

# The Michigan Tradesman.

VOL. 5.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 28, 1887.

NO. 210.

## SEEDS

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

**ALFRED J. BROWN**  
Representing Jas. Vick, of Rochester.  
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  
every facility for making first-class Wagons  
of all kinds.  
Special attention given to Repairing,  
Painting and Lettering.  
Shops on Front St., Grand Rapids, Mich.

## FOURTH NATIONAL BANK

Grand Rapids, Mich.  
A. J. BOWNE, President.  
GEO. C. PIERCE, Vice President.  
H. P. BAKER, Cashier.  
CAPITAL, - - - \$300,000.  
Transacts a general banking business.  
Make a Specialty of Collections. Accounts  
of Country Merchants Solicited.

## HIRTH & KRAUSE, LEATHER

And Shoe Store Supplies.  
SHOE BRUSHES,  
SHOE BUTTONS,  
SHOE POLISH,  
SHOE LACES.  
Heelers, Cork Soles, Button Hooks, Dress-  
ings, etc. Write for Catalogue.  
118 Canal Street, Grand Rapids.

## ASK YOUR JOBBER FOR Independent Oil Co.'s KEROSENE

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



## EATON & LYON, Importers, Jobbers and Retailers of

## BOOKS, Stationery & Sundries,

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

## SEEDS

We carry a full line of  
Seeds of every variety,  
both for field and garden.  
Parties in want should  
write to or see the  
**GRAND RAPIDS GRAIN AND SEED CO.**  
71 CANAL STREET.  
WHOLESALE AND RETAIL  
**COAL AND WOOD.**  
E. A. HAMILTON, Agt.  
101 Ottawa St., Ledyard Block.  
Telephone 69-1.



CALL FOR  
**SCHUMACHER'S ROLLED OATS,**  
From the best White Oats.  
Oatmeal, Parched Farinose and Rolled  
Wheat in Original Packages.  
To use these choice cereals is to learn how  
to live.

## EDMUND B. DIKEMAN

THE GREAT  
**Watch Maker**  
AND  
**Jeweler,**  
44 CANAL ST.,  
Grand Rapids, - Mich.

## Grandpa's Wonder Soap

THE BEST SELLING GOODS ON  
THE MARKET.  
MANUFACTURED BY  
**Beaver & Co., Dayton, Ohio.**  
SOLD BY  
**A. S. MUSSELMAN & CO.,**  
Grand Rapids, - Mich.

## LUDWIG WINTERNITZ,

STATE AGENT FOR  
**Fermentum!**  
The Only Reliable Compressed Yeast.  
Manufactured by Riverdale Dist. Co.  
106 Kent Street, Grand Rapids, Mich.  
TELEPHONE 566.  
Grocers, bakers and others can secure the agency for  
their town on this Yeast by applying to above address.  
None genuine unless it bears above label.

## CHARLES A. COYE,

Successor to  
**A. Coye & Son,**  
DEALER IN  
**AWNINGS AND TENTS**  
Horse and Wagon Covers,  
Oiled Clothing,  
Feed Bags,  
Wide Ducks, etc.  
Flags & Banners made to order.  
73 CANAL ST. - GRAND RAPIDS.

## PIONEER PREPARED PAINT.

We have a full stock of this well-known  
brand of  
**MIXED PAINT**  
and having sold it for over SIX YEARS can  
recommend it to our customers as being  
a First Class article. We sell it  
On the Manufacturers' Guarantee:  
When two or more coats of our PIONEER PRE-  
PARED PAINT is applied as received in original  
packages, and if within three years it should crack or  
peel off, thus failing to give satisfaction, we agree to  
re-paint the building at our expense, with the best  
White Lead or such other paint as the owner may se-  
lect. In case of complaint, prompt notice must be  
given to the dealer.  
**T. H. NEVIN & CO.,**  
Mfrs. & Corrodors of Pure White Lead,  
Pittsburg, Pa.  
Write for prices and Sample Card to  
**Hazeltine & Perkins Drug Co.**  
Wholesale Agents, Grand Rapids.  
Try POLISHINA, best Furniture Fin-  
ish made.

## 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, - MICH.**  
Re-ditted and Re-furnished.  
Sample Rooms on First Floor.  
First-Class in all its appointments.  
**M. F. BELGER, Proprietor.**

## TRANSIT MILL COMPANY,

WHOLESALE DEALERS IN  
**Flour, Feed,  
Grain and  
Baled Hay.**  
25 Pearl Street,  
**GRAND RAPIDS, - MICH.**  
O. E. Brown, Gen. Mgr.

## GRAND RAPIDS -TO THE- FRONT -AGAIN-

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,  
**Grand Rapids Soap Co.**

## HEMLOCK BARK! WANTED.

The undersigned will pay the high-  
est market price for **HEMLOCK  
BARK** loaded on board cars at any  
side track on the G. E. & I. or C. & W.  
M. Railroads. Correspondence solicited.  
**N. B. CLARK,**  
101 Ottawa St., Grand Rapids

## POTATOES.

We give prompt personal attention to  
the sale of **POTATOES, APPLES, BEANS  
AND ONIONS** in car lots. We offer best  
facilities and watchful attention. Consign-  
ments respectfully solicited. Liberal cash  
advances on Car Lots when desired.  
**Wm. H. Thompson & Co.,**  
COMMISSION MERCHANTS,  
166 South Water St., CHICAGO.  
Reference  
FRISVOLD, GROSS & MILLER, Bankers,  
Chicago.

## COOK & PRINZ,

Proprietors of the  
**Valley City Show Case Mfg. Co.,**  
Manufacturers of  
**SHOW CASES.**  
Prescription Cases and Store Fixtures  
OF ALL KINDS.  
SEND FOR CATALOGUES,  
SEND FOR ESTIMATES.  
38 West Bridge St., Grand Rapids.  
Telephone 374.

## To Cigar Dealers

Realizing the demand for, and knowing  
the difficulty in obtaining a **FIRST-CLASS  
FIVE-CENT CIGAR**, we have concluded  
to try and meet this demand with a new  
Cigar called  
**SILVER SPOTS**  
This Cigar we positively guarantee a  
clear Havana filler, with a spotted Sumatra  
Wrapper, and entirely free from any arti-  
ficial 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  
first order. Secure this Cigar and increase  
your Cigar Trade. It is sure to do it.

## GEO. T. WARREN & CO., Flint, Mich.

What do you think of this? While in con-  
versation 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 mil-  
lion 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.

## Forty Years Ago.

Written Especially for THE TRADESMAN.  
I beg that no person will think me ego-  
tistic, as that period in my life is long past;  
but 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 re-  
paid for its recital. It may have been  
chance only, that "my lines have been cast  
in pleasant places," but such is a fact and I  
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.  
Not always, but yet often, the whole future  
of the man depends on the training and edu-  
cation of the boy. I say not always, as it  
occasionally occurs that a boy is forced to  
learn a trade or study for a profession for  
which he has a positive dislike; and al-  
though he may succeed in obtaining a de-  
gree, he will abandon the work at the first  
opportunity. I say this by way of preface.

My first introduction to the mercantile  
business was at the age of fourteen years.  
I passed from the school room into a large  
general variety store, in the village (now  
city) of St. Thomas, Canada. My employer  
was a Highland Scotchman—Murdoch Mc-  
Kenzie—a man six feet, three inches in  
height; in build a perfect Apollo; he was  
well-educated, thoroughly disciplined, and  
a sterling business man. Like most large  
men he was calm in his demeanor, cool and  
collected under all circumstances, and a  
man of rare good nature. He was exact  
and particular in everything, and was always  
scrupulously neat in his person and dress.

He had a bow and a smile for the humblest  
customer and I need not add that he was a  
general favorite with all. I possessed an  
innate desire to become a shop-keeper; and  
whatever merit I may possess in that busi-  
ness may be credited to the tuition and ex-  
treme care and kindness of this man and the  
other clerks in his employ.

I recollect that a very generous man I  
thought him about one week after entering  
his service. He had probably noticed the  
affectionate look I gave the raisins when-  
ever a customer required some, and, know-  
ing a boy's appetite for that fruit, he said to  
me, "Franklin, at any time you feel like it,  
eat all the raisins you wish! You are ex-  
pected to eat what you please." It is un-  
necessary to say that when left alone one  
evening soon after, "the boy" ate more  
raisins than one small stomach could care  
for, and it was about a year afterward be-  
cause that poor stomach would consent to  
care for another plum! Since "older grown,"  
it is my firm conviction that Mr. McKenzie  
was altogether too kind in his designs.

The agreement with my step-father was  
that for the first year's service I was to re-  
ceive the munificent sum of \$30 with board  
and lodging; "and," said Mr. McKenzie,  
"the boy will in that time break twenty  
dollars worth of crockery in handling it,  
which really makes his salary \$40." Think  
a moment, boys! How many of you would  
accept a position at this salary and put in  
at least 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 break-  
age 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;  
and the manner in which the reproof was  
administered was productive of more good  
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-  
ward.

Twenty dollars was at that time consid-  
ered a fair salary for a boy fresh from the  
country, as many at that age were glad to  
commence with their board and lodging only.  
An incident occurred in connection with  
that salary which, as Mr. McKenzie told a  
friend, showed the Yankee blood in my  
veins. At the close of the first year, I was  
called into the private office for "a talk."  
"Well, Franklin," said he, "your first year  
has closed. You have been a good boy and  
I would like you to remain. How much do  
you expect for the next year?" Of course,  
I could not decide, but would leave it to his  
generosity. "Well, then, how will it please  
you if I double your salary?" I was quite  
satisfied with that, particularly as the past  
Christmas his gift of shoes, hat and gloves  
was a generous and timely one. At the ex-  
piration of the second year, I was called to  
his side to talk over the matter of a coming  
year's salary, and, leaving him to name the  
amount, he at once inquired if it would be  
satisfactory to again double it. I answered  
that it would. As I had considered the mat-  
ter and made up my mind to remain in ser-  
vice until the age of twenty-five, the thought  
of what amount I might be able to save in  
that time was uppermost in my mind, and  
at the first favorable moment I again sought  
Mr. McKenzie and innocently inquired if  
we could not at once close a bargain for the  
next nine years, if he intended to con-  
tinue doubling my salary. "Good gracious,  
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  
confessed my ignorance and only knew that

the doubling process was very satisfactory.  
"Why," said he, "the last year it would  
take my entire stock, store and lot included,  
to pay you! Ah, Franklin, that won't do.  
Go back to your work, and we will talk over  
the salary each year."

I remained with this man only four years,  
when by his advice I accepted an offer to  
again attend school in New York free of  
expense. Not only had he doubled my sal-  
ary each year, but on leaving him he told  
his cashier to pay me ten pounds extra, for  
"services faithfully rendered." I do not re-  
member of his speaking one unkind word  
to me during all those years, and the good  
advice he gave me, the patience he exer-  
cised in teaching me, and all the valuable  
instruction imparted for my especial benefit  
will never be forgotten while life lasts.

Sometimes I thought it a hardship to be  
compelled to stand at the counter and, under  
his eye and instructions, wrap and tie up  
and unwrap the same half-pound of tea six  
or eight times before it was deemed perfect  
and in proper shape and condition for a  
customer; and the same drill had to be gone  
through with with sugar and other articles,  
even to the smallest half and quarter-ounce  
packages. I was also drilled in the use of  
twine—how best to tie peculiar knots, and  
even to the cutting, about all of which he  
was equally particular. With a special turn  
of the fingers the twine was broken or  
made to cut itself at a given point, as it  
was considered inelegant and improper to  
use any sharp instrument, such not being al-  
lowed, except when a very strong linen cord  
was used. "Time," said he, "is valuable  
in business, and it will not do to go back  
and forth even to your pocket for a pair of  
scissors." Time after time would he watch  
my every motion while waiting upon a cus-  
tomer, and gently chide me if every move-  
ment was not made with almost military  
precision, even to packing the moist brown  
sugar in its parcel, with a portion of the  
paper itself, as cleanliness and elegance be-  
fore a customer must not be forgotten and  
our fingers must never touch delicate arti-  
cles of food. In those days, paper bags and  
other ready-made packages were unknown,  
and it required much knowledge and skill to  
tie up neatly and quickly a given amount in  
a certain sized piece of paper. I was  
schooled in habits of economy in all things.  
Waste paper which came as packing or  
otherwise must not be destroyed but sorted,  
smoothed out, placed under a press, and  
kept ready for use as wrapping paper.  
Even bits of twine must be saved, neatly  
tied together, wound into balls, and used  
for the coarser purposes. Many of the re-  
tail stores of to-day burn up, sweep out,  
and otherwise destroy fifty dollars' worth  
of wrapping paper yearly. I am acquainted  
with merchants in business who know that  
they save from \$20 to \$30 in paper and  
twine every year with very little extra effort.  
There are those who in this age consider it  
little and trifling, but in a country or village  
trade where there is generally much leisure  
it is no trifling matter to save a good suit  
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  
up and take down the window blinds, which  
in that day were heavy boards, secured up-  
on the outside by heavy iron bars placed  
across them, and bolted in place on the in-  
side.

Forty years ago there, was less actual  
credit given by retail merchants than at the  
present day, but far more barter and ex-  
change. There was probably much less  
money in the hands of the masses, if not  
in the country, than at present; thus, inter-  
change of commodities was a necessity.  
Mercantile business, also, was conducted in  
a different manner from the present. Goods  
were brought in from the great centers of  
trade, and the products taken in exchange  
were shipped back (or more generally trans-  
ported by land) to the same cities, to be  
sold for cash or its equivalent in goods  
again. As there were then few railroads in  
the country and none in Canada, the main  
wholesale depots of trade were accessible  
only by water communication, either with  
Europe or with distant points on our own  
continent. Two or three times a year the  
merchant usually went in person to pur-  
chase and select his stock; and the arrival  
of the huge wagons, each piled high with  
from one and a half to two tons of new  
goods, was an event to be known far and  
wide and was the theme of conversation at  
many a fireside and an advertisement of  
much value. Then came the night work,  
when the goods had to be marked and  
placed in order for show and for business;  
and for a week or more afterwards, after  
closing the store at the usual hour—9 p. m.—  
the proprietor and his employes might be  
found hard at work until midnight. Then  
came the grand opening, which, from its  
infrequency, possessed unusual attractions,  
and the store was in a state of excitement for  
weeks. Forty years ago, there were very  
few stores in country towns dealing in  
specialties only; and a "store" meant a de-  
pot of general supplies for the community.

Every store of any pretensions to busi-  
ness had a cellar of its full size beneath it  
and usually a large warehouse adjoining or  
near it for the storage of grain, pork,  
potatoes and farm products that were not  
perishable. During the early winter months  
large numbers of dressed fat hogs were pur-  
chased by Mr. McKenzie, payment for  
which was usually made in goods. Then,  
each night after business hours all hands  
repaired to the cellar to cut up, salt and  
pack the pork into barrels for shipment;  
here the proprietor thought it his duty to  
be found with coat off and sleeves rolled to  
the elbows, assisting in and directing the  
work. In those days all were true "Knights  
of Labor," who thought it no hardship to  
work at night, and the man who could get  
all the sleep he wanted in six hours and  
labor the other eighteen was proud of his  
day's work and was never out of employ-  
ment. Few, indeed, were the men then  
looking for an easy position where the least  
number of hours with the highest wages  
might be found conjointly. The true dig-  
nity of labor was acknowledged by all, and  
the price of it (like all other things) was  
regulated by supply and demand and cheer-  
fully acquiesced in without threats of blood-  
shed or anarchy.

Do not imagine, however, that those were  
the halcyon days of happiness for all, and  
which have never been known since. I  
have only lifted the veil of the past that  
you might look upon the true and actual of  
nearly half a century ago, and youth may  
possibly profit by a comparison with the  
present. What, you ask, did I gain by all  
this seemingly excellent tuition and exam-  
ple? I learned how best to perform all the  
labor required to keep a store in proper or-  
der, even to the smallest details; that to do  
all your work well when a boy is to make  
you the peer of any person in your man-  
hood; habits of economy worth very much  
to me since; how to sweep a floor correctly  
and well; that the best method of cleaning  
glass, including lamp chimneys, windows  
and show-cases, is with soap and water,  
and to polish with a clean newspaper only,  
all else being too expensive in money and  
time; that a cloth is better to use with the  
water and soap on glass than all other pat-  
ent devices; that under no circumstances  
should a sponge be used to wash or wipe  
glass—soft and clean as they may seem to  
be, they will surely mark it indelibly, and  
soon ruin its beauty and value forever, mi-  
nute particles of flinty sand and shells  
(carbonate of lime) being the destructive  
agents; that greasy rags should always be  
thrown in the stove or outdoors, and not  
left in some out-of-the-way place inside, as  
at a certain temperature they are liable to  
take fire by spontaneous combustion; that  
sometimes an extra hour devoted to your  
employer's service pays fourfold; that it is  
best to refer every one to your employer  
when his business is inquired about; that  
you cannot afford to be cross or ungentle-  
manly to a customer; that the aged and in-  
firm should take precedence in being  
served; that when questioned in regard to  
the quality of your goods, tell the truth so  
far as you know—it pays in dollars and  
cents to do so; that you should speak well  
of all competitors in business or say noth-  
ing; that twenty per cent. profit in cash is  
far better than thirty on the ledger; that  
habits formed when a boy are quite apt to  
remain with you through life.

These and many more useful truths were  
taught by this man, who has long since  
passed away, but whose memory is revered.  
As I look back upon that long ago, I am  
amazed at the changes which have taken  
place in the commercial world, and I look  
forward another half-century and regret  
that we cannot then be here to see the still  
greater transmutation.

FRANK A. HOWIG.  
His Last Trip.  
Written Especially for THE TRADESMAN.  
The slant rays of the rising sun were  
throwing streaks of yellow light on the  
paths of the park. The robins and sparrows  
were twittering and singing in the well-trimmed  
trees. The nurse-maids, with their little  
charges, poor heat-shriveled things, were  
drinking in the soft, cool air full of the  
strengthening perfume of the grass and  
swelling buds. The policeman who was  
sauntering along, humming to himself (hap-  
py that his hour of relief was near at hand),  
swung his club in a scientific manner, with  
no thought of it. The men and boys on  
their way to their daily toil, pipes in mouth  
and dinner pails in hand, who crossed the  
park that morning had no idea of what lay  
in that dark underbrush. Yet only a short  
while ago the most momentous hour of one  
man's life had passed, the Archangel's  
trump had blown for him and at that very  
moment, perhaps, he stood before his Maker,  
to answer for the deeds done on earth. It  
was a tramp who found him—a tramp, rag-  
ged and dirty and sore, who had lain all  
night on the hard benches of the park, ever  
ready to steal away from the watchful eye  
of the minion of the law, and whose first  
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.

He was dead—cold and stiff when the pa-  
trol-wagon came to pick him up. What  
mystery was here? Was it murder? Had  
some poor, belated wayfarer seeking his home  
been struck down in the flush of life by the  
assassin's hand? Hardly possible, for jew-  
elry and money were still on his person.  
Was it heart disease? Was some poor moth-  
er or heart-broken wife waiting with tear-  
bedimmed eyes for the loved one who would  
come no more? No. It was suicide—  
cool, deliberate self-murder. The bullet  
wound in his head, the revolver in his hand  
were evidences of what had happened. But  
why? Young and handsome, healthy look-  
ing, well-kept and well-dressed, what had  
caused him to seek the coward's refuge and  
try to better his fate in that dark Beyond of  
which we know so little? A short tale and  
soon told.

He was a traveling man, and had been  
with one firm over twelve years. He had  
risen by slow degrees, through earnest, hon-  
est labor, to a position of trust and honor.  
He had been thrifty and had saved money,  
and was loved and respected by all of his  
intimates. Two years before this fated day,  
he had met the woman he married. She  
was a proud, high-born beauty, the belle of  
the little city in which she lived. He wooed  
and won her. He brought her here, built  
and furnished a home for her, such as but  
few men in his position could do. He filled  
it with all the comforts which money could  
buy and love think of. His family name  
opened wide the doors of select society for  
her.

Man-like, blind and believing, he thought  
this was all, and went on with his business.  
Was away from home—two, three months  
at a time. Love her? Could you have heard  
him talk to his comrades on the road, that  
question would scarce be asked. Cupid  
himself could have taken lessons from him  
in the language of love.

He left home three months ago, and yester-  
day returned, prepared to stay. He had  
been offered and had accepted the position  
of manager. This would allow him to stay  
at home. Only a traveling man can realize  
what that means—it is the goal to which  
they all aspire, a position "in the house."  
That day and the day before and for weeks  
before—he was going to surprise her—his  
mind had been filled with delightful thoughts  
of her surprise. Oh, the glowing pictures  
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,  
the drives.

He reached his home, he sprang from the  
carriage. Why, in his joy he actually for-  
got to pay the driver, who stood on the side-  
walk with outstretched hand. The door  
was opened. He did not stop to note the  
pained surprise on the face of the servant  
girl. He hurried to his wife's favorite room.  
Loving words were on his lips. His arms  
were ready to embrace her. He threw open  
the door. The room bore evidences of wo-  
man's presence, but she was not there. He  
hurried into the next room and the next.  
He called out her name. No answer. His  
heart sank; an unknown, indescribable  
dread filled him. Where was she? He  
called again, louder and louder. Filled with  
an awful fear, he yet laughed huskily to  
himself and said, "Fool that I am! The  
dear girl didn't know I was coming and is  
out shopping." He passed a looking-glass  
on his way out of the room and was fright-  
ened at his own face, as he mechanically  
glanced therein.

Alas, alas, she was out. She never came  
back! She had gone three days before, no  
one knew just where or how, but she had  
gone with an old lover. No need to moral-  
ize on why it happened or how. Too much  
time on her hands, and a vile scoundrel near  
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  
walked up and down that little park? Peo-  
ple who recalled it afterward, said he looked  
"strange." How shall we know of the mis-  
ery and shame and thoughts of burning re-  
venge and shattered hopes that filled him?  
As he wandered alone in the dark on that  
spot where they had been together so  
often; when he thought of his plans and  
what his life would now be; when he  
thought of his friends' pity and his enemies'  
sneers—it was too much. He did what oth-  
ers have done before, what others will do  
again, when life's burdens seem to bear  
down too hard. He died. Alone with his  
misery, no loving hand to wipe the death-  
damp from his brow, no loved eyes to weep  
over him—he died. LEO. A. CARO.

Business Enterprise.  
Customer—Why, Schneider, you were  
complaining of bad business last week, yet  
now you are enlarging your saloon? How is  
that?  
Schneider—Dot vos blain enough. Der  
zwei churches on der neghest plock vill per  
open again to-morrow, und der vos a pig  
choir in each of dem. You get onto dot?  
Customer—Oh, yes; but where is your  
free lunch to-day?  
Schneider—I apollish dot for ein week.  
Dere ish a gomic obers gompany at der ther  
neghest door. I don't got some flies on  
me, ain't it?

# The Michigan Tradesman.

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

E. A. STOWE, Editor.

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

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 medicinal, 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 attempting 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 years.

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.

Snel 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 boots.

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 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 from Northport to Traverse City on the City of Grand Rapids last Tuesday. Wooley pretended to be insane, and Love figured as his attendant, supposedly conveying his charge to the asylum. The passengers on the boat were largely ladies, who were thoroughly frightened at the antics of the alleged lunatic, but the good looks of the "poor idiot" excited their sympathies, and occasionally remarks were heard to the effect 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 passengers on the Grand Rapids, Capt. Wilbur will throw them overboard.

### AMONG THE TRADE.

#### GRAND RAPIDS GOSSIP.

J. L. Rademacher has engaged in the grocery business at Reno. The stock was purchased at this market.

It is reported that Jas. Brown, of Detroit, has again under advisement the project of starting another wholesale boot and shoe establishment 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 generally 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 order.

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 succeed F. M. Joslin & Bro. in general trade.

East Saginaw—Haas & Edinger succeed Nicholas Haas in the plumbing business.

Romoe—Willert & Kaiser succeed Tinsman & Willert in the dry goods business.

Detroit—J. V. Lisee & Co., dealers in boots and shoes, have assigned to A. F. Wilcox.

Cedar Springs—Geo. C. Huntington will remove his boot and shoe stock to Nebraska this week.

Boyer 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 chattel 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—Sibbly Bros., late of Eagle River, have opened a dry goods, notion, millinery and gen'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 & Co.

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

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

Lake Linden—A. Levy, who two years ago carried on a general store at Houghton, has opened a dry goods and gen's furnishing 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 under the style of Fairman & Woodward and engaged in the dry goods business.

Alma—T. A. Miller & Co. have purchased the book and stationery stock of Geo. E. Sprang and will remove their drug stock to the building adjoining, connecting the two stores with an archway.

Lisbon—R. B. Gooding, formerly at Greenville, will shortly engage in general trade at a new station, as yet unnamed, on the T. S. & M. Railway, one mile north of this place. A new store building is nearing completion and an elevator will be constructed before snow flies.

Grovertown—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 veneer building. 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 business.

West Branch—Phillip Blumenthal succeeds Samuel Blumenthal in the grocery business.

#### MANUFACTURING MATTERS.

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

Muskegon—Firman & Goss succeed Crossly, Goss & Co. in the sawmill business.

Hillsdale—C. S. Veeder's broom factory is turning out about 100 dozen brooms per week.

Hillsdale—S. O. Fisher has invested \$570,000 in pine lands during the past four weeks.

Hillsdale—Frederick W. Stock will start a roller mill on the site of the old wheelbarrow factory.

Plainwell—J. C. Ives has arranged to manufacture cheap beds in connection with his handle business.

Boyer City—White & Perkins are adding shingle machinery to their sawmill, and 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. employs 330 girls and twenty men, making corsets, bustles and other feminine harness.

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

South Boardman—J. W. Balcomb has bought the sawmill and supply stock of M. B. Farrin & Son, and will continue the business.

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

Grand Haven—F. F. Sommers will remove 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 contracted for 900,000 feet of white oak timber of the Grand Haven Ship Building Co., Grand Haven, and 500,000 feet of Miller Bros., Chicago.

East Jordan—Palmer Bros. have purchased 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 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 property for \$2,000. The mill will be put into condition, with a cutting capacity of about 100,000 feet per day. The company owns many million feet of valuable pine, which 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 to be hauled twenty-five miles, and the wretched condition of the roads has necessitated considerable work. About 100 men are employed in preparations for the winter.

Bay City—Foss & Leiter recently had a Lake Superior log that scaled 1,628 feet clear lumber. One plank without a single flaw was cut that scaled 288 feet. The plank was six inches thick, thirty-six inches wide and sixteen feet long. Another log for the same firm, cut at Hitchcock & 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 bass-wood in this vicinity, which the inhabitants are seeking to utilize. One builder is using the wood for flooring, believing that where it does not come in contact with moisture to much extent it is better than pine.

Detroit—The Detroit Sulphite Fibre Co. will have the largest paper mill in the world in operation in Detroit by next 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, of East Saginaw, on account of lumber cutting 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 inventor, one share each.

Bronson—John Holmes is building a new grist mill three miles west of town.

Litchfield—J. B. Smith has sold his lumber 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. Fechtelmer, 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 5,000 feet, was recently placed on board a vessel for shipment to San Francisco, where it will be exhibited at the Mechanics' Fair.

It is considered by millmen a good representative of the forest in this region, but the giant of all was felled some time ago by the same company, and will be heard from in time. It measures 240 feet in length, the first limb being 160 feet from 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 City.

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

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, Inlay City, was in town last week on a visit to his brother-in-law, Will Lamoreaux.

Jonathan Boyce is said to have the largest 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 Ewart, 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 and may remove there to watch some investments he has made.

#### 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 challenge admiration and bear 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 construction. 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 notable buildings which may be mentioned (it will be remembered that the May fire destroyed 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 first man to occupy a new two-story brick store, 50 x 60, with a full stock of stoves and hardware; Wm. Harris, another victim of the fire, is building a two-story brick, 100 x 90, cellar same size, elevator and all modern improvements. Upper story will 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. as a paint and paper store. Joseph Pearce 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 intended, for he is building a first-class 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 gentlemen are erecting buildings, to cost, approximately, as follows:

Paul Perraults.....\$ 5,000

Eucharists Brule.....4,000

Nicholas Reding & Co.....10,000

Phillibert Lebault.....6,000

Alex. Barbeau.....4,000

Herman Kallenfeld.....6,000

Charles Kallenfeld.....3,500

Louis Hennee & Co.....15,000

Lyrice Lancelot.....4,500

Peter Reding.....3,500

Lean A. Gillet.....5,500

Newman & Treloase.....15,000

John B. Tourpin.....3,500

Dozens more, who are now building and who have built, could be mentioned if space permit. It is enough to say that no other such place for push, enterprise, pluck and courage can be found between Chicago and New York—excepting Grand Rapids, of course.

M. J. WRESLLEY.

E. N. Bates has purchased the Geo. Purdy cheese 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 \$165,569, against 3,415,655 pounds, valued at \$116,159, in 1886, and 6,339,983 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 adulterations is not extremely well founded. It says: "On the other hand, it may be said that, as the above figures embrace the importations for only six months of the calendar year, and as the price of green coffee has only affected actual consumption 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 that chicory is not the only adulterant used 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, mum.

Old lady—Told you to whistle?

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

#### 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 directed to any office not 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. 210\*  
FOR SALE—A stock of groceries, books, stationery and wall paper; a bargain will be given. C. S. Ross, Cass City, Mich. 210\*

FOR SALE—On exchange, platform spring peddling wagons, suitable for wholesale or retail trade. Address Welling & Carhart, 139 Jefferson avenue, Detroit, Mich. 208\*  
FOR SALE—A new soda fountain, which cost \$10 and freight this spring. It was bought of Matthews & Co. Will sell for \$100. In perfect order. W. R. Mandigo & Co., Sherwood, Mich. 212\*

FOR SALE—Twenty acres of improved fruit, one mile from Frankfort. Will trade for house and lot or stock of goods in Grand Rapids. 205\*  
FOR SALE—Desirable residence lot on Livingston street. West of several acres leasing for good stock, mortgages or other real estate. E. A. Stowe, Tradesman office.

FOR SALE—Twenty acres of improved fruit, one mile from Frankfort. Will trade for house and lot or stock of goods in Grand Rapids. Address, for particulars, E. A. Stowe, Grand Rapids. 205\*  
FOR SALE—120-acre farm, with fine house and other buildings, three miles north of Coopersville. The best orchard in Ottawa county. Price \$7,000 cash. Address, for further particulars, E. A. Stowe, Grand Rapids, Mich. 198\*  
FOR SALE—At a bargain, all the machinery of a two run grist mill. Put up last year. Does first class work. G. C. Wiley, Summit City. 213\*

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. 196\*  
FOR SALE—The best drug store in the thriving city of Muskegon. Terms easy. C. L. Brundage, Muskegon, Mich. 195\*  
FOR SALE—Best bargain ever offered for general stock in growing town in good farming community in Northern Michigan. Stock will inventory about \$8,000. Sales last year were \$40,000. Address—The Tradesman, Grand Rapids. 177\*  
FOR RENT—Pleasant store at 19 West Fullon street, Boston block. Now used as dry goods store. Good location. Apply to Mr. Vernon street. 201\*  
WANTED—Location for custom sawmill in pine or hardwood of large tract, or three years sawing. Satisfaction guaranteed in manufacturing. Address B. B., care Tradesman. 212\*  
WANTED—Situation by registered pharmacist of four years' experience. First-class references. Address P., Tradesman office. 217\*

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. Address Franklin, care Michigan Tradesman. 212\*

WANTED—A first-class meat market man to take good position in country town. Good salary to good man. Address J., care Tradesman. 207\*

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. Labreteaue, Benton Harbor, Mich. 206\*

WANTED—To exchange farm worth \$2,500 for a stock of goods. Address Box 23, Tradesman office. 208\*  
WANTED—A man having an established trade among lumbermen to add a special line and sell on commission. To the right man a splendid chance will be given to make money without extra expense. Address "B," care Michigan Tradesman. 176\*  
TWO 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. 210

Wanted—Satin covered 50 cents per yard. Cloth covered 30 cents. Satin covered 25 cents. For sale every where.

# JENNINGS & SMITH,

MANUFACTURERS

## Jennings' Flavoring Extracts,

38 & 40 Louis Street,

GRAND RAPIDS, MICH.

# JENNESS & MCGURDY,

Importers and Manufacturers' Agents.

DEALERS IN

## 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.,

80 and

THE CREDIT SYSTEM.

The credit system has its roots far beneath the surface, so deep, in fact, that they extend to the cause of the war and hell among mankind—a desire to get before giving, which is akin to the desire to get without giving any price at all.

There are more hearts wounded and more innocent persons broken in spirit (bottle than murdered) and crushed in life's battle by the credit system than by war, by retail murder and by intemperance. The relief that it brings is in most cases far more deadly and dangerous to the subject than any drug or intoxicant that was ever swallowed by the sick to relieve physical pain.

The credit system (which is supposed to help men onto their feet or enable the indolent to great bread without work, thus generating financial crises which fatten only the fewest of the most soulless Shylocks) is exactly like that course of living which brings to man the necessity of a surgical operation or to nations that moral pestilence known as civil war, which destroys all that was built up during prosperous peace.

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There are more hearts wounded and more innocent persons broken in spirit (bottle than murdered) and crushed in life's battle by the credit system than by war, by retail murder and by intemperance. The relief that it brings is in most cases far more deadly and dangerous to the subject than any drug or intoxicant that was ever swallowed by the sick to relieve physical pain.

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Reports from Three Associations. At the last State convention it was decided that at subsequent conventions the reports from local associations be submitted in writing, instead of being presented verbally, in order that they may be preserved for publication in the proceedings of the convention.

The Lawrence Business Men's Association was organized with twenty-four charter members April 21, 1887, and has recently added four names to its membership. Two hundred and seventy-three Blue Letters have been sent and \$412.85 in cash been collected. Besides the collections, many settlements by note have been made.

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 distributed them among the members of the Exchange.

These prices are for cash buyers, who pay promptly and buy in full packages. AUGERS AND BITS. Ives' old style.....dis 60 R. H. C. Co.....dis 60

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The First Commercial Traveler. Daniel R. Wolf, 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 house. "Trade was dull that year," says Mr. Wolf, "and I suggested to the firm the idea of sending some one out among the country merchants to drum up trade."

A Model Lumbering Community. From the Northwestern Lumberman. Charles Hebard & Sons, sawmill owners at Pequaming, Mich., are said to have established a model village. There is no saloon there, and the firm, owning all the land in and about the place, will not allow one for any consideration.

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Table listing various hardware items and their prices, including Screws, Nails, and other tools.

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**Each on the Other Depends.**  
 Written especially for THE TRADESMAN.

What were a man without another?  
 What would each do without the other?  
 What a useless lot were humanity  
 Without a spirit akin to unanimity!  
 What a world of dire misgiving  
 With such a lot of wretches living!

As well were the soul without a heaven:  
 As well were a single sense as seven;  
 As well a man without a woman,  
 Or the heart and brain of a being human.  
 If for naught on another he had to depend,  
 Nothing to ask and nothing to lend.

As well were the head without the feet:  
 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  
 Wage 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 de-  
 mand.

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 ten per cent. make a success of it. It is very evident that there is something wrong, and there must be a cause for it; if there is any remedy it should be applied, if possible. To me, the cause is very apparent—it is that so many endeavor to do a mercantile business who have had no training or preparation for it. In order to do a successful 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. 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 mercantile pursuits. A young man must serve his seven years' apprenticeship in the business, and then he is supposed to have learned it as a mechanic learns his trade, always allowing that he is adapted to that 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 with capital, and he starts in business for himself with a grand flourish of trumpets, only to meet with disastrous failure in the course of a few months, or years, at the most, the time depending on how long the source of capital supply holds out.

Again many a man, having tried farming or mechanical pursuits until he approaches middle life, thinks that it would be a much easier way of making a living to keep a store, where all he will have to do will be to pass out the goods to his customers and take the money for them. Accordingly he disposes of his farm or raises a little capital in some other way and buys out some established mercantile business, or starts in some new place. He goes to market or the enterprising drummer comes to him; he selects his stock of goods, he opens them up and advertises himself as ready for business, and business comes. It is hard for him to refuse to trust his old friends and acquaintances, and he does something of a credit business. Time runs on, and some fine day he is confronted with the fact that he has a payment due and has no funds with which to meet it. He looks on his books and finds that he has as much standing out as his original capital amount to. This may largely be considered good, but it is not convenient for his customers to pay up at just the moment he must have the money. He looks through his stock and finds a large amount of goods which are not selling. He now sees that he has bought largely of a class of goods for which he has no demand, but which the wholesale dealer was anxious to unload. He is beginning to learn a little about business—but experience of this kind is a dear teacher. He is unable to meet his obligations, and the next thing his store is in the hands of the sheriff and he has gone the way of ninety per cent. of all those who embark in trade. His little capital, secured by his father by years of honest toil and small savings, has gone in a few months, and he is left in middle age to commence the battle of life anew with the spectre of his failure ever before him.

What would be thought of a man who professed to be a mechanic and offered his services to the public without first having learned his trade; or of a lawyer who took a difficult case without a thorough knowledge of the law, acquired by painstaking study and practical experience with some one learned in the intricacies of the legal world; or of a physician who entered that calling without a thorough medical education, supplemented by practical work in the dissect-

ing room and hospital. It is true that there are almost thousands who hang on their shingles without having sufficient preparation and with bogus diplomas, but we generally call them "quacks," and very little confidence is placed in them by the intelligent class of a community. Why is it, then, that so many start in trade who have 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 this successful business man that it is absolutely essential to always meet his engagements—and never let a paper bearing his name fall to be taken care of at maturity—no matter what the sacrifice, he must meet his financial obligations if he expects to maintain his credit. He will also learn to say, "No." If credit is given it will be done with great caution, and he will see that notes and accounts receivable are collected when due. Then, having thoroughly learned through years of service these essential points—knowledge of values, economy, industry, business obligations, collections, attention to details, etc.—the young man may, with confidence of success, launch out for himself. If he has saved up enough from his own earnings to supply him with the necessary capital, so much the better, it is his own, he knows how he came by it. But I think that a young man of unquestioned integrity, educated in the manner I have indicated, might safely handle capital furnished by parents or friends. Let him make his purchases right, keep his expenses down, meet all obligations, carefully watch his accounts, never misrepresent, treat his customers courteously, and he cannot fail of success. He may and should start in a small 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. Panics will come and values will be unsettled, but he will know how to meet all such emergencies. His business will be on a sure foundation and will not be shaken. He will go down to old age, a man who can be leaned upon by others who are learning the way he has taken and, after he is called hence, his memory will be kept green, and he will long be remembered as one of the noblest works of God—an honest business man.

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# The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

M. A. STOWE & BRO., Proprietors.

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WEDNESDAY, SEPTEMBER 28, 1887.

## LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written Especially for THE TRADESMAN.

The other evening a couple of youngsters were seated in front of Jones' store, vigorously puffing cheap cigars, and actively discussing the relative merits of smoking and chewing. Suddenly one of them seized himself convulsively around the stomach and groaned:

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

"It's tobacco, sonny!" said Jones, who was standing in the door, "er speakin' scientific-like, the yard *nickotum vomitum*. There has been instances known where boys grew up to be men without usin' it, but prob'ly they didn't 'mount to much. Stick to it, sonny! an' wen you kin smoke all day, an' sleep with a wad of fine cut in your mouth, an' call your pa the ole man, an' git off a few cuss words graceful-like, you can call fur your diploma. Now run home an' tell your ma that you et too much watermelon, er some sich lie, an' she'll fix you up fur another rassie to-morrow."

"When you an' I, an' the rest of us old fogies have got our head-stuns," said the ole man, launching out in his favorite topic, "I s'pose the world will travel on 'bout as usual, I swan, it bothers me to dis- kiver how the risin' generation are goin' to turn billiards, an' base ball, an' boat paddlin' an' saloon loungin' into clothes an' per- vissions. Wot perportion of the young fel- lers now 'days are fit to be shoved out to shirk fur themselves, an' how many busi- ness men do you know has got boys that earn ten per cent. of their livin'? All most of 'em appear to care for the ole folks is what they can squeeze out of 'em fur style an' amusement. You remember w'en Boll- inger was run over by the cars, las' year? Yes! Well, a lot of us was down on the track tryin' to put Bollinger together in 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 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 ole man gloomily, as he went in to wait on a customer, "is the style of youngsters we are rash' to bless us."

I have very little doubt that the propen- sity for decrying the prevercity and useless- ness of the rising generation, and predict- ing a near future when thrift and industry and ambition would disappear forever, emerged from mythology, and has come down through the ages unimpaired and un- altered, and as long as civilization exists succeeding ages will listen to the same wall. When Washington *pere* observed the de- struction of the historical cherry tree, his mind was undoubtedly filled with gloomy 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 be- held his change in custody for a raid on a neighbor's orchard, he probably solemnly prophesied that the acme of moral depravity would speedily be reached by the succeed- ing 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 ir- reclaimable, will, in after years, become in- fluential and substantial citizens, and in 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 genera- tion 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 ex- ceptionally 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 somewhat as follows:

It seems that the faculty of the institu- tion patronized by young Jones were some- what antiquated in their ideas, and refused to subscribe to the modern idea that a happy knock of curving a ball excused a profound ignorance of Cicero, or a graceful and telling stroke of the oars extenuated an habitual neglect of Bardan, wherein the said faculty and Jones were widely at variance. After asking the latter gentle- man a few questions, one of the examiners inquired:

"By what means are thoughts and ideas exchanged, Mr. Jones?"  
 "By—er—er—speech!"  
 "Yes!"  
 "And—er—signs?"  
 "Yes!"  
 "And—er—?"  
 "Well, never mind, Mr. Jones! Now, supposing you should have occasion to in- form that estimable gentleman, your father, that you 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 apprise him of the unfortunate facts?"

"Why, I'd—I'd—write him!"  
 "Correct! Now, Mr. Jones, you have lib- erty to retire for the purpose of composing a letter to that effect."

If Jones had scoured a thorough phren- ological 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 in- considerable number of dollars. The laws of nature are unchangeable and immutable, and when she creates a hewer of wood and drawer of water, with no capacity or am- bition for science, art or literature, all the universities in America, and all the forcing process that can be devised can not alter her decrees. To be sure, the individual whom she constructed for a hewer of wood and drawer of water may, in these modern days, develop into an athlete of some no- toriety, but the fact remains the same that he is "of earth earthy," and that to his bone and muscle alone will be due all the brief and evanescent record that he will leave be- hind him.

I hope no casual reader will infer that I am wanting in respect for the toilers of the earth—should he do so he will totally mis- judge me—but I like to see labor and amusement run in separate channels, and I have all the more admiration for muscle when it is accompanied with active brains.

Now, least the editors of THE TRADESMAN should hastily pronounce this paper a departure from mercantile subjects, I desire to submit that we are all of us, more or less, financially and otherwise, in- terested in Young America, and that, more- over, when Young America becomes a pro- fessional athlete he is almost invariably a mercantile commodity, for sale to the high- est bidder.

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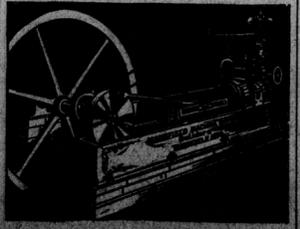
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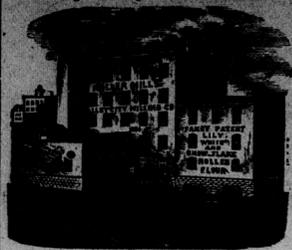
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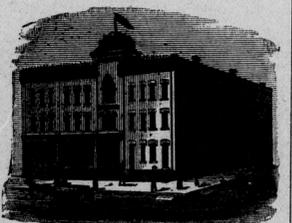
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**ST. CHARLES,**

J. W. MORSE, Manager.

REED CITY, - Mich.

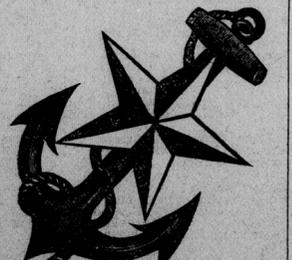


Fine Sample Rooms in Connection.

This spacious and admirably constructed New Brick Hotel is now open to the public. It is provided with all the Modern Improvements. The rooms are large, airy and pleasant, in suits or single, and newly furnished throughout. The design of management is to make this house one of com- fort and pleasure to its guests.

The Traveling Public are cordially in- vited.

**F. J. DETTENTHALER,**



JOBBER OF

**OYSTERS!**

—AND—

**SALT FISH.**

Mail Orders Receive Prompt Attention.

See Quotations in Another Column.

## D. W. ARCHER'S RED COAT



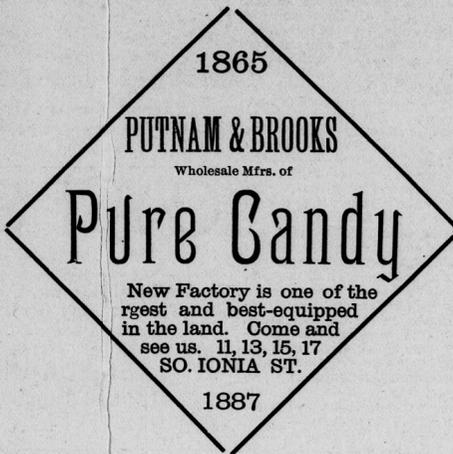
**TOMATOES.**

PACKED BY

**DAVENPORT CANNING CO.,**  
 DAVENPORT, IOWA.

ORANGES

LEMONS



FIGS

NUITS

PEANUTS

CANDY

**Leading Tea House**

IN MICHIGAN,

**CLARK, JEWELL & CO.,**

**Grand Rapids.**

**MOSELEY BROS.,**

WHOLESALE

**Fruits, Seeds, Oysters & Produce,**

ALL KINDS OF FIELD SEEDS A SPECIALTY.

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

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

**ABSOLUTE SPICES**

And

**Absolute Baking Powder.**

100 per cent. Pure.

Manufactured and sold only by

**ED. TELFER Grand Rapids.**

## DETROIT SOAP CO.,

DETROIT, MICH.

Manufacturers of the following well-known Brands of

**SOAPS**

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

For Quotations address

**W. G. HAWKINS,**  
 Lock Box 173, GRAND RAPIDS, MICH.  
 Salesman for Western Michigan.

The Standard of Excellence  
**KINGSFORD'S**



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

THE PERFECTION OF QUALITY.

**WILL PLEASE YOU EVERY TIME!**  
 ALWAYS ASK YOUR GROCER FOR THESE GOODS.

**BELL, CONRAD & CO.,**

58 Michigan Ave., Chicago,

PROPRIETORS OF

**Century Spice Mills,**

IMPORTERS OF

**TEAS, COFFEES & SPICES.**

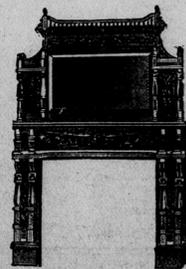
OWNERS OF THE FOLLOWING CELEBRATED BRANDS:

**JAPAN TEA**---"Red Dragon" Chop.  
**COFFEE**---O. G. Plantation Java,  
 Imperial, Javoka, Banner, Mexican.

The Best Coffee on Earth. We Solicit Communications.

W. R. KEASEY, Traveling Representative.

STORE COUNTERS AND FURNITURE TO ORDER.



**D. H. MOSHIER,**

MANUFACTURER OF

Counters, Prescription Cases,  
 WOOD MANTELS;

And all kinds of Store and Bank Furniture.  
 Odd Bookcases and Sideboards.

Special attention given to ordered work. Call and see me or send for estimates.

62 So. Front St., GRAND RAPIDS.

L. M. CARY.

L. L. LOVERIDGE.

**CARY & LOVERIDGE,**

GENERAL DEALERS IN

Fire and Burglar Proof

**SAFES**

Combination and Time Locks,

11 Ionia Street, - Grand Rapids, Mich.



Drugs and Medicines

Michigan Board of Pharmacy. President—Jacob Jensen, Muskegon. Vice-President—James Vernon, Detroit. Secretary—James Vernon, Detroit.

Grand Rapids Pharmaceutical Society. President—Geo. G. Stebbins. Vice-President—H. E. Lester. Secretary—Frank H. Scott.

Detroit Pharmaceutical Society. President—Frank Ingalls. Vice-President—F. W. B. Perry. Secretary—F. W. B. Perry.

Central Michigan Druggists' Association. President—J. W. Dunlop. Secretary—R. M. Mussell. Berrien County Pharmaceutical Society.

Charlevoix County Pharmaceutical Society. President—H. W. Willard. Secretary—Geo. W. Crouther. Ionia County Pharmaceutical Society.

Second-Hand Corks. The bartender in a large Broadway saloon had cut his hand with broken glass or ice, and the blood from the wound earned the cork he had just drawn from a bottle of Rhine wine.

Minor Drug Notes. Menthol is known in Japan as Po-ho. There are 2,500 druggists in New York State. Java was the source of nearly 92,000 tons of cinchona bark in 1886.

Improved Liquor and Poison Record. Druggists are requested to note the announcement of the Fuller & Stowe Company, in another column, relative to their new edition of the Improved Liquor and Poison Record.

Another "Drug Clerk's Mistake." From the Hudson Gazette. A Hudson drug clerk sold one of his young lady friends some powdered gum arabic, mistaking it for tooth powder.

Valuable to the Retail Dealer. From the Rockford Register. THE MICHIGAN TRADESMAN is four years old; it is invaluable to the retail dealer.

The New Liquor Law. That there may be no misapprehension on the part of any druggist as to the provisions of the new liquor law, now in force, THE TRADESMAN herewith reproduces Section 3 of the Act, with the exception of the form of bond prescribed, which is all that relates to the druggist.

A Small Loss. Regular customer (disposed to be facetious)—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 much, sir.

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

Cheboyan is to have a life-size boycott. Some of the merchants have been buying dupe 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.

Whenever any druggist shall violate any 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 prosecution, or imprisonment in the county jail not less than ninety days nor more than one year, or both such fine and imprisonment, at the discretion of the court.

She Saw the Point. 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.

By being supplied with proper blanks in the new liquor law, in its bearings on the drug trade, it is that clause which prohibits druggists selling liquor to minors, except on the written order of the parent or guardian.

Can furnish them with printed card of druggist, and blocked in tables of 100, sent post paid, 500 for \$1.50 and 1,000 for \$3.

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The Drug Market.

WHOLESALE PRICES CURRENT. Advanced—Quinine, German; balsam tolu. Declined—Nothing.

ACETUM. Aceticum, German 80 1/2 00 Benzolium, German 80 1/2 00 Carbolicum 45 00 Citricum 58 00 Nitricum 100 1/2 00 Oxalicum 110 1/2 00 Salicylicum 1 40 00 Tannicum 1 40 00 Tartaricum 50 00 53

AMMONIA. Aqua, 10 deg 30 00 18 deg 40 00 110 1/2 13 Chloridum 120 14

BALSAMUM. Copaliba 50 00 55 Peru 50 00 55 Tolutan 55 00 55

CORTEX. Abies, Canadian 18 11 Cassia 11 11 Eucalyptus 11 11 Myrica Cerifera, po 12 12 Prunus Virginiana 12 12 Sassafras 12 12 Ulmus 12 12 Ulmus Po (Ground) 12 12

EXTRACTUM. Glycyrrhiza Glabra 24 00 25 Haematox, 2 boxes 90 12 13 Sulfate, com'l, (tbl. 85) 1 1/2 00 2

FLORA. Arnica 12 00 14 Anthemis 45 00 50 Matricaria 30 00 35

FOLIA. Barosma 10 00 12 Cassia Acutifolia, Tinnivelly 35 00 50 Salvia officinalis, 1/2 and 1/4 10 12 Ura Ursi 8 00 10

GUMMI. Acacia, 1st picked 21 00 2nd 20 00 3rd 19 00 4th 18 00 5th 17 00

MAGNESIA. Calcined, Pat. 55 00 Carbonate, Pat. 28 00 Carbonate, K & M. 28 00 Carbonate, Jennings 35 00 38

OLEUM. Absinthium 4 50 50 00 Amygdala, Dulc. 45 00 50 00 Anisi 2 00 2 30 Auranti Cortex 2 00 2 30 Bergamini 2 00 2 30 Cardamom 2 00 2 30 Caryophylli 2 00 2 30 Cedar 2 00 2 30 Cassia, S. P. 2 00 2 30 Cinnamon 2 00 2 30 Citronella 2 00 2 30 Clove 2 00 2 30 Copaliba 2 00 2 30 Cubebae 2 00 2 30 Eucalyptus 2 00 2 30 Eucalyptus, 1st 2 00 2 30 Eucalyptus, 2nd 2 00 2 30 Eucalyptus, 3rd 2 00 2 30 Eucalyptus, 4th 2 00 2 30 Eucalyptus, 5th 2 00 2 30 Eucalyptus, 6th 2 00 2 30 Eucalyptus, 7th 2 00 2 30 Eucalyptus, 8th 2 00 2 30 Eucalyptus, 9th 2 00 2 30 Eucalyptus, 10th 2 00 2 30 Eucalyptus, 11th 2 00 2 30 Eucalyptus, 12th 2 00 2 30 Eucalyptus, 13th 2 00 2 30 Eucalyptus, 14th 2 00 2 30 Eucalyptus, 15th 2 00 2 30 Eucalyptus, 16th 2 00 2 30 Eucalyptus, 17th 2 00 2 30 Eucalyptus, 18th 2 00 2 30 Eucalyptus, 19th 2 00 2 30 Eucalyptus, 20th 2 00 2 30 Eucalyptus, 21st 2 00 2 30 Eucalyptus, 22nd 2 00 2 30 Eucalyptus, 23rd 2 00 2 30 Eucalyptus, 24th 2 00 2 30 Eucalyptus, 25th 2 00 2 30 Eucalyptus, 26th 2 00 2 30 Eucalyptus, 27th 2 00 2 30 Eucalyptus, 28th 2 00 2 30 Eucalyptus, 29th 2 00 2 30 Eucalyptus, 30th 2 00 2 30 Eucalyptus, 31st 2 00 2 30 Eucalyptus, 32nd 2 00 2 30 Eucalyptus, 33rd 2 00 2 30 Eucalyptus, 34th 2 00 2 30 Eucalyptus, 35th 2 00 2 30 Eucalyptus, 36th 2 00 2 30 Eucalyptus, 37th 2 00 2 30 Eucalyptus, 38th 2 00 2 30 Eucalyptus, 39th 2 00 2 30 Eucalyptus, 40th 2 00 2 30 Eucalyptus, 41st 2 00 2 30 Eucalyptus, 42nd 2 00 2 30 Eucalyptus, 43rd 2 00 2 30 Eucalyptus, 44th 2 00 2 30 Eucalyptus, 45th 2 00 2 30 Eucalyptus, 46th 2 00 2 30 Eucalyptus, 47th 2 00 2 30 Eucalyptus, 48th 2 00 2 30 Eucalyptus, 49th 2 00 2 30 Eucalyptus, 50th 2 00 2 30 Eucalyptus, 51st 2 00 2 30 Eucalyptus, 52nd 2 00 2 30 Eucalyptus, 53rd 2 00 2 30 Eucalyptus, 54th 2 00 2 30 Eucalyptus, 55th 2 00 2 30 Eucalyptus, 56th 2 00 2 30 Eucalyptus, 57th 2 00 2 30 Eucalyptus, 58th 2 00 2 30 Eucalyptus, 59th 2 00 2 30 Eucalyptus, 60th 2 00 2 30 Eucalyptus, 61st 2 00 2 30 Eucalyptus, 62nd 2 00 2 30 Eucalyptus, 63rd 2 00 2 30 Eucalyptus, 64th 2 00 2 30 Eucalyptus, 65th 2 00 2 30 Eucalyptus, 66th 2 00 2 30 Eucalyptus, 67th 2 00 2 30 Eucalyptus, 68th 2 00 2 30 Eucalyptus, 69th 2 00 2 30 Eucalyptus, 70th 2 00 2 30 Eucalyptus, 71st 2 00 2 30 Eucalyptus, 72nd 2 00 2 30 Eucalyptus, 73rd 2 00 2 30 Eucalyptus, 74th 2 00 2 30 Eucalyptus, 75th 2 00 2 30 Eucalyptus, 76th 2 00 2 30 Eucalyptus, 77th 2 00 2 30 Eucalyptus, 78th 2 00 2 30 Eucalyptus, 79th 2 00 2 30 Eucalyptus, 80th 2 00 2 30 Eucalyptus, 81st 2 00 2 30 Eucalyptus, 82nd 2 00 2 30 Eucalyptus, 83rd 2 00 2 30 Eucalyptus, 84th 2 00 2 30 Eucalyptus, 85th 2 00 2 30 Eucalyptus, 86th 2 00 2 30 Eucalyptus, 87th 2 00 2 30 Eucalyptus, 88th 2 00 2 30 Eucalyptus, 89th 2 00 2 30 Eucalyptus, 90th 2 00 2 30 Eucalyptus, 91st 2 00 2 30 Eucalyptus, 92nd 2 00 2 30 Eucalyptus, 93rd 2 00 2 30 Eucalyptus, 94th 2 00 2 30 Eucalyptus, 95th 2 00 2 30 Eucalyptus, 96th 2 00 2 30 Eucalyptus, 97th 2 00 2 30 Eucalyptus, 98th 2 00 2 30 Eucalyptus, 99th 2 00 2 30 Eucalyptus, 100th 2 00 2 30

Liquor and Poison Record.

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

Fuller & Stowe Company would respectfully announce to the drug trade that they have just issued an Improved and Revised edition of their

Liquor and Poison Record, Combined, which embodies 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, substantially bound and sold at the reasonable price of \$1 per copy of 100 pages. Orders can be sent direct or to

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

PUBLISHERS, Grand Rapids, - Mich.

DRUGGISTS!

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.

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SPONGES.

Florida sheets' wool, carriage 2 25 2 50 Nasser do do 1 10 1 19 Velvet Ext do do 85 85 Extra Ye do do 75 75 Hard' for plate use 75 75 Yellow Reef, do 1 40 1 40

MISCELLANEOUS. Ether, Spts Nitros, F 25 00 30 00 Ether, Spts Nitros, I F 30 00 35 00 Alum 2 1/2 00 2 1/2 00 Annatto 5 00 5 00 Antimony, po 4 00 5 00 Antimony & Potass Tart 5 00 5 00 Argenti Nitras, 3 5 00 7 00 Arsenium 5 00 7 00 Balm Gilead Bud 38 00 40 00 Bismuth S. N. 15 00 20 00 Calcium Chlor, 1s, (1/2, 1, 1 1/2, 2) 9 00 9 00 Cantharides Russian, po 23 00 23 00 Capsici Fructus, 1st 15 00 15 00 Capsici Fructus, 2d 14 00 14 00 Capsici Fructus, 3d 14 00 14 00 Carmine, No. 40 30 00 30 00 Cera Alba, S. & F 50 00 55 00 Cera Flava 28 00 30 00 Coccus 25 00 25 00 Cassia Fructus 10 00 10 00 Centuria 10 00 10 00 Castoreum 50 00 50 00 Chloroform 38 00 40 00 Chloroform, Squibbe 21 00 21 00 Citric Hydrate Cryst. 1 50 00 1 50 00 Chondrus 15 00 15 00 Cinchonide, P. & W 15 00 15 00 Cinchonide, German 60 15 60 15 Cist. acris, 1st 50 00 50 00 Cressatum 50 00 50 00 Creta, (tbl. 75) 5 00 5 00 Creta, prep. 5 00 5 00 Creta, precip 2 00 2 00 Creta Rubra 8 00 8 00 Crocus 25 00 25 00 Cudbear 10 00 10 00 Cupri Sulph. 10 00 10 00 Dextrine 10 00 10 00 Diacetyl 68 00 68 00 Emery, all numbers 8 00 8 00 Emery, po 8 00 8 00 Epigota, (tbl. 70) 50 00 50 00 Flake White 12 00 12 00 Galla 12 00 12 00 Gambier 70 00 70 00 Gelatin, French 40 00 40 00 Glassware flint, 70x10 by box 60x10, less 15 00 15 00 Glue, Brown 12 00 12 00 Glue, White 23 00 23 00 Glycerina 23 00 23 00 Grana Paradisi 15 00 15 00 Hydrarg Chlor, Mite 75 00 75 00 Hydrarg Chlor, Cor 65 00 65 00 Hydrarg Oxide Eubrun 25 00 25 00 Hydrarg Ammoniat 21 00 21 00 Hydrarg Unguentum 40 00 40 00 Ichthyocolia, Am 1 25 00 1 25 00 Indigo 75 00 75 00 Iodine, Resubl. 4 00 04 10 00 Iodoform 10 00 10 00 Liqueur Arsen et Hydrarg Iod 27 00 27 00 Liqueur Potass Arsenitica 10 00 10 00 Lupulin 85 00 85 00 Lycopodium 10 00 10 00 Macis 80 00 85 00 Magnesia Sulph, (tbl. 1 1/4) 2 00 2 00 Mannia, S. P. 50 00 50 00 Morphia, S. P. & W 3 25 00 3 25 00 Morphia, S. M. Y. Q. & C. Co. 3 25 00 3 25 00 Nux Vomica, 1st 70 00 70 00 Nux Vomica, (po. 20) 10 00 10 00 Pepsin Saac, H. & P. D. Co. 25 00 25 00 Pepsin Liq, N. C. 1/2 calls, doz 20 00 20 00 Pepsin Liq, quarts 21 00 21 00 Piper Nigra, (po. 25) 18 00 18 00 Piper Alba, (po. 30) 35 00 35 00 Pix Burgun 14 00 15 00 Plumbi Acet. 14 00 15 00 Potassa, Bitart, pure 40 00 40 00 Potassa, Bitart, com 40 00 40 00 Potass Nitras, opt 80 00 80 00 Potass Nitras 70 00 70 00 Potass Sulph, com 1 00 02 50 Pyrethrum, boxes, H. & P. D. Co., doz 61 00 61 00 Pyrethrum, pv 10 00 10 00 Quassia 10 00 10 00 Quinia, S. P. & W 40 00 40 00 Quinia, S. German 40 00 40 00 Rubia Tinctorum 12 00 13 00 Saccharum, 1st 50 00 50 00 Salicin 20 00 20 00 Sanguis Draconis 40 00 50 00 Santonine 50 00 50 00 Sapo, W 80 00 80 00 Sapo, M 80 00 80 00 Sapo, G 15 00 15 00 Scedidiz Mixture 20 00 20 00 Sinapis 18 00 18 00 Sinapis, opt 20 00 20 00 Soda Boras, (po. 9) 7 1/2 00 7 1/2 00 Soda et Potass Tart 33 00 33 00 Soda Carb 40 00 40 00 Soda, Bi-Carb 40 00 40 00 Soda, Anh 30 00 30 00 Soda Sulph, 1st 50 00 50 00 Spts. Ether Co 50 00 50 00 Spts. Myrica Dom 62 00 62 00 Spts. Myrica Imp 62 00 62 00 Spts. Vini Rect, (tbl. 2 08) 62 00 62 00 Strychnia, Crystall 61 00 61 00 Sulphur, 3/4 24 00 24 00 Sulphur, Roll 24 00 24 00 Tamarinds 80 00 80 00 Terenbenth Venice 38 00 38 00 Theobroma 50 00 50 00 Vanilla 6 00 06 10 00 Zinc Sulph. 70 00 70 00

WHALE. Whale, winter 80 75 Lard, extra 60 60 Lard, No. 1 45 45 Linseed, pure raw 45 45 Linseed, boiled 45 45 Peas Foot, winter str 45 45 Spirit Turpentine 38 40

PAINTS. Red Venetian 1 1/2 1 1/2 Ochre, yellow Marseilles 1 1/2 1 1/2 Ochre, yellow Bermuda 1 1/2 1 1/2 Putty, commercial 2 1/2 2 1/2 Putty, strictly pure 2 1/2 2 1/2 Vermilion, prime American 10 00 10 00 Vermilion, English 10 00 10 00 Green, Peninsular 10 00 10 00 Lead, red strictly pure 60 00 60 00 Lead, white, strictly pure 60 00 60 00 Whiting, white Spanish 50 00 50 00 Whiting, Gliders 40 00 40 00 White, Paris American 1 10 1 10 Whiting, Paris English 1 10 1 10 Pioneer Prepared Paints 1 20 00 1 20 00 Swiss Villa Prepare Paints 1 00 02 30

VARNISHES. No. 1 Turp Coack 1 10 02 10 Extra Turp 1 00 02 10 Coach Body 1 00 02 10 No. 1 Turp Furnish 1 00 02 10 Extra Turp Damar 1 50 02 50 Japan Dryer, No. 1 Turp 70 00 70 00

APPROVED by PHYSICIANS. Cushman's MENTHOL INHALER. In the treatment of Catarrh, Headache, Neuralgia, Hay Fever, Asthma, Bronchitis, Sore Throat and Severe Colds, stands without an equal.

HAZELTINE & PERKINS DRUG CO., WHOLESALE DRUGGISTS! Have now in Stock and Invite Your Order for the

HOLIDAY TRADE. An Elegant Line of PERFUMES. Put up in the following styles: Match Safes five styles! Christmas Cards ten styles! Fancy Plush Boxes Hand Lamps two sizes Night Lamps Embossed Boxes Vases four styles Slippers two sizes Bisque Figures Watches Tumblers Pitchers Boots Jugs

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.

THE LATEST DISCOVERY. Dr. Zappala's Celebrated Preparation Safe and Always Reliable. Indispensable to LADIES. ALL THE DRUGGISTS. Wholesale and Retail. Write for Circulars, Three Rivers, Mich. Trade supplied by Hazeltine & Perkins Drug Co., G'd Rapids, Mich. Wholesale and Retail. Detroit and Chicago.

GRAND RAPIDS, - MICH.

**Michigan Tradesman.**

**MERCHANT'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 almost create in the mind of the reader the impression that he was slightly out of temper when he wrote it. This I am loth to believe, for I think there was in my article nothing which should irritate any reasonable person.

True, I asked for facts. That was not unfair, for Mr. Howig assumes to teach all the merchants who read THE TRADESMAN—a pretty large constituency—how to mend their ways and make more money. When a candidate for the position of teacher seeks a school, the examining board says, "What do you know? Prove your competency and your certificate is ready." Whenever an aspirant for office was named to Napoleon I, he was accustomed to say, "What has he done?"

Mr. Howig wants no controversy. In this we agree and, I have asked for none. I asked for "bread," and he has given me a "stone." His time and the space of THE TRADESMAN'S columns are "too valuable." Let me say to the gentleman that there is in the United States no journal 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 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 supposititious case of Mrs. Croesus 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 these 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 "wasplish" were occasioned by a tricky partner and a rascally friend, but have nothing to do with this discussion.

I did not ask, nor care to learn, anything about Mr. Howig's antecedents. I simply wanted him to demonstrate to the satisfaction of the merchants to whom he assumes to lay down laws that he had done a business of any importance, given no credit and made money; or knew someone else who had; and as nearly as I can learn or guess from his letter he is, (1) doing a little "motion" business of certainly less (probably much less) than \$5,000 per annum, else he would have been free to tell us about it; (2) once gave credit, but shut down twenty-five years ago; (3) is now giving credit, in amount controlled, of course, by the limitations of his business, and has in two years lost \$1.35.

The "rub" of the thing is this: After many years of experience, Mr. Howig has chosen a line of business strictly in accordance with his means and capacity, and is conducting the same very much to his own satisfaction. The mistake he has made is one natural to theorists, being the fallacious assumption that the same line of conduct practicable in a small business will, of necessity, be the most successful in a large one; but we all know that a good captain may make a poor brigadier.

In the absence of facts, we will suppose that Mr. Howig is doing a business of \$1,000. 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 sum. His credit sales would increase in a ratio corresponding with the extent of his business, and instead of \$1.35, some fine January morning there would probably be \$1,350 on the books, for which he would be glad to get 25 cents on the dollar. The gentleman will object to this way of putting it, but in his own words there is no "half-way house to stop at."

The above is written in sober earnest, and, if the words seem to have the air of a petty jest, let me remind the reader that the whole business of Mr. Howig is but a trifling affair, yet he, by his own confession, gives credit and keeps a book. As to saying "No," I presume that most of us, who also extend a limited credit to customers whom we think responsible, enunciate that particular monosyllable twenty times to Mr. Howig's once. That the Business Men's Association will "almost or quite root out" the "parasitic system," is too much to be expected. It will merely modify it, I do

live to see the day when the most of the merchants of Michigan—wholesale or retail—will refuse credit to those whom they deem responsible.

In conclusion, let me say that, as a body, merchants are not theorists. Each bases the conduct of his business upon the lessons he has learned, and earnestly seeks improvement on these wherewithal he is likeliest to find it. This is why we read THE TRADESMAN. But when some little man, with a bigger gas meter in his abdomen than the rest of us may chance to possess, gets upon his hind legs and says, with a sweet smile upon his beaming countenance, and his benevolent hands extended over the broad State of Michigan, "Do as I have done and you will be rich and happy," we have an undoubted right to say in reply, "Give us the facts," MERCHANT.

Shurtleff Bros., general dealers, Cross Village: "No TRADESMAN means no business."

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43 and 45 Kent Street.  
**STANLEY N. ALLEN, Proprietor.**

**WE DO ONLY FIRST-CLASS WORK AND USE NO CHEMICALS.**  
Orders by Mail and Express Promptly Attended to.

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

**TIME TABLES.**  
Grand Rapids & Indiana.

GOING NORTH		GOING SOUTH	
Trains	Arrives	Trains	Leaves
Traverse City & Mackinaw Ex.	8:45 a.m.	Cincinnati Express	7:15 a.m.
Traverse City & Mackinaw Ex.	11:30 a.m.	Fort Wayne Express	11:45 a.m.
Traverse City & Mackinaw Ex.	7:30 p.m.	Cincinnati Express	4:40 p.m.
Cardiac Express	9:40 p.m.	Traverse City & Mackinaw Ex.	10:30 p.m.
Saginaw Express	11:25 a.m.	Traverse City & Mackinaw Ex.	7:30 a.m.
Saginaw Express	10:30 a.m.	Traverse City & Mackinaw Ex.	4:10 p.m.

**Muskegon, Grand Rapids & Indiana.**  
Leaves 6:30 a.m. Arrives 10:10 a.m.  
11:00 a.m. Arrives 4:30 p.m.  
4:40 p.m. Arrives 8:30 p.m.

**Detroit, Lansing & Northern.**  
Grand Rapids & Saginaw Division.  
Saginaw Express 7:30 a.m.  
Saginaw Express 4:10 p.m.

**Chicago & West Michigan.**  
Leaves Arrives  
Mail 7:45 a.m. 3:30 p.m.  
Night Express 11:30 a.m. 5:45 a.m.  
Night Express 11:30 p.m. 11:30 p.m.

**Newaygo Division.**  
Express 4:30 p.m. 4:30 p.m.  
Express 8:35 a.m. 10:30 a.m.  
All trains arrive and depart from Union Depot.

**Lake Shore & Michigan Southern.**  
Kalamazoo Division.  
Leaves Arrives  
N. Y. Mail 7:45 a.m. Grand Rapids 9:45 a.m.  
N. Y. Mail 7:30 a.m. Kalamazoo 4:40 p.m.

**Detroit, Grand Haven & Milwaukee.**  
GOING EAST.  
Steamboat Express 6:30 p.m. 6:30 p.m.  
Through Mail 10:40 a.m. 10:40 a.m.  
Evening Express 3:30 p.m. 3:30 p.m.  
Mixed Express 5:30 a.m. 11:30 a.m.

**Michigan Central.**  
Grand Rapids Division.  
DEPART.  
Detroit Express 6:15 a.m.  
Day Express 1:10 p.m.  
Atlantic Express 3:50 p.m.  
Mixed 6:30 a.m.

**Duluth, South Shore & Atlantic Railway.**  
WEST EAST  
11:30 a.m. Grand Rapids (Arrive) 10:30 a.m.  
1:30 p.m. Grand Rapids (Leave) 1:30 p.m.  
1:30 p.m. Grand Rapids (Arrive) 1:30 p.m.  
1:30 p.m. Grand Rapids (Leave) 1:30 p.m.

**GEORGE'S Bug Finish!**

READY FOR USE DRY. NO MIXING REQUIRED.

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

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

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

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

Barlow & Star, hardware dealers at Coldwater, Mich., writes as follows under date of May 14: "We sold 2,000 pounds of 'Bug Finish' last year. It is rightly named 'Bug Finish,' as it finishes the entire crop of bugs with one application. We shall not be satisfied unless we sell three tons this year, as there is already a strong demand for it. Please send us ten barrels (3,000 pounds) at once."

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

MANUFACTURED BY  
**Anti-Kalsomine Co., Grand Rapids.**

**SEEDS FOR EVERYBODY.**

For the Field or Garden.  
If you want to buy  
**CLOVER OR TIMOTHY SEED**

Or any other kind, send to the  
**Seed Store,**  
71 CANAL ST.,  
**W. Y. LAMOREAUX.**

Grand Rapids, Mich.

**WANTED.**

Butter, Eggs, Wool, Potatoes, Beans, Dried Fruit, Apples and all kinds of Produce.

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

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Reference: FIRST NATIONAL BANK, Chicago.  
MICHIGAN TRADESMAN, Grand Rapids.

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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 thoroughly dried lumber of any kind. Designs furnished when desired.

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THE GREAT STUMP AND ROCK  
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Strongest and Safest Explosive Known to the Arts. Now is the time to Stock Up for Farmers' Trade.  
Mail orders promptly filled.  
**L. S. HILL & CO.,**  
19 and 21 Pearl St., Grand Rapids, Mich.  
Also wholesale dealers in Gunpowder, Ammunition, Guns, Fishing Tackle and all other articles of the kind.

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**Wholesale Hardware.**

With Additions Lately Made to Our Business, We now Think We have the

**FINEST AND MOST COMPLETE HARDWARE STORE**

In the State of Michigan.

Our Facilities for doing Business have been much Improved and we feel better able to meet all

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We Solicit Orders or Inquiries for anything wanted in the line of Hardware.

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Preserves and Jellies.

**DAMSON, BLACKBERRY JAM,**  
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**PEACH, FIG, APRICOT, Etc., Etc.**

10 B Wooden Box, 5D Tin Pail, 2 D Glass Jar, 1 D Glass Jar.

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WHOLESALE  
**CROCKERY, GLASSWARE,**  
**LAMP GOODS AND STONWARE.**

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Positively the finest kettle for cooking any kind of food. Those who try it will have no other.  
Cheapest Preserving Kettle. Absolutely Fire Proof. Not affected by Heat or Acid.  
Factory Prices.  
2 quart..... per doz. \$4.00  
3 quart..... " " 6.00  
4 quart..... " " 8.00

**Sherwood's Incomparable Fine Glazed Stoneware.**



Dark. White.  
Stew pans 1/4 gal. doz. 1.50 1.75  
" 1 " " 2.00 2.25  
Milk pans " " " .75 .90

**SHERWOOD'S**  
1/4 gal. Pres. Jars doz. .75  
1/2 " Butter Crock " 1.00  
White Lined " .90 1/4 gal. Preserve Jars. Stone Cover. .90  
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White Lined " 1.50 " " " 2.25  
2 gal. Butter Crock " 3.00 1/4 Tomato Jugs and corks. .90  
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Tea Pots, Coffee Pots, Ice Mugs, Sealing wax, five pounds in package per pound .20

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60 BARS—60 POUNDS IN A BOX.  
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P. S.—A full line of my fine milled Toilet Soaps kept in stock by Messrs. Jennings & Smith, the best value in the market.

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1 x Ax Handles	-	-	-	\$ .75
2 x " "	-	-	-	1.25
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3 x Dbl. Bit	-	-	-	1.50
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