

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

**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. - - - - - - - - - Solicited.

**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.

**CHARLES A. COYE,**  
Successor to  
**A. Coye & Son,**  
DEALER IN  
**AWNINGS & TENTS**  
Horse and Wagon Covers,  
Oiled Clothing,  
Feed Bags,  
Wide Ducks, etc.  
Flags & Banners made to order.  
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**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.

**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

**Judd & Co.,**  
JOBBER OF SADDLERY HARDWARE  
And Full Line Summer Goods.  
103 CANAL STREET.

**SCHEMPPER'S ROLLED ABRASIVE**  
CALL FOR  
**SCHEMPPER'S ROLLED ABRASIVE**  
From the Best White Oxide  
Guaranteed Purest Finest and Rolled  
Under Supervision of  
To this show outside is to read how

**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 applica-  
tion.

**FULLER & STOWE COMPANY,**  
ENGRAVERS and PRINTERS,  
49 Lyon St., Grand Rapids,  
**SALT FISH**  
Bought and Sold by  
**FRANK J. DETTENTHALER,**  
117 Monroe St., Grand Rapids.  
Oysters the Year Around

**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.  
38 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

**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.**

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LUCIUS C. WEST,  
Attorney at Patent Law and Solicitor  
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106 E. Main St., Kalamazoo, Mich. U. S. A. Branch of  
Ice, London, Eng. Practice in U. S. Courts. Circulars  
free.  
**STANTON, SAMPSON & CO.,**  
Manufacturers and Jobbers of  
**Men's Furnishing Goods.**  
Sole Manufacturers of the "Peninsular"  
Brand Pants, Shirts and Overalls.  
Made agents for Oldfield Collars and Outfits.  
180 and 192 Jefferson Ave.,  
**DETROIT, MICHIGAN.**

**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.

**TUBS! TUBS! TUBS!**  
We have 150 doz. first quality wash tubs,  
which we will sell F. O. B. as follows: No. 8,  
\$3 per doz.; No. 2, \$4 per doz.; No. 1, \$5 per  
doz. Packed 1/2 doz. in bal. with straw. Qual-  
ity 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.

**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.**  
**MYRON H. WALKER,**  
Attorney and Solicitor,  
**GRAND RAPIDS, - MICH.**  
Over Fourth National Bank. Telephone 407.  
**BRAUTIGAM BROS.,**  
MANUFACTURERS OF  
Cant Hook Handles, Whippletrees, Neck  
Yokes, Spinning Wheels and Job  
Turning Of All Kinds.  
MAIL ORDERS SOLICITED.  
**NORTH DORR, - MICH.**

**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,  
186 South Water St., CHICAGO.  
Reference  
FRANCIS L. GROES & MILLER, Bankers,  
Chicago.

**EDWIN FALLAS,**  
PROPRIETOR OF  
**VALLEY CITY COLD STORAGE,**  
JOBBER OF  
Butter, Eggs, Lemons, Oranges.  
And Packer of  
**SOLID BRAND OYSTERS.**  
Facilities for canning and jobbing oysters  
are unsurpassed. Mail orders filled promptly  
at lowest market price. Correspondence so-  
licited. A liberal discount to the jobbing  
trade.  
217, 219 Livingston St.,  
**Grand Rapids.**  
**J. H. MYERS**  
Manufacturer of Harness and Collars  
at Wholesale and Retail, 73 Canal Street,  
Grand Rapids, has the finest line of street  
from in the city. Give him a call. None  
but experienced workmen employed.  
**WHOLESALE AND RETAIL  
COAL and WOOD.**  
E. A. HAMILTON, Agt.,  
101 Ottawa St., Ledyard Block.  
Telephone 20-13.

**CHASE BROTHERS PIANOS**  
GRAND RAPIDS, MICH.  
Buy of the manufacturer and save freight and  
dealer's commissions. Factory, 61, 63 and 65 South  
Front St. Office and salesroom, 92 Monroe Street.

**PRODUCE.**  
We should be pleased to open correspon-  
dence with anyone having APPLES,  
POTATOES, ONIONS, BEANS, DRIED  
FRUITS and other Country Produce to of-  
fer. CAR LOTS a SPECIALTY. Con-  
signments will receive our best attention.  
We are willing at all times to make lib-  
eral advances when drafts are drawn with  
bill lading attached. Goods sold on arrival  
or held as per request of shipper.  
**S. T. FISH & Co.,**  
Commission Merchants,  
189 So. Water St., Chicago, Ill.  
Reference—First National Bank, or any Wholesale  
Grocer here.

**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.

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

**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 million 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.

**Y**  
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.

**THE FORGED CHECK.**  
BELLUF.  
Written Especially for THE TRADESMAN.  
Just after breakfast, one fine spring  
morning in 1872, an advertisement in the  
Chicago Times for a book-keeper caught  
and fixed my attention. The salary was  
sufficient for a single man, and the firm  
well-known as responsible and upright gen-  
tlemen. I immediately wrote, enclosing  
references, with which Mr. —, the head  
of the firm, was so entirely satisfied that  
the next day's mail brought me a positive  
engagement, unlogged with the slightest  
objection to one or two subsidiary items I  
had stipulated for, and accompanied by an  
invitation to make his house my place of  
residence, until I could conveniently suit  
myself elsewhere. This was very kind and  
considerate; and the next day but one I  
took the train for my new field of labor. It  
thus happened that I became acquainted,  
and in some degree mixed up, with the train  
of events described herewith.

Mr. — I found to be a stout, portly  
gentleman, whose years were already be-  
yond sixty and seventy. So many winters,  
although they had plentifully besprinkled  
his hair with gray, shone out with ruddy  
brightness in his still handsome face, and  
his voice, hearty and ringing, had not as  
yet one quaver of age in it. I met him at  
breakfast on the morning after my arrival,  
and his reception of me was very friendly  
and cordial—more like a guest than an em-  
ployee. We had talked but a few minutes  
when one of the French windows that led  
from the dining-room into a shrubbery and  
flower-garden, opened and admitted a lady,  
just then, as I afterwards learned, in her  
nineteenth year. She was introduced to  
me, with old-fashioned simplicity, as "My  
grand-daughter, Nellie Howard." It is  
difficult to look at beauty through other  
men's eyes, and, in the present instance, I  
felt that I should fail sadly in the endeavor  
to reproduce in a word picture any adequate  
idea of the fresh loveliness, the rose-bud  
beauty of that girl. And, far higher charm  
than feature-beauty, however exquisite, a  
sweetness of disposition, a kind gentleness  
of mind and temper, were evinced in every  
line of her face.

I will own that I was greatly impressed  
by so remarkable a combination of rare en-  
dowments; and this, I think, the sharp-eyed  
old gentleman must have perceived, or he  
might not, perhaps, have been so immedi-  
ately communicative in respect to the near  
prospects of his grandchild, as he was the  
moment the young lady had withdrawn.

"We shall have gay doings here shortly,  
Mr. Simonds," he said. "Three weeks from  
next Monday will be Nellie's wedding-day."  
"Wedding-day?"  
"Yes," said he; "yes, it has been settled  
for some time that on that date she is to  
marry Mr. Henton."  
"Mr. Henton, of Lake View?"  
"A great match, isn't it, in a worldly  
point of view?" replied Mr. —, with a  
pleasant smile at the tone of my exclaima-  
tion. "And much better than that, Henry  
Henton is a young man of high and noble  
characteristics, as well as devotedly at-  
tached to Nellie. He will, I do not doubt,  
prove a husband in every respect deserving  
and worthy of her; and that from the lips  
of a doting old grandfather must be es-  
teemed high praise. You will see him  
presently."

I did see him, often, and quite agreed in  
Mr. —'s estimation of his future grand-  
son-in-law. I have not frequently seen a  
finer-looking man—his age was twenty-six;  
and certainly one of a more honorable and  
kindly spirit, of a more genial nature than  
he, has never come within my observation.  
He had drawn a great prize in the mat-  
rimonial lottery, and, I felt, deserved his  
good fortune.

They were married at the time agreed upon.  
The days, weeks and months of wed-  
ded life flew over Mr. and Mrs. Henton  
without a cloud, save a few dark, but tran-  
sitory ones which I saw now and then flit  
over the husband's countenance as the time  
when he should become a father drew near,  
and came to be more and more often re-  
ferred to. "I should not survive her," said  
Mr. Henton one day, in reply to a chance  
observation of Mr. —, "nor, indeed, de-  
sire to."

It was, of course, decided that the ex-  
pected heir or heiress should be entrusted  
to a nurse, and a Mrs. Oldson, the wife of a  
machinist living not very far from Mr.  
Henton's home, was engaged for that pur-  
pose. I had frequently seen the woman;  
and her name, as Mr. — and I were talk-  
ing one evening, came up.  
"A likely person," I remarked; "healthy,  
very good-looking, and, one might make  
oath, a true-hearted woman. But there is a  
timidity—a fright in her manner at times  
which, if I may make an uncharitable con-  
jecture, speaks ill for that smart husband  
of hers."  
"You have hit the mark exactly, sir.  
Oldson is a sorry fellow and a domestic ty-  
rant, to boot. His wife, who is really a  
good, meek-hearted woman, lived with us  
once. How old do you suppose her to be?"  
"Five-and-twenty, perhaps?"

"Six years more than that. She has a  
son by the name of Frink, by a former mar-  
riage, who is in his tenth year. She wasn't  
a widow long. Oldson was caught by her  
good looks and she by the bait of a well-  
provided home. Unless, however, her hus-  
band gives up his corn speculations, she  
will not, I think, have that much longer."  
"Corn speculations! Surely Oldson has  
not means adequate to indulgence in such a  
game as that?"  
"Not he. But about two years ago he  
bought, on credit, I believe, a considerable  
quantity of wheat, and prices happening to  
fly suddenly up, just then, he made a big  
thing. This has quite turned his head,  
which, by the way, as the Cockneys say,  
was never quite rightly 'screwed on.' The  
announcement of a visitor interrupted  
anything further Mr. — might have had  
to say, and I soon afterward went home.

A sad accident occurred about a month  
subsequent to the foregoing conversation.  
Mr. — was out riding upon a usually  
quiet horse, which all at once took it into  
his head to shy at something in the road,  
and thereby threw its rider. Help was for-  
tunately at hand, and the gentleman was  
carried home, where it was found that his  
thigh was broken. Thanks, however, to  
his temperate habits, it was before long au-  
thoritatively announced that, although it  
would be a considerable time before he was  
released from confinement, it was not prob-  
able that his life would be shortened by  
what had happened. Unfortunately, the  
accident threatened to have evil conse-  
quences in another quarter. Immediately  
after it occurred, one Jobson, a busy, thick-  
headed lout of a butcher, rushed off to Mr.  
Henton's with the news. Mrs. Henton  
was walking with her husband upon the  
lawn in front of the house, when the great  
blockhead drove up, and blurted out the ac-  
cident, and that it was feared Mr. — was  
killed.

The shock of such an announcement was,  
of course, overwhelming. A few hours after  
ward Mrs. Henton gave birth to a healthy  
boy; but the young mother's life, assailed  
by fever, was for many days utterly des-  
paired of—for weeks trembled so evenly in  
the balance that the slightest circumstance  
might turn the scale. At length the black  
horizon that seemed to encompass her so  
hopelessly, lightened and afforded her hus-  
band a glimpse of hope. The promise was  
fulfilled. I was in the library with Mr.  
Henton, awaiting the physician's morning  
report, which Mr. — had requested me to  
bring to him before going to the store, when  
Dr. Matson entered the apartment in an evi-  
dently cheerful frame of mind.

"You have been causelessly alarmed," he  
said. "There is no fear whatever of a re-  
lapse. Weakness, only, remains, and that  
we shall slowly, but certainly, remove."  
"Thank God!" exclaimed Mr. Henton.  
"And how," he added, "shall we manage  
about the child? She asks for it incessant-  
ly."

Mr. Henton's infant son, I should state,  
had been consigned, immediately after its  
birth, to the care of Mrs. Oldson, who had  
herself given birth to a boy about two weeks  
previous. Scarlatina being prevalent in the  
neighborhood, Mrs. Oldson had been hur-  
ried away with the two children to a place  
on the lake shore where Mr. Henton had a  
cottage, almost before she was able to bear  
the trip. Mr. Henton had not left his wife  
for an hour, and consequently had only seen  
his child for a few minutes just after it was  
born.

"In regard to the child," replied the doc-  
tor, "I am of the opinion that Mrs. Henton  
may see it in a day or two—say the third  
day from this, if all goes well. I think we  
may venture so far; but I will be present,  
for any untoward agitation might be in-  
stantly fatal." This settled, we went our  
different ways—I to cheer the still-suffering  
grandfather with the good news.

The next day but one, Mr. Henton was in  
excellent spirits. "The doctor's report is  
even more favorable than I had anticipated,"  
he said, "and I start to-morrow to bring  
Mrs. Oldson and the child—" The mail-  
carrier's knock interrupted him. "The  
nurse," he added, "is very attentive and  
punctual. She writes almost every day."  
A servant entered with the letters. Mr.  
Henton tossed them over eagerly, and seiz-  
ing one, after glancing at the post-mark,  
tore it open, muttering, as he did so, "It is  
not the usual handwriting, but from her, no  
doubt."  
"Merciful God!" I exclaimed, as I lifted  
my eyes to his. "What is the matter?"  
A mortal pallor had spread over his face,  
and he glared at the letter in his hand as  
though a serpent stared him in the face.  
Another moment, and the muscles of his  
face appeared to give way suddenly, and  
he dropped heavily into the chair from  
which he had risen. I was terribly alarmed,  
and, loosening his collar, for he seemed  
choking, I said, "Let me call someone;"  
and I turned to reach the bell, when he  
seized my arms and held me with a grip  
of iron. "No—no—no!" he hoarsely gasped;  
"water!" There was some on a side table  
and I handed it to him. He drank eagerly  
and it appeared to revive him. He thrust  
the crumpled letter into his pocket and said,

"There is some  
one coming. Not a word—remember!" At  
the same time he wheeled his chair half  
around, so that his back should be toward  
the servant we heard approaching.  
"I am sent, sir," said the girl, "to ask if  
the mail has come?"  
"Yes," replied Mr. Henton, with wonder-  
ful mastery of his voice. "Tell your mis-  
tress I will be with her immediately, and  
that her son—her son is quite well."  
"Mr. Simonds," he continued, "as soon as  
the servant was out of hearing, "there is a  
liquor-stand on the side-board in the dining-  
room. Would you have the kindness to  
bring it to me unobserved—mind that—un-  
observed by anyone?"  
I did as he requested; and the instant I  
placed it before him, he seized the brandy  
and drank with fierce eagerness.

"For heaven's sake!" I exclaimed, "think  
what you are about, Mr. Henton. You will  
kill yourself."  
(Concluded next week.)

**Preparing Poultry for Market.**  
G. S. Palmer in the American Grocer.  
Having had many inquiries from shippers  
of poultry, game, eggs, etc., from various  
sections of the country, it induces me to of-  
fer a few points of information and sugges-  
tions to farmers and shippers; and as they  
are based on many years of experience in  
handling the above produce in the New York  
market, I am confident, if observed, they  
will result to the profit of the shipper.

One general fault in slaughtering poultry  
is that but little discrimination is shown in  
the flock between the fat and thin birds.  
There may be only a few of the lean ones,  
but these few put in the same barrel with  
properly fattened stock, and when the pack-  
age is open to the eyes of the buyer they  
will deteriorate the value to him at least to  
20c a pound. Large shippers pack this  
poor grade separately and mark them sec-  
onds, but small shippers cannot conveniently  
do this; therefore, the best plan for all  
shippers to follow is to separate the poor  
fowls and feed them specially, as they are  
hard to dispose of, and seldom realize en-  
ough to cover their original cost, not to  
speak of the expenses in marketing.

Another important feature is the careful  
dressing and packing of poultry and the  
best medium is clean, bright straw, and  
paper can be used advantageously during  
cold weather, when there is no danger of  
sweating, but at all seasons great care  
should be taken that all animal heat is out of  
the fowl before packing.

The important point in shipping game  
successfully is to be certain of its freshness  
before packing, and placed carefully in the  
package without ruffling the feathers, which  
should be perfectly dry. The class of buy-  
ers who pay the highest prices for game will  
not buy unless they are fresh and of attrac-  
tive plumage, and would advise shipping by  
express, except in very cold weather.

Owing to the attention that has been  
given of late to the henmy business, and  
the largely increased production and general  
use of fresh laid eggs, the public taste has  
become educated to a higher standard,  
which makes it much more difficult to cater  
to the holders of eggs, in cold storage, and  
by other methods, have found their product  
this season to be more difficult to dispose of,  
although we can readily obtain for the henmy  
eggs 35c, but it is very difficult to get  
more than 15c to 18c for held stock, and from  
the fact that so much of this held stock is  
being offered on the market, it has had a  
tendency to lessen the consumption, for the  
reason that our families who cannot get or  
afford to pay the extreme prices of fresh are  
consequently inclined to mark them off the  
"menu."

**PERFECTION SCALE**  
The Latest Improved and Best.  
A mechanical scale with a circular dial and a vertical column.  
**DOES NOT REQUAKE DOWN WEIGHT!**  
Will Soon Save its Cost on any Counter.  
(GEO. C. WETHERBEE & CO., Detroit,  
HAWKINS & PERREY, Grand Rapids,  
McCABE & CO., S. E. Michigan,  
And by Wholesale Grocers generally. Send for Free  
Illustrated Catalogue.)



ASSOCIATION DEPARTMENT

Michigan Business Men's Association. President—Frank Hamilton, Traverse City.

The following auxiliary associations are operating under charters granted by the Michigan Business Men's Association:

- No. 1—Traverse City B. M. A. President, Geo. E. Steele; Secretary, L. Roberts.

Grand Rapids Business Men's Association. We have ratified the State constitution and by-laws and adopted the local ditto with but one additional section.

Geo. W. Albrecht, Treasurer of the Belaire B. M. A., writes: "We are financially light wailed, as becomes a small town, but strong in good fellowship and push."

Lansing Journal: The names that occupy positions on the dead-beat list were not read at the meeting of the Business Men's Association Wednesday evening.

Grand Rapids Mercantile Association. At the regular semi-monthly meeting of the local association, held last Tuesday evening, J. Hagens & Sons, grocers at 79 Shawmut avenue, were elected members of the Association.

The question of employing an agent to care for the exhibit, increase the membership and attend to collections, was then discussed. The discussion culminated in a motion by C. L. Lawton for the appointment of a special committee on Agent, to take the matter under consideration and report at the next meeting.

Charlotte in Line on Organization. CHARLOTTE, Nov. 18, 1887. E. A. Stowe, Grand Rapids: DEAR SIR—The blanks I asked for have been received and we have partially completed our organization by the election of the following officers:

Hardware.

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

Table listing various hardware items and their prices, including AUGERS AND BITS, BRACES, BUCKETS, CHISELS, COCKS, COPPER, GALVANIZED IRON, GAUGES, HOLLOW WARE, HOBS, LOCKS-DOOR, MATCOCKS, MOLASSES GATES, NAILS-IRON, NAILS-STEEL, OILERS, PLANES, RANES, and TRAPS.

Table listing various hardware items and their prices, including IRON AND TINNED, PATENT PLATED, SHEET IRON, SHEET ZINC, TIN PLATES, WIRE GOODS, MISCELLANEOUS, and HARDWOOD LUMBER.

F. J. DETTENTHALER, Telfer Spice Company. SOLE MANUFACTURERS OF ABSOLUTE SPICES, SALT FISH, and Absolute Baking Powder. 100 PER CENT PURE.

FOSTER, STEVENS & CO., Wholesale Hardware. FINEST AND MOST COMPLETE HARDWARE STORE. In the State of Michigan.

FOSTER, STEVENS & CO., Grand Rapids, Mich. Our Facilities for doing Business have been much improved and we feel better able to meet all MARKETS and PRICES.

MERCHANTS' STATIONERY. Having Made a Specialty of Fine Mercantile Printing. Business Cards, Note Heads, Envelopes, Bill Heads, Statements. 500 GOOD STOCK \$7.50 EXTRA STOCK \$9.00.

**The Michigan Tradesman.**

**FOIBLES OF OUR CUSTOMERS.**

Is it wrong to acquiesce in, and accede to, the foibles of those who are "wise in their own conceit?" I believe it is not, and that more harm arises from treating those foibles with contempt or by attempting to expose the apparent fallacy than by seeming to yield and agree with the individual. It is usually a source of pleasure to have our opinions thought worthy of approval, and if people tell us plainly they are not worthy, we very often soon lose confidence in ourselves, or the party who has told us what he believed was the truth. Did the reader ever think much about the common practice of asking advice of others? This practice is also a foible. Nine out of every ten persons ask advice and mean approbation. And not more than one of the nine honestly heed and follow the advice given. They simply mean to see if others approve of their policy already determined upon. Somehow, if others agree with us, it seems to give stability and permanence to our opinions. Such is human nature. And further, it adds materially to the value of advice if it is paid for! If a lawyer or physician is consulted, and when asked "What is your fee?" replies "O, never mind, it is of no consequence," we are very apt to think the entire thing is of no consequence, and if the author of an opinion, even, places no value upon it himself, our first thought is that in the nature of things, it must be almost worthless. "First, learn to do your work well, and secondly charge well for it!" was the emphatic and philosophic advice of one of my honored preceptors. And, strange and inconsistent as it may seem, it is nevertheless a fact that, as a rule, medicine is far more effective if well paid for than if donated. If it has cost a dollar an ounce, it is not only supposed to possess powerful properties but every drop will be carefully husbanded, and taken or given strictly as directed; whereas, if it costs only a few pence, it is deemed of little moment whether directions are followed or not.

The above thoughts concerning the foibles of individuals were suggested by reading an article on "African coffee," copied into a late number of THE TRADESMAN from the Lewiston Journal. This also reminded me of the oft-told story of merchants selling two or three different priced teas from the same chest; and which, by the way, is no myth, but has been forced upon the merchant by the foibles of customers. They found that unless the opinions of these good customers were regarded and respected there was certain to follow a loss of both respect and money to the merchant. Why so? Because the customer considers if his opinions are not respected, he is degraded in the eyes of his friend, and had best trade elsewhere. Many a good cash customer has his own peculiar ideas regarding goods; the reasons why, he does not care to explain. They have become his foibles, and merchants commit no moral or legal crime when they respect them—always in an honorable way, of course—and thereby please and retain him as a friend, and, at the same time, both parties profit by it. Many a customer has also been forever lost to a store and the kind merchant is still wondering why; when, if he had been more observant and regarded the man's (or woman's) peculiarities, many an extra dollar would still be dropping into his till. Most persons have their foibles and each desires attention to them. Several grocers at different times have lost my own trade in the article of coffee and may still be ignorant of the reason, because they would persist in having it already ground when called for, instead of each time grinding it in my presence. This is my foible and whether false or true it must be respected. [Will grocers who labor for their own interests now make a note of this slight fact?] They, too, may have lost good customers, and would like to know why. I knew one conscientious merchant who sold at certain times—when it could not be well avoided, however—several different priced teas from the same chest. But to accord him all honor, I will add that he was quite as willing to give to, as to take from, his customers. He usually kept three kinds, or rather qualities, of tea to retail at 50 cents, 75 cents and \$1 a pound, and each kind was well worth the price asked for it, and his sales were large. He had three or four customers who told him they would go elsewhere if he was out of the particular priced tea they required.

In narrating the incident to me one evening, he said: One of these customers always purchased the 75 cent tea while several others took the 50 cent. I was occasionally out of one of these two kinds, and sometimes lost a few sales by being out of both, but I sold the 75 cent tea for 50 cents quite as often as I did the 50 cent for 75, to these few customers with their foibles and never heard the least complaint, yet I know that any attempt at explanation or apology on my part would have ended disastrously. As it was, we were always the best of friends. I humored their caprices while honestly endeavoring to retain them as customers, and at the same time dispense strict justice to all parties.

In this connection, I am also reminded of an incident which illustrates the curiosity of mankind and comes almost within the province of foibles. A man was appointed to take charge of, and dispose of as soon as convenient, a miscellaneous stock of merchandise. The owner was to be absent several months. On a close examination of the stock, he found two barrels of lamp chimneys of medium size, which seemed to be un-

usually soiled and dusty, and upon still further investigation he discovered that the apparent dust would neither wipe nor wash off. A letter was at once mailed to the proprietor, asking an explanation. The answer was that "they were purchased at the factory in Pittsburg, where, in some mysterious manner, a batch of glass material, consisting of sand, silica and alkalies, had become mixed in improper proportions, ruining the transparency intended, and resulting in several gross of semi-opaque chimneys, some of which had been shipped by mistake, and would only cost thirty cents a dozen, if he could make any use of them." Having after a few weeks disposed of all other chimneys of this size, his thoughts again reverted to these; and how to dispose of them was the question. His first thought was, "I have not tried them, possibly they may give a fair light." That evening, when alone, he washed one of them thoroughly, placed it upon a hand lamp, and taking a book proceeded to test its powers and value. If threw a soft opalescent light upon the letters and all objects near it, especially grateful to the eyes, and not unlike the light through a bit of ground glass. It seemed exactly the thing for ordinary reading or writing and well adapted to weak eyesight. An idea suddenly dawned upon him.

The following day those who entered the store discovered upon the front show case a lighted lamp with a card attached bearing the following inscription, TRY THE NEW OPAQUE LAMP CHIMNEY for reading or writing! Especially valuable for the aged, or those having weak eyes! Price only 10 cents. Supply limited!" "For the first few days," said the man, "after the lamp was placed on the counter, all my spare time was occupied answering questions about that new chimney; and a curious and deeply interested group of both sexes, each with book and paper in hand every evening, was busily engaged in reading or making the most startling discoveries of its powers, a few declaring that it actually magnified the letters. It was the best advertisement the store ever had, and, though feeling a little alarmed about the final result, I began to feel the inspiration of the crowd, and honestly believed the chimney was more valuable than I had at first supposed.

The fame of the wonderful chimney already extended miles away in every direction. No printer's ink was required, for the dear public had "found a long-felt want" and the sale, once commenced, those "miraculous glass tubes" went out of my door by two's, three's and five's, until the contents of both barrels had vanished, and still more were wanted and I was reluctantly obliged to state that the manufacture of them had probably ceased, as no more could be found in the market."

This story of the lamp chimneys is strictly true. I know all the parties well and the gentlemen who had charge of the stock says, "Although it is over twenty years since I closed out that stock of goods, yet I never meet my old employer without a visible smile breaking over his face, as he reaches for my right hand, and in a low voice says, "Have you any opaque chimneys left?"

FRANK A. HOWING.



FROST'S PATENT BOX FASTENER. G. E. RICHMOND, PAT. FEB. 19, 1890. SIZES ALL KINDS OF PACKING & SHELF BOXES. Shipping Cases, Egg Crates, etc. 4 and 6 ERIE ST. Grand Rapids, Mich.

**WM. SEARS & CO.**  
Cracker Manufacturers,  
Agents for  
**AMBOY CHEESE.**  
87, 39 & 41 Kent Street, Grand Rapids, Michigan.

**W. STEELE PACKING & PROVISION CO.**  
JOBBER IN  
**FRESH MEATS.**  
Stock Yards and Packing House, Grandville Ave.,  
Grand Rapids, Mich.

**MOSELEY BROS.,**  
WHOLESALE  
Fruits, Seeds, Oysters & Produce,  
ALL KINDS OF FIELD SEEDS A SPECIALTY.  
If you are in Market to Buy or Sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.  
26 28, 30 & 32 Ottawa Street, GRAND RAPIDS.

**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.

**"CANDEE"**  
Rubber Boots  
WITH DOUBLE THICK BALL.  
GIVE DOUBLE WEAR ON THE BOTTOM. GREATEST IMPROVEMENT EVER MADE IN RUBBER BOOTS. TWO YEARS TEST.  
FOR SALE BY  
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.

**PORTABLE AND STATIONARY ENGINES**  
From 2 to 150 Horse-Power. Rollers, Saw Mills, Grist Mills, Wood Working Machinery, Shafting, Pulleys and Boxes. Contracts made for Complete Outfits.  
W. O. Denison, 88, 90 and 92 South Division Street, GRAND RAPIDS, MICH.

**RUNKEL BROS. PREMIUM CHOCOLATE**  
**RUNKEL BROS. VIENNA SWEET CHOCOLATE**  
FRANK A. HOWING.

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.

"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."  
FOR SALE BY  
**Hawkins & Perry**  
Wholesale Agents,  
GRAND RAPIDS, MICH.

**DETROIT SOAP CO.,**  
DETROIT, MICH.  
Manufacturers of the following well-known Brands of  
**SOAPS**  
QUEEN ANNE, MOTTLED GERMAN, 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.

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.  
**GOOD ENOUGH**

**OIL AND GASOLINE CAN!**  
EVERY LIVE DEALER SHOULD SELL THEM.  
The Most Practical Large Sized Can in the market and the ONLY Pump Can which closes PERFECTLY AIR TIGHT preventing evaporation from either Can or Pump  
**HALF A MILLION IN ACTUAL USE!**  
Though imitated in Appearance, by no means Equaled in Merit.  
Its recognized Qualities and increasing Popularity has induced imitations and its would-be competitors are trying to follow—their eyes fixed on the "GOOD ENOUGH"—  
\*The Bright Star That Leads Them All.\*  
DON'T BE HUMBLED by cheap and worthless imitations and SO-CALLED air tight Cans. Buy the ORIGINAL—the GENUINE OLD RELIABLE "GOOD ENOUGH" and guarantee your customers  
**ABSOLUTE SAFETY AND THE GREATEST POSSIBLE CONVENIENCE.**  
MANUFACTURED BY  
**Winfield Manufacturing Co., Warren, O.**  
ASK YOUR JOBBER FOR THESE CANS. INSIST ON HAVING THEM. TAKE NO OTHER.

**PERKINS & HESS**  
DEALERS IN  
**Hides, Furs, Wool & Tallow,**  
NO. 127 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.  
WE CARRY A STOCK OF CAME TALLOW FOR MILL USE.

**CURTISS, DUNTON & ANDREWS**  
**ROOFERS**  
Good Work, Guaranteed for Five Years, at Fair Prices.  
Grand Rapids, Mich.

**VINDEX**  
THE BEST  
**5-C. CIGAR**  
In the World.  
STRAIGHT HAVANA LONG FILLER, SUMATRA WRAPPER.  
**CLARK, JEWELL & CO.,**  
Sole Agents for Western Mich.

**SPRING & COMPANY,**  
JOBBER IN  
**DRY GOODS,**  
Hosiery, Carpets, Etc.  
6 and 8 Monroe St., Grand Rapids.

**HESTER & FOX,**  
Manufacturers' Agents for  
**SAW AND CRIST MILL MACHINERY,**  
Send for Catalogue and Prices.  
**ATLAS ENGINE WORKS**  
INDIANAPOLIS, IND., U. S. A.  
MANUFACTURERS OF  
**STEAM ENGINES & BOILERS.**  
Carey Engines and Boilers in Stock for immediate delivery.  
Planers, Matchers, Moulders and all kinds of Wood-Working Machinery, Saws, Belting and Oils.  
And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for Sample Pulley and become convinced of their superiority.  
Write for Prices. 44, 46 and 48 So. Division St., GRAND RAPIDS, MICH.

L. M. CARY. L. L. LOVERIDGE.  
**CARY & LOVERIDGE,**  
GENERAL DEALERS IN  
**Fire and Burglar Proof SAFES**  
Combination and Time Locks,  
11 Tonia Street, Grand Rapids, Mich.

**RINDGE, BERTSCH & CO.,**  
MANUFACTURERS AND WHOLESALE DEALERS IN  
**BOOTS AND SHOES.**  
AGENTS FOR THE  
**BOSTON RUBBER SHOE CO.**  
14 and 16 Pearl Street, Grand Rapids, Mich.

**Nuggets for New Men.**  
 Written Especially for THE TRADESMAN.  
 Never sell a man goods and agree to collect when the goods are sold. Some men are mean enough to keep your goods on the shelf to help fill out stock and never pay. Besides, it isn't business.  
 Any man that you can impose upon is a poor addition to your trade. Others can also impose on him and it is only a question of time as to how long he remains in trade.  
 Beware of the fiend who is always finding shortages, slack weight and packages missing. Nine times out of ten such complaints are for the purpose of getting goods cheaper than prices quoted.  
 Have the utmost confidence in your house. If you lack that, you lack the backbone to meet the competition that exists in all lines now-a-days.  
 Always work a town thoroughly and never pass by a store that looks uninviting. Behind a dirty counter there may be a wealthy man.  
 It is not necessary to always ask after a customer's health, and his wife's, and his relatives'. Some people may deem you impertinent.  
 Only the "new" man continually has "bargains" and "drives."  
 And above all things, dear fellow sojourner, don't be too sure that no one can undersell you.  
 You can't sell everybody. You can't please everybody, nor can any one other man, so don't feel blue if you find a town now and then where you can't gain a foothold.  
 A good pilot when in doubt as to the depth of the water, takes soundings. Always feel your way cautiously before entering into a discussion with a customer.  
 The bookkeeper and billing clerk, also at times the shipping clerk, are convenient loopholes of escape. The old men will understand.  
 It is not necessary that you should truckle to the opinion of everybody and be a weather vane; but it is also not necessary to be bold in your opinions.  
 An old traveler, who has the respect of all who know him, once told me, "the gentlemanly does the business every time."  
 Remember, you are not put on the road to see how many "mashes" you can make, nor how much poker you can play. Before making a break of the above description, think of the folks at home and picture how you would feel if they did likewise.  
 Never run down a competitor—you can't tell but what the man you are talking to may be his brother-in-law.  
 Remember, you have no sure trade. No customer is yours for keeps, unless you have a mortgage on him, and then no one else wants him.  
 The man with the best line, the best prices, the best yarn, and who is on hand when stock is low, sells the bill.  
 Always try to sell your trade enough goods to keep them filled up until you come again, so no one can put in an entering wedge.  
 Never sell or force goods on a man whose stock is full. When the time comes to pay the bill, and the goods are on his shelf, he will hate you.  
 LEO. A. CARO.

**Why He Paid Up.**  
 "See here, Abe," remarked a West Side grocer to a darky customer, "it has occurred to me that you are chronically disposed to pay cash for your whisky and stand me off for your groceries and tobacco. Abe, do you know what the tramp said when he took the clothes from the line?"  
 "Doan't know fo' suah, sah, but I reckon 'twas siffin like what the Democrats said dunin' de las' campaign—suffin 'bout habin' a change."  
 "That's the point exactly. Now, Abe, you and I are going to have a 'change.' In the future you must pay cash for your groceries and tobacco or transfer your trade to some one else. This little account of yours has been running until it is nearly tired out."  
 "How long has dat 'count been runnin', Mr. Perkins?"  
 "A little more than seven months."  
 "Is dat all? Why, sah, I once owed de ole man Knickerbocker a 'count dat ran seven years. Wot yer tink of dat? I reckon dat 'count would be runnin' yet if de ole man hadn't died. Powerful queer, ain't it, wot a heap ob vitality some ob dese little 'counts hab. I tink, sah, if yer war to apply a little ob de fle ob fo'bearance to dis yer 'count ob mine yer could 'make it run an-udder month. Yeh! Yeh! Yeh!"  
 "Well, I don't propose to chee," the grocerymen said, as he put the cheese-knife beyond Abe's reach.  
 "S'pose yer will let me hab leetle flour 'casionally?"  
 "No funds, no flour"  
 "Any bacon?"  
 "Not a pound."  
 "How 'bout de terbacker?"  
 "Not an ounce."  
 "Yer hab got de advantage of me, sah, an' I specs I'll hab ter pay de 'count." And the ole rascal took a ten-dollar bill from his pocket and handed it to the grocer.  
 "I doan't mind 'bout de flour and de bacon, kase de ole woman's got plenty of corn-meal, an' I kin lift a han when de 'casion requires it, but when yer shut down on de terbacker yer deprive me ob de necessites ob life, an' its time suthin' wos did. Gib me de balance in sugah."

**A Druggist's Story.**  
 "A man came in with a prescription, and I noticed that the paper did not bear the name of any physician. I called the customer's attention to it, and he replied that he knew all about 'who wrote this prescription. Never mind' said he 'who wrote it. The doctor signed his name and I cut it off.' 'What did you cut it off for?' I asked eagerly. 'So I wouldn't have to pay you his commission,' was the laconic response. I then looked at the prescription for him, but saw him a glass of soda water with a wink in it, and he walked with the air of a man innocently tickled at the success of his scheme."

**JENNESS & MCGURDY,**  
 Importers and Manufacturers' Agents.  
 DEALERS IN  
**Crockery, China, Glassware,**  
 Fancy Goods of all Descriptions.  
 HOTEL AND STEAMBOAT GOODS,  
 Bronze and Library Lamps, Chandeliers, Brackets, Etc.,  
 73 and 75 Jefferson Ave.,  
**DETROIT, - MICH.**

Wholesale Agents for Duffield's Canadian Lamps.

**P. STEKETEE & SONS,**  
 JOBBERS IN  
**DRY GOODS,**  
 AND NOTIONS,  
 88 Monroe St.,  
 AND 10, 12, 14, 16 AND 18 FOUNTAIN STREET,  
 GRAND RAPIDS, MICH.  
 Full line of Notions for the Holiday Trade, to which the inspection of dealers is cordially invited.

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.

**CEO. E. HOWES,**  
 JOBBER IN  
**Foreign and Domestic Fruits.**  
 SPECIALTIES:  
 Oranges, Lemons, Bananas.  
 3 Ionia St., GRAND RAPIDS, MICH.

The Standard of Excellence  
**KINGSFORD'S**  
 Oswego "Pure" AND "Silver Gloss"  
  
**STARARCH.**  
 Kingsford's Oswego CORN STARCH for Puddings, Custards, Blanc-Mange, etc.  
 THE PERFECTION OF QUALITY.  
**WILL PLEASE YOU EVERY TIME!**  
 ALWAYS ASK YOUR GROCER FOR THESE GOODS.

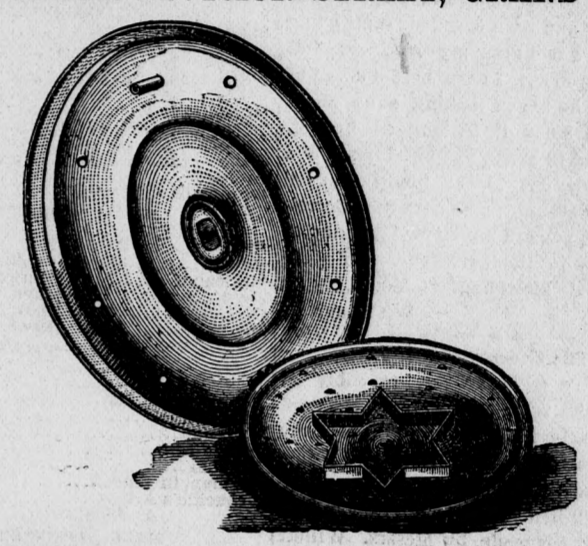
**KING'S**  
 Quick-Rising  
**BUCKWHEAT FLOUR.**  
 THE BEST GOODS MADE,

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.**

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.  
 —SELL—  
**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.**



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.



**LION MOCHA, JAVA AND RIO COFFEE**  
 WOOLSON SPICE CO. KANSAS CITY-MO. TOLEDO-OHIO.  
**LION MOCHA, JAVA AND RIO COFFEE**  
 WOOLSON SPICE CO. KANSAS CITY-MO. TOLEDO-OHIO.  
**LION MOCHA, JAVA AND RIO COFFEE**  
 WOOLSON SPICE CO. KANSAS CITY-MO. TOLEDO-OHIO.

**MERCHANTS!** Increase Your SALES AND PROFITS BY HANDLING LION COFFEE.  
**IT GIVES ABSOLUTE SATISFACTOIN**  
 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.

**AX HANDLES!**  

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

**C. & D. LANTERNS,**  
**OIL CANS AND TANKS,**  
 And a General Line of  
**PAPER & WOODENWARE.**  
**CURTISS & DUNTON,**

**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
Oat Tooth Pick Perfume, large	- - - -	2.00
China Shoe Perfume, large	- - - -	2.50

 All above in assorted colors.  
 ORDERS BY MAIL SOLICITED.  
**Jennings & Smith,**  
 38 and 40 LOUIS STREET,  
 Grand Rapids, - - - Mich.

Groceries.

ZACHARIAH WAYBACK.

More of His Experiences - He is "Catching On."

HEMLOCK SIDING, Nov. 31, 1887.

DEAR SIR - I see the Association in your city has adopted the "Blackboard Idea," as you call it, for the use of those who have anything to sell or exchange. I would like to exchange that box of "Queen Olives" I bought of Sam. Lemon for a bull dog or a stone boat. I can use the dog to watch the store or draw stone with the stone boat. The olives aren't of any use to me. I have tried to sell 'em to every man, woman and child within a radius of six miles of the Siding, but they say they have no use for that kind of pickles.

I think I am "catching on" better than I was at first. A lady came in the other day and asked for ten cents worth of "crinoline." I was dead sure I hadn't such a thing in the store, but I was bound not to show my ignorance, so I asked her what color she wanted. She said she wanted it red, and quick as a flash it struck me that it was aniline she wanted instead of "crinoline." I asked her if she wanted to do coloring with it, and then I put up aniline without further inquiry.

A young girl came in Saturday night and asked if I had any "rugs" in the store. I remembered getting something of that kind from that red-headed man in the wholesale store at Grand Rapids, but when I came to do it up I found it was spelled "rouge." I didn't say anything, however, as I find by my own experience that people don't like to be told of their mistakes. They would rather find them out of their own accord.

A fellow who used to peddle organs and sheet music down at Grand Rapids came along to-day and tried to sell me some pants and shirts. I told him my stock was full at present - you see, I have half a dozen of each - when he began making puns about my store. I stood it as long as I could, when I called in Jerry, my hired man, and we carried him out to the pump and gave him a good dousing. The next time George Owen makes puns in my store, I'm going to take him out to the barn and hold him while my mule kicks him.

Yours,  
Z. WAYBACK.

The Grocery Market.

Sugars are a trifle weaker, probably on account of the very careful and reserved buying for actual consumption, though the indications are all in the direction of a further advance. The net consumption of sugar in the United States in the year ending with October 1 is made, by Messrs. Willett & Hamlen, 1,567,920 tons, against 1,361,833 tons in the preceding crop year and 1,247,315 tons in the crop year ending with October 1, 1885. Crop advices generally point to a materially reduced aggregate yield, and this circumstance serves also to strengthen confidence in the future course of values. Coffees are weaker. Tobaccos are still bracing up, Drummond having announced an advance in all his brands of plug. Evaporated apples are in fair demand and the indications are good for higher prices. Now is the time for grocers to lay in goods. Hable to damage by freezing, such as pickles, vinegar, cheese, liquid bluing, ink, catsup, etc. By laying in winter stocks now, much ill-feeling and frequently considerable loss may be avoided.

Oranges are not plenty yet and prices are firm. The quality is very fine. Brazils are advancing. Chestnuts and hickorynuts are very scarce. Candy is steady and the demand very heavy. Oysters are in great demand and stock is scarce.

New Safe Depot.

The Detroit Safe Co. has decided to establish a branch salesroom here as soon as a desirable location can be secured. This will be welcome news to the business men of Grand Rapids and Western Michigan, as the Detroit safe has an enviable reputation for utility and beauty. The business here will be under the charge of Edwin A. Lee, who has long been with the Detroit Safe Co. and has been identified with the safe business for a lifetime. Until the branch depot is formally opened, Mr. Lee can be seen at the Morton House.

Didn't Want to Make a Mistake.

Customer - Well!  
Drug Clerk - Well!  
Customer - Didn't you see me wink?  
Clerk - Yes, sir.  
Customer - Don't you know what a wink usually means in a drug store?  
Clerk - I do, sir, and my delay in filling your order is caused by my inability to tell whether the peculiar shade of red displayed on your nose was brought out by "Old Crow," or "Maryland Club." I hate to make a mistake, sir.

Hard on the Patents.

An appendix to the report of the chief analyst on the inspection of food and drugs in the Canadian Dominion has been issued. Patent medicines are generally condemned, while some of them are said to be absolutely dangerous to life. It is recommended that the manufacturers of these nostrums be compelled to register their recipes in the department of inland revenue, which should then submit the articles to analysis in order to control their composition.

The demand for the celebrated "Anchor" brand of oysters has become so great that the factory claims that he keeps a large stock on hand for all the time making use for use in packing this brand. This brand like a pretty big story, but it is no bigger than the oysters put up in the Anchor brand. Order a sample case and be satisfied.

WHOLESALE PRICES CURRENT.

Table listing various goods and their prices, including items like Raisins, Apples, and various oils.

Table listing various goods and their prices, including items like Flour, Sugar, and various oils.

Table listing various goods and their prices, including items like Coffee, Tea, and various oils.

Table listing various goods and their prices, including items like Butter, Eggs, and various oils.

Advertisement for TROPHY SUGAR CORN, featuring a circular logo and text about directions and quality.

Advertisement for PUTNAM & BROOKS WHOLESALE OYSTERS, featuring a diamond-shaped logo and text about their products and location.

Large advertisement for F. J. LAMB & CO., Wholesale Dealers in Fruits and Vegetables, Butter, Eggs, Cheese, Etc., featuring a logo and detailed text about their products and services.



Advertisement for Honey Bee Coffee.

Drugs & Medicines

Michigan State Pharmaceutical Ass'n. President: Arthur Bassett, Detroit.

Grand Rapids Pharmaceutical Society. ORGANIZED OCTOBER 9, 1884. President: H. E. Locher.

Detroit Pharmaceutical Society. ORGANIZED OCTOBER, 1883. President: Frank King.

Central Michigan Druggists' Association. President: W. H. Dunlop; Secretary: R. M. Mussell.

Charlevoix County Pharmaceutical Society. President: W. H. Willard; Secretary: Geo. W. Crouther.

Monroe County Pharmaceutical Society. President: C. H. Wagner; Secretary: A. H. Weeber.

How Physicians May Prevent Druggists' Mistakes. It is usually the druggists who make the mistakes, or are blamed for the same.

Another Local Organizer in Prospect. Mr. E. R. White is agitating the subject of local organization among the druggists of Osceola and Lake counties.

They Desire to Follow the Same Plan in England. Although there was some opposition to having the scientific papers printed for distribution at the next meeting of the American Pharmaceutical Association, an English exchange says.

Bob Burdette Evidently Knows. A medical plant, the gymnaema sylvestre, is found in Assam, the leaves of which, being chewed, will destroy the taste of sugar.

The Drug Market

Quinine is advancing. An upward movement commenced on Friday with an advance of 2 cents in German. Manufacturers of quinine positively assert that the cost price per ounce as named by a Philadelphia manufacturer—about 18 cents—is miscalculated.

The almost unprecedented downward course of this article seems to have induced some people to believe that there is no stop to the decline of the price, that it can be made for a mere nothing; and we often meet with expressions like the following: 'Quinine bark can be produced as cheaply as wild cherry and some other barks.'

As a result of the formation of the whiskey trust, a number of distilleries at Cincinnati, St. Louis, and Chicago have been closed and the operation capacity of Peoria distilleries increased correspondingly.

A monopoly that Beats a Gas Trust. The quiet little town of Manitowish Springs, Col., boasts of a combination that is far ahead of all previous records.

How to Keep Distilled Water. Many druggists seem to have an idea that distilled water is "distilled water," no matter how much it may be aged or other influences.

Special Meeting of the M. S. P. A. You are hereby requested to call a special meeting of the Michigan State Pharmaceutical Association for the purpose of changing the date of our next annual meeting from the date decided upon, Oct. 8, 1888, to correspond with the date of the American Pharmaceutical Association meeting, Sept. 3 to 7, 1888.

In response to the above call, I hereby call a special meeting of the Michigan State Pharmaceutical Association for the purpose mentioned, to be held in the Cowie building, corner Griot street and Farrer streets, Detroit, Wednesday, December 7, 1887, at 8 o'clock p. m.

Sensational Claims of the Amerlings. "Among the articles openly advertised by dealers for the use of bakers and confectioners are acetic, citric, salicylic, sulphuric and tartaric acids, almond paste, alum, ammonium bicarbonate, anilic crystals, carmine, cochineal, chrome yellow, tumeric, and ultramarine-blue tints, and strawberry and chrome yellow coloring matter for soda-water, jellies and canned goods."

Points of Superiority: Portability, Power, Durability, Compactness, Strength of Current, Patent Hard Rubber Revolving Cell, Water Tight, Convenience, Can be Carried in the Pocket Charged.

THE IMPROVED AMERICAN POCKET BATTERY. MANUFACTURED BY THE ELECTRO MEDICAL BATTERY CO.

Fill out the following order before Jan. 1, 1888, and mail to Hazeltine & Perkins Drug Co., Grand Rapids, Mich., and procure the most reliable and satisfactory selling article you ever handled.

I have sold Peckham's Universal Croup Remedy since 1873. It is certainly the most reliable and satisfactory proprietary medicine I handle.

Minor Drug Notes

The Chinese are about to adopt a public health bill. The Chinese are about to adopt a public health bill. A man in England was fined \$25 dollars and costs for selling a compound tincture of rhubarb made with methylated alcohol, contrary to the lawful use of this substance.

The Illinois State Board of Pharmacy recently secured judgement against an English druggist for \$50, and a Chicago druggist for \$100. They had violated the state pharmacy law.

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, fine choice colors, Ready Mixed Paints; Coach Colors ground in Japan; Decorative Wall, Fresco, Floor, Sash, Fire-Proof, Car, Barn and Domestic Paints; Wood and Iron Oils; Maple Leaf Permanent Green; Pure Putty, Etc.

Highly recommended by Mrs. Grover Cleveland, Little Langerie, Emma Abbott, Rheca, and a host of eminent ladies and gentlemen whose taste and judgment are reliable.

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.

Air Mentholized by passing through the inhaler, in which the Pure Crystals of Menthol are being thoroughly applied, any noxious odor is not only removed, but the parts affected, it sells readily. Always keep an open Inhaler in your store, and let your customers try it.

Fill out the following order before Jan. 1, 1888, and mail to Hazeltine & Perkins Drug Co., Grand Rapids, Mich., and procure the most reliable and satisfactory selling article you ever handled.

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PENINSULAR White Lead and Color Works

White Lead and Color Works. MAKERS AND GRINDERS OF Chrome Greens and Yellows, Prussian, Chinese and Soluble Blues. Peninsular Permanent Red, Vermilions, 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, fine choice colors, Ready Mixed Paints; Coach Colors ground in Japan; Decorative Wall, Fresco, Floor, Sash, Fire-Proof, Car, Barn and Domestic Paints; Wood and Iron Oils; Maple Leaf Permanent Green; Pure Putty, Etc.

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WHOLESALE PRICE CURRENT

Advanced-German Quinine, Gum Camphor, Oil Sassafras. Deciluted-Gum Opium, Castor Oil. ACIDUM. Acoctium, 50/100. Benzocinum, German, 80/21 00. Carbolicum, 45/60 50. Citricum, 15/60 50. Ferri, 11/12 10. Nitricum, 10/12 12. Oxalicum, 11/12 12. Potassium, 1/12 12. Tannicum, 1/12 12. Tartaricum, 50/60 50.

Aqua, 18 deg. 3/4 8. 18 deg. 4 8. Carbonas, 11/12 13. Chloridium, 12/14 14. Cubebae (po. 1 20), 1 00/21 70. Juniperus, 6/8 7. Kanthoxylium, 25/30 30.

Carbonate Precip., 15 15. Citrate and Quinia, 23/50 50. Citrate Soluble, 23/50 50. Ferrous Sulph. Sol., 23/50 50. Solut. Chloride, 13/22 22. Sulphate, com'l, (bbl. 85), 13/22 22. pure, 13/22 22.

Acacia, 1st picked, 31/00 00. 2nd, 29 00. 3rd, 27 00. Sifted sorts, 25 00. Aloe, Barb, (po. 60), 50/60 60. Cape, (po. 20), 12 12. Scopolamine, (po. 60), 25/30 30. Ammonia, 25/30 30. Assafoetida, (po. 30), 15 15. Benzoinum, 50/60 60. Gambogia, 10/12 12. Gelsemium, 10/12 12. Kino, (po. 25), 23/25 25. Myrrh, (po. 45), 23/25 25. Opium, 60/80 80. Peppermint, 25/30 30. Sassafras, 25/30 30. Turpentine, 25/30 30.

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HAZELTINE & PERKINS DRUG CO.

HAZELTINE & PERKINS DRUG CO. WHOLESALE DRUGGISTS.

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

HOLIDAY TRADE. An Elegant Line of

PERFUMES. Put up in the following styles:

Match Safes five styles. Christmas Cards ten styles. Fancy Plush Boxes.

Hand Lamps two sizes. Night Lamps. Embossed Boxes.

Vases four styles. Slippers two sizes. Bisque Figures.

Watches. Tumblers. Pitchers. Boots. Jugs.

Sachet Bags. In Silk and Satin.

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

Hazeltine & Perkins Drug Co., Grand Rapids, Mich.

HAZELTINE & PERKINS DRUG CO. Wholesale Agents, Grand Rapids. Try POLISHINA, best Furniture Finish made.

BY A COUNTRY MERCHANT.
Written Especially for THE TRADESMAN.
"Taxation," said my statistical friend Greenleaf, "is a matter of considerable importance to the merchant, from the fact that in proportion to his property it can be proven by facts and figures that its burdens fall upon him more heavily than upon any other class of citizens. Governments are instituted for the protection of persons and property, and taxation is indispensable for the support of governments, but why those officials to whom the duty of levying assessments for federal, state and local purposes, should almost invariably determine that it is more expensive to protect the person and property of an individual who is handling merchandise than one who is operating a railroad, or a mine, or cutting pine lumber, or the coupons off from bonds, or divers other pursuits, is a phase of political economy which I certainly cannot comprehend. I can understand why my \$5,000 stock of goods is assessed \$4,500, and my neighbor Sharpson's \$15,000 in mortgages and securities, only \$3,500, because my stock is exposed to plain view, while Sharpson's collateral is concealed in the drawers of his private safe; but I can't understand why a railroad, or mine, or tract of pine land should be levied, proportionately, at one-fourth or one-third of Sharpson's property.

"To illustrate," said Greenleaf, on another occasion, "the paternal and equitable adjustment of taxes by our boasted Great American Republic, let me call your attention to the case of a dealer who we both know. Some twenty-five years ago he entered into a contract to perill life and limb in defense of the said Republic, for the sum of \$16 per month. He served faithfully and honorably for thirty-six months, and received therefore \$676, including \$100 bounty. Shortly after his return home he went into trade, and was immediately saddled with a special tax on his business, which continues to be imposed up to the present time. Through this tax he has paid the general government, in twenty-one years, about \$700. During the same period he has probably helped the customs revenue \$1,200, and, by order of the federal officials, sundry manufacturers and monopolists, \$2,000. Then added to this, say, \$1,000 for various internal revenue matters, and a \$100 experience for forgetting to scratch off a government stamp, and you have a total of \$5,000, or about \$238 per year. He got for three years of service \$676, and paid during each three years of business over \$714.

"But that isn't the point that I am driving at. He is worth, perhaps, \$10,000, and has an income of \$500 over and above store expenses. Suppose Jay Gould to have a hundred million, and an income of five million, what would his government taxation be proportionately? Exactly ten thousand times as much, or \$2,380,000 per annum. Have you any reason to suppose that the great railroad manipulator pays one-fiftieth part of that amount?

"And now," pursued Greenleaf, "our trafficking friend has only got through with the federal authorities. The state assesses him, say, \$10 per year, the county as much more. His school district calls on him for about \$50 with annual regularity, and his local taxes will average \$25. Then you can put him down for \$25 for charities and other like assessments, and you have a total taxation, or its equivalent, of \$358, or, leave out the last item, of \$323. Deducting from this the yearly average of the \$2,000 paid the manufacturers and monopolists, by order of the general government, he pays \$328 for the various purposes specified, on an estimated capital of \$10,000. His neighbor Vibber, who recently refused \$25,000 for one of three tracts of pine land, and has ready money enough to buy out the party in question 'body and breeches,' paid in taxes last year to my certain knowledge, \$196.48. Can you explain to me why our friend's person and property are so much more difficult to 'protect' than those of his neighbor?"

No man of reasonable brain capacity is visionary enough to imagine that he will ever, under any circumstances, witness a complete and equitable adjustment of human affairs. The faults and frailties of the race; the honest differences of opinion that exist; the thousand-and-one diverse interests, and the fallibility of even the most trustworthy and conscientious, all serve to render such a consummation impracticable and unattainable. But in the way of taxation something approximating reason and justice must be evolved before many more years pass by, or the semi-socialists of the country will receive recruits enough to dictate laws for themselves. To some it may seem a matter of rant, clamor and sentiment, but to myself it has every appearance of a cold, solid fact, that a large proportion of national and state enactments, for the past twenty years, has been the creation of capitalists and monopolists and their tools.

I've nothing against the capitalist as a capitalist. I'd rather like to be one myself—although I wouldn't care to be known as a monopolist—but I have a firmly grounded belief that I wouldn't be eternally endeavoring to stir the head which the public eye has set on the shoulders of my kind.

fortunate neighbors. I have nothing but contempt for the blatherskite who advocates any communistic theory for the re-distribution of wealth, and I acknowledge, unreservedly, the immense benefits which the country derives from its transportation and manufacturing interests—the result of the concentration of capital—but this doesn't alter facts or extenuate robbery, and if the wealth amassers won't be reasonably honest, that are only drifting slowly but surely towards the Scylla of iron-clad, oppressive and restrictive legislation or the Charybdis of communism.
The subject of taxation is dry and uninteresting, except for those who have studied its absurdities or suffered, knowingly, from its illy-adjusted and class-favoring system. I would like to direct a solid page of THE TRADESMAN to an undoubtedly unavailing protest against its inequalities and inconsistencies and inequities, but I too plainly foresee the dissent of its editor and readers to attempt the indulgence of such an extravagant use of its columns. At some future period, however, I hope to be permitted to discuss the matter more comprehensively, and with some practical suggestions, as I view them, at least, for reform.

GENUINE K. of L. CIGARS.
The product of Organized, Working Cigar-makers. Established Sept. 1, 1886, on the Co-operative plan by members of L. A. 6374, K. of L. Smokers and Friends of Labor, Attention! If you are opposed to filthy, tenement-house factories, the servile labor of coolies, the contracts for convict labor, give our Cigars a trial.
If you are in favor of shorter hours of labor, the Saturday half-holiday, and last, but not least, the payment of higher and living wages in solid cash, give our Cigars a trial and accord them your most liberal patronage. The yellow K. of L. label on every box. One hundred thousand sold within three months in the city of Detroit alone. Warranted to be strictly five and ten cent goods. For further particulars, terms, prices, references, etc., address
W. E. KHUM & CO.,
Wernersville, Berks Co., Pennsylvania.

Notice of the Restoration of Certain Lands to the Public Domain.
By instructions from the Honorable Secretary of the Interior under date of August 15, 1887, and by direction of the Honorable Commissioner of the General Land Office of the date of August 27, 1887, notice is hereby given that the indemnity withdrawal of the Flint & Pere Marquette Railroad Company has been revoked. That all the lands in the Reed City Land District within said indemnity limits of the grant of said Flint & Pere Marquette Railroad Company—except such lands as may be covered by approved selections—are thereby restored to the public domain, and open to settlement under the general land laws.
That on the 1st day of December, A. D. 1887, at 2 o'clock P. M., said lands will be open to filing and entry.
U. S. LAND OFFICE,
Reed City, Michigan, October 18, 1887.
NATHANIEL CLARK,
Register.
E. N. FLETCHER,
Receiver.

WHIPS
ADDRESS
GRAHAM ROYS, - Grand Rapids, Mich.
Valley City Milling Co.
OUR LEADING BRANDS:
Roller Champion, Gilt Edge, Matchless, Lily White, Harvest Queen, Snow Flake, White Loaf, Reliance, Gold Medal, Graham.
OUR SPECIALTIES:
Buckwheat Flour, Rye Flour, Granulated Meal, Bolted Meal, Coarse Meal, Bran, Ships, Middlings, Screenings, Corn, Oats, Feed.
Write for Prices.
Grand Rapids, Michigan.

CHURCH'S Bug Finish!
READY FOR USE DRY. NO MIXING REQUIRED.
It sticks to the vines and Finishes the whole crop of Potato Bugs with one application; also kills any Curculio, and the Cotton and Tobacco Worms.
This is the only safe way to use a Strong Poison; none of the Poison is in a clear state, but thoroughly combined by patent process and machinery, with material to help the very fine powder to stick to the vines and entice the bugs to eat it, and it is also a fertilizer. ONE POUND will do so far as TEN POUNDS of plaster and Paris Green as mixed by the farmers. It is therefore cheaper, and saves the trouble and danger of mixing and using the green, which, needless to say, is dangerous to handle.
Bug Finish was used the past season on the State Agricultural College Farm at Lansing, Michigan, and, in answer to inquiries, the managers write: "The Bug finish gave good satisfaction on garden and farm." Many unsolicited letters have been received praising Bug Finish.
Barlow & Starr, hardware dealers at Coldwater, Mich., write as follows under date of May 14: "We sold 3,100 pounds of 'Bug Finish' last year. It is rightly named 'Bug Finish,' as it finishes the entire crop of bugs with one application. We shall not be satisfied unless we sell three tons this year, as there is already a strong demand for it. Please send us ten barrels (3,000 pounds) at once."

Guaranteed as represented. Cheaper than any other Mixture used for the purpose.
MANUFACTURED BY
Anti-Kalemina Co. Grand Rapids

ASK FOR ARDENTER MUSTARD BEST IN THE WORLD.

MAGIC COFFEE ROASTER
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