

# The Michigan Tradesman.

VOL. 5.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 2, 1887.

NO. 215.

## 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. PERCE, Vice President.  
H. P. BAKER, Cashier.  
**CAPITAL, - - - \$300,000.**  
Transacts a general banking business.  
Make a Specialty of Collections, Accounts  
of Country, - - - - - - - - - - - - - - -  
- -

**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.

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



**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 22-12.



CALL FOR  
**SCHUMACHER'S ROLLED OATS.**  
From the best White Oats.  
Oatmeal, Parboiled, Flaked 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 & TENTS**  
Horse and Wagon Covers,  
Oiled Clothing,  
Feed Bags,  
Wide Ducks, etc.  
Flags & Banners made to order.  
73 CANAL ST., - GRAND RAPIDS.

**M**  
Muzzy's Corn Starch is prepared expressly  
for food, is made of only the best white corn  
and is guaranteed absolutely pure.

**Z**  
The popularity of Muzzy's Corn and Sun  
Gloss Starch is proven by the large sale,  
aggregating many millions of pounds each  
year.  
**Z**  
The State Assayer of Massachusetts says  
Muzzy's Corn Starch for table use, is per-  
fectly pure, is well prepared, and of excel-  
lent quality.  
**Z**  
Muzzy's Starch, both for laundry and table  
use, is the very best offered to the con-  
sumer. All wholesale and retail grocers  
sell it.

**SALT FISH**  
Bought and Sold by  
**FRANK J. DETTENTHALER,**  
117 Monroe St., Grand Rapids.  
Oysters the Year Around

**SHERWOOD HOUSE.**  
The Travelling Man's Favorite.  
**CHARLOTTE,** - MICH.  
Re-fitted and Re-furnished.  
Sample Rooms on First Floor.  
First-Class in all its appointments.  
M. F. BELGER, Proprietor.

## 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.

**Earl Bros., Commission Merchants,**  
157 South Water St., CHICAGO.  
Reference: FIRST NATIONAL BANK, Chicago.  
MICHIGAN TRADESMAN, Grand Rapids.

## 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.**

## 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.  
3 West Bridge St., Grand Rapids.  
Telephone 374.

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

**EDWIN FALLAS,**  
PROPRIETOR OF  
**VALLEY CITY COLD STORAGE,**  
JOBBER OF  
Butter, Eggs, Lemons, Oranges.  
And Packer of  
**SOLID BRAND OYSTERS.**  
Facilities for canning and jobbing oysters  
are unsurpassed. Mail orders filled promptly  
at lowest market prices. Correspondence ad-  
mitted. A liberal discount to the jobbing  
trade.  
217, 219 Livingston St.,  
**Grand Rapids.**

**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 Pinch 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  
Pinch the better.—Independent Grocer.

**J. H. MYERS**  
Manufacturer of Harness and Collars  
at Wholesale and Retail, 78 Canal street,  
Grand Rapids, has the finest line to select  
from in the city. Give him a call. None  
but experienced workmen employed.

## Telfer Spice Company,



SOLE MANUFACTURERS OF  
**ABSOLUTE SPICES,**  
—AND—  
**Absolute Baking Powder.**  
100 PER CENT. PURE.

## Auxiliary Associations,

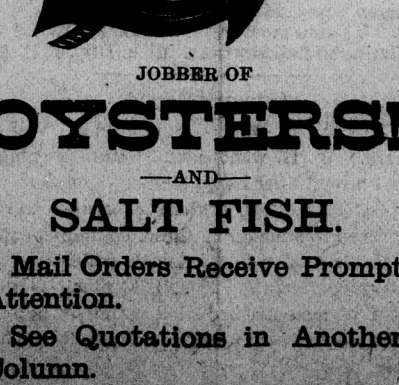
Wishing to procure outfits for their Col-  
lection Departments, are invited to exam-  
ine the following quotations, which are for  
fine work on good quality of paper:  
**FULL OUTFIT--\$15.**  
30 Books Blue Letters, 50 in book.  
500 Record Blanks.  
500 Notification Sheets.  
250 Last Calls.  
500 Envelopes.  
**HALF OUTFITS--\$10.**  
500 Blue Letters, old style.  
250 Record Blanks.  
250 Notification Sheets.  
125 Last Calls.  
500 Envelopes.

In place of old style Blue Letter in above  
\$10 Outfit we can substitute 10 books Blue  
Letter in latest form, as recommended by the  
recent State convention, for \$12.50.  
Prices in other quantities furnished on ap-  
plication  
**FULLER & STOWE COMPANY,**  
ENGRAVERS and PRINTERS,  
49 Lyon St, 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. T. LAMOREAUX.**  
Grand Rapids, Mich.

**F. J. DETTENTHALER,**  
JOBBER OF  
**OYSTERS!**  
—AND—  
**SALT FISH.**  
Mail Orders Receive Prompt  
Attention.  
See Quotations in Another  
Column.



## THE ZULU TRADER'S CRIME.

Written Especially for THE TRADESMAN.

Years, with their summers and winters,  
their joys and sorrows, have passed away,  
since the good ship "Andy," her long and  
wearying voyage over, cast anchor in one of  
the extensive bays of Southern Africa. How  
eagerly and anxiously her many passengers  
looked across the belt of heaving waters to-  
ward the land, which, low at first, gradu-  
ally rose into ranges of lofty hills, stretching  
far into the distance. Most of them had  
crossed the ocean and bidden adieu to their  
kindred, in the hope of finding, amid its  
secluded valleys, some "forest sanctuary,"  
where the bonds of the world that had hith-  
erto chafed them might not be felt and their  
efforts at earning a livelihood for them-  
selves and children be more easily reward-  
ed.

Foremost among them stood a man whose  
appearance and bearing bespoke him as one  
fitted to cope, and successfully, with the  
world, in whatever phase it might present  
itself. But it was not so; and Henry John-  
son, despite years of unwearying effort, now  
stood gazing on the shores of the far south,  
a world-worn and almost penniless man,  
and one whose spirit was embittered and  
his heart hardened, by seeing others, whom  
he deemed less worthy, victors in the arena  
where he could achieve nothing.

While he thus stood pondering, with con-  
tracted brow, on what might be the result  
of this last decisive step of immigration, a  
clear, childish voice by his side exclaimed,  
"Let me see, father."

Immediately the stern expression passed  
away, and with a bright smile he raised the  
little girl to where she might easily look  
over the bulwark.

Henry Johnson was devotedly attached to  
his wife and family; but dearer than all  
was his little fairy Kate, as fair and beauti-  
ful a child as the eye need wish to rest up-  
on, with soft, dark earnest eyes, looking  
forth from among her clustering curls as  
though the misfortunes of her parents had  
dispelled the joyous beams of childhood,  
and awakened her already to the realities of  
life, and a sweet smile playing upon her  
rosy childish lips, as if, in the buoyancy of  
her innocent spirit, hoping and trusting in a  
brighter future.

And the child's trust seemed not mis-  
placed, for brighter days soon began to dawn  
upon them. Henry Johnson purchased a  
small trader's store in Pretoria, in the  
Transvaal, paying for a portion of the stock  
only. But time and perseverance carried  
him on, and in the course of a few years  
was quite prosperous.

And for a while Henry Johnson was a  
happy and contented man; his loved ones  
were growing up around him, beautiful and  
joyous, and the humble competence he had  
once sighed for was theirs. But it sufficed  
not long. With prosperity, loftier ideas  
awoke in his breast. He would deem of the  
proud future that—could his wishes be real-  
ized—might be in store for his promising  
sons and beautiful daughters, in some high-  
er sphere; and how, in years to come, they  
re-visit their fatherland and look  
scornfully down on those who, in former  
days, had despised himself!

Occupied with such visions, discontent  
began to take possession of his heart. It  
would be years—many years—ere by his  
little store he could hope to obtain such re-  
sults.

Of the many objects man pursues with  
avidity, gold is not the one that most fre-  
quently eludes him, for there are many  
ways in which it can be obtained. And one  
of these presented itself to Johnson.

Riding, one day, with a neighbor into  
Heidelberg, on their way they passed an ex-  
tensive and beautiful farm, and on a rising  
ground saw a large, well-built house peep-  
ing from among the trees. Johnson com-  
mented upon the beauty of the scene.

"Its owner's name is Massey," said his  
companion, "some twenty years ago he was  
no better off than you or I."  
"How did he make his money?" demand-  
ed Johnson.

"Trading among the Zulus."  
A Zulu trader! It was singular that had  
never occurred to him, though he was aware  
that large fortunes had been made, were  
being made, by taking into Zululand arti-  
cles manufactured in England and trading  
with the Zulus for ivory, skins, etc.

The business at Pretoria had so much im-  
proved Johnson's circumstances, that there  
was no difficulty in carrying out his new  
scheme; and a very short time saw him de-  
part into Zululand with two wagons heav-  
ily loaded, his two trusty drivers, and two  
boys, on the first of many journeys that  
brought more wealth beneath his roof than  
it had ever covered before.

For two or three years he carried on this  
business. Everything seemed to prosper,  
and with these feelings acting as a fresh in-  
centive to exertion, Johnson started on an-  
other expedition into Zululand. He had  
gained the territories of a chief called Kuku,  
and was endeavoring to trade him snuff for  
ivory, when, in the midst of the discussion  
that attends every mercantile transaction  
with the avaricious Zulus, the chief turned  
away, saying,  
"You want too much for the brown pow-

der; I will not give it, but I will give you  
ten times as much for black."

He stopped abruptly, and fixed his bright  
eyes on Johnson as though eager to discover  
if his meaning was understood, and how his  
proposition was received.

The trader turned aside as if he heard it  
not. Nevertheless, it was both heard and  
comprehended. So the quick-witted Zulu  
suspected, and he resumed:

"Yes, I would give much ivory, white as  
the snow on yonder mountains; many skins,  
many horns, to him who brings me the  
black powder and the sticks that throw  
lead. His wagons will be so heavy his ox-  
en scarce can draw them away, and he will  
never need to cross the rivers any more, but  
may sit in the sun before his kraal, and  
make his women hoe his corn."

Still Johnson answered not, but the Zu-  
lu's words struck a wild chord in his heart.  
Could he but bring himself to do the chief's  
bidding, the gold over whose tardy coming  
he had so lately sighed would at once be  
his. His children would be no longer com-  
pelled to live in a savage land and his dar-  
ling Kate, over whose welfare he gave more  
than an ordinary father's anxiety, might  
shine in the society for which she was so  
eminently qualified. But he shrank from  
the means by which these objects might so  
easily be attained; for, by carrying powder  
and arms across the border—save for his  
own protection—he would break the laws of  
the land wherein he had prospered and been  
blessed. He had been eager in his haste for  
gold; he had bought cheap and sold dear,  
and he had exacted from everyone the ut-  
most possible profit; but he had broken no  
law, and shrank from so doing. He bade  
the temptation flee, but it would not.

The spirit of gain was upon him, and entered in-  
to this plan. It haunted him day and night,  
and shed a golden hue on the wrong-doing.  
Once more he was preparing for another  
journey to Zululand. At length the day  
came for his departure.

"Let me see your cheeks brighter on my  
return," he said, as he kissed Kate fondly  
and was taking his leave. "Don't you  
know I mean to make you a lady?"

"I have no wish to be a lady, father," she  
said, with a smile; "if I can only do what is  
right as I am, it will suffice my ambition."

"Tush, girl; you don't know what you  
say," replied her father, hastily. "Ere long  
my beautiful Kate will be rich."

Kate sighed, as though she had no such  
dreams; but her father did not hear it—he  
was already watching the departure of the  
wagons, for whose safety he seemed more  
anxious than usual. Little did those around  
suspect they contained a secret whose dis-  
covery would be the owner's ruin. He had  
not been able to withstand the temptation.

The speculation turned out even better  
than Johnson had ventured to hope. The  
guns and ammunition arrived unsuspected  
at the kraal of Kuku, and in the joy of his  
heart at obtaining such forbidden treasures,  
the old chief was liberal far beyond what  
the trader had expected. The finest ivory  
and the most valuable skins were given, al-  
most without limit, and Johnson departed  
from the kraal a far richer man than when  
he had entered it.

"I am now a happy and enviable man,"  
he reflected, as he mounted his horse. "I  
have lived to gain wealth." And in his ex-  
ultation he did not think that to attain his  
end he had offended the law and placed  
weapons in the hands of savages.

In the same spirit of self-congratulation  
he entered his home. There the sight of  
Kate, and her innocent trust of him, check-  
ed his gladness for a moment, but he quick-  
ly put down his conscience. He told his  
family he had been more than usually suc-  
cessful, but nothing more.

And now, Johnson had resolved on relin-  
quishing the trade by which he had gained  
so much and make preparations for return-  
ing to his native country. But before this  
could be done, he must dispose of his prop-  
erty; and with that end in view he again  
left home for Heidelberg, where he knew  
he could find a liberal purchaser.

He was on his return from Heidelberg.  
He was happy, for he had again prospered  
and made an advantageous transfer of his  
property. And, as he rode along, his  
thoughts wandered into the future, where  
he saw no harder toil for his children than  
gathering flowers in the bright sunshine of  
the world, and the fairest would be gath-  
ered by his beautiful Kate. At length he  
returned to the present. Absorbed in these  
bright thoughts, he had not watched the  
way, and had strayed far from the right  
road. Farther on, however, was a path  
that led from another direction to his home.

The sun was sinking low in the heavens  
as he cantered over the flat beyond whose  
farther edge he lived, and in the coolness of  
approaching dusk all the inhabitants of the  
wilds seemed arousing to life and activity.  
The birds were fitting among the trees, the  
insects floated in the gloom and the very air  
seemed teeming with life. He approached  
the edge of the declivity and his home lay  
before him. He stopped abruptly, and  
gazed down as one lost in wonder, raised  
his hand and passed it quickly across his  
forehead as though to clear his vision, then,  
uttering one loud cry of agony as the truth

burst upon him, rode rapidly down the hill.

The cottage, around whose inmates he  
had but now been raising such fairy struc-  
tures, was no longer visible, and where it  
had stood a column of gray smoke was curl-  
ing upward, telling a tale of ruin, but of  
what extent as yet he knew not, although  
he was gazing on his vanished home and  
standing beside the spot which was once his  
hearth. There was none by to tell him if  
the beloved ones by whom it had been shared  
had escaped, or if he now looked on their  
funeral pyre. He gazed hurriedly and an-  
xiously around. A person riding rapidly  
down the hill met his eye, and he sprang  
towards him.

It was his oldest son. He was ashy pale,  
and his hand trembled as he gave it to his  
father in silence.

"My wife—my children?" groaned John-  
son, in a tremulous voice.

Still the boy was silent, but he drew away  
his hand, and covering his face with both  
sank upon the grass in anguish he could no  
longer control.

"My darlings! my precious ones! Has it  
come to this?" exclaimed the bereaved man,  
wringing his hands in agony. "Are you  
all taken from me—you for whom I toiled—  
you for whom I even sinned? Tell me, my  
boy, tell me the truth!"

And the boy told him, between his sobs,  
the tale of having gone to a neighbor's farm  
and losing his way prevented his reaching  
home sooner, and the two servants who had  
escaped, one had gone along the Heidelberg  
road in search of him, while the other had  
hurried off to Blume's farm, to tell of how  
the Zulus had burst upon them at dead of  
night, and how they two had fled in the  
darkness, and under cover of the trees had  
witnessed the fierce savages deal death to  
all around, and had even seen the beautiful  
Kate—her father's pride—shot by a tall Zu-  
lu, while she was making an attempt to save  
her mother. And then the trader's vast  
stores of ivory and skins were raided and  
his cattle driven off; and, finally, firing the  
house, the murderers departed, carrying  
their plunder with them.

"Who was the Zulu chief that has so be-  
reft me?" exclaimed Johnson, breathlessly.

"I don't know—I never thought to ask,"  
replied the boy. "But here is something  
that may tell, perhaps, and he lifted a new  
ride from among the long grass where it had  
lain hidden.

"My sin has overtaken me!" cried the  
wretched man. "It is one of the guns I  
sold to Kuku! Oh, I am well punished!  
My children, it is your father who is your  
murderer!"

The Zulu chief had resolved to regain  
possession of the valuable goods he had  
traded for the weapons and had thus accom-  
plished his purpose.

The violence of Johnson's self-upbraid-  
ings did not serve to allay the anguish of  
his soul. He wandered away, no one knew  
where, a sad and solitary man, with the  
ghost of his own evil forever haunting him.

RELIEF.

mmensity of the Clothing Business.

"An extensive wholesale clothing estab-  
lishment must be conducted with the great-  
est skill and economy in the management  
of every department," says a manufacturer  
engaged in that line of trade. "The cloths  
are bought months before the season when  
they are to be worn, in order to give time to  
make them up. The cloths are to be cut,  
the buttons, thread, linings, etc., are to  
be supplied and a careful account in every  
department must be kept before the work is  
given out. The large houses employ  
superior cutters, and the workmen and  
workwomen generally use sewing ma-  
chines, which their wages enable them to  
hire or to pay for in small weekly or month-  
ly installments. As the cloth is bought  
long before it returns to the clothier in gar-  
ments, and as his goods are sold sometimes  
on credits of several months, the business  
requires a large capital, and a large amount  
of money is needed for the weekly payment  
of the hands. In New York, thousands of  
people work for the clothiers, and, besides,  
many garments are cut, here and sent to  
workwomen throughout the country, who  
make the clothes and return them. Thus,  
in addition to the vast amount of work fur-  
nished to those immediately employed in  
and near the city establishments, the cloth-  
iers supply the means of livelihood to  
thousands of farmers and laborers' wives  
and daughters in the interior towns and  
other centers with which communication is  
frequent and easy by railroad."

The Sequence of the Craze for Cheapness.

Dr. Lucas in Druggists' Circular.  
If every druggist and physician were  
strictly honest, many of the evils complain-  
ed of would not exist. If the public would,  
or could, always exercise a just sense of  
discrimination, merit and honesty would re-  
ceive their reward. But unfortunately this  
craze for cheapness and want of discrimina-  
tion lowers the standard, and the honest  
man, as a matter of self-preservation, is  
forced to fall—imperceptibly at first—into  
a groove that tends only to dishonor. The  
consumer, the public, inevitably falls into a  
pit mostly made by its own hands.  
The doctor of to-day acknowledges his  
weakness by the confusion he creates. Sim-  
plicity of methods in the practice of medi-  
cine brings the greatest success. The mul-  
titude of remedies and the craze for some-  
thing new to reach the unattainable only  
ends in disastrous experimentation. It is a  
fraud for a physician to palm off on the un-  
suspecting public something he knows noth-  
ing about. Seven-tenths of the prescriptions  
written at the present day are automatic.  
The doctors must discard this sham, be true  
to themselves, be honest, use common sense  
in treating their cases.







## KEYSTONE WORKERS.

Semi-Annual Convention of the Pennsylvania Association.

The third semi-annual meeting of the Retail Merchants' Protective Association of Pennsylvania convened at St. George's hall, Philadelphia, last Tuesday, with about 150 delegates in attendance.

The address of President Harbaugh recounted the particulars attending the organization of the Association on January 18, and its incorporation three months later. He congratulated the members on the absence of sectional or personal dissensions, and on the effectiveness of the collection system. Referring to the educative influence of Association's work, he said:

"The influence of Association work is educative. No one can attend and take part in the work without being benefited. Thought is excited and the mind broadened and strengthened thereby. In order that members should be better fitted to take part in discussion, one or more good trade papers should be taken and read. But little progress can be made by those who do not become readers as well as active workers in the Association. It is a means of education superior to the school-room and debating society, just as actual business is superior to theoretical business training. These facts are beginning to be appreciated already and will soon become apparent to all observers. To this we may add the education acquired by using the trade press to your personal advantage. Writing for a paper is a mode of self-improvement not generally appreciated except by those who are tried in that purpose. Our official paper gives space to advantages to the members of local associations; hence, I would recommend such, especially, to our members. I might here say, as a matter of justice to our official paper, that it has been the means of placing Pennsylvania in the front ranks to-day, just as the official papers of New York, Michigan and the New England States have done for their States."

The benefits, finally, to the publishers so far bear no comparison to the benefits they have contributed to the retail trade. Until members all take their official paper and read it, they will not appreciate the fact that it has here set forth. The man who confesses that he reads no trade paper, is a witness to his own uniformity to be ranked among those who are engaged in elevating the trade.

The President recommended that further legislation be secured to control peddling and the sale of prize goods; that measures be devised to secure inter-state co-operation in the collection system, roll of honor and fraternal features; that a delegate be sent to the conventions of the Michigan and New York State associations; that delegates be sent to the pure food convention; that a State Roll of Honor be formulated; that a uniform system of credit be devised; that a state organizer be constituted; that a badge be designed as the emblem of the Association. The President thanked the officers and members of the Association for the encouragement and support extended him in the discharge of his duties, and bespoke a continuance of the same.

The balance of the morning session and the entire time of the afternoon session was devoted to the reports of delegates from the local Associations. The reports were uniformly favorable, showing much activity in many cases. The Pennsylvania associations take a somewhat different scope than the Michigan organizations. The delinquent feature is paramount in importance, as in Michigan, and the suppression of the peddler seems to be the next in order. Early closing and the cultivation of a feeling of fraternity also play important parts. The public improvement feature, as advocated in Michigan, is not known to the Pennsylvania associations. But one association in the State has taken up the regulation of peddlers—Philadelphia—where a profit of one cent a pound is regularly maintained on granulated sugar.

The question of whether a man who owes an outlawed account should be considered a delinquent and refused credit on that account, provoked an animated discussion, which culminated in the postponement of the subject for a day.

The Secretary presented his report on a State Roll of Honor, recommending that such a work be entered into. The report was referred to the Committee on Resolutions.

An amendment to the constitution, raising the price of charters from \$5 to \$10, was postponed until the next meeting.

Papers were read as follows: "A Bureau of Information," T. C. Dalziel, Pittsburgh; "The Present Freight Classification," J. C. O'Donnell, Pittsburgh; "The Horse Insurance Fund," Wm. Glasgow, Philadelphia; "Crediting Delinquents," S. B. Charters, Pittsburgh; "The Education of the Trade," Jos. Smedley, Philadelphia; "Honorary Membership," W. J. Sharpless, McKeesport; "Should There Be a State Organizer?" T. J. Oliver, Philadelphia; "How Can the Peddler Be Abated?" B. F. Jarrett, Philadelphia.

President Harbaugh stated that at the first convention of the Association there were twenty-one delegates present; that at the second convention there were sixty-five delegates, whereas the present convention comprises 130 delegates. This announcement was greeted with applause.

The Association declared itself in favor of horse insurance, and recommended the plan presented in the paper of Mr. Glasgow to the consideration of auxiliary associations. At the opening of the second day's session the following papers were read: "An International Roll of Honor," Elisha Winter, New York; "Selling Goods on Sunday," W. H. Tumbleston, Philadelphia; "Guaranteed Sanitary Condition," Weight, Count, Measure, Tare and Uniformity of Packages," Eber James, Chester. On motion of Percy F. Smith, President Harbaugh was elected a delegate to the pure food convention at Washington.

The report of Secretary Stevenson presented, showing a total auxiliary membership of 3,740, embodying thirty-eight associations; receipts of \$1,553.46; total disbursements of \$1,406.71, leaving a balance in the treasury of \$134.75.

The salary of the State Secretary was raised from \$800 to \$600 per year. Interesting papers were read as follows: "The Cash and Credit System Compared," W. H. Nelson, Chester; "Inter-State Co-operation and Trade Fellowship," Wm. H. Coughtry, Albany; "The Cost of Retail Store Service," T. N. Barrett, New York; "Ultimate Results of Trade Organization," J. J. Foran, Philadelphia.

The Committee on Resolutions presented the following report, which was adopted: **Resolved**, That the new trunk line classification of freight tends to prevent retail merchants from choosing in what market they shall buy their goods and tends to limit competition for their trade and is against public policy and should be condemned by all free-minded citizens.

**Resolved**, That we are not opposed to a

classification which favors car-load lots, but that we are opposed to so great a difference as now exists between car loads and less quantities, and believe the difference should not exceed ten per cent.

**Resolved**, That a copy of these resolutions be forwarded to the Interstate Commerce Commission.

**Resolved**, That we pledge ourselves to buy no goods from manufacturers peddling or hawking their goods from house to house, in detriment to the retail dealers of the State.

**Resolved**, That we recommend to the Legislative Committee the propriety of procuring an act similar to the prize-goods law now in force in New York State, and which provides a penalty for the sale of merchandise accompanied with a present, gift, or scheme of any kind.

**Resolved**, That this Association hereby re-affirms its former declaration in favor of an entire suspension of business upon the Sabbath.

**Resolved**, That it is the sense of this Convention that the State and their attendant penalties are a benefit and as such are recommended by the Association throughout the State.

**Resolved**, That the State Secretary be directed to ascertain the cost of a suitable gold badge for members of the Retail Merchants' Association of Pennsylvania.

**Resolved**, That we create an honorary membership.

After adopting a resolution thanking the officers for their faithfulness, the convention adjourned. In the evening a banquet was tendered the delegates and invited guests by the Philadelphia Retail Grocers' Association and on the day following the same organization gave their visitors a delightful ride on the Delaware River.

**The Drummer to His Grip.**  
Full many a weary mile old Grip,  
We've traveled o'er together,  
Both in sunshine and the storm—  
In every kind of weather.

How many hours you've waited, Grip,  
Alone in some hotel,  
While I was selling piles of goods,  
Or "getting scooped" like—well.

I never was profane, old Grip,  
You never heard me swear—  
Not even when that bottle broke,  
And I'd no shirt to wear.

How often you've "held down the seat,"  
Like me, you've stooped to grip,  
While I went to the smoking car,  
With friends to take a sn—smoke.

I've trusted you with secrets, Grip,  
In fact, you hold some now,  
Which, were they known to folks at home,  
Would raise an awful row.

You've kept my secrets well, old Grip,  
At home and "on the road,"  
Like me, you've stooped to grip,  
Though scores and scores of times, old friend,  
You've carried a "heavy load."

You've seen me shed some tears, old Grip,  
When no one else was nigh,  
And often tried to comfort me  
With drinks of good old rye.

We've seen some hard times, too, old Grip—  
Like me, you've stooped to grip;  
Sometimes, like me, you've empty been,  
And sometimes "fuller'n a goose."

Yet I never saw the time, Grip,  
When you were really drunk,  
Though often times I've had to "preach"  
To our old "sample trunk."

We're gray-haired rusty chaps, old Grip,  
And don't look very fine;  
The ladies never notice us,  
As when we used to shine.

You know the reason too, old Grip—  
They know the way we've seen;  
So they "catch on" to newer grips  
And traveling men in green.

Oh, well, we've seen the time, Grip,  
When we were left the train,  
It was to leave some gentle heart  
Just fluttering with pain.

And you could tell of letters, Grip,  
And faces, sweet and fair,  
Which have left day after day  
In your most sacred care.

Well, we are aged now, old Grip—  
I'm forty-nine you're seven;  
Soon you'll be laid upon the shelf,  
I—sailing off toward heaven.

But we will stick together, Grip,  
The longest that we can,  
For, next to woman, there's no friend  
Like Grip to a traveling man.

**Purely Personal.**

O. A. Ball spent last week among the leading lumber camps of Northern Michigan.

J. R. Odell, the Fremont druggist and banker, has returned from a business trip to Montana.

H. B. Fairchild moved out of his former home Monday, into his new house at 590 Wealthy avenue.

W. T. Roxbaugh, late of Reed City, succeeds John Reardon as clerk for F. Fairman, at Big Rapids.

L. Winternitz has returned from a two weeks' visit to New York, Philadelphia and Pittsburgh, looking up specialties for his house.

Henry Idema, local manager of the Bradstreet Co., left Monday for a week's trip along the lake shore, including Manistee, Pentwater and Ludington.

Wm. D. Carey, formerly engaged in the produce commission business at Muskegon, is now engaged in the real estate and loan business at Arkansas City, Kansas, under the style of Stoll & Carey.

The editor of THE TRADESMAN has returned from his fortnight's Eastern trip, during which time he attended the annual convention of the Pennsylvania Retail Merchants' Association as a delegate from the Michigan Business Men's Association.

THE TRADESMAN was favored Thursday with a pleasant call from J. H. Woodward, the Frankfort clothier. His evident pre-occupation and unusual haste to terminate the interview, led to inquiries which developed the fact that he had that morning led to the altar Miss Beatrice Lee, one of Frankfort's fairest and most accomplished daughters, and that they were then on their wedding trip to Chicago and other Western points.

E. J. Keate, agent for the Star Union Line, becomes general agent of the G. R. & L. Railway to-day, the office of contracting agent having been abolished. Mr. Keate will discontinue the office at 7 Canal street and make his headquarters at 93 Monroe street, Morton House block. He still maintains his connection with the Star Union Line. This change is one of many which have been brought about by the re-organization of the Star Union Line, with a view to better service.

**Michigan Business Men's Association.**  
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First Vice-President—Paul P. Morgan, Monroe.  
Second Vice-President—S. L. Lamm, Orono.  
Secretary—E. A. Stowe, Grand Rapids.  
Treasurer—L. E. Briggs, Grand Rapids.  
Executive Board: President, Secretary, Geo. W. Hubbard, Flint; W. E. Kelsey, Ionia; Irving F. Clapp, Alpena.  
Committee on Trade Interests—Smith Barnes, Traverse City; Chas. T. Bridgman, Flint; H. E. Fargo, Muskegon.  
Committee on Legislation—Frank Wells, Lansing; W. E. Kelsey, Ionia; Neal McMillan, Rockford.  
Committee on Transportation—J. W. Milliken, Traverse City; Jno. F. Stanley, Battle Creek; Wm. Belton, East Saginaw.  
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Official Organ—THE MICHIGAN TRADESMAN.

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No. 2—Lowell B. M. A.  
President, N. B. Blain; Secretary, Frank T. King.  
No. 3—Sturgis B. M. A.  
President, H. S. Chubb; Secretary, Wm. J. Horn.  
No. 4—Grand Rapids B. M. A.  
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No. 5—Muskegon B. M. A.  
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No. 25—Palo B. M. A.  
President, Ira S. Jeffers; Secretary, L. H. Few.  
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President, L. W. Sprague; Secretary, E. J. Clark.

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C. E. Scudder, Secretary of the Breckenridge B. M. A., writes: "Those present at our last meeting reported good success from the Blue Letters already sent out."

E. E. Chapel, Secretary of the Ada B. M. A., writes: "One of our members has just secured the payment of an account of eleven years' standing through our Association."

The Pennsylvania Association, at its recent convention at Philadelphia, met with the same difficulty in getting hotels to live up to promises that the Michigan Association has encountered. Arrangements were made with the Continental Hotel to entertain delegates at the uniform price of \$2.50 per day, but when "settling day" came the rate was made \$3.50 instead.

Bill Nye's Experience as a Milker.

Bill Nye is out with a lecture on "The New South," in which he makes the following reference to the dairy business:

The butter there isn't good. It is young, but powerful. They don't work the butter enough, and they work the cows too much. If they would work the butter more and the cows less, it would please the people who have to partake of both.

I used to be able to milk cows. There was one I used to milk before I was sent to the seminary. Then I came back, changed in appearance, with my cane's hair mustache. The cow didn't know me. If I remember rightly she was a very naughty cow, with a low forehead, but she wore her tail high. I addressed a commonplace remark to her as I went to milk her. I told her to "so!" she soed. I told her to "hoist!" and she hoisted, but she overdid it. I heard a dull, sickening thud, and when my parents came out they found their son I lacked them if the barn was still standing and if they got all the fragments. If I was cast on an island with a companion and a cow, I would wait until my companion would die, and then chloroform the cow and try to milk her. At present I buy my milk from a milkman. I trust him, and I would be satisfied if he would do the same by me.

**Good for Western Jobbers.**

A little law was pushed through the last Congress limiting the jurisdiction of the United States courts to cases involving at least \$9,000, exclusive of interest. At first it struck people that this law would merely tend to reduce business in the said courts and cut down the receipts of clerks and commissioners. It is now stated that the Western dealers in the East and consequently to cut off much small dealing from East to West and throw it into the hands of Western jobbers. This is because the Eastern merchant suing for small sums, when necessary in the West has no recourse to the United States court where procedure is regular, business-like and easy; but must deal with circuit courts and under a different law in every State.

**Palo Organized.**

The business men of Palo have organized under the name of the Palo Business Men's Association, and become auxiliary to the State Association. The following are the officers:

President—Ira S. Jeffers.  
Vice-President—H. M. Mandeville.  
Secretary—H. D. Few.  
Treasurer—C. B. Johnson.  
Executive Committee—E. Rork, E. B. Sunderlin, C. B. Johnson.

**THE FACES OF UTILITY AND ECONOMY**  
IN STORES  
SHELVING  
Koch's Patent  
Adjustable  
Shelf Brackets  
SHELF BRACKETS  
CAN BE READILY PUT UP BY ANY ONE AND MOVED EASILY AS STOCK ONE BRACKET SUITABLE FOR VARIOUS WIDTHS OF SHELVING.  
PATENTED OCT. 19, 1887.  
Manufactured by KOCH A. B. CO.  
PEORIA, ILL.  
Liberal discount to the trade, or parties first putting up these brackets in any locality.

**FROST'S PATENT BOX FASTENER**  
C. E. RICHMOND, PAT. 257,139  
MFGS. ALL KINDS OF PACKING & SHELF BOXES.  
Shipping Cases, Egg Crates, etc.  
4 and 6 ERIE ST.  
Grand Rapids, Mich.

**STEAM LAUNDRY,**  
43 and 45 Kent Street.  
STANLEY N. ALLEN, Proprietor.  
WE DO ONLY FIRST-CLASS WORK AND USE NO CHEMICALS.  
Orders by Mail and Express Promptly Attended to.

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

**Augers and Bits.**  
Ives, old style.....dis 60  
N. H. C. Co.....dis 60  
Douglass.....dis 60  
Pierces.....dis 60  
Snell's.....dis 60  
Cook's.....dis 40  
Jennings, genuine.....dis 25  
Jennings, imitation.....dis 50  
Spring.....dis 40

**Barrows.**  
Railroad.....\$ 14 00  
Garden.....net 33 00

**Bells.**  
Hand.....dis \$ 60 & 10 & 10  
Cow.....dis 60  
Call.....dis 60  
Door, Sargent.....dis 60

**Bolts.**  
Store, new list.....dis \$ 0  
Carriage new list.....dis 70 & 10  
Sleigh Shoe.....dis 70  
Wrought Barrel Bolts.....dis 60  
Cast Barrel Bolts.....dis 60  
Cast Barrel, brass knobs.....dis 40  
Cast Square Spring.....dis 60  
Wrought Barrel, brass knobs.....dis 60  
Wrought Square.....dis 60  
Wrought Sunk Flush.....dis 60  
Wrought Bronze and Pinned Knob.....dis 60  
Flush.....dis 60 & 10  
Ives' Door.....dis 60 & 10

**Braces.**  
Barber.....dis \$ 40  
Bauckus.....dis 50 & 10  
Spofford.....dis 50  
Am. Ball.....net

**Buckets.**  
Well, plain.....\$ 3 50  
Well, swivel.....\$ 4 00

**Cast Loose Pin, Berlin bronze.....dis 70 & 10  
Cast Loose Pin, genuine bronze.....dis 70 & 10  
Wrought Narrow, bright fast joint.....dis 60 & 10  
Wrought Loose Pin.....dis 60 & 10  
Wrought Loose Pin, acorn tip.....dis 60 & 10  
Wrought Loose Pin, Japanese.....dis 60 & 10  
Wrought Loose Pin, Japanese, silver tipped.....dis 60 & 10  
Wrought Inside Blind.....dis 60 & 10  
Wrought Brass.....dis 75  
Blind, Clark's.....dis 70 & 10  
Blind, Parker's.....dis 75 & 10  
Blind, Shepard's.....dis 70**

**Caps.**  
Ely's 1-10.....per m \$ 65  
Hick's C. F.....60  
G. D.....35  
Mouse, choker.....35  
Mouse, delusion.....\$ 1 50 & 9 doz

**Cathrides.**  
Rim Fire, U. M. C. & Winchester new list 50 & 10  
Rim Fire, United States.....dis 50 & 10  
Central Fire.....dis 50 & 10

**Chisels.**  
Socket Firmer.....dis 70 & 10  
Socket Framing.....dis 70 & 10  
Socket Corner.....dis 70 & 10  
Socket Sicks.....dis 70 & 10  
Barton's Socket Firmer.....dis 20  
Cold.....net

**Combs.**  
Curry, Lawrence's.....dis 40 & 10  
Hotchkiss.....dis 25

**Cooks.**  
Brass, Racking's.....60  
Bibb's.....60  
Beer.....40 & 10  
Fenn's.....60

**Copper.**  
Planished, 14 oz cut to size.....\$ D 28  
14x12, 14x16, 14x20.....81  
Cold Rolled, 14x16 and 14x20.....23  
Cold Rolled, 14x18.....23  
Bottoms.....23

**Drills.**  
Morse's Bit Stock.....dis 40  
Taper and Straight Shank.....dis 40  
Morse's Taper Shank.....dis 40

**Files.**  
Com. 4 piece, 8 in.....doz net \$ 75  
Corrugated.....dis 20 & 10 & 10  
Adjustable.....dis \$ 4 & 10

**Expansive Bits.**  
Clar's, small, 118 00; large, 238 00.....dis 28  
Ives', 118 00; 2, 234 00; 3, 230 00.....dis 25

**Files—New List.**  
American File Association List.....dis 00 & 10  
Dietson's.....dis 00 & 10  
New American.....dis 00 & 10  
Nicholson's.....dis 00 & 10  
Heller's.....dis 50 & 10  
Heller's.....dis 50

**Galvanized Iron.**  
Nos. 16 to 30, 22 and 24, 25 and 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50.....dis 28  
Discount, 60.

**Gauges.**  
Stanley Rule and Level Co.'s.....dis 50

**Hammers.**  
Maydole & Co.'s.....dis 25  
Kip's.....dis 25  
Yerkes.....dis 40 & 10  
Mason's Solid Cast Steel.....30 to list 60  
Blacksmith's Solid Cast Steel, Hand.....30 to 40 & 10

**Kidder Wood Track.**  
Barn Door Kidder Mfg. Co., Wood track 50 & 10  
Champion, anti-friction.....dis 00 & 10  
Kidder wood track.....dis 40

**Clarks, C. B. S.**  
State.....dis 60  
per doz, net, 9 50

Screw Hook and Strap, to 12 in. 4 1/4 14 and longer.....	75
Screw Hook and Eye, 1/4.....	70
Screw Hook and Eye 1/2.....	84
Screw Hook and Eye 3/4.....	74
Screw Hook and Eye, 1.....	74
Strap and T.....	dis 70

Pots.....	60
Kettles.....	60
Spiders.....	60
Gray enameled.....	50

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## The Michigan Tradesman.

### DICK BLUMRICH'S STORY.

The Stores of Russia as Described to Ben Head.

"I know, Ben Head, if I tell you of a conversation I had with the Czar of Russia you will have it in THE TRADESMAN and then all the boys will read it and say 'that's all right, but I'm something of a liar myself' and I don't like to have them think that way about me," said Dick Blumrich the other day, as he cut off 5 cent's worth of Climax and charged the man 10 cents for it. "When I had this talk with my friend Aleck, Czar of Russia and General Division Superintendent of the Solar System and part of Otsego county, I told him that I wouldn't mention it when I got back to the States, but I value the intellectual advancement of the public more than I do the friendship of the Czar. I tell you, it makes me tired when I see my fellow men groping with a pall of ignorance hanging over them like the shadow of a great crime and I want to do all I can to relieve them. It makes me so do gasted, infernally torrid to see a man go out of this store and walk two miles and a half in the rain to find a store where they will take a Canadian two dollar bill at par, when I was willing to take it at one per cent. discount. I recognize this mental deficiency in the human race, and I often weep and grow despondent, but with a superhuman effort I shake off this dejectedness and the result is that the air is immediately filled with rectangular pieces of wisdom. But I monkey with the original topic.

"I was in Russia a few years ago, and while there I noticed the manner in which the Russians conduct their mercantile affairs. The principal productions of that country are shining domes and Nihilists, the latter, however, having such a bulge on the market that it is not improbable that they will be the chief product in the near future. There is a division of opinion among people as to what part of the country is the best adapted for the Nihilist. The prevailing belief is that the best place for an able-bodied chunk of nihilism is either a six foot hole in the ground or the balmy meadows of Siberia. After years of careful study scientists have come to the conclusion that a Nihilist thrives the best on tallow candles and revenge, the latter served with or without dynamite.

"The article which is in the largest demand in the retail store is the bomb. It is sold in different sizes and comes cheaper in dozen lots with the usual cash discount. You must not confound the bomb of Russia with the bum of America. The American article delight in the physical and intellectual calm which characterizes each of the twelve men who sit before a court and go to sleep while hearing evidence.

But the bomb of Russia is brimful of restless ambition, is easily excited and when not in a perfect state of repose is prone to appear too everlastingly and overwhelmingly unanimous to win much of the admiration of those in the immediate vicinity.

"The average store in the smaller places is a frame building covered with a coat of white wash and a mortgage. An air of negligence and garlic is a noticeable feature about the store. The shelving is rough and without paint, while here and there about the walls hang the usual display of advertisements. A picture of a life-sized bomb in the act of disseminating told the public that one cake of Celluloid Soap would last a family a life-time. Beneath this were the beautiful words, "While there is dynamite there is hope." "Chew American Tallow" was the request printed on another sign, which contained the delightful announcement that "The Czar is Dead. Bully for Tige."

"When a customer comes in and gets some goods and walks away saying that he is busted the proprietor takes down a small can of nitro-glycerine and drops it by the fellow with the remark that that is too thin and then the delivery boy sweeps out what is left and calmly whistles "White Wings."

"It may be incidentally remarked that there are no flies on a Russian store-keeper or his outside man. "The delivery boy always carries a pound can of dynamite in his wagon. When he takes an order to a house and after knocking at the back door for fifteen or twenty minutes without a response he does not get excited and wish the people were in a place where ice houses are conspicuous by their absence—no, he does not do that, but simply throws his can at the door and that settles it or more practically speaking opens it and after leaving the groceries he winds his way merrily back to the store.

"While in Russia, I accepted an invitation to call on my friend Aleck. I strolled toward the palace, where his nibs boards, somewhat cautiously as I did not wish, in leaving Russia, to leave by the way of the sky. I noticed that several persons took this eccentric mode of departure and while it was pre-eminently successful it was not particularly fraught with pleasant memories. On reaching the palace, I was shown into the presence of his nibs by the Tooty Much a Hi of the Royal Kitchen. I said "Good morning, Aleck," so as to let him know that I was used to mingling with the nobility, and after saying several bright, pleasant chestnuts in my kindest manner, I asked him how his folks were getting along, and if he would say a little about his early days.

"You are aware, Dick," said he, "that my father, the former High Duke de Kaskako

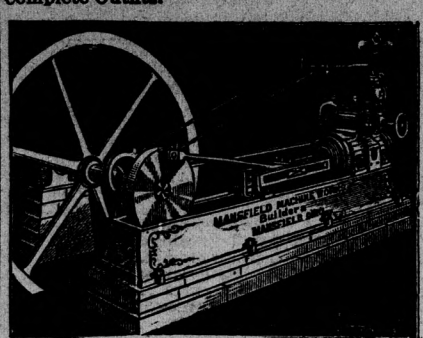
of this section of the globe is no more. In speaking of any Czar of this country, I must needs have a care because it is impossible to handle a Czar without more or less dynamite along with him. My father was a man of XXX, no discount for cash, sort of a fellow who stood way up with other members of our retail association. He would have lived to a mouldy old age had he not, one day while sweeping out the store, stepped on a piece of dynamite which had been thrown down by a farmer. I never saw father act so strange before in my life. Under the impulse of the moment he flew into a passion and from there into a cracker barrel, and then without a word of explanation he darted away into the far off subsequently. His abrupt departure excited considerable surprise and comment among court circles, but it was not until it was announced in the trade journal that there would be a family re-union of his anatomy, that it was fully realized the extent of territory the old man was capable of covering without exerting himself. From my earliest infancy I have been a resident of this country, though some historians have given Omaha as my birthplace. The first two years of my life I spent indoors and never during that time did I exchange words with other members of our family. It fully three years before I became at all conversant with the Russian dialect, but now I can talk it with one hand tied behind me."

"Say, Dick Blumrich, do you think I am going to sit here and have you jam such a lot of wind into my ears, well not if the court knows herself and I think she recognizes the photograph.

"It turned out just as I expected. When I want to give the public an idea of foreign places so that they won't appear so dod gasted ignorant the only thanks I get for my trouble is to be classified with common, every day liars. Hiawatha, did you say? How much? Five cents' worth? All right. Say, Ben, where're you going? It beats the dutch that a man can't relate an experience without being treated in this way."

BEN HEAD.

## PORTABLE AND STATIONARY ENGINES



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

## CHASE BROTHERS PIANOS

GRAND RAPIDS MICH

Buy of the manufacturer and save freight and dealer's commissions. Factory, 61, 63 and 65 South Front St. Office and salesroom, 92 Monroe Street.

## BRAUTIGAM BROS.,

MANUFACTURERS OF  
Cant Hook Handles, Whippetrees, Neck  
Yokes, Spinning Wheels and Job  
Turning Of All Kinds.  
MAIL ORDERS SOLICITED.  
NORTH DORR, - MICH.

## CINSENC ROOT.

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

## The Standard of Excellence KINGSFORD'S

Oswego

"Pure"



"Silver"

Gloss"

## STARCH.

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

THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME!

ALWAYS ASK YOUR GROCER FOR THESE GOODS.

WE CALL YOUR ATTENTION TO OUR

## Provision Department

We Carry a Large Stock of all kinds of  
Dry and Salt Meats and

## BUTTERINE.

We buy of First Hands and Will Not Be  
Undersold by anybody.

Cody, Ball, Barnhart & Co.

## HENRY IVES,

Manufacturer of Mattresses & Pillows.

258 CANAL STREET.

SPECIAL PRICES  
ON LARGE  
LOTS.

GRAND RAPIDS,

Michigan.

WRITE FOR  
PRICES  
AND SAMPLES.

## TRY OUR CELEBRATED

TRADE MARK  
"BEE" CHOP" JAPAN TEA.

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

J. H. THOMPSON & CO.,

59 Jefferson Ave., Detroit, Mich.

## RINDGE, BERTSCH & CO.,

MANUFACTURERS AND WHOLESALE DEALERS IN

## BOOTS AND SHOES.

AGENTS FOR THE

BOSTON RUBBER SHOE CO.

14 and 16 Pearl Street, - Grand Rapids, Mich

## FOR A LIMITED TIME ONLY

We will give free with every order for ten boxes of either of our following brands of soap

"HARD WATER," "LINEN" "SWEET SIXTEEN" & "MERMAID,"

one of Pershing's Patent Petit Ledgers, comprising 1,000 pages, with buyer's heading printed thereon.

OBERNE, HOSICK & CO., Chicago, Ill

A. Hufford, Gen'l Agent,

Box 514, Grand Rapids.

## VINDEX

THE BEST

## 5-C. CIGAR

In the World.

STRAIGHT HAVANA LONG FILLER,  
SUMATRA WRAPPER.

## CLARK, JEWELL & CO.,

Sole Agents for Western Mich.

## SPRING & COMPANY,

JOBBERS IN

## DRY GOODS,

Hosiery, Carpets, Etc.

6 and 8 Monroe St., Grand Rapids.

## HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY.



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

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

Write for Prices.

44, 46 and 48 So. Division St., GRAND RAPIDS, MICH.

L. M. CARY.

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## CARY & LOVERIDGE,

GENERAL DEALERS IN

Fire and Burglar Proof

## SAFES

Combination and Time Locks,

11 Ionia Street, - Grand Rapids, Mich.

## C. AINSWORTH,

JOBBER IN

## WOOL

CLOVER, TIMOTHY SEED and BEANS.

Parties Wishing to Buy or Sell above are Invited to Correspond.

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

## CURTISS, DUNTON & ANDREWS

## ROOFERS

Good Work, Guaranteed for Five Years, at Fair Prices.

Grand Rapids, - - Mich.

## The "GOOD ENOUGH" Family



Lamps are filled direct  
by THE PUMP without  
lifting the Can. The Fill-  
ing Tube adjusting to suit  
the height of any lamp.  
Any overflow or drippings  
are returned to the Can  
through an opening in the  
center of the top. When  
closed the Filling Tube  
enters this opening, pre-  
venting evaporation from  
EITHER PUMP OR CAN.



## OIL AND GASOLINE CAN!

EVERY LIVE DEALER SHOULD SELL THEM.

The Most Practical Large Sized Can in the market and the ONLY Pump Can which  
closes PERFECTLY AIR TIGHT preventing evaporation from either Can or Pump

HALF A MILLION IN ACTUAL USE!

Though imitated in Appearance, by no means Equaled in Merit.

Its recognized Qualities and increasing Popularity has induced imitations and its  
would-be competitors are trying to follow—their eyes fixed on the "GOOD ENOUGH"—

—The Bright Star That Leads Them All.

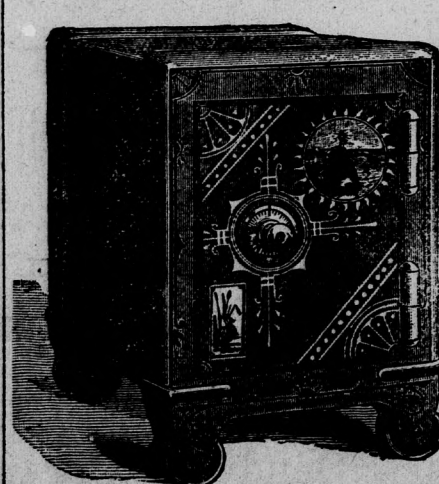
DON'T BE HUMBLED by cheap and worthless imitations and SO-CALLED  
air tight Cans. Buy the ORIGINAL—the GENUINE OLD RELIABLE

"GOOD ENOUGH" and guarantee your customers

ABSOLUTE SAFETY AND THE GREATEST POSSIBLE CONVENIENCE.

MANUFACTURED BY  
Winfield Manufacturing Co., Warren, O.

ASK YOUR JOBBER FOR THESE CANS. INSIST ON HAVING THEM.  
TAKE NO OTHER.



## SAFES

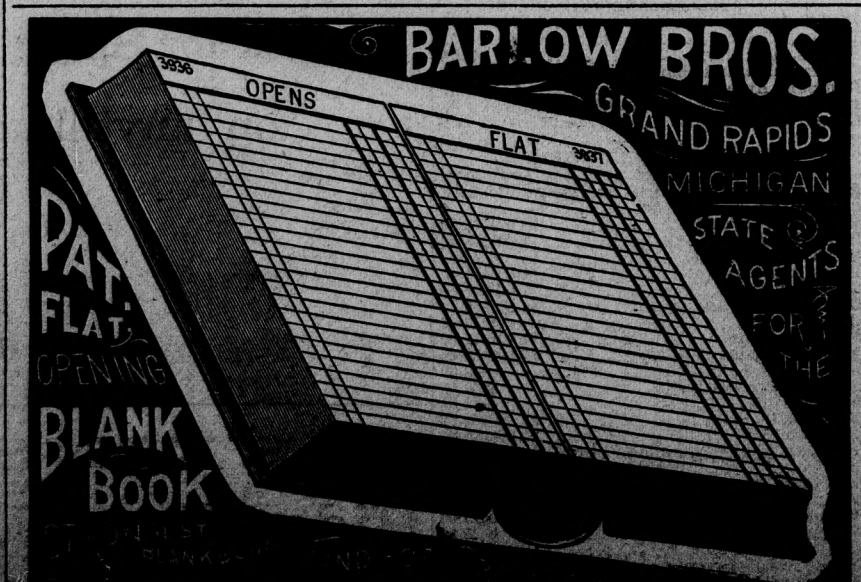
We manufacture a line of Fire Proof  
Safes that combine all the modern im-  
provements and meet with ready sale  
among business men and dealers of  
all kind.

Any business house can handle our  
Safes in connection with any other  
line of goods without additional ex-  
pense or interference with any other  
business.

Weight. Inside Measure. Outside Measure. Retail  
No. 2, 250 lbs. 12x8x5 1/2 in. 23x14x19 in. \$30  
No. 3, 500 lbs. 15x10x10 in. 28x18x19 in. 35  
No. 4, 700 lbs. 18x14x12 in. 32x22x21 1/2 in. 45

Liberal Discounts to Trade.

ALPINE SAFE CO., Cincinnati, O.



## BARLOW BROS.

GRAND RAPIDS

MICHIGAN

STATE AGENTS

FOR THE



## The Michigan Tradesman.

### LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written Especially for THE TRADESMAN.

Before a person inserts his proboscis into the affairs of other people it is well to take a brief mental inventory of the possible consequences. If he is liable to put himself in a position to be regarded as a meddlesome intruder it is policy for him to turn the smelling apparatus in another direction. If he can discern, as a possible consequence of the premeditated act, the loss of time and money, selfishness, if not common sense, should suggest to him that his interference in a matter in which he is not personally concerned would be unwise and injudicious.

But as policy and selfishness ought not to constitute the motive power of the human being, and as every citizen should have an interest in the welfare of his fellow men, the preservation of law and order, and the defeat and punishment of fraud and trickery and every species of dishonesty, the occasion often arises when an individual feels it a duty to interfere in matters which do not immediately concern him, and in which his advice and assistance are not solicited. Were there no cohesiveness of the better elements of humanity, and every law-respecting and law-abiding person shut himself up like a clam in the shell of his own personal honor, morality and integrity, and left the conservation of law, and order, and common decency entirely to those who are subsidized to protect society, it is very evident that, if he had few sins of commission, his sins of omission would tip the balance heavily against him.

The foregoing remarks are suggested by calling to mind a little experience of a Michigan merchant, many years ago. I will call his name Fairchild. When the numerous bank failures of '73 began Fairchild was doing a prosperous business in a prosperous town, and had every reason for congratulating himself on his financial situation. But the collapse of a heavy New York firm forced the local bank to a lengthy suspension, and as Fairchild had a heavy deposit, which he was on the eve of the drawing out to pay maturing indebtedness, he suddenly found himself seriously crippled. As his principal, and only important creditor, however, was a New York firm, with whom he had transacted business for years, and who, naturally, ought to have implicit confidence in his honesty, and ultimate ability to adjust affairs, he had very little fears of a summary winding up of his trade.

Thinking that a personal interview would be more satisfactory than correspondence, Fairchild hurried to the city and was at once closeted with the head of the house.

A half-hour's conversation, and the exhibition of a few documents fully convinced the wholesaler that a little time and temporary assistance would enable his customer to meet his obligations fully, and he cheerfully granted the wished for extension, and in addition invited him to lay in all the stock he could use, and draw upon the firm for the amount due his other creditors.

This important matter happily and satisfactorily settled, Fairchild left the office for his hotel. It was a warm pleasant evening, and he walked slowly up the street, stopping frequently to admire the various display of goods in the brilliantly lighted windows and contentedly puffing a fragrant gift from his late acquaintance. When nearly approaching his destination he passed before a jewelry store. Through the clear plate glass the whole of the magnificent interior glowed and sparkled under the gas jets and every object was distinctly visible. Before a counter stood a handsomely dressed lady, looking at what was evidently a tray of diamond rings. Just at the moment when Fairchild caught sight of her the clerk's head was turned for an instant, and the observer saw her, plainly and unmistakably, conceal one of the jewels about her person. His first impulse was to pass on, but, as he said afterwards, "I had always passed as a law-abiding and law-respecting citizen, and I had always argued that it was every honest man's duty to expose, and assist in the punishment of, any fraud or crime that came to his knowledge. Here is a valuable piece of property stolen, and I am the only witness. If I complain I shall undoubtedly have some trouble over the matter but, nevertheless, I'm going to convince myself that I'm consistent, and practice what I preach. And I went into the store."

A polite salesman came forward to wait upon him, but without heeding his enquiring look that suggested a trading transaction, he wrote rapidly on the back of a card:

"I saw that woman appropriate one of your diamond rings."

The clerk looked at him sharply, and even suspiciously, for a moment; glanced in the direction of the party indicated, and then quietly handed the card to the individual who was waiting on the culprit. The salesman looked incredulous, but instinctively ran his eyes over the tray. Then he said sternly and decidedly:

"Madam! I'll trouble you for eighty dollars!"

"What do you mean, sir?"

"I mean that I want eighty dollars for that ring you selected!"

"But I haven't selected any ring!"

"Oh come now; that won't do! the ring's

gone, and no one but you and I have touched the tray!"

Well, to make the narration as brief as possible, the young woman refused to acknowledge the theft; went into hysterics, and a guardian of the law was called in, and the offender, clerk and witness speedily found themselves in a police station. The justice who happened to be holding a late session of court, directed the searching of the prisoner by a female attendant, but the ring had disappeared, having, without doubt, been thrown away. After reviewing the testimony of the witnesses the magistrate said:

"Although the property has not been found there is unmistakable evidence that it was purloined. I shall hold the accused in one thousand dollar bonds, and, as this witness says that he is not a resident of the city, I shall require him to furnish security for the same amount, that he will be present when the case is ready for trial."

The prisoner and witness were consigned to their respective cells; the former being released on bail in less than an hour.

As the merchant who had, a few hours before, treated him so kindly and considerately was the only party in the city to whom he could reasonably appeal, the unfortunate advocate of the duties of citizenship called for pen, ink and paper, and indited an epistle to that individual, carefully detailing the situation in which he was placed, and minutely describing the causes that led to his incarceration. The next morning he received a letter in reply, couched in something like the following language:

SIR—As the young lady whom you so vividly and causelessly accused of a heinous crime is my niece, and a person absolutely incapable, by reason of birth, education and associations, of perpetrating the offense which you charge to her, it would be manifestly absurd and unreasonable for me to put in an appearance as your champion. I regret that your singular mania for detective work has placed you in your present unpleasant condition, and before this affair is settled I am inclined to believe that you will also regret ever having left your rural home and bucolic associations, to indulge in amateur police work.

All that remains to be told is that the blue-blooded thief was discharged with an apology; that Fairchild, after ten days' confinement, was released, with a severe reprimand, and that when he arrived at home he found the sheriff in charge of his establishment. A resurrection of his bank enabled him to save a portion of his property, but, in his own language: "I always estimated that my attempt to prove my consistency, to myself, cost me at least one-half of all I was worth at that time."

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

## NOVELTIES!

Sailor Hat Perfume	-	-	-	-	-	\$ .75
Plug " " small	-	-	-	-	-	.75
" " " large	-	-	-	-	-	1.75
Tooth Pick " round	-	-	-	-	-	1.75
Slipper " small	-	-	-	-	-	.90
" " medium	-	-	-	-	-	1.25
" " large	-	-	-	-	-	2.00
Cornicopia " " "	-	-	-	-	-	2.00
Chair " " "	-	-	-	-	-	2.00
Cat Tooth Pick Perfume, large	-	-	-	-	-	2.00
China Shoe Perfume, large	-	-	-	-	-	2.50

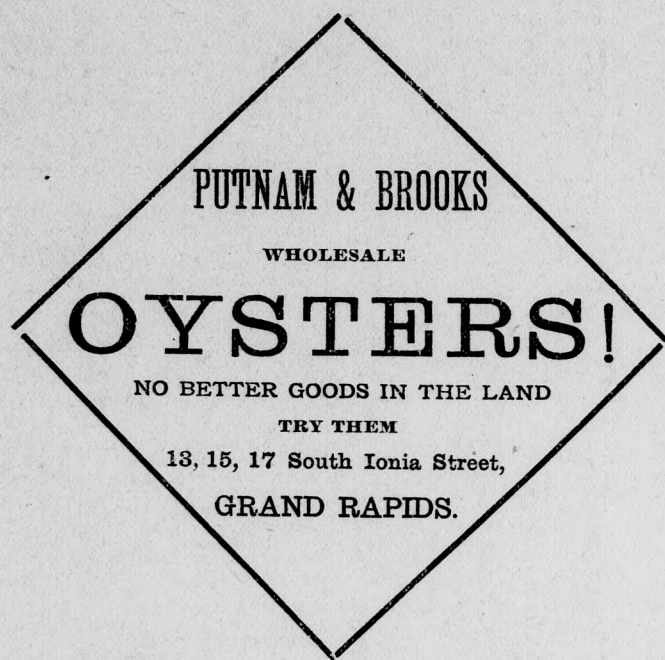
All above in assorted colors.  
ORDERS BY MAIL SOLICITED.

## Jennings & Smith,

38 and 40 LOUIS STEET,

Grand Rapids, - - - Mich.

Mention Tradesman.



## 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 comfort and pleasure to its guests.

The Traveling Public are cordially invited.

## CHURCH'S Bug Finish!

READY FOR USE DRY. NO MIXING REQUIRED.

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

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

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

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

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

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

MANUFACTURED BY  
Anti-Kalsomine Co., Grand Rapids.

## POTATOES

I am receiving from the potato districts of Northern Michigan large quantities of choice potatoes that I offer to the trade of Southern and Eastern Michigan. Parties in want will receive prompt attention by addressing

## W. T. LAMOREAUX.

71 Canal S.,

Grand Rapids, - Mich.

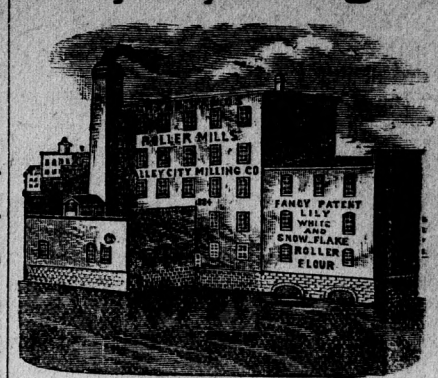
## "CANDEE" Rubber Boots



E. G. STUDLEY & CO., Grand Rapids.

Jobbers of  
Rubber and Oil Clothing of all kinds,  
Horse and Wagon Covers, Leather and  
Rubber Belting and Mill and Fire Department  
Supplies. Send for price list.

## Valley City Milling Co.



### OUR LEADING BRANDS:

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

### OUR SPECIALTIES:

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

Grand Rapids, Michigan.

## IN MAIL

Correspondence a merchant is judged largely by the quality of his

## STATIONERY,

And if you are not supplied with  
LETTER HEADS,  
NOTE HEADS,  
BILL HEADS,  
STATEMENTS,  
ENVELOPES,  
CARDS.

Send to us for Samples and Prices.

CORRESPONDENCE SOLICITED.

## Fulmer & Stowe Company

49 LYON STREET,

Grand Rapids, - Mich.

# BROWN, HALL & COMPANY

Have the Largest and Best Selected Stock of

## FUR ROBES AND HORSE BLANKETS

IN THE STATE OF MICHIGAN.

PLUSH ROBES—\$1.25, \$1.50, \$2, \$2.50, \$3, \$4, \$5, \$6, \$10, \$15 and \$18 each.  
FUR ROBES—\$4, \$5, \$6, \$7, \$8, \$10, \$12, \$15, \$20 and \$25 each.  
FINE FUR ROBES—\$25, \$30, \$50, \$75, \$100 and \$125 each.

CHEAP SHAPED BLANKETS—65c., 75c., 85c., \$1, \$1.25, \$1.50, \$2.  
CHEAP SQUARE BLANKETS—75c., 90c., \$1, \$1.25, \$1.50, \$2.  
FINE WOOL SQUARE BLANKETS—\$1.50, \$2, \$2.50, \$3, \$4, \$5, \$6, \$8, \$10, \$12 and \$15 each.  
SIZES—76x80, 84x90 and 90x96.

## DISCOUNT TO LARGE BUYERS.

## MAIL ORDERS SOLICITED.

Catalogue and Descriptive Price-List Mailed on Application.

You are Invited to Call and Examine Our Large Stock at

20 and 22 PEARL 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.

## P. STEKETEE & SONS,

JOBBERS IN

## DRY GOODS,

AND NOTIONS,

88 Monroe St.,

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

GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers  
American and Stark A Bags } A Specialty.

## AX HANDLES!

1 x Ax Handles	-	-	-	\$ .75
2 x " "	-	-	-	1.25
3 x " "	-	-	-	2.00
4 x " "	-	-	-	2.50
3 x Dbl. Bit	-	-	-	1.50
4 x " "	-	-	-	2.25

C. & D. LANTERNS,

## OIL CANS AND TANKS,

And a General Line of

PAPER & WOODENWARE.

## CURTISS & DUNTON,



## Groceries.

### The Grocery Market.

The sugar situation still continues bewildering. In spite of reports to the effect that the "trust" is going to pieces, several advances have been made and the feeling is very firm. This would seem to indicate that the conflicting elements in the combination had been eliminated and that a campaign of outrageously high prices had been agreed upon. At present writing, the indications are that granulated will touch 7 cents at the refinery before the end of the week.

White beans now command extreme prices, hand-picked home grown readily commanding \$2.50 per bu. The scarcity here has stimulated the importation of German beans, which are equally as good as home grown, but are held at 25 cents per bushel less.

California raisins are beginning to come into market. All so far seen are fine in quality.

The demand for candy is active and prices firm. Nut are steady, except chestnuts, which are a little higher. Peanuts are a shade lower. Figs and dates are firm and unchanged. Malaga grapes are steady and prices are quite low. Oysters are in good request and unchanged.

### Hides, Pelts and Furs.

Hides are dull and lower, only choice selections bringing the outside quotations. Calf skins are utterly unsalable. Tallow is dull and lower. There is no movement in wool to note. A general "don't-care-attitude" seems to prevail in all lines.

### Too Much Water in the Butter.

John Gould writes a cogent article on the above topic to the *Farmer's Review*, from which we take the following extract:

This season I have been revolving in my own mind whether or not there may not be a letting down somewhat of merit in butter, by the introduction of many features that we denounce as dishonesty, progress and labor-saving. One is hearing of all sides that late-date butter does not equal in keeping quality that made years ago by the now somewhat discarded processes. Recent and somewhat close investigation seems to have thrown a little light upon this very point. The fancy butter of the day is made by the granular process, and churned at a lower temperature than by the old system. This granulation enables the butter to hold more water, and its close corporation in the fine butter in the form of brine escapes the maker's observation, and the butter goes into the market with from a third to a half more water in it than by the plan of working instead of washing the butter. Dr. Webber, State chemist of Ohio, found in the samples analyzed by him, from 14 to 32 per cent. of water in market butter, with 12 to 14 per cent. is ample and sufficient to hold in solution all the salt needed for the preservation (?) of the butter. This "perfection" of art leaves a gap wide open for those so disposed to practice a big "dilution," for water can hardly be held as an adulteration, but it makes weight, and so in the end defrauds. That Dr. Webber was not mistaken in the matter, one has but to recall the report of Dr. Babcock, of Cornell, in relation to the butter at the New York Dairy Fair, where a sample of premium butter contained 21 per cent. of water, a fact that should not have been allowed to go unrebuked by the management, for its influence is bad—a word that may in this connection be spelled with capital letters. The creamery men are, I think, the most to blame in this business. To leave in each 100 pounds of butter an unneeded 6 to 10 per cent. of water is to defraud the consumer to a greater degree than to have mixed in six to ten pounds of 6-cent lard, for the lard would have a certain food value, while the salt and water would return to the consumer no value received in any way, shape or form.

This over-abundance of water in butter is no promoter of fine aroma. The excess of moisture in butter gives it a briny taste that is not in any sense a butter flavor; nor can any system of holding it bring it out, but, on the contrary, far too large a per cent. begins to deteriorate the quality at once, and must be eaten quickly, or it soon goes the way of all bad butter. I am a strong believer that the dairymen make a big mistake in not trying more to equalize production, and obviate the necessity of holding butter to regulate the market demands; but on the other hand, I strongly denounce this later-day innovation of selling water at butter prices. Granular butter, churned from ripened cream, is the better way; but it does not imply that a fraud should be practiced under its guise, and I, for one, stand out and ask the same power that legislated against oleomargarine, to give us a standard for butter making, and say of every 100 parts sold for butter, so much shall be water, salt, casein and butter fats, and then hold the maker to its fulfillment, and that with fines and penalties if need be.

I do not wish to be understood as conveying the idea that washing butter injures it or deteriorates its quality. On the other hand, I think no plan of freeing butter from its buttermilk, etc., equals it, for not only is this nearly accomplished, but the sugar is also removed, which last is the fruitful source of butter getting off flavor. It is simply that the plan is abused, as many other good things are perverted, and made vehicles for unlawful gain, and that at the expense of the consumer.

### Wiles of the Successful Traveler.

There seems to be no limit to the resources of a traveling salesman in devising means of making himself popular with the customer and selling his goods. One of the latest schemes we have heard of is practiced by a commercial traveler representing a furniture house of this city. The gentleman in question has learned the art of photography and travels with an amateur outfit. He calls on a would-be customer and asks permission to photograph his store, and offers the proprietor a copy of the picture. One thing leads to another, until the artist informs the merchant that he is also interested in selling furniture. The consequence is that a liberal order is given and both parties made happy. On subsequent trips our salesman takes new views and is a welcome visitor each time.

There seems to be no reason why the traveling representatives of wholesale drug houses cannot follow the example of our enterprising furniture man. Drug men do not have many samples to carry, and could easily manage a small photographic outfit. In

addition to this, drug stores are very nice places to photograph, and the proprietors always ready to stand before the camera. What salesman will try the experiment?

### A Shoe Dealer's Experience.

A shoe retailer, whose experience will, no doubt, be interesting and whose example is worthy of imitation, gives his experience in changing his business from a loose system of buying on credit to a careful one, buying strictly for cash. He says that, while he was always perfectly solvent, so far as excess of assets over liabilities went, he could never pay his bills promptly. The reason was that he bought goods on thirty, sixty and ninety days and bought large bills, keeping his shelves filled with much more stock than he really needed. This kept him all the time worried and pushed him to pay his bills, and his stock being too large, much of it became shopworn. He suddenly resolved to turn over a new leaf and stop buying such large bills and pay cash for what he did buy. He went to work to establish this system, held off from buying until he really began to need stock, then bought only what he did need and paid spot cash. He found the system an infinite improvement on the old one. Now, he has no unpaid bills to worry him, his stock is always fresh and more salable and in every respect the business is more satisfactory. Manufacturers and jobbers would hail with delight a universal change to this method and retailers, no doubt, would find it more profitable.

### An Artful Shopper.

From the *Detroit Free Press*.  
A woman entered a dry goods store and approached one of the clerks. "Please do these up," she said, handing him two old newspapers.

He looked surprised, and she explained. "I ain't out on a regular shopping tower, and ain't agoin' to buy anything, but there's that Mrs. Simpson, that has half of our pew at church, just loaded down with bundles. She'll never know the difference."

"Make it look as much like a silk dress pattern as you can, mister; it'll worry her more."

### Anchor Brand.

There are about as many brands of oysters as there are ships which ply the ocean, but as every ship must have an anchor, so no oyster stock is complete without the famous "Anchor" brand of oysters. Be sure and specify "Anchor" when ordering and take no other. Sold only by F. J. Dettenhaler.

"I have an unfortunate habit of talking in my sleep."

"I should call that fortunate, rather than unfortunate—that is to say, in your case, you know."

"How in my case?"

"Why, don't you see? Because you are not awake to hear yourself talk."

Notice of the Restoration of Certain Lands to the Public Domain.

By instructions from the Honorable Secretary of the Interior under date of August 15, 1887, and by direction of the Honorable Commissioner of the General Land Office of the date of August 27, 1887, notice is hereby given that the indemnity withdrawal of the Flint & Pere Marquette Railroad Company has been revoked. That all the lands in the Reed City Land District within said indemnity limits of the grant of said Flint & Pere Marquette Railroad Company—except such lands as may be covered by approved selections—are thereby restored to the public domain, and open to settlement under the general land laws.

Tat on the 1st day of December, A. D. 1887, at 2 o'clock P. M., said lands will be open to location and entry.

U. S. LAND OFFICE, Reed City, Michigan, October 18, 1887.

E. N. EITCH, Receiver.

NATHANIEL CLARK, Register.

**TUBS! TUBS! TUBS!**

We have 150 doz. first quality wash tubs, which we will sell F. O. B. as follows: No. 1, \$3 per doz.; No. 2, \$4 per doz.; No. 1, \$5 per doz. Packed 1/2 doz. in bbl. with straw. Quality unsurpassed. Address

PIERSON'S BAZAAR, Stanton, Mich.

Stoneware, 6c. per gal. F. O. B.

### WANTED.

Parties Having Pine or Hardwood Lumber for Sale Can Find a Cash Market by Addressing Buyer, care "Michigan Tradesman," Grand Rapids, Mich.

**WANTED.** MAN to take charge of practical department of Large Wood

ment. Business firmly established. Good chance for right man. Send resume to J. O. FERRY, Nashville, Tenn.

## STANTON, SAMPSON & CO.,

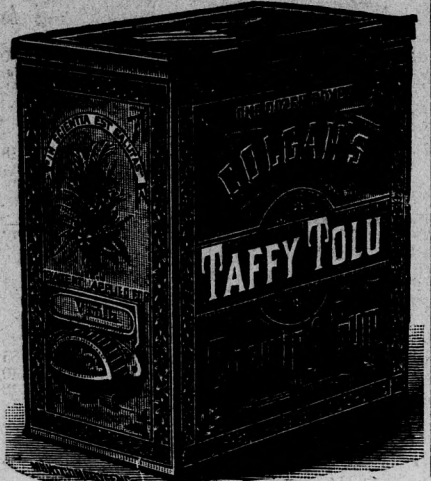
Manufacturers and Jobbers of

### Men's Furnishing Goods.

Sole Manufacturers of the "Peninsular" Brand Pants, Shirts and Overalls.

State agents for Cretoloid Collars and Cuffs.

130 and 122 Jefferson Ave., DETROIT, - MICHIGAN.



A beautifully-decorated Metal Box, with bronze label pull, GIVEN FREE with every dozen boxes of

### COLGAN'S TAFFY TOLU.

Specialty Designed for a Herbarium.

Suitable when empty for preserving under proper label, herbs, roots, seeds, spices, papers, etc., etc. Every storekeeper as well as housekeeper, will find it well adapted in size, material and finish for many useful purposes.

COLGAN'S TAFFY TOLU is the original trade-marked gum which has set the world achieving. It sells rapidly, pays well, and always gives satisfaction. Supplied by all Jobbers, packed in above style, at \$3 per dozen. Size, 3 1/2 x 5 1/2 x 1 1/2 inches.

COLGAN & McAFEE, Louisville, Ky.

Originators and Sole Proprietors.

N. B.—Include a dozen boxes in your next order. You will find it the best \$3 investment you ever made.

**JUDD & CO.,**

JOBBERS OF SADDLERY HARDWARE

And Full Line Summer Goods.

108 CANAL STREET.

### MISCELLANEOUS.

Hemlock Bark—Tanners at this market are paying \$6 for all offerings of good bark.

Ginseng—Local dealers pay \$1.60-\$1.70 per lb. for clean washed roots.

Rubber Boots and Shoes—Some manufacturers are authorizing their agents to offer 40 per cent. and 40 and 5 per cent. for first and second quality, respectively, and some are authorized to sell for 40 and 12 1/2 per cent., and 50.

### COUNTRY PRODUCE.

Apples—\$2 per bbl.

Beets—In good supply at 40c per bu.

Beans—Hand-picked mediums are very scarce, readily commanding \$2.50 per bu.

Butter—Creamery is in good demand and fairly firm at 22-23c. Dairy is active at 20-24c.

Cabbages—\$4-4.75 per 100, according to size.

Carrots—40c per bu.

Celery—20-25c per doz.

Cheese—Jobbers are holding their stocks at 13-14c.

Cider—30c per gal.

Cranberries—Home grown, \$3-3.25 per bu.

Cape Cod, \$3.25 per bu.

Dried Apples—Evaporated are rather weak for reasons given last week. Jobbers pay 50c and hold at 10c.

Eggs—Now cheaper. Jobbers are paying 16c and hold at 12-15c.

Honey—Dull at 12-15c.

Hay—Baled is moderately active at \$14 per ton in two and five ton lots and \$13 in car lots.

Onions—Jobbers pay 60-70c and hold at 60c.

Potatoes—There seems to be almost an entire absence of demand in all markets, both East and West. Shippers are paying 60c here and 50-55c at the principal Northern buying points, but large stocks are accumulating on their hands, owing to the difficulty to unload at remunerative prices.

Sweet Potatoes—Kiln-dried Jerseys, \$3.25 per bbl. Baltimore, \$2.75 per bbl.

Turnips—40c per bu.

GRAINS AND MILLING PRODUCTS.

Wheat—No change. City millers pay 75c for Lancaster and 72c for Fulse and Clawson.

Corn—Jobbing generally at 50c in 100 bu. lots and 47 1/2c in car lots.

Oats—White, 35c in small lots and 30-31c in car lots.

Rye—18-20c per bu.

Barley—No change. Patent, \$5.00 per bbl. in sacks and \$5.20 in wood. Straight, \$4.00 per bbl. in sacks and \$4.20 in wood.

Meal—Bolted, \$3.40 per bu.

Mill Feed—Screenings, \$14 per ton. Bran, \$15 per ton. Ship's, \$15.50 per ton. Middlings, \$16 per ton. Corn and Oats, \$15 per ton.

Clams, 1 lb. Little Neck, 1.35

Clam Chowder, 3 lb., 2.15

Cove Oysters, 1 lb., 1.10

Cove Oysters, 2 lb. standards, 1.55

Lobsters, 1 lb. picnic, 1.75

Lobsters, 2 lb. picnic, 2.65

Lobsters, 1 lb. star, 1.90

Lobsters, 2 lb. star, 2.90

Mackerel, 1 lb. fresh standards, 1.70

Mackerel, 5 lb. fresh standards, 8.00

Mackerel in Tomato Sauce, 3 lb., 1.25

Mackerel, 3 lb. in Mustard, 1.50

Mackerel, 3 lb. sauce, 1.35

Salmon, 1 lb. Columbia river, 2.30

Salmon, 2 lb. Columbia river, 3.70

Sardines, domestic 1/2s, 9.00

Sardines, domestic 1/4s, 9.00

Sardines, Mustard 1/2s, 12.00

Sardines, Imported 1/2s, 12.00

Sardines, spiced, 14.00

Trout, 3 lb. brook, 1.00-1.25

Apples, gallons, standards, 3.00

Blackberries, standards, 1.15

Cherries, red standard, 1.50

Cherries, pitted, 1.50

Damsons, 1.25

Egg Plums, standards, 1.50

Gooseberries, 1.50

Grapes, 1.50

Green Gages, 1.50

Peaches, all yellow, standards, 2.50

Peaches, second, standards, 2.00

Peaches, pie, 1.00-1.65

Pears, 1.50

Pineapples, 1.40-2.15

Raspberries, extra, 1.40

Raspberries, red, 1.40

Strawberries, 1.25

Whortleberries, 1.25

Asparagus, Oyster Bay, 3.00

Beans, Lima, standard, 1.00

Beans, Green Lima, 1.00

Beans, String, 1.00

Beans, French, 1.00

Corn, Archer's Trophy, 1.00

Pears, extra marfat, 1.00

Pears, soaked, 1.00

Pears, Early June, 1.00

Pears, French, extra fine, 2.00

Pumpkin, 3 lb. Golden, 1.20

Succotash, standard, 80-100

Squash, 1.00

Tomatoes, standard brand, 1.00

Michigan full cream, 12-14c

Citron, 2.00

Currents, 2.00

Lemon Peel, 2.00

Orange Peel, 2.00

Prunes, French, 60c

French, 60c

Turkey, 4-1/2c

Raisins, Dehesa, 2-1/2c

Raisins, London Layer, 2-1/2c

Raisins, California, 2-1/2c

Raisins, Loose Muscatels, 2-1/2c

### WHOLESALE PRICES CURRENT.

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

**AXIS GRASS.**

Crown, 2 doz. 2.10

Frazier's, 2 doz. 2.10

Diamond X, 2 doz. 2.10

Modine, 2 doz. 2.10

10 cent cans, 95

1/4 lb., 1.40

6 oz., 1.90

1/2 lb., 2.80

13 oz., 3.80

1 lb., 4.95

1 1/2 lb., 11.75

3 lb., 13.75

4 lb., 17.75

5 lb., 22.20

**BAKING POWDER.**

Acme, 1/2 cans, 3 doz. case, 75

1 lb., 3.00

Bulk, 20

Princess, 1/2 cans, 3 doz. case, 75

1 lb., 3.00

Bulk, 20

Arctic, 1/2 cans, 3 doz. case, 75

1 lb., 3.00

Bulk, 20

Victorian, 1 lb. cans, (tall), 2 doz., 2.00

Albion, 1/2 cans, 3 doz. case, 75

1 lb., 3.00

Bulk, 20

Telfer's, 1/2 cans, 3 doz. case, 75

1 lb., 3.00

Bulk, 20

**BLUING.**

Dry, No. 2, 4 doz., 25

Dry, No. 3, 4 doz., 25

Liquid, 4 oz., 4 doz., 35

Liquid, 8 oz., 4 doz., 65

Arctic 4 oz., 4 doz., 35

Arctic 8 oz., 4 doz., 75

Arctic No. 1 pepper box, 2.00

Arctic No. 2, 3.00

Arctic No. 3, 4.00

**BROOMS.**

No. 2 Burl, 1 1/2 Common Whisk, 90

No. 1 Burl, 2 1/2 Common Whisk, 1.00

No. 3 Burl, 3 1/2 Common Whisk, 1.10

No. 1 Carpet, 2 1/2 Warehouse, 2.75

Parlor Gem, 3 1/2, 3.75

**COCAINATE.**

Runkle Bros., Vienna Sweet, 22

" " Premium, 33

" " Breakfast, 48

" " Breakfast, 48

**COCAINATE.**

Schepers, 1s, 25

" 1s and 1/2s, 25

" 1s in tin pails, 27 1/2

Matthys, 1/2s, 28 1/2

" 1s and 1/2s, 28 1/2

Manhattan, pails, 28 1/2

Peerless, 28 1/2

Bulk, pails or barrels, 28 1/2

**COFFEES—PACKAGE.**

Lion, 60 lbs 100 lbs, 25

Lion, in cabinets, 25







## The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

R. A. STOWE & BRO., Proprietors.

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WEDNESDAY, NOVEMBER 2, 1887.

### African Coffee.

From the Lewiston Journal.

In a small Maine village, a little while ago, a trader received a supply of coffee of the sort he had been selling for some time previously. He found that he could not place the whole of it in the large can he kept for the purpose, and so, after filling this, he put the rest in an empty wooden box which happened to be marked "African coffee." Soon after Mr. Jones came into the store and seeing the box on the counter, remarked "African coffee! Wonder what that's like?" and inquired the price. The trader, who is something of a joker, replied that it was of the same price as that which he had been selling him.

"Gimme a pound," said Jones. "I'm a-goin' to try that an' see what it's like."

"Blamed if I ain't a mind to try half a pound," said Mr. Smith, who was standing near by, "though that putty good coffee that you've been a-sellin'."

They both took the coffee and went home. The very same coffee, mind you, that they had been using for months. It happened that they both came back together. Jones opened the conversation. "That's a prime article, that African coffee I got o' you. It just lays over everything I've allowed for years, 'n I told Nancy I'd rather hev one pound of it than two of what we've be'n a-havin'."

"Much you know about coffee?" growled Smith. "I couldn't drink more'n one cup of it, no how. 'Taint worth more'n half ez much as that other kind o' yours," Jones replied with a slighting reference to Smith's discriminating powers, to be followed by a sarcastic remark from Smith, to the effect that people who were brought up on burnt peas and brown bread crust soaked in warm water could not be expected to know what good coffee is anyway. The trader knew too much about human nature to make any explanations which would have proved disastrous to future trade, so he now puts up "African" coffee for Mr. Jones, while Mr. Smith has his from the tin can as of yore, and both are happy.

### Still Waters Run Deep.

From the Philadelphia Grocer.

Perhaps no greater error exists in business life than the idea that noise and fuss and dictatorial orders on the part of an employer ensure attention from his clerks and from the public. The noisy man is seldom a good business man. Cool headedness gives a man time to think as he acts, and the merchant who transacts his business and communicates his orders quietly but firmly is never exposed to ridicule if any of his orders miscarry. Fuming and fretting are really indications of personal inability. No man frets over what he is able to accomplish. The very confession which fretting carries with it, condemns it as a practice in the eyes of all wise men, while habitual finding fault sours the character of the fault-finder slowly but steadily, and sours his relations with those around him.

Still waters run deep. The thinking man has a brain too well occupied to vent itself idly or carelessly. The observant man sees too quickly and keenly the true position of affairs and at the same time recognizes the remedy too quickly to spend a moment in useless frothing at the mouth. The patient man knows that time is necessary and perseverance requisite to correct the difficulty. Even the quick, eager worker whose impetuosity might burst into complaint, is generally too quick to see the reason underlying the evil or the easiest solution of it the difficulty to spend time in complaining over things which he can readily master.

### Benefit of a Ticket System of Sales.

A merchant who has had much experience with the ticket system of sales gives the following pertinent suggestions: "A ticket system by which it is known exactly how much each salesman sells each day soon begets a spirit of emulation among the clerks, each one being desirous of surpassing his fellows in the amount of his sales, and its adoption will often be found to create new life and activity in a business where all was before listlessness and inactivity. These tickets, after careful revision (each salesman having a particular number on his ticket), should be strung on a twine as nearly in order as they were taken in as possible. Each day's number may be separated from the preceding one by a piece of stout card, and if the card be dated, a ready reference can be made to each day's tickets when wanted."

### Disgusting Habits.

From the Pittsburg Grocer.

Nothing disgusts lady customers more than to be served by salesmen who are addicted to the practice of chewing tobacco. Merchants who permit themselves or their clerks to practice this filthy habit during the hours of business, do wrong and hurt their business. What is more disgusting than to have a salesman approach a customer with his breath reeking with the odor of tobacco, his mouth soiled, and every other minute expectorating quantities of fluid extract? Another bad habit is smoking the store; and the quicker it is dispensed with the better. No merchant who respects his trade will allow it, if a moment is taken to consider the matter. There is a time for everything, and the time for the practice of these habits is before or after business hours.

### The Work No Object.

"How much will you charge to go up to my house and black a small—a very small—stove?" he asked of one of the colored brigade at the market.

"Just as much as I would to black a large—a very large stove, sah."

"But it won't take so much blacking nor rubbing."

"No, sah; but dese fings doan' count. It's gittin' me away from de market an' deprivin' me of de chance fur religious discussion dat I charge fur."

Grippeck, who is a traveling man, went to church last Sunday, and being weary after a hard week's work, fell asleep. The deacon who passed the contribution box nudged him in the elbow. Grippeck, awakened, turned in his seat, murmuring, "Gee-ess! I gave you a quarter when I first came on board this train."



## The accompanying illustrations represents the Boss Tobacco Pail Cover.

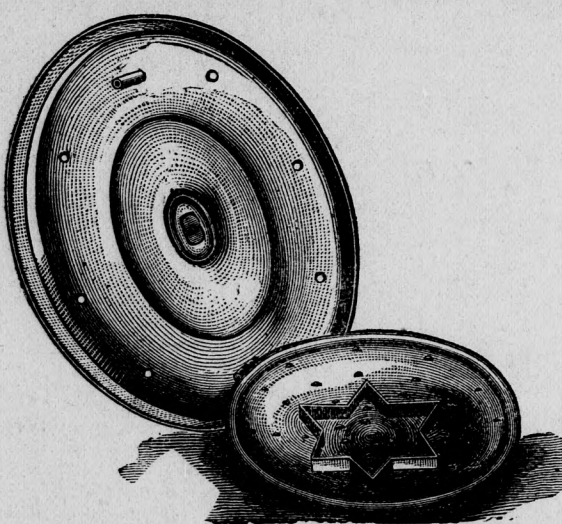
It will fit any pail, and keep the Tobacco moist and fresh until entirely used. It will pay for itself in a short time. You cannot afford to do without it. For particulars, write to

## ARTHUR MEIGS & CO.

### Wholesale Crocers,

Sole Agents,

77 to 83 SOUTH DIVISION STREET, GRAND RAPIDS.



## DETROIT SOAP CO.,

DETROIT, MICH.

Manufacturers of the following well-known Brands of

## SOAPS

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

For Quotations address

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

## CEO. E. HOWES,

JOBBER IN

## Foreign and Domestic Fruits.

SPECIALTIES:

Oranges, Lemons, Bananas.

3 Ionia St., GRAND RAPIDS, MICH.

## WM. SEARS & CO.

### Cracker Manufacturers,

Agents for

AMBOY CHEESE.

87, 89 & 41 Kent Street, Grand Rapids, Michigan.

## FOSTER, STEVENS & CO.,

## 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

## MARKETS and PRICES.

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

## FOSTER, STEVENS & CO.,

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

Grand Rapids, - Mich.

## D. W. ARCHER'S RED COAT



## TOMATOES.

PACKED BY

DAVENPORT CANNING CO., DAVENPORT, IOWA.

C. C. BUNTING.

C. L. DAVIS.

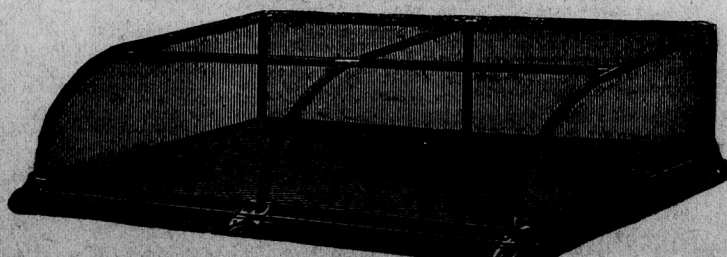
## BUNTING & DAVIS,

## Commission Merchants.

Specialties: Apples and Potatoes in Car Lots.

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

### DO YOU WANT A



If so, send for Catalogue and Price-List to

S. HEYMAN & SON, 48 Canal St., Grand Rapids.

## H. LEONARD & SONS,

134 to 140 Fulton Street, Grand Rapids, - Mich.



No. 1887 Assorted package Fancy Goods. Packed ready for shipping.

	Wholesale price.	Retail each	Retail total
1/2 Doz. 4 in. Silver Vases.....	.20	.55	.30
1/2 " 8 " Painted ".....	.50	.15	.30
1/2 " 10 " ".....	.42	.20	.80
1-6 " 12 " ".....	.25	.25	.50
1-6 " Rustic ".....	.33	.30	.60
1-6 " Satin ".....	.33	.25	.50
1-6 " 4888 ".....	.33	.25	.50
1-6 " Cherry ".....	.67	.50	1.00
1/2 " Open Coffee Cups and Saucers.....	1.10	.35	1.50
1/2 " " " ".....	1.25	.35	2.10
1/2 " " " ".....	1.85	.45	2.70
1/2 " " " ".....	1.00	.50	1.50
1/2 " " " ".....	1.50	.30	2.70
1/2 " Childs ".....	.80	.20	1.20
1/2 " " " ".....	.85	.10	1.20
1/2 " Moustache Cups and Saucers.....	1.13	.30	1.80
1/2 " " " ".....	1.87	.40	2.40
1/2 " A B C Picture Mugs.....	.40	.10	1.30
1/2 " Assorted Fancy ".....	1.50	.25	3.00
1/2 " " " ".....	.75	.50	1.50
1/2 " A B C Plates.....	.55	.10	1.20
1/2 " Wire Rim Fruit Baskets.....	.85	.10	1.20
1/2 " " " ".....	1.00	.35	1.50
1-12 " Smoking Sets.....	.71		1.00
1-12 " " " ".....	.50	.75	2.00
1-12 " Ass't 4 Kinds Bread and Milk Sets.....	1.33	.50	2.00
1/2 " " " Plate Sets.....	.56	.35	1.05
1/2 " China Creams.....	.67	.25	1.00
1/2 " Toys Ass't.....	.75	.05	1.80
1/2 " " Whistles.....	.45	.05	.60
1/2 " 10 Key Harmoniums.....	.40	.10	1.20
1/2 " 10 " Best Harmoniums Lidwig.....	.75	.25	1.50
1/2 " Toy Watches.....	.70	.10	1.20
1/2 " China Dolls Dressed.....	.40	.05	.60
1/2 " " Limb Dolls.....	.90	.10	1.20
1/2 " Toy Tea Sets.....	.94	.50	1.50
1-12 " Ruby Water Sets 5 Pieces.....	1.25		2.00
1/2 " Fruit Plates.....	.80		2.00
1/2 " Package.....			
	\$32.40		\$52.20

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