

The Michigan Tradesman.

VOL. 5.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 16, 1887.

NO. 217.

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.

FOURTH NATIONAL BANK
Grand Rapids, Mich.

A. J. BOWNE, President.
GEO. C. PIERCE, Vice President.
H. P. BAKER, Cashier.
CAPITAL, - - - \$300,000.
Transacts a general banking business.

Make a Specialty of Collections, Accounts
of Country, - - - - - Satisfactorily.

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

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.

SEEDS
Garden Seeds a Specialty.
The Most Complete Assortment
in Michigan. Don't Buy until
you get my prices.
ALFRED J. BROWN
Representing Jas. Vick, of Rochester.
16-18 N. Division St., Grand Rapids

CHARLES A. COYE,
Successor to
A. Coy & Son,
DEALER IN
AWNINGS & TENTS
Horse and Wagon Covers,
Oiled Clothing,
Feed Bags,
Wide Ducks, etc.
Flags & Banners made to order.
70 CANAL ST. - GRAND RAPIDS.

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.

SCHUMACHER'S ROLLED Avena,
From the best White Oats.
Oatmeal, Parched, Farinose and Rolled
Wheat in Original Packages.
To use these choice cereals is to learn how
to live.
JUDD & CO.,
JOBBERS OF SADDLERY HARDWARE
And Full-Line Groceries.
109 CANAL STREET.

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

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.

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.

Voigt, Herpolsheimer & Co.,
Importers and Jobbers of
DRY GOODS
Staple and Fancy.
Overalls, Pants, Etc.,
OUR OWN MAKE.
A Complete Line of
Fancy Crockery & Fancy Woodenware
OUR OWN IMPORTATION.
Inspection Solicited. Chicago and Detroit
Prices Guaranteed.

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.

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.

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 price. Correspondence so-
lited. A liberal discount to the jobbing
trade.
217, 219 Livingston St.,
Grand Rapids.

STANTON, SAMPSON & CO.,
Manufacturers and Jobbers of
Men's Furnishing Goods.
Sole Manufacturers of the "Peninsular"
Brand Pants, Shirts and Overalls.
State agents for Oshkosh Collars and Cuffs.
120 and 122 Jefferson, Ave.,
DETROIT, - MICHIGAN.

PATENTS
LUCIUS C. WEST,
Attorney at Patent Law and Solicitor
of American and Foreign Patents.
100 E. Main St., Kalamazoo, Mich., U. S. A. Branch of
New York, N. Y. Practice in U. S. Courts. Circulars
free.

TUBS! TUBS! TUBS!
We have 150 doz. first quality wash tubs,
which we will sell F. O. B. as follows: No. 3,
\$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.

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.

JACOB BROWN & CO.,
WHOLESALE
Furnishing Goods and Notions.
Manufactures of
Lumbermen's Supplies a Specialty.
WE CARRY A FULL LINE OF
ALASKA SOCKS AND
MITTENS.
193 and 195 Jefferson Ave., Cor. Bates St.,
DETROIT, - MICH.

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.

FURNITURE TO ORDER.
Anything or everything in the
line of Special Furniture, inside
finish of house, office or store,
Wood Mantels, and contract
work of any kind made to order
on short notice and in the best
manner out of thoroughly dried
lumber of any kind. Designs
furnished when desired.
Wolverine Chair Factory,
West End Pearl St. Bridge.

WINTER COAL
—AT—
SUMMER PRICES.
Until Further Notice.
Egg and Grate - - - \$6.75 per ton.
Stove No. 4 and Nut - - - \$7.00 per ton.
For September Delivery.
Grand Rapids Ice & Coal Co.,
OFFICE 52 PEARL ST.,
Yard, Corner Wealthy Avenue and M. C. R. R.
Telephone No. 159.

GRAND RAPIDS DISTRICT
TELEGRAPH CO.
NO. 3 CANAL ST., GRAND RAPIDS.
Electrical Supplies, Burglar Alarms and
Fire Alarm Boxes put in cities. Hotel
Annunciators and Electric Door Bells at
wholesale and retail. Drawings sent
with Bells, so anyone can put them up.
Messengers, Hacks, Express Wagons on
hand day and night.
J. W. GLASS, Supt.

GRASE
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, 21 Monroe street.
LACE to secure a thorough
and useful education is at the
GRAND RAPIDS (Mich.) Busi-
ness College. Write for Col-
lege Journal. Address, C. G. SWENBERG.

MYRON H. WALKER,
Attorney and Solicitor,
GRAND RAPIDS, - MICH.
Over Fourth National Bank. Telephone 407.

BRAUTIGAM BROS.,
MANUFACTURERS OF
Cant Hook Handles, Whiffletrees, Neck
Yokes, Spinning Wheels and Job
Turning Of All Kinds.
MAIL ORDERS SOLICITED.
NORTH DORE, - MICH.

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,

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

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.
This Cigar we positively guarantee a
clear Havana filler, with a spotted Sumatra
Wrapper, and entirely free from any arti-
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EDMUND B. DIKEMAN
THE GREAT
Watch Maker
AND **Jeweler,**
44 CANAL ST.,
Grand Rapids, - Mich.

DEBT.
Written Especially for THE TRADESMAN.
I am well aware that it would require a
very large volume and a much more prolif-
ic pen than I can wield, to describe the whole
meaning of debt, as it exists in civilized so-
ciety. At the utmost, I can only touch the
outside of a theme that reaches very deep—
even to the rock upon which civilization
rests.
The significance of debt, in its commonest
phases, is a leakage on one hand and an ab-
sorption upon the other—a leakage of cap-
ital, or the products of labor, by the many,
and its absorption by the few.

I shall pay no attention to popular ideas
of the causes of debt, as taught by theorists,
but go straight to the book from which my
education was obtained—the actual busi-
ness affairs of daily life. In the tempest toss-
ings of peace and war—among soldiers,
farmers, laborers and others, as I saw them
work out the problem in that field where
doubt or controversy is impossible, where
success and failure demonstrate cause and
effect, open to all eyes.
My first real lesson, in common with a
large percentage of your readers, was
learned in the army, among all classes—
from the lowest drummer to the highest
elements of society. There we noticed that
many lived every day as if they were de-
termined to get all the good there is in life—
usually in eating and drinking as they went
along, insuring themselves against dying in
debt to their stomachs. The paymaster
brought with him a general boom, every-
body being made happy for a few days.
The regulation diet of "salt horse" vege-
table paving blocks, sow belly and beans,
was instantly exchanged for sweet meats,
lemons, oranges, oysters and the best that
money would purchase, until "hard times"
and the "grinding monopolist" again "op-
pressed" the masses.

And this is the way the "tyrant" put in
his work. Gambling games of poker and
"chuck-a-luck" presented visions of sudden
and easily gotten wealth to the many,
which resulted in a few days in sweeping
all the cash from the pockets of the many
into the hands of the few "lucky ones," who,
in turn, fleeced each other, until but one in
a host possessed the leakage of the masses
of the "poor down-trodden," who were
again reduced to "sow-belly" and beans.
A small percentage—from ten to fifteen
per cent.—saved their wages, sent them
home to some needy parent, sister or fam-
ily, but all but a small amount needed for sta-
tionary, postage and some few necessities
not furnished by the government, and these
made existence average between the ex-
tremes of poverty and riches. But the
many were driven by necessity to the one
with a surplus, resulting in the slavery of
debt and no amount of suffering and worry
could break them of the habit when "bad-
luck" had once become chronic. Every
pay-day, debt, like a despotic ruler, took
most of their earnings and left them poor
and oppressed, the evil becoming constant-
ly worse and worse.

Then, still later, I saw a farming com-
munity get out of debt, through the high
prices for produce during the war, and
again plunge in headlong deeper than ever,
until the crisis of 1873 gathered most of
them into the money-lenders' clutches or
sunk under hopeless incumbrances, servants
of their legitimate master, Shylock. A few
exceptions, again, were found in every
community, solidly prosperous, neither
poor nor rich, making good times and hard
times average, without extremes of "boom-
ing" or financial depression.
Then, again, still later, I took another
"degree" in the labor army for a few years
and there I saw the experience of war du-
plicated. The highest wages ever known
had been paid these working masses from
1865 to 1873—wages which enabled the
few to possess solid competence, by keep-
ing out of debt and aiming at the mark.
Yet the many, within less than six weeks
after the crisis had cut off wages by stop-
ping the mills, were, about half of them "on
the tramp," and most of the other half were
on the town or receiving public charity.
Waste of various kinds had brought debt,
and debt brought in its train the climax of
all curses—slavery in a land of liberty.
I saw many a skilled worker who had re-
ceived from four to seven dollars per day
for three to seven years pawning fine rai-
ment, costly jewels, organs, and the things
that in all former generations were the ex-
clusive possession of the rich alone, for
crackers and cheese. And this business
was not confined to one particular section.
A general wall of distress went up from
millions of debt-ridden workmen all over
the United States, and their sufferings were
equaled only by the woes of hosts of em-
ployers, struck by the thunderbolt of debt
as they were racing and chasing to find par-
ties who could lend them money to save
their encumbered fortunes.

I finish with a third and last degree, up
among the homesteaders in the most per-
fect farming country on this planet. With-
in from five to seven years after they got
their patents from the United States, nine
in every ten who had received their 160
acres of beech and maple picnic groves as a
free gift from the government were either
homeless outcasts again or sunk under
mortgages, the interest upon which was
equivalent to a high rent. And right by
the side of this class who were the natural
prey of Shylock, I saw the one in ten who
kept out of debt prosper as no other gen-
eration of workers ever prospered before in
all history, rising in a few years' time by
labor alone, from barehanded penury to
genuine independence. From first to last
have I seen among the masses the habit of
paying as they go raise them to competence,
peace and plenty, while the habit of living
up to their incomes and incurring debts sinks
the many into hopeless servitude.
In the main, throughout the United
States, debt means, what it has never indi-
cated in any other nation in human history,
that the many are vasting by fast living or
greedy grabbing the first incurring debt for
articles of show, the last, in making haste
to get rich. The "booming times" arouse
the ruling passion in each, debt is regarded
as an "accommodation" and a "great bless-
ing" and the result is an industrial or finan-
cial "spree," the drunk ending in total col-
lapse, and then it is that the small per-
centage of balanced minds who keep out of
debt or fasten onto real estate security (the
spinal column of civilization) prevent so-
ciety from returning to barbarism and en-
able it to rally from the revulsion and begin
again.
To affirm that poverty and bankruptcy
in the United States are produced by that
which causes European financial crises is
equivalent to the assertion that the home-
lessness of hosts of American workers is
caused by the same pressure that evicts the
cotters of Ireland. Ten millions of Irish,
English and Scotch (not to mention vast
multitudes of other foreigners) were driven
from their country by the cause of one evil,
and found in the new Northwest, in spite
of the other evil (the cause of American
discontent and slavery) everything that
goes to make life a success. Never before
since the dawn of creation has it been pos-
sible for man to produce, with so little ef-
fort, all the materials that civilized nations
need or to possess, with so little of that
quality of mind called financial ability. If
this needs proof, go to the newly-settled
localities in Northern Michigan or in any
other state and find thousands upon thou-
sands of those who from five to twenty years
ago were working in the capacity of lowest
menials. To-day they are independent
farmers and merchants and men of every
calling. Inquire the cause of their success,
and, in the vast majority of cases, you will
find that those who have achieved the best
success (that is the medium between the ex-
tremes of great riches and abject poverty,
which is the most solid and enduring) have
kept out of debt and have never attempted
to possess until they produced or paid for
the substantial of life. Look into the
cause of failure of the hosts of "discontents"
and it is found that it is debt or dependence
upon the debt-ridden that brought the des-
troyer. But the greatest curse springs
from a certain class of artificial capitalists
or sham moneyed class who employ work-
ingmen, promising them their wages at
specified seasons and never pretending to
keep promises, thus forcing workers to in-
cur debt in order to escape famine. If
thieves treated their own class as dishonor-
ably and heartlessly as this kind of animal
traders good men, it would break up the
criminal gangs of the country and usher in
wild anarchy in a week. Let a thief break
his promise a few times, and the righteous
indignation of his confiding chums will
break loose and fling him out and compel
him to resort to the less gentlemanly meth-
od of swindling practiced by those who are
too cowardly to beat strangers, with just
enough of the hyena instinct left to prey
upon a class who are too honest to deceive
and too financially helpless to retaliate or
drive him to his natural business—forgery.
Go into any gang of laborers and inquire
carefully, and you will find that in every
company of one hundred, as they average,
the debt-ridden employer has swindled them
every year out of an amount sufficient to
keep the whole crowd in the necessities of
life. Large capitalists are, as a rule, the
best paymasters, and the smaller the capi-
talist the more dangerous he is to the work-
ing class, because if in debt he is in so much
haste to imitate his superiors that he cannot
afford to wait until he can pay spot cash.
And it is this respectable thief with
whom professional thieves are ashamed to
associate, together with another class, dif-
fering from him only in mental caliber and
both differing from the criminal classes in
their total lack of honor which prevents
them from trusting each other and organiz-
ing a regular system of plunder, who gen-
erates the central nucleus of debt. Thus,
between the upper and nether millstone of
civilization are the innocents ground to
powder and a greater curse inflicted upon
the honest producing classes than is found
in war, intemperance and crime. If legis-
lators would make it a capital crime to de-
fraud the laboring man, who produces all
wealth and depends upon his labor for
bread, and would punish with relentless
vigor the most deadly and dangerous crim-

nal according to the amount of his stealings,
as they do the thief who has honor among
his fellows, it would go a great ways
toward abolishing debt. It would cut off
the main artery of poisoned blood that
ramifies society with its destructive power.
Again, I say, if there is no way to teach men
this first letter in the alphabet of success—
"Pay as you go" and "Thou shalt not steal
by any means"—our civilization will explode
and leave a Western Sahara in its wake
minus the colossal ruins of the East.
CHARLES H. BARLOW.

How to Deal with the Bomb.
Written Especially for THE TRADESMAN.
There is something about the average An-
archist bomb which seems to inspire respect
and humility and overawes its audience
with a sense of their utter lack of ability to
cope with its 300-pound-to-the-square-foot
argument. By bomb, I don't mean the
cheap hand-me-downs used in war, nor the
red-nosed variety that always requires about
a gallon of ten-year-old red-eye to start its
internal and infernal machinery, but the
genuine, first chop, red flag, no quarter,
gas-pipe-with-cap-and-fuse attachment spec-
imen, which is set with a double back-
action, repeating time lock, which seems to
turn up with an insinuating, who-the-devil-
cares look on its phiz (fizz) just when you
seem to least yearn for its consoling pres-
ence. This may not be the experience of
everyone, but the Car of Russia and the of-
ficials of Chicago are almost unanimous on
the subject.

There has been a great deal written and
said derogatory to the bomb family as a
whole. I don't think this is exactly right.
Simply because one or two bombs exhibit a
tendency to tread the broad road which
leads to notoriety, marriage and the gallows,
it is no sign that the whole race has become
utterly degenerate. I believe in sticking up
for the bottom dog—bomb, in other words—
that is, if it's at the bottom of the ocean.
The difficulty, so far, seems to be that the
care and attention which the adult bomb
seems to hanker after and look upon as one
of its inalienable rights is, to a great extent,
withheld. This is caused partly, perhaps,
through ignorance of its tender, dependent
organism, but principally, I imagine, through
a reluctance to offend its pride by attempt-
ing to be familiar with it.

Partly because I have always tried to be-
friend the down-trodden and oppressed, and
partly through a desire to enlighten an ig-
norant public, I have carefully—very care-
fully—dissected a full-grown male bomb,
which was placed upon my door-step by
some cruel person and left to suffer from
the cold, to which it succumbed. I analyzed
the contents—about a pound of dynamite
and other harmless ingredients—and have
prepared a treatise on the subject (\$1, in
cloth), from which I extract a few of the
more salient points:
First—Take your bomb—or more, if you
have them handy—into a room about 300
feet underground (deeper, if convenient).
Have your room made of 12 inch wrought
steel, with a wire attachment running to
your parlor, connected with a battery.
Second—Send your family, if you have
any regard for them, into the country and
invite your mother-in-law, together with the
mothers-in-law of any of your friends whom
you wish to accommodate, to keep house
for you in their absence.
Third—Having prepared all the minor de-
tails, make your peace with Heaven and
send a current of electricity to commune
with the bomb in its lonely confinement. If
there are any landmarks left, and you are
able to crawl, gather up the remains of your
mother-in-law and see that they have decent
burial. Then, after a few weeks have
elapsed and you are fully convalescent and
not liable to a relapse, go down to the cham-
ber in which the bomb was placed. In case
you do not find any portion of the bomb or
steel chamber to guide you, get out a search-
warrant. That will fetch it, if anything.
In some rare instances, portions of the
gas-pipe are found intact, and I would sug-
gest that you check out what money you
have in bank and mortgage your property.
Then call in your favorite plumber and have
the pipe placed in the parlor of your new
house, with a burner attached. For those
disposed to be economical, this suggestion
is invaluable—no extra charge.
A friend of mine, a merchant, had a pet
bomb which had taken a severe cold. Be-
ing alarmed for its health, a physician was
called, who immediately decided that the
poor bomb had the membranous croup.
Hot poultices, etc., were at once applied
but without visible effect; and, as a last re-
sort, the doctor burned a match under its
nose, in the vain hope that the fumes of the
sulphur might clear out its throat. It had
the desired effect and much more. The
bomb got right up on its hind legs and
cleared out the mucus from its throat, to-
gether with the store and two or three
neighboring buildings—the result of mis-
placed confidence and benevolence on the
part of the doctor. RELIUF.

nal according to the amount of his stealings,
as they do the thief who has honor among
his fellows, it would go a great ways
toward abolishing debt. It would cut off
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tendency to tread the broad road which
leads to notoriety, marriage and the gallows,
it is no sign that the whole race has become
utterly degenerate. I believe in sticking up
for the bottom dog—bomb, in other words—
that is, if it's at the bottom of the ocean.
The difficulty, so far, seems to be that the
care and attention which the adult bomb
seems to hanker after and look upon as one
of its inalienable rights is, to a great extent,
withheld. This is caused partly, perhaps,
through ignorance of its tender, dependent
organism, but principally, I imagine, through
a reluctance to offend its pride by attempt-
ing to be familiar with it.

Partly because I have always tried to be-
friend the down-trodden and oppressed, and
partly through a desire to enlighten an ig-
norant public, I have carefully—very care-
fully—dissected a full-grown male bomb,
which was placed upon my door-step by
some cruel person and left to suffer from
the cold, to which it succumbed. I analyzed
the contents—about a pound of dynamite
and other harmless ingredients—and have
prepared a treatise on the subject (\$1, in
cloth), from which I extract a few of the
more salient points:
First—Take your bomb—or more, if you
have them handy—into a room about 300
feet underground (deeper, if convenient).
Have your room made of 12 inch wrought
steel, with a wire attachment running to
your parlor, connected with a battery.
Second—Send your family, if you have
any regard for them, into the country and
invite your mother-in-law, together with the
mothers-in-law of any of your friends whom
you wish to accommodate, to keep house
for you in their absence.
Third—Having prepared all the minor de-
tails, make your peace with Heaven and
send a current of electricity to commune
with the bomb in its lonely confinement. If
there are any landmarks left, and you are
able to crawl, gather up the remains of your
mother-in-law and see that they have decent
burial. Then, after a few weeks have
elapsed and you are fully convalescent and
not liable to a relapse, go down to the cham-
ber in which the bomb was placed. In case
you do not find any portion of the bomb or
steel chamber to guide you, get out a search-
warrant. That will fetch it, if anything.
In some rare instances, portions of the
gas-pipe are found intact, and I would sug-
gest that you check out what money you
have in bank and mortgage your property.
Then call in your favorite plumber and have
the pipe placed in the parlor of your new
house, with a burner attached. For those
disposed to be economical, this suggestion
is invaluable—no extra charge.
A friend of mine, a merchant, had a pet
bomb which had taken a severe cold. Be-
ing alarmed for its health, a physician was
called, who immediately decided that the
poor bomb had the membranous croup.
Hot poultices, etc., were at once applied
but without visible effect; and, as a last re-
sort, the doctor burned a match under its
nose, in the vain hope that the fumes of the
sulphur might clear out its throat. It had
the desired effect and much more. The
bomb got right up on its hind legs and
cleared out the mucus from its throat, to-
gether with the store and two or three
neighboring buildings—the result of mis-
placed confidence and benevolence on the
part of the doctor. RELIUF.

PERFECTION SCALE
The Latest Improved and Best.
Does not require down weight!
Will Soon Save its Cost on any Counter!
(GEO. C. WETHERBEE & CO., Detroit.
HAWKINS & PERRY, Grand Rapids.
McCASLAND & CO., E. Saginaw.
And by Wholesale Grocers generally. Send for illus-
trated Catalogue.



The Michigan Tradesman.
Official Organ of Michigan Business Men's Association.
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E. A. STOWE, Editor.
WEDNESDAY, NOVEMBER 16, 1887.

THE TELEGRAPH SITUATION.
The absorption of the Baltimore and Ohio Telegraph lines by the Western Union Company may have results which were not anticipated by its authors. Everywhere men are asking whether one great corporation shall be given the power to determine at what rate and under what conditions this form of communication shall be obtainable. It is true that there is no formal monopoly. Everybody is as free to set up telegraph lines as is the Western Union Company. There is now some sign of a new independent organization to contest the field. But with each increase of the already enormous aggregation of the Western Union's capital and plant, effective competition becomes more and more nearly impossible. The removal of active competition signalled a return to the extortionate rates, maintained before the appearance of a rival; but, if the opposite had been the case, it is not desirable that the business community and the American people should be dependent in this respect upon any set of men. And when it is remembered what strong motives large speculators like Mr. Gould might have to tamper with the telegraph business, no record to the contrary and no legal enactment of penalties can give the public the security against this to which it is entitled. For these reasons the new step in consolidation of the telegraphs has raised questions which the national government must answer. Its power to create a national system of telegraphs as an adjunct to the post office will be questioned by few. And the pressure upon it to exercise that power will grow stronger with every year. Senator Cullom, indeed, favors immediate action. He intends to introduce a bill to that effect at the next session of Congress. Such a measure would give the Western Union its choice either to dispose of its lines at their appraised value, or to stand the brunt of national competition. Nobody, we presume, would propose to force Mr. Gould and his associates to sell, by making telegraphy a government monopoly, as it is in England. That would involve a similar treatment of the telephone system, which is also monopolized by the British post office.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.
Martha Brooks, grocer at 133 South Division street, is dead.
Ball & Ihler, grocers near Tustin, have added a line of boots and shoes. Rindge, Bertsch & Co. furnished the stock.
Edwin Whalen has engaged in the grocery business on Ellsworth avenue. Bulkley, Lemon & Hoops furnished the stock.
Geo. A. Roys, formerly engaged in the grocery business at Cedar Springs, has purchased the confectionery stock of Roberts & Reynolds, at 43 West Leonard street.
N. Wallace Boynton has sold his interest in the agricultural implement business of Boynton & Hanes, at 71 Ellsworth avenue, to a Mr. Higbee. The new firm will be known as Hanes & Higbee.
H. Rademaker & Sons turned out 1,400 gross of base ball bats last season, and propose turning out 1,800 gross the coming season. They will increase their output of Indian clubs from 2,000 to 2,500 pairs and make about as many croquet sets as last season—10,000 sets.
Amos S. Musselman & Co. obtained judgment in the Kent Circuit Court last week against H. B. Hawley & Son, of Westwood, for \$1,028. Hawley & Son then sold their general stock to a clerk in their employ and deeded their real estate to the Bank of Mancelona.
An error occurred in the list of creditors in the Eaton & Christenson assignment matter, as given last week. The American Oil Co., of Coldwater, is a creditor to the amount of \$15,425.85—\$8,000 of which is for money loaned—and Schubmehl, Pratt & Co., of Birmingham, are creditors to the extent of \$1,782. There are no new developments in the failure. Little business is being done by the assignee except to push collections.
ABOARD THE STATE.
Lowell—M. Hunsberger, confectioner, has sold out.
Detroit—Alfred Green succeeds Green & Sewall, flour dealers.
Ionia—Bradlee & Campbell, furniture dealers, have assigned.
Sturgis—E. S. Barnes has sold his furniture stock to C. H. Haner.
Cobocetah—C. H. Miner succeeds Walker & Miner in general trade.
Jackson—B. J. Sullivan succeeds E. M. Evans in the meat business.
Blissfield—S. H. Pease succeeds R. D. Pease in the meat business.
Saranac—E. A. Richards, the druggist, has assigned to D. G. Hahn.

Minden City—Geo. Theyer succeeds Wm. Malley in the drug business.
Portland—P. N. Moore succeeds P. H. Shanier in the grocery business.
Manchester—John Kensler succeeds Kensler Bros. in general trade.
Sand Lake—J. S. Barker has sold his hardware stock to A. L. Sheets.
Detroit—Samuel Moyer succeeds D. C. Nichols in the grocery business.
Hastings—J. J. Downs succeeds Downs & Babcock in the meat business.
Sturgis—Roof & Hayes succeeds S. Holland in the boot and shoe business.
Olivet—Chas. H. Henry succeeds Kay & Milbourn in the harness business.
Luther—Kingsley & Gardner succeed J. F. Berner in the bakery business.
Evart—Allen Campbell succeeds Frank A. True in the jewelry business.
Muskegon—Bettie E. Truesdell succeeds M. A. Truesdell in general trade.
Reed City—Geo. C. Messinger, grocer, has been closed under chattel mortgage.
Ravenna—Miss Jennie Ball, of Grand Haven, has opened a millinery store.
Wexford—Cook & Leanington succeed J. Leanington in the grocery business.
Richland—E. C. Spaulding succeeds Woodard & Spaulding in general trade.
Leroy—S. Lamport has removed his harness stock to this place from Leonidas.
Mecosta—R. S. Wolford is arranging to add a line of groceries to his drug stock.
Battle Creek—O. M. Roewe succeeds J. S. Stouffer & Co. in the grocery business.
Jackson—C. Long & Co. succeed Catherine Long in the wholesale paper business.
Battle Creek—D. P. Simmons succeeds Simmons & Young in the grocery business.
North Muskegon—B. F. Reed has assigned his meat market to Mrs. Margaret Reed.
Eaton Rapids—Sterling & Crawford succeed Jas. Sterling in the grocery business.
Manistique—Thompson & Putnam succeeds F. H. Thompson in the drug business.
Ionia—F. Cutler & Son succeed Fred. Cutler & Miller in the boot and shoe business.
Vermontville—M. J. Cunningham has sold his store and grocery stock to Lake & Hams.
Owosso—J. J. Van Vechten & Co., late of Flushing, have put in a dry goods stock here.
North Muskegon—Nicholas Ryan will open a meat market in S. A. Howey's new store.
Rockford—C. W. Skellinger has sold his hardware stock to E. L. Selleck, of Grand Rapids.
Traverse City—Douglas, Zimmerman & Co., agricultural implement dealers, are closing out.
Woodland—J. W. Holmes, formerly engaged in business at Remus, has opened a grocery store here.
North Muskegon—I. Dyke & Co., late of Grand Haven, have built a large warehouse for the handling of flour, hay and feed.
Plainwell—E. Putnam is closing out his grocery stock, on account of ill health, and contemplates moving to Washington Territory.
Hemlock City—T. W. Newrick, general dealer, and Thos. McGrath, grocer, have consolidated under the style of Newrick & McGrath.
Hastings—A. R. McOmber has sold his jewelry stock to Smith Holmes, late of Woodland. Mr. McOmber says he is going to Washington Territory.
Plainwell—R. Monteith has sold his harness stock to Monteith & Lambertson, harness dealers at Gobleville, who have consolidated the stock with their own.
Freeport—S. R. Hunt has sold his building and his share in the furniture firm of Hunt & Fogelson to his partner, J. W. Fogelson, who will continue the business. Mr. Hunt will engage in other business.
Sault Ste Marie—Chas. B. Hirschfeld has retired from the clothing firm of Lewis L. Metzger & Co. The business will be continued by Lewis L. Metzger under his own name. Mr. Hirschfeld will re-engage in the clothing business here about January 1.

STRAY FACTS.

Fennville—John Kolvoord has leased the flouring mill for five years.
Eaton Rapids—Geo. Semon, restaurant, has been closed by creditors.
Detroit—A. W. Bagg succeeds Bagg & Cole in the laundry business.
Wexford—H. B. Rogers succeeds Mrs. M. Cole in the hotel business.
Wexford—E. Blackhurst succeeds Geo. Cook in the blacksmith business.
Detroit—The capital stock of the Standard Life and Accident Co. has been raised from \$110,000 to \$300,000.
Vassar—McHose & Tolbert, lumber dealers and millers, have been burned out. Partly insured.
Hanover—The hardware store of C. L. Sprague has been closed on attachment. Sprague has given a bill of sale of the stock to his wife.
Sturgis—The business men have organized an electric light company for the purpose of furnishing light and power on the Edison system.
Sault Ste Marie—Amour & Co. have begun the erection of a \$3,000 brick refrigerator. They run refrigerator cars to this place every Monday and Thursday.
North Muskegon—Robert Anderson and Jack Rouse are building two new stores, each 32x80 feet in dimensions and two stories, which will be for rent.
Plainwell—A. H. Dodge has not engaged in the grocery business, as erroneously stated a couple of weeks ago, but continues the furniture and undertaking business at the old stand.

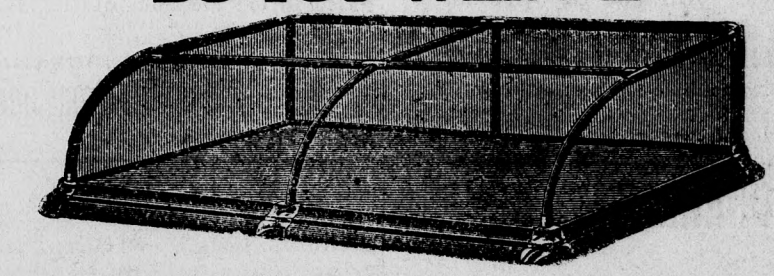
Cheboygan—C. Low Fastier's drug store has been closed on an attachment issued at the instance of J. L. Harquell, editor of the *Messenger*, who claims \$5,000 damages on a suit for slander.
Mecosta—Peter Doran, the Grand Rapids attorney, was in town last Thursday and attached 3,000,000 shingles belonging to M. Carmon at the instance of Wetzel & Co., of Grand Rapids.
Northville—Ellas S. Woodman, assignee of Harvey D. Bailey, the grocer, has begun suit in the circuit court to void a \$1,500 chattel mortgage made by Bailey to his brother, Charles F. Bailey.
Ishpeming—H. O. Young, assignee for D. F. Wadsworth & Co., the banking firm which failed on January 4, 1884, will pay a final dividend of 6 per cent. on the 15th. The creditors received a dividend of 10 per cent. about a year ago.
Ithaca—A case lately came up in the Circuit Court in which Andrew Gibbs recovered the valuation of a barn lost by fire, together with costs of suit, from F. E. Jennings, from whose planing mill it was alleged sparks had flown which started the fire. The ground for recovering damages was that defendant was guilty of carelessness in neglecting to use a spark arrester. This is an interesting result, which is suggestive to all owners of saw and planing mills, or other woodworking establishments.
MANUFACTURING MATTERS.
May—A. J. Bryant's saw and grist mill was recently burned.
Sault Ste Marie—A pulp mill is among the possibilities of the future.
Cheboygan—The Cheboygan Lumber Co. will invest \$3,400 in a slab burner.
Killmaster—There is talk of erecting a 50-barrel roller process flour mill here.
Lowell—M. Hunsberger has engaged in the manufacture of patent kindling.
North Muskegon—Linderman & Gray contemplates the transfer of their box factory from Whitehall to this place. They will occupy the old French mill site.
Saranac—O. J. Bretz & Co. are fitting up their furniture repair shop with machinery for the purpose of engaging in the manufacture of furniture and broom handles.
Oscoda—The Oscoda Salt & Lumber Co. is building a steam lighter for loading telegraph poles on boats. It will be placed on a lighter and will lift the poles out of the water to the deck of the vessel which is being loaded.
East Saginaw—John G. Owen will not rebuild his saw mill and salt block, and will dispose of his planing mill at the first opportunity. He is negotiating for a circular mill at Chase, and if the trade is made will remove it to Huron county, where he is operating two camps.
Cadillac—The Cummer Lumber Co. is equipping its mill with shingle machinery, which, when completed, will enable it to utilize for shingle purposes large quantities of material which have heretofore gone into the burner and slab pile. It is quite likely that the mill of W. W. Cummer will put in similar machinery at an early date.
Petoskey—Wm. Spokes has sold interest in the wood pulp factory of Birkett & Spokes to his partner, who will continue the business under the style of Thos. Birkett. The factory will continue under the management of Wm. Birkett, late of the firm of Birkett, Cowan & Co., at Coral. He expects to buy about 500 cords of spruce and poplar this season.
Cadillac—The Cummer Lumber Co. has purchased 150,000,000 feet of southern pine stumpage, located thirty miles from New Orleans, La., and handy to transportation facilities. Negotiations are also under way for 500,000,000 feet more. The Michigan gentlemen propose to go into lumber manufacture in the south in accordance with the approved methods peculiar to the Northwest.
Cheboygan—The old water mill of W. & A. McArthur will be thoroughly overhauled this winter and supplied with modern machinery. The mill has now two circulars, two gangs and lath machinery, together with the necessary cut-off saws, etc., and cuts from 12,000,000 to 15,000,000 feet. With the same amount of modern machinery it will cut 30,000,000 with scarcely any more men than it now takes.
Banks and Bankers.
Cooper & Crane, bankers at Gaylord, have dissolved partnership. Mr. Crane takes the entire business.
The Nevada, Cal., Bank has a capital of \$3,000,000, with \$17,000,000 of assets and only five stockholders.
H. B. Waldby & Co. have sold their banking business, at Alma, to A. S. Turk & Co., who have consolidated the newly acquired business with their own bank. Mr. Waldby returns to Adrian, to take charge of the interest of his father, recently deceased, in the banking firm of Waldy & Clay.
The Comptroller of the Currency is having prepared a thorough history and analysis of the failures of National banks since the establishment of the system. The purpose is to collect all information furnished by the official record as to the circumstances and causes of these failures, and to draw from the facts established such information as may be of practical value.
The new Oceana County Savings Bank is offered as follows: President, C. T. Hills; Vice-President, A. L. Carr; Cashier, E. D. Richmond; Directors, the above gentlemen, together with A. A. Dunton, Jr., Geo. Rhodes, John R. Butler and D. J. Matthews, of Hart, and C. H. Hackley, L. N. Keating and N. McGrath, of Muskegon. The Bank starts out under favorable auspices.

Purely Personal.
Edward Telfer, President of the Telfer Spice Co., interviewed the Hastings grocers Monday.
Frank Inglis, the Detroit druggist and pharmaceutical manufacturer, was in town last Thursday.
Jas. E. Granger is tarrying for a few days at Kansas City. His objective point is Los Angeles.
Dave Holmes, the Woodville cyclone, is using a new kind of nursing bottle this week. For further particulars, ask Fairchild.
C. N. Rapp, who has been buying apples in Wyoming county, N. Y., since September, is expected home the latter part of the week.
I. M. Clark and wife have gone to Oakland, Cal., to spend the winter. Fred says it will be his turn to go to the Pacific Coast next year.
B. Tripp, the Carson City grocer, passed through the city Saturday on his way to his old home at Bangor. He reports the Association in his town as flourishing.
Chas. H. McConnell has resigned his position as bookkeeper for Bulkley, Lemon & Hoops, on account of ill health, and will leave for Newton, Kan., as soon as he is able to travel.
C. E. Brewster, the Lake Brewster cant hook manufacturer, was in town last Thursday on his way to Milwaukee. He had just returned from the East, where he purchased sufficient machinery to double the capacity of his factory.
Chas. B. Hirschfeld has retired from the clothing business at Sault Ste. Marie and returned to this city. He will re-engage in the clothing and gents' furnishing goods business at the Sault as soon as a partnership connection can be arranged.
Sidney F. Stevens and wife left Saturday for a three weeks' visit to the seaboard cities. They will stop at Wheeling and Pittsburgh; en route East, putting in most of their time at Philadelphia and New York. Mr. Stevens has clung to his desk as closely as a burr to a chestnut and richly deserves the vacation he is now enjoying.
Among the Clerks.
H. E. Botsford has entered the employ of W. D. Ballou, the West Fulton street druggist.
B. F. Schrouder has returned from Bangor, where he has been clerking for H. D. Harvey during the summer.
E. R. Hubbard has resigned his position in the dry goods store of F. J. Wurzburg and engaged in the boot and shoe business at Sparta.
Geo. J. Stephenson, who conducts a drug store at Mackinaw Island during the summer months for H. A. N. Todd, of St. Ignace, has returned to Bangor and resumed his position with H. D. Harvey.
Gripsack Brigade.
J. Crinns, representing the Detroit Chicory Manufacturing Co., is in town for a few days.
Harry C. Wilkins, representing P. Pohalski & Co., proprietors of the Monte Cristo cigar factory, of New York, was in town last week.
Mr. Brown, who contemplated engaging in the wholesale boot and shoe business here, has abandoned the idea and gone on the road for A. C. McGraw & Co.
Trade Topics.
The history of trade shows that failure is the rule and winning the exception.
A Battle Creek grocer has sold out and engaged in the undertaking business.
Copper had advanced 40 per cent. and tin 20 per cent. in a few weeks, and both are rising rapidly this week, under speculative influences.
Eight of the leading paper bag manufacturers have organized a company, with a capital of \$2,000,000 to maintain prices on their product.
A call has been issued for a meeting of the shoe manufacturers of the country, to be held at New York on November 14, for the purpose of organizing a National Association to serve as a protection against the encroachments of organized labor.
Everywhere the lumber shippers are kicking about the scarcity of cars. Thousands of cars have been added to railway equipment during the year, but the famine has not abated, and business is hampered. With a full cargo market at all ports, the little crumbs of trade that dealers could pick up in the car trade are often swept away owing to lack of transportation facilities. In the Saginaw Valley 2,500 more cars could be used to-day than the railroads can supply, and at Buffalo, Tonawanda and other places the lack of cars is a painful reality.
He Had a Smart Wife.
First Person—I got the worst of it to-day.
Second ditto—So?
First—Yes. I went home last night and that duck of a wife said to me, "Dearly, the hats this fall are much lower." I was over come with joy, and told her to go and get one or two if she liked, because you know how uncertain the market is.
Second ditto—Well, she did; got two. To-day I paid the bill. Holy Joseph! but it was a stunner. More than I ever paid before. So I spoke to my wife about it, and her reply was that she meant the style was lower—not the price. See? That wife of mine ought to be a lawyer or an editor or something where her genius could spread itself.
He Proved His Love.
Irate Father—You remember you wanted to marry that bookkeeper of mine about a year ago?
Daughter—Yes, father.
Father—A pretty sort of man you picked out. He has decamped with my whole fortune.
"You remember, father, that you told him he could not have me until he got rich, don't you?"
"Of course, the young—"
"I have just received a dispatch from him at Montreal saying he is rich now, but is perfectly willing to marry a poor man's daughter."

MISCELLANEOUS.
FOR SALE—A bargain for a live man. Good location. Nice piece of property. No other store within six miles. Reasons for selling, old sickness and death of wife and poor health. Clean stock goods. Can run stock down low in a short time, if you wish. Address, W. G. Barnes, Ionia, Kansas. 218*
FOR SALE—On the new Railroad, stock of general merchandise, store and barn, on one-half acre corner lot. Will sell at a bargain. Best location in town. If you mean business, call on or address C. L. Howard, Clarksville, Ionia Co., Mich. 219*
FOR SALE—New clean stock of millinery and fancy goods. One of the best openings in the country. Have the leading trade. Good reasons given for selling. Address L. & Co., Box 327, Saranac, Mich. 216-31*
FOR SALE—Stock of general merchandise. Will trade for real estate in Southern Michigan. Address Box X, care Tradesman office. 220*
FOR SALE—Or exchange, for hard or soft lumber, posts, shingles or lath, a planer and matcher in perfect order. Will plane two sides twenty-four inches wide. J. B. Delbridge, 485 Humboldt Ave., Detroit. 219*
FOR SALE—Or exchange. A small stock of jewelry at cost for cash, or in exchange for drugs and medicines. A bargain for some one. Best of reasons given. Address D. H. Spencer, Sherwood, Mich. 218*
FOR SALE—Stock of groceries and fixtures in a young and growing town in Southern Michigan. Can satisfy anyone who has the money that it is a big bargain. Address M. Denison, Sherwood, Mich. 217*
FOR SALE—Owing to death of proprietor, I offer for sale a stock of drugs, medicines and fixtures, that will invoice about \$600. Address W. R. Mandigo, Sherwood, Mich. 217*
FOR SALE—General stock of goods. Will rent or sell building. Good reason for selling. Address J. C. Stitt, Detroit, Mich. 221*
FOR SALE—At a bargain. A clean stock of hardware and mill supplies. Address Wayne Choate, Agent, East Saginaw. 218*
FOR SALE—Or exchange, platform spring peddling wagons, suitable for wholesale or retail trade. Address Welling & Carhartt, 139 Jefferson avenue, Detroit, Mich. 218*
FOR SALE—The best drug store in the thriving city of Muskegon. Terms easy. C. L. Brundage, Muskegon, Mich. 198*
WANTED—Situation by a registered pharmacist, five years' experience. First-class references. Address, S. F. B., care Tradesman. 219*
WANTED—Agents to handle the new Chemical Ink Erasing Pencil. Greatest novelty ever produced. Erases ink in two seconds, no abrasion of paper. 200 to 500 per cent. profit. One agent's sales amounted to \$250 in six days; another \$32 in two hours. Territory absolutely free. Salary to good men. No ladies need answer. Sample 35 cents. For terms and full particulars, address The Manufacturers, J. W. Skinner & Co., Onalaska, Wis. 217*
WANTED—Situation by registered pharmacist of four years' experience. First-class references. Address P., Tradesman office. 217*
WANTED—To exchange farm worth \$2,500 for a stock of goods. Address Box 23, Tradesman office. 216*
WANTED—A man having an established trade among lumbermen to add a special line and sell on commission. To the right man a splendid chance will be given to make money without extra expense. Address "B," care Michigan Tradesman. 178*
ASK FOR ARKENTER MUSTARD BEST IN THE WORLD.
MAGIC COFFEE ROASTER
The most practical hand Roaster in the world. Thousands in use—giving satisfaction. They are simple, durable and economical. No grocer should be without one. Roasts coffee and peanuts to perfection. Send for circulars.
Robt. S. West, 150 Long St., Cleveland, Ohio.
THE TRIBUNE FOR 1888. GREATLY ENLARGED. MUCH THE BIGGEST OF ALL THE NEW YORK WEEKLIES.
Greater Variety of Contents, New Presses, New Type and New Appliances.
At the Head of the Republican Press.
The New York Weekly Tribune will be enlarged on or before the 1st of January, 1888, by the addition of four to eight more pages of actual reading matter, an increase of size of great expense to the Tribune, but without expense to the subscriber.
A complete outfit of the new folding and inserting press will be put into the Tribune's press-room in November and December; and the extra sheet will be folded into its place in the main sheet before it comes from the press. The enlarged Tribune will be the biggest and best of all the New York weeklies, and the new machinery will print it, at a reduced rate, at the rate of seventy-two thousand copies per hour.
New Features and a greater Variety of Contents will be added to the Tribune during the coming year. Readers will be given nearly a half more for their money than ever before.
Pensions for the old volunteers, especially Service men, are being vigorously agitated in the Tribune. Much space is given in every issue to this subject. Better Protection to Farmers under the tariff; the salvation of the country from the curse of immigration; and the rescue of the national government from the hands of the rebel brigades; these, and all the other live issues of the day are receiving aggressive, earnest and loyal treatment in the Tribune.
The Tribune does not attempt to supersede the local, State and county press. But, in the great residential conflict now at hand, every thinking Republican, soldier, farmer and temperance man, should have his local paper and the New York Tribune.
Subscription Rates—Weekly, \$1 a year; extra copy with every five. Semi-Weekly, \$1 a year; extra copy with every five. Daily, \$3.50 per year. Single copies, 10 cents. New subscribers receive the paper until Jan. 1, 1888. Remits always by draft, check, express or postal money order or registered letter.
Premiums—(1) The New York Tribune's History of the United States and Pocket Atlas of the World, 64 pages, 36 maps, 36 colored diagrams, price, 40 cents; to subscribers, 30 cents; prettiest premium of the year—a fascinating running account of the history

of the country, with a great variety of statistics and general information. (2) Presidential Pocket Knife, subscriber's name and picture of his choice for President on the handle; sent for descriptive circular, price at retail, \$1.75; but given with the Weekly Tribune one year for the same money, \$1.75; two other styles for less money. (3) Popular Picture Gallery—4 fine large pictures, including the new officers of the G. A. R., Mr. Blaine, Senators Everett and Kinscald, "Return of the Mayflower," "Christ Before Pilate" and "Children Writing to Santa Claus;" sent for circular. (4) Walrus Watch, expansion balance movement, stem winder, stem set, seven jewels, nickel case, thoroughly reliable and excellent watch; with every copy of the Tribune, 1 year, for \$7.50. (5) Tribune's Book of Open Air Sports. (6) Webster's Unabridged Dictionary. (7) Wood's "Household Medicine." These premiums cannot be described in full here. Send for Circular. THE TRIBUNE, New York

J. E. FELDMER & CO.,
CUSTOM SHIRT MAKERS,
AND DEALERS IN
Men's Furnishing Goods.
NO. 2 PEARL ST., GRAND RAPIDS
Prompt Attention to Mail Orders. Telephone 991.
CINCINNATI ROOT.
We pay the highest price for it. Address Peck Bros., Druggists, Grand Rapids, Mich.

MERCHANTS' STATIONERY
Having Made a Specialty of
Fine Mercantile Printing
We are able to offer the Merchants of Michigan the best goods in that line at the Lowest Prices compatible with FINE WORK. We quote:
Business Cards 500 GOOD STOCK \$7.50
Note Heads EXTRA STOCK \$9.00
Envelopes
Bill Heads
Statements
Anything in the Line of Commercial Printing executed promptly and at Reasonable Prices. Remember that a merchant's business is judged largely by the appearance of his stationery. Orders can be sent direct and printing delivered to any jobbing house at this market, to be shipped with other goods. Correspondence Solicited.
FULLER & STOWE COMPANY,
Grand Rapids.
A MARVELOUS RECORD.
THE SUCCESS OF
Neal's Carriage Paints.
The Original and Only Complete Line. Surpasses anything in the history of Paints.
THE CARDINAL POINTS WHICH MAKE THEM A HOUSEHOLD WORD ARE
QUALITY, QUANTITY, APPEARANCE, ECONOMY, DURABILITY, CONVENIENCE.
A Long Felt Want Supplied.
Previous to the introduction of Neal's Carriage Paints, an old vehicle could not be repainted without considerable outlay. Often the cost would exceed the article painted. Now, with Neal's Carriage Paint, you can repaint your buggy at a trifling cost (in colors if desired). The paint dries perfectly hard, with a brilliant, durable lustre, rendering varnish entirely unnecessary. Try it. To restore old Carriage Tops, Dashes, Blinks, Etc., to their original brightness, use Neal's Carriage Top Enamel Dressing.
BEWARE OF WORTHLESS IMITATIONS.
ACME WHITE LEAD AND COLOR WORKS, Sole Mfrs., Detroit, Mich.
For Sale by all First Class Dealers in Paints.
CEO. E. HOWES,
JOBBER IN
Foreign and Domestic Fruits.
SPECIALTIES:
Oranges, Lemons, Bananas.
3 Ionia 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.
BARLOW BROS.
GRAND RAPIDS MICHIGAN
STATE AGENTS FOR THE
PAT. FLAT OPENING BLANK BOOK
STRONGEST BLANK BOOK EVER MADE
SEND FOR CIRCULAR
SAFES
We manufacture a line of Fire Proof Safes that combine all the modern improvements and meet with ready sale among business men and dealers of all kinds.
Any business house can handle our Safes in connection with any other line of goods without additional expense or interference with any other business.
Weight. Inside Measure. Outside Measure. Retail Price.
No. 2, 250 lbs. 12x8x3 1/2 in. 23x14x13 in. \$30.
No. 3, 500 lbs. 15x10x10 in. 25x18x13 in. \$35.
No. 4, 700 lbs. 18x14x12 in. 28x22x17 1/2 in. \$45.
Liberal Discounts to Trade.
ALPINE SAFE CO., Cincinnati, O.

The Michigan Tradesman.

PEDDLERS AND FAKIRS.

Written Especially for THE TRADESMAN.

There exists a wide diversity of opinion with regard to the advantages and benefits to be derived by the public from peddlers and fakirs, who lead an almost constant nomadic life. Many imagine they are the safety valve of the retail business, serving to regulate prices and hold in check the too grasping and avaricious Shylock; but it could be shown that such is impossible, when we consider their increased expense of doing business and the temptations to mercenary motives. I do not include in these peddlers the large class of hucksters who supply milk and vegetables, nor the petty vending of small articles on the street by the young or the aged whose permanent home and vocation is within the city. Neither do I question the legitimate right of any person to pursue this business, but, as a rule, it can be shown that it entails a loss of both time and money and is in other respects a grievous damage to all their customers. I have no reasons for viewing peddlers in any favorable light, but I look upon the subject in its broadest and most comprehensive sense. There was a time in the history of the country when this class of persons were as beneficial as they now are pernicious—beneficial because on foot or with one horse they penetrated the most distant and sparsely settled portions with their goods, where the inhabitants would suffer for want of the many common and useful articles, unless they were thus carried to their door. Then, also, they were willing to receive payment in some equivalent for money. That time is past forever, and the peddler is now only an annoyance to everybody, and should, like many things of the past, become extinct. With the era of steam and a net work of railroads, all kinds of merchandise are at our very doors and there is (as there should be) a preference with all to purchase from the largest and best collection and from those with whom we are somewhat acquainted, instead of any stranger who never expects to sell to us again, and whose only object is to get all the money possible from us today.

Persons who invariably deal with this class of traveling tradesman do so from an endless variety of motives, the chief among them being that they are either angry with, or indebted to, the resident dealers in their vicinity. Still others are urged forward by the magnetism of the crowd, hardly knowing why they made the purchase, and invariably acknowledging to their friends afterward that they were foolish to do so.

As might naturally be expected, the customers of peddlers and fakirs are largely made up from the most ignorant (through not always the poorest) classes, who cannot know whether the article offered is worth a given sum or not. Neither are they competent judges of its quality, particularly when, as is often the case, it is sold on the street at night. Therefore, too late, they often find they have either paid a higher price than is asked for the article by resident merchants or they have a very inferior one, and many times both faults are combined.

If these losses and disadvantages were all, the infliction might be endurable, but of late years many ordinary household articles are hawked about the country as specialties until in many places thousands of a comparatively worthless commodity have glutted the demand and the resident dealers erase it from their future orders, to the serious inconvenience of a few who desire to purchase a good article of the same kind.

At one time a resident hardware merchant called my attention to an active middle aged man, whose only business was visiting every village on the line of a railroad and carrying with him on foot from house to house different sized tin wash boilers and steamers for ordinary cook stoves; "and," said he, "strange as it may seem, he is selling them in large numbers at a higher price than I ask for them. Of course," he continued, "the dealers here will not include them in their next orders and both the stock and assortment of sizes will run very low with us, much to the inconvenience and annoyance of the few who may desire to purchase, while we shall also lose a little, though not from carrying an over stock."

There is one class of street fakirs who have all graduated in some of our larger cities as expert gamblers—at heart they are thieves—but manage to keep just within the pale of law. Their proposition is to give the public cash prizes in a lottery so managed (by themselves) that a goodly number of the suckers who bite shall draw the coveted prize, or, as Barnum puts it, "get something for nothing." The victims are to pay from 50 cents to \$1 for two or three cents' worth of dirty soap, or something equally valuable, with the extremely doubtful chance of drawing a cash prize of five or ten dollars rolled up in the package. To lessen his own chances of being mobbed or injured in his nefarious business, he is invariably seated in a vehicle—sometimes with a companion—while he harangues the crowd and manipulates the soap. When the number of his listeners is deemed sufficient, he puts up with the soap in plain sight of all, some half a dozen or more five and ten dollar bank notes, which are thrown out as bait to the waiting gudgeons. Then his expert flight of hand commences and a stream of dollars flows in, and few flow out, and in the short period of one hour I have witnessed such a man's exit from a village, standing his hat very politely to the won-

dering crowd, as he stood on the rear platform of a moving car, with \$300 of their money transferred to his pocket—just "gathered in."

No necessity now exists for hawkers of any kind of goods, as stores are conveniently at hand where any article desired can be purchased at very reasonable rates—more value for a given sum than could ever be purchased in any previous age—from hot peanuts or a cup of coffee to a suit of clothes or a ship's anchor.

It should be remembered by every community, that itinerant merchants of whatever name draw the money from them with leaving its actual value, pay no taxes to benefit them, as do the resident dealers, nor have they the least interest in their customers' welfare. With the exception of a few cities, he traverses the entire State of Michigan without even paying a license, as what laws we have in relation to peddlers are substantially a dead letter. And as every person desires to be thought a lady or gentleman, peddlers of every kind must be treated with courtesy, even though they are impudently persistent and occupy much of their valuable time. In truth, peddlers are in this day and age, unbidden and unwelcome guests, whose loud and insolent raps upon the door provoke a scowl or an epithet, or the sounds fall upon ears that are willingly deaf to them. At times his calling is a blind, to gain knowledge of persons and localities only through which he may commit some criminal act afterward. Our public journals speak of the "Lightning Rod Fiend," the "Life Insurance Fiend," the "Book Fiend" and the "Bohemian Oats Fraud," etc., in a half facetious, half earnest way and meaningfully include every class who brazenly take, and occupy your time for their business and benefit only.

"This article is so valuable," said a peddler to a friend of mine, "that you cannot afford to keep house without it." "My dear sir," was the reply, "when I require your judgment in matters pertaining to my family, I will then send for and employ you. Good morning!" Such impertinence from those who solicit trade is quite common, and is, at times, unbearable.

The army of idlers and loungers—those who are always looking for work and inwardly hoping they may never find it—has now assumed such proportions as to compel employers to protect the time of their workmen by barring all admittance and intercourse with them during the hours of business, and strictly private offices being also the rule. Soliciting merchants of every description find access to a large portion of the public less easy than formerly. When both my mind and hands are now occupied and a stranger addresses me, enquiring if I can give him a moment's time, this is my answer: "I can spare a moment for your explanation. Then, if the business is for my interest, I will lay aside my present work and devote further time; but if it proves to be solely for your interest, then you will please excuse me at once." By this method little time is lost and courtesy preserved.

FRANK A. HOWIG.



W. STEELE PACKING & PROVISION CO.

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Fruits, Seeds, Oysters & Produce,

ALL KINDS OF FIELD SEEDS A SPECIALTY.

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

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

WM. SEARS & CO.

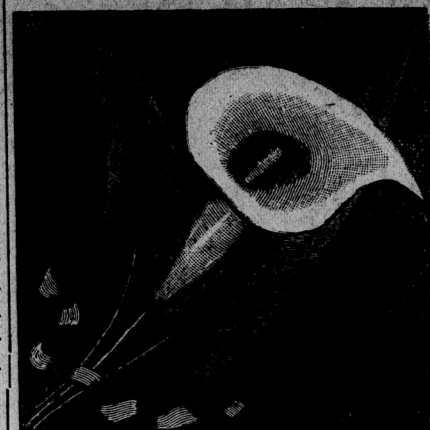
Cracker Manufacturers,

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AMBOY CHEESE.

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

Telfer Spice Company,



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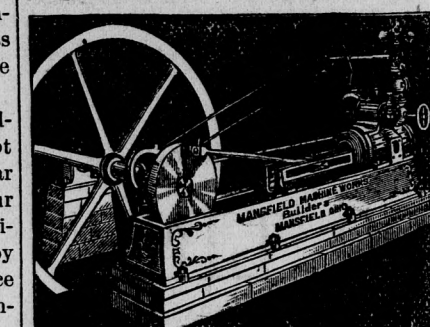
ABSOLUTE SPICES,

—AND—

Absolute Baking Powder.

100 PER CENT. PURE.

PORTABLE AND STATIONARY ENGINES



W. O. DENISON, 88, 90 and 92 South Division Street, GRAND RAPIDS, MICH.

J. H. MYERS

Manufacturer of Harness and Collars at Wholesale and Retail, 73 Canal Street, Grand Rapids, has the finest line to select from in the city. Give him a call. None but experienced workmen employed.

WHOLESALE AND RETAIL COAL and WOOD.

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Telephone 908-1 R.



"Now, John, don't fail to get some of the DINGMAN SOAP. Sister Clara writes that it is the best in the world for washing clothes and all house-cleaning work."

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GRAND RAPIDS, MICH.

DETROIT SOAP CO.,

DETROIT, MICH.

Manufacturers of the following well-known Brands of

SOAPS

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

For Quotations address

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

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.

The "GOOD ENOUGH" Family



Lamps are filled direct by THE PUMP without lifting the Can. The Filling 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, preventing 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 Equalled 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 HUMBUGGED 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.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN. WE CARRY A STOCK OF CURE TALLOW FOR MILL USE.

VINDEX

THE BEST

5-C. CIGAR

In the World.

STRAIGHT HAVANA LONG FILLER, SUMATRA WRAPPER.

CLARK, JEWELL & CO.,

Sole Agents for Western Mich.

CURTISS, DUNTON & ANDREWS ROOFERS

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

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Hosiery, Carpets, Etc.

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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.

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CARY & LOVERIDGE,

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RINDGE, BERTSCH & CO.,

MANUFACTURERS AND WHOLESALE DEALERS IN

BOOTS AND SHOES.

AGENTS FOR THE

BOSTON RUBBER SHOE CO.

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

The Michigan Tradesman.

BAKING POWDERS.

Report of the Ohio State Food Commission.

The Ohio State Dairy and Food Commission, Gen. S. H. Hurst, has made public (Circular No. 6) the results of the Commission's investigation of baking powder. This Commission was formed by the Legislature, with instructions to make an examination of the food supply of the State, and to give a report of such examination to the public. The examination of the baking powders was made by Professor H. A. Weber, State Chemist, and relating to it does to an article of daily use in the food of almost every one, is of particular interest.

The rather startling fact is brought out by the report that of the thirty different brands of baking powder analyzed, composing about all those sold in the State, twenty of them are made from alum, a substance declared by the highest medical authorities to be injurious to health when used in food. The Commissioner classifies the baking powders into three general divisions, according to their value:

1. Cream of Tartar Baking Powders.
2. Phosphate Baking Powders.
3. Alum Baking Powders.

The object of baking powder is, when mixed in the flour and subjected to moisture, to generate a leavening gas in the dough, which will raise the bread and cause it to be porous and light. The Commissioner explains that the best baking powder is that which, the ingredients being healthful, gives off the largest amount of leavening gas and leaves the smallest amount of residue in the bread. A small amount of carbonate of ammonia, which is considered healthful, is used in some of the cream of tartar powders to give them a higher strength. The Commission says that pure alum is undoubtedly a hurtful salt, and that the resultant salts from its combination with soda as formed in the bread, can scarcely be less hurtful. The report ranks the powders and shows the amount in each of inert results, which in using it would appear as residue in the bread, as follows:

CREAM OF TARTAR POWDERS.

Name	Per cent. Inert or residue
1 Royal.....	7.35
2 Dr. Price's.....	12.66
3 Pearson's.....	14.39
4 Cleveland's.....	10.18
5 Snow Drift.....	17.54
6 Upper Ten.....	9.22
7 DeLand's.....	32.52
8 Sterling.....	12.83

PHOSPHATIC BAKING POWDERS.

9 Horsford's.....	36.49
10 Wheat.....	86.23

ALUM BAKING POWDERS.

11 Empire.....	34.26
12 Gold.....	30.36
13 Veteran.....	23.36
14 Cook's Favorite.....	34.82
15 Sun Flower.....	35.60
16 Kenton.....	38.17
17 Patapoco.....	40.08
18 Jersey.....	16.65
19 Buckeye.....	29.85
20 Peerless.....	29.29
21 Silver Star.....	31.88
22 C. own.....	16.69
23 (Special).....	25.09
24 One Spoon.....	27.71
25 Wheeler's No. 15.....	27.71
26 Carleton.....	31.94
27 Osem.....	36.57
28 Scotto.....	18.25
29 Z pp's Grape Crystal.....	11.90
30 Forest City.....	24.91

The large amount of inert matter or residue in both the phosphate and alum powders will be noted. This in the phosphate powders is largely of lime; in the alum powders it is chiefly alum. It will be gratifying to the public to observe that the powder in most general use, the Royal, is also the purest. In comparing the first two powders on the list, for instance—the Royal and Dr. Price's—the inert matter in Price's is seen to be about five in seven more than in the former, a difference of 71.3-7 per cent., the Royal being purer than Price's by a corresponding figure.

The carbonate of leavening gas produced by the powders indicates their strength; and their true value may be ascertained by considering the amount of this gas in connection with their inert matter or residue as shown above. The higher the percentage of gas and the lower the percentage of residue the better the baking powder. These percentages, as found in some of the similar powders are given as follows:

Name	Per cent. of Leavening Gas.	Per cent. of Residue.
Royal.....	11.80	7.25
Sterling.....	11.11	12.43
Price's.....	10.50	12.86
De Land's.....	10.10	32.52
Gem, Alum.....	8.45	30.67
Forest City, Alum.....	7.89	24.94
Silver Star, Alum.....	6.90	31.88
Kenton, Alum.....	6.20	38.17
Patapoco, Alum.....	6.00	40.08
Empire, Alum.....	5.80	34.26
Cook's Favorite, Alum.....	5.80	34.82
One Spoon, Alum.....	5.75	27.71

With the foregoing explanation the study of these figures will readily give consumers a knowledge of the comparative value of the different brands. To illustrate with the percentages given the two powders before compared: the Royal containing 11.8 parts of leavening gas to 10.5 in Price's, its excess of strength is 1.3 in 10.5, or 12.4 per cent. Royal is therefore 12.40 per cent. stronger, as well as 71 per cent. purer than Price's etc. The relative strength and purity of all the powders can be computed in like manner.

Adulterated Lard.

From the Chicago Tribune.

It is estimated that the imports of lard and its adulterations at Liverpool within the last twelve months have exceeded 240,000 tonnes. How much of this is the genuine article it is impossible to say and difficult to guess. In general, it may be assumed that most of that sent direct by the packers of this country was nearly pure, while that sent by "refiners" was not far from "half-and-half." Adulteration is practiced to such an extent that not only is the "refined" product much depressed in price but the genuine has suffered to such a degree that the shipment of the latter is badly discouraged. It is now selling at about a cent per pound below the price of side-meat, where a year ago there was a greater difference the other way. The evil has attained such a magnitude that the packers of the West are seriously discussing the advisability of asking for Congressional interference to protect the manufacturers of the pure article from the mixtures which are palmed upon buyers and consumers under the name of lard when they really consist in large part of cotton-seed oil, tallow, and other inferior ingredients. Those who are moving in the matter do not propose to demand that the use of the oil shall be prohibited, but simply that the compound shall be labeled and sold for what it really is. Probably it would not be difficult to have a legal line drawn between the two, as is now done between butter and margarine.

It was stated in evidence last winter be-

fore the Legislature of Massachusetts that as much as 75 per cent. of all the so-called lard which is placed upon our markets is more or less adulterated by the addition of various foreign substances which can be bought at three or four cents per pound less than the pure article costs. It is charged by persons who have inside knowledge of the facts that in many of those compounds there is not a single ounce of strictly pure hog's lard that was procured by honest methods in the ordinary course of packing-house work. Many of the manufacturers of these compounds have not the means of producing in their own regular business a particle of the genuine article, and it is alleged that in the manufacture of their "goods" they depend entirely upon the purchase of cheap and in many cases vile substances, which are bleached and deodorized by chemical processes before it is possible to pass them off upon an unsuspecting public as pure and honest goods. There is no doubt that some of the material thus used is healthy enough, and that a few of the men who make counterfeit lard are careful not to put in anything deleterious. But even these ought to be compelled to sell their wares as substitutes, while for the others "no lawful punishment is too severe."

A law forbidding the preparation or sale of counterfeit lard, unless plainly branded as "compound," went into force in the State of Massachusetts five weeks ago. The act is short and to the point, and there is no good reason why the passage of that or a similar bill should not be insisted on in every State of the Union.

WHIPS

ADDRESS
GRAHAM ROYS, - Grand Rapids, Mich.

JENNESS & MCGURDY,

Importers and Manufacturers' Agents.

DEALERS IN

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Fancy Goods of all Descriptions.

HOTEL AND STEAMBOAT GOODS,

Bronze and Library Lamps, Chandeliers, Brackets, Etc.,

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IMPORTERS OF

Teas, Lemons and Foreign Fruits.

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Soaps and Niagara Starch.

Send for Cigar Catalogue and ask for Special Inside Prices on anything in our line.

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.

"CANDEE"

Rubber Boots
WITH
DOUBLE THICK BALL.

Ordinary Rubber Boots always wear out first on the ball. The CANDEE Boots are double thick on the ball, and give DOUBLE WEAR.

Most economical Rubber Boot in the market. Lasts longer than any other boot and the PRICE NO HIGHER. Call and examine the goods.

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.

LION MOCHA JAVA ANDRIO COFFEE WOOLSON SPICE CO. KANSAS CITY-MO. TOLEDO-OHIO.

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LION MOCHA JAVA ANDRIO COFFEE WOOLSON SPICE CO. KANSAS CITY-MO. TOLEDO-OHIO.

MERCHANTS!

Increase Your SALES AND PROFITS BY HANDLING LION COFFEE.

IT GIVES ABSOLUTE SATISFACTION

To Consumers, and is, Consequently, a Quick and Easy Seller.

Lion Coffee has more actual Merit than any Roasted Coffee sold at the price either in Packages or in Bulk and storekeepers all over the State of Michigan and elsewhere who are not already handling Lion are urged to give it a trial. We cheerfully answer all communications regarding prices, etc. Convenient shipping depots established at all prominent cities, securing quick delivery. For sale by all the wholesale trade everywhere. Manufactured by the Woolson Spice Co., Toledo, Ohio.

L. WINTERNITZ, Resident Agent,

Grand Rapids, Mich.

KING'S QUICK RISING BUCKWHEAT FLOUR.

THE BEST GOODS MADE,

PUT UP IN 5 lb. and 2 1-2 lb. PACKAGES.



100 lb. Cases - - \$5.00.
80 lb. Cases - - \$4.25.

For Sale By

Bulkley, Lemon & Hoops, Arthur Meigs & Co.,
Clark, Jewell & Co., Amos S. Musselman & Co.,
Hawkins & Perry, Olney, Shields & Co.,
Grand Rapids, - - Mich.

AND ALL JOBBERS IN THE UNITED STATES.

Manufactured By

KING & LAMB, No. 14 5th Ave., CHICAGO, ILL.



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.

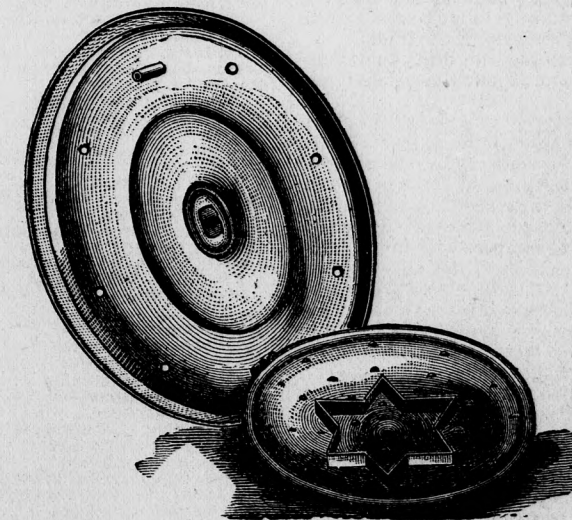
For particulars, write to

ARTHUR MEIGS & CO.

Wholesale Crocers,

SOLE Agents,

77 to 83 SOUTH DIVISION STREET, GRAND RAPIDS.



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.

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Retail Grocers who wish to serve their Customers with GOOD COFFEE would do well to avoid Brands that require the support of Gift Schemes, Prize Promises or Lottery Inducements.

DILWORTH'S COFFEE,

Which Holds Trade on Account of Superior Merit Alone.

Unequaled Quality. Improved Roasting Process. Patent Preservative Packages.

For Sale by AMOS S. MUSSELMAN & CO., Grand Rapids, and all Jobbers at Detroit, Saginaw and Bay City.

DILWORTH BROTHERS, Proprietors,

PITTSBURGH, Penn.

Groceries.

King Faro.

A teacher in the Sunday school had taught her scholars how to read the Bible through. But on the day here set down a new one had come in. A little lad, with keen, bright eyes, and innocent of all guile, had been sent to read the Bible through. The teacher asked them all around such questions as she thought would fit their minds and bring about the object that she sought.

They knew of Adam and his sin, Of Paul and Peter, too, Of Jacob, Joseph, David, Saul, And him his brother slew.

And then the teacher asked her class if any one could tell who Pharaoh was? "Of course," she said, "You know that very well."

But, strange to say, no hand arose, And silence, with a bow, Had struck the class, and no one.

The answer seemed to know.

At last the new boy's hand went up— "Well, who was Pharaoh?"

The teacher smiled—the new boy said: "Twas him that busted dad."

Always a Target.

The man who robs you on the road, A highwayman is not a thief. The grocer giving you light weight A low-weight man must be.

How Philadelphia Grocers Secure a Profit on Sugar.

A. K. Buecker, Secretary of the Philadelphia Retail Grocers' Association, furnishes the *American Grocer* with the following description of the movement inaugurated and maintained in that city for the purpose of securing a living profit on sugar:

For years the grocers of Philadelphia had been selling sugars at or below cost. In many localities the principal articles exposed to the view of customers were large bins containing sugars, with placards thereon stating the price, which was minutely low. This cutting became so prevalent in one part of the city that when the Retail Grocers' Association had become a permanent organization, a few of the storekeepers of that locality discussed the advisability of doing away with that system of doing business.

The subject was brought up at a meeting of the Association in May, and behold these few retailers, which were many others who were ready to throw off the yoke they had been bearing. A meeting was called and a large number responded. After fully discussing the subject the chair appointed a committee to be called the Sugar Committee, to consist of three members from each ward, making it a committee of ninety-nine to visit the different dealers in their wards, to have them sign an agreement as follows:

Resolved, That on and after Monday, June 20, 1887, we, the undersigned retail grocers, agree to sell sugars at a profit of not less than 1 cent per pound; said profit to be regulated by the sugar refiners' prices and published every Monday in the *Public Ledger* and *Record* by the Secretary of the Retail Grocers' Association.

At the meeting a committee was appointed to draft a suitable circular to be distributed among the trades as follows: IMPORTANT TO THE RETAIL GROCER—THE SUGAR QUESTION.

"The matter of selling sugars, either at a fraction above cost, has many years been a vexed question, and one that has caused much annoyance to the trade generally. Why this is so, or why that particular article has been selected to be disposed of without profit has never yet been satisfactorily answered. In selling sugars at a supposed profit of 1/4 cent per pound it really means a loss of 1/4 cent as the loss by drying, drafts, bags and string would take fully 3/4 of a cent per pound to cover; consequently, even a supposed profit of 1 cent per pound would really net but 1/4 cent.

"If you ask a grocer why he offers his sugars at cost he will tell you that he is compelled to do so, because his neighbor Jones does it, and the latter because Smith does, and so on throughout the trade.

"In the meantime the dear public are reaping the benefit of our time, labor and capital.

"The cutting grocer overlooks the important fact that he gains nothing even in the way of increased custom, by slaughtering his prices, as the aforesaid Jones is perhaps as well lined with cash as his cutting neighbor, and consequently will reduce his prices in order to compete with him. And so the war goes on until the one with the smaller pocketbook is compelled to throw up the sponge and compromise with his creditors, or to sell out to another who in turn becomes a cutter, when the war is renewed and the battle fought again.

"For some time past a number of grocers have been agitating the matter in order to effect a change and end the foolish custom, and to that end have appointed a committee who will shortly call on you, when it will be expected that you will not only sign in favor, but will use your best endeavors to make the ending of a vicious custom. Should it so happen that the Visiting Committee fail to see you, please to call at the rooms of the Association, where you can sign the petition. We are planting the acorn and expect a great oak to grow from it. Will you aid us?"

Through the courtesy of the different yeast companies, a copy of the above circular was left with each dealer. It had the desired effect. At the next meeting of the committee on the Calling of Wards, it was found that out of 4,000 grocers and tea dealers there were only between 150 to 200 who would not sign. Special committees were appointed to wait on the obstinate ones. A scale of prices for use in case of changes from week to week was arranged (no matter what changes take place during the week the prices published on Monday hold good until the following Monday) and the Secretary instructed to have published the prices for the following week, which were: Granulated, 7 cents; Confectioners' A, 7 cents; Soft A, 6 1/2 cents; Light B, 6 cents; Extra C, 5 1/2 cents; C, 5 cents.

one week. This was found to be of great advantage in keeping up the prices.

After having the agents on the street for several months, it was found that we could dispense with them one by one, so that at the present time the ball still rolls at very little expense.

Now what has been the result of the movement? If we figure that each grocer sells two barrels of sugar per week of 300 pounds per barrel, we find that 4,000 grocers selling at 1 cent per pound above cost, have \$24,000 per week or \$1,248,000 per year, more money to pay their bills than by the cut-throat system.

The cost of the movement to the Association up to date is about \$300. The return to the Association has been the increase of membership from 425 on May 1 to 716 on Oct. 1.

New Cheese Factory.

Chester Concessione Allegan Journal.

Our cheese factory is now almost a certainty. After many months of suspense and hard work on the part of the committee, trying to overcome the indifference with which the project was at first received by the farmers, their efforts have at last been crowned with success. The committee appointed to consult with W. F. Smith about building and operating the factory report that they visited him, told him what had been accomplished, and he informed them that it was sufficiently encouraging to justify him in immediately erecting the necessary buildings. Much credit is due the members of the committee for their untiring efforts and to David Giles, who, I understand, has given a building plot of 10 acres. It is understood that Mr. Smith has already received proposals from different parties to do the work on the buildings and in a very few days operations will commence.

The Grocery Market.

Sugars are steady. Most of the refineries in the "trust," having made the necessary preliminary arrangements, are again at work and producing the several grades of refined sugars to a moderate extent, the meltings for the week reaching 19,495 bags, or a little under the total of the preceding week. Coffees are lower and easy. Tea is without change. Canned goods are firm. Dried fruits are stiff.

Oysters.

Customers of Wm. L. Ellis & Co., Baltimore, are informed that fast freight lines are now running, and as we have special express rates to all Michigan points, we are in position to ship you straight Baltimore pack of fresh oysters at an inside price, direct from Baltimore. Emery & Co., Grand Rapids, will fill all orders for immediate shipment for prompt cash to the country trade. Address all orders to B. F. EMERY, State Agent, 37 Canal street. Grand Rapids.

VISITING BUYERS.

The following retail dealers have visited the market during the past week and placed orders with the various houses: E. W. Walling, Walling Bros., Lamont O. E. Brewster, Lake Brewster W. H. Shirts, Shirts Bros., Shelby Neal McMillan, Rockford S. G. Shorin, Tuxedo J. J. Wiseman, Nunica M. M. Brooks, Austerlitz C. H. Starck, Cascade O. House, Chauncey J. P. Cordes, Azeleand Walter H. Strick, Zealand M. H. Barker, D. D. Drenthel L. Cook, Bauer Farow & Dalmon, Allendale J. H. Shorin, Zealand D. H. Decker, Zealand J. VanFarow, Jamestown M. Minderhout, Haley D. H. Decker, Zealand A. Michmerhuizen, Overisel W. J. Hopper, Fremont H. B. Baker, Sullivan H. VanNoor, Jamestown H. H. Childs, Rockford John Smith, Ada A. C. Barker, Crosby Hoag & Judson, Cannonsburg C. H. Joldersma, Jamestown C. H. Joldersma, Zeeland S. McNeill & Co., Byron Center John Damstra, Gitchel Geo. TenRoor, Forest Grove Correll & Griswold, Griswold R. G. Smith, Wayland J. C. Benbow, Cannonsburg M. H. Barker, Drenthel M. E. Snell, Wayland M. J. H. W. Hudsonville C. K. Hoyt, Hudsonville H. Thompson, Canada Corners J. Kinney, Kinney Roddick & Bros., Mancelona B. Tripp, Canby City Dewitt & Ridout, Spring Lake T. J. Patterson, East Paris L. A. Paine, Englishville Geo. Carrington, Trent R. S. Wolford, Massena M. Hunsberger, Lowell C. C. Tuxbury, Sullivan R. T. Parrish, Grandville M. J. Wolford, Massena E. S. Botsford, Dorre E. B. Blakeley, Coopersville Blakeley Bros., Erie Lake J. N. Wait, Hudsonville O. W. Messenger, Spring Lake J. S. Alden & Co., Howard City C. F. Williams, Caledonia J. S. Newell & Co., Coral J. S. Alden & Co., Byers, Blanchard M. Minderhout, Hanley N. Boma, Fisher W. H. Harris, Shelby G. W. Robinson, Edgerton M. R. Griffin, Coopersville Mrs. J. DeBri, Byron Center Stanley Monroe, Berlin Jos. Omier, Wright O. S. Bostrick & Son, Cannonsburg W. S. Root, Tallmadge Jas. Barnes, Austerlitz Wm. Karsten, Beaver Dam A. J. P. Root, Tallmadge Will Pipp, Pipp Bros & Martindale, Kalkaska R. McKinnon, Shelby Wm. H. Drenthel, Zealand Farmer & Son, Bridge St. Ferry J. B. King, Howard City J. S. Alden & Co., Byers, Blanchard L. F. Davoli, Boyne Falls Sidney Stark, Allendale Mr. Faxon, Faxon & Andrus, New Era Humphrey & Spaulding, Hayward Hawk & Boswick, Lowell G. H. Walbrink, Allendale Ball & Hiler, Tustin J. Raymond, Allen T. J. Knowles, Volney D. W. Strick, Wayland O. H. Deming, Dutton Geo. Demarest, White Cloud B. Gilbert & Co., Pine Bluff E. P. Piper, Charlotte O. S. Coonick, Pleson P. DeKraker, Holland J. S. Alden & Co., Byers, Blanchard S. Cooper, Jamestown Gilbert Stevens, Austerlitz E. E. Wolford, Massena E. B. Bailey, Allezan T. J. Smedley, Byron Center Baker & Baker, Rockford T. J. McCall, DeKalb J. Prun, Zealand Geo. A. Lake, Rockford T. J. McCall, DeKalb Gus Bergman, Bauer W. Forrester, Pleson

CHAS. A. BROTH, grocer, Ravenna: "THE TRADESMAN is my favorite and is well worth the subscription price."

ZACHARIAH WAYBACK.

His Initial Experiences as a Storekeeper. HEMLOCK SIDING, Nov. 12, 1887.

EDITOR MORRISON TRADESMAN:

DEAR SIR—I have been so busy getting my stock unpacked and properly arranged and displayed that I have had no time to write you my experiences, as I promised to do. My trade has been better than I expected, but the cash doesn't come in as fast as I wish it did. Most of my customers are comparatively new-comers, so I don't know whether they are honest or not. They talk very fair-like, but I see by THE TRADESMAN that dead-beats are even more plausible than honest men, so I don't know which course is best to take. I wish Hemlock Siding was big enough for a Business Men's Association, but since I am the only merchant in the place, I suppose I'll have to join the Association nearest to me. Which one had I better apply to?

There are many things about store-keeping I don't understand. The first day I opened up, a lady came in and asked for some velvetine. I thought that was something sold on the grocery side, but I couldn't put my hand on it to save my life. I found Soapine and Scourine and Starshine, but no velvetine. So I asked the lady whether it came in bottles or boxes, and she laughed in my face and marched out of the store without saying a word. I asked my wife about it when I went home to supper and when she explained it to me I felt so cheap that I didn't open the store again until this morning.

The next day a slick-looking young fellow came in and asked for a round square. I didn't trust myself to look over my hardware stock, for fear it might be another velvetine episode, but went right to my bills to see if the jobbing house put in anything answering that description. I could n't find it, so the customer asked if I had any red lampblack. I couldn't find that in the bills, either, nor could I find any tin cat-holes, which the young man was very anxious to purchase. What kind of a man is Sid. Stevens, anyway? I told him to include in my order a little assortment of everything that would be apt to be called for here, but the first three things I had a chance to sell in the hardware department were not to be found. I shall have to transfer my trade to another house, if Mr. Stevens doesn't do better by me in the future.

Those olives I bought on the recommendation of Sam. Lemon are stayers. I have tried to sell a bottle to every man who has come into the store, but you might as well try to sell air to an eagle. They make nice shelf ornaments, though, so I don't begrudge the money tied up in the things.

A traveling man stopped off to see me yesterday, for the first time since I started in business. I bought a few odds and ends of him, but I don't think I shall do much business with the drummers. I want the fun of going down to the city to buy goods myself.

Yours, Z. WAYBACK.

Eggs by Weight.

A New York egg handler is authority for the statement that great discontent and dissatisfaction exist between the shipper, receiver and producer, on the present system of handling eggs, and that the consumer has been well for the trade to recognize. The dishonest farmer continues to speculate in eggs by salting, mealing or holding them for an advance in price, and then fraudulently sells them as fresh laid to the buyers or shippers. The latter will again retain them for a time, short or long as it may be, before passing them along to the receiver in the East, who again retains them subject to an advance in price. The jobber coming next on the list, in order to make a greater profit than is legitimate, will buy these now stale eggs and mix them with more honestly handled eggs, and in that shape they will reach the consumer through the retailer. Naturally, this manner of selling eggs reacts on and discourages the honest producer in the fact that the consumption of his product is coming more and more restricted, as this system of egg manipulation is growing better known to the public. The honest producer and consumer are the real victims of the questionable practice.

It is argued, therefore, that the prosperity of the trade depends upon substituting the weight of 24 ounces for ten eggs as a standard of quality or value, instead of dealing by mere count, as at present. This way the consumer can judge for himself the quality and value of a purchase, and this fact will encourage him to buy freely. Birds' and guinea hens' eggs will, when sold by actual weight, become more curiosities in the market, instead of being, as now, sold as food. It is claimed that the rapid development of the country and the great distances and variety of territory from which eggs are now being collected, together with the universal determination on the part of handlers to keep them long periods, must bring forcibly to the mind of people generally the urgency of adopting the proposed method of handling eggs by weight.

It is claimed that the proposed innovation in the method of handling eggs is not favored by the majority of the egg jobbers, as it would necessitate the unpacking of each package and the accurate weighing of contents, straw, etc., but the minority advocating the plan are active in its advancement and the success of the proposed measure is only a question of time.

A bill was introduced in the New York Legislature several years ago, authorizing the sale of eggs by weight, but the opposition of the majority of the trade killed it.

That Tecumseh, Jackson and Newberry are knocking Kalamazoo into silvers in the poultry industry doesn't seem to be very well known yet outside of those towns. A recent big order for the wood, from New Mexico, found its way to Kalamazoo all right although it bore only the simple address: "Union celery gardens, Mich."

Woodland has a new butcher and the butcher has a pair of dogs that he values at \$900. The male is a lion mastiff and weighs 250 pounds, while the female, a wolf mastiff, tips the beam at 150. The butcher claims that President Cleveland has ordered a \$200 pup, making a \$25 deposit to show good faith.

WHOLESALE PRICE CURRENT.

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

Advanced—Sugars.

Declined—Package Coffees.

ALL GRAIN.

Crown 80 Paragon 2.10

Frazer's 80 Paragon 25 lbs. 90

Diamond X 80 Frazer's, 25 lbs. 1.20

Modoc, 4 doz 2

BAKING POWDER.

10 cent cans. 95

6 oz. 1.40

1 lb. 1.90

12 oz. 2.60

1 lb. 4.95

24 lb. 11.75

3 lb. 13.75

4 lb. 17.75

5 lb. 22.20

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

" 1/2 " 2 " 3.00

" Bulk 20

Princess, 1/2 " 1.25

" 1/2 " 3.75

" Bulk 28

Artic, 1/2 cans, 6 doz. case 28

" 1/2 " 2 " 1.40

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Michigan full cream.

15 1/2 18 1/2

DRIED FRUITS—FOREIGN.

Orange Peel. 1/4

French, 80s. 1/4

French, 80s. 1/4

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Drugs & Medicines

State Board of Pharmacy.
Six Years—Jacob Jensen, Muskegon.
Three Years—James Vernon, Detroit.
Three Years—Charles Eberbach, Ann Arbor.
Four Years—Geo. McDonald, Kalamazoo.
Five Years—Stanley E. Parkhill, Owasco.
President—Geo. McDonald.
President—Jacob Jensen.
President—James Vernon.
Next Meeting—At Grand Rapids, March 7 and 8.

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

Grand Rapids Pharmaceutical Society.
ORGANIZED OCTOBER 9, 1884.

President—H. E. Lecher.
Vice-President—J. W. Hayward.
Secretary—Frank R. Esott.
Treasurer—Henry B. Fairchild.
Board of Censors—President, Vice-President and Secretary.
Board of Trustees—The President, John E. Peck, Geo. G. Steketee, A. F. Hazeltine and F. J. Wurnburg.
Wm. Isaac Watts, Wm. E. White and Wm. L. White.
Committee on Legislation—John E. Peck, H. B. Fairchild and Hugo Stamm.
Committee on Education—R. A. McWilliams, Geo. Kemink and W. H. Tibbs.
Committee on Pharmacy—W. L. White, A. C. Bauer and Isaac Watts.
Regular Meetings—First Thursday evening in each month.
Annual Meeting—First Thursday evening in November.
Next Meeting—Thursday evening, December 1, at the Tradesman's office.

Detroit Pharmaceutical Society.
ORGANIZED OCTOBER, 1883.

President—Frank Ingis.
First Vice-President—F. W. R. Perry.
Second Vice-President—H. B. Fairchild.
Secretary and Treasurer—F. R. Esott.
Assistant Secretary and Treasurer—A. L. Lee.
Annual Meeting—First Wednesday in June.
Regular Meetings—First Wednesday in each month.

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

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

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

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

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

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

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

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

Mecosta County Pharmaceutical Society.
President, C. H. Wagner; Secretary, A. H. Webber.

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

Muskegon County Druggists' Association.
President, E. C. Bond; Secretary, Geo. L. LeFevre.

Muskegon County Clerks' Association.
President, C. S. Koon; Secretary, Geo. L. LeFevre.

Newaygo County Pharmaceutical Society.
President, J. F. A. Balder; Secretary, N. M. Miller.

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

Saginaw County Pharmaceutical Society.
President, Jay Smith; Secretary, D. E. Prall.

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

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

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

The Drug Market.

Quinine, although reported a trifle firmer in New York, is weaker West. German brands are 1 cent lower. One American manufacturer writes that at the present cost of Java bark, the cost of producing an ounce of quinine is 13½ cents. If this is a fact, THE TRADESMAN can see no possibility of an advance and lower prices are probable. Opium is weak and lower. Carbolic acid is firm and tending higher. Extreme prices will rule next year. Citric acid is steady. Balsam copaiba is very firm, with prospects of still higher prices. A pooling arrangement has been agreed upon by the California producers of borax and prices have advanced, as noted last week. Camphor gum is firm, with an upward tendency. Senega root, on account of a large export demand, has again advanced. American saffron is scarce and has rapidly advanced. Hemp seed has advanced and is tending higher. Linseed oil has again advanced 2 cents. Nutmegs have declined. Cinchonidine has declined.

Membership Prize.

The officers of the Michigan State Pharmaceutical Association offer a prize to the person sending in the greatest number of applications for membership during the year, up to the close of the morning session of the second day of the next annual meeting, that are accepted by the Association. The prize will be a gold medal, properly engraved, valued at twenty-five dollars, and will be known as the "Membership Prize." Competition open to any person in the State.

There are still two thousand druggists in Michigan who do not belong to our Association. We should have at least half of them to help us in the work we may expect to have thrust upon us next year.

Blank applications furnished by the Secretary. Only residents of the State are eligible to membership. STANLEY E. PARKILL, Sec'y.

Special Meeting of the M. S. P. A.

The Detroit druggists are circulating a paper calling for a special meeting of the Michigan State Pharmaceutical Association, for the purpose of changing the date of the annual meeting from the second week of October to the first week of September, in order that the meeting may occur at the same time as the annual convention of the American Pharmaceutical Association. As it requires but twenty-five members to call a special meeting and twelve members to constitute a quorum, there is no question but what the Detroit members will be able to carry their point—especially as the change in date is very generally sanctioned by the members all over the State.

Mustard Seed Oil.

From the Spice Mill Company.
Mustard seed may be grown almost anywhere. It is known to nearly every farmer, although to the uninitiated it may be mistaken for many other kinds of small round seed; it is of very varied quality, and much of it would be worth handling by the manufacturer. Only a few kinds are therefore used, and to these we must confine ourselves.

There are two principal kinds, called white and black. That called white is yellow in appearance. It is known also as English. It is a large plump seed, full of flour, with little oil, but it lacks pungency and on that account is seldom used alone. The black is usually a small seed of a dark brown color. It contains a large amount of oil, said to average 95 to 98 per cent. The best variety is very pungent, and contains all that is required for the best article that can be manufactured. It comes from Italy, and is known as Trieste. There are many varieties of this kind grown in California, of every shade of quality. Also in other states. Some known as Kentucky is very pungent. To those who are at present manufacturing, or have determined to do so, we advise to procure the best of any variety, whether white or black, or whether it may have grown in England, Italy, Kentucky or California; for one pound of good (even if adulterated with wheat flour 50 per cent or more) is better than a bushel of the common seed that might claim the name.

As there is much labor in the manufacture of mustard, it is always cheapest to select good stock, otherwise you throw away labor for nothing. Nearly every one knows what prepared mustard is, and what it should look like; in fact, there is a prejudice in favor of appearance as well as flavor and strength, therefore it must look well, and a combination of the white and black seeds when well made gives a satisfaction without artificial coloring, both to the eye and palate.

Mustard making (dry) is usually accomplished, especially in this country, by compressing the seed to extract the oil. First, because the seed is so much more easily worked when the oil is out; and second, because there is now a ready market for the oil, as it is in great demand by the Jewish population, especially as a salad oil, being equal in many respects to olive oil; and also because there is no pungency or mustard taste whatever in the oil, and therefore no use of retaining it.

To extract the oil requires very powerful hydraulic pressure and a suitable press with all the necessary appliances, which cost from \$1,500 to \$2,000. It being, therefore, inexpedient for each manufacturer to press his own seed, large dealers in the principal cities operate in the seed or crude stock, and press it, and supply to the trade what is known as mustard cake. This cake is formed by the process of extracting the oil, and contains everything except the oil, the same precisely as linseed cake. Some are afraid to buy cake, for fear it is not good; that is, that the seed may have been all or partially of poor quality, or that the bran or refuse of previous workings may have been added, all of which might occur; but as it is to be judged by the oil, and pungency it may possess, it is as easy to test the cake as the seed, just as it is more simple and sure to test the quality of roasted coffee than when it is in the green state. If, therefore, you buy the mustard seed, in some way or other you must have it pressed. This may be done at any linseed oil mill, if you have sufficient quantity to make it an object; and then you have mustard cake. The process is now very simple. The object is to extract the flour from the bran; for this, pounders and sieves are used. Pure mustard cannot be ground in a mill and unless it is very much adulterated it cannot be ground at all, on account of the oil retained in the cake. The usual process, therefore, is to take, say 100 lbs., and put a quantity of the broken cake in the pot or mortar and pound it and sift it as to extract about 50 per cent. This bolted flour of mustard is strictly pure, and is as good as it is possible to make it from the stock you have used, whether it is good or bad. More could be taken out at this time, but the bran would have to be chopped up so fine that some would pass through the sieve and spoil the appearance of the flour. Now, if this was all you could produce, it is clear that the mustard flour would cost twice the cost of the cake, with all the labor added, but this is not all; add to the remaining bran an equal quantity of good wheat flour, and also one per cent. of good cayenne, and sufficient color (tumeric) to give the same tinge as pure mustard. Pound this as before, and by this process the remaining flour of mustard is forced out of the bran and united with the wheat flour; passing it through the sieve you may extract about 75 per cent. of this compound, and nearly all the wheat flour will pass through the sieve and about 25 pounds of the mustard. Now you will perceive that you have 50 pounds of pure and 75 pounds of an inferior quality, and 25 pounds of bran left. Now this 25 pounds of bran may be treated as before, and it will be observed that as the wheat flour is increased the bulk of the bran will be less apt to affect the appearance of the mustard; and it is admitted that much of the good property of the mustard is in the bran, and that after all it is only necessary to extract it to satisfy a popular prejudice as to what a fine yellow color pure mustard ought to be, which notion is often wrong. The poorest mustard, if properly made often satisfies the popular prejudice as to color, better than the strictly pure and the pure must often be colored or it would not sell, as butter must be made yellow or it will not bring a price. If the last process is properly attended to you must have used up nearly all the bran and added about equal quantity of wheat flour, and have in consequence increased your stock of mustard to double; and from these various grades—upon which you can fix a price according to the labor expended upon each separately—you can, by mixing and bolting over again, make any variety of price you desire. The inferior quality must be brought up to color, as before, to perfectly imitate the pure, so that the mixing will not alter the color in the least, and it must also be supplied with sufficient cayenne (African, not red pepper) to give sharpness.

The last or third operation being upon a mixture of mustard bran and flour, may be done in an ordinary burr mill, which will facilitate the work very much. And with experience in the use of a mill, and an acquaintance with the nature of the particular kind of seed, or the nature of the pressed cake, it may be ground from the start, if sufficient adulteration is added to the cake, and an article containing the above grades may be made at one operation, reducing the labor to a minimum; but you can have no pure mustard in this way.

Tumeric has always been the accepted material for coloring mustard. It is a root, and as such has much the appearance of ginger. Its coloring principle is called "curcume," and it imparts to all kinds of food adulterations the acceptable rich yellow color that it is supposed mustard ought to possess. To some it is objectionable on account of a peculiar flavor of its own, which the other adulterants cannot conceal. Of late, also, many have applied an ammonia test, which not only shows the tumeric, but by which means the quantity of tumeric may be judged, and consequently the

quantity of flour may be estimated, for the tumeric is only needed to supply lack of color, which adulterants do not usually possess. This, it will be observed, exposes the amount of adulteration, and on that account many mustard makers are at present using other, which is a yellow earth, but the quantity used is so insignificant that it is not considered in any sense detrimental. Still we should object to its use, as the purpose is to deceive.

PENINSULAR White Lead and Color Works DETROIT.
MAKERS AND GRINDERS OF
Chrome Greens and Yellows.
Prussian, Chinese and Soluble Blues. Peninsular Permanent Red, Vermillions, White Lead, Zinc, AND OTHER COLORS.

Being makers of DRY COLORS, we have an advantage over the so-called paint manufacturers, who simply grind and mix.

SPECIALTIES—White and Tinted Leads, Coach, Carriage and Buggy Paints, nine choice colors; Ready Mixed Paints; Vouch Colors ground in Japan; Decorative Wall, Fresco, Floor, Sash, Fire-Proof, Car, Barn and Domestic Paints; Wood and Iron Blinds; Maple Leaf Permanent Green; Pure Putty, Etc.

SPECIAL PAINTS MADE TO ORDER.
Peninsular brands of Ready Mixed Paints are full weights and free from barytes, naphtha or any other adulterations. Send for sample cards and prices.

L. D. PUTNAM & CO.,
Wholesale Agents,
Grand Rapids

THE ACME OF UTILITY AND ECONOMY IN A STORE SHELVING.
KOOH'S PATENT
ADJUSTABLE
SHELVING
BRACKETS.
SHELVING
CAN BE READILY
PUT UP BY ANY
ONE AND MOVED
EASILY AS STOCK
OR BRACKET
SUITABLE FOR VARIOUS
WIDTHS OF SHELVING.

PATENTED OCT. 19, 1887.
Manufactured by
KOOH A. B. CO.
354 MAIN ST., PEORIA, ILL.

Liberal discount to the trade, or parties first putting up these brackets in any locality.

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.

This is the only safe way to use a Strong Poison; none of the Poisons 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.

Hardware dealers at Coldwater, Mich., write as follows under date of May 14: "We sold 4,000 pounds of 'Bug Finish' last year. It is rightly named 'Bug Finish' as it finishes the entire crop of bugs with one application. We shall not be satisfied unless we sell three tons this year, as there is already a strong demand for it. Please send us ten barrels (3,000 pounds) at once."

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

MANUFACTURED BY Anti-Kalsomine Co., Grand Rapids.

PIONEER PREPARED PAINT.
We have a full stock of this well-known brand of

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

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

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

Write for prices and Sample Card to
Hazeltine & Perkins Drug Co.,
Wholesale Agents, Grand Rapids.

Try POLISHINA, best Furniture Finish made.

LINDEN BLOOM

Is now the most popular and rapid selling
PERFUME
From the Atlantic to the Pacific, throughout the entire country.

Highly recommended by Mrs. Grover Cleveland, Lillian Langtry, Emma Abbe, Rhoda, and a host of eminent ladies and gentlemen whose taste and judgment are reliable.

Testimonial of druggists from all parts of the U. S. ascribe it the FAVORITE and LEADING odor with the masses.

Put up in handsome bottles with cut glass stoppers.
Eighteen and a Half Fluid Ounces for \$4.
One dozen rose, bottles and exquisite souvenir cards free with first order.

Add a pound to your next order for drugs.

FOOTE & JENKS' LINDEN BLOOM Complexion Powder.
[REGISTERED.]

Two Sizes—Regular or 50-cent size, and Trial or 25-cent size.

SHADES: Flesh, White, Brunette.

"Linden Bloom Complexion Powder" is without a rival in elegance of package, the boxes being turned wood, beautifully enameled in many attractive tints and patterns. The powder itself is of impalpable fineness, containing no poisonous ingredients, and from its delicate perfume and pleasing effects on the skin is in popular demand with society and professional beauties. They all say "It's perfect."

Exquisite Souvenir Advertising Cards with Every Dozen.
REGULAR SIZE, per doz. \$3.00
TRIAL SIZE, per doz. \$1.75

Add a dozen to your next order for drugs.

Hazeltine & Perkins Drug Co.,
Agents for GRAND RAPIDS.

A NEW INVENTION RUNS EASY
7½ Cords of Beech have been saved by one man in 9 hours. This new saw is a great daily. "Exactly" what every Farmer and Wood Chopper needs. First order from your vicinity secures the Agency. Illustrated Catalogue FREE. Address: L. D. PUTNAM & CO., 308 S. Canal Street, Chicago, Ill.

TIME TABLES.
Grand Rapids & Indiana.
All Trains daily except Sunday.

GOING NORTH.
Traverse City & Mackinac Ex. 8:45 a.m. 9:35 a.m.
Traverse City & Mackinac Ex. 10:15 a.m. 11:05 a.m.
Traverse City & Mackinac Ex. 11:35 a.m. 12:25 p.m.
Saginaw Express 11:35 a.m. 12:25 p.m.
Saginaw Express 12:25 p.m. 1:15 p.m.

GOING SOUTH.
Cincinnati Express 7:15 a.m. 8:05 a.m.
Fort Wayne Express 8:30 a.m. 9:20 a.m.
Cincinnati Express 9:40 a.m. 10:30 a.m.
Traverse City & Mackinac Ex. 10:15 a.m. 11:05 a.m.
Traverse City & Mackinac Ex. 11:35 a.m. 12:25 p.m.
Saginaw Express 11:35 a.m. 12:25 p.m.
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Chicago & West Michigan.
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The Michigan Tradesman.

WEDNESDAY, NOVEMBER 16, 1897.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written Especially for THE TRADESMAN.

There is nothing that the retailer dreads and dislikes with more intensity than the necessary but disagreeable duty of dunning his delinquent customers, and the tradesman who performs this duty in a timely and systematic manner is a remarkable exception to the general rule. And the tradesman who doesn't adopt something like a system, in connection with this matter, had better religiously abstain from "keeping books."

One of the unfortunate features of the credit business is the disposition of a large majority of those who habitually purchase on time to regard the suggestion of a settlement as a personal affront. Why an individual with a fairly reasonable brain capacity should deem himself insulted when asked for what he honestly and equitably owes, is among the things which approach the incomprehensible. If I let my thirty-day bill at Faucet & Bungs, run forty-five days, without consulting F. & B. on the subject, and those gentlemen write me, courteously but firmly, that a remittance is desirable, it seems to me that I should develop what might reasonably be considered unmistakable asinine characteristics by enclosing an angry and vituperative protest with my draft. Or, if my subscription to THE TRADESMAN is long overdue, and its publishers politely insinuate that even newspaper men occasionally have use for a circulating medium of some kind, and I should inclose the money with the information that I had been outrageously ill-treated and affronted. I should regard the editors as very poor judges of character if they should invite me to contribute a series of articles on the amenities of life and our duty to our fellow men.

And yet, in either case, I should be as reasonable and consistent as a majority of the credit customers with whom the dealer comes in contact, after nerving himself up for a dunning crusade.

"A few years ago," said a veteran merchant, "I allowed myself to get careless in my collections and reckless in my purchases and one terribly dull month it came to my notice that I had a couple of thousand to raise in a trifle over two weeks. So I wrote a score or so of imploring letters to my largest credit customers, and within ten days received a large amount of abuse, a few promises and \$75 in money. Then I got a rig and drove around through the country and told the parties that if they didn't want the sheriff to take possession of my stock they must come at once to my relief. One \$200 man said he wasn't to blame for my folly in buying more goods than I could pay for, but when wheat advanced ten cents he would try to spare me \$100. Another suggested that if I would take a \$50 horse for \$125 he would keep his name off my books in the future. A third paid me \$5, and said I must take the balance in stove wood. Three gentlemen candidly informed me that I could confidently rely upon my pay at the end of an execution. Three or four more solemnly promised that when they marketed their wool, the next year, they would immediately rush to my assistance. A half dozen or so berated me soundly for writing them dunning letters, indignantly inquired if I didn't consider them 'responsible,' but set no particular time for the adjustment of matters.

"Well, I rode three days; paid the liveryman \$8, and came home with about \$15. Then I put a ten per cent. mortgage on my property, put my accounts in the hands of a collector and put up a 'Positively No Credit' sign in my store, which I took down in less than a fortnight.

"Put it down as a solid fact that if you had \$3,000 on your books, against responsible parties, and all due, and had a month in which to collect \$500 to save your credit, you would only be wasting your time by attempting the job."

I think my business friend somewhat exaggerated his collection experience, but it is a fact that the average credit customer is an unsafe party to rely upon in case of a financial emergency; but I think this unfortunate failing is less due to his lack of sympathy for the troubles of his creditor than his disbelief in the assertion that such troubles exist. And this distrust and disbelief are the fruits of the trader's own planting. Mr. Slimmer, for instance, is perfectly "easy" in money matters; and can give certified checks for every dollar he owes on five minutes' notice. Mr. Slimmer, in looking over his ledger, discovers that Peter Brown's account, which he promised to pay at "sheep-shearing time," has passed over the holidays. Mr. Slimmer is naturally and justly indignant, and determines to dun Peter on the first opportunity, and he does so. Now does Mr. S., who poses as a moral man and a zealous churchman, act honestly and squarely when he almost tearfully informs Peter that he wouldn't refer to the matter if he wasn't in sore financial distress, and needed every cent to placate his importunate creditors? And doesn't Peter, who, although slow, is shrewd, know that Slimmer is deliberately lying to him?

I am too well aware of my own defects as a collector to criticize at length the faults and failures of others, but I think a great majority of those who indulge in the credit business make the greatest mistake of impress-

ing those who owe them with the idea that the payment of an account is a matter which places the party who receives the money under lasting and binding obligations to the party who pays it, and that the suggestion for such payment requires a multitude of excuses and apologies. I have, on a few occasions, braced myself up with sufficient moral courage to demand the settlement of accounts, because the money was due and equitably belonged to myself instead of my debtor, and I think that, proportionately, my dunning experience with these customers was far more satisfactory to all concerned than in the cases where I adopted the custom too commonly in vogue among country traders.

My friend Bagshot, of L—, and myself were recently discussing the credit problem, and lamenting the apparent necessity that obliged old dealers, with a large country acquaintance, to devote so much of their business life, and so many of their hard-earned dollars, to the collection of accounts, and during the conversation Bagshot said:

"I've known one or two lawyers who had a pretty good faculty for squeezing blood out of the human turnip, so to speak, but the best collector I ever knew was a cowboy from Arizona. He came back here a year or two ago to look over the country in which he was born and raised, and finding a youthful acquaintance in the Widow Duncan, who supported herself and several children by washing and keeping a sort of a boarding house, he made his headquarters at her place for several weeks. A day or two before his contemplated return to the West, he came home late one evening and found his old friend in a disconsolate and tearful condition, and naturally inquired the cause.

"'Oh!' said the sobbing widow, 'it's that wretch, Jenkins. He got in debt to me sixty dollars and then left me, and this afternoon I saw him going by and called him in. I knew he had just got two hundred dollars, and I told him I must have some money for the butcher and baker and groceryman, and that the children were actually suffering for shoes and clothes. And the villain sneered at me, and when I insisted he called me vile names, and—'

"'Well, can't you, Em'ly,' said the cowboy, 'an' I'll go out 'n see 'f I can't coax Jenkins to fork over the needful.'"

"The Arizonian found the estimable Jenkins engaged in a game with the proprietor of a billiard room, and, accosting him politely, he handed him a bill drafted somewhat like this:

ODOLPHUS JINKINS, Esq., to the WIDDER DUNCAN, Dettner:
To Board and Washin'..... \$60.00
" Intrist..... 5.00
" Insultin' sed Widder..... 25.00
" Collecshun..... 10.00
Total..... \$100.00

"Jenkins threw the bill on the floor with a very obscene and profane remark, and prepared to continue his play.

"'Pick it up!' said the Westerner, calmly. 'I'll see you d—d first!' said Jenkins. 'Then the cowboy took Jenkins by the hair and jammed his head against the wall a few times. The billiard man rushed to his assistance, but got knocked out at one round. Jenkins picked up the paper and, after a remonstrance or two, offered to pay the principal, but objected to the usury. The man from the Wild West then proceeded to argue the matter by bumping Jenkins' head against the plaster again and mopping the floor with his best clothes, until at last Jenkins acknowledged himself vanquished, and deposited five twenty-dollar bills in the collector's hands.

"When," concluded Bagshot, "the deputy sheriff arrived, the next morning, to interview the Arizonian, that gentleman was far on his way Westward, but I had Mrs. Duncan's positive assurance that, in addition to his own board bill, he left her a hundred dollars which he said Jenkins had paid in on account."

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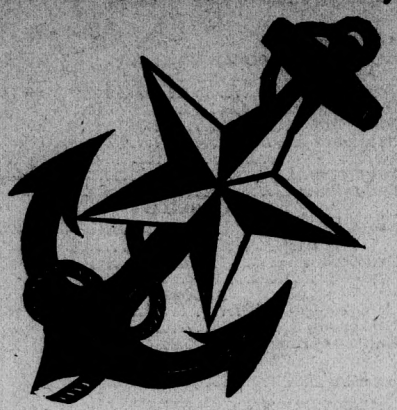
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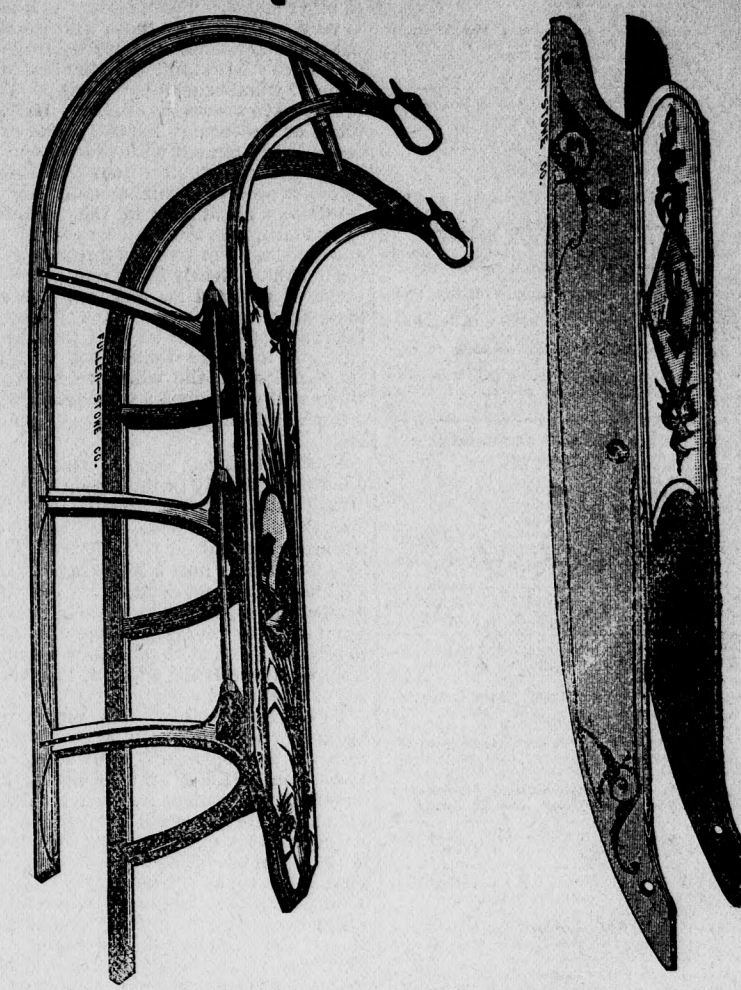
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