is recovering from the fever which has confined him to his bed for the past three weeks

John M. McGill, of the drug firm of Ritchie & McGill, Imlay City, was in town last week on a visit to his brother-inlaw, Will Lamoreaux. Jonathan Boyce is said to have the larg-

est holding of pine lands in Michigan, except David Ward. He owns 250,000,000 feet of pine in Clare county. Henry C. Stewart, who has clerked for several years for G. H. Cannon & Co., at

Evart, has engaged in business on his own account at Washington, Macomb county. Silas, K. Bolles and wife have returned from Leadville, well pleased with their trip and its results. Silas is enthusiastic over the mineral wealth of the Leadville region

vestments he has made.

and may remove there to watch some in-

The Resurrection of Lake Linden. Lake Linden—the farthest point north in the Upper Peninsula, the wonder of the tourist and the Mecca of the builder, mechanic and laborer, cremated in May last-has sprung from its ashes of destruction with a vigor, life and activity that challenges admiration and bears proof of the indomitable courage of an industrious people Within the four months last past, it has built over 350 residences, all substantial. many costly, modern and magnificent. Dozens of stores, mostly two and three story brick or stone, are now in all stages of con struction. Everywhere is busy industry on the wing. Timbers, stone, lumber, brick and shingles literally fill the streets, wharves and yards. A few canvas tents are yet seen on the vacant lots. Of the more notato be hauled twenty-five miles, and the ble buildings which may be mentioned (it wiretabed condition of the roads has necesstroyed every business place in the city except Leopold & Hanauer's meat market and grocery, the oldest house in the place, and John Herman, jeweler) are the following: Edwin Henwood, who lost house and contents, hardware stock and store, was the Lake Superior log that scaled 1,628 feet first man to occupy a new two-story brick store, 50 x 60, with a full stock of stoves flaw was cut that scaled 288 feet. The plank was six inches thick, thirty-six inches wide and sixteen feet long. Another long the fire, is building a two-story brick, 100 x 90, cellar same size, elevator and all wide and sixteen feet long. Another log modern improvements. Upper story will for the same firm, cut at Hitchcock & be fitted in elegant style for a dress-making and cloak department, cost \$20,000. John Bennallack has built a new two-story brick, 24 x 40, which is occupied by McNabb Bros. & Co. as a paint and paper store. Joseph Piearce has built and occupies a new store with a full line of hardware and stoves. F. H. Hopf has a new two-story brick and does the boot and shoe trade. Louis Deschamps is building a \$6,000 two-story brick, 40 x 60. It will be occupied by A. E. Deschamps & Co., druggists, below, and the upper story will be fitted for offices, etc. Wm. Jewel is a jewel indeed, for he is building a firstclass portage entry stone hotel that will be a godsend to Lake Linden, for there is no resemblance to such a house there now. In size it is 50 x 100, three and one-half stories mansard roof, modern in all its appointments and, better than all, his beef-steak will come from Southern Michigan.

In addition to above, the following gen tlemen are erecting buildings, to cost, approximately, as follows: Paul Perraults
Eucharists Brule
Nicholas Reding & Co
Philibert Lebault
Alex. Barbeau
Herman Kallenbield
Charles Kallenbield
Louis Hennes & Co
Lyriac Lanclot
Peter Reding

who have built, could be mentioned did space permit. It is enough to say that no other such place for push, enterprise, pluck and courage can be found between Chicago

E. N. Bates has purchased the Geo. Purdy se factory, at Moline, and will operate it on the individual basis next season.

Coffee and its Adulterants.

In view of the large increase in the price of coffee during the past year, much has been heard of the use of adulterants to mix with and take its place. From the figures of chicory imports, prepared by the New York Shipping List, it appears that the imports of this adulterant were larger in the fiscal year ending June 30, 1887, than any year since 1883. The total imports in 1886-87 were 5,297,995 pounds, valued at 1886-87 were 5,297,995 pounds, valued at \$165,569, against 3,415,655 pounds, valued at \$116,159, in 1886, and 6,339,980 pounds, valued at \$229,929, in 1883. The above paper is inclined to think that, in view of these figures and the high price of coffee now ruling, the theory of great adultera-tions is not extremely well founded. It says: "On the other hand, it may be said portations for only six months of the calendar year, and as the price of green coffe has only affected actual comsumption during the past six months, the importation of chicory during the next six months will show more conclusively whether its consumption has been increased by the advance in coffee." While the above views, as shown, are inclined to be rather comforting to coffee drinkers, it should not be forgotten in coffee. It can be only successfully used in ground coffees. If coffee is bought in the bean the risk of adulteration by this means is small. It is really in the shape of bean coffee that adulteration is to be feared. It would be interesting to know whether ordinary beans and peas do not furnish profitable substitutes and are not commonly used. It is doubtful, however, whether statistics in this direction are to be easily obtained.

Lots of Grocers Whistle.

From Harper's Bazar. Old lady (to grocer's boy)—Don't you know, boy, that it is very rude to whistle

when dealing with a lady?

Boy—That's what the boss told me to do Old lady-Told you to whistle?

Boy-Yes'm. He said if we ever sold you anything we'd have to whistle for the

"Business is booming in the oyster line," said F. J. Dettenthaler, the other day. "The Anchor brand still leads the van and by the way the orders are pouring in upon me, it looks as though I would have to hump myself to take care of all the orders for this favorite brand the coming season."

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—At a bargain. A clean stock of hardware and mill supplies. Address wayne Choate, Agent, East Saginaw. 210tf POR SALE—A stock of groceries, books, stationery and wall paper; a bargain will be given. C. S. Ross, Cass City, Mich. 210\*

FOR SALE—Or exchange, platform spring peddling wagons, suitable for wholesale or retail trade. Address Welling & Carhartt, 139 Jefferson avenue, Detroit, Mich. 208tf Pok SALE—A new soda fountain, which cost \$140 and treight this spring. It was bought of Matthews & Co. Will sell for \$100. In perfect order. W. R. Mandigo & Co., Sherwood, Mich.

FOR SALE—Twenty acres of improved fruit land, with several acres bearing fruit, one mile from Frankfort. Will trade for house and lot or stock of goods in Grand Rapids.

FOR SALE—Desirable residence lot on Livingston street. Will sell on long time or exchange for good stocks, mortgages or other real estate. E. A. Stowe, Tradesman office.

POR SALE—Twenty acres of improved fruit land three miles from Frankfort. Will trade for house and lot or stock of goods in Grand Rapids. Address, for particulars, E. A. Stowe, Grand Rapids.

POR 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, 198tf

FOR SALE—At a bargain, all the machinery of a two run grist mill. Put up last year. Does first class-work. G. C. Willey, Summit City.

FOR SALE CHEAP—Portable saw mill in good running order. Capacity 25 M pine lumber per day. Gang edger, saw dust carrier, and line rollers. For further particulars enquire of J. F. Clark, Big Rapids, Mich. 196tf FOR SALE—The best drug store in the thriv-ing city of Muskegon. Terms easy. C. L. Brundage, Muskegon, Mich. 193tf

FOR SALE—Best bargain ever offered for general stock in growing town in good farming community in Northern Michigan. Stock will inventory about \$6,000. Sales last year were \$60,000. Address The Tradesman, Grand Rapids.

FOR RENT-Pleasant store at 19 West Fulton street, Boston block. Now used as dry goods store. Good location. Apply to 221 Mt. Vernon street.

WANTED—Location for custom sawmill in pine or hardwood of large tracts, or two or three years sawing. Satisfaction guaranteed in manufacturing. Address B. B., care Tradesman.

WANTED—Situation by registered pharmacist of four years' experience. First class references. Address P., Tradesman of WANTED—A salesman of experience and ability with highest references, to sell cigars to first-class drug and grocery trade by a large cigar distributing house. Address M. Blank, 72 Murray street, N. Y. City. 212\*

WANTED—Good newspaper man with at least \$500 cash, to take half interest in, and management of, newspaper office in growing town on Lake-Michigan. Addres Franklin, care Michigan Tradesman.

WANTED—A first-class meat market man to take good position in country town. Good salary to good man. Address J., care Tradesman, WANTED—By a man of twenty years experience, a situation on road handling groceries, cigars, tobacco, wooden or willow ware or can turn to most any line of goods. The best of references given. Address John M. Laberteaux, Benton Harbor, Mich. 200\*

WANTED-To exchange farm worth \$2,500 for a stock of goods, Address Box 23, Tradesman office, 208\*tf

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. Addrescare Michigan Tradesman. TO EXCHANGE—Highly improved real estate adjoining city limits for stock of general merchandise. Address box 65, Grand Rapids, Mich. 211\*

Timber Land For Sale 4,400 acres of fine timber land in Columbia Co., Oregon, within 35 miles of Portland, 3 to 4 miles of the Columbia River. For further particulars call on or address E. E. Long, No. 10 Stark St., Portland, Oregon.

Dress Staus

# JENNINGS & SMITH.

MANUFACTURERS

# Jennings' Flavoring Extracts,

38 & 40 Louis Street,

GRAND RAPIDS, MICH.

### JENNESS & McGURDY.

Importers and Manufacturers' Agents.

### Crockery, China, Glassware. Fancy Goods of all Descriptions.

HOTEL AND STEAMBOAT GOODS. Bronze and Library Lamps, Chandeliers, Brackets,, Etc.,

73 and 75 Jefferson Ave.,

DETROIT, - MICH.

Wholesale Agents for Duffield's Canadian Lamps.

# VOIGT, HERPOLSHEIMER & CO.,

GRAND RAPIDS.

MICHIGAN We desire to call the attention of the

Trade

to the fact that we

have just received a and Well-Assorted

Misses' and Children's

CLOAKS



Which we are offering at prices that cannot be

When in the city

call and look us through.



lable and absolutely unbreakable. Stan-ty 15 cents per yard. Cloth covered 99 All Orders will be Promptly and Carefully Filled.

Let us look for the roots of this system centage of society in all ages either get or faster than they can produce—that is, in obtaining an extension of time in their lessons or in getting "help" from the mistaken kindness of friends (more destructive) of real manhood than any other foe of human integrity); and soon the habit of being behindhand is contracted and becomes a born. Better had he joined the criminal elements and robbed upon principle, bleeding strangers on the highway by a direct attack, than to thus go through life the most dangerous kind of a thief known to civilized society, inasmuch as the professional thief robs only strangers, the dishonest with the simple, while the credit swindler robs none but his friends and men who have confidence in human nature and fair appearances, not only robbing them of their hard earnings, but of that which is worth even more than money—their hope and confidence in their species and their peace of mind. I have seen this credit system under a microscope, and I positively aver it is the very worst scourge of civilization. A few years ago, a simple-minded sort of

a man in this new section, a man who knew little else but to dig frantically on his little homestead and pay as he went, was at one time reduced to veritable sackcloth and ashes (the latter came from burning log heaps in his clearing) and a bag of corn to the verge of pauperism, by getting cheated out of his wages and trusting "unlucky" able to still pay his way in advance), a snug little sum of money fell to him entirely unexpectedly. He had passed for "a clever sort of a chap" (or, rather, a fool of fools) in that new settlement, and when it was known around that he had "plenty of money," the roots and central nerves of the credit system were laid bare before his it was known around that he had "plenty of money," the roots and central nerves of the credit system were laid bare before his ical of the "blue" state of his feelings when worst set of fools that were ever known until the American "respectable" dead-beat was generated. Within six weeks after his windfall came, the whole community around him-lacking possibly one in tenhad called on him one after another with friends who had never visited him before; and in a most excessively friendly manner asked for free loans of cash (accommodations, you know) of from \$20 up to \$200 each-just to help them through a temporary pinch. Truly, had he possessed Gould's enormous fortune and allowed those friends (the religious and irreligious alike) to have their way, they would have taken it all.

A most fearfully large percentage of Christian communities look upon credit or a borrowed dollar exactly as a besotted whisky toper looks upon free drinks; and it is the same resistless temptation to them to get into debt, when they find a chance to promise their way into possession with out production, that it is to the old soaker of gin to smell a saloon.

Now these credit worshippers, from lowest to highest, have been educated in ideal laws. Hosts of them feel certain that they can readily obtain the greatest prize of man's existence. With their heads way up -ideally-in the clouds of theoretical success in man's mission on earth, their feet go straight into the pit of financial ruin; and woe to him who shall place confidence in them and allow them to get their promises in at face value in exchange for realities. The resistless law which decrees that prompt payment or production is the only ible way to acquire permanent possession of any genuine blessing is far from being realized among this element—the law npon which is based all the good there is in civilization, as distinguished from bar-

Is it so easy to teach mankind the art of mbing golden stairs to success in endnce, yet so difficult to teach all but the very few how to get to the earth under their feet and produce before they seek to possess the wherewith that insures temporary success in this short life?

he surface, so deep, in fact, that they exend to the cause of the war and hell among nankind-a desire to get before giving, giving any price at all.

There are more hearts wounded and more innocent persons broken in spirit (worse than murdered) and crushed in life's battle by the credit system than by war, by retail writing were received at the convention murder and by intemperance. The relief from three local Associations, as follows: that it brings is in most cases far more deadly and dangerous to the subject than any drug or intoxicant that was ever swal- tion was organized with twenty-four charter

lowed by the sick to relieve physical pain. help men onto their feet or enable the indo-lent to great bread without work, thus gen-collected. Besides the collections, many Let us look for the roots of this system of robbery. The producers (and he that is of real use to society in every branch of human thought and action, be he exchanger or dirt digger, is a productive factor) must brings to man the necessity of a surgical Amount represented on said list, \$559.49; operation or to nations that moral pestilence known as civil war, which destroys all that sociation, \$24.06; cash on hand September indolent and produce only when animal necessity spurs them to make an effort, or get anxious to possess without producing, credit system and abolish individual and a like proportion of the benefits. Although national debts, then you may depend upon paid for the small amount invested. Our they, in some form or other, attempt to get it the soul of slavery and despotism lies so members feel like pushing forward and, in their pay in advance, secured by their hopes deeply imbedded in the hearts of mankind addition to making collections from dishonthey, in some form or other, attempt to get the sound of slavery and despotish its short of producing or the appearance of possessing. It begins in most instances very early. Parents or guardians allow the subject to get into the habit of being behindhand, or "turpledky" in daily duties. They begin by the sound of slavery and despotish its salount field will allowed a manufacturing industries of our beautiful village and all unite in sending a vote of thanks to the officers of the State Association and especially to the Secretary for his wise counsel to the officers of our Association and especially to the Secretary for his wise counsel to the officers of our Association and especially to the Secretary for his wise counsel to the officers of our Association and especially to the Secretary for his wise counsel to the officers of our Association and especially to the Secretary for his wise counsel to the officers of our Association and especially to the Secretary for his wise counsel to the officers of our Association and especially to the Secretary for his wise counsel to the officers of our Association and especially to the Secretary for his wise counsel to the officers of our Association and the firm, owning all the land in and about the place, will not allowed a like that it cannot be removed, and even your highest civilization is only gilded barbarism without the place, and the firm, owning all the land in and about the place, will not allowed that the extensive partners of the State Association to making collections from dishondest partners. There is no addition to making collections from dishondest partners of addition to making collections from dishondest partners of addition to making collections from dishondest partners. The plant will allow the place, and the firm, owning all the land in and about the place, and the firm, owning all the land in and about the place, and the firm, owning all the land in and about the place, and the firm, owning all the land in and about the place, and the firm, owning al get into the habit of being behindhand, or "unlucky" in daily duties. They begin by tant day. We must either put away debt tion. Wise counsel to the officers of our Association. H. M. Marshall, Pres. "getting excused" in the various depart- or drift in that ever narrowing circle of hisments of life's work. They are "lucky" tory repeating itself and make a dismal failure of existence. C. H. BARLOW.

> The Blue Letter.\* Mr. Toastmaster and Members of the Busines Men's Association:

I regret exceedingly and probably you will before I conclude, that Mr. Clapp, the gentleman originally appointed to respond behindhand is contracted and becomes a fixture in the character. It were better for that man and all who were thrown in contact with him in life that he had never been tact with him in life that he had never been the fixture in the character. It were better for that man and all who were thrown in contact with him in life that he had never been that man are the fixture in the character. It were better for that man and all who were thrown in contact with him in life that he had never been that man are the fixture in the character. It were better for the fixture in the character. It were better for that man and all who were thrown in contact with him in life that he had never been that man are the fixture in the character. It were better for the fixture in the character. It were better for the fixture in the character. It were better for that man and all who were thrown in contact with the fixture in the character. It were better for this toast, was prevented from being here. Living as he does at Aflegan in the fixture in the character. It were better for the fixture in the character. It were better for the fixture in the character. It were better for this toast, was prevented from being here. Living as he does at Aflegan in the fixture in the character. It were better for the fixture in the character. It were better for the fixture in the character in the members of the general task by the association, and distance in the fixture in the character in the fixture in the character in the members of the general task by the association, and distance in the fixture in the character. It were better for the fixture in the character in th busy shipping this luseious fruit to less for-tunate localities that he regretfully gave up tunate localities that he regretfully gave up the pleasure of meeting with us and when I the Blue Letter have had very good success. was requested yesterday morning to fill his place, I, like another well known, unwise five Blue Letters, to which three responded individual, "Saying I would ne'er consent, consented."

In these days of special mail trains and increased postal facilities of all kinds, the number of letters received by the average counts in full, while several others made counts in full, while several others made individual is wonderful to contemplete. These letters are greatly varied in their nature, some bringing joy and gladness, as they tell their story of the fruition of some per cent of the notices sent out favorably long-cherished hope and plan, the prosperity and happiness of some dear friend or have to date made no use of these collect some other cheering piece of news; others ing forms have been encouraged by these casting gloom over the receiver, as they tell good reports and we think a more genera their story of death or misfortune, while use of the blanks will follow. Our Ex many others make no lasting impression change has issued no delinquent list during upon he recipient and are carelessly cast in-to the waste basket. Such, alas, has for years been the fate of the gentle reminders, in the shape of statements that we have sent out to delinquents and many of us, after spending hours in pouring over our delinquent list lost if a person shall be been and the spending hours in pouring over our delinquent list lost if a person shall be been and the spending hours in pouring over our delinquent list lost if a person shall be been and the spending hours in pouring over our delinquent list lost if a person shall be been and the spending hours in pour our delinquent list lost if a person shall be been and the spending hours in pour our delinquent list lost if a person shall be been and the spending hours in pour our delinquent list lost if a person shall be been and the spending hours in pour our delinquent list lost if a person shall be been and the spending hours in pour our delinquent list lost if a person shall be been and the spending hours in pour our delinquent list lost if a person shall be been and the spending hours in pour our delinquent list lost if a person shall be been and the spending hours in pour our delinquent list lost if a person shall be been and the spending hours in pour our delinquent list lost if a person shall be been and the spending hours in pour our delinquent list lost if a person shall be been and the spending hours in the spendi books and making out a series of duns, given credit by any member of the Associa have considered ourselves fortunate if we got back enough to pay our postage. Almost every business man, no matter how manufacturing interests it can which will carefully he has conducted his business, has benefit our city and, in more ways than one which he had to grind in a coffee mill in fallen a prey to the omnivorous and omnihis little cabin. After being reduced almost present dead-beat, and has been at times in this community. We have a great field the community in the community in this community. present dead-beat, and has been at times more than willing to lose the whole of his account if he could only get even with his tormentor and extort a portion of the sum the next State gathering to give a more limit and the first of the sum that the next state gathering to give a more limit and the first of the sum that the next state gathering to give a more limit and the first of the sum that the next state gathering to give a more limit and the first of the sum that the next state gathering to give a more limit and the sum of the s men (yet always in the last "nip" being due from him by pressure of some kind, able to still pay his way in advance), a But in this he has often failed, and the dead-beat has laughed in triumph over his successful schemes.

Now, however, a David has risen in Israel, who bids fair to stay this Goliah, and the dead-beat trembles before the potent but eyes in a manner rarely witnessed in this he receives it, I cannot say; but it certainly world except by those who pass for the expresses them most admirably, for he realizes that his day of triumph has passed and proverbial "clever fellow," among the that the men on whom he has so long prey- tion. I would suggest that the State bod ed have at last organized for self-protection; and, working together for this end, have invoked a power that is greater than he. The message conveyed by this blue missive, although couched in courteous terms, yet signifies that it is not to be lightly cast aside like its predecessor, the humble statement, but must be attended to and without any

It is unnecessary for me to revert to th many individual instances of the effect of this Blue Letter—every man who has used it knows its power, but it is well to re-member that its influence arises from the fact that we are banded together to support it, that each man is pledged to make the ase of his neighbor his own and that only by strict compliance with our obliga-tions can we keep up the usefulness of this Blue Letter. No matter what the temptation may be, we must not swerve from our course, and no consideration must induce us to extend favors to any man who has failed to respond to the polite invitation to call and settle conveyed by some brother merchant through the medium of the Blue

\*Response by F. T. Ward at recent banque of M. B. M. A.

The Columbia River Salmon Pack.

A San Francisco dispatch, under date of Sept. 18, conveys the following pleasing in

News which reaches here from Oregon indicates that the salmon pack will probably not fall as short as at first anticipated. The close of the season for salmon on the Co-lumbia River ends on Sept. 30, but it is stated that several canneries on the river are making preparations to put up salmon next month. Pilots report fish in enormous quantities twenty miles off shore about the mouth of the Columbia River, and the eads to the hope that large numbers will enter the river. The quality of October salmon is very little inferior to what is known as "spring chickens" and is consid-

The Hardware Market.

The Western nail market is weak, but no ange has been made by the jobbers. Barbed wire continues firm. Sheet iron is advancing. Salable sizes of glass continue

The Blissfield creamery has closed for the

At the last State convention it was decidbally, in order that they may be preserved will result in good all around. Reports in

LAWRENCE. The Lawrence Business Men's Associa nbers April 21, 1887, and has recently cash received for membership and dues, \$40; cash disbursed, including \$2.40 to State Aswe have just started, we have been well IONIA.

> The Ionia Business Men's Exchange, during the past six months, has been alive the entire twenty-six weeks and, although it might have done more, it has done well under existing circumstances. Immediately after the last State convention, we got out a complete set of blanks, such as is now in general use by the association, and disthe failure of the first set of blanks given five Blue Letters, to which three responded. The twenty-two who did not respond, he sent the Secretary, who sent them blank counts in full, while several others made satisfactory arrangements. This is the most successful instance we have to record. Other members also had from 20 to 40 vention on the question of granting a per son on the delinquent list credit under any FRED CUTLER, Jr., Sec'y.

I regret very much not to be with you in with you in this work. I have been i favor of this movement from the start and have done what I could for the cause. town has been a little backward in taking hold of this work, but we have done som very good work and I think every membe is well satisfied. I have known of debt four years old and considered lost which have been collected through our Associa furnish a form of letter to be used by a ocal organizations that are auxiliary to th State. Then every man getting a lette from any local association will see that h is dealing with an organized body. I wa present at both State meetings at Grand Rapids and have seen this Association grow from a small baby to a large child. It has at tained such proportions that the dead-beat al ready trembles before its gaze and the manu facturer of adulterated goods soon will There are many other things which can l turned to the profit of the business man b this combination. In small towns, where th association takes in all kinds of busine nen, it is the very men who shape th destiny of the town and they can do much more to make it what it should be if the are all combined in an association, whic affects all interests alike

J. R. HARRISON, Pres. Confectioners' Butter in London.

om the Liverpool Courier I happen to know a man who makes a Beer. ving by collecting the rancid butter and dirty butter scrapings from the butter shops and then retailing them to West End confectioners. The other day I met him wheeling a truckload of the loathsome-looking stuff along the Baywater road.
"Hullo," exclaimed I, "what in the name

of goodness have you got there?" for really I could not tell from the look of it, it was so dirty and discolored, while the stench it gave, when I went up to it, was something fearful.

"Oh," he replied, with quite a business air, "it's offal."
"But what kind of offal? It smells alnost bad enough to knock you down!" Why, butter offal."

"Indeed! Do you mind telling me what you're going to do with it?"
"Make it into lumps and then take it round to the confectioners." "The confectioners! What do they want it for? It would poison a dog."
"Perhaps so," responded my friend, with something very like a grin; "but, none the

less, it don't poison the aristocracy."

"What do you mean?"

"Why, that it's used in the pastry fal-deals they're so fond of."

"But not as it is, surely?" "Oh, no; they first purify it in some way."

ngs: "Might as well go without salt as without The Tradesman, for we know it is sure

Daniel R. Wolff, of Chambersburg, Pa., says he is the first commercial traveler who ever went on the road. In 1844 he went to Philadelphia as a salesman for a dry goods Philadelphia as a salesman for a dry goods house. "Trade was dull that year," says Mr. Wolff, "and I suggested to the firm the idea of sending some one out among the country merchants to drum up trade." "Who will be the drummer?" asked one of the firm.
"I will, I replied, and they sent me out.
That was the origin of the term 'drummer,' by which all traveling salesmen are now known. I went on the road and solicited trade among the merchants of southern and central Pennsylvania and New Jersey. For five years I carried no samples, filling my customers' orders from samples provided by themselves. In 1849, it struck me all of a sudden that this was necessarily keeping my trade limited, and that if I carried a line of samples of my own, I could introduce new goods and more of them. I sent to the firm and showed them that the samples were coming from the wrong end of the line, and they saw the point and furnished me with samples. From that year dates the custom of carrying samples by drummers." Mr. Wolff has been on the road ever since his pioneer trip among the country merchants.

A Model Lumbering Community.

Stanley Rule and Level Co.'s.....dis 70

MAULS. Sperry & Co.'s, Post, handled.

Clinch nails, adv.
Finishing | 10d 8d 6d 4d
Size—inches | 3 2½ 2 1½
Adv. % keg \$1 25 1 50 1 75 2 00
Steel Nails—2 20.

Charles Hebard & Sons, sawmill owners at Pequaming, Mich., are said to have established a model village. There is no employe of the firm his pay goes on, and in serious cases the best medical and surgical aid is furnished, the injured man's family also being fully provided for. The employes, themselves paid in cash, run no store bills. Here, it would seem, was realized a dream of the social reformist, yet even such a condition of things as outlined would not suit some men. They not only would not admit the decency shown by their employers, but they would vigorously resist the enforcement of decency on their own part. Rather would they prefer to revel in dirt and misery as an excuse for hoisting a red flag and proclaiming against capital from a dry goods box. But if Pequaming is what it is pictured, the pity is there are not more such places.

### Dardware

e k	Bardware.	Fry, Acme
e e	These prices are for cash buyers, who pay promptly and buy in full packages.	Copper Rivets and Bursdis 60 PATENT FILANISAED IRON. "A" Wood's patent planished Nos. 24 to 27 10 20
e 1. 0	AUGERS AND BITS.       dis 60         N. H. C. Co.       dis 60         Douglass.       dis 60	"B" Wood's pat. planished, Nos. 25 to 27 9 20 Broken packs %c 罗 b extra. ROPES. Sisal, ¼ in. and larger
y o t-	Pierces'dis 60	Manilla
e l	Cook's         dis 40           Jennings', genuine         dis 25           Jennings', imitation         dis50&10           BALANCES         dis 40	Try and Bevels
g	BARROWS.   \$ 14 00   Garden   net 33 00	Nos. 10 to 14       \$4 20       \$2 90         Nos. 15 to 17       4 20       2 90         Nos. 18 to 21       4 20       3 00
y	Hand dis \$ 60&10&10 Cow dis 70 Call dis 30&15	All sheets No, 18 and lighter, over 2 inches
a e ı-	Gong	wide not less than 2-10 extra. SHEET ZINC. In casks of 600 Dbs. \$\frac{1}{2}\$ b
y	Carriage new list	American, all kindsdis 60 Steel, all kindsdis 60
d d	Wrought Barrel Boltsdis 60 Cast Barrel Boltsdis 40 Cast Barrel, brass knobsdis 40	Swedes, all kindsdis 60
n	Cast Chain dis 40 Wrought Barrel, brass knob dis 60 Wrought Square dis 60	Gingar Box Nails. dis 50 Finishing Nails. dis 50 Finishing Nails. dis 50 Common and Patent Brads. dis 50 Hungarian Nails and Miners' Tacks. dis 50 Trunk and Clout Nails. dis 50 Trunk and Clout Nails. dis 50 Leathered Carpet Tacks. dis 35 Leathered Carpet Tacks. dis 35
е	Wrought Sunk Flush	
n	Ives' Door         dis 60&10           Barber         dis \$ 40	No.1, Refined 12 50 Market Half-and-half 16 00 Strictly Half-and-half 17 50 TIN PLATES.
n d	Backus.         dis 50&10           Spofford.         dis 50           Am. Ball.         dis net	IC, 10x14, Charcoal 5 40@5 60 IX, 10x14, Charcoal 7 25 IC, 12x12, Charcoal 6 25
rge	BUCKETS.   \$ 3 50   Well, swivel   \$ 4 00   BUTTS, CAST.	IX,     12x12, Charcoal     7 75       IC,     14x20, Charcoal     5 75       IX,     14x20, Charcoal     7 25       IXX,     14x20, Charcoal     8 75
rsh	Cast Loose Pin, figured	IXX     14x20, Charcoal     8 75       IXXX     14x20, Charcoal     10 77       IXXXX, 14x20, Charcoal     12 55       IX     20x28, Charcoal     15 50       DC     100 Plate Charcoal     6 50
y	Cast Loose Joint, genuine bronzed. dis 60&10 Wrought Narrow, bright fast joint. dis 60&10 Wrought Loose Pin. dis 60&10 Wrought Loose Pin, acorntip. dis 60&10 Wrought Loose Pin, japanned. dis 60&5 Wrought Loose Pin, japanned, silver	DC, 100 Plate Charcoal       6 50         DX, 100 Plate Charcoal       8 50         DXX, 100 Plate Charcoal       10 50         DXXX, 100 Plate Charcoal       12 50         Redipped Charcoal Tin Plate add 1 50 to 6 75
ll e er	Topo	
e is d	Wrought Brass         dis         75           Blind, Clark's         dis         70&10           Blind, Parker's         dis         75&10           Blind, Shepard's         dis         70	Roofing, 14x20, IC. 5 25 Roofing, 14x20, IX. 6 75 Roofing, 20x28, IC. 11 00 Roofing, 20x28, IX. 14 00 TIN-LEADED.
w t- l-	Ely's 1-10 per m \$ 65   Hick's C. F 60	IC, 14x20, choice Charcoal Terne.       5 50         IX, 14x20, choice Charcoal Terne.       7 60         IC, 20x28, choice Charcoal Terne.       11 00         IX, 20x28, choice Charcoal Terne.       14 00
1- 1. e	G. D	TRAPS.  Steel, Game
y	Rim Fire, United States	Oneida Community, Hawley & Norton's . 50&10 Hotchkiss' . 60&10 S. P. & W. Mfg. Go.'s . 60&10 Mouse, choker
ie h	Socket Framing dis 70&10 Socket Framing dis 70&10	Mouse, delusion \$1 50 \$ doz  WIRE. dis 67½ Annealed Market dis 70&10 Coppered Market dis 62½
h	Socket Slicks. dis 70&10 Butchers' Tanged Firmer dis 40 Barton's Socket Firmers. dis 20 Cold. net	Annealed Market. dis 70&10 Coppered Market dis 62½ Extra Bailing. dis 55 Tinned Market dis 62½
	COMBS. Curry, Lawrence's dis 40&10 Hotchkiss dis 25	Extra Bailing dis 55 Tinned Market dis 62½ Tinned Broom 98 10 09 Tinned Mattress 18 10 8½ Coppered Spring Steel dis 50 Tinned Spring Steel dis 40&10
	Brass, Racking's 60 Bibb's 60	Tinned Spring Steel

th Bronze and Plated Knob	Leathered Carpet Tacksdis 35	
Doordis 60&10	TINNER'S SOLDER.   12 50   Market Half-and-half   16 00   Strictly Half-and-half   17 50	1
BRACES. dis \$ 40	Strictly Half-and-half	
rd	IC. 10x14. Charcoal	į
alldis net BUCKETS. plain\$ 3 50	IX,       10x14, Charcoal       7 25         IC,       12x12, Charcoal       6 25         IX,       12x12, Charcoal       7 75	
plain\$ 3 50 wivel	IC. 14x20, Charcoal 5 75 1	
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th Narrow, bright fast jointdis 60&10 tht Loose Pindis 60&10	DC, 100 Plate Charcoal 6 50	
t Loose Pin, acorntipdis 60% 5 ht Loose Pin, japanneddis 60% 5	DXX, 100 Plate Charcoal	
tht Loose Pin, japanned, silver	DC, 100 Plate Charcoal 6 50   DX, 100 Plate Charcoal 8 50   DXX, 100 Plate Charcoal 10 50   DXXX, 100 Plate Charcoal 12 50   Redipped Charcoal Tin Plate add 1 50 to 6 75   rates.	
$\begin{array}{cccc} \text{ed} & & \text{dis} & 60\& 5 \\ \text{ght Table} & & \text{dis} & 60\&10 \\ \text{ght Inside Blind} & & \text{dis} & 60\&10 \\ \end{array}$	rates. Roofing, 14x20, IC	
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ht Brass dis 70&10 Clark's dis 70&10 Parker's dis 75&10 Shepard's dis 70 CAPS.  -10 per m \$65 C. F. 60	Roofing, 14x20, IC. 5 25 Roofing, 14x20, IX. 6 75 Roofing, 20x28, IC. 11 00 Roofing, 20x28, IX. 14 00 TIN-LEADED. 5 50	
-10 CAPS.	IC, 14x20, choice Charcoal Terne.       5 50         IX, 14x20, choice Charcoal Terne.       7 60         IC, 20x28, choice Charcoal Terne.       11 00         IX, 20x28, choice Charcoal Terne.       14 00	
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COCKS. 60 Racking's 60	Barbed Fence, galvanized	
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COPPER.	Brass	N.
8 hed, 14 oz cut to size \$ 10 28 2, 14x56, 14 x60 31	Screw Eyesdis 70&10&10	1
2, 14x56, 14x60     31       tolled, 14x56 and 14x60     23       tolled, 14x48     23       ms     23	Hook's dis 70&10&10 Gate Hooks and Eyes dis 70&10&10 WRENCHES.	
ms	Royter's Adjustable nickeled	
DRILLS o's Bit Stockdis 40 and Straight Shankdis 40	Coe's Genuine	
's Taper Shankdis 40 ELBOWS.	MISCELLANEOUS.	
4 piece, 6 in	Bird Cages         50           Pumps, Cistern         dis           Sorews, new list         70.85           Casters, Bed and Plate         dis50&10&10	Carried St
tabledis \%10	Casters, Bed and Platedis50&10&10 Dampers, American 40	
EXPANSIVE BITS., small, \$18 00; large, \$26 00. dis 30 1, \$18 00; 2, \$24 00; 3, \$30 00. dis 25	Dampers, American	
FILES—New List.	HARDWOOD LUMBER.	1
ican File Association Listdis 60&10	The furniture factories here pay as follows	1
American	Basswood, log-run	
's Horse Raspsdis 55&10	for dry stock:  Basswood, log-run. 12 00@14 00  Birch, log-run. 15 00@18 00  Birch, Nos. 1 and 2 @25 00  Black Ash, log-run. 13 00@15 00	
GALVANIZED IRON, 6 to 20, 22 and 24, 25 and 26, 27 28 12 13 14 15 18	Charry, Nos 1 and 2	
ount, 60.	Cherry, cuil	
ey Rule and Level Co.'sdis 50	Cherry, cuil	
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dis 25 & Plumb's dis 40&10	Red Oak, Nos. 1 and 2	
s & Plumb's dis 25 at \$25 dis 40&10 a's Solid Cast Steel 30 c list 50 smith's Solid Cast Steel, Hand 30 c 40&10	Red Oak, No. 1, step plank	
HANGERS.	Walnut Nos 1 and 2	
Door KidderMfg. Co., Wood track 50&10 pion, anti-frictiondis 60&10	Grey Elm, log-run. @13 00	STATE OF THE PARTY.
r, wood trackdis 40	Walnuts, culls       @25 00         Grey Elm, log-run       @33 00         White Ash, log-run       12 .0014 00         Whitewood, log-run       20 00022 00         White Oak, log-run       @17 00	Section 1
Clark's, 1, 2, 8		100000000000000000000000000000000000000
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, oos see	State	LUMBERIMEN  And Close Private of Western Michigan
, vdd ryv	HOUSE FURNISHING GOODS.  Stamped Tin Ware	The James Stewart Co., Limited,
ayfivned	Door, mineral, jap. trimmings	—of— EAST SAGINAW, MICHIGAN,
h n ·	Russell & Irwin Mfg. Co.'s new list. dis 55 Mallory, Wheeler & Co.'s. dis 55 Branford's dis 55 Norwalk's dis 55 LEVELS. dis 55	Desires to call your attention to the fact that they are the

Desires to call your attention to the fact that they are the best firm in this State to purchase supplies from. Carrying an immense stock of

Coffee, Parkers Co.'s. dis 40 Coffee, Landers, Ferry & Clark's. dis 40 Coffee, Enterprise. dis 40 Coffee, Enterprise. dis 40 Kits dis 40 Coffee, Enterprise. dis 40 Kits dis 40 Coffee, Enterprise. dis 40 Kits di 

And purchasing early for spot cash enables this Co. to offer Bargains no other firm in Michigan dare offer. We offer all FIRST-CLASS BRANDS of PLUG TOBACCO in

# 10 BUTT LOTS AT 36 CENTS.

Steel Nails—2 20.

Zinc or tin, Chase's Patent. dis60&10
Zinc, with brass bottom. dis 50
Brass or Copper. dis 50
Reaper. per gross, \$12 net
Olmstead's 50&10
PLANES. dis 50@55
Sandusky Tool Co.'s, fancy. dis 50
Bench, first quality. dis50@55
Staley Rule and Level Co.'s, wood. dis20&10
PANS. NIMROD, VINGO, CHOCOLATE CREAM, GOLD SHIELD, P. V.,

And Many Other Brands.

We also offer 500 butts of the following brands in 5 BUTT LOTS AT THE VERY REASONABLE PRICE OF

Venable's Lark, Lorillard's Sweet Russett, Mc-Alpin's Boom, Sorg's Quality & Quantity.

Merry War, in 5 butt lots - - 30c. Big X Plug in 5 butt lots - -

----WE ALSO OFFER----

### 1,000 PAILS OF FINE GUY AY 24 TO 30 CENTS.

ALL SPLENDID VALUES.

In Teas we only ask a trial order. Our present stock of 1,400 packages includes Teas of every nature and description.

DUST 5 TO 6C., GOOD DUST AT 10 TO 12C.

### IN JAPANS,

00000	Low Grades, fine for money, - Mediums Good New Japs	12 to 14c.
35 et	Mediums	16 to 18c.
10 10 10 10 10 10 10 10 10 10 10 10 10 1	Good New Japs	20 to 24s.
50	Klegant New Japs	28 to 33c.
50 75	Fancy Japs, Our Own Importation,	37 to 46c.
10		

Send for Samples and Quotations on everything sold by First-Class Jobbers. We Stand next to Phil. Armour on every-

### PROVISION LINE.

Parties Desiring Our Circulars Please Mail Address.

# THE JAMES STEWART CO.

Each on the Other Depends. pedally for THE TRADESMAN. Were a man without another? Would each do without the other? hat a world of dire misgiving (ith such a lot of wretches living)

As well were a single sense as seven:

How would it perambulate the street? What would a poor reporter do
Without his heels to carry him through? As well might the feet without the head Wages the battles of life, instead.

As well might the feet without the head wages the battles of life, instead.

What were the head but a helpless thing, Like a bird with neither a leg or wing, Were it not for a part to obey command, And execute when a thing was planned? Nothing alone—head, man or a nation—Independent of all the rest of creation Can flourish or exist, nor did God so demand,

When his trowel rolled Adam out of the sand,

M. J. WRISLEY.

Mercantile Education.\*

It is a well-known fact that failure in the mercantile world is a very common occurrence. It has been estimated that, of all those who embark in trade, not more than energe erent, make a success of it. It is never evident that there is something wrong, and there must be a cause for it; if there is suy remedy it should be applied, if possible. To me, the cause is very apparent—its that so many endeavor to do a mercantile way, and his business will increase as he comes to be known as a reliable and honest dealer. He will meet with reverses, undoubtedly, but will meet them squarely and overcome them. Panies will come and values will be unsettled, but he will know how to meet all such emergencies. His business, a man should have a thorough education in the particular branch of business which he proposes to adopt as his life work, and that education must be largely by experience. Whatever calling he may propose to enter, he should, first of all, have as good an education in the way of letters as is offered by public schools. This is, now, fortunately, within the reach of all. This should be extended as far as the time, means and circumstances of the future business man may seem to be for the best in his particular case. It is generally conceded that if a young man is to enter the ministry, practice law or medicine or follow any of the scientific pursuits, he must obtain such education by study and experience as will be of use to him in the particular profession he chooses. Does he choose to follow farming? Let him learn by his experience from boyhood supplemented by proper reading and study. Does he choose any of the mechanical arts? He must become apprenticed to some master in the line he adopts. chanical arts? He must become apprenticed to some master in the line he adopts. He must serve for years without pay or with very small wages until he has mastered his trade and is able to go out for himself. In foreign countries, this is the custom in merantile pursuits. A young man must serve its seven years' apprenticeship in the busi-less, and then he is supposed to have earned it as a mechanic learns his trade, dways allowing that he is adapted to that the and is possessed of ordinary common line and is possessed of ordinary common sense. But in this country it is by many considered not necessary to waste (?) time in that way. Anybody can run a store! A boy enters a store, and in a few months' time he knows all about the business—or thinks he does. His father furnishes him himself with a grand flourish of trumpets, only to meet with disastrous failure in the

ly to meet with disastrous failure in the urse of a few months, or years, at the st, the time depending on how long the st, the time depending on how long the urce of capital supply holds out.

Again many a man, having tried farming mechanical pursuits until he approaches dele life, thinks that it would be a much ier way of making a living to keep a re, where all he will have to do will to pass out the goods to his customand take the money for them. Accordly he disposes of his farm or raises a le capital in some other way and buys some established mercantile business, starts in some new place. He goes to tket or the enterprising drummer comes im; he selects his stock of goods; he as them up and advertises himself as r business, and business comes. It or him to refuse to trust his old and acquaintances, and he does ag of a credit business. Time runs some fine day he is confronted with that he has a payment due and has a with which to meet it. He looks ooks and finds that he has as much out as his original capital amountinis may largely be considered good, not convenient for his customers to the tinst the moment he must have t convenient for his customers to just the moment he must have. He looks through his stock large amount of goods which are g. He now sees that he has gely of a class of goods for which demand, but which the wholesale s anxious to unlead. He is belearn a little about business—ence of this kind is a dear teachunable to meet his obligations, but thing his store is in the hands ariff and he has gene the way of cent. of all those who embark in is little capital, secured by his

cessful business man that it is absolutely essential to always meet his engagements—and never let a paper bearing his name fail to be taken care of at maturity—no matter what the sacrifice, he must meet his financial obligations if

others who are learning the way he has taken; and, after he is called hence, his

LUCIUS C. WEST,

had no education or experience in business?

Are they not mercantile "quacks?"

Let a man decide in his youth what business he will follow—then let him seek the channels of that trade or profession and enter the employ of some successful man who has made it his life work, who has weathered the storms that are sure to come to every business career, who knows how to reef his sails and run under bare poles during financial storms, as well as how to spread every sail to catch the favoring breezes of prosperous times. He must learn by observation and close application the details of the business; he must study economy. Although his salary will be small, let him save some portion of it, which he cannot do without forming habits of economy—habits thus formed while in the employ of another he will find of incalculable benefit to him when he starts in business for himself. It will lead him to see that his expense account is kept within the proper percentage of the volume of his business; it will teach him to keep watch of the little items which are so apt to be overlooked, and which, in the aggregate, form a large amount on the debit side of the profit and loss account at the end of the year. He will learn while with his successful business man that it is absolutely essential to always meet his engagements— Butter, Eggs, Lemons, Oranges. SOLID BRAND OYSTERS.

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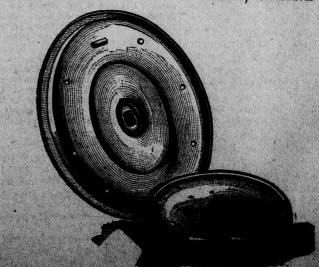
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WEDNESDAY, SEPTEMBER 28, 1887.

LEISURE HOUR JOTTINGS. BY A COUNTRY MERCHANT.

ially for THE TRADESMAN The other evening a couple of youngsters were seated in front of Jones' store, vigorsly puffing cheap cigars, and actively scussing the relative merits of smoking and chewing. Suddenly one of them seized himself convulsively around the stomach

"Oh Bill! There's suthin' in that cigar that makes me sick !"

"It's tobacker, sonny!" said Jones, who There has been instances known where Stick to it, sonny! an' wen you kin smoke her decrees. To be sure, the individual all day, an' sleep with a wad of fine cut in whom she constructed for a hewer of wood an' git off a few cuss words graceful-like, days, develop into an athlete of some notowatermelon, er some sich lie, an' she'll fix and muscle alone will be due all the brief you up fur anuther rassle to-marrer."

"When you an' I, an' the rest of us old hind him. fogies have got our head-stuns," said the visions. Wot perportion of the young fellers now 'days are fit to be shoved out to shirk fur themselves, an' how many busi- TRADESMAN should hastily pronounce this ness men do you know has got boys that paper a departure from mercantile subjects, earn ten per cent. of their livin'? All most I desire to submit that we are all of us, of 'em appear to care fur the old folks is more or less, financially and otherwise, inwhat they can squeeze out of 'em fur style | terested in Young America, and that, morean' amusement. You remember w'en Boll- over, when Young America becomes a proinger was run over by the cars, las' year? fessional athlete he is almost invariably a Yes! Well, a lot of us was down on the mercantile commodity, for sale to the hightrack tryin' to put Bollinger together in est bidder. suthin' like a nat'ral shape, an' his son sat on the bank cryin' as if he'd bust. If I ever felt sorry fur a human bein' twas fur that here and facilities and the sorry fur a human bein' twas fur Co., Battle Creek. that boy, an' finally I went to 'im and tried to console 'im, an' he says:

'Oh! I wouldn't min' it, Mr. Jones, but I come down to get dad's watch fur myself, an' it's all knocked into a cocked hat.'

"This," said the old man gloomily, as he within to wait on a customer, "is the style for food, is made of only the best white corn and ts guaranteed absolutely pure. of youngsters we are rasin' to bless us."

I have very little doubt that the propensi ty for decrying the preversity and useless ness of the rising generation, and predictness of the rising generation, and predicting a near future when thrift and industry Gloss Starch is proven by the large sale, and ambition would disappear forever, and ambition would disappear forever, emerged from mythology, and has come down through the ages unimpaired and unaltered, and as long as civilization exists succeeding ages will listen to the same wail. When Washington pere observed the destruction of the historical cherry tree, his mind was undoubtedly filled with gloomy

The State Assayer of Massachusetts says Muzzy's Corn Starch for table use, is perfectly pure, is well prepared, and of excellent quality. misgivings for the failure of the race. When Lord Wellington's ancestor detected his son in aiding and abetting the heinous crime of poaching, I presume that he had faint hopes for the integrity of the coming Englishman, and when Thiers' guardian beheld his change in custody for a raid on a neighbor's orchard, he probably solemnly prophesied that the acme of moral depravity would speadily be reached by the succeeding generation. Yet the youthful follies and escapades of these, and thousands of other distinguished and honored men, are viewed by their biographers and admirers with leniency, and almost approval, and thousands of the youngsters of the present time, who have been tried before juries of the sedate and silver grey order, and pronounced profligate and useless, and irreclaimable, will, in after years, become influential and substantial citizens, and in Overalls, Pants, Etc., due time will turn in mourning over the degeneracy of their age.

But I am not surprised that Jones feels like viewing the future of the rising generation from a pessimistic standpoint. I have always noticed that individuals of good natural intelligence, but who were debarred by the force of circumstances from securing anything like an education, are always exceptionally liberal in providing for the schooling of their own offspring, and Jones is no exception to the rule. He has a boy closely approaching his majority, and it has been his pet scheme, for years, to see the youth an M. D., or L. L. D., or an M. A. at least. The young man has just returned from his graduating exercises, and from a fellow student I gather that they were mewhat as follows:

It seems that the faculty of the institution patronized by young Jones were somewhat antiquated in their ideas, and refused to subscribe to the modern idea that a happy knock of curving a ball excused a id ignorance of Cicero, or a graceful ing stroke of the cars extenuated an neglect of Bardan, wherein the

"Yes!" "And-and-"

"Well, never mind, Mr. Jones! Now, ipposing you should have occasion to inform that estimable gentleman, you father, that your are an egregious ass; that your mind is incapable of grasping anything higher than sport and nonsense, and that you are no more adapted for absorbing knowledge than the yellowest kind of a yellow dog, how would you apprize him of the infortunate facts?"

"Why, I'd-I'd-write him!" "Correct! Now, Mr. Jones, you have liberty to retire for the purpose of composing a

letter to that effect." If Jones had secured a thorough phrenological examination of his son and heir some years ago, and placed any reliance on the science, he would have saved a vast amount of trouble and anxiety and no inconsiderable number of dollars. The laws of nature are unchangeable and immutable, and was standing in the door, "er speakin" when she creates a hewer of wood and scientific-like, the yarb nickotum vomitum. drawer of water, with no capacity or ambition for science, art or literature, all the boys growed up to be men without usein' it, universities in America, and all the forcing but prob'ly they didn't 'mount to much. process that can be devised can not alter your mouth, an' call your pa the ole man, and drawer of water may, in these modern you can call fur your diplomy. Now run riety, but the fact remains the same that he ne an' tell your ma that you et too much is "of earth earthy," and that to his bone

I hope no casual reader will infer that I old man, launching out in his favorite am wanting in respect for the toilers of the topic, "I s'pose the world will travel on earth-should he do so he will totally misbout as usual, I swan, it bothers me to disjudge me—but I like to see labor and kiver how the risin' generation are goin' to amusement run in separate chanels, and I turn billiards, an' base ball, an' boat padhave all the more admiration for muscle dlin' an' saloon loungin' into clothes an' per- when it is accompanied with active brains.

An now, least the editors of THE

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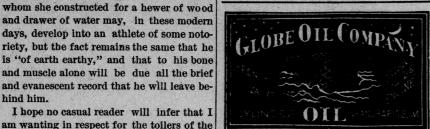


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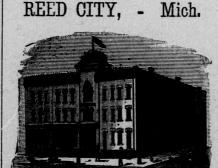
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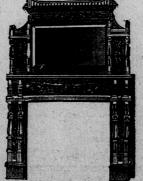
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Fire and Burglar Proof

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could say the same, the day of emancipation would be near at

rley McCarty, the Lowell merchant, due notice that he is going to the at State convention, at Cheboygan, whether he is elected a delegate or not. The people of Cheboygan will govern them-selves accordingly and thank THE TRADES-MAN for acting as advance agent of their

Petoskey Independent: The Charlevoix usiness Men's Association sent a delegate to interview various manufacturers throughout the State, and he has returned with the most encouraging prospects. We conand would like to see all other northern an towns follow the example Char-

Now that the warm weather is over, it is in order for those Associations which have been lagging during the summer months to revive interest in the work. THE TRADES-MAN does not know of but two or three asociations which need punching up on this point, as the majority of the local organizations of the State have kept up interest in the work, in spite of the discouragingly hot weather of the summer season. The coming winter ought to be rendered memorable in point of results secured by the local

In sending his regrets at being unable to attend a recent meeting of the Grand Rapids Retail Grocers' Association, Park Mathewson, of Detroit, adds: I will send you one thought for which your attention is claimed. Let it become more and more known of all men that your Association cognizes as its first duty "Good will and rhood," and that these virtues are to be made practical in many ways. There is one way that consideration will show to you to 1 very practical and effective-adopt as a part of your creed that any member who wishes to retire from business will be helped to do so by the members of your As-Cha. Journal: At the meeting of

the Business Men's Association last Friday evening, R. W. Kane reported the work of the State meeting at Flint, and gave the principal points of the papers read. He also outlined a plan for advertising this region, which had been discussed by the delegates from Northern Michigan, and which it was hoped to put into successful operation this winter. It is proposed to call a meeting of representives of associations to be held in Petoskey about the first of November, to complete the plans. All the papers read at the Association are to be printed in THE MICHIGAN TRADESMAN, which our business men will find instructive reading.

Howard City Record: The Business Men's Association has secured the co-operation of the highway commissioner and is taking active steps toward straightening, grading and cutting down the hills on the road running west on the line between this township and Pierson, as far as the State road on the county line. Between two and three hundred dollars is now available for this purpose, and a great deal of work on the road has already been offered. The Association is determined to see the work begun at once and pushed vigorously to completion. Citizens of Ensley township will ve their best interests by aiding our men as much as possible in their undertak-

Cheboygan Tribune: Messrs. J. F. Moloney and Dr. A. M. Gerow of the committee appointed by the Cheboygan Business Men's ociation to solicit subscriptions to the stock for the dry dock, have spent a couple of days on the warpath and are meeting with moderate success, but few they have called on refusing to take stock in the enter prise, though they were disappointed in the nber of shares taken by some of whom better things were expected. This is a rare opportunity for Cheboygan to secure an important industry. Every citizen interested in the prosperity and growth of our village should be interested in the dry dock project. We believe that it would not only be a great step in promoting the growth of our town, but that it would also prove a paying investment from the start. Let all take hold with a will and make it a success.

Evart Review: An interesting meeting of the Evart Business Men's Association was held Tuesday night. Several commitses reported and matters of general interest In Evert and surrounding country were dised, the principal matter under considertion being the road south in Evart Township. The committee appointed for the ose of looking up the most feasible oute, reported in favor of the road on the e running by Jas. Turner's farm, uning straight south to section 10, thence and west on the center line of that which road is already laid out, and III make desirable connections with roads waship. A building committee consistof Dr. Dumon, W. J. McIlwain, Elmer Brdsall, E. P. Wightman and David Redund, were appointed to push the matter mediately, and they have already commenced soliciting money from citizens in nced soliciting money from citizens in village, and labor from farmers, and it seted that the work of grading, stump ad claying the road mentioned will be suced Monday morning next. Dinne of farnished to syery person who will

A. Estes, Tustin

in C. Yeakey, Yeakey & Wharton, Way-

G. P. Young, Young & Watson, Brecker ridge
R. B. Gooding, Lisbon
Jas. Totten, Totten
H. P. Peckham, Freeport
J. H. Darling, Darling & Smith, Fremont
A. Wierengo, Muskegon
O. W. Messenger, Spring Lake
J. J. Gee, Whitehall
A. R. McKinnon, Shelby
D. H. Rankin, Shelby
D. H. Rankin, Shelby
Aaron Rogers, Ravenna
Will Hessler, Rockford
J. C. Walsh, Walsh & Brown, Vermontville
W. B. Falk, Hobsrt
Wm. English, Plainwell
R. Osterhof, Ferrysburg
James Colby, Rockford
F. C. & A. C. Stone, Cedar Springs
R. T. Parrish, Grandville
G. W. Reynolds, Belmont
J. C. Townsend, Witte Cloud
C. P. Sowers, Pewscao
Alex, Denton, Benton & Loveley, Howard
ity
H. D. Mills, Otsego

C.P. Sowers, Prevalor
Alex. Denton, Denton & Loveley, Howa
Dity
H. D. Mills, Otsego
Geo. A. Sage, Rockford
A. Curtiss, Manton
Jos. Gerber, D. Gerber & Sons, Fremont
Dr. W. Ryno, Coloma
M. Winnie, Traverse City
G. T. Clapp, Glenn
John M. Cloud, Cadillac
A. A. Weeks, Grattan
J. M. Reid, Grattan
C. C. Eddy, Grattan
D. B. Galentine, Balley
A. G. Clark, White Cloud
D. R. Stocum, Rockford
B. A. Jones, Leetsville
S. V. Albertson, Cadillac
C. B. Moon, Cedar Springs
Byron MoNeal, Byron Center
W. H. Thompson, Mancelona
T. W. Preston, Millbrook
W. H. Bartholomew, Wayland
C. P. Dockeray, Rockford
H. M. Harroun, Bogue Chitto, Miss
W. J. Clark, Harbor Springs
Taylor & English, Lucas
W. W. Pelrce, Moline
J. J. Nichols, Petoskey
Geo. W. Bevins, Tustin
M. V. Wilson, Sand Lake
Geo. W. Bump, Petoskey
C. K. Hoyt, Hudsonville
F. J. Kobe, Freesoil
John Smith, Smith & Bristol, Ada
Geo. P. Stark, Cascade
W. H. Haney, Haney & Darling, Big Ray

C. K., HOYC., Hudsonvine
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S. A. Bush, Lowell
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A. M. Church, Alpine
J. Barnes, Austerlitz
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R. B. McCullock, Berlin
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Geo. E. Harris, Ashland
H. E. Hawkins, Wayland
C. C. Tuxbury, Sullivan
J. Van Enensam, Zeeland
Farnworth & Williams, Mancelom
O. F. & W. P. Conklin, Ravenna
L. K. Ware, Sand Lake
R. E. Werkman, Holland
M. V. Gundrum, LeBoy
C. Moesker, Muskegon
Philabaum & Howell, Muskegon
P. Jeannot & Co., Diamond Lake
Nagler & Beeler, Caledonia
L. A. Rarhor & Son, Potseker

C. Moesker, Muskegon
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L. A. Barbor & Son, Petoskey
A. S. Chubb, Pewamo
Tew, Kilmartin & Tew, Orange
A. W. Fenton & Co., Bailey
G. H. Remingion, Bangor
C. E. Coburn, Pierson
O. L. Evans, Shelbyville
Robt. Johnson, Cadillac
L. Dechamplain, Cadillac
J. E. Balkema, No. Muskegon
Jacob Sissing, Muskegon
L. Kolkema, Holland
J. Neyering, Noordeloos
F. C. Willey, Summit City
F. Voorhorst, Overisel
Peter Dundee, Hopkins Station
A. S. Frey, Lake
T. Foreman & Son, Grand, Ledge
I. J. Quick, Allendale
Lindstrom & Lovene, Tustin
E. L. Carbine, Scotts
F. Catlin, Catlin & Munger, Sullivan
Benson & Co., Woodland
Peck & Co., Walton
H. E. Hogan, So. Boardman
A. W. Blain, Dutton
G. M. Huntley, Reno
Geo. W. Turner, Greenville
J. Tutkill, buyer for S. Bitely, Sparta
Mr. Stitt, Stitt & Knox, Hart
H. B. Hawley, Westwood
W. G. Tefft, Rockford.
Mr. Heyboer, Heyboer Bros., Drenthe.
Mrs. Q. Huyser, Holland.
B. A. Jones, Leetsville.
Mr. Dalmon, Farowe & Dalmon, Allendale.
A. Purchase, So. Blendon.
L. Kolkema, Holland.
J. No. Meyering, Noordeloos.
S. M. Geary, Maple Hill.
A. C. Barkley, Crosby.
G. S. Putnam, Fruitport.
Manistee Lumber Co., Manistee.
Nelson F. Miller, Lisbon.
Crandall & Son, Sand Lake.
P. Mulder & Co., Graafschaap.
Jno. Bishop, Montague.
J. A. Shattuck, Sand Lake.
Schrock & Long, Clarksville.
J. E. Bennett, Ferris.
DenHerder & Tanis, Vriesland.

Robbins, Hart & Kerry, Reed

B. W. Shattuck, Wayland
H. Van Noord, Jamestown
John Kamps, Zupthen
M. P. Pincomb, Big Rapids
John Wilcox, Wilson Bros., Cad
Jas. Rodgers, Hastings
John DeJongh Grand Haven
C. B. Lovejoy, Big Rapids
F. P. Hopper, Middleville
G. F. Gretzenger, East Saugatus
R. Ostenhof, Ferrysburg
John Mulder, Spring Lake
T. W. Preston, Millbrook
Mr. Jernstadt, Jernstadt & Dallie.

Mr. Jernstadt, Jernstadt & Da ville.
J. G. Runyun & Son, Hastings Geo. Pickhaver, Ionia W. H. Struik, Forest Grove E. Hagadorn, Fife Lake Bliss & Owen, Plainwell W. Barker, Sand Lake F. J. Kobe, Freesoil G. Begman, Bauer S. J. Martin, Sullivan H. Thompson, Canada Corners F. Broonstra, Drenthe P. Vandon Bosch, Zeeland Wm. Black, Cedar Springs Bristol & Nickerson, Lacey

S. Sheldon, Pierson
M. F. Washburn, St. Johns
S. H. Ballard, Sparta
Palmer, Gray & Gibson, Kalkaska
L. T. Knowiton, Volney
Hugh Johnston, Shelby
John Dursema, Freemont

The State Association.\*

It is hardly necessary for me to go the details of the organization of this ciation. Many who are before me present in Grand Rapids one year when, in a small room, we met at the of the Retail Grocers' Association to cuss the advisability of a State org tion and to put in shape though methods which to many had for m seemed most imperative. They we dream thoughts, which, like the early disappear with the morning sun, bu were vital, living principles, withh the hour and hand to give them nence. To-day our Association rainumbers and effectiveness second t mong the States.

We call this an age of associated it is also an age of disintegration; i age of theory; it is, too, an age of prit is an age of reason; it is an age of it is an age of trade and social abuses an age of high trade morality; it is, t age of high trade horarby, it is, a age of drink and wear adulteration; it is an when the best and purest can be a obtained. We might say that these ar the extremes of our age. True, the and they appear to us as our condition surroundings suggest, according to ogree of hopefulness in and for the f But when we stand between these to tremes, and with broad, clear vision with a firm hand push the evil behind the same determined effort with wh grasp the good that awaits us, the that we are led to co-operation and for the fulfillment of our high ideals.

I look upon the State Association of ness men as a manifesto of that hig dignified solution of the many perp questions that enter the business m questions that sometimes call for condemnation, but more often for appr honest tendencies that threaten to d the honor, the confidence, the profit which the honest business man is s to enjoy, who, notwithstanding his efforts, his zeal and business qualific too often shares in the results of d sion caused by the ignorant and false ods indulged in by not a few comp and malicious delinquents; approval against the tide many are pushi

moved by a principle that is unshall reform abuses, both social and merca Let it be a body to which the local (which, in their own unaided strengt to reach their highest conceptions the business man may do for his and good) can look for the fulfillment of hopes, for energy and strength. Let conservative methods, wise discussion semination of trade and business i erty, a light to those who are in darks. It should manifest a paternal inter

and watchfulness over the delinquen extend to him the good old message, "While the lamp holds out to burn."
The vilest sinner may return."

It will continue to do its part in keep correspondence, that pleasant ties i the past is only indicative of what w through the co-operation of local bod in the future.

The prize system must go. Bett for the collection of debts must Merchandise of all kinds must stand what it is, and not for what it is not. iness integrity and square financial of hope is that we may secure a harmodevelopment of a broad, intelligent a ment of the highest relations between iness men. Let us seek always for and strength.

\*Response by Frank Hamilton at anquet of M. B. M. A.

A contemporary asks: "Did it ever to anybody that if the women of this try should march en masse to the p vote, no power on earth could stop ti Turn a cow loose near those polls at enfranchised women would scatter masse." No power on earth could stop

The New Hampshire lawmakers, like in Massachusetts, refused to give mun suffrage to women, but they also hav taken good care to protect milk cans. on why: The owners of milk cans. votes; women have none.

Lion.... Lion, in cabin

### BROOMS!

Having contracted with Steele & Gardiner to handle the entire output of their broom factory, all orders should be sent to us direct.

e e e cara de la company

		THE PERSON NAMED IN
	Auxiliary Associations,	THE RESIDENCE OF THE PARTY OF T
	Wishing to procure outfits for their Collection Departments, are invited to examine the following quotations, which are for	THE RESERVE AND ADDRESS OF THE PARTY NAMED IN
Leroy	FULL OUTFIT\$15.	The second secon
	30 Books Blue Letters, 50 in book. 500 Record Blanks.	
	500 Notification Sheets. 250 Last Calls. 500 Envelopes.	
Wood-	HALF OUTFITSSIO.	Section of the Party of the Par
1 900	500 Blue Letters, old style. 250 Record Blanks.	The second second second
	250 Notification Sheets. 125 Last Calls. 500 Envelopes.	The second second
in the second	In place of old style same Letter in above \$10 Outfit we can substitute 10 books Blue Letter in latest form, as recommended by the recent State convention, for \$12.50  Prices in other quantities furnished on ap-	-
	FULLER & STOWE COMPANY.	
	ENGRAVERS and PRINTERS,	
into Asso-	49 Lyon St, Grand Rapids,	
were ago, e call	WINTER COAL	
o dis- aniza- s and nonths	SUMMER PRICES. Until Further Notice.	
re not dew,	Egg and Grate \$6,75 per ton. Stove No. 4 and Nut \$7.00 per ton.	-
	Grand Rapids Ice & Coal Co.,	
effort;	OFFICE 52 PEARL ST., Yard, Corner Wealthy Avenue and M. C. R. R. Telephone No. 159.	
actice; faith; ; it is		
food, n age nd are	OATS!	
e only y are, as and	In can offer a few cars of No. 1 White Oats at - 31½ c.	
ur de- uture. vo ex- on and	No. 1 Timothy Hay, per ton, \$13.  In car lots here on track.	
i with ich we in it is	W. Y. LAMOREAUX,	
union f bus- h and	GRAND RAPIDS, MICH.	
lexing 's life, public oval—	Leading Cigar Jobbers of Michigan.	
d dis- estroy even,	EATON & CHRISTENSON.	
noble tions, epres-	Wholesale Cigars,	
meth- etitive when	Grand Rapids, Mich.  WHIPS	
g on, cen to antile. bodies	ADDRESS GRAHAM ROYS, - Grand Rapids, Mich.	
h, fail what others'	WHOLESALE PRICE CURRENT.  These prices are for cash buyers, who pay	
it, by s, dis- ntelli-	promptly and buy in full packages.   AXLE GREASE.   Crown	
of lib- less. est in	Crown 80   Paragon 2 10   Frazer's 90   Paragon 25 lb pails 90   Diamond X 60   Fraziers 25 lb pails 1 25   Modoc, 4 doz 2 50    BAKING POWDER 85   4 lb cans, 3 doz. case 85   4 lb cans, 3 doz. case 1 60   4 lb cans, 3 doz. case 3 doz. 6 lb cans   4 lb cans, 3 doz. 6 lb cans   4 lb cans, 3 doz. 6 lb cans   1	
t, and	" 2 b " 1 " 3 00 " Bulk 75 Princess, ½s 125	
ing up nay re- one in	" 2 b " 1 " 300 " Bulk 75 Princess, ¼s. 125 " 18. 375 " 18. 375 " bulk 28 Arctic, ¼ b cans, 6 doz. case 45 " ¼ " 4 " 75 " 1 " 2 " 140 " 5 " 1 " 1200 Victorian, 1 b cans, (tall,) 2 doz 200 Diamond, "bulk." 15  Dry, No. 2 bLUING Dry, No. 3 doz. 45 Liquid, 4 oz. doz. 35 Liquid, 4 oz. doz. 35 Arctic 8 oz 720 Arctic 18 oz 2 200 Arctic No. 1 pepper box 200 Arctic No. 2 " 300 Arctic No. 3 " 400 BROOMS.	Charles and the last of the la
e may, ies, do er law	" 1 " 2 " 1 40 " 5 " 1 " 2 40 Victorian, 1 b cans, (tall,) 2 doz 2 00 Diamond. "bulk."	
come. out for Bus-	Dry, No. 2. doz. 25 Dry, No. 3. doz. 45 Liquid, 4 oz. doz. 35	
Our onious diust-	Liquid, 8 oz. doz. 65 Aretic 4 oz. 98 gross 3 50 Aretic 8 oz. 7 20 Aretic 16 oz. 12 00	The second secon
n bus- unity	Arctic No. 1 pepper box. 2 00 Arctic No. 2 " 3 00 Arctic No. 3 " 4 00  BROOMS. 4 00	
recent	No. 2 Hurl. 1 75 Common Whisk. 90 No. 1 Hurl. 2 00@2 25 Fancy Whisk. 1 00 No. 2 Carpet. 2 25 Mill. 3 75 No. 1 Carpet. 2 50 Warchouse 2 75 Parlor Gem. 3 00	
occur coun- olls to	CHOCOLATE.	
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s have	COFFEES.	
	Green. Roasted. Rio	
F 52- 4	COFFEES-PACKAGE.	

50 foot Jute 1 00 150 foot Cotton 1 50 72 foot Jute 1 50 150 foot Cotton 1 75 40 Foot Cotton 1 50 72 foot Cotton 2 00 CRACKERS AND SWEET GOODS.	Mace Batavia 80 Nutmegs, fancy 76 No. 1 70 No. 2 85 Pepper, Singapore, black 19 white 29	Sheep pelts, ahort shearing
Kenosha Butter 6% Seymour Butter 5 Fancy Butter 6% S. Oyster 5 Fancy Oyster 54%	Allspice	OYSTERS AND FISH. F. J. Dettenthaler quotes as follows: OYSTERS.  Fairhaven Counts Selects
City Soda	" Cochin.         15           " Jamaica.         18@23           Mace Batavia.         85           Mustard, English.         20           " and Trieste.         22           " Trieste.         25           Numegs, No. 2.         65           Penner, Singapore black.         65	Standards   20
Lemon Cream	Cayenne White	Whitefish, smoked
Sumbles   1174	Alligstord's Silver Gloss, 1 h pkgs	Mess, Chicago packing       16 00         Short cut.       16 00         Short cut, clear, Botsford       15 00         Short cut Morgan       15 00         Extra clear pig, short-cut       17 00         Extra clear, hort cut       17 00         Clear quill, short cut       17 00         Clear back, short cut       17 00
Clams, 1 b, Little Neck	Powdered         6 6 7           Granulated         36 56           Off         6 6 6           Confectionery A         6 6 6           Standard A         6 6 6           No. 1, White Extra C         6 5 %           No. 2, Extra C         6 5 %           No. 3 C         5 5 %           No. 4 C         6 5 %	Clear back, short cut. 17 00 Standard clear, short cut, best. 17 00 Standard clear, short cut, best. 17 00 Bean.  SMOKED MEATS—CANVASSED OR PLAIN. Hams, average 20 Ds. 12 " 16 Ds. 12½ " 12 to 14 Ds. 12½ " picnic 5½ " best boneless 11
Mackerel, 1 b fresh standards 170 Mackerel, 5 b fresh standards 500 Mackerel in Tomato Sauce, 3 b Mackerel in Tomato Sauce, 3 b Mackerel, 3 b in Mustard Mackerel, 3 b soused Salmon, 1 b Columbia river 2 20 Salmon, 2 b Columbia river 396 Sardines, domestic 48 6264 Sardines, domestic 48 10041 Sardines, Mustard 48 10041	Corn, barrels @31 Pure Sugar, bbl. 25@35 Corn, ½ bbls @33 Pure Sugar, ½ bbl 28@38 Corn, 10 gal. k'gs 235 TOBACCOS—PLUG.	Shoulders 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7
Sardines, imported \( \) \(	Spear Head	5 D Pails, 12 in a case
Egg Plums, standards     1 45       Gooseberries     1 75       Grapes     95       Green Gages,     1 45       Peaches, standards     2 25       Peaches, seconds     2 25       Peaches, pie     1 50       Pears     1 40       Pineapples,     1 40@2 50       Quinces     1 15	Lotzbeck	Pork Sausage—Fresh and Smoked.  Pork Sausage—Tresh and Smoked.
Quinces       1 15         Raspberries, extra       1 50         red       1 50         Strawberries       1 60         Whortleberries       1 00         CANNED VEGETABLES.         Asparagus, Oyster Bay       2 00         Beans, Lima, standard       75	Young Hyson 20,455 Gun Powder 35,650 Oolong 336,55660 Congo 25,630 VINEGAR. White Wine 08 10 Cider 08 10 York State Apple 16	Bologna, thick
Beans, String   75     Beans, Stringless, Erie   90     Beans, Lewis' Boston Baked   1 50     Corn, Archer's Trophy   1 20     Peas, French   1 60     Peas, Extra marrofat   1 20@1 40     Peas, soaked   75     "Early June, stand   1 50@1 75     "" sifted   2 00	MISCELLANEOUS.   90   100	Fresh Beef, sides 5 6 6 Fresh Beef, hind quarters 6 6 6 6 4 Pressed Hogs 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6
French, extra fine	Candles, Star.	Bologna. @ 6 Fowls. @11 Ducks @11 Turkeys @11 Lard, kettle-rendered @18  WOODENWARE. Curtiss & Dunton quote as follows:
Michigan full cream	2-quarts   213 50   20	Standard Tubs, No. 1       5 50         Standard Tubs, No. 2       4 50         Standard Tubs, No. 3       3 50         Standard Pails, two hoop       1 25         Standard Pails, three hoop       1 50         Pails, ground wood       4 50         Maple Bowls, assorted sizes       2 25         Butter Pails, ash       2 25         Butter Sades       90
French, 908.	Peas, Split Prepared.       Ø 3½         Powder, Keg.       Ø5 00         Powder, ½ Keg.       Ø2 75         Sage.       Ø 15         Sago.       Ø 6         Tapioca.       Ø 6         CANDY, FRUITS AND NUTS.         Putnam & Brooks quote as follows:	Rolling Pins
Raisins, Valencias, layer. 20194 Raisins, Imperials. 23 00 FISH. 24/205 Cod, whole 57/1/2	STICK.  Standard, 25 lb boxes. 8%@ 9 Twist, do @ 9 Cut Loaf do	Washboards, double
Halibut 10  Herring, round, ¼ bbl. @3 00  Herring, round, ¼ bbl. 1 60  Herring, Holland, bbls. @85  Herring, Holland, kegs @85  Herring, Scaled. @22  Mackerel, shore, No. 1, ¼ bbls. 20 00  """ 12 tb kits 3 00  "No. 3, ¼ bbls. 6 50  Sardines spiced ½ 10618	Extra, 200 % bbls. @ 9 French Cream, 25 % pails . @ 10 Cut loaf, 25 % cases . @ 10 Broken, 25 % pails . @ 10 Broken, 200 % bbls . @ 9 FANCY—IN 5 % BOXES. Lemon Drops . @ 12 Sour Drops . @ 13	Clothes, splint, No. 1 5 00 Clothes, willow No. 3 6 00 Clothes, willow No. 2 6 50 Clothes, willow No. 1 7 50 Water Tight, (acme) bu 3 75 whalf bu 2 85 MISCELLANEOUS.
Sardines, spiced, ½s.   10@12	Peppermint Drops         Ø13           Chocolate Drops         14           H M Chocolate Drops         18           Gum Drops         10           Licorice Drops         22           A B Licorice Drops         12           Lozenges, plain         14           Lozenges, printed         15           Imperials         14	Hemlock Bark—Tanners at this market are paying \$5 for all offerings of good bark.  Ginseng—Local dealers pay \$1.60\$\$1.70 \$ D for clean washed roots.  Rubber Boots and Shoes—Some manufacturers authorize their agents to offer 40 per cent. and 40 and 5 per cent., for first and second.
Lemon. Vanilla.   Jennings' D. C., 2 oz.   \$\partial \text{gdoz}.  1 & 60 \\ \text{0.2} &  \text{0.2} &  \text{0.2} &  2 & 50 \\ \text{0.2} &  \text{0.2} &  \text{0.2} &  \text{0.2} &  2 & 50 \\ \text{0.2} &  \tex	Mottoes         15           Cream Bar         12           Molasses Bar         12           Caramels         18           Hand Made Creams         18           Plain Creams         16           Decorated Creams         20           String Rock         13           Burnt Almonds         22           Wintergreen Berries         14	quality, respectively, and some are authorized to sell for 40 and 12½ per cent., and 50.  COUNTRY PRODUCE.  Apples—Fall fruit is in good demand and supply at \$1.40@\$1.65 per bbl.  Beets—In good supply at 40c per bu.
" No. 3 panel. 1 10 1 85 " No. 8 " 2 75 5 00 " No. 10 " 4 25 7 60  MATCHES.  Grand Haven, No. 8, square. 3 gro. 1 15 Grand Haven, No. 200, parlor. 1 75 Grand Haven, No. 300, parlor. 2 25 Grand Haven, No. 7, round. 1 50 Oshkosh, No. 2 1 00 Oshkosh, No. 8 1 50 Swedish 75	### FANCY—IN BULK.  Lozenges, plain in pails.	Bean—Hand-picked mediums are very scarce, readily commanding \$2.50@\$2.70 per bu.  Butter—Creamery is in good demand and fairly firm at 26@28c. Dairy is active at 18@22c.  Cabbages—\$4@\$7 per 100, according to size.
Grand Haven, No. 7, round	Gum Drops, in bbls. @ 5½  Moss Drops, in pails	Carrots—40c per bu. Celery—20@25 \$\text{g}\$ doz. Cheese—Jobbers are holding their stocks at 12@13c. Cider—9c per gal. Cranberries—Home grown, \$2@\$2.50 per bu.
Black Strap	Oranges, California, fancy	Cape Cod, \$3 per bu. Dried Apples—Evaporated are dull at 10@ 11c per lb. Eggs—Scarce and firm. Jobbers are paying 16c and holding at 17c. Grapes—Concords, 3½c per lb; Niagaras, 6@7c \$ lb; Delawares, 6c per lb.
Carmeal   Rolled OATS	Oranges, Messina. @ Oranges, OO . @ Oranges, Imperials . @4 50 Lemons, choice . 4 06@4 50 Lemons, fancy . 5 50@6 50 Lemons, California. Figs, layers, new, \$ b . 10 @15 Figs, Bags, 50 b . @ 8 Dates, frails do . @ 5½ Dates, fails do . @ 6½ Dates, Fard 10 b box \$ b . @ 9½ Dates, Fard 50 b box \$ b . @ 8 Dates, Persian 50 b box \$ b . @ 8 Dates, Persian 50 b box \$ b . @ 8	Honey—Dull at 12@16c.  Hay—Baled is moderately active at \$14 per ton in two and five ton lots and \$13 in car lots.  OnionsIn plentiful supply at 80c per bu. Peaches—Smocks, \$2.50 per bu. White, \$1.75
Imported Clay, No. 216, 3 gross	Dates, Persian 50 m box w m   6 @ 6½     Pine Apples, w doz   0     Almonds, Tarragona   17½@18     1   1   1   2     California   017½     Reacting   1812   1812     Reacting   1812   1812     California   1812     California   1812   1812   1812     California   1812   1812   1812     California   1812   1812   1812     California   1812   1812   1812   1812     California   1812   1812   1812   1812   1812   1812     California   1812   1812	@\$2 per bu. Pears—\$1.50 per bu. Peppers—Green, \$1.25 per bu. Potatoes—Handlers are paying 60@65c per bu. and holding at 75@80c per bu. Pop Corn—2c \$ D.
SALERATUS   DeLand's pure	"Barcelona.       Ø 8         Walnuts, Grenoble.       Ø16½         "Sleily.       15         "French.       9         Pecans, Texas, H. P.       13⊙17         "Missouri.       Cocoanuts, ₱ 100, full bags.       Ø4 50	Seeds—Clover, mammoth or medium, \$4.50. Timothy, \$2.60. Sweet Potatoes—Jerseys, \$3.50 per bbl. Baltimores, \$2.75. Tomatoes—\$1.25 % bu. Turnips—50c % bu. GRAINS AND MILLING PRODUCTS.
60 Pocket, F F Dairy	Choice White, Va.do 654 Choice White, Va.do 664 Fancy H P. Va do 674 H. P. Va 77  HIDES, PELTS AND FURS.	Wheat—No change. City millers pay 75c for Lancaster and 72c for Fulse and Clawson. Corn—Jobbing generally at 50c in 100 bu. lots and 47%c in carlots.  Oats—White, 35c in small lots and 30@31c in car lots.
American dairy, ½ bu bags	Perkins & Hess pay as follows:  HIDES.  Green 9 b 542 6 Calf skins, green Part cured 7 6 74 Pull cured 7 6 8 Deacon skins, Dry hides and kips 8 612  WOOL  Fine washed 9 b 2002 Coarse washed 26028	Rye—48@50c 9 bu, Barley—Brewers pay \$1.25 9 cwt. Flour—No change. Patent, \$5.009 bbl. in sacks and \$5.20 in wood. Straight, \$4.00 9 bbl. in sacks and \$4.20 in wood. Meal—Bolted, \$3.40 9 bbl. Mill Feed—Screenings, \$14 9 ton. Bran, \$14 9 ton. Ships, \$15 9 ton. Middlings, \$16 9 ton. Corn and Oats, \$17 9 ton.
Cloves, Amboyna 80 Zanzibar 29	Medium	ton, Ships, \$15 9 ton. Middlings, \$16 9 ton. Corn and Oats, \$17 9 ton.

### Dengs & Wedicines

y E. Par

Oceana County Pharmaceutical Society resident, F. W. Fincher; Secretary, Frank Cady.

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

SECOND-HAND CORKS.

A Small-Sized Industry That May be o Grave Injury.

The bartender in a large Broadway saloon had cut his hand with broken glass or ice, and the blood from the wound carmined the and the blood from the wound carmined the cork he had just drawn from a bottle of Rhine wine. He threw the wet cork into a dirty pail beneath the bar, washed his hands and then wiped the bottle, which he forthwith served. The blood on the cork dropped slowly on to the pail full of corks and stained a score at least with the red liquid of his

A few minutes afterward a party entered

apparently older and dirtier than its owner.

It was greasy and discolored here and there with tobacco juice, sawdust, saliva and sand. ed the bar, and laid the bag upon the floor that was wet with a thou

on the noor that was wet with a thousand liquids.

"How many to-day?" he asked the bartender, in an ordinary business voice.

"Bout the same as usual; eight hundred, more or less, I guess," was the answer.

The pail was handed to the new-comer, who dumped its cargo of corks into the yawning bag. A silver half-dollar was handed to the mixer of drinks, and the transaction was over.

handed to the mixer of drinks, and the transaction was over.

In response to a question, the bartender became talkative, and in the intervals between orders, said:

"We have been selling corks now for about seven years. Before that time, so far as I know, we threw them away. The cash they bring in is considered a perquisite of the bartender. We get about one-tenth of a cent apiece or less. I don't know where they go to, but I suppose to the manufacturers of cheap mineral waters. I don't have much to do with them, as we buy only first-class stuff. In a saloon like this we use about twenty boxes of beer, five of mineral waters, and forty odd bottles besides; that's about 600 bottles a day. In drawing the corks we smash about one in twenty, so that we have over 500 left, which we sell.

While the bartender had been talking, the cork-buyer had been a silent drinker and listener. He now took up the thread of conversation.

Tye been in the business eight years, d I guess I am the oldest man in it. When egan I had trouble in collecting corks and selling them. It was a pretty hard time first year. Now-a-days it's just the opite. I think all of the 10,000 bar-rooms New York save their corks, and then the wards in all the clubs and hotels, and in private houses where the people it a good deal, do the same. I start out ty morning, and fill my bag three and times a day. I take the corks home, in my wife boils them in a wash kettle in a little lye, then washes them off with water, tarts them and dries them in the

But" (and here he smiled and sighed), "some very wicked cork operator made so beautiful an imitation of the cork and turned out so many of them that one day the house found it had bought twice as many corks as it had sold bottles of wine. Then I they dropped altogether. I made a good deal of money that year."

The next best customers are wine in handlers. They buy their wines in bulk and bottle them. Some use straight goods, others mix imported and native wines, and others again use native and adulterated stuff that's beastly. The first people want clean

"Are the other dealers as careful as you

large city of the land, are full of food for reflection. While a cork is waterproof on account of its peculiar construction, it being a species of spongy layers, whose air-cells do not interosculate, and so form continuous passages, yet its outside layer, if not several layers, are porous, and hold liquids, vapors and semi-fluid solids for a long time. Corks from perfumery bottles or from lab-oratory bottles containing noisome com-ounds are admirable illustrations. In

these interstices organic matter will decay and germ-life be started and developed. an, newly-made cork is as innocent a substance as science can find among the articles of daily use in civilized life. With a nd-hand cork it is different. The corks nentioned are apt to contain, and fre-quently do contain, ptyalin, the ferment of saliva, nitrogenous matter from the eggs, milk, beef tea and bouillon used at the bar milk, beef tea and bouillon used at the bar or from blood, saliva, tobacco-juice, free lunch or other substances found around bars and bar rooms. They may possibly contain the germs of smallpox, scarlet fever, consumption, yellow fever or any other bacilliferous disease. While it is possible to kill all germ-life in such corks by heat and chemicals, yet the expense of thorough treatment would raise their cost to that of new goods, and therefore precludes the same. While, therefore, the risk is not ex-While, therefore, the risk is not excessively great, yet there is risk in many ways—risk of contagious and infectious disease, and especially risk of putrefactive ferments. Mild wines and sweet "tempernce drinks" in bottles corked with such corks are liable to putrefaction and to be filled with swarms of bacterial life. Such beverages introduced into the system are certain to produce gastric disorders. Every man of the world as well as every physician knows how bad wines will frequently produce nausea, heart-burn, vomiting, colic and diarrhoea. In every case this is not the result of the wine, but of the

removed the corks of their soda bottles and laid them in the wet. In a moment the bartender had seized them and thrown them into the pail.

About this time a man opened the front door and crossed the threshold. He was a Polish Jew of about fifty years of age, shabily dressed and looking the personification of dirt and antipathy to soap and water. He carried an old bag under his arm, which was apparently older and dirtier than its owner. It was greasy and discolored here and there is accond-hand corks. In conclusion, one point must be brought forward. All little children have a habit or instinct which prompts them to put corks in their mouths. While a clean, fresh cork in their mouths. While a clean, fresh cork in their mouths. For this reason, until their use is prohibited by law, every parent should sedulously endeavor to prevent his little ones from indulging in a practice which, under conditions of com-mercial honesty, would be harmless, but which, under existing circumstances, is fraught with danger of the worst kind.

Minor Drug Notes. Menthol is known in Japan as Po-ho. There are 2,500 druggists in New York

Java was the source of nearly 92,000 tons of cinchona bark in 1886.

Antithermin or phenylhydrazinlevulinic acid is a new antipyretic agent. Three tons of liquid carbonic acid per week are manufactured in Berlin.

Cobweb is an old antiperiodic. It is given in pill form in doses of 5 to 30 grains.

Nux vomica is used quite extensively in China as an external remedy; and in that country is not classed as a poison. country is not classed as a poison.

The drug business in Switzerland can not be very much of a bonanza, if we credit the statistics from an exchange, as follows: Zurich, with 70,000 inhabitants, has forty drug stores; towns with 9,000 have twelve: with 1,500 up to three, etc. Physicians are allowed to dispense their own medicines, and a pharmacist in a by no means small town asserts that he in three weeks has not seen a single new prescription.

Improved Liquor and Poison Record. Druggists are requested to note the annent of the Fuller & Stowe Company, in another column, relative to their new edition of the Improved Liquor and Poison Record, combined. It is by far the best Record on the market, and is sold lower than any other, being sent postpaid to any address for \$1.

Another "Drug Clerk's Mistake."

The New Liquor Law.

strict compliance with law. It shall not be lawful for any druggist, nor for any person whose business consists in whole or in part of the sale of drugs or medicines, directly or indirectly, by himself, his clerk, agent or servant, at any time, to sell, furnish, give or deliver, any spirituous, malt, brewed, fermented or vinous liquor, or any mixed liquor, a part of which is spirituous, malt, brewed, fermented or vinous, to a minor, except for medicinal or mechanical purposes, on the written order of the parent or others again use native and adulterated stuff that's beastly. The first people want clean corks, and nothing more; the second want half-clean corks, and the last take any cork that looks as if it had come across the ocean. The chief customers and the cheapest are the soda water and the mineral men. Competition is awfully close, and they can't afford to use a decent cork. Why, there are concerns who sell a box of two dozen bottles of ginger ale, sarsaparilla, soda or lemon soda for thirty-five cents. One cent more or less to them on twenty-four means success or ruin, so they twenty-four means success or ruin, so they buy from us at the very lowest rates and buy anything that will stop a bottle, no matter how old or dirty."

Visor of the township, or mayor, or director of the poor, or any supervisor or alderman of the city, or president or trustee of any buy anything that will stop a bottle, no matter how old or dirty." "No, sir; not by a long sight. They are only collectors, and sell their corks direct to the bottler without washing or drying them. They don't care whether the corks are bloody or covered with tobacco juice, or flavored with the bad eggs which occasionally turn up in a saloon, and which the bartender often throws into the corks instead of the rubbish pail. The bottlers with a hose, and so I bartender often throws into the corks instead of the rubbish pail. The bottlers wash them, however, with a hose, and so I guess there's no trouble or harm done."

The incidents mentioned, which are of daily and even hourly occurrence in New York and Brooklyn, and probably in every large city of the land, are full of food for sons applying for such liquor for any of the state of the rubbish pail. The bottlers field in section one, and subject to the following restrictions and conditions: Every such dealer in drugs and medicines shall procure and keep a suitable blank book in which shall be recorded by said druggist, his clerk or employe the names of all perspective with the carbon pair. sons applying for such liquor for any of these lawful purposes, the date of each sale, the amount and kind of liquor sold to each person, and the purpose to which the same was to be applied, as stated by the purchaser, which book shall be kept in the store of said druggist and shall be onen to all persaid truggist and shall be onen to all persaid druggist, and shall be open to all persons for examination during all business hours; and the failure to keep a record of every such sale, in manner and form as aforesaid, or the delivery of liquor for any purpose other than above named, shall subject such druggist to the penalties provided for in this section: Provided, That such lruggist shall, on or before the first day of May in each year, or before commencing business, execute and file with the county treasurer of the county in which he is carrying on such business, a bond, the suffincy of which shall be determined by the township board of the township, or the oard of trustees, or the common council of the village or city in which such business proposed to be carried on, to the People of the State of Michigan, in the sum of two thousand dollars, with two or more suffi-cient sureties, who shall be freeholders and residents of the county in which such business is proposed to be carried on, each of whom shall justify in a sum equal to the amount of the bond, over and above all indebtedness and all exemptions from sale on

the following form: of the provisions of this section, he shall, on conviction thereof, be deemed guilty of a misdemeanor, and be punished by a fine of not less than one hundred nor more than five hundred dollars, and costs of prosecu-tion, or imprisonment in the county jail not filled. The first drinker, whose nerves were unstrung, spilled a goodly third of his foaming beverage upon the bar. Two or three removed the corks of their soda bottles and laid them in the wet. In a moment the bar-standard second-hand corks.

putrifying substances or active germs the almost all instances the putrefaction is occasioned by careless handling, yet in some, how many cannot be said, it results from the use of lation of any one of the provisions of this stances the putrefaction is occasioned by careless handling, yet in some, how many cannot be said, it results from the use of lation of any one of the provisions of this stances the putrefaction is occasioned by careless handling, yet in some, how many cannot be said, it results from the use of lation of any one of the provisions of this stances the putrefaction is occasioned by careless handling, yet in some, how many cannot be said, it results from the use of lation of any one of the court; for a second violation of any one of the provisions of this stances the putrefaction is occasioned by careless handling, yet in some, how many cannot be said, it results from the use of lation of any one of the provisions of this sact, such druggist shall, in addition to the penalty hereinbefore provided for, be de-barred from selling in this State any of the liquors hereinbefore mentioned. of five years from and after the date of such conviction, and it shall be set forth and declared in the record of judgment upon such second conviction: *Provided*, That every drug clerk shall be responsible for violating the provisions of this act, for his personal act or violation, and be subject to the same penalties as proprietors or employers.

A man having large business interests and a handsome income married a lady who, accustomed all her life to the luxuries of wealth, had never formed any clear conception of the value and purchasing power of money. For some months every whim, no matter how extravagant, was gratified by the indulgent husband, who always gave his check for any amount of money asked. his check for any amount of money asked.
One day the bride of a few months, to carry
out some caprice, requested a check for so
large a sum that the gentleman was somewhat staggered thereby. He saw that such
prodigality, if persisted in, meant ruin; but
not wishing to grieve his wife by a downright refusal, he determined to give her an
object lesson in the financial line. Accordingly, with a smile of seeming acquires. ingly, with a smile of seeming acquiescence, he remarked that the supply of checks was exhausted, but he would send up the money from the office.

About noon the promised money came, not in crisp \$500 bills, as was expected, but in the crisp \$500 bills, as was expected, but in sterling silver dollars, the sum total filling several specie bags. The wife was at first vexed and then amused; finally, before the afternoon wore away, became deeply thoughtful. When her better half came home to supper she took him gently by the arm, and leading him into the hall where the reactions. where the ponderous bags of specie were still standing, said:

"My dear, is this the money I asked you for this morning?"

"It is, my love," was the reply.

"And did you have to take this all in dollar by dollar, in the course of your business?" was the next question.

"Yes, my dear, it represents the result of many weeks of hard labor," he answered

gently.
"Well, then," she said, with tearful eyes,
"send around a man to take it back to the
bank in the morning. I can't use so much
money for so trivial a purpose."

Invaluable to the Retail Dealer

rom the Rockford Register.

THE MICHIGAN TRADESMAN is four cears old; it is invaluable to the retail dealer.

The druggists of Monroe county will one together at Monroe to-day, to fix up a

of the new liquor law, now in force, THE of 2 cents per ounce. Opium is very firm of bond prescribed, which is all that relates tending higher. Bad weather has affected the crop of ergot, also the German narcotic Sec. 3. The penal provisions of this act shall not apply to druggists who sell liquors for chemical, scientific, medicinal, mechanical or sacramental purposes only, and in strict compliance with law. It shall not be

Regular customer (disposed to be face tious)—I guess you will have to trust me for the flour until to-morrow.

Grocer—Oh, that's all right sir.
Customer—But suppose I was to be killed
between now and to-morrow? Grocer-Well, the loss would not be

Detroit Car

The Detroit druggists, who went over to Cleveland and were used by their brethren down there to mop up the dia-mond, are home again and hobbling about in an atmosphere redolent of arnica and St. Jacob's oil.

Cheboygan is to have a life-size boycott. Some of the merchants have been buying dude coal stoves, and their stores are to be avoided by a lot of farmers who live in the back towns and have timber on their land thicker than the hair on a dog.

Go To the Trouble of Keeping Two Records, When one Improved Record will do As Well?

to the drug trade that they have just isued an Improved and Revised edition of their

## execution, and all liability on other similar bonds, which bond shall be substantially in

features contained in no other
Record on the market. The Improved Record is arranged for recording both Liquor and Poison Sales, is handsomely ruled and printed on good paper, less than ninety days nor more than one substantially bound and sold year, or both such fine and imprisonment, in at the reasonable price of \$1 substantially bound and sold per copy of 100 pages. Orders

> Michigan Drug Exchange, L. D. Putnam & Co., Peck Bros.

PUBLISHERS,

One of the most important provisions of the new liquor law, in its bearings on the drug trade, is that clause which prohibits druggists selling liquor to minors, except on the written order of the parent or guardian.

By being supplied with proper blanks, this provision is rendered as little obnoxious as

Can furnish them with printed card of druggist, and blocked in tablets of 100, sent post paid, 500 for \$1.50 and 1,000 for \$2.

Grand Rapids, - Mich.

WHOLESALE PRICE CURRENT.

Fuller & Stowe Company would respectfully announce

Grand Rapids. - Mich.

We are prepared to furnish these blanks in any quantity desired.

FULLER & STOWE COMPANY

Glycyrrhiza Glabra.....

Salvia officinalis, ¼s and ¼s...

2nd " .... 3rd " .... Sifted sorts. Gamboge, po.

POTASSIUM.

Bromide ...... Chlorate, (Po. 20)... Iodide ..... RADIX. Arum, po..

Glychrrhiza, (pv. 15). Hydrastis Canaden, (po. 35) Hellebore, Alba, po.

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

Mannia, S. F.
Morphia, S. P. & W.
Morphia, S. N. Y. Q. & C. Co.
Moschus Canton
Myristica, No. 1.
Nux Vomica, (po. 20).
Os. Sepia.
Pepsin Saac, H. & P. D. Co.
Picis Liq, N. C., ½ galls, doz.
Picis Liq. quarts.
Picis Liq. quarts.
Picis Liq. punts.
Pil Hydrarg, (po. 80).
Piper Nigra, (po. 22).

Seidlitz Mixture
Sinapis, opt.
Sinapis, opt.
Snuff, Maccaboy, Do. Voes.
Snuff, Scotch, Do. Voes.
Souda Boras, (po. 9).
Soda et Potoss Tart.
Soda Carb.
Soda, Bi-Carb.
Soda, Bi-Carb.
Soda Sulphas.
Spts. Ether Co.
Spts. Myrcia Dom
Spts. Myrcia Imp.
Spts. Wiri Rect, (bbl. 2 08).
Strychnia, Crystal.
Sulphur, Subl.
Sulphur, Roll.
Tamarinds

Linseed, pure raw
Linseed, boiled
Neat's Foot, winter strained
Spirits Turpentine

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Extra Turp
Coach Body
No. 1 Turp Furniture
Extra Turk Damar
Japan Dryer, No. 1 Turp

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

Colds, stands without an equal.

Air Mentholized by passing through the Inhalertube, in which the Pure Crystals of Menthol are held thoroughly applies this valuable remedy in the most efficient way, to the parts affected. It sells readily. Always keep an open Inhaler in your store, and let your customers try it. A few inhalations will not hurt the Inhaler, and will do more to demonstrate its efficiency than a half hour's mak. Retail price 50 cents. For CIRCULARS and TESTINONIALS address H. D. Cushman, Three Rivers, Mich. Trade supplied by Trade supplied by

Hazeltine & Perkins Drug Co., G'd Rapids
and Wholesale Druggists of Detroit and Chicago.

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# Druggists!

Have now in Stock and Invite Your Order for the

### HOLIDAY TRADE

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### PERFUMES

Put up in the following styles:

Match Safes five styl-Christmas Cards ten styles Fancy Plush Boxes Hand Lamps two sixes Night Lamps

Embossed Boxes Vases four styles Slippers two sixes

Bisque Figures Watches

Yumblers. Pitcher8

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Jug8

Also a Line of

# Sachet Bags

In Silk and Satin.

All These Goods are Low in Price and are very Desirable.

Hazeltine & Perkins Drug Co.,

Grand Rapids. - Mich.

CHANT'S REPLY TO HOWIG

On returning from a two weeks' absence, I read, in your paper of September 7, the reply of Mr. Howig to my communication published August 31.

The tone of Mr. Howig's reply would create in the mind of the reader the n that he was slightly out of temen he wrote it. This I am loth to , for I think there was in my article nothing which should irritate any reason

office, for Mr. Howig assumes to teach all merchants who read THE TRADESMAN their ways and make more noney. When date for the position of teacher seeks do you know? Prove your competency and your certificate is ready." Whenever an ant for office was named to Napoleon I, he was accustomed to say, "What has he

this we agree and, I have asked for one. I asked for "bread," and he has given me a "stone." His time and the ce of THE TRADESMAN'S columns are oo valuable." Let me say to the gentlenan that there is in the United States no ournal which will more cheerfully than THE TRADESMAN accord to its correspondents all space necessary for the full elucidation of any business problem.

The facts for which I asked (could Mr. Howig have furnished them at all) might have filled the space of an eighth column. In place of this he has seen fit to occupy nearly a column and a half with a series of glittering generalities and with comments on his own gratuitous assumption that I seek to champion the credit business. This is unfair, as anyone may see who reads my article of August 31, and, had it not been for this position of Mr. Howig, I doubt if I JOBBERS of SADDLERY HARDWARE should have taken further notice of him.

I admitted the existence of the credit evil, and asked this self-constituted teacher of the business fraternity of Michigan to show us the way out of it. What followed? Much abuse, but little definite information.

Before the war I recognized the existence of slavery, and sought its remedy, but I was never therefor called a pro-slavery man.

The suppositions case of Mrs. Crosus is called "irrelevant and shallow." That shall be as Mr. Howig pleases. It was doubtless extreme, and was intended so to be. But can anyone doubt that I could have filled se columns with illustrations of a like character and of all grades of depth, had I supposed I was writing for children?

As to "dead-beats," I suppose that with the exception of Mr. Howig, I have been "bitten" by them to as small an extent—in proportion to the amount of business done as any merchant in Michigan. The losses over which I do feel "waspish" were occasioned by a tricky partner and a rascally friend, but have nothing to do with this

I did not ask, nor care to learn, anything about Mr. Howig's antecedents. I simply Saginaw Express. anted him to demonstrate to the satisfaction of the merchants to whom he assume to lay down laws that he had done a business of any importance, given no credit and made money; or knew someone else who ad; and as nearly as I can learn or guess from his letter he is, (1) doing a little "notion" business of certainly less (probably nuch less) than \$5,000 per annum, else he uld have been free to tell us about it; (2) nce gave credit, but shut down twenty-five years ago; (3) is now giving credit, in ount controlled, of course, by the limitations of his business, and has in two years

The "rub" of the thing is this: After cany years of experience, Mr. Howig has en a line of business strictly in accordnce with his means and capacity, and is ucting the same very much to his own sfaction. The mistake he has made is ne natural to theorists, being the fallacious ption that the same line of conduct cticable in a small business will, of essity, be the most successful in a large me; but we all know that a good captain nay make a poor brigadier.

In the absence of facts, we will suppose that Mr. Howig is doing a business of B1,000. He gives a limited credit and has lost \$1.35. If he can't do a strictly cash business of \$1,000, he could still less do it in one of 10,000, and far less in selling twice that . His credit sales would increase in a onding with the extent of his s, and instead of \$1.35, some fine ary morning there would probably be \$1.350 on the books, for which he would be ad to get 25 cents on the dollar. The but in his own words there is no "halfray house to stop at."

d, if the words seem to have the air of a Grand Rapids Exp at, let me remind the reader that the es of Mr. Howig is but a tridr, yet he, by his own confe It and keeps a book. As to say I presume that most of us, who

ve to see the day when the most of the il refuse credit to those whom they

the conduct of his business upon the lesons he has learned, and earnestly seeks est to find it. This is why we read THE TRADESMAN. But when some little man, with a bigger gas meter in his abdoss, gets upon his hind legs and says, with a sweet smile upon his beaming counhave done and you will be rich and happy," we have an undoubted right to say in reply, "Give us the facts." MERCHANT.

lage: "No TRADESMAN means no business."



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JUDD & CO., And Full Line Summer Goods. 102 CANAL STREET.

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Saginaw express runs through solid. 9:05 a.m. train has chair car to Traverse City and

Mackinaw. 11:30 a.m. train has chair car for Traverse City, Pe-toskey and Mackinaw City. 10:40 p.m. train has sleeping cars for Traverse Ωlty, Petoskey and Mackinaw.

Fort Wayne Express
Cincinnati Express
7:15 a m train has parlor chair car for Cincinnati. 5:00 p m train has Woodruff sleeper for Cincinnati. 5:00 p. m. train connects with M. C. R. R. at Kalama- zoo for Battle Creek, Jackson, Detroit and Canadian points, arriving in Detroit at 10:45 p. m.
Muskegon, Grand Rapids & Indiana.
Leave. Arrive.
6.20 a m 10.10 a m

Detroit, Lansing & Northern. Grand Rapids & Saginaw Division.

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Newaygo Division. Express Leaves. Arrives.

4:05 pm 4:20 pm
Express. S:25 am 10:29 am
All trains arrive and depart from Union Depot.
The Northern terminus of this division is at Baldwin, where close connection is made with F. & P. M. trains to and from Ludington and Manistee.

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(1) 二月日日二月日午二月二日十二日十二日十二日

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FOR EVERYBODY.

For the Field or Garden If you want to buy

CLOVER OR

Or any other kind, send to the

Seed Store, 10 and 12 Monroe street, and 33, 35, 37, 39 and 41 Louis street

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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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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 the roughly dried manner out of thoroughly dried lumber of any kind. Designs furnished when desired.

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BLACKBERRY JAM, DAMSON, RASPBERRY JAM. CHERRY. APRICOT, Etc., Etc.

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Wholesale Hardware.

HARDWARE STORE

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CEO. E. HOWES,

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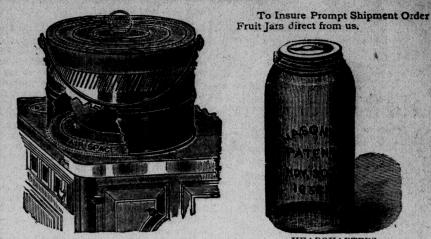
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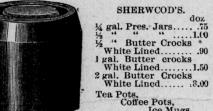
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Positively the finest kettle for cooking any kind of food. Those who try it will have no Cheapest Preserving Kettle. Absolutely Fire Proof. Not affected by Heat or Acid. Preserve Jars. Tomato Jugs. Apple Butter Jars. Blackberry Jam Jars.

Factory Prices.





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Which they will sell at a Great Bargain until Oct. 1. NO BETTER SOAP MADE. 10 boxes and upwards delivered at your railway station free. Retail Grocers can sell 5 pound bars "HAPPY FAMILY SOAP" for 25 cents, surprise their customers, and make a handsome profit. Send in your orders, for all soap stock has advanced, so will this soap. Manufactured only by

Allen B. Wrisley, - Chicago, Ill. P. S.-A full line of my fine milled Toilet Soaps kept in stock by Messrs. Jennings &

TRY OUR CELEBRATED "BEE JH CHOP" JAPAN TEA.

Foreign and Domestic Fruits. This tea is grown in the Province of Surunga, which district, all Japanese admit, produces the most regular leaf and best drinking Tea of the many plantations now yielding. Each year some new district becomes known, but none grow any tea equal to that from Surunga. Our Teas are carefully picked by the natives, and the leaf well rolled. They are then sent to Yokohoma, where special attention is given to the firing and packing for this market. We can highly recommend our "Bee Chop" Tea, and all lovers of a full, rich drinking tea will appreciate its many merits. Try it and be convinced.

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1 x Ax I	Handle	s -	\$ .75
2 x "	"	-	- 1.25
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C. & D. LANTERNS,

### OIL CANS AND TANKS.

PAPER & WOODENWARE. CURTISS & DUNTON