

# The Michigan Tradesman.

VOL. 5.

GRAND RAPIDS, WEDNESDAY, DECEMBER 28, 1887.

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**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  
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GRAND RAPIDS GRAIN AND SEED CO.  
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Over Fourth National Bank. Telephone 497.

**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  
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Wrapper, and entirely free from any arti-  
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It will be sold on its merits. Sample or-  
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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.

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Wagon and Sleigh Co.  
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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.

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Transacts a general banking business.  
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SHOE BRUSHES,  
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SHOE POLISH,  
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Horse and Wagon Covers,  
Oiled Clothing,  
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Flags & Banners made to order.  
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Oysters the Year Around

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CUSTOM SHIRT MAKERS,  
AND DEALERS IN  
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Prompt Attention to Mail Orders. Telephone 891.



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**Valley City Show Case Factory,**  
Manufacturer of  
**SHOW CASES**  
Prescription Cases and Store Fixtures.  
OF ALL KINDS.  
SEND FOR CATALOGUES.  
My Prices are Lower than any of My  
Competitors. Estimates Fur-  
nished on Application.

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Telephone 374.

**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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Jobber in

**FRUITS,**  
NUTS AND  
SEEDS.

16 and 18 No. Division St.,  
GRAND RAPIDS, 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. Consig-  
nments respectfully solicited. Liberal cash  
advances on Car Lots when desired.

**Wm. H. Thompson & Co.,**  
COMMISSION MERCHANTS,  
186 South Water St., CHICAGO.  
Reference  
FELSENTHAL, GROSS & MILLER, Bankers,  
Chicago.

**BRAUTIGAM BROS.,**  
MANUFACTURERS OF  
Cant Hook Handles, Whippletrees, Neck  
Yokes, Lath and Job Turning Of All  
Kinds. Stove wood in car lots.  
MAIL ORDERS SOLICITED.  
**NORTH DORR, - MICH.**

**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 1/4 doz. in box with straw. Quality  
un-surpassed. Address  
**PIERSON'S BAZAAR,** Stanton, Mich.  
Stoneware, 6c. per gal. F. O. B.

**M**  
**U**  
**Z**  
**Z**  
**Y**

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

The popularity of Muzzy's Corn and Sun  
Gloss Starch is proven by the large sale,  
aggregating many millions of pounds each  
year.

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.

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.

Of this pernicious practice, Charing was  
completely cured, by a bold and vigorous  
application of ridicule to the seat of the dis-  
ease—his vanity—as I started to relate.

**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.

**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.

**WANTED.**

Butter, Eggs, Wool, Pota-  
toes, 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.

**ASK FOR**

**ARDENTER**

**MUSTARD**

**BEST IN THE WORLD.**

**A Pointer From Isaacs.**  
So help me gracious, not a sale,  
Und creditors to pay,  
I think me dot it's time I fall,  
Like Mose across the way.

"You'll never miss the vader till  
Der vell runs dry," 'tis said:  
Likevies it was about a bill  
Mit assets gone instead.

Und efry dime it's peen der same,  
No bank account ter shew;  
Bidd shust how long dey'll stand dis game,  
Is vad I vand ter know.

So if ad first you "ond succeed,  
Remember vat I say:  
To fall again is all you need—  
Dond gif der schnapp away.

**A PUT-UP JOB.**  
Written Especially for THE TRADESMAN.

Henry Charing was liked by all with  
whom he came in contact, both customers  
and fellow-salesmen. Genial and courteous,  
ever ready to perform a good deed, and  
withal so quiet in his deportment that he  
was often dubbed the "silent one."

But quiet and unassuming as he was in  
his business life and association with those  
of his own fraternity, Charing was the un-  
fortunate possessor of not a few glaring  
features—or, rather, was prone to indulge in  
queer freaks, call them faults or foibles as  
you please. Among these was a strong  
tendency toward enlargement of the head,  
and a fallacious idea that his fascinations  
as a masquerader were not to be lightly looked  
upon. Never did fair damsel pass Charing  
in the street but that he detected a lurking  
admiration for himself behind the veil of  
modesty, however great that might chance  
to be.

In appearance, it must be admitted that  
Henry's parents were entitled to a large  
share of credit as the authors of his being;  
and his manner with the fair sex was of such  
a smooth, insinuating nature that it nearly  
always went straight to their dear little  
heart of hearts.

However, vanity was not his greatest  
failing. Secure in his own belief in his  
powers of conquest, he was prone to dilate  
thereon to his fellow-travelers on any and  
every occasion, and this became, in time, an  
unmitigated nuisance. He would button-  
hole you in the waiting-room at the depot,  
the bar-room of the hotel, on the edge of  
your berth in a sleeper—in every possible  
place where you least expected it, and there  
talk and talk about his latest conquest until  
you were actually compelled to "shake" him.

Of this pernicious practice, Charing was  
completely cured, by a bold and vigorous  
application of ridicule to the seat of the dis-  
ease—his vanity—as I started to relate.

How to perform this act of common char-  
ity was long a mooted question among his  
colleagues. Plan after plan was advanced  
and rejected as being too mild and ineffec-  
tual. Finally, one Saturday night, a com-  
mittee of three was appointed by a meeting  
of a dozen of the boys who chanced to be in  
the same town over Sunday, to deliberate  
upon and mature a scheme whereby the de-  
sired end might be attained. After consid-  
erable discussion and parley, someone had  
a happy thought, and the idea was at once  
carried into effect.

Charing, a week from that day, started  
for home. He was a little surprised to meet  
so many of the boys going in together, but,  
with a full order-book and a contented mind,  
he took advantage of the situation for his  
pet hobby, and the boys let him air it to his  
heart's content.

It was early in the fall, and summer re-  
sorters were beginning to crowd the trains  
on their way home.

Charing and the rest of the drummers, as  
usual, were favored with seats in the chair  
car at the front of the train, and at one of  
the little stations a young lady, heavily  
veiled, boarded the train, and anxiously  
gazed around the car in search of a vacant  
seat. Here was one of Charing's opportuni-  
ties, and, removing his grips, he gracefully  
tendered the seat to the lady. With a little  
nod, she accepted it and thanked him gra-  
tiously, in one of the most musical voices  
Charing had ever heard, and he was "gone"  
at once. Placing her numerous bundles in  
convenient positions and offering those little  
courtesies permissible from a gentleman—for  
Charing was undoubtedly that, however  
much a flirt—he placed himself in a position  
to view the young lady unobserved, and  
commenced a desultory conversation with  
half a dozen drummers sitting on a settee at  
the end of the car, and pretended to listen  
to their stories. The boys saw his too-evi-  
dent pre-occupation, but ignored it, and did  
not allow him to suspect their knowledge.

Finally, after Charing had feasted his  
eyes on the really beautiful form of the  
young lady for some time, the conversation  
turned upon the feminine sex, and story af-  
ter story was related, illustrative of the tel-  
ler's prowess in conquering female hearts.

Gradually Charing was drawn into it, and it  
culminated in a bet of ten dollars being of-  
fered and accepted, that Henry Charing  
could not succeed in ingratiating himself  
into the confidence of the young lady to the  
extent of opening a conversation with her  
and maintaining it until she reached her  
destination. As if fickle fortune had fixed  
specially upon him as a recipient of her fa-  
vors, the seat beside the young lady was at  
that moment vacated by its occupant and

Charing at once appropriated it to his use as  
a point for manufacturing sheep's-eyes to  
cast at the young lady. The opportunity  
was improved with all Charing's accustomed  
energy in that line, and ere long the time  
had arrived for low conversation, and a  
neatly-gloved little hand was tenderly  
pressed under cover of the friendly news-  
paper—the traveling man's boon—by Charing.

Oh, golden opportunity! Halcyon day of  
bliss! The impressionable drummer hugged  
himself—and would have been pleased to do  
the same for the young lady at his side—  
with joy at being enabled to so satisfactori-  
ly indulge his propensity for flirting and  
make ten dollars clear money at the same  
time; and he gloated over his fellow-drum-  
mers' discomfiture as he thought of it.

All the afternoon did the god Cupid flit  
over and around the modern Adonis' head,  
and all the afternoon did the thin but cut-  
ting veil remain carefully drawn over the  
features which Charing was morally sure  
were those of a Venus, to match the charm-  
ing voice. In vain did he entreat and pray  
her to raise it, but she was firm in her reso-  
lution. She was married, so she told Char-  
ing, and might be recognized talking to him;  
her husband, who was a morbidly jealous  
man, would be sure to hear of it and raise a  
row. However, she said, he might get her  
a carriage on their arrival—her destination  
was that of the traveling men—and then, if  
he would promise not to tell, she would let  
him see her face and, perhaps, tell him her  
name and the address of the friends with  
whom she was intending to stay while in  
the city. With this he must faint content  
himself, and take the goods the gods pro-  
vide. He managed, on the whole, to get a  
fair share of enjoyment out of the lady's  
conversation, and glanced at his en-  
vious companions as much as to say, "Look  
at me! Didn't I tell you I could do it?"

But such days cannot last always and this  
one came to an end by the arrival of the  
train—well, never mind the name of the  
place.

Charing took charge of the lady's bundles,  
etc., which somewhat delayed him, and  
when he went for a carriage they had all de-  
parted save one, around which were con-  
gregated the fifteen or twenty grip-carriers who  
had come in with Charing, each urging his  
particular right to the use thereof. Charing  
was in a dilemma. No carriage and a pretty  
woman under his charge compelled to  
walk a mile through the muddy streets to  
her destination. In his desperation he de-  
termined to appeal to the gallantry and gen-  
erosity of the drummers and secure the car-  
riage for his fair traveling companion. In  
this he was eminently successful and escort-  
ed the lady to the carriage through the  
group of traveling men, who respectfully  
gave way for the pair. As they reached the  
carriage door the beautiful being, in full  
view of the drummers, fulfilled her promise  
to Charing by removing the veil. Shades of  
Erebus! The angelic one on whom Charing  
had been lavishing his attentions was as  
black as a coal and had a well-developed  
mustache on her lip. A negro wench!

Could the ground have opened and swal-  
lowed Henry Charing at that moment, the  
bitter fate would have been preferable to  
that denouement. Twenty drummers man-  
ifesting their insane delight at his discom-  
fiture by a series of shouts which would  
have done credit to a band of Sioux and  
which attracted the attention of everybody  
within a block. Getting into the carriage,  
the wench gave the driver her destination in  
a low tone and drove off, while Charing re-  
mained rooted to the ground, the observed  
of all observers.

It was a put-up job all around, one of the  
younger drummers dressing for the occasion  
and blacking his face. A nice dress, with  
the help of art, made him outwardly resem-  
ble a young lady so closely as to defy detec-  
tion; this, combined with the possession of a  
very musical falsetto voice, completed the  
fraud. Charing never told another tale of  
conquest, and the affair cost him a month's  
salary. But he was cured.

**Cocoa and Chocolate.**  
"Notwithstanding the enormous increase  
in the use of cocoa and chocolate," said a  
manufacturer, "I am asked every day what  
the difference is between them. There re-  
ally is not much difference, for they are both  
prepared from the seeds of a tree which  
grows in Central and South America and  
the West Indies. Cocoa is the name given  
in commerce to the native bean, and it is al-  
so generally applied to the powdered forms  
of the article in the market. The cocoa  
tree was discovered by Humboldt in his  
travels. It is an evergreen, and bears flow-  
ers and fruit the year around. The fruit is  
shaped like a short cucumber and contains  
20 to 30 beans in a rose-colored pulp. This  
pulp is sweet and is something like the meat  
of the watermelon. The natives use it for  
food. The fruit is gathered twice a year,  
in June and December, and the beans, after  
being separated from the pulp, are dried in  
the sun, when they are ready for the mar-  
ket. In preparing them for use they are  
roasted much as coffee is, and they then  
pass through several processes of crushing,  
grinding, etc., which remove the acrid oils,  
grit and roughness. The final process is to  
mix the ground mass with sugar in such  
proportion as may be desired for any partic-  
ular kind of sweet chocolate. The taste for  
chocolate is an acquired one, but when once  
formed, it is not easily surfeited. It has  
grown much more rapidly in this country  
than in Europe."

**THE WORST TYRANTS.**  
Written Especially for THE TRADESMAN.  
"Great aches from little toe corns grow,"  
And from the kids our giants;  
From smallest springs great rivers flow:  
From poor, made rich, the worst of tyrants.  
M. J. WRISLEY.

**"A MODERN INSTANCE."**  
Written Especially for THE TRADESMAN.

Time—the present; scene—a country  
cross-roads store; *dramatis personae*—the  
proprietor, his wife and a traveling man.

"Ma," said the old bald-headed gentle-  
man who did the buying for Jam & Co.,  
"Ma, jest look out the window. I declare to  
the land if here don't come that cigar ped-  
dler." And the old man hove a deep sigh  
and wildly but mutely wondered if he should  
fly out the back door or get his gun.

"Sam," said the old lady, a motherly-  
looking personage, with an old-fashioned,  
fried-cake-and-gingerbread look beaming in  
every wrinkle of her kind old face; "Sam,  
that's the same one that sold you those im-  
ported cigars last year for \$25 a thousand,  
and you know that grocery peddler said they  
were made to Ionia prison."

"Yes, sir," he said, "that's the very same  
critter, and I've got over half of 'em left;  
but, oh land! Sary; he's sich a talker!  
Dear! dear! I wish't there was no runners  
for these houses." And the poor old fellow  
actually groaned in the agony of his woe.

The door opens, and in with the breeze  
springs a nice-looking young fellow, dressed  
in habiliments of the latest style, a silk  
hat on his head and a long narrow sample  
case in each hand. He stops a minute at  
the first counter, "sizes up" the cigar case  
and the shelves and then, reaching his hand  
to the old man, says, "Mr. Jam, how are  
you and Mrs. Jam?" and he tips his hat as  
politely as if she were a queen of the upper  
circle—or a dining-room girl at The Morton.

"You look natural. It does me good to see  
you. I was telling my wife only last week  
that if we could only grow as young in our  
older days as Mr. and Mrs. Jam, I would be  
happy. Actually, Mrs. Jam, you look  
younger than ever."

The old man groaned, Mrs. Jam blushed,  
old as she was, and looked benignly through  
her silver-mounted spectacles at the speaker.

"Jam," he continued, "how's trade?" (No  
answer.) "I suppose same as usual with  
you. Well, you're a lucky man! Not every-  
one has the trade you have." (Old man  
looks agast.) "How's your daughter,  
Mrs. Jam? Still at school, I suppose, and,  
by the way, have you any of those delicious  
mince pies of yours? Do you know that I  
missed my dinner on purpose, so as to be  
able to eat one of those famous pies of  
yours?"

The old lady, fairly boiling over with  
pride and pleasure, gives him one of her  
lovely smiles and hurries to the kitchen,  
stopping on her way before the looking  
glass to see if her cap is on straight and if  
her neckerchief is clean. Old gent begins  
to glance nervously at the row of cigar boxes  
on the shelves and inwardly wishes there  
were no peddlers in creation.

"When I was here before," began our  
commercial evangelist, "I represented Hoo-  
doo & Co., of Opodilcock, and I sold you  
some of their goods. Now, Mr. Jam, I  
have made it the principle of my life never  
to misrepresent goods. Yes, I know," as  
both glanced at the row of boxes, "it was  
their fault, not mine." (And he thought to  
himself, "Gad! This is a tight hole sure!")  
"Their fault?" queried Jam. "Why,  
you showed me the goods, and I swore!  
these here ain't nothing like them samples."

"That's just it; that's the point to a tee-  
wy-tee! They told me that those goods  
were a job lot of imported cigars. I never  
smoke, myself, so I had to take their word,  
and, as a result, when too late I found out  
they had used me as a catspaw to fool their  
trade with." ("Wheh," thought he to him-  
self, "if the old firm only heard me!")

Old Jam took out a plug of dark navy and,  
after taking a liberal bite, proceeded to di-  
gest the information.

"Now," continued our commercial friend,  
"I am with a white house, and here is their  
card—W. J. Hoopemup & Co., of Way-  
back. They are, without doubt, the only  
firm that makes all kinds of manufactured  
tobacco out of the raw material, from plug  
to cigarettes." And he laid the card on the  
show-case.

"Now, while we are waiting for Mrs.  
Jam's pie, let me show you my line."

The old gent groaned again but, like a  
lamb, acquiesced. The commercial evan-  
gelist opened up his grip, pulled out box af-  
ter box, the old gentleman, meanwhile, pa-  
tiently listening to the glowing eulogies  
passed on each particular brand, but con-  
stantly saying, "I don't know what I'd do  
with 'em; I've got so many on hand now."

Mrs. Jam's entrance was here eagerly  
hailed as a diversion by both combatants.  
Our friend, making a table of a sugar bar-  
rel and a seat of a soap box, was soon in the  
intricacies of the mince pie.

"Now, Mr. Jam," said he, "a glass of  
your own home-made, home-grown apple  
cider, and I am ready to climb the golden  
stair."

Old Jam, feeling his vanity tickled by the  
wily words of his diplomatic friend, grunts  
his way down to the cellar and grunts his

way up again, with a quart can filled with  
cider.

"Now," said Hoopemup's representative,  
"you may talk of your banquets and fine  
menus, but give me the old-fashioned mince  
pie and home-made cider, such as you peo-  
ple have given me, and I am prepared to  
stay by you forever!"

While "Ma" Jam is clearing away the re-  
mains of what was once a brown and luscious  
mince pie, but is now far on its way to-  
wards a well-developed nightmare, our  
diplomat is talking politics, prohibition,  
wheat and what-not to the merchant. Mrs.  
Jam having now returned, the tourist opens  
up his other grip and exhibits a fine clock,  
having a patent gong, sounding the half as  
well as the hours, a calendar attachment and  
being an eight-day clock.

"This clock," he began, after giving a  
scientific dissertation on clocks in general  
and this one in particular, "this handsome  
piece of parlor furniture, with which no  
well-regulated family can afford to be with-  
out, costs at retail \$19, and at wholesale,  
by the 100, \$12.50 apiece. Now, look here,  
Mr. Jam; I feel deeply sorry that you should  
have been fooled on those cigars I sold you  
last year, and I want to make it up to you."

"(Old man has a faint vision of those old  
cigars being exchanged). To do so, I will  
do this: This clock goes with five thous-  
and sixty-dollar cigars—ten centers, you  
know. Well, I will give you this clock—  
with five thousands of these fine havana-filled  
spanish-made \$35 cigar."

(Old man actually pants for breath. Old  
lady looks longingly at clock).

"What in Sam Hill would I do with five  
thousand cigars," began Jam.

"Sell 'em of course," broke in the cigar  
man; "you can have six months' time,  
and if every cigar ain't like this sample,  
which I will leave here with you so you can  
compare them, you can send them back!  
Now, ain't that fair?" And he appealed to  
Mrs. Jam; who, startled Sam a dream of  
how lovely that clock would look on a new  
shelf, decorated with a beautiful lambrequin  
that her daughter had sent her, said  
"Yes."

Old man groans again. Traveler makes  
out an order on a blank, hands it to Mr.  
Jam, who half dazed, signs it. Traveling  
man packs up, leaves box of cigar as a sam-  
ple with which to compare the others when  
they come, bids them good-bye and, ere  
they recover from their surprise, has van-  
ished. Mr. Jam picks up the sample, looks  
at the factory stamp on bottom of the box,  
says something softly to himself, reaches  
for one of the "old ones" which had been  
represented to him as imported, compares  
the numbers of the factory and calls, "ma!"

Mrs. Jam coming in, sees at once that  
something is wrong—old gentleman appar-  
ently about to have a stroke of apoplexy.

"Ma!" he cried, "Ma, that infernal  
scoundrel has yanked me again; the number  
of the factory on both these boxes is the  
same!"

"Countermand the order," said Ma, put-  
ting on her specs and examining the boxes  
at arm's length.

"Countermand the order! The blamed  
scamp has taken away the card he laid  
down here, and I can't remember the name  
and address of the house; and I suppose  
that contract was so iron-clad that they'll  
hold me to it. Oh, dear! oh, dear!"

And the curtain falls to slow music on a  
truly truthful scene. LEO A. CARO.

**Wanted No Breach of Promise.**  
"Mary," said a young traveling man, "if  
I were at any time to ask you to marry me,  
would you say yes?"

"Harry, I would not for the world wound  
your feelings, but I must frankly say that I  
could not think of it."

"There is one thing more."

"Would you—would you mind saying that  
in the presence of witnesses?"

From the December State Sheet: "One  
of the best things a B. M. A., can do during  
the winter months is to hold a social gath-  
ering, including a banquet or supper—no  
matter how unpretentious and inexpensive  
—supplemented with a number of short,  
witty talks. Such occasions result in good  
out of all proportion to the time and cost in-  
volved and should be indulged in by every  
Association in the State before the winter is  
over."

Artificial punice stone is now prepared by  
molding and baking a mixture of white sand  
feldspar and fire-clay. This product is said  
to have superseded the natural stone in Ger-  
many and Austria.

**PERFECTION SCALE**  
The Latest Improved and Best.



**DOES NOT REQUIRE DOWN WEIGHT**  
Will Soon Save its Cost on any Counter.  
(GEO. C. WETTERBERG & CO., Detroit.)  
For Sale by  
HAWKINS & FERRY, Grand Rapids.  
McCausland & Co., E. Sagin



## The Michigan Tradesman.

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE  
Retail Trade of the Wolverine State.

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E. A. STOWE, Editor.

WEDNESDAY, DECEMBER 28, 1887.

The Inter-State Commerce Law was designed to prevent rebates and discriminations, but it seems to breed about as many abuses as it was intended to strangle. The large shippers of Chicago, for instance, pay the same freight rates as Grand Rapids dealers, but they happen to have versatile employees who have the faculty of earning two salaries—one for the regular work and another for supposititious work done for some transportation line—the salary in connection with which goes to the employer, in a roundabout manner. Such rebates—for they are in reality rebates—are expressly prohibited by the law, but so long as one man divulges the secret agreement entered into, there are likely to be no cases of prosecution. Enough is known, however, to satisfy the observer that the law is a fraud, so far as the interpretation and enforcement of its provisions are concerned.

In the face of the fact that the trunk transportation lines have been making enormous earnings since the present system of rates was adopted, Commissioner Pink announces that an advance of 10 per cent. will be made in the rates on fourth, fifth and sixth classes, on both East-bound and West-bound freight, on January 2.

The New York Journal of Commerce suggests free postage as the best method of reducing the Treasury surplus. The Journal argues that there is just as much reason for providing free postage as free schools, as both are educational in nature, and that free postage would benefit as many people as do the common schools.

### Purely Personal.

W. H. Kathan, manager of the Marshall Casket Co., at Marshall, spent Christmas with his family here.

Robert Porter, profit clerk for Bulkley, Lemon & Hoops, is confined to his house by illness of a serious nature.

E. E. Whipple, President of the Whipple Harrow Co., at Eaton Rapids, is traveling in the East, establishing new agencies.

Phil Cottrell has severed his connection with the Michigan Central, to take the management of the Jackson Cracker Co., at Jackson.

Dave Holmes, the howling cyclone of Woodville, was in town Saturday. As usual, he had the wrong end of the cigar in his mouth.

W. R. Keeler, formerly engaged in the grocery business on East Leonard street, is now carrying on an intermediate brokerage business here.

Ed. Telfer and wife celebrated Christmas and the advent of a second boy together. The youngster arrived two days too soon to come by the Christmas tree route.

Harry L. Blanchard, formerly book-keeper for L. S. Hill & Co., is now assisting his brother, Herbert, in the management of Daniel Lynch's general store, at Blanchard.

W. C. Williams, of the Peninsular White Lead and Color Works, at Detroit, has invented a new machine for pressing cans holding superfine coach colors ground in Japan.

Chas. C. Kritzer, Manager of the Newwaygo Roller Mills, at Newwaygo, was in town last week on business. He pulled THE TRADESMAN'S latch-string before leaving for home.

E. B. Wright and J. S. Wright, of the West Michigan Lumber Co., at Woodville, were in town last week on their way to Chicago, where they spend Christmas with their parents.

L. Winternitz went to Chicago Saturday, joining his wife in spending Christmas with friends. He goes to Toledo to-day to attend the annual banquet of the traveling salesmen of the Woolson Spice Co.

C. D. Danaher, of the Danaher & Melendy Co., at Ludington, was in town a couple of days last week. He was accompanied by Wm. Munger, superintendent of the Pere Marquette Booming Co.

J. M. Dean, book-keeper for the West Michigan Lumber Co., at Woodville, went to Muskegon one day last week. He failed to return on time, claiming to have missed the train. Why he missed the train is an open question.

Going Back to the Tenement House System.

By an agreement between the cigar makers and manufacturers of New York on the first of January last, the system of tenement house cigar making was given up, and all of the work concentrated in factories. The manufacturers now declare that the change has not worked well; that the union has not kept its word about working to help the sales, and they have determined to return to the system of giving out tobacco to be made into cigars in tenement houses on Jan. 1 next. The cigar makers declare that they will not permit a return to this system; that they are backed by the Federation of Labor, and that there will be a general strike if a return to the tenement system is attempted.

### AMONG THE TRADE.

#### GRAND RAPIDS GOSSIP.

John Gray succeeds the estate of M. Brooks in the grocery business.

The Grand Rapids Planing Mill Co. has dissolved, J. J. Tucker retiring.

Raymond, Day & Co. have engaged in the commission business at 108 West Bridge street.

Nelson Porter has engaged in the grocery business at West Olive. The stock was purchased at this market.

Mrs. E. Longtime has engaged in the grocery business at Holland. The stock was purchased at this market.

The McCord & Bradfield Furniture Co., which recently bought eleven acres of land on the line of the C. & W. M. Railway, near the new gas works, is preparing to erect new factory buildings thereon as soon as spring opens. The main building will be of brick, 600 feet long and 150 feet wide, and two stories high. Such an arrangement will afford great economy in the handling of material and also enable the company to carry on business without paying half the profits to the insurance companies.

The Eaton & Christenson stock was bid in last Tuesday by H. F. Hastings, who paid enough over and above the amount of the secured claims to give the general creditors about 10 cents on the dollar. Whether the purchaser will continue the business or the stock will revert to its original owners, is as yet a matter of speculation.

LATE—Mr. Hastings paid \$6,000 for the stock, subject to the mortgages. He has put the business in charge of the former owners, who will carry it on under the style of Eaton & Christenson, Agt., acting under Mr. Hastings' advice and direction.

M. A. True, who has conducted a printing business here for the past two years on the cut-throat principle and who settled with his creditors about a year ago on the basis of 25 per cent., is again in financial straits. Subsequent to his last failure, he organized what purported to be a stock company, with a paid-up capital, claiming that the new corporation owned the plant free of encumbrance. It is now alleged that these statements were false—that the concern did not own the material, but was operating it under a lease from the assignee—and it is hinted that Mr. True will shortly find himself face to face with a criminal action for obtaining goods under false pretenses.

Friends of D. P. Clay are encouraging him to offer his creditors 50 per cent. in full settlement of their claims against the Newwaygo Manufacturing Co., Newwaygo Furniture Co., Michigan Dairy Co., et al. It is stated that the creditors are inclined to look upon the offer with favor, with the exception of J. W. Converse, who is disposed to force the sale of the property comprising the estate to persons inimical to Clay interests. THE TRADESMAN doesn't propose to set itself up as a prophet, but it is willing to wager a year's subscription against a silver dollar that if Mr. Converse persists in insisting on 100 cents on the dollar, he will eventually have the satisfaction of taking about 10 per cent.

### AROUND THE STATE.

Remus—Dell Mansfield has opened a furniture store.

Macon—W. P. Cotton succeeds Clark & Colton in general trade.

Morrice—B. F. Groat succeeds C. D. Groat in general trade.

Grass Lake—Jas. Bean succeeds W. M. Giltner in the drug business.

Novi—A. C. Knapp & Co. have moved their hardware stock to Oakley.

Buchanan—Chube & Fairfield succeed A. Barman in the meat business.

Hoytville—Wm. Crane has sold his hardware stock to B. J. Whelpley.

Bonanza—J. W. Francis has moved his stock of clothing back to Saranac.

Remus—Stoneburner & Badger have opened a millinery and notion store.

Ridgeway—Waring & Potter succeed Waring Bros. & Co. in general trade.

Port Huron—Mulford & McElroy have opened an undertaking establishment.

Port Huron—C. T. Foster succeeds Mathew Haney in the grocery business.

Vicksburg—Goldsmith Bros. succeed Eldred & Beebe in the grocery business.

Bay City—H. E. Meeker & Co. succeed Meeker & Adams in the grocery business.

Jackson—O'Dwyer & Ward, wholesale milliners, will remove to Detroit January 1.

East Saginaw—Geo. Stengel succeeds Stengel Bros., wholesale butchers and packers.

St. Louis—The store and grocery stock of H. B. Giddings have been seized by creditors.

Stanwood—E. Wilson has added a line of crockery and glassware to his drug stock.

Waldron—There is a good opening here for a clothing and dry goods store; also a hotel and livery stable.

Blanchard—Daniel Lynch has leased the new Cogswell store and moved his general stock into the building.

Homer—S. Avery has sold his feed store to H. H. Shear & Son and purchased the meat market of L. G. Brown.

Pewamo—Albert Retan has purchased the bankrupt stock of J. S. Visger, at St. Johns, and moved it to this place.

Vassar—E. A. Bullard has sold his drug stock to Geo. C. Lappan & Co., the company being Q. Lappan and C. Q. Lappan.

Charlotte—A. D. Baughman, the dry

goods dealer, will make a four months' tour of California, leaving about January 10.

Charlotte—J. M. Daron has sold his interest in the boot and shoe stock of Daron & Murray to his partner and will retire from the firm on March 1.

Plainwell—M. H. Granger will retire from the hardware firm of O. B. Granger & Co. on January 1. The business will be continued by O. B. Granger in his own name.

Sullivan—Hiram Munger has formed a copartnership with Watson & DeVoist, of Coopersville, and the three will erect a store building and engage in general trade.

Nashville—W. S. Powers and W. L. Stringham have formed a copartnership under the style of Powers & Stringham and purchased the W. E. Messimer grocery stock.

Muskegon—R. P. Anderson, formerly of the wholesale commission firm of C. C. Moulton & Co., is now engaged in the wholesale confectionery, fruit and nut business at 18 Western avenue.

Muskegon—Moses Zunder, for several years past manager of the Chicago boot and shoe store, will leave early in January for Omaha, where he will join his brother in the boot and shoe business.

Morley—Lon A. Pelton has assigned his hardware stock to Fred. I. Nichols. The assignment was not made as the result of financial troubles, but by reason of family difficulties. Mr. Pelton will pay 100 cents on the dollar and have plenty left with which to continue business.

### MANUFACTURING MATTERS.

Hastings—The Parker Strainer and Cut-off Co. has disbanded.

Bay City—C. H. Pomeroy is arranging to open a large cracker factory at East Saginaw.

Owosso—The Owosso Casket Co. has enlarged its office and finished the same in antique oak.

Lime Lake—The Lime Lake Lumber Co., which has built a sawmill to cut hard woods mainly, has begun manufacturing.

Lakeview—Martin & McAfee will remove their saw, shingle and stave mills to Jackson, Miss., where they have secured a site on Pearl river.

Muskegon—The new Blodgett mill is having an addition built, in which a combination band and circular and other machinery will be placed.

Manistee—The Manistee Lumber Co. is having a large steam lumber barge built at Gibraltar. It will have 140 feet keel and will carry about 350,000 feet of lumber.

Menominee—An addition to C. B. Lewis & Son's mill has been commenced. A shingle machine and a new band-saw machine have been purchased and will be placed in position this winter.

Kingsley—Case & Croter have purchased a half-interest in the planing mill of Wynkoop, Hitzler & Madison. Mr. Wynkoop retires, his other partners each retaining a quarter-interest.

Plainwell—H. R. and Will Scott have erected a building suitable for the manufacture of turned and saved work and handles. The establishment is to be known as the Island City Novelty Works.

Battle Creek—The Battle Creek Buggy Co. has been organized, with a capital stock of \$80,000. The corporation has acquired the Sherman road cart plant, at Coldwater, and will remove it to this city.

Pierson—W. W. Forrester, who has operated a shingle mill three miles southeast of this place for three years past, will remove his mill in the spring to Eagle River, Wis., where he has a contract with Shanks & Neville to cut the shingle timber on their 35 tracts.

Chippewa Lake—The Chippewa Lumber Co. has shut down its mill and has turned all its available help to work in the woods. Three camps are running, employing about 200 men. The lumber cut has been larger than of any previous year. About the same amount of timber will be put in the lake as last winter.

Baraga—Thomas Nester cut 20,000,000 feet of logs at his mill the past season, and had 9,000,000 feet of lumber on dock at the close of navigation. He will put in 30,000,000 feet of logs this winter, and has 6,000,000 feet hung up. The mill has not been pushed to its capacity of 200,000 feet daily, while his shingle mill, of 100,000 daily capacity, was run only a short time. Improvements are to be made.

### STRAY FACTS.

Mt. Pleasant—J. E. Seank, the merchant tailor, assigned on the 23d.

Fillmore Center—H. Walters and H. J. Klomparsen have started a feed mill.

East Saginaw—The Flint & Pere Marquette railroad hauled 180,000,000 feet of logs this year.

Muskegon—E. L. Packer & Co., wholesale lumber dealers, have confessed judgment for \$40,000.

Montague—Bela Harrison has taken the management of the Farmers and Workingmen's Co-Operative Co.

Detroit—Westervelt & Dennis, wholesale hardware lumber dealers, are offering to compromise with their creditors at 25 cents on the dollar.

Hancock—The Hancock Chemical Co. has rebuilt its laboratory, which was blown off the face of the earth by a dynamite explosion November 16.

Central Lake—H. Sisson, the general merchant, is training a piece of trotting stock which gives promise of attaining a National reputation.

Manistee—M. Englemann has sold to the Chicago, Burlington & Quincy Railway 4,500,000 feet of Norway car sills and decking. The stuff is to be sawed and delivered

next season. About 2,000,000 feet of the lumber will be car decking and the residue car sills.

Ravenna—E. Conklin, who has conducted a hardware store here for several years, died December 31 and was buried on the 23d. John Sacks was appointed special administrator on the 24th, and will continue the business until a general administrator is appointed.

Chase—Smith Bros. & Johnson have taken a contract for extending a spur of the Flint & Pere Marquette Railroad from the mill of F. P. Houghton & Co. to section 20, where they desire to get out 10,000,000 feet of pine, by January 1. They have eighty Swedes employed.

### Gripsack Brigade.

Greg. Luce wants it understood that he bought that hat for George Thompson, at White Cloud.

Jerry Wolman has engaged with Olney, Shields & Co. for 1888, taking the same territory as in 1887.

J. T. Lowry has been elected to act as Secretary of the M. C. T. A., in place of Defaultier Pierce.

J. C. Watson has engaged with Fred. D. Yale & Co. for 1888, covering the same territory as in the past.

W. M. Toles succeeds F. H. Lester as Southern Michigan and Northern Indiana representative for Hawkins & Perry.

D. L. Densmore, traveling representative for the Owosso Casket Co., has removed his family from Stanton to Owosso.

L. C. Duff, formerly engaged in business at Owosso, is now traveling for Jas. S. Kirk & Co., making his headquarters at Atlanta, Ga.

Ed. Frick will take the position of house salesman for Olney, Shields & Co. on January 1. He will remove his family from Holland to this city in the spring.

Geo. McKay left yesterday for Chicago, where he will spend several days with friends. He will also spend some time at Joliet and Elwood before returning.

Chas. H. Ball, traveling representative for Root, Strong & Co., of Detroit, was married at Charlevoix on December 21, to Miss Ella Aldrich. Mr. and Mrs. Ball will make their home at Newport.

Olney, Shields & Co. will make no change in their traveling force for 1888, which will remain as follows: Addison Morrison, Jerry Wolman, Sam. B. Morrison, Scott Swygert, Jas. N. Bradford, Cass. Bradford.

N. A. Parker, formerly with E. C. De Con & Co., of Detroit, has engaged to travel for Fred D. Yale & Co., taking the Michigan Central, D. G. H. & M. and D. L. & N. towns. Mr. Parker resides at Corunna.

Hub. Baker and wife leave the latter part of the week for Niagara county, N. Y., where they will spend a couple of weeks with friends. They will also visit friends at Lockport and Rochester before returning.

Putnam & Brooks have re-engaged all their traveling salesmen for 1888, as follows: Wm. B. Edmunds, Leo. A. Caro, Henry J. Dawley, Geo. H. McKay, John Miller. T. E. Putnam will continue to act as house salesman.

F. H. Lester has engaged to travel for Arthur Meigs & Co., taking for his territory Southern Michigan and Northern Indiana, calling on his old trade as usual. He starts out on his initial trip with the new house on Thursday.

W. S. Barnett, formerly Wisconsin salesman for the Peninsular Stove Co., at Detroit, but for the past two years Nebraska salesman for Cribben, Sexton & Co., of Chicago, has re-engaged with the former house and will cover his former territory.

Detroit News, 24th: Last evening twenty traveling salesmen of the Acme White Lead and Color Works, who have been holding a convention here, sat down to an elegant repast at the Wayne hotel, given them by the company to promote good fellowship. The menu cards were original and tasty, and were printed on Neal's carriage paint sample cards.

Nashville News: Tom Stevens, commercial traveler for the firm of J. H. Wendell & Co., of Detroit, is well known as an inveterate practical joker. He struck Nashville Tuesday, and soon made all the elevator and depot gangs victims to his numerous gags. But they got it all back on him with interest in the afternoon, when one of the boys took him up town, ostensibly to set 'em up. Of course, being election day, the front doors of all the saloons were closed, and he was taken shyly around the back way, where, by previous arrangement, an officer put in his appearance just as they were endeavoring to effect an entrance. The sudden exhortation to "Skip, Tom, it's the marshal!" caused the practical joker to turn and flee, and they do say he made a bee line through the alley to the depot, where he nalled the, tail end of an outgoing freight and disappeared.

Detroit Journal: Jonathan S. Pierce, who lived with his wife at 35 Fulton street, earned \$500 a year as treasurer of the Michigan Commercial Travelers' Association, and did outside work besides as solicitor for several insurance companies. For many years he served as traveling agent for Allen Sheldon & Co. Mr. Pierce recently told the directors of the Association that there was a shortage in his accounts. An investigation was made and the deficit was fixed at \$415.84. Mr. Pierce said he was unable to tell where the money had gone. The Association dropped on Marvin H. Chamberlain and John Pontfus, who were on Pierce's bonds in the sum of \$5,000. Mr. Pierce gave these gentlemen a second mortgage on his household furniture for the amount. The cash was then handed over to the officers of the Association on Wednesday, the

bondsman subscribing \$207.92 each. Mr. Pierce went to Cincinnati a week ago, and will carry on an insurance business there. The Association has \$24,000 in bank. Four signatures, however, must necessarily be on the check which takes any of it out.

### Protection to the Sugar Industries.

Written Especially for THE TRADESMAN.

That the present duty on sugar is purely "for revenue" has already been said. The figures of thirty-five years' experience show that our home grown crop is not only relatively smaller than in 1852, but actually smaller in the number of hogheads. It appears that after ample opportunity for the test, the policy of maintaining duties on the foreign product has failed of the purpose which Protection has in view: the creation of a sufficient home supply.

But in adopting any proposal to repeat the sugar duties, the country's interest in the sugar which it already produces for itself, and in that which it may produce, is to be carefully regarded. So far as we have observed, no Protectionist who discusses the subject fails to remember this. Senator Sherman, in his statement, a few weeks ago, of the revenue measures which he would adopt, expressly marked the necessity, in connection with the repeal of the sugar duty, of favoring the home crop with a bounty. He had in view, of course, the several possibilities that now appear to us in addition to the Louisiana crop—the promise of a successful culture of the tropical cane in Florida; the New Jersey and Kansas experiments with sorghum; and the remote likelihood of securing success in beet culture. All these unless we except the last, are important interests, deserving the generous support of our economic system.

If the rich lands of southern Florida can produce the great crops of tropical cane sugar which Mr. Disston declares entirely possible, and if the easily-grown and hardy sorghum can be manipulated so economically as to make its growth a commercial as well as a scientific success, the country will have achieved a result of gigantic proportions. Our import of sugar, of all kinds, has amounted in ten years (1877-86) to an average value of eighty-five millions of dollars a year.

For the present, no doubt, a bounty to the home interest will entirely serve. And it should be provided, perhaps, by maintaining a small duty on the imported article. This will serve every purpose of Protection, without drawing into the Treasury, as now, an unneeded revenue, and without taking for the bounty payments money derived from other sources than the article under consideration.

But, in addition to these details of this most important subject, is the vitally important one of securing, in return for our concession of an open, or nearly open, market to foreign sugars, a corresponding advantage from countries that desire to avail themselves of the offer which we make. It will be a most short-sighted policy if we neglect this. When we offer to the sugar countries the removal of our duty on their crops, we are entitled to a concession in return. We shall benefit them enormously—they must give some benefit to us. It will be our right to say that any sugar-growing country which desires to have her product enter our ports free, (or at our lowest rate of duty), must afford to us advantages of commercial intercourse. We should require, of course, that no export duty be laid by the selling country; and we should add (1) that we give our most favorable entry only to sugar coming either in American bottoms, or in those of the country producing the sugar; (2) that we give it only to countries which grant to our ships in their ports the same relief from light-house "dues," etc., etc., which we grant to their ships; (3) that we grant it to no country which should make less favorable terms for the entry of our goods (of all kinds) than are made by it to the goods of other countries. These provisions would, in all probability, work an immense advantage to our carrying trade, and, as our home product of sugar increases, and it becomes desirable to raise the duty on the foreign grown, none of them would interfere with this change. We should still give the best entry to our ports, whatever that might be, to sugar of the country which made us the concessions named.

The repeal of the sugar duty is now a proposition within the scope of practical legislation. It must be considered with the utmost care, and with no omission of any needed safeguard. That there should be an export duty put upon us, if we remove the import duty, would of course be absurd, and there could be no danger of it, if we should take but the most reasonable precaution in our legislation. The provisions in regard to our commerce go a step farther and are equally germane, while they are also vastly important.

A. S. M.

### The Hardware Market.

Tin and copper are still firm and there is every indication of a maintenance of prices. The French tin syndicate has been selling pig tin to manufacturers of tin at the highest prices, with a guarantee against decline for four months, which tends to show confidence on the part of the syndicate to hold up prices. It is reported that the Rothschilds have taken a hand in the copper combination with a view to forcing it still higher. Nails and wire remain the same as before. The glass men met on the 28th. There is some talk of an advance, but as sales are limited at this season of the year, it is not probable that such action will be taken. Cartridges and all kinds of ammunition have advanced about 20 per cent., on account of the advance in copper.

### MISCELLANEOUS.

Advertisements will be inserted under this head for one cent a word the first insertion and one-half cent a word for each subsequent insertion. No advertisement taken for less than 25 cents. Advance payment. Advertisements directing that answers be sent in care of this office must be accompanied by 25 cents extra, to cover expense of postage.

FOR SALE—HANDSOME LIGHT PAWN FIVE-YEAR-old Jersey cow. Registered stock, no bad habits. Will calve about February. R. B. Orr, 363 Jefferson ave.

PATENT RUNNER ATTACHMENT—FOR ROAD Carts. Rent on receipt of \$5. Name size of axle. H. Loughborough, manufacturer's agents, Kalamazoo, Mich.

FOR SALE—STOCK OF DRUGS, BOOKS, STATIONERY and wall paper in a driving town. Also three-story brick building on best corner in town. Will sell stock and rent store, or will trade both for good farm near some town in Southern Michigan. Address F. M. Lonsbury, Reed City, Mich.

FOR SALE—WHOLE OR PART INTEREST IN A FIRST-CLASS MEAT MARKET in a thriving town of 1,000 inhabitants with two railroads. Average sales \$30 per day. Good reasons for selling. Address H. C. Trueman.

FOR SALE—DRUG STOCK AND FIXTURES IN A five town in Southern Michigan. Only those with cash need apply. Best of reasons given. Address W. E. Mond, Geo. Shewell, Mich.

FOR SALE—A BARBARY CLEAN STATIONERY hardware and mill supplies. Address Wayne Hardware Co., Saginaw, Mich.

FOR SALE—THE BEST DRUG STORE IN THE TRIVY, Ing city of Muskegon. Terms easy. C. L. Brun, Muskegon, Mich.

FOR SALE—A HANDSOME SEVEN-YEAR-OLD mare. Fast traveler and safe for a family horse. Will drive double or single or with saddle. R. B. Orr, 363 Jefferson avenue.

NO BUSINESS PAYS BETTER THAN PEACHES. No fruit pays better than the peach; no territory more profitable than the peach territory; no business more profitable than the peach business. Write for particulars. H. J. Edgell, real estate agent, South Haven, Mich.

FOR SALE—ONLY STORE IN THRIVING VILLAGE. Splendid business. Cash capital required \$1,000. (Building and stock). Address Alpha, care Michigan Trade Journal, Grand Rapids, Mich.

WANTED TO EXCHANGE FOR MERCHANDISE (drugs or hardware preferred). Two hundred and sixty acres of land in Barry county, Mich., and about \$4,000 worth of A. No. 1 village property in one of the best towns in the State. Well rented, pays a good interest on investment. Address Dr. A. H. Hanlon, Elk Rapids, Mich.

WANTED—A MAN OR FIRM TO TAKE AN INTEREST in a stock and handle the output of a new 20-horse-power factory and mill plant, which has facilities for cutting and handling 200,000 feet of logs per annum in lumber, shingles, barrel heading, and planing mill stock. Has a good dock, and railroad facilities and is in one of the best locations in Michigan. Address O. W. Horton, Grand Rapids, Mich.

WANTED—EVERY STORE-KEEPER WHO READS this paper to give the Suttill coupon system a trial. It will abolish your pass books, do away with all your scribbles and your customers' names, and save you all the worry and troubles that usually go with the pass-book plan. Start in January let with the new system, keep pace with the times, and you will never regret it. Having two kinds, both kinds will be sent by addressing (enclosing this paper) J. H. Suttill, Albany, N. Y.

WANTED—PARTNER WITH \$1,000 TO \$2,000 IN CASH, groceries or general merchandise. Want to extend business. This is a grand opening on railway. Address 105 E. Grand.

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, 178-179

FOR SALE—FINE JERSEY BULL CALF SIX MONTHS old. Squirrel grey and faint black points. Registered stock. R. B. Orr, 363 Jefferson ave.

GENUINE K. of L. CIGARS.

The product of Organized, Working Cigarmakers. Established Sept. 1, 1886, on the Co-operative plan by members of L. A. 4374, K. of L. Cigarmakers and Friends. 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 live and ten cent goods. For further particulars, terms, prices, references, etc., address

W. E. KIRUM & CO.,  
Wernersville, Berks Co., Pennsylvania.

WHOLESALE AND RETAIL

COAL and WOOD.

E. A. HAMILTON, Agt.,  
101







## The Michigan Tradesman.

### RANDOM REFLECTIONS.

The small boy with the poetic imagination has turned up in the rugged northern part of the State. He was lying in bed and there was a heavy storm raging outside. The lightning was flashing out in the dark night, and as he lay watching it a flash went up the window panes and shone in broken dashes through the slits of the blind.

"Mamma! mamma! See God grinning at me!"

They were a couple who had lived a long life of love and affection. The gray had grown in their hair without fret or worry and they had reached the years of content and peace. Their family had grown up around them and they had nothing to do but love one another and live in the affection of strong-hearted children. And so they bickered and quarreled out of pure content and happiness. The quarrels of old folks are always lovely. They are so full of humor. Old married folks quarrel over things that have nothing serious in them, and you know they will leave absolutely no effect—will not even be remembered. The old gentleman had been very sick—sick unto death. His wife had watched over him with all the love and care born of three-quarters of a lifetime spent with him in perfect confidence. They were both at an age when death was not so fearful to either, for life had about exhausted everything except their love for one another and their children's love for them. And she had schooled herself for it, knowing that she would not be very long parted from him. He was very sick. A beggar coming to the door one day, she gave him an old suit of clothes and bade God bless him. Then the old gentleman got well, and the first day he was able to go out he wanted that suit of clothes. When he found out that she had given them away there was the biggest kind of a row in the house, and it took the whole family all their efforts to restore peace. Then the old gentleman insisted upon going fishing. He went. He wasn't much of a walker, but when he came to a high trestle over the creek, it struck him that he used to walk over such things when he was a boy, and he guessed he could now. He started, and after a few steps he fell through the trestle about ten feet and was picked up insensible. The old lady was as tender and loving as ever when he was brought home and until he began to recover. When she was quite sure he had suffered no serious injury, she opened her mind to him.

"And now," she said, "you hear me for the last time. I've brought you back to life a great many times. The next time you want to go, you can go. That's all."

And the old gentleman went out fishing next morning again.

### Grand Rapids Mercantile Association.

At the regular semi-monthly meeting of the Grand Rapids Mercantile Association, held on December 20, Thomas Keating presided, owing to the non-attendance of President Coyle. Applications for membership were received from Alden Bros., 31 West Bridge street; H. Vander Weyden, 22 South Division street; Adam Her, 623 South Division street; L. B. Stanton, 2 Pearl street; S. G. Ketchum, 14 West Bridge street. Consideration of the applications was deferred until the next meeting.

The following communication was read by the Secretary:

GENTLEMEN—Desiring of securing the position of agent and collector for your Association and satisfied that I can make such an arrangement mutually profitable, I am prepared to make the following proposition:

I will secure applications for membership on the basis of 50 cents apiece.

I will undertake to collect such dues as are not paid to the Secretary for 15 per cent. commission.

I will undertake to collect such accounts as have been delinquent on the basis of the Blue Letter, on the basis of 20 per cent. commission on all sums actually collected, all collections to be turned over promptly. I further agree to pay the postage on all Notification Sheets sent out and to spend one hour a day in an office, providing such is arranged for by the Association, for the interchange of information between members.

S. A. SHELDON.

The following communication was also presented:

GENTLEMEN—We hereby tender the Association the free use of our office and telephone for your agent and collection, providing you will furnish him a desk, which shall remain the property of the Association.

E. A. STOWE & BRO.

The Executive Committee presented the following report:

Your Executive Committee would respectfully report that they have received several applications for the position of agent and collector for the Association, only one of which has been put in writing; that we have enquired into Mr. Sheldon's antecedents and ascertained his standing as a collector, and as a result of such enquiries, recommend that his proposition be accepted and arrangement in accordance therewith entered into for an indefinite period.

We also recommend that the offer of the Messrs. Stowe to furnish the collector the use of office and telephone without cost to the Association be accepted and that a special committee be appointed to procure a suitable desk for the use of the agent.

The report was discussed at some length, when it was accepted, but action on the same was deferred until the next meeting.

The following resolutions were then introduced:

WHEREAS—It is conceded by President Briggs that 50 per cent. of the members of the Grand Rapids Board of Trade are retail dealers, and

WHEREAS—The directors of said Board have adopted a memorial to the Inter-State Commission, protesting against any change in the present trunk line classification,

which is clearly contrary to the best interests of retail merchants and an assumption of authority not warranted by the constitution of the Board, therefore

Resolved—That we condemn such action as derogatory to the interests of four-fifths of the members of the Board and call upon the directors to rescind their action without delay.

Resolved—That in the failure of the directors to do as above suggested we will draw all support from the Board and advise all retail dealers to do likewise.

The resolutions were briefly discussed and referred to the next meeting for action.

As the election of officers for the ensuing year occurs at the next meeting—January 3—it is hoped that every member of the Association will be present.

## PRODUCE.

We should be pleased to open correspondence with anyone having APPLES, POTATOES, ONIONS, BEANS, DRIED FRUITS and other Country Produce to offer. CAR LOTS A SPECIALTY. Consignments will receive our best attention. We are willing at all times to make liberal 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.

## 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.

## THOMPSON & MACLAY,

IMPORTERS AND JOBBERS OF

Notions, Hosiery, Knit Goods, Furnishing Goods, Etc.,

19 South Ionia Street, - GRAND RAPIDS.

No Goods Sold at Retail. - Telephone 679.

## 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"—

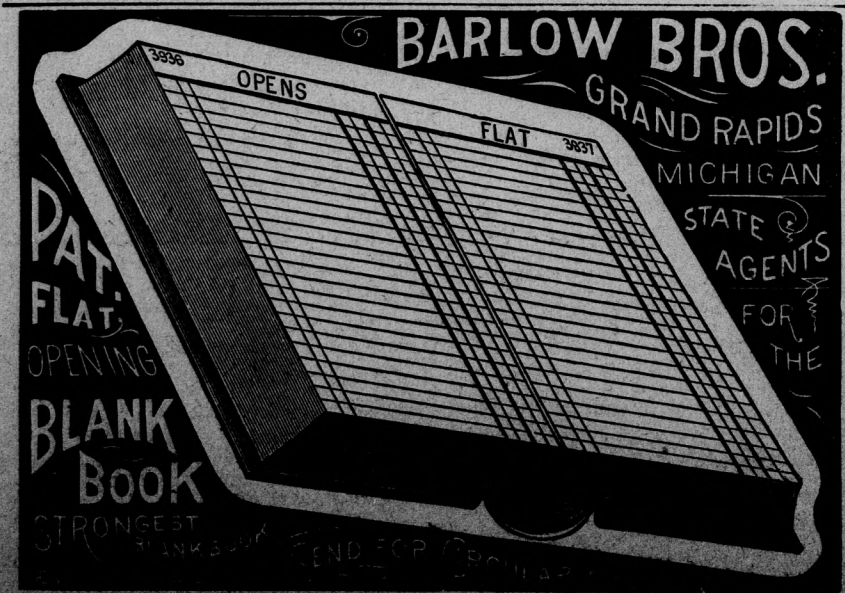
—The Bright Star That Leads Them All.—

DON'T BE 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 JOBBERS FOR THESE CANS. INSIST ON HAVING THEM. TAKE NO OTHER.



## MICHIGAN CIGAR CO.,

MANUFACTURERS OF THE JUSTLY CELEBRATED

"M. C. C.,"

The Most Popular 10c cigar, and

"YUM YUM,"

The Best Selling 5c Cigar in the Market. Send for trial order.

BIG RAPIDS, - MICH.

## F. J. LAMB & CO.,

WHOLESALE DEALERS IN

FRUITS AND VEGETABLES,

Butter, Eggs, Cheese, Etc.,

8 and 10 Ionia Street, GRAND RAPIDS, MICH.

SPECIAL ATTENTION GIVEN TO FILLING ORDERS.

## HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY,

Send for Catalogue and Prices.



**LATLAS ENGINE WORKS**  
INDIANAPOLIS, IND., U. S. A.  
MANUFACTURERS OF  
STEAM ENGINES & BOILERS.  
Carry 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

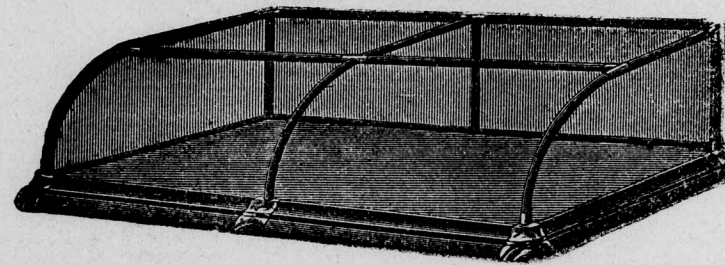
Fire and Burglar Proof

**SAFES**

Combination and Time Locks,

11 Ionia Street, - Grand Rapids, Mich.

## DO YOU WANT A



If so, send for Catalogue and Price-List to

S. HEYMAN & SON, 63 Canal St., Grand Rapids.

## BULKLEY, LEMON & HOOPS,

Wholesale Grocers.

IMPORTERS OF

Teas, Lemons and Foreign Fruits.

SOLE AGENTS FOR

"Acme" Herkimer Co. Cheese, Lautz Bros.

Soaps and Niagara Starch.

Send for Cigar Catalogue and

ask for Special Inside Prices

on anything in our line.

## CURTISS, DUNTON & ANDREWS

## ROOFERS

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

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.



"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.

## WM. SEARS & CO.

## Cracker Manufacturers,

Agents for

AMBOY CHEESE.

37, 39 & 41 Kent Street, Grand Rapids, Michigan.

## W. STEELE PACKING & PROVISION CO.

JOBBERS 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.

## CEO. E. HOWES,

JOBBERS IN

## Foreign and Domestic Fruits.

SPECIALTIES:

Oranges, Lemons, Bananas.

3 Ionia St., GRAND RAPIDS, MICH.

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.



## LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written Especially for THE TRADESMAN.

Whatever may be a person's views on theological matters, he is exceptionally world-hardened, unsentimental and unimaginative if there is no warm place in his heart for Christmas and Christmas customs. While he may disbelieve biblical history, and reject church dogmas, it does not prevent him from rejoicing that there is one day, at least, when a vast majority of civilized people recognize that there is a grand brotherhood of humanity; when the passions and antagonisms and hatreds of mankind reach their lowest ebb; when the latent charity and benevolence of the world is re-awakened, and when "peace on earth and good will towards all men" is regarded as something more than a sentimental platitude.

And how world-hardened and unimaginative, or how deficient in memory the man must be, or how joyless and dreary must have been his youthful days, if each succeeding Christmas fails to awaken tender, and, perhaps, sad recollections of the facts, fancies and faces that time and the bustle and turmoil of life have almost buried with the dead past; and when the day does bring up these recollections, and he neglects or refuses to aid in keeping fresh and green the customs and observances that have made it an oasis in the lives of such multitudes of his fellow men, we have a reasonable right to class him with the superlatively selfish or superlatively heartless.

I like a little sentimentalism on rare occasions. I am satisfied that in proper doses it is a good mind tonic, and I often imagine that the physical system is sometimes rejuvenated by its use; and the individual whose mental food for three hundred and sixty-four days in the year is cold, hard, solid facts and figures, is of all individuals the one who should not neglect to indulge in a little sentiment on the twenty-fifth of December.

But the man who has lived a long life, characterized by unsentimentality, unimaginativeness, selfishness and penurious economy, and at last by some almost unaccountable reason experiences a sudden change of heart, during the winter holidays, had, perhaps, better make his conversion known to his family and the public by degrees.

In a town in which I sometimes visited, during my younger years, resided a miserly, unsociable cross-grained old fellow named Welker. There had probably been a time during his life when he was susceptible to human emotions, and was companionable and approachable, but that time, when I knew him, had long gone by. The old man was the proprietor of the largest business establishment in the place, but luckily for his interests his time was almost entirely devoted to office work and the supervision of his assistants, and he rarely came in contact with customers. Commencing trade during the pioneer days of the town, he had gradually evolved from a small four-corner dealer into a heavy capitalist, but, while each succeeding year increased his wealth, it also increased his penuriousness and the dislike of his employees and neighbors.

Some years after I first knew the old man I was in his store one day, and not seeing him at his desk as usual I asked an acquaintance the occasion of his unusual absence.

"Old Welker is in the insane asylum at P—," said my friend.

And then, of course, I naturally inquired what had occasioned the calamity.

Now I am not going to vouch for the truthfulness of my friend's narrative; in fact, I rather believe that his antipathy for the old merchant induced him to exaggerate the matter very materially, but his explanation was as follows:

"The night before last Christmas Welker was in a worse humor than usual. His wife had been begging for a little money to buy presents for the children, and even had the temerity to suggest a turkey for the next day's dinner. A deputation of employees has waited upon him, requesting that the store be closed the next day, and one clerk actually asked for an increase of wages. A bevy of ladies had called, with no expectation, however, of success, but merely as a matter of duty, to solicit assistance for some poor families. He had just heard that a debtor had packed up and gone West, and the week's trade had been far from satisfactory."

"After old Welker had brooded awhile over these various grievances, he left his desk and made a tour of the salesroom. He felt seriously aggrieved that he could find no cause for complaint, and was about to return to his office, when he suddenly discovered his youngest clerk committing the heinous offense of reading a book during business hours. He approached the absorbed youngster and, snatching the volume from his hands, exclaimed:

"So that's the way you spend your employer's time, is it? If it wasn't for the promise I made your father, I'd discharge you on the spot! If you want this book, you'll find it on my desk Saturday night."

"After the last light in the salesroom had been extinguished, and the last clerk had departed, Welker, as was his custom, remained at his desk closing up the day's business. This duty carefully performed, he reached for his overcoat, and then it occur-

red to him that in consequence of the recent interview with his wife, it would be more satisfactory to wait until she was buried in slumber before going home. And then he re-seated himself, and, for want of something else to occupy his time, took up the book which he had lately confiscated.

"The volume was an edition of 'Dickens's Christmas Stories,' and strangely and unaccountably the old man became speedily interested in its contents. And still more strangely and unaccountably, the delineation of a character therein that, he imagined, strongly resembled himself, worked a complete revolution in his character.

"I'm not going to try," said my acquaintance, "to account for the change that came over Welker so suddenly. The spiritualists might explain that the great author wrought the miracle in his disembodied form. The student of human nature would undoubtedly have a theory for the phenomenon, and the zealous churchman would probably attribute it to a change of heart," but it is nevertheless true that old Welker disappeared that night, and a new Welker was born.

"That night the jewelers and dealers in holiday goods were almost unspeakably astonished, while waiting for the last late customers, at the extravagant purchases that Welker made for his family. The next morning the clerks were given a holiday and liberal presents, and promised an advance of salary. Before noon a dozen poor families were amazed at the arrival of bags of flour and hams and turkeys and chickens and various articles of groceries; every child that Welker met was surprised with a silver coin, and a large number of poor debtors were given receipts for their accounts.

"This eccentric conduct of Welker continued indefinitely, but just after the first of January he was apprehended as an insane person on the complaint of his wife, who made an affidavit that he was disqualified from taking care of his property by reason of mental aberration. A dozen neighbors, including three physicians testified that nothing but insanity could have so materially altered Welker's disposition, and the very persons whom he attempted to benefit were willing witnesses against him. At last the strain of the investigation upset him, and he really did become insane, and was sent to the asylum, as I said before."

Upon reflection, it occurs to me that my anecdote of Welker's unfortunate change of heart is hardly calculated to strengthen my appeal for the observance of Christmas customs; but, as I have no reason for supposing that any gentleman of the Welker stripe is a subscriber to THE TRADESMAN, it will probably have no detrimental influence.

Well, let us hope that each and every one of us has, during the holiday week, according to our various circumstances and situations, endeavor to make it enjoyable and pleasurable to those dependent upon us, and to those who need aid and assistance, and whom we could reasonably aid and assist; and, in the language of Tiny Tim, "May God bless us, every one."

**THE ACME OF UTILITY AND ECONOMY**

**IN STORES EVERYWHERE**

**SAELVING**

**KOCH'S PATENT**

**ADJUSTABLE**

**REVERSIBLE**

**SHELF BRACKETS**

**SAELVING**

**CAN BE READILY PUT UP BY ANY ONE AND MOVED AS EASILY AS STOCK**

**SUITABLE FOR VARIOUS WIDTHS OF SHELVING**

PATENTED OCT. 19, 1887.

Manufactured by **KOCH A. B. CO.**

354 MAIN ST., PEORIA, ILL.

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

## SEEDS

FOR EVERYBODY.

For the Field or Garden.

If you want to buy

**CLOVER OR TIMOTHY SEED**

Or any other kind, send to the

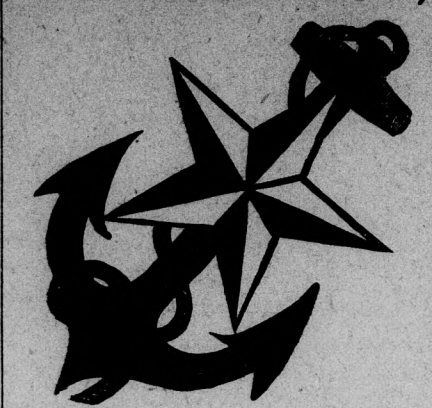
**Seed Store,**

71 CANAL ST.,

**W. Y. LAMOREAUX.**

**Grand Rapids, Mich.**

## F. J. DETTENTHALER,



JOBBER OF

## OYSTERS!—AND—SALT FISH.

Mail Orders Receive Prompt Attention.

See Quotations in Another Column.

## 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 solicited. A liberal discount to the jobbing trade.

217, 219 Livingston St.,

Grand Rapids.

## TIME TABLES.

Grand Rapids &amp; Indiana.

All Trains daily except Sunday.

GOING NORTH.

Traverse City & Mackinaw Ex.	Arrives	Leaves
Traverse City & Mackinaw Ex.	8:45 a.m.	11:30 a.m.
Traverse City & Mackinaw Ex.	7:30 p.m.	10:40 p.m.
Cadillac Express	8:40 p.m.	1:00 p.m.
Saginaw Express	11:25 a.m.	7:30 a.m.
Saginaw Express	10:30 a.m.	4:10 p.m.

Saginaw express runs through solid.

9:05 a.m. train has chair car to Traverse City and Mackinaw.

11:30 a.m. train has chair car for Traverse City, Petoskey and Mackinaw City.

10:40 p.m. train has sleeping cars for Traverse City, Petoskey and Mackinaw.

GOING SOUTH.

Cincinnati Express	Arrives	Leaves
Fort Wayne Express	10:30 a.m.	7:15 a.m.
Cincinnati Express	4:40 p.m.	11:45 a.m.
Traverse City and Mackinaw Ex.	10:50 p.m.	5:00 p.m.

7:15 a.m. train has parlor chair car for Cincinnati.

5:00 p.m. train has Woodruff sleeper for Cincinnati.

9:00 p.m. train connects with M. C. R. R. at Kalamazoo for Battle Creek, Jackson, Detroit and Canadian points, arriving in Detroit at 10:45 p.m.

Muskegon, Grand Rapids &amp; Indiana.

Leave. Arrive.

6:30 a.m.	10:10 a.m.
11:00 a.m. <td>4:30 p.m.</td>	4:30 p.m.
4:40 p.m. <td>8:50 p.m.</td>	8:50 p.m.

Leaving time at Bridge street depot 7 minutes later.

C. L. LOCKWOOD, Gen'l Pass. Agent.

Detroit, Lansing &amp; Northern.

Grand Rapids &amp; Saginaw Division.

DEPART.

Saginaw Express	Leaves	Arrives
Saginaw Express <td>7:30 a.m.</td> <td>4:10 p.m.</td>	7:30 a.m.	4:10 p.m.

ARRIVE.

Grand Rapids Express	Leaves	Arrives
Grand Rapids Express <td>11:25 a.m.</td> <td>10:30 p.m.</td>	11:25 a.m.	10:30 p.m.

All trains arrive at and depart from Union depot.

Trains run solid both ways.

Chicago &amp; West Michigan.

Leave. Arrive.

Mail Express	Leaves	Arrives
Mail Express <td>9:10 a.m.</td> <td>3:35 p.m.</td>	9:10 a.m.	3:35 p.m.
Mail Express <td>12:30 p.m.</td> <td>9:45 p.m.</td>	12:30 p.m.	9:45 p.m.
Mail Express <td>11:30 p.m.</td> <td>5:45 a.m.</td>	11:30 p.m.	5:45 a.m.
Mail Express <td>8:30 p.m.</td> <td>11:30 a.m.</td>	8:30 p.m.	11:30 a.m.

Daily, daily except Sunday.

Fullman Sleeping Cars on all night trains. Through parlor car in charge of careful attendants without extra charge to Chicago on 12:30 p.m. and through coach on 8:10 a.m. and 11 p.m. trains.

Newaygo Division.

Leave. Arrive.

Express	Leaves	Arrives
Express <td>4:20 p.m.</td> <td>10:30 a.m.</td>	4:20 p.m.	10:30 a.m.
Express <td>8:25 a.m.</td> <td>10:30 a.m.</td>	8:25 a.m.	10:30 a.m.

All trains arrive and depart from Union Depot.

The Northern terminus of this division is at Baldwin, where close connection is made with F. &amp; P. M. trains to and from Ludington and Manistee.

W. A. GAVETT, Gen'l Pass. Agent.

J. E. MULLIKEN, General Manager.

Lake Shore &amp; Michigan Southern.

Kalamazoo Division.

Leave. Arrive.

Ex. & Mail N.Y. Mail	N.Y. Mail	N.Y. Ex.
4:35 p.m.	7:45 a.m.	Grand Rapids 9:45 a.m.
5:55 p.m.	9:02 a.m.	Allegan 8:45 a.m.
6:50 p.m.	10:06 a.m.	Kalamazoo 7:30 a.m.
8:30 p.m.	11:35 a.m.	White Pigeon 5:55 a.m.
10:30 a.m.	5:55 p.m.	Toledo 11:00 a.m.
8:30 a.m.	8:40 p.m.	Cleveland 6:40 p.m.
2:50 p.m.	9:50 p.m.	Buffalo 11:55 a.m.
5:40 a.m.	7:10 p.m.	Chicago 11:30 p.m.

A local freight leaves Grand Rapids at 1:10 p.m., carrying passengers as far as Kalamazoo. All trains daily except Sunday.

J. W. McKENNEY, General Agent.

Detroit, Grand Haven &amp; Milwaukee.

GOING EAST.

Night Express	Leaves	Arrives
Night Express <td>9:30 p.m.</td> <td>10:30 p.m.</td>	9:30 p.m.	10:30 p.m.
Through Mail	10:30 p.m.	10:30 a.m.
Evening Express	3:25 p.m.	3:50 p.m.
Detroit Express	4:40 a.m.	11:40 a.m.
Mixed, with coach	11:00 a.m.	

Morning Express.

Through Mail	Leaves	Arrives
Through Mail <td>5:30 p.m.</td> <td>5:10 p.m.</td>	5:30 p.m.	5:10 p.m.
Grand Rapids Express <td>10:40 p.m.</td> <td>5:10 p.m.</td>	10:40 p.m.	5:10 p.m.

Night Express.

Mixed	Leaves	Arrives
Mixed	5:25 a.m.	5:40 a.m.
Mixed	5:45 a.m.	5:15 p.m.

Daily, Sundays excepted. Daily.

Passengers taking the 5:50 a.m. Express make close connection at Orosco for Lansing, and at Detroit for New York, arriving there at 10:10 a.m. the following morning. The Night Express has a Wagner sleeping car.

JAS. CAMPBELL, City Passenger Agent.

Geo. B. REEVE, Traffic Manager, Chicago.

Michigan Central.

Grand Rapids Division.

DEPART.

Detroit Express	Leaves	Arrives
Detroit Express <td>6:15 a.m.</td> <td>1:10 p.m.</td>	6:15 a.m.	1:10 p.m.
Day Express <td>10:30 p.m.</td> <td>1:10 p.m.</td>	10:30 p.m.	1:10 p.m.
Atlantic Express <td>10:10 p.m.</td> <td>6:50 a.m.</td>	10:10 p.m.	6:50 a.m.

ARRIVE.

Pacific Express	Leaves	Arrives
Pacific Express <td>6:00 a.m.</td> <td>6:00 p.m.</td>	6:00 a.m.	6:00 p.m.
Mail	8:30 p.m.	10:15 p.m.
Grand Rapids Express <td>10:15 p.m.</td> <td>10:15 p.m.</td>	10:15 p.m.	10:15 p.m.

Daily. All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit. Parlor cars run on Day Express and Grand Rapids Express to and from Detroit. Direct connections made at Detroit with all through trains East over M. C. R. R. (Canada Southern Div.).

D. W. JOHNSON, Mich. Pass. Agt., Grand Rapids.

O. W. HROGOS, Gen'l Pass. and Ticket Agt., Chicago.

Only direct route between the East and South and the Upper Peninsula of Michigan.

R. W. ALLEN, Gen'l Pass. Agt.

## JENNESS &amp; MCGURDY,

Importers and Manufacturers' Agents.

DEALERS IN

## Crockery, China, Glassware,

Fancy Goods of all Description.

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.

PUTNAM & BROOKS

WHOLESALE

**OYSTERS**

NO BETTER GOODS IN THE LAND

TRY THEM

13, 15, 17 South Ionia Street,

GRAND RAPIDS.

ARCHER'S

**TROPHY SUGAR CORN**

DIRECTIONS

We have cooked the corn in this can sufficiently. Should be thoroughly warmed (not cooked) adding piece of Good Butter (size of hen's egg) and gill of fresh milk (preferable to water). Season to suit when on the table. Note genuine unless bearing the signature of

avenport Canning Co.

Davenport, Ia.

OPEN AT THIS END. \* XIM MDSST IN THE

**LION COFFEE**

MOCHA, JAVA ANDRIO

WOOLSON SPICE CO.

KANSAS CITY-MO. TOLEDO-OHIO.

**LION COFFEE**

MOCHA, JAVA ANDRIO

WOOLSON SPICE CO.

KANSAS CITY-MO. TOLEDO-OHIO.

**LION COFFEE**

MOCHA, JAVA ANDRIO

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.



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.

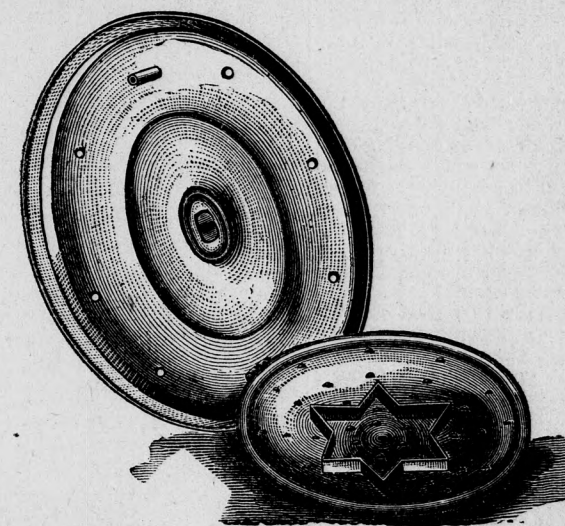
For particulars, write to

## ARTHUR MEIGS &amp; CO.

## Wholesale Crocers,

Sole Agents,

77 to 83 SOUTH DIVISION STREET, GRAND RAPIDS.



## SPRING &amp; COMPANY,

JOBBER IN

## DRY GOODS,

Hosiery, Carpets, Etc.

6 and 8 Monroe St., Grand Rapids.



## Groceries.

### EGGS BY WEIGHT.

Arguments Advanced by the Veteran Advocate of that System.

TRAVELER'S CITY, Dec. 22, 1887.

DEAR SIR—Of late I am in receipt of several communications requesting replies, relative to my experiences in selling eggs by weight, and as I have not the time to reply to each inquires personally, I hand over the following matter, as you kindly informed your willingness to give it space in your valuable columns. If it will serve in any way to correct an abuse of long standing, and the "dear public" can avail itself of any suggestions considered worthy of adoption, I shall be much pleased.

Very truly yours, S. BARNES.  
A PLEA FOR THE CORRECTION OF UNFAIR DEALING.

As the march of progress approaches the end of the nineteenth century, every clear-headed and thoughtful business man of any considerable experience looks back and sees plainly the changes which years have brought in their train, producing marked improvements in the methods and manner of doing business. Among the most important is the tendency to purchase and sell goods and produce for ready pay, the shortening of the hours for doing business; the stimulating of the farming community to grow better qualities of produce and make better butter, cheese, etc., and the almost universal habit of buying and selling all products of farm or dairy by weight in place of measure.

Absolute equity is or should be the basis of all honorable commercial transactions. We must, as a body of considerate business gentlemen, remember that when we buy of any citizen any article which he may offer we are in justice entitled to pay one producer the same sum for his produce that we do another producer where the qualities and market values are identical. To illustrate, if we sell one customer five pounds of sugar or fifty pounds of flour for a certain sum, it follows legitimately that that other customer should purchase the same amount for the same sum. If this be honorable dealing in the selling of merchandise, it is certainly no less binding in the purchase of products proffered for sale. Long established custom is too likely to be considered tantamount to law. The equities are too apt to be overlooked. Perhaps no custom of the day is more completely reprehensible than the one of buying and selling eggs by count instead of by weight.

Having spent the early part of my life on a farm, there was abundant chance to see and feel the unfairness of carrying eggs of large size to market and receiving no more than was paid an improvident farmer for the same number of small ones, and later, when in place of a seller I became a buyer, I could see only too plainly the unwitting fraud perpetrated upon myself and others in being called upon to pay from 10 to 50 per cent. more for this food product than the butcher or the grocer demanded for other kinds of food.

Please notice the proof in plain figures, the result of careful and repeated tests, to-wit:

One dozen small eggs weighs..... 30 ozs.

One dozen large eggs weighs..... 30 ozs.

This shows a difference of 50 per cent. These are stubborn facts which any dealer can verify for himself. When a poor man pays for 30 ounces of food and gets but 20 ounces, it is plain that he is wronged. The man who has one dozen small eggs weighing 20 ounces gets the same as does his thirty neighbor for one dozen weighing 30 ounces. The consumer, be he rich or poor, buying these same eggs is wronged in the same manner. Plainly speaking, this means 50 per cent. taken from the purchaser's pocket. Should a man go to his butcher and pay 20 cents for one pound of meat and his neighbor pay 20 cents for 1½ pounds of the same meat, the case would be identical. Conceded, that if we directly or indirectly take more than is just from either consumer or producer we are party to a wrong, does it not become us to see that this wrong is corrected? Can any of us afford to cloak such a gross injustice under the cry of "established custom"—a usage which has nothing to commend it but its "age," which is stale and offensive?

Another consideration of no little weight is the liability to mistake in purchasing eggs by count or the possible tendency to temptation to be dishonest in tallying out and the liability to forget (2) tally each half-dozen as they are counted out. If an accidental or intended mistake occurs, there is no chance for reclamation after the eggs are mixed with other lots, while if weighed the chances for an error or the temptation to "forget" are, as we can all see, materially lessened. Again, in case whole packages are to be sold intact, the scales are the only true index of value and amount. No reputable dealer will for a moment count eggs packed by weight and received without being repacked and re-counted by the seller. If counted, it certainly takes more time than if simply taken out of the crate or barrel in which they are shipped, as opportunity occurs. Mistakes are almost certain to creep in if counted, while if weighed and the package and tare deducted there is no reasonable possibility of a mistake. If the package is shipped to a second or third party, the number of pounds marked is just as reliable as the number of dozen; besides, there is not half the tendency to make a claim for fraudulent tares and short weights that there would be for miscount on the part of the seller. If a national standard were established for the purchase and sale by weight, then eggs shipped from any portion of the United States to any other portion would be as easily purchased or sold as so many pounds of butter or cheese.

Some twenty years ago, deeming this custom unjust and wrong, I inaugurated the plan of purchasing eggs by weight only—so far as I know the only one so doing in the United States, with a population of 40,000,000 at that time. It has resulted in our always securing large eggs. My friends will understand that, in stepping out from the old-time rut, we were, by long usage, having turned upon me the grave importance of being on the right side and in full sympathy with the requirements of the conservative, considerate, well-informed citizen.

If a thing is worth doing, it is worth doing well; then, should not we, as a body of

public servants, combine our united experiences with clear-headed business qualifications to place our calling entirely above the suspicion of a possible reproach? Let all products of the farm, plantation or dairy be bought and sold by weight only. Let business men's associations of every town and in every state unite in petitioning their respective legislative bodies to enact a law making the same imperative. Let both Houses of Congress be urged by their constituents to establish by national law a uniform standard, covering the entire Union, for every kind of farm and plantation products, which standard shall be by weight, and be asked that eggs shall be included in the list of products. When this is done, a custom which is unjust to both buyer and seller, and especially prejudicial to the poor man, will be decently interred—as it should be—and forever buried from sight, a relic of the "dark ages" when custom made right.

Up to December 10, 1887, so far as known, this concern was the only one out of a present population of 60,000,000 of souls that stood out in bold relief and did what it knew to be right.

When recently in California, Oregon and Washington Territory, I conferred with several dealers and found that at Tacoma, W. T., who believed it to be right but "couldn't do it," and another in Santa Ana, Cal., who echoed the sentiment.

Three communications have recently been received from Mr. James Anderson, Secretary of the Butter, Cheese and Egg Association, of New York, asking for my experiences in this matter, and later from Mr. Chas. Putnam, of Twin Lake, Mich., asking for the same. Under date of December 16, Mr. Putnam wrote again, saying: "Thanks for pointers. Commenced buying eggs by weight this day."

So it seems that the Peninsular State is again at the front in this reform which I have waited twenty years to see, showing conclusively that the frontier states are compelled to act for themselves and cannot be expected to wait or always to copy the methods of older states, vide Michigan, Washington Territory and California.

S. BARNES.

**Dettenthaler in the Lead.**  
The "Anchor" brand of oysters and F. J. Dettenthaler still keep in the foreground. Both are standard and both appear to be equally appreciated by the retail trade of the State. It goes without saying that one has had a large sale and the other has raked in considerable shekels as the result of his enterprise in putting on the market a uniform brand of high grade oysters.

**The Grocery Market.**

Sugars remain about stationary in price, but continue to strengthen. Illuminating oil has advanced ½¢. Sauerkraut has advanced 25¢ per barrel. The high price in this country has resulted in the importation of German kraut, which is even stronger than the home product.

The Michigan Salt Association, or a little company inside that association, has let a contract for building 120 cars of 25,000 pounds capacity each, which are to carry salt from the Saginaw valley to Chicago. The valley dealers have complained of a scarcity of cars for their traffic for a long time.

The St. Louis Sugar Refining Co. has joined the sugar pool, as its main producer for the west and southwest.

**BEGIN THE NEW YEAR**

Right by using the

"Complete Business Record."

**A New Account Book**

For Grocers and General Dealers.

This book has Printed Headings planned to receive a daily statement of Sales. Purchases, Cash Received, Cash Expended, Bank Account, Bills Receivable, Bills Payable, etc., etc.; also provides for Weekly, Monthly and Yearly Totals. The arrangement of the Register is such that a dealer can ascertain his liabilities and resources in a few minutes at any time. Each Register contains Interest Tables, Standard Weights and Measures, Business Laws and much other valuable information for business men. Over 35,000 copies of the Register now in use. Address, for free sample sheets, prices, etc.,

H. W. PAMPHILON, Publisher,

30 Bond Street, NEW YORK.

**FROST'S PATENT BOX-FASTENER.**  
C. E. RICHMOND, PAT. 257,169  
MFGS. ALL KINDS OF PACKING & SHELF BOXES.  
Shipping Cases, Egg Crates, etc.  
4 and 6 ERIE ST.  
Grand Rapids, Mich.

**FOR SALE!**

Furniture and undertaking business in a live town in the Western part of Michigan. Will sell or rent store building. Good reason for selling. A clean chance for furniture and undertaking goods. A grand chance for the right man. Address "G" care of the Michigan Tradesman.

**HEXTER & FRIEDMAN,**

Manufacturers of

**BUTTERINE.**

Office and Factory, 231, 233 Michigan, St., CHICAGO, ILL.

**MAGIC COFFEE ROASTER**

The most practical hand roaster in the world. Gives a fine, uniform, use-giving satisfaction. They are simple, durable and economical. No grocer should be without one. Roasts coffee and peans to perfection. Send for circulars.

**Robt. S. West,**

150 Long St.,

Cleveland, Ohio.

## WHOLESALE PRICES CURRENT.

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

AXLE GREASE.	
Crown	50 Paragon 25 d pails 2 10
Frazier's	50 Paragon 25 d pails 2 10
Diamond X	50 Paragon 25 d pails 2 10
Modoc	4 doz. 2 50
BAKING POWDER.	
10 cent cans.	95
1 lb.	1 40
6 oz.	1 90
1/2 lb.	2 80
12 oz.	3 80
1 lb.	4 95
2 1/2 lb.	11 75
3 lb.	13 75
4 lb.	17 75
5 lb.	22 20
Acme, 1/2 d cans, 3 doz. case.	75
" 1/2 d " 2 " "	1 50
" 1/2 d " 1 " "	3 20
" Bulk	1 25
Princess, 1/2 d cans, 3 doz. case.	2 00
" 1/2 d " 2 " "	3 75
" Bulk	1 25
Artie, 1/2 d cans, 6 doz. case.	45
" 1/2 d " 2 " "	1 75
" 1/2 d " 1 " "	2 40
" Bulk	1 25
Victorian, 1 lb cans, (tall) 2 doz.	12 00
Diamond, "bulk,"	15
Absolute, 1/2 d cans, 100 cans in case.	11 75
" 1/2 d " 2 " "	10 00
" 1/2 d " 1 " "	2 70
Teller's 1/2 d cans, 6 doz in case.	2 70
" 1/2 d " 2 " "	2 55
" 1/2 d " 1 " "	1 50

BULKING	
Dry, No. 2	25
Dry, No. 3	40
Liquid, 4 oz.	40
Liquid, 8 oz.	40
Artie 4 oz.	3 50
Artie 8 oz.	7 50
Artie 16 oz.	12 00
Artie No. 1 pepper box.	2 00
Artie No. 2	3 00
Artie No. 3	4 00
BUCKWHEAT.	
King's Quick-Rising, 50-lb. cases.	5 25
" No. 100-lb.	4 50
BROOMS	
No. 2 Hurl.	2 00
No. 1 Hurl.	2 25
No. 3 Hurl.	2 50
No. 4 Hurl.	2 75
No. 5 Hurl.	3 00
No. 6 Hurl.	3 25
No. 7 Hurl.	3 50
No. 8 Hurl.	3 75
No. 9 Hurl.	4 00
No. 10 Hurl.	4 25
No. 11 Hurl.	4 50
No. 12 Hurl.	4 75
No. 13 Hurl.	5 00
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No. 20 Hurl.	6 75
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No. 94 Hurl.	25 25
No. 95 Hurl.	25 50
No. 96 Hurl.	25 75
No. 97 Hurl.	26 00
No. 98 Hurl.	26 25
No. 99 Hurl.	26 50
No. 100 Hurl.	26 75

CHOCOLATE.	
Runkle Bros', Vienna Sweet.	22
" Premium.	33
" Home-Cocoa.	37
" Magnolia.	45
COCONUT.	
Schepps, 1/2 is and 1/4.	25
" 1/2 is and 1/4.	25
" 1/2 is in tin pails.	27 1/2
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COFFEES—PACKAGE.	
30 lbs 80 lbs 100 lbs	25
Lion, in cabinets.	25
Dilworth's.	25
Gieria, in bins.	25
Honey Bee.	25 1/2
German.	25 1/2
Magnolia.	25 1/2
Arbuckle's Aros.	25 1/2
" Avoria.	25 1/2
McLaughlin's XXX.	25 1/2
CORDAGE.	
60 foot Jute.	1 60
72 foot Jute.	1 70
40 foot Cotton.	1 50
72 foot Cotton.	2 00
CRACKERS AND SWEET GOODS.	
Kenosha Butter.	5 6 1/2
Seymour Butter.	5 6 1/2
Butter.	5 6 1/2
Fancy Butter.	4 5
S. Oyster.	5 6 1/2
Pie.	5 6 1/2
Fancy Oyster.	4 5
Fancy Soda.	5 6 1/2
City Soda.	5 6 1/2
Soda.	5 6 1/2
Boston.	7
Graham.	8
Pat Meal.	11 1/2
Pretzels, hand-made.	11 1/2
Pretzels.	9 1/2
Cracknels.	7 8
Yearly Totals.	7 8
Sugar Cream.	7 8
Frosted Cream.	7 8
Ginger Snaps.	7 8
No. 1 Ginger Snaps.	7 8
Lemon Snaps.	12 1/2
Coffee Cakes.	8 1/2
Lemon Waters.	13 1/2
Jumbles.	11 1/2
Extra Honey Jumbles.	12 1/2
Frosted Honey Jumbles.	13 1/2
Cream Gems.	13 1/2
Baylegs Gems.	13 1/2
Seed Cakes.	12 1/2
S. & M. Cakes.	8 1/2

CANNED FISH.	
Clams, 1 lb. Little Neck.	1 25
" 1 lb. Chowder.	1 25
Cove Oysters, 1 lb. standards.	1 00
Cove Oysters, 2 lb. standards.	1 75
Loibers, 1 lb. picnic.	1 75
Loibers, 2 lb. picnic.	1 75



## Drugs & Medicines

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

**Michigan State Pharmaceutical Ass'n.**  
President—Arthur Bassett, Detroit.  
First Vice-President—G. M. Harwood, Petoskey.  
Second Vice-President—H. B. Patchell, Grand Rapids.  
Third Vice-President—Henry Kephart, Berrien Springs.  
Secretary—Wm. Dupont, Detroit.  
Executive Committee—Geo. Gundrum, Frank Ingila, A. H. Lyman, John E. Peck, E. T. Webb.  
Local Secretary—James Vernon, Detroit.  
Next Meeting—At Detroit, September 4, 5, 6 and 7.

**Grand Rapids Pharmaceutical Society.**  
ORGANIZED OCTOBER 9, 1884.  
President—H. E. Locher.  
Vice-President—J. W. Hayward.  
Secretary—Frank H. Esott.  
Treasurer—Henry B. Patchell.  
Board of Censors—President, Vice-President and Secretary.  
Board of Trustees—The President, John E. Peck, Geo. E. Skelton, A. F. Hazeltine and F. J. Wurzburg.  
Committee on Trade Matters—John E. Peck, H. B. Fairchild and Eugene W. White.  
Committee on Legislation—R. A. McWilliams, Theo. Kemm and W. H. Tibbo.  
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, January 5, at THE TRAVELERS' OFFICE.

**Detroit Pharmaceutical Society.**  
ORGANIZED OCTOBER 1883.  
President—Frank Ingila.  
First Vice-President—J. W. R. Perry.  
Second Vice-President—J. J. Crowley.  
Secretary and Treasurer—F. R. Roberts.  
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. Dutton, Secretary—R. M. Musell.  
**Berrien County Pharmaceutical Society.**  
President, H. M. Dean; Secretary, Henry Kephart.  
**Clinton County Druggists' Association.**  
President, A. C. Hunt; Secretary, A. S. Wallace.  
**Charlevoix County Pharmaceutical Society.**  
President, H. W. Willard; Secretary, Geo. W. Crouther.  
**Ionia County Pharmaceutical Society.**  
President, W. E. Culler; Secretary, Geo. Gundrum.  
**Jackson County Pharmaceutical Ass'n.**  
President, C. B. Colwell; Secretary, C. E. Foote.  
**Kalamazoo Pharmaceutical Association.**  
President, D. O. Roberts; Secretary, D. McDonald.  
**Mason County Pharmaceutical Society.**  
President, F. N. Laidner; Secretary, Wm. Heysett.  
**Meosco County Pharmaceutical Society.**  
President, C. H. Wagoner; Secretary, A. H. Wagoner.  
**Monroe County Pharmaceutical Society.**  
President, S. M. Sackett; Secretary, Julius Weiss.  
**Muskegon County Druggists' Association.**  
President, E. C. Bond; Secretary, Geo. L. LeFevre.  
**Muskegon Drug Clerks' Association.**  
President, C. S. Kott; Secretary, Geo. L. LeFevre.  
**Newaygo County Pharmaceutical Society.**  
President, J. F. A. Raider; Secretary, N. N. Miller.  
**Ocean County Pharmaceutical Society.**  
President, F. W. Plater; Secretary, Frank Cady.  
**Saginaw County Pharmaceutical Society.**  
President, Jay Smith; Secretary, D. E. Prall.  
**Shiawassee County Pharmaceutical Society.**  
President, E. A. Bull; Secretary, H. H. Lyman.  
**Tuscola County Pharmaceutical Society.**  
President, W. H. Willard; Secretary, A. H. Lyman.

**"Broadening the Scope of the M. C. T. A."**  
DETROIT, Dec. 24, 1887.  
E. A. Stowe, Grand Rapids:  
DEAR SIR—Your comments on "Broadening the Scope of the M. C. T. A." following my communication of the 15th inst., ought to awaken from the seeming "Rip Van Winkle" sleep the members of the Association living in the interior and Western portions of the State. Your suggestion of centralizing the interests of the Association at the State Capital is not without force, and should, at least, attract the attention of members residing outside of Detroit.

Notwithstanding the membership of Detroit and Eastern Michigan entertain a certain degree of local pride regarding the home of the Association, and at the first thought would most emphatically say "no" to any proposition of removal, yet those who earnestly desire a larger growth in membership would gladly favor it if one-half the yearly increase predicted by you could be secured. The next annual of the Association occurs on the 30th inst., and as I said in a former article on the question, if the members from the interior towns, and especially the city of Grand Rapids, will send a strong delegation to the annual meeting, I will join them in any proposition they wish to discuss regarding the affairs of the Association. There are some very radical amendments proposed to the constitution. One is to make the salary of the Secretary \$1,200 per annum, requiring him to devote his entire time to the building up of the Association. Another proposition to reduce the membership fee from \$10 to \$5. Another proposes to change the semi-annual dues from \$5 to \$3. There are also in contemplation several other minor amendments. It is the evident desire of the authors of the amendments to open wide the doors of the Association, as well as reduce the yearly cost of retaining a membership. In any event, the present member cannot afford to allow his membership to lapse and thereby forfeit his interest in the \$25,000 cash surplus on hand. This fact alone ought to be a strong argument and inducement for the non-member to join the Association, for with his membership he at once acquires an equal interest in the accumulation of the Association and provides an absolute and specified sum of money for his beneficiaries. There is no other association, fraternal or co-operative, of equal membership, more secure or rendering greater aid to the widows and orphans of its deceased members than this Association of traveling salesmen.

Give the wheel another turn, Brother Stowe, and join in the cry, *Vive la M. C. T. A.*  
M. J. Matthews.

**Minor Drug Notes.**  
A firm in Manchester, England, is introducing a new yellow color on the market; this is known as chrysophenine and dyes cotton without a mordant, and is equally suitable for wool and silk.

A German trade journal recently contained the following advertisement: "Wanted, for the sale of oil and varnishes, several travelers on commission. The latter, when in a dry state, are bright and hard; they do not crack or peel off, and are sold in bottles and jars bearing the brand of our firm on the outside."

At the London drug sales this month some excellent samples of genuine cubes were on exhibition, accompanied by others of a pale color, not unlike that of yellow berries, and which evidently consisted of the unripe fruit. Both the ripe and unripe berries gave the beautiful carmine rose color with concentrated sulphuric acid, characteristic of the genuine drug, but the unripe ones when bruised and boiled in water, did not give the deep blue coloration with tincture of iodine, although it was readily obtained with the ripe berries. The unripe berries possessed, however, a considerable amount of aroma, and would doubtless yield essential oil on distillation.

Arrowroot starch is being made in Florida as an experiment, and the local papers are urging the people to grow arrowroot for this purpose, but they fail to state how the starch is to be disposed of.

**Some Plain Comparisons by a Member of the Former.**  
DETROIT, Dec. 22, 1887.  
E. A. Stowe, Grand Rapids:  
DEAR SIR—I wish to take up a little of the space in your paper to reply to articles written by Geo. F. Owen and our old friend, M. J. Matthews. Mr. Owen makes the statement that before the Inter-State Commerce Law came into force, the Travelers' Protective Association was one of the most prosperous organizations in existence. I wish the gentleman would kindly prove it. For my part, I tried, so far as it lay in my power, to boom that Association, but beyond having a good time in Detroit a few summers ago, I have never received value for my money. Up to date, I can only say that the T. P. A.'s have collected about \$25,000 from traveling men. What have they done with it? What have the members got to show for the money? I regret to have to answer—Nothing. When the T. P. A. got something for nearly nothing, it might have been called a prosperous organization. It was prosperous for the Secretary and President, who draw nice incomes; also for the Board of Directors, who have a nice time visiting the large cities once or twice a year. But what have the non-official members got for their money? When the railroads in this State gave Saturday to Monday return tickets, 1,000 mile books for \$20 and extra baggage permits, upon presentation of T. P. A. certificates, which cost \$3, the membership grew fast, but now that those favors are all gone, the Association goes to the wall.

Let me also ask another question: What did the T. P. A. do in regard to the bill before the Legislature in Lansing to reduce railroad fares? Just sent a telegraphic message that was all; while the Michigan Commercial Travelers' Association had men in Lansing, working without pay, or even expenses, to get the bill passed. I know one member who spent two days, and quite a number spent one day, doing all that could be done; but no one ever heard of one of the directors of the T. P. A. being present to work for a reduction in railroad fares. The T. P. A.'s have a fund to carry out such work. The M. C. T. A.'s have not, yet I suppose if the bill had become a law, the T. P. A.'s would have said it was their telegram that did the business.

"Why don't traveling men join us?" Mr. Owen asks. Show them something good in return for the money invested and in time you will get members enough, but foolish spending of funds will not bring in members. Mr. Owen says the T. P. A. got concessions from the railroads "through the hard work of the members of the Travelers' Protective Association." It was hard work, but members of the T. P. A. had no more to do with the hard work than the man in the moon. Allow me to inform Mr. Owen that the T. P. A.'s never did any hard work to get those concessions. The Michigan Commercial Travelers' Association had those concessions long before the T. P. A. ever had an existence. All the members of the T. P. A. had to do was to ask and have; in other words, to get for almost nothing what Mr. C. T. A. had worked years for; and no one knows better than myself what that work was. I am quite willing to give all workers their due, but I cannot admit that the T. P. A.'s have ever done the amount of good work in this State that Mr. Owen claims. Now, that they are going into the insurance business, I hope the directors will not spend 60 per cent. of the receipts for expenses, as one New York accidental insurance association is doing at the present time.

As regards Mr. Matthews' letter, I can only say that I wish it was in some many possible to get more traveling men to join the Michigan Commercial Travelers' Association. If he can show how it can be done, the Board of Trustees will, I am sure, be glad to help in every way possible. Mr. Owen asks, "Why don't traveling men join the T. P. A.?" which, up to date, has done nothing for those we love and must some day leave behind. I ask, why don't they join the M. C. T. A., which will and does do something for those we love when God calls upon us to lay down our sample cases and write out the last order? Actions speak louder than words, and an Association can show the record the M. C. T. A. can, is worthy of the support of all thinking men. And what is that record? Let all traveling men and house salesmen study the following statement, and let them stand by it, and still prouder to say that no insurance company, old line or mutual, can show any better record. Very few companies can show as good. In proportion to its numbers, the M. C. T. A. is the banner association of the United States. Since the formation of the Michigan Commercial Travelers' Association, fourteen years ago, thirty-seven deaths have taken place, and the members have paid out \$83,716.25 to the proper beneficiaries. We have also a reserve fund of about \$24,000—the exact amount I cannot give until December 30, the date of our next meeting. Now, let us look at the cost for \$25,000 insurance: It is \$24 a year, of which \$15 goes to the death fund, \$8 to the reserve fund and \$1 to the expense account. Can any one find fault with the cost? One cigar, or one less drink per day, will more than cover all the expense. Can any other Association show a better record? I am sure I write the truth when I answer, *No!* The Secretary does not draw a fancy salary, the trustees do not travel around the country at the expense of the funds of the Association. The M. C. T. A. has a Board of Trustees composed of A. No. 1 business men, who do good, honest work for nothing. Not a single cent is allowed them for anything—it is purely a work of love. Well may Mr. Matthews ask, "Why is it, that out of 480 traveling men in Grand Rapids, only thirty-eight belong to the M. C. T. A.?" and I ask, why is it that out of about 5,000 traveling men in Michigan, only about 100 per cent. belong to the cheapest and best association in the United States?

On Friday, December 30, the annual meeting takes place, and while I am not an officer of the Association, I ask and extend a hearty invitation to all commercial travelers, members and non-members, from every part of the State, to meet in the council chamber in the Detroit City Hall, and I am sure all the officers will do all they can to furnish all the information asked for, and to make things pleasant. Railroad fares are cheap during the holidays, therefore visit the annual meeting.

Hope you will not think I have taken up too much of the valuable space in your paper, I remain,  
Yours truly, E. MORTLOCK,  
No. 134, M. C. T. A.

M. C. T. A. vs. T. P. A.

**A Suggestion Worth Acting On.**  
EAST SAGINAW, Dec. 21, 1887.

E. A. Stowe, Grand Rapids:  
DEAR SIR—While the question of reducing the tariff is being agitated, would it not be a good idea to call the attention of the druggists of the State, through the columns of your valuable paper, to the government tax on druggists of \$35. It was put on as a war measure and the necessity for it has gone by.

As soon as the Christmas trade slacks up, I shall endeavor to stir the druggists in my section up to the necessity of doing something in this direction. My plan would be for all druggists in a district to sign a petition and send it to their Representative in Congress. Yours respectfully,  
T. W. MYERS.

**The Drug Market.**  
Opium continues firm but not notably changed. Higher prices are looked for after January 1. Quinine is off a little in price in large bulk and tending downward. P. & W. brand is unchanged. Borax is firm at the advance and higher prices are looked for soon. Balsam copaiba has advanced and is scarce and firm. Juniper berries have advanced, on account of short crop. Oils cassia and bergamot have advanced and are tending higher. Golden seal root is very firm and again advancing. Oil rose, on account of large crop, is lower.

**Detroit Drug Notes.**  
The Detroit directory shows that the city supports 125 retail drug stores.  
A. B. Lee has sold both of his drug stores.  
Two Detroit druggists are aldermen, C. K. Trombley and S. A. Griggs, the latter a member of the firm of Milburn & Williamson.

On January 1, Frank Ingila will have been thirteen years in his present store.  
T. H. Hinchman, head of the wholesale firm of T. H. Hinchman & Sons, was many years ago engaged in the retail drug business.

**Annual Meeting of the Newaygo Society.**  
NEWAYGO, Dec. 22, 1887.  
E. A. Stowe, Grand Rapids:  
DEAR SIR—The next regular meeting (which is also the annual meeting) of the Newaygo County Pharmaceutical Association will be held at White Cloud on Thursday, Jan. 5, 1888, commencing at 10:30 o'clock a. m. The present officers are as follows:

President—J. F. A. Raider.  
Vice-President—S. P. Odell.  
Secretary and Treasurer—H. Lever.  
Respectfully,  
H. LEVER, Sec'y.

The cider and jelly manufacturers of the State will hold a convention at Jackson on January 25 and 26.

**PECKHAM'S**  
**UNIVERSAL CROUP REMEDY**

Is prepared especially for children and promptly cures Croup, Whooping Cough, Colds, etc., diseases so common to childhood. The Croup Remedy contains no opium nor anything injurious to the most delicate child.

The following wholesale druggists will fill trial orders for 1/4 cts. received before February 1st, 1888, and will return the same on opportunity to test the remedy free of expense.

Hazeltine & Perkins Drug Co., Grand Rapids.  
Farrand, Williams & Co., Detroit.  
James E. Davis & Co., Detroit.  
Peter Van Schaack & Sons, Chicago.

FOR ATTRACTIVE ADVERTISING MATERIAL ADDRESS THE PROPRIETOR.  
**DR. H. C. PECKHAM,**  
Freeport, - Mich.

Peckham's Universal Croup Remedy can be obtained of druggists only. Price 30 cts. per bottle.

**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.

**F. J. WURZBURG,**  
Wholesale Agent,  
GRAND RAPIDS, - MICH.

**THE IMPROVED**  
**American Pocket Battery,**  
FOR PHYSICIANS AND FAMILY USE.

**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.  
Price \$10. Dis. to the Trade.

**The Electro Medical Battery Co.,**  
KALAMAZOO, - MICH.  
**Hazeltine & Perkins Drug Co.,**  
Manufacturers' Agents,  
GRAND RAPIDS, MICH.

**COLGAN'S TAFFY TOLU.**  
Specially Designed for a Herbarium.  
Suitable when empty for preserving under proper label, herbs, roots, seeds, spores, papers, etc. Every druggist as well as housekeeper will find it well adapted in size, material and finish for many useful purposes.  
COLGAN'S TAFFY TOLU is the original trade-marked gum which has set the world a-choving. It sells rapidly, pays well, and always gives satisfaction. Supplied by all jobbers, packed in every style, at \$3 per dozen. Size, 6x4x4 1/2 inches.

**COLGAN & McAFEE, Louisville, Ky.**  
Originators and Sole Proprietors.  
N. B.—Include a dozen boxes in your next order. You will find it the best \$3 investment you ever made.

**HAVE YOU**  
A Liquor and Poison Record, Combined? If not, send \$1 to the Fuller & Stowe Company, Grand Rapids, and you will receive the best record published, by return mail.

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

**NOVELTIES**  
FOR THE  
**HOLIDAY TRADE.**

Sailor Hat Perfume, . . . \$ .75  
Plug " " small, . . . . . 1.50  
" " " large, . . . . . 1.50  
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  
Baby Shoe Perfume, large, . . . 2.50  
Utility Boot Perfume, large, . . . 2.00  
Cat Slipper Perfume, large, . . . 2.00  
Dog with Vase Perfume, extra large, . 3.00  
All above in assorted colors.  
Mail orders filled promptly on receipt.

**JENNINGS**  
**& SMITH,**  
38 & 40 Lewis St.,  
GRAND RAPIDS, Mich.

**WHOLESALE PRICE CURRENT.**

**ACIDUM.**  
Advanced—Balsam copaiba, juniper berries, oil cassia, . . . . . 80¢ 10  
Declined—German quinine, oil rose, . . . 80¢ 10  
**AMMONIA.**  
Aqua, 18 deg. . . . . 30¢ 5  
" 18 deg. . . . . 40¢ 6  
Carbonat. . . . . 110¢ 13  
Chloridum . . . . . 120¢ 14  
**BACCAR.**  
Cubebae (po. 1 20). . . . . 1 00¢ 170  
Juniperus . . . . . 8¢ 9  
Sambucus . . . . . 25¢ 30  
**BALSAMUM.**  
Copaiba . . . . . 58¢ 63  
Peru . . . . . 61¢ 50  
Tolu . . . . . 40¢ 55  
Tolu . . . . . 47¢ 50  
**CORTICA.**  
Abies, Canadian . . . . . 18  
Cinchona Flava . . . . . 11  
Cinchona atropurp. . . . . 10  
Cinchona Cerifera, po. . . . . 10  
Cinchona Virgata, po. . . . . 10  
Quillaja, gr. . . . . 12  
Sassafras . . . . . 12  
Ulmus (po. Ground 12). . . . . 10  
**EXTRACTUM.**  
Glycyrrhiza Glabra . . . . . 24¢ 25  
" " " 25¢ 26  
Haematox, 15 lb boxes . . . . . 25¢ 26  
" 15 lb boxes . . . . . 25¢ 26  
" 15 lb boxes . . . . . 25¢ 26  
" 15 lb boxes . . . . . 25¢ 26  
" 15 lb boxes . . . . . 25¢ 26  
**FERRUM.**  
Ferrugine Precip. . . . . 15¢ 16  
Citrate and Quina . . . . . 25¢ 26  
Citrate Soluble . . . . . 25¢ 26  
Ferrocyanidum Sol. . . . . 25¢ 26  
Solut. Chloride . . . . . 25¢ 26  
Sulphate, com. (dbl. ss) . . . . . 15¢ 16  
" pure . . . . . 7¢ 8  
**FLORA.**  
Arnica . . . . . 120¢ 14  
Anthemum . . . . . 30¢ 35  
Matricaria . . . . . 30¢ 35  
**FOLIA.**  
Barosma . . . . . 10¢ 12  
Cassia Acrofol. Tinnivelly . . . . . 25¢ 26  
" Ailx . . . . . 35¢ 50  
Salvia officinalis, 1/4 and 1/2. . . . . 10¢ 12  
Ura Ursi . . . . . 8¢ 10  
**GUMMI.**  
Acacia, 1st picked . . . . . 21¢ 00  
" 2nd . . . . . 20¢ 00  
" 3rd . . . . . 19¢ 00  
" Sifted sorts . . . . . 18¢ 00  
" po. . . . . 75¢ 00  
Aloe, Barb. (po. 60). . . . . 50¢ 60  
" (po. 20). . . . . 50¢ 60  
" Socotrine (po. 60). . . . . 25¢ 30  
Ammonia . . . . . 25¢ 30  
Assafoetida, (po. 30). . . . . 15¢ 16  
Benzoin . . . . . 50¢ 60  
Camphora . . . . . 25¢ 30  
Catechu, 1/4, 1/2, 1/4, 1/2, 1/4, 1/2. . . . . 13¢ 14  
Euphorbium . . . . . 35¢ 40  
Galbanum . . . . . 8¢ 10  
Gamboge, po. . . . . 75¢ 80  
Guaiacum, (po. 45). . . . . 35¢ 40  
Kino, (po. 25). . . . . 35¢ 40  
Mastic . . . . . 40¢ 45  
Myrrh, (po. 45). . . . . 40¢ 45  
Opium, (po. 25). . . . . 15¢ 16  
Shellac . . . . . 25¢ 30  
" bleached . . . . . 25¢ 30  
Tragacanth . . . . . 30¢ 35  
**HERBA—In ounce packages.**  
Absinthium . . . . . 25¢ 30  
Eupatorium . . . . . 20¢ 25  
Lobelia . . . . . 20¢ 25  
Majoran . . . . . 20¢ 25  
Mentha Piperita . . . . . 20¢ 25  
" Vir . . . . . 20¢ 25  
Rue . . . . . 20¢ 25  
Tanacetum, V . . . . . 20¢ 25  
Thymus, V . . . . . 20¢ 25  
**MAGNESIA.**  
Calcined, Pat. . . . . 55¢ 60  
Carbonate, Pat. . . . . 25¢ 30  
Carbonate, K. & M. . . . . 25¢ 30  
Carbonate, Jennings . . . . . 35¢ 40  
**OLEUM.**  
Absinthium . . . . . 5 00¢ 25  
Amygdalae, Dule . . . . . 45¢ 50  
" S. . . . . 45¢ 50  
Anisi . . . . . 1 00¢ 12  
Aurant Cortex . . . . . 60¢ 65  
Bergamot . . . . . 2 75¢ 35  
" 1888, 1889, 1890, 1891, 1892, 1893, 1894, 1895, 1896, 1897, 1898, 1899, 1900, 1901, 1902, 1903, 1904, 1905, 1906, 1907, 1908, 1909, 1910, 1911, 1912, 1913, 1914, 1915, 1916, 1917, 1918, 1919, 1920, 1921, 1922, 1923, 1924, 1925, 1926, 1927, 1928, 1929, 1930, 1931, 1932, 1933, 1934, 1935, 1936, 1937, 1938, 1939, 1940, 1941, 1942, 1943, 1944, 1945, 1946, 1947, 1948, 1949, 1950, 1951, 1952, 1953, 1954, 1955, 1956, 1957, 1958, 1959, 1960, 1961, 1962, 1963, 1964, 1965, 1966, 1967, 1968, 1969, 1970, 1971, 1972, 1973, 1974, 1975, 1976, 1977, 1978, 1979, 1980, 1981, 1982, 1983, 1984, 1985, 1986, 1987, 1988, 1989, 1990, 1991, 1992, 1993, 1994, 1995, 1996, 1997, 1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475,



## The Michigan Tradesman.

### Waiting for Sweet Sixteen.

Taking it all around, I think that the most singular couple of young people whom I ever saw rode over here last Monday behind an ox team. They were from our back range of townships and their home is shaded by lofty hemlocks and by waving pines.

They drove under our feed shed and the young man gave his cattle a bundle of corn stalks which had been stowed away in the sleigh box. He then assisted his fair companion to alight and together they came over to the store.

She was evidently quite young, but not at all attractive. Her figure was tall and rather "lathy," as they say of horses. Her face partook not of the plumpness of youth, and, sad to say, was quite pimply. Straight bangs of a muddy cast hung well toward a pair of grayish blue eyes, and a yellow to-boggan cap with a big red thing in front of it, loomed over all like the Italian sunset which my young friend Brown, who has never been farther from home than Walton Junction, once painted on the stage curtain of our amateur dramatic club, and shed a sort of sinister glow upon her turbid countenance.

He was in the neighborhood of twenty-five, short, thick-set and equally unattractive. They both wore their best things, and, as Walt Simpson would say, they had put on all the clothes they had.

After they had looked around for a few minutes he asked in a doubtful way:

"Got any crackers?"

"Yes."

"Want some?" This to the girl who was now examining the ribbons in the show case.

"Yeah," she replied.

"Got any cheese?"

"Yes."

"Want some?"

"Yeah."

"Let's have ten cen's worth," was the next observation.

After it was done up.

"S that all yo' give ten cen's?"

"Yes, there is a quarter of a pound of cheese and ten ounces of crackers. Isn't that enough?"

"That there little hunk o' cheese don't weigh no quarter of a pound nuther."

"Why, yes, I guess it does. Shall I weigh it again?"

"Yes. Let's see."

So I weighed it again. "There," said I, "it just balances at four ounces."

"Four ounces?"

"Yes."

"Well, what'er's four ounces got to do with it? You said the' was a quarter of a pound."

"Yes, but four ounces are just a quarter of a pound. See?"

"It is?" incredulously.

"Yes."

"Is it, Sal?" he asked, appealing to his fair partner.

"S what?"

"S four ounces a quarter of a pound?"

"Yeah."

"Say!" he exclaimed, after a moment's rumination, "is them scales of yours weigh right?"

"Yes."

"Well, I don't believe it. I wisht we'd a thought to a brought along ma's spring balances. They weigh k'rect, 'n' right down to a nounce. Them o' yours don't make no account of anything less'n a quarter of a pound, do they?"

"Yes, they weigh as little as half an ounce."

"Half a nounce?"

"Yes."

"Them air scales weigh half a nounce, Sal."

"Well, I don't care 'f they do. Say, get me som ribbon."

"Oh, wait t'll we get back 'n' I'll buy yo' a lot a such like trinkets."

"Well, I want it now. Get me some o' this here blue. How much is it, Mister?" Oh, Jim! only ten cents a yard 'n' its jest purty now. Say, get me some o' that. Do Jim."

"Oh, wait t'll we get back. Here, let's eat this cheese."

"I don't want none o' your cheese 'n' I won't go a step farder 'f you don't get me some o' this 'ere ribbon."

"Oh, now Sal, you jest looker—"

"No I won't. I'm jest a goin' right home, so there."

"How much d' yo' want?"

"Oh, I s'pose I c'd git along on five yards."

"Five yards! I hain't got money enough to get all that."

"All right, then. Good bye."

"Hold on, Sal. Say, Mister, how much 'll yo' take for five yards o' that air ribbon 'n' I plank the spot cash right down?"

"Fifty cents."

"S that the least?"

"The very least."

"Well then, slash 'er off."

So she was slashed. After a while he remarked that that "the bulls" must have finished galing, and asked where he could find a good reliable parson, capable of satisfactorily tying the nuptial knot. This information I immediately accorded, and they drove over to Elder McPherson's. They were gone about an hour, and, on returning the young man explained dejectedly that the parson wouldn't do the business of making them one, without first seeing their house, and as they had, unfortunately, forgotten to procure one, it was necessary to

repair to the county seat for it. So they started. The boys watched them as far as they could be seen; he with his left arm around her waist, and she, gently reclining her head upon his shoulder.

Nothing more was seen of them until next day a little before noon, when they put in their appearance, looking as tired and sleepy as two young people could.

"By gum," said he, "this 'ere thing o' makin' a man run all over the country fer two or three days, a payin' hotel bills 'n' layin' arou-d on expense, 'n' then refusin' him the sacred privilege of gettin' married, is all played out," and then he looked around to see if anybody would contradict him.

"What seems to be the trouble?" queried a bystander.

"Oh, lots. Fust, me 'n' Sal went to the preacher to get spliced.

"Oh, yes," says he, "I'll be tickled to death to marry ye, but where's yer license," says he.

"So when I raily found he wouldn't do

it without, why then we went to the county clerk.

"License, if yo' please," says I.

"All right," ses he, "how old is yer gal," ses he.

"Fifteen," ses I.

"Be awful glad to bleege ye," ses he, "but can't give ye none t'll she's sixteen."

"Its a darnation mean trick, I think, but Sal 'n' me's a goin' to wait t'll next Juffe. She'll be sixteen then, 'n' we're a goin' to take a trip up the lakes fer our weddin' tower."

JOSEPH W. WINKLE.

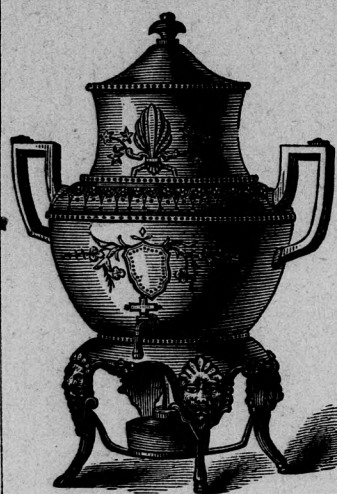
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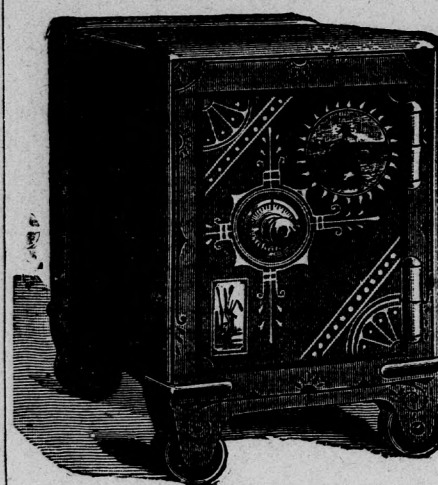
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