

The Michigan Tradesman.

VOL. 5.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 1, 1888.

NO. 228.

SEEDS

Garden and Field Seeds,

WHOLESALE AND RETAIL.

ALFRED J. BROWN,

REPRESENTING

JAMES VICK, ROCHESTER,

16 and 18 North Division St.,

GRAND RAPIDS.

PLEASE NOTE—Parties contemplating buying seeds in bulk should embrace the opportunity of securing good reliable seeds from the well-known house of James Vick. As we deal exclusively with James Vick, Seedsmen, we can save you money as our goods come in large quantities, thus saving you express charges.

We can supply you with box package seeds containing 200 5c papers for \$4, giving you a profit of \$6 per box.

On short notice we will mail you free Vick's beautiful Floral Guide, together with our wholesale price list.

Alfred J. Brown, Seedsman.

COUPON PASS BOOK.

Combines the Advantages of a

Pass Book and the Coupon System.

PRICE LIST.

20 Coupon Pass Books.....	\$ 1 00
50 " " " " " " " " " " " "	2 00
100 " " " " " " " " " " " "	3 00
250 " " " " " " " " " " " "	6 25
500 " " " " " " " " " " " "	10 00
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Money can be sent by postal note or post-office or express order.

E. A. STOWE & BRO.,
Grand Rapids, Mich.

W. H. BEACH,

Dealer in

GRAIN, SEEDS, BALED HAY, MILL FEED, and PRODUCE.

In Car Lots.

HOLLAND, - MICH.

BEANS!

I have a nice lot of Hand-picked Beans I offer to the trade. Parties in want can get supplied by writing to

W. T. LAMOREAUX,

71 Canal Street, - Grand Rapids, Mich.

Auxiliary Associations.

Wishing to procure outfits for their Collection Departments, are invited to examine the following quotations, which are for free work on good quality of paper:

FULL OUTFIT--\$15.

30 Books Blue Letters, 50 in book.
500 Record Blanks.
500 Notification Sheets.
250 Last Calls.
500 Envelopes.

HALF OUTFITS--\$10.

500 Blue Letters, old style.
250 Record Blanks.
250 Notification Sheets.
125 Last Calls.
500 Envelopes.

In place of old style Blue Letter in above 500 Outfit we can substitute 10 books Blue Letter in latest form, as recommended by the recent State convention, for \$12.50

Prices in other quantities furnished on application

FULLER & STOWE COMPANY,

ENGRAVERS and PRINTERS,

49 Lyon St, Grand Rapids,

HIRTH & KRAUSE, LEATHER

And Shoe Store Supplies.

SHOE BRUSHES,

SHOE BUTTONS,

SHOE POLISH,

SHOE LACES.

Heelers, Cork Soles, Button Hooks, Dressings, etc. Write for Catalogue.

118 Canal Street, Grand Rapids.

STANTON, SAMPSON & CO.,

Manufacturers and Jobbers of

Men's Furnishing Goods.

Sole Manufacturers of the "Peninsular"

Brand Pants, Shirts and Overalls.

State agents for Celluloid Collars and Cuffs.

120 and 122 Jefferson, Ave.,

DETROIT, - MICHIGAN.

CHARLES A. COYE,

Successor to

A. Coye & Son,

DEALER IN

AWNINGS & TENTS

Horse and Wagon Covers,

Oiled Clothing,

Feed Bags,

Wide Ducks, etc.

Flags & Banners made to order.

73 CANAL ST. - GRAND RAPIDS.

We carry a full line of

Seeds of every variety,

both for field and garden.

Parties in want should write to or see the

GRAND RAPIDS GRAIN AND SEED CO.

71 CANAL STREET.

MYRON H. WALKER,

Attorney and Solicitor,

GRAND RAPIDS, - MICH.

Over Fourth National Bank. Telephone 407.

To Cigar Dealers

Realizing the demand for, and knowing the difficulty in obtaining a FIRST-CLASS FIVE-CENT CIGAR, we have concluded to try and meet this demand with a new Cigar called

SILVER SPOTS

This Cigar we positively guarantee a clear Havana filler, with a spotted Sumatra Wrapper, and entirely free from any artificial flavor or adulterations.

It will be sold on its merits. Sample orders filled on 60 days approval.

Price \$35 per 1,000 in any quantities. Express prepaid on orders of 500 and more.

Handsome advertising matter goes with first order. Secure this Cigar and increase your Cigar Trade. It is sure to do it.

GEO. T. WARREN & CO.,

Flint, Mich.

BELKNAP Wagon and Sleigh Co.

MANUFACTURERS OF

Spring, Freight, Express,

Lumber and Farm

WAGONS!

Logging Carts and Trucks

Mill and Dump Carts,

Lumbermen's and

River Tools.

We carry a large stock of material, and have every facility for making first-class Wagons of all kinds.

Special attention given to Repairing, Painting and Lettering.

Shops on Front St., Grand Rapids, Mich.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

A. J. BOWNE, President.

GEO. C. PIERCE, Vice President.

H. P. BAKER, Cashier.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

Makes a Specialty of Collections. Accounts of Country Merchants Solicited.

WANTED.

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

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

Earl Bros., Commission Merchants,

157 South Water St., CHICAGO.

Reference: FIRST NATIONAL BANK, Chicago.

MICHIGAN TRADESMAN, Grand Rapids.

ASK FOR ARDENTER MUSTARD

BEST IN THE WORLD.

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. Consignments respectfully solicited. Liberal cash advances on Car Lots when desired.

Wm. H. Thompson & Co.,

COMMISSION MERCHANTS,

166 South Water St., CHICAGO.

Reference: FELSETHAL, GROSS & MILLER, Bankers, Chicago.

HEXTER & FRIEDMAN,

Manufacturers of

BUTTERINE.

Office and Factory: 231, 233 Michigan St.,

CHICAGO, - ILL.

We have taken great care in the selection of our seeds this season, and are pleased to offer you a fine and complete stock of garden seeds. We also carry a full line of garden implements. Send for catalogue and wholesale price list. To the trade only.

Alfred J. Brown, Seedsman.

16 and 18 No. Division St., Grand Rapids.

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VALUABLE BONES.

Written Especially for THE TRADESMAN.

Upon a fine May morning in the year 1784, a French vessel lay at anchor in the harbor of New York. She was about to sail for Havre, the passengers were on board and the sailors at their several stations awaiting the word of command. The captain, a small, shrewd-looking man, with the voice and manner of a naval officer, which, indeed, he had formerly been, was brave and experienced, and although somewhat wild and daring, he was a good fellow at heart, but now and then violent and headstrong to a fault—in short, Captain Pierrot was the terror of his men.

He was walking the deck with rapid strides and exhibiting the greatest impatience, now stopping to observe the direction of the wind, and casting a glance at the shore, then resuming his walk with a preliminary stamp of disappointment and vexation; no one, in the meanwhile, daring to ask why he delayed getting underway.

At length a procession is seen approaching the wharf and all eyes are directed towards the shore. At the head of the procession a hearse is driven. From this, as they reach the landing, is taken a coffin prepared for shipment and, what is singular, the coffin is carried with difficulty by six stout men. A large crowd of sight-seers is congregated to witness the embarkation, for it contains the remains of a noted member of a firm of importers having a branch house in France—Pierre Barras by name—a man revered by all for his piety and benevolence. He had expressed a desire to be buried in his native land, and his wishes were thus being respected.

After a little delay the coffin was carried on board, closely followed by the brother of the deceased merchant.

"You are very late, M. Barras," said Captain Pierrot, "and you know wind and tide wait for no man. I ought to have been far on my way before this hour."

"We could not get ready sooner," M. Barras replied, "but fear not, God will reward you for the delay and these precious remains will speed you on your voyage. I hope you have made your own private cabin, as you promised, ready for their reception?"

"Yes, certainly I have."

"You must not for a moment lose sight of the coffin."

"Rest easy on that point, M. Barras: I shall watch over it as if it were my own. Hello there forward! bear a hand aft," the captain cried.

Four sailors placed themselves at the corners of the coffin, but they could hardly raise it from the deck; two more were called, and the six, bending under its weight, succeeded in carrying it down into the cabin, followed by the Captain and M. Barras. When the coffin was properly bestowed, M. Barras addressed the Captain in the most earnest and solemn manner.

"I hope you will be found worthy of the great confidence and trust I now repose in you. These precious remains should occupy your thoughts every moment, and you will sacredly and faithfully account to me for their safety—the smallest negligence will cost you dear. On your arrival at Havre, you will deliver the coffin to none other than M. Berthier, our partner, and not to him, even, unless he shall first place in your hands a letter from me—you understand my instructions? Now I will go and may God speed you on your way."

M. Barras then came upon deck and from thence to the shore. The anchor was weighed and the vessel moved slowly on her destined voyage.

When fairly at sea, the wind was favorable, and all went well. The second evening out, Captain Pierrot was alone in his private cabin and in a contemplative mood, when the light of the lamp fell across the coffin, as the vessel rocked from side to side, attracting his attention and led him to think about the singularity of its great weight.

"It is very strange," mused he, "six stout fellows to carry a man's dry bones!—it can't be possible. But what does the coffin contain if not the corpse? His brother was very particular. I should really like to know what there is in the coffin. It took a good half-dozen strong men to carry it on shore, and then as many sailors on the vessel. What can there be in the coffin? Why, after all, I can know, if I please. I have but to take out a few screws, it can be done without the slightest noise and I am alone, while the cabin door is easily fastened."

Suiting the action to his soliloquy, he bolted the door of the cabin, took from his chest a screw-driver, and, after a moment's indecision, began cautiously to loosen one of the screws in the lid of the coffin, his hands all the while trembling violently.

"If I am committing a heinous sin," he pondered, "what if the corpse should start up and in some appalling manner punish my sacrilegious meddling with his bones?" A cold sweat overspread his bronzed visage, and he stood still a moment, hesitating as to whether he should go on. But curiosity conquered, and he rallied his energies with the reflection that if he opened the coffin it was only to find out what made the

corpse so heavy; there could be no impiety in that—quite the contrary. His conscience was by this time somewhat fortified, his superstitious fears gradually grew fainter, and keeping his eyes steadily fixed upon the lid of the coffin—to be sure the corpse did not stir—he slowly and silently took out the first screw. He then stopped short; its occupant showed no signs of anger.

"I knew it," said Pierrot, going to work more boldly upon the second screw. "I knew there was nothing sinful in opening the coffin, for the sin lies in the intention."

All the screws were soon drawn out, and to gratify his curiosity it only remained to raise the lid, and here his heart beat violently—but courage—Pierrot did raise the lid, and he saw—no corpse, but hay—the hay is carefully removed—then strips of linen—they are removed—then hay again—but no corpse, nothing like it—but a wooden box!

"Well, that is odd," thought the captain, "and what can there be in it? I must open the box, but how? There is no key; what is to be done? Shall I force the lock, or break the cover of the box? Either attempt would make a noise, which the passengers or sailors might hear, but what is to be done? Good Saint Peter, take pity on me and direct me how to open the box," whispered Pierrot, and there was, perhaps, a little irony in the supplication.

In feeling among the hay surrounding the box, the Captain found a key at one of its corners, fastened by a small chain.

"Ah, ha! I have it at last!" Pierrot cried, "the key!" and quickly putting it into the keyhole, he opened the box—and he saw—what? Leatheren bags filled to the top, according to the tickets attached to each, with gold specie closely ranged in shining heaps—all in the most perfect order. "But what is this? A letter? I must read it," exclaimed the excited Captain—"by your leave, gentle wax," and he tore the letter open. It began thus:

M. Barras & Brother to M. Berthier, Havre: As agreed between us, we send you fifty thousand pounds, in the name and under the seal of the corpse of M. Paul Barras, whom we are supposed to be sending to France. The annexed memorandum will show the goods to be purchased and shipped to us, together with any you may think desirable. You will pardon, I am sure, this innocent artifice on our part, M. Berthier, as it will prove a safeguard to the treasure, and avoid awakening the avarice of the person to whom we are obliged to intrust it.

M. BARRAS & BROTHER.

"Fifty thousand pounds! There are, ten, fifty thousand pounds!" exclaimed Pierrot, in amazement, as he realized that this immense sum lay in gold before his eyes. "Oh, you crafty M. Barras. A hundred to one your trick was not discovered, for who but a Frenchman could have devised it, and who could guess that the coffin contained money? And so these bags of gold are your remains, M. Barras, and I, too, old sea shark as I am, to be humbugged like a land lubber by your procession and your mummery—but I am deceived no longer, my eyes are opened; and by my patron saint, trick for trick, my dear friend—bones you shall have, and burn me for a heretic, if you get anything better than bones!" and he began to untie and examine the contents of the money-bags. "Let me consider," said he; "I want some bones, and where the deuce shall I get them?"

He was on his knees, his body bent over the box with his hands in the open bags. His agitated countenance expressed with energy the mingled emotions of desire to keep the rich booty all to himself, and of fear that in some mysterious manner it might elude his grasp—but he must have it.

"A lucky thought strikes me," said he; "what a fool I am to give myself any trouble about it. What does my bill of lading say? Received from M. Barras a coffin containing remains said to be those of M. Paul Barras. A coffin containing bones, said to be those of—very good, and have I seen the body said to be delivered to me and said to be that of M. Paul Barras? Certainly not, and the coffin might contain anything—anything else—what you please—how should I know? Said to be the body, etc., etc."

In short, Captain Pierrot began noiselessly and methodically to empty the box of its bags of gold, taking care to stow the treasure away in a chest to which he alone had access. He then filled the box with whatever was at hand—bits of rusty iron, lead, stones, shells, old junk, hay etc., substituting, as nearly as possible, pound for pound in weight if not in value, conscientiously adding some bones which were far removed from the human species, and at last so carefully screwing down the lid that M. Barras himself, had he been on board, could not have discovered that the coffin had been touched.

In the course of time the vessel arrived at the port of Havre. The quarantine, for some unexplained reason, was much shorter than usual and had hardly expired, when a fine-looking gentleman was the first person who called on the Captain, only a few minutes after he had taken possession of his lodgings on shore.

"I would like to speak with Captain Pierrot," said the gentleman, gravely.

"I am he," the Captain replied, somewhat disconcerted at the abruptness of the inquiry. Quickly recovering his presence of mind, however, he added, calmly, "You have probably come, sir, to take charge of the remains intrusted to me by M. Barras, of New York?"

The gentleman bowed his head in token of assent.

"And I have the honor of addressing Monsieur Berthier?"

"You have," was the reply.

"You are, no doubt, the bearer of a letter for me, Monsieur Berthier?"

"Here it is," said M. Berthier, handing Captain Pierrot a letter.

"I beg a thousand pardons, sir," the Captain said, "but I hope you will not take offense at these necessary precautions?"

"On the contrary, they speak in your favor."

"I see it is all right," said the Captain, "and I will go myself and order the coffin brought on shore."

The Captain immediately went on board, M. Berthier placing himself at an open window whence he could overlook the vessel and watch every movement. The coffin was brought on shore by eight sailors, who, bending under its weight, slowly approached the Captain's quarters.

"How heavy it is—how very heavy," said M. Berthier, rubbing his hands in exultation.

Captain Pierrot had, of course, accompanied the coffin from the vessel, and now that he was about to deliver it into M. Berthier's keeping, he said to him, in a solemn and impressive manner:

"I place in your hands, sir, the remains intrusted to my care."

"I receive them with a sad joy."

"The responsibility was great."

"It will henceforth be mine."

"It was a precious treasure."

"Very precious."

The Michigan Tradesman.

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

E. A. STOWE & BRO., Proprietors.

Subscription—One Dollar per year. Advertising Rates made known on application.

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E. A. STOWE, Editor.

WEDNESDAY, FEBRUARY 1, 1888.

Postmaster-General Dickinson has won much commendation among business men through his first official act in abrogating the idiotic order of his predecessor respecting addresses on third and fourth-class matter.

In China, the man who attempts to corner any food product is thrown into prison. If such a law prevailed in this country, our jails would be full to overflowing with the Armourers, Havemeyers, Arbuckle, Rockefellers, et al.

THE TRADESMAN reserves its comments on the so-called Pure Food convention until next week, in order that all the details may be first learned. It is impelled, however, to congratulate the Michigan Business Men's Association that none of its members participated in such an unseemly squabble.

Another name must be added to the list of robbers who was rich by means of cornering the food products of this country—the unsavory name of Havemeyer. This man virtually stands at the head of one of the most meretricious bands of thieves who ever united for the purpose of plunder. Between the man who robs you unawares and under the guise of the "cornerer," THE TRADESMAN can see no essential difference.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

C. M. Alden succeeds Alden Bros. in the hardware business.

W. W. Huelster has lately added six covering machines to his paper box factory.

M. H. Treusch & Bro. succeed Morris H. Treusch in the wholesale cigar and tobacco business.

Caleb Barstow succeeds Barstow & Jennings in the hardware business at 237 East Bridge street.

David S. Clement has engaged in the boot and shoe business at Spring Lake. Kinde, Bertsch & Co. furnished the stock.

Samuel Lyon's new belting and mill supply stock is beginning to arrive. Mr. Lyon expects to be able to begin business about the 10th.

Arthur Meigs & Co. have foreclosed their mortgage on the grocery stock of S. B. Bechtel, at Muskegon, and are closing it out in bulk.

E. G. Rowe & Co., furniture dealers on South Division street, have sold out to Ann E. Avery. Rowe will re-engage in business on the opposite side of the street.

The rubber list printed in THE TRADESMAN of January 11 will not go into effect until April 1. As there are sharp advances in some lines, dealers would do well to place their orders before the advance goes into effect.

D. Darwin Hughes and H. F. Comstock have purchased of Lyman D. Norris the printing office formerly operated by the M. A. True Printing and Engraving Co. and will continue the business under the style of Hughes & Comstock.

W. C. Denison has sold the Grand Rapids Refrigerator Co. a 150 horse-power Cooper Corliss engine, which will be placed in position during the next two weeks. It will propel all the machinery in the Refrigerator Co.'s big building on Ottawa street.

Kinde, Bertsch & Co. have constructed a new sample room in the rear of their old sample room, have turned the latter into a book-keeping department, and will use the space formerly occupied by the book-keeper and his assistants for a general office and reception room.

The Voigt Milling Co. has moved into its new two-story office building. New boilers and a 150 horse-power Allis Corliss engine are being put into place. This addition will obviate the necessity of remaining idle three months in the year, as has been the case during the past three years.

Bradner, Smith & Co.'s attachment on the paper stock of L. D. Harris was settled before the case came up for a hearing in the Circuit Court. The mortgage held against the stock by the Ypsilanti Paper Co. was discharged, when Harris gave a bill of sale of the stock and accounts to the same company, which, in turn, assigned the same to Clark Cornwell. The latter appointed Mr. Harris his agent, and the business will be continued under the style of L. D. Harris, Agt.

The Grand Rapids School Furniture Co. has purchased a tract of seven acres of land lying between the C. & W. M. Railway track and Broadway and between Eighth and Tenth streets, on which it will begin the erection of suitable factory and other buildings, as soon as material can be gotten on the ground. The main factory building will be 50 x 160

feet, two stories; the engine and boiler room, 40 x 60 feet; the kiln, 22 x 40 feet; the warehouse, 50 x 160 feet, three stories; the foundry, 148 x 178 feet; the iron room, 50 x 60 feet; the office, 50 x 50, two stories. The buildings will all be detached, reducing the loss by fire to the minimum. A side-track will be laid from the main track of the C. & W. M. into the yard. When ready for occupancy, the plant will be one of the most complete in the city.

On December 13, Henry Barry, the Ravenna druggist and grocer, executed a chattel mortgage on his stock to Wm. Heaton, of Casnovia, for \$700, ostensibly for money borrowed at various times during the past three years. About two weeks ago, the owner of the mortgage went to Ravenna to look over the stock. Not satisfied with the appearance of things, he foreclosed his mortgage, when he found that it did not include the fixtures or the goods purchased subsequent to the time the mortgage was given. The stock not being sufficient to cover Heaton's alleged claim, he obtained a bill of sale of all the property in the store. Before the latter document was filed, however, the Hazeltine & Perkins Drug Co. and Olney, Shields & Co. attached the stock on the ground that the mortgage was given without consideration and was consequently void. The attaching creditors are in possession of the stock and propose to establish the invalidity of the mortgage in the Muskegon Circuit Court when the case comes up for a hearing on March 3. Their claims amount to \$408 and the stock attached inventories \$1,012, out of which Barry is entitled to his \$250 exemption. Besides the claims referred to, Barry owes about \$800 to Grand Rapids jobbers.

AROUND THE STATE.

Woodstock—Wm. Lewis succeeds J. S. Brooks in general trade.

Greenville—T. R. Shepard, meat dealer, has gone out of business.

Jennings—F. A. Jenison & Co. are closing out their general stock.

Burlington—Zimmerman & Banford, general dealers, have sold out.

Alpine—J. P. Cordes has added a line of staple drugs to his grocery stock.

Manistee—Cron Bros., furniture dealers, have been burned out. Insured.

Three Oaks—Wm. Hallett succeeds A. L. Harper in the bakery business.

Hastings—Levi Fowler has moved his boot and shoe stock to Lake Odessa.

Hesperia—O. A. Matteson has assigned his general stock to J. W. Dunning.

Charlevoix—Geo. W. Beaman succeeds Geo. W. Crouther in the drug business.

Shelby—Theron T. Osborne succeeds Geo. McMullen in the harness business.

Potosi—Daggett & Co. succeed Buckley & Daggett in the hardware business.

Altona—Frye & Lyons contemplate adding a grocery stock to their drug business.

Constantine—Thos. H. Ritter succeeds Harwood & Ritter in the hardware business.

Grass Lake—H. S. Holmes & Co. succeed H. T. Dubois & Co. in general trade.

Detroit—Arthur M. Parker succeeds T. A. Parker in the wholesale grocery business.

East Saginaw—Mittmeier & Rohde, grocers, have been closed under chattel mortgage.

Albion—W. B. Crane, dry goods dealer, is offering to compromise at 45 cents on a dollar.

Clarkston—Hammond Bros. succeed Manley Bower in the drug and grocery business.

East Tawas—Richards, Hubbell & Co. succeed Richards & Hubbell in the hardware business.

Ludington—H. V. Huston succeeds David T. Huston in the hardware and grocery business.

East Saginaw—Geo. Middleworth succeeds Newman & Middleworth in the grocery business.

L'Anse—Wm. Voetsch succeeds Andrew B. Cook in the confectionery, stationery and cigar business.

Cadillac—Diggins Bros. have sold their grocery stock to Crawford & Hart, who will continue the business.

Ishpeming—Frank Austin, meat dealer, has been closed under chattel mortgage and assigned to H. H. Mildore.

Rodney—Barry & Co. sustained a loss of \$1,000 in the partial destruction of their drug stock by fire on Jan. 21.

Paris—E. Fisher has traded his store building for property in Big Rapids and is closing out his grocery stock.

Crapo—Chas. W. Robbins has sold his grocery and meat market to J. W. Saunders, late of Paris, who will continue the business.

Owosso—J. H. Deal has purchased Wm. Sturtevant's half interest in the meat firm of Deal & Sturtevant and is now sole proprietor.

West Olive—O. Trumble, who recently burned out, has re-engaged in trade. He will erect a new store building in the spring.

Sullivan—Munger, Watson & DeVost is the name of the new firm which has erected a building for the purpose of occupying the same with a general stock.

Allegan—C. Helmer has purchased the interest of Albert Kibby in the meat business known as Kibby & Helmer.

Coopersville—J. B. Watson has moved his branch drug stock from Herrington to Sullivan, where he occupies a building especially erected for the purpose by himself.

Owosso—Chas. Kelsey has sold his notion stock to Foster, Post & Co., who operate retail notion stores at St. Johns, Flint

and Bay City and a wholesale notion store at East Saginaw.

Kalamazoo—Chas. W. Cobb has retired from the firm of Cobb & Hunter, dealers in crockery and wall paper. A. C. Cobb has been admitted to partnership, the style remaining unchanged.

MANUFACTURING MATTERS.

Detroit—Edward Burk succeeds Burk, Rich & Co. in the manufacture of cigars.

Bozette—Hawser, Barnes & Mears succeed Hawser, Barnes & Howe in the shingle mill business.

Kalamazoo—The Smith Lumber Co. will soon put in a electric light plant to light the mill.

Oconto—Cook Brothers have 100 men lumbering on the Paint river, and will put in 5,000,000 feet.

Lowell—The Lowell Furniture Co. declared a 10 per cent. dividend out of the earnings for 1887.

Menominee—C. B. Lewis & Sons have booked a contract to saw 18,000,000 feet of logs for Peters & Morrison.

Constantine—The Empire Furniture Co., which recently moved to this place from Grand Rapids, started its machinery for the first time last week.

Holland—Veeneeklassen & Sons manufactured four million brick in their yard near Zeeland last season. They expect to turn out five million during 1888.

Kalamazoo—The Bird Windmill Co. have purchased the right to manufacture the Baute wood split pulley of J. Baute & Son, of Benton Harbor, for \$250 and a royalty.

Allegan—Weeks Bros. have purchased M. C. Henshaw's interest in the roller mill of Henshaw, Pollard & Co., which gives them a two-thirds interest. The firm name is now W. J. Pollard & Co.

Flint—Begole, Fox & Co. have sold out the remnant of their lumber business to F. R. Lewis, of the Flint Paper Mills, for \$17,500, after having run a saw mill for twenty years, cutting 150,000,000 feet of lumber and 20,000,000 shingles—a business amounting in the aggregate to \$2,300,000. The sale included 1,500,000 feet of lumber.

STRAY FACTS.

Otsego—C. W. Fisk succeeds Fisk & Sisley in the hotel business.

Lake City—Richard Bielby succeeds Wm. Hayden in the livery business.

East Saginaw—Mae E. Hayden, milliner, has been closed under chattel mortgage.

Ovid—The Ovid Lumber Co. succeeds Geo. Bane & Co. in the yard lumber trade.

Holland—The Cappon & Bertsch Leather Co. is now receiving hemlock bark from Pennsylvania.

Detroit—The Acme White Lead and Color Works will be officiated as follows during 1888: President, W. L. Davis; Vice-President, H. Kirke White; Secretary, Thomas Neal; Treasurer, A. E. F. White.

Morley—Lon A. Pelton, who disappeared shortly after he made his assignment, has been heard from. He says he is thousands of miles away and will hereafter lead a clean and honorable life. He asks that his debtors pay their respective bills to his deserted family, and bids farewell to all forever.

Manistee—The Davies, Blacker & Co. quarrel has been settled by the purchase of Mr. Davies' three-eighths interest by the State Lumber Co. for \$34,500. The mill and salt plant has been merged into the State Lumber Co., involving an increase in the capital stock of the latter from \$140,000 to \$200,000.

East Saginaw—At the thirteenth annual meeting of the Michigan Salt Association, the Secretary reported that the sales of the Association during 1887 were 3,201,537 barrels as against 2,685,989 barrels in 1886. The amount on hand unsold at the close of the year was a trifle larger than the year previous but the aggregate includes nearly all the salt manufactured in the State, the producers, with very few exceptions, being now members of the Association; and of the entire quantity unsold it is estimated there are 75,000 barrels less on hand than at the close of the previous fiscal year. Members of the Association put up 3,426,194 barrels last year. The Association re-elected W. R. Burt President, with Albert Miller Vice-President, D. G. Holland Secretary, and Thomas Cranage Treasurer.

The Joys of Winter.

Written Expressly for THE TRADESMAN.

The drummer, sleeping the sleep of the just, dreaming of customers and which ones will "bust," little recked of the storm that is brewing without, nor the mountains of snow by the wind tossed about. He will wake in the morning, at first peep of day, and the blooming old blizzard can view as he lays. Visions of blockades will flit through his brain, and he knows that to-day there'll not be a train to carry him on, frosty victims to sell, while he hears, with a shudder, the first breakfast bell. Then he gets his expense book and writes, bold and plain, "Snowed up, fifteen dollars," and to snooze goes again.

RELUK.

The Ice Bridge at Niagara.

Has formed and many people have already crossed the river upon it below the falls. The scene from Falls View, where the Michigan Central train stops, is one of remarkable beauty and grandeur. The emerald waters of the falls, with the angry rapids above and the rainbow-tinted spray below, with the trees and shrubs on the shores and Goat Island covered with curious ice formations, with the wild mass of icebergs stretching over the turbulent waters where the *Maid of the Mist* sails in summer, all combine to form a spectacle seldom to be seen and worthy of a lengthy journey.

ANGELS OF COMMERCE.

Traveling Men Who Write Grand Rapids After Their Names.

THE TRADESMAN herewith presents—for the first time this year—the alphabetical list of the traveling men residing in this city. It is not claimed that the list is wholly accurate, or anywhere near complete, but it is as devoid of errors and omissions as it is possible to make it on first publication. Those noting errors in the list are requested to inform THE TRADESMAN without delay, in order that the second publication, two or three weeks hence, may be essentially correct.

A.

Antrim, A. C. Alabastine Co.

Avery, Jas. E. Jennings & Smith

Averill, W. W. Harrison Wagon Works

Angell, Fred E. C. B. & Co.

Ardworth, Fred V. W. Smith & Bro, Phila

Allen, Geo. E. Detroit Safe Co.

B.

Berry, L. D. Stow & Davis

Bessley, J. H. Stow & Davis

Barker, John, Kent Furn Co

Baxter, Harvey B. Foster, Stevens & Co

Bissell, Harvey, Bissell Carpet Sweeper Co

Beecher, Henry Ward, Eaton & Lyon

Banister, Peter, Telfer Spice Co

Beneke, B. A. Spring & Co

Bradford, James N. Olney, Shields & Co

Brady, Wm. A. Olney, Shields & Co

Baker, Herbert, B. L. & H

Bayley, Christopher H. Clark, Jewell & Co

Baker, Allison D. Foster, Stevens & Co

Barth, Jacob, Lustig Cigar Co

Barker, Dexter, Spiral Spring Burgoyne Co

Barber, Addison A. Grand Rapids Chair Co

Barnett, Wm. S. Peninsular Stove Co, Detroit

Brown, Wm A

Bass, Chas. H. Bissell Carpet Sweeper Co

Buddington, E. D. Kent Furn Co

Bickley, John, Wm. Smith & Co

Blockema, Ralph, Voigt, Hertschelsheimer & Co

Buckley, John D. Kortlander & Grady

Bolt, Alpheus E. W. W. Kimball & Co

Bolles, Silas K. Glaser & Frame, Reading, Pa

Bolton, Wm. H. Wm. S. Robinson & Burtonshaw, Detroit

Braisted, Abby L. Voigt Milling Co

Bell, John W. Phoenix Furn Co

Barber, N. H. Phoenix Furn Co

Black, Chas. Oriel Cabinet Co

Buss, Geo. Buss Machine Works

Blake, W. E. Hawkins & Perry

Brooks, E. D. Feldner & Co

Brummeler, J. A. Hawkins & Perry

Brady, C. B. & Co

Bradley, C. E. P. Preston, Ionia

Bertsch, Russell W. Rindge, Bertsch & Co

C.

Campbell, Will, Hawkins & Perry

Carl, H. Plumb & Lewis Mfg Co

Carroll, P. B. B. & Co

Cartwright, Albert, Cappon & Bertsch Leather Co

Cole, Adolphus, Beckford & Francis, Buffalo

Cady, W. F. O'Brien & Murray, Binghamton

Cesna, Ledro R. Welling & Carhart, Detroit

Caro, L. A. Putnam & Brooks

Cavanaugh, Chas. Morris H. Treusch

Cary, L. M. Cary & Loveridge

Corson, H. W. Berkey & Gay Furn Co

Chapman, Wm. C. B. Hart & Amberg

Chase, Frank E. C. McFarraw & Co, Detroit

Chase, Herbert T. Chase & Sanborn, Boston

Chubb, Isaac H. W. C. Denison

Clark, Wm. M. Phoenix Furn Co

Cloyes, Jas. G. Clark, Jewell & Co

Collins, Frank, B. L. & H

Cole, Wm. H. Leonard & Sons

Compton, Shelby, Cleveland Varnish Co

Coppens, Peter, J. Chicago Stove Works

Coppes, Rufus J. West Michigan Oil Co

Corn, Wm. C. P. Dryden & Son

Covell, Elliott F. Hart & Amberg

Crane, Epastus W

Crescy, Wm. H. Rappire Laundry Machine Co

Cummings, Walter E. Geo. F. Bassett & Co, New York

Crookston, J. A. Hazeltine & Perkins Drug Co

D.

Duffy, Wm. H. Root, Strong & Co

Duffy, Ed, Perkins & Hess

Dunn, O. W. Bissell Carpet Sweeper Co

Dangremont, Harry M. Morris H. Treusch

Dock, Algonson S. Hawkins & Perry

Dolan, A. J. J. Folding Chair & Table Co

Disbrow, Walter J. Bissell Carpet Sweeper Co

Drew, Chas. Wm. Harrison

Dykema, Leonard G. P. Dryden & Son

Dawley, Henry, Putnam & Brooks

Downs, S. F. W. H. Downs

Driggs, A. G. Grand Rapids Mattress Co

Dornink, D. A. Dornink

E.

Easterbrook, Geo

Eacher, John H. Welling & Carhart, Detroit

Evans, Dr. Josiah, B. C. B. & Co

Edmonds, Wm. B. Putnam & Brooks

Emery, Benjamin F. W. L. Ellis & Co, Baltimore

Emery, Fred H. Morton, Lewis & Co

Emery, Wm. S. New England Furniture Co

Emerson, E. L. F. R. Vanille

Escott, G. H. Valley City Milling Co

F.

Foster, W. R

Fitz Gerald, J. Collier, Chicago

Ferguson, Thomas, J. H. Thompson & Co, Detroit

Fletcher, D. C. W. C. Denison

Fitch, Milford L. Nelson, Bertsch & Co

Foster, Alfred, Newaygo Mfg Co

Fox, Jas. B. L. & H

Frick, Edward, Olney, Shields & Co

Folger, Chas. Folger & Sons

Falls, Chas. M. Gray, Kingman & Collins, Chicago

G.

Frankfurt, Isaac

Freeman, Claude, Telfer Spice Co

French, H. B. Wm. Sears & Co

Fassett, E. K. Grand Rapids School Furn Co

Frost, Chas. Amos S. Musselman & Co

Freeman, A. O. Detroit Safe Co

Feldner, J. E. Feldner & Co

H.

Haight, Thos. D. Aldine

ASSOCIATION DEPARTMENT.

Michigan Business Men's Association.

President—Frank Hamilton, Traverse City.
First Vice-President—Paul P. Morgan, Monroe.
Second Vice-President—S. J. Lamson, Owasco.
Secretary—F. A. Stowe, Grand Rapids.
Treasurer—L. W. Sprague, Greenville.
Executive Board—President, Secretary, Geo. W. Hubbard, Flint; W. E. Kelsey, Ionia; Irving F. Clapp, Algon.
Committee on Trade Interests—Smith Barnes, Traverse City; Chas. T. Bridgman, Flint; H. B. Fargo, Muskegon.
Committee on Legislation—Frank Wells, Lansing; W. E. Kelsey, Ionia; Neal McMillan, Rockford.
Committee on Transportation—J. W. Milliken, Traverse City; J. P. Stanley, Battle Creek; Wm. Reboe, East Saginaw.
Committee on Insurance—N. B. Blain, Lowell; E. Y. Hoyle, Hastings; O. M. Clement, Cheboygan.
Committee on Building and Loan Associations—F. L. Fuller, Frankfort; S. E. Farwell, Owasco; Will Emmer, Eaton Rapids.
Official Organ—THE MICHIGAN TRADESMAN.

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

- No. 1—Traverse City B. M. A. President, Geo. E. Steele; Secretary, L. Roberts.
- No. 2—Lowell B. M. A. President, N. B. Blain; Secretary, Frank T. King.
- No. 3—Sturgis B. M. A. President, H. S. Church; Secretary, Wm. Jern.
- No. 4—Grand Rapids B. M. A. President, E. J. Herick; Secretary, E. A. Stowe.
- No. 5—Muskegon B. M. A. President, H. B. Fargo; Secretary, W. C. Conner.
- No. 6—Alba B. M. A. President, F. W. Sloan; Secretary, P. T. Baldwin.
- No. 7—Dimondale B. M. A. President, T. M. Sloan; Secretary, N. H. Widger.
- No. 8—Eastport B. M. A. President, F. H. Thurston; Secretary, Geo. L. Thurston.
- No. 9—Lawrence B. M. A. President, H. B. Marshall; Secretary, C. A. Stebbins.
- No. 10—Harbor Springs B. M. A. President, F. J. Clark; Secretary, A. L. Thompson.
- No. 11—Kingsley B. M. A. President, H. F. Whipple; Secretary, C. H. Camp.
- No. 12—Quincy B. M. A. President, C. McKay; Secretary, Thos. Lennon.
- No. 13—Sherman B. M. A. President, H. B. Marshall; Secretary, W. G. Shane.
- No. 14—No. Muskegon B. M. A. President, S. A. Howe; Secretary, G. C. Havens.
- No. 15—Bozette B. M. A. President, R. E. Perkins; Secretary, J. P. Fairchild.
- No. 16—Sand Lake B. M. A. President, J. V. Crandall; Secretary, W. Rasco.
- No. 17—Plainwell B. M. A. President, E. A. Owen; Secretary, J. A. Sills.
- No. 18—Owasco B. M. A. President, S. E. Farwell; Secretary, S. Lamson.
- No. 19—Ada B. M. A. President, D. F. Watson; Secretary, E. E. Chapel.
- No. 20—Saugatuck B. M. A. President, John J. Henry; Secretary, A. J. Phelps.
- No. 21—Wayland B. M. A. President, C. H. Wharton; Secretary, M. V. Hoyt.
- No. 22—Grand Ledge B. M. A. President, A. A. Stacey; Secretary, W. R. Clarke.
- No. 23—Carson City B. M. A. President, F. A. Rockafellow; Secretary, C. O. Trask.
- No. 24—Morley B. M. A. President, J. E. Thurston; Secretary, W. H. Richmond.
- No. 25—Fennville B. M. A. President, Chas. E. Johnson; Secretary, H. D. Pech.
- No. 26—Greenville B. M. A. President, S. R. Stevens; Secretary, Geo. H. Caldwell.
- No. 27—Dorr B. M. A. President, E. S. Rotsford; Secretary, L. N. Fisher.
- No. 28—Cheboygan B. M. A. President, J. H. Tuttle; Secretary, H. G. Dozer.
- No. 29—Freeport B. M. A. President, Wm. Moore; Secretary, A. J. Chesebrough.
- No. 30—Oceana B. M. A. President, A. G. Avery; Secretary, E. S. Houghtaling.
- No. 31—Charlottesville B. M. A. President, Thos. J. Green; Secretary, A. G. Fleury.
- No. 32—Copersville B. M. A. President, G. W. Watrous; Secretary, J. B. Watson.
- No. 33—Charlevoix B. M. A. President, John Nichols; Secretary, R. W. Kane.
- No. 34—Saranac B. M. A. President, Geo. A. Potts; Secretary, P. T. Williams.
- No. 35—Bellaire B. M. A. President, Wm. J. Nixon; Secretary, G. J. Noteware.
- No. 36—Alcona B. M. A. President, O. F. Jackson; Secretary, John M. Everden.
- No. 37—Battle Creek B. M. A. President, Chas. F. Beck; Secretary, Jno. P. Stanley.
- No. 38—Scottville B. M. A. President, B. E. Symons; Secretary, D. W. Higgins.
- No. 39—Burr Oak B. M. A. President, B. O. Graves; Secretary, H. M. Lee.
- No. 40—Eaton Rapids B. M. A. President, F. H. Wilkin; Secretary, Will Farmer.
- No. 41—Breckenridge B. M. A. President, W. O. Watson; Secretary, C. E. Scudder.
- No. 42—Fremont B. M. A. President, Jos. Gentry; Secretary, J. E. Rabbin.
- No. 43—Tustin B. M. A. President, G. A. Estes; Secretary, W. M. Holmes.
- No. 44—Reed City B. M. A. President, C. J. Flischauer; Secretary, W. H. Smith.
- No. 45—Hoyville B. M. A. President, D. E. Hallenbeck; Secretary, O. A. Halladay.
- No. 46—Leslie B. M. A. President, Wm. Hutchins; Secretary, B. M. Gould.
- No. 47—Flint B. M. A. President, W. C. Pierce; Secretary, W. H. Graham.
- No. 48—Hubbardston B. M. A. President, Boyd Redner; Secretary, W. J. Taber.
- No. 49—Leroy B. M. A. President, A. Wensell; Secretary, Frank Smith.
- No. 50—Manistee B. M. A. President, A. O. Wheeler; Secretary, J. P. O'Malley.
- No. 51—Cedar Springs B. M. A. President, L. M. Sellers; Secretary, W. C. Condon.
- No. 52—Grand Haven B. M. A. President, F. D. Vos; Secretary, Wm. Mieras.
- No. 53—Bellevue B. M. A. President, Frank Phelps; Secretary, John H. York.
- No. 54—Douglas B. M. A. President, Thomas B. Dutcher; Secretary, C. B. Waller.
- No. 55—Petoskey B. M. A. President, C. F. Hader; Secretary, A. C. Bowman.
- No. 56—Benzon B. M. A. President, N. W. Drake; Secretary, T. M. Harvey.
- No. 57—Rockford B. M. A. President, Geo. A. Sage; Secretary, J. M. Spore.
- No. 58—Fife Lake B. M. A. President, E. Hagdon; Secretary, O. V. Adams.
- No. 59—Fennville B. M. A. President, F. S. Raymond; Secretary, P. S. Swarts.
- No. 60—South Boardman B. M. A. President, H. E. Hogan; Secretary, S. E. Neill.
- No. 61—Hartford B. M. A. President, V. E. Manley; Secretary, L. B. Barnes.

Association Notes.

The Muskegon B. M. A. will hold its annual banquet on Wednesday evening, February 8.

The Hopkins Station B. M. A. offers a \$1,500 bonus to a good miller who will put up and operate a fifty barrel roller mill at that place.

Every indication points to a large and pleasant gathering at the fourth annual social party of the Grand Rapids Traveling Men's Association on Friday evening.

The Fennville B. M. A. has secured Charter No. 59 and auxiliary membership for twenty-five members. The Association is sitting up rooms of its own for meeting purposes.

L. A. Phelps, Secretary of the Saugatuck B. M. A., writes: "Our Association is doing good work. Every one is satisfied with it. I always look for the Association Notes in THE TRADESMAN."

Three new charters have been issued during the past week—No. 59 to Fennville; No. 60 to South Boardman; No. 61 to Hartford. Kalkaska and Petoskey will probably secure charters before another week has elapsed.

It is a pleasure to note the vigor some of the new officers are infusing into the work of the local auxiliaries. They are bringing their associations into good working order and following out the aims advocated in splendid shape.

East Jordan Enterprise: The Business Men's Association held an important meeting on Tuesday to discuss the desirability of falling in line with other associations of this region for the purpose of attracting the attention of capitalists, manufacturers and settlers to the inducements offered by Northern Michigan.

In every organization—churches, societies and secret orders—the principal difficulty met with is to keep up the interest and prevent the members from becoming lukewarm in the work. The B. M. A. is no exception to the general rule. It meets the same drawbacks which beset every new organization—and some old ones as well. How to overcome this difficulty is a subject to which all friends of organization can profitably devote much thought and discussion. The TRADESMAN would be specially pleased to receive suggestions under this head.

The Petoskey Association to Secure a Charter.

From the Petoskey Independent.

The Business Men's Association had a large and enthusiastic meeting Wednesday evening, and fifteen or twenty new members were received. President Hankey's energy and push has already awakened a most commendable interest in the work of the Association, and if it is maintained as it should be, much can be accomplished. It was decided to legally incorporate the Association, so that it can purchase and hold property if thought best.

A resolution was adopted endorsing President D. C. Page, of the village, the representative of the Hay Fever Association, as the representative of the Business Men's Association as well, to attend the National meeting of the General Passenger Agents' Association at St. Augustine, for the purpose of securing reduced rates on all roads for members of the Hay Fever Association who come to Petoskey.

President Hankey appointed the following standing committees for the ensuing year:

Manufacturing—J. R. Wylie, C. J. Pailthorpe, J. C. Bontecou.

Transportation—H. O. Rose, W. L. McManus, C. W. Caskey.

Improvement—W. L. Curtis, F. W. Rudiman, W. S. Spencer.

Insurance—J. J. Hankey, J. VanZolenburg, J. A. Shirik.

Annual Meeting of the Allegan Association.

From the Allegan Record.

The annual meeting of the Allegan B. M. A. was held at G. A. R. hall on Tuesday evening. The annual reports of the Secretary and Treasurer were listened to, which showed that the Association was in a good financial condition. In his remarks, President Clapp spoke of the good work that has been done the past year and urged that the meetings of the Association be held more regularly, with the idea of thus improving the attendance.

The election of officers for the new year then took place and resulted as follows:

President—L. F. Clapp.

Vice-President—M. C. Sherwood.

Secretary—E. T. VanOstend.

Secretary of Collection Department—F. E. Fish.

Treasurer—J. H. Eppink.

A report from the Committee on Constitution and By-laws was listened to and laid on the table until the next meeting.

The chair appointed A. E. Collins, J. B. Street, J. M. Killian, F. T. Ward and M. H. Porter a committee to work towards the securing of a new court house. The Railroad Committee reported "progress" and that next Tuesday Messrs. Anderson and Cook would be here to finish up the work. The meeting then adjourned to meet next Tuesday evening, when it is hoped a large number will be present.

Standing Committees of the B. C. Association.

From the Battle Creek Call.

The meeting of the Business Men's Association, held Wednesday evening in Good Templars' hall, was quite well attended, notwithstanding the other attractions of the evening. President Beck announced as standing committees for the ensuing year as follows:

On Improvements—S. W. McCrear, P. Hoffmaster, A. F. Beck.

On Transportation—J. M. Caldwell, W. D. Farley, F. P. Pittman.

On Trade Interests—Martin E. Brown, W. C. Gage, Dr. A. W. Alvord.

On Insurance—S. L. Badgley, N. A. Osgood, John Helmer.

On the activity and earnestness of these committees, a large degree of the success and usefulness of the Association depends and the President has made selections which will commend themselves to all.

The topic selected for discussion at the next meeting, February 8, is as follows:

Resolved, That it is for the best interests of the business men, individually and collectively, for each one to confine himself to his own legitimate line of business.

The Kalkaska Association Awake Again.

KALKASKA, Jan. 27, 1887.

DEAR SIR—Our Association has finally awakened once more. We held our annual meeting Monday night, ratified and adopted the State constitution, elected officers and now propose to keep awake. Our new officers are as follows:

President—Alf. G. Drake.

Vice-President—James Crawford.

Secretary—C. S. Blom.

Treasurer—H. E. Stover.

Executive Committee—Elms, Perkins and Hobbs.

The Secretary was instructed to procure a charter at once. We are now talking of electric light and water works.

Yours truly, C. E. RAMSEY.

Tried to Freeze Out a Partner.

The Royal Baking Powder Co. has again come into public notice by reason of the litigation between the men interested in it, William Ziegler, Dr. C. N. Hoagland and J. C. Hoagland, all of Brooklyn. Ziegler owned nearly half the stock and the Hoaglands held the remainder. Last year the profits amounted to \$225,000, of which Ziegler's share was \$100,000. But serious differences have arisen between him and his partners, and he has begun a suit to secure an accounting. The Hoaglands have repeatedly tried to buy out Ziegler, and by raising their own salaries to \$35,000 have attempted to freeze him out, but Ziegler still holds on.

The Other Side.

Two sides has every tale of woe, Dispute and controversy, But seldom to one side should go All right for blame or mercy; And to be just, in judgment, man By this rule must abide, Reserve the verdict till he can Examine 't'other side.

To him who sits in judgment on The actions of a brother And hears one side of the story must In justice hear the other. Let bias do most grievous wrong, (Without intending to) By placing else where right belongs. The false before the true.

For judgments formed by prejudice Are tares that grow in hate, And fertilized by enemies The mind may vitiate. Forsooth, alone should be one ear To one side occupied, The while reserved its mate to hear The facts on 't'other side.

'Twere well no man should jump in haste At premature conclusions, Lest he alight on ground misplaced, Receiving wrong's contusions. Ignorance is a dangerous thing, To play at judge and jury; And avarice passes tyrant rules For suffering and penury.

There's nothing quite so right as Right, And nought more wrong than Wrong, Nor easier than mistaking Might For Right, however wrong 'Tis well our verdict to withhold Until the case is tried; Perhaps, when all the facts are told We'll take the other side.

M. J. WRISLEY.

Retrospective View of the Battle Creek Association.

The Grocers' Association of Battle Creek was organized March 2, 1887, by E. A. Stowe, Secretary of the State Association, with fifteen charter members. Under this name eleven additions were made to the membership. Under Act 190, Public Acts of 1887, the Michigan Business Men's Association was incorporated Sept. 15, 1887, with Frank Hamilton of Traverse City, as President; Paul P. Morgan, of Monroe and S. Lamson, of Owasco, as Vice-Presidents; E. A. Stowe, of Grand Rapids, as Secretary; L. W. Sprague, of Greenville, as Treasurer. It being desirable that our organization should change its name from the Grocers' Association to the Business Men's Association, in order to become an auxiliary to the State Association, and believing that by so doing and admitting all branches of legitimate business, we could make an Association profitable and useful to Battle Creek, we accordingly on the 21st day of September, 1887, ratified the constitution and by-laws of the State Association and adopted the constitution and by-laws for auxiliary associations recommended by that body and on Nov. 18, changed the name of our Association to the Business Men's Association of Battle Creek and voted to extend a cordial invitation to all men representing legitimate lines of business to join our society. To further this object, a committee of three was appointed to solicit members to the Association. The work done by this committee, together with the efforts of individual members, has resulted in increasing the membership by 54, which, after deducting three who have left the society by going out of business and one by death, Mr. Charles Eden, leaves our present membership at eighty.

We are greatly encouraged by the success of our Association and the good we have already accomplished. We commence the new year under the most favorable auspices and predict for it under the efficient management of an able corps of officers, a powerful and pleasant Association. In order to make this prediction true, it will be necessary for every member to give the officers his hearty co-operation and support in everything that pertains to the good of the order and to live up to the letter of the constitution and by-laws.

JNO. P. STANLEY, Sec'y.

Gripsack Brigade.

A. F. Peake, with Deland & Co., was in town last Friday to attend a Masonic gathering.

Russell W. Bertsch, son of Christian Bertsch, has gone on the road for Ringde, Bertsch & Co.

Thos. D. Haight and D. H. Mosher have started out on the road again for the Aldine Manufacturing Co.

Ivan Lloyd, having signed with the R. W. Bell Manufacturing Co., of Buffalo, for another year, will bring his family here from Buffalo this week.

Willis P. Townsend wore his tall silk hat last week. The reason given is that he found a 11½ pound boy at his house on his return home the week before.

C. E. Bradley, late with Dillingham & Co., of Detroit, has engaged to travel for Thad. B. Preston, the Ionia jobber. He has removed his family from Greenville to this place.

Jas. A. Pugh, who has represented Coffin, Devoe & Co. in this State for the past year, has purchased an interest in the Pennington Pulley Works, at Ft. Wayne, Ind., and taken the position of Secretary of the corporation.

E. W. Haskin, representing the Crescent Match Co., of Saginaw, was in town Monday for the purpose of introducing the two grades of parlor matches made by that company. No sulphur matches will be made by the company.

A. F. Draper, the South Arm general dealer, writes as follows, under date of January 27: "Louis J. Koster, traveling salesman for Edson, Moore & Co., of Detroit, is at my home at South Arm, confined to his bed with typho-malarial fever. He drove here Monday morning last from Boyne Falls and has been confined to his bed since. He is under Dr. Lafave's care and is doing as well as can be expected. Please announce the facts through the columns of THE TRADESMAN, so that his customers may know the cause of his delay."

A story is told about a well-known member of the traveling fraternity of this city, noted for his hustling propensities, who once met his match in the person of a youthful driver for a livery stable, at which the drummer hired a team to transfer himself and samples to an inland town some miles distant. The boy was sent by the liveryman with instructions to "drive careful," and he obeyed the command to the letter, despite the remonstrances of the man of samples, who was in something of a hurry. Becoming exasperated at last, the traveler snatched the whip from the socket

and lashed the horses into a lively gait. Although the young man was taken by surprise, he pulled them to a stand-still, and, turning in his seat, said: "Say, Mr. H—, who the d— is driving this team, anyway?"

Purely Personal.

W. H. Beach, the Holland grain and produce dealer, was in town one day last week. Dave Holmes, buyer for the West Michigan Lumber Co., at Woodville, spent Sunday with friends here.

C. W. Caskey, the Harbor Springs merchant and vessel owner, was in town over Sunday and left Monday for the South.

Herman Ullrich, late with Henry Schultz & Co., of Chicago, has taken the position of superintendent of W. W. Huelster's paper box factory.

Daniel Keeney and his sons, Walter and George, are now engaged in the fancy grocery and fruit business at San Diego, Cal., and are the recipients of a good and growing patronage.

John Macley, of the wholesale furnishing goods house of Thompson & Macley, will go to Dubuque in a couple of weeks to attend the wedding of his daughter. He will be accompanied by his son, Fred.

G. W. Perkins and Chas. J. Reed, President and Secretary, respectively, of the Grand Rapids School Furniture Co., have gone East on a business trip. Mr. Reed will go no further than New York, but Mr. Perkins will visit Boston before returning.

Mrs. Geo. W. Crouter, wife of ex-President Crouter, of the M. S. P. A., died at Strathroy, Ont., on Jan. 28. She had been sinking for about a year, as the result of lingering consumption, every expedient of medical science and climate having been exhausted by the indulgent husband. Mr. Crouter has the sympathy of the drug trade of the State in his affliction.

Chas. N. McWhorter, who has been engaged in the local office of R. G. Dun & Co. for the past twelve years, five years as District Manager, has resigned that office to accept the more lucrative position of general Michigan traveling representative for Coffin, Devoe & Co., of Chicago. The resignation takes effect to-day and the new engagement goes into effect to-morrow. Mr. McWhorter has many friends among the business men of this city who will regret to see him sever his connection with Dun & Co., but who will wish him success in his new field of action. THE TRADESMAN speaks for Mr. McWhorter the cordial reception of the trade everywhere.

VISITING BUYERS.

The following retail dealers have visited the market during the past week and placed orders with the various houses:

Walling Bros, Lamont
Neal McMillan, Rockford
F. P. Fish, Grand Rapids
J. B. Watson, Coopersville
Henry Baer, Grand Haven
C. C. Saxbury, Sallava
C. H. White, Reed City
C. C. Saxbury, Sallava
S. C. Scott, Howard City
Adam Newell, Burnips Corners
Nugler & Beeler, Caledonia
H. Bailey, Plawell
J. J. Williams, Haroun'siding
B. Green, Hudsonville
J. D. Adams, Alpine
B. R. Green, Greenville
D. S. Moore, Greenville
J. P. Lamson, Muskegon
H. F. Schell, Brecksville
J. P. Cordes, Alpine
J. D. Drake, Kalkaska
Dave Holmes, Woodville
V. Sims, Conklin
C. W. Caskey, Harbor Springs
C. Watkins, Hopkins Station
J. B. Watson, Coopersville
G. H. Chambers, Wayland
J. T. Pierson, Irving
Smith & Briggs, Ada
Morley Bros, Cedar Springs
J. R. Kays, Lakeview
Geo F. Stark, Cascade

Frequent complaints come to THE TRADESMAN from traveling men and visiting merchants of gross overcharges on the part of Ball & Watters' hackmen. The complaints are usually accompanied by the information that appeals to the owners of the hack line, instead of securing honorable adjustments and apologies, result instead in abusive conduct and language unwarranted by the circumstances and unbecoming in men who depend on the traveling public for support. So frequent have become such complaints of late that THE TRADESMAN is impelled to advise its readers to treat all hackmen working for Ball & Watters as they would treat a thief—make a bargain beforehand and refuse to be mulcted by the cowardly bullies who comprise no inconsiderable number of the employees of the firm.

"The American Girl's Handy Book," by Lina and Adelia B. Beard, is, indeed, a handy book and just what every girl should have. It tells how to make so many things that girls like that it will supply pleasant amusement for many a leisure hour. Among items of interest upon which it treats are the following: Sea-side decoration, how to make a hammock, how to model in clay and wax, china painting, how to paint in water colors, how to make a telephone, how to rejuvenate old furniture and rubbish, something about mantle-pieces and fire-places, how to make attractive booths at a fair, window decoration, how to play all sorts of winter and summer games, some easy Christmas gifts to make, and a hundred more original and novel objects. Published by Charles Scribner's Sons, New York.

J. F. Hacker, general dealer: "THE TRADESMAN is a corker in the trade."

Copartnership Notice.

Notice is hereby given that a copartnership was formed Jan. 1, 1888, between C. K. Hoyt and F. H. Campbell, of Hudsonville, Mich., under the name and style of C. K. Hoyt & Co., for the purpose of carrying on a general merchandise trade at Hudsonville, Mich. All accounts due C. K. Hoyt will be paid to the firm, who will also meet all obligations formerly made by C. K. Hoyt.

C. K. HOYT,
F. H. CAMPBELL.

RESTORATION NOTICE.

Under instructions of the Secretary of the Interior dated the 15th day of December, 1887, modified by his instructions of the 23d day of December, 1887. By direction of the Commissioner of the General Land Office dated January 19th, 1888.

Notice is hereby given That the indemnity withdrawal for the benefit of the Jackson Lansing and Saginaw R. R. Co., has been revoked.

That all the lands in this district within such indemnity limits of the grant of said R. R. Co., and heretofore withdrawn for the benefit of said Company—except such as may be covered by approved selections—are now open to settlement. And that on the 8th day of March, 1888 the said lands will be open to filing and entry.

U. S. Land Office,
Reed City, Mich.,
January 23, 1888.
NATHANIEL CLARK,
Register.

RESTORATION NOTICE.

Under instructions of the Secretary of the Interior dated the 15th day of December, 1887, modified by his instructions of the 23d day of December, 1887. By direction of the Commissioner of the General Land Office dated January 19th, 1888.

Notice is hereby given That the indemnity withdrawal for the benefit of the Grand Rapids and Indiana R. R. Co. has been revoked.

That all the lands in this district within such indemnity limits of the grant of said R. R. Co., and heretofore withdrawn for the benefit of said company—except such as may be covered by approved selections—are now open to settlement and that on the 8th day of March, 1888, the said lands will be open to filing and entry.

U. S. Land Office,
Reed City, Mich.,
January 23d, 1888.
NATHANIEL CLARK,
Register.

CHAS. E. BREWSTER,

MANUFACTURER OF
CANT HOOK AND HEAVY HANDLES.

Jobber in Hand-Shaved White Hickory Axe Handles.

I manufacture my handles from rived second growth maple, turned 2-2, 2-9-16, 2-11-16 at bulge as ordered.

My stock is kiln-dried, and with a capacity of fifty doz. per day can fill all orders promptly.

PROMPT ATTENTION TO MAIL ORDERS.

LAKE BREWSTER, - - - MICH.

COAL!

Present Prices:

Steve No. 4 and Nut - - - \$8.00 per ton
Egg and Grate - - - \$7.75 per ton

We are agents for Brazil Block Coal. The best and cheapest steam coal in the market.

Grand Rapids Ice & Coal Co.,

OFFICE 52 PEARL ST.

C. JURGENS & BRO
ELECTROTYPERS
Stereotypers
Photo & Zinc Engraving
LEADS, SUGAR, BRASS, RULE
Box Wood, Etc. GRAND RAPIDS, MICH.
Sole agents for Chicago Brass Rule Works for State of Michigan.

"CANDEE"

Rubber Boots
WITH
DOUBLE THICK BALL.
"CANDEE" RUBBER BOOTS
GIVE
DOUBLE WEAR
ON THE BOTTOM.
GREATEST IMPROVEMENT
EVER MADE IN RUBBER BOOTS.
TWO YEARS TEST.
Most economical Rubber Boot in the market. Lasts longer than any other boot and the PRICE NO HIGHER.
Call and examine the goods.
COMMON SENSE IDEA
DOUBLE THICK BALL.

FOR SALE BY

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

Jobbers of

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



NEAL'S CARRIAGE PAINTS

Re-paint your old buggy and make it look like new for LESS THAN ONE DOLLAR. Eight beautiful shades. Prepared ready for use. They dry hard in a few hours, and have a beautiful and durable gloss. They are the ORIGINAL, all others are IMITATIONS. More of our brand sold than all the other brands on the market.

GRANITE FLOOR PAINTS

The Great Invention. Six Handsome Shades. Ready for use. DRY HARD OVER NIGHT, and are very durable. Give them a trial, and you will be convinced that it does not pay to mix the paint yourself.

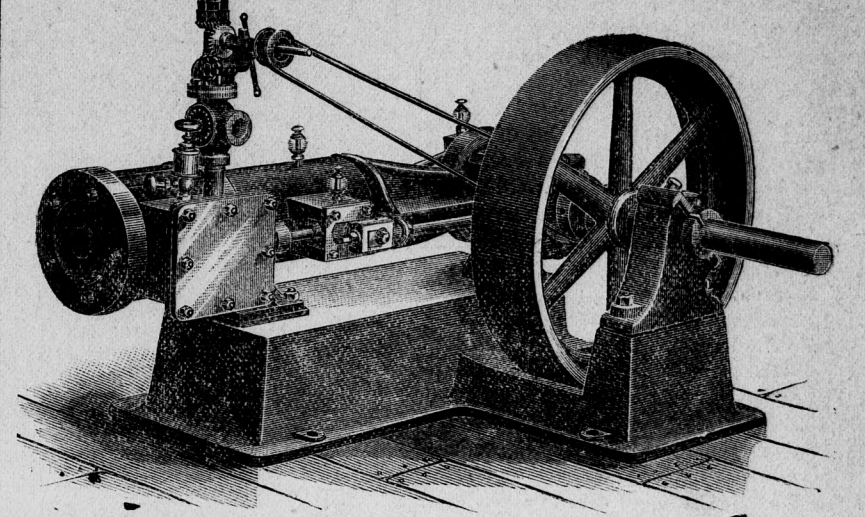
ACME WHITE LEAD & COLOR WORKS

DETROIT.
Dry Color Makers, Paint and Varnish Manufacturers.
CUT THIS ADVERTISEMENT OUT AND TAKE IT TO YOUR DEALER, IT WILL SECURE YOU A PRIZE.

W. C. DENISON,

GENERAL DEALER IN

Stationary and Portable Engines and Boilers,



Vertical, Horizontal, Hoisting and Marine Engines. Steam Pumps, Blowers and Exhaust Fans. SAW MILLS, any Size or Capacity Wanted.

88, 90 and 92 SOUTH DIVISION ST., - - - GRAND RAPIDS, MICH.

QUICK MEAL GASOLINE STOVES

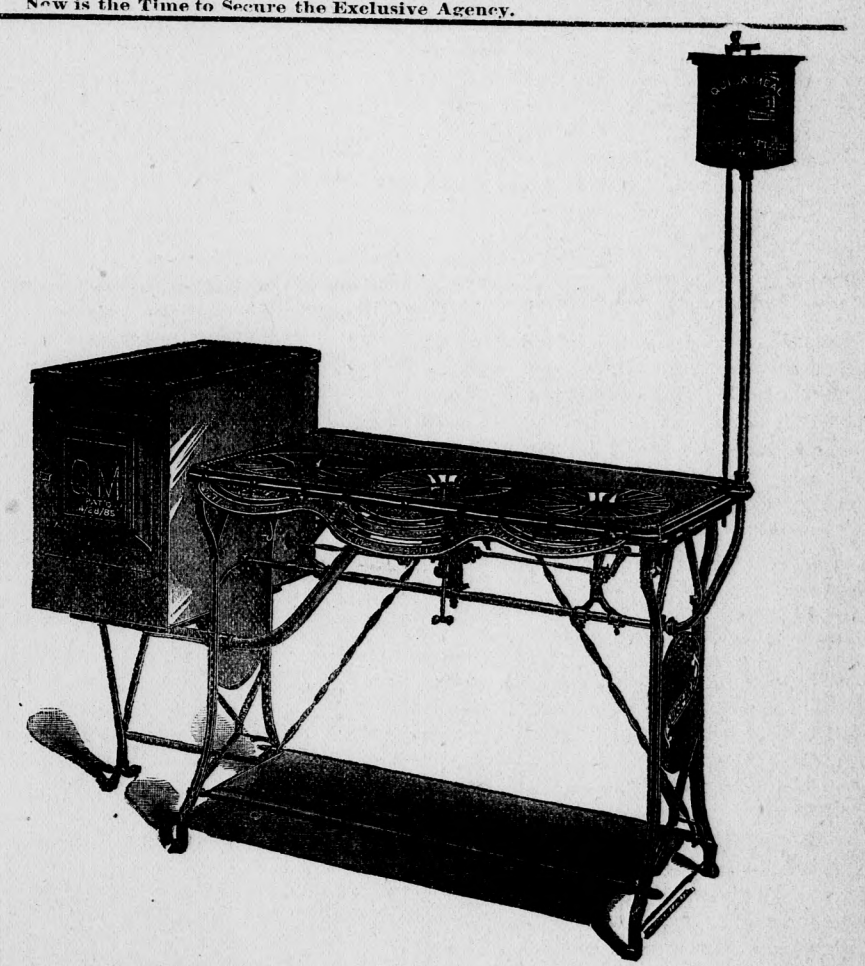
H. Leonard & Sons, Sole Agents,

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

Has the best record of any stove in the market. Most profitable stove to handle because the easiest seller. Every body knows the

"QUICK MEAL."

Now is the Time to Secure the Exclusive Agency.



To the Hardware, Crockery and House Furnishing Goods Trade—We are prepared to quote bottom factory discounts with advertising matter, electrotypes, etc., and to give exclusive territory for the sale of the "QUICK MEAL" to our customers.

H. LEONARD & SONS,

Wholesale Crockery and House Furnishing Goods.

AMOS S. MUSSELMAN & CO.,

Wholesale Grocers,

21 & 23 SOUTH IONIA ST., - - - GRAND RAPIDS, MICH.

The Michigan Tradesman.

THE BLOBS' AILMENTS.

Written Especially for THE TRADESMAN.

Mr. Blobs comes in almost every evening. He lives not far from here, so it is an easy matter for him to get to town. He is one of your chronic invalids, who is forever inflicting his woes and infirmities upon all mankind. Sometimes he makes a purchase, and when he does it is sure to have some connection with one or more of his many ills. It is his delight to get hold of a stranger and relate in pitiful detail the long list of casualties which terminated in his application for a pension. But when the right person is not forthcoming he pours the torrent of complaint upon his acquaintances.

Your humble servant has for a long term of years been the periodical recipient of car-loads of information, more or less valuable, upon various and sundry forms of disease, both acute and chronic, with which the Blobs and Blobsesses, great and small, have been afflicted. Sometimes the discourse takes the form of a disquisition; sometimes of a sermon. But of whatever brand, it is Blobs first, last and all the time.

Do I never tire of this thing? Yes, gentle reader, I sometimes do. Nine different times have I loaded my trusty fowling piece with purpose intent and malice aforethought to wipe the elder Blobs from the face of the earth and thus end his woes forever in this world; and nine times have I been deterred by fear of direful consequences in the realms of the unknown hereafter. I want to go sometime to a better land, and I do not want Blobs along. He will never die a natural death, so that if I do not kill him, I may have a few hundred years of heavenly enjoyment without his society, before some fellow in the distant future cuts loose on him and sends him to his eternal reckoning.

I have listened to him till I have decided that for my own good and the welfare of my family, it is best to unburden myself before I burst.

He begins with an allusion to the weather. Who doesn't? But he drags in his rheumatism upon its train. He then passes gracefully to the state of vegetation, and says that the last time there was such a crop as this, he severed a large artery in his leg with a corn knife. He also casually refers to the potato yield and speaks of the time when his boy Jerry was poisoned with paris green, and it cost him nine dollars and forty cents for doctor's bills and medicine.

That new house of Smithson's is also a subject productive of reminiscence. When he worked on just such a building as that in Pennsylvania, he fell from the rafters and broke an arm and three ribs.

That is a pretty good brand of tobacco which he has just sampled, and it tastes like some which he and Bill Snyder climbed up on a supply wagon after when the rebels were charging his command at Shiloh, and he was shot through the lungs.

"There; did you hear that cat mew? My old Tom did the very same thing just before Susie had that spell with the croup last spring and came so near dying."

His cow broke loose in the barn last night, and ate over a bushel of rye before they found it out, and when Jimmy was tying her up she hooked him in the side, and boy and cow are both in great misery.

"Yesterday," he goes on to say, "I went over to see Ury Smith about getting the pay for that lot of potatoes I sold him last fall, which he agreed to pay me for on the 15th, and when I got about a mile this side of there I was took with one of them spells with my heart, and got so weak and faint that I had to stay to Frazer's till this morning. I didn't eat what would keep a cat alive till I got home, and then Margret fixed me up a dose of herb tea so that I feel some better than I did, but I'm afraid that I'm going to have another of them spells ag'in afore morning. I wouldn't care so much about that if it wasn't for my lungs. The doctors say that I'm sure to die of either heart disease or consumption. If I get shot of one, the other's sure to carry me off. Oh, I tell you sickness like mine in a family is a mighty bad thing, and the don't nobody know what it is till they've had a tech of it. The rheumatiz is jest a more than taking holt to-night and I'm afraid of that abscess breaking out on my leg again."

"Did I ever show you that place on my stomach where I had the carbuncle last summer? I did, eh? Well, all right. I thought if you hadn't seen it, it would be quite a curiosity to look at. That salt rheum on my toes keeps agetting worse all the time and I can't get anything to help it neither. The' was a feller around a while ago—a doctor like—that said he could cure it up for me, but when I found out what kind of medicine he was going to put onto it, I told him that he could mosey right along about his business. He wanted to put—"

But why prolong the agony? Let me assure you, dear reader, that I do not stop for want of subject matter. I could, by slow and painful stages, drag you through the wearisome history of all the many ailments that have afflicted the Blobs family for the past generation; but I believe that I do not underestimate my position, or the patience of THE TRADESMAN'S readers, in thinking that I should receive no thanks for my pains.

There are few, indeed, of those who shall read this article, who are not personally acquainted with the gentleman, the most

prominent characteristic of whom I have endeavored to portray. He, or some near relative, is sure to be among the customers of each and every merchant. If you do not like his style, nor enjoy his manner of flaunting forth his ailments, remember that you, too, have your imperfections, and seek to refrain from tasking the patience of your hearers in the manner of the poor, afflicted, yet well-meaning Mr. Blobs.

JOSEPH W. WINKLE.

D. D. COOK,
Proprietor of the
Valley City Show Case Factory,
Manufacturer of
SHOW CASES

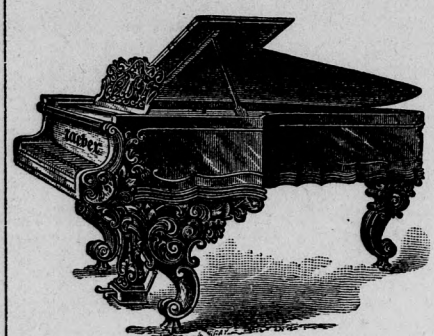
Prescription Cases and Store Fixtures.
OF ALL KINDS.
SEND FOR CATALOGUES.
My Prices are Lower than any of My
Competitors. Estimates Furnished
upon Application.

38 West Bridge street, Grand Rapids.
Telephone 374

WHIPS
ADDRESS
GRAHAM ROYS, - Grand Rapids, Mich.

WEBER

Grand, Square and Upright Pianos.



The Weber Piano is recognized beyond controversy as the Standard for excellence in every particular. It is renowned for its sympathetic, pure and rich tone combined with greatest power. The most eminent artists and musicians, as well as the musical public and the press, unite in the verdict that

The Weber Stands Unrivaled.

Sheet music and musical merchandise. Everything in the musical line.

Weber Pianos, Fischer Pianos,
Smith Pianos, A. B. Chase Organs,
Estey Organs, Hillstrom Organs,

JULIUS A. J. FRIEDRICH,

(Successor to Friedrich Bros.)

30 and 32 Canal St., Grand Rapids, Mich.

CEO. E. HOWES,

C. N. RAPP, Manager,

JOBBER IN

Apples, Potatoes and Onions.

SPECIALTIES:

Oranges, Lemons, Bananas.

3 Ionia St., GRAND RAPIDS, MICH.

THOMPSON & MACLAY,

IMPORTERS AND JOBBERS OF

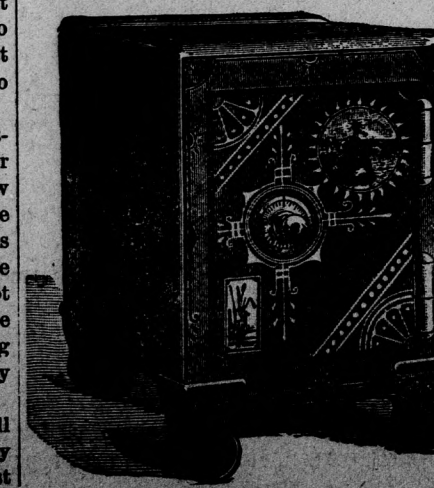
Notions, Hosiery, Knit Goods, Furnishing Goods, Etc.,

19 South Ionia Street, - GRAND RAPIDS.

No Goods Sold at Retail. - Telephone 679.

BARLOW BROS.
GRAND RAPIDS
MICHIGAN
STATE AGENTS
FOR THE

PAT. FLAT OPENING BLANK BOOK
STRONGEST BLANK BOOK EVER MADE
SEND FOR CIRCULAR



SAFES

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

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

Weight. Inside Measure. Outside Measure. Retail Price.
No. 2, 250 lbs. 12x8x6 1/2 in. 22x14x13 in. \$39
No. 3, 500 lbs. 15x10x10 in. 25x18x13 in. 85
No. 4, 700 lbs. 18x14x12 in. 28x22x15 1/2 in. 45
Liberal Discounts to Trade.
ALPINE SAFE CO., Cincinnati, O.

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of

DRY GOODS

Staple and Fancy.

Overalls, Pants, Etc.,

OUR OWN MAKE.

A Complete Line of

Fancy Crockery and Fancy Woodenware

OUR OWN IMPORTATION.

Inspection Solicited. Chicago and Detroit
Prices Guaranteed.

STEAM LAUNDRY,

43 and 45 Kent Street,

STANLEY N. ALLEN, Proprietor.

WE DO ONLY FIRST CLASS WORK AND
USE NO CHEMICALS.

Orders by mail and express promptly attended to.

PLACE to secure a thorough
and useful education is at the
GRAND RAPIDS (Mich.) BUSI-
NESS COLLEGE. Write for Col-
lege Journal. Address, C. G. SWENBERG.

PUTNAM & BROOKS
WHOLESALE
OYSTERS
NO BETTER GOODS IN THE LAND
TRY THEM
18, 15, 17 South Ionia Street,
GRAND RAPIDS.

JENNESS & McCURDY,

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.



CURTISS & DUNTON,

Everything in the Paper Line.

Rockfalls, Childs, Sterling, Economy,

W. & T. PURE JUTE MANILLA.

GENERAL WOODENWARE,

OIL CANS - (GOOD ENOUGH, PEER-A-BOO, CONGRESS.

AXE HANDLES, BASKETS,
CLOTHES BARS, BRUSHES,
LINES AND PINS, MOPS,
TUBS AND PAILS, BOWLS,

Everything in the Woodenware Line.

CURTISS, DUNTON & ANDREWS ROOFERS

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

Grand Rapids, - - Mich.

MOSELEY BROS.,

WHOLESALE

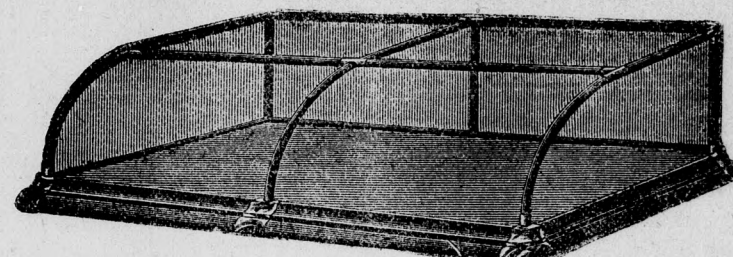
Fruits, Seeds, Oysters & Produce,

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.

DO YOU WANT A



If so, send for Catalogue and Price-List to

HEYMAN & CO., 63 and 65 Canal St.,
Grand Rapids.

ARCTIC BAKING POWDER!

1-8 lb. Cans	6 Doz. in case	- - -	500 Gross.
1-4 " "	4 " "	- - -	75 Doz.
1-2 " "	2 " "	- - -	140 "
1 " "	1 " "	- - -	240 "
5 " "	1-2 " "	- - -	1200 "
Glass Mug	2 " "	- - -	90 "
Tea Caddy	1 " "	- - -	275 "

THE LAST TWO ASSORTED COLORS.

The ARCTIC BAKING POWDER has now stood the test for ten years with a steady increasing demand.

MANUFACTURED ONLY BY THE

ARCTIC MANUFACTURING CO.,

38 & 40 LOUIS STREET.

Grand Rapids, - Mich.



**RISING SUN
BUCKWHEAT.**

Guaranteed Absolutely Pure.

ORDERS FROM RETAIL TRADE SOLICITED.

NEWAYGO ROLLER MILLS,

Newaygo, - 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.

HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY,



Planers, Matchers, Moulders and all kinds of Wood-Working Machinery,

Saws, Belting and Oils.

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

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

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written Especially for THE TRADESMAN.

I am going to make the very safe, but not very brilliant, assertion that, if every dealer had all the business he could conveniently attend to and customers regarded themselves as being particularly favored in being allowed to purchase goods of their favorite traders, the prevalent propensity for cutting and slashing prices would practically disappear. I am going, moreover, to express the not very original, but I think unassailable, opinion that it is the scarcity of customers and the bargain-hunting characteristic of the average buyer that make the practice so universal and disastrous to the mercantile profession. And, in addition to these erudite and philosophical assertions and opinions, I am going, still farther, to allege that the evil is being continually augmented and rendered more incurable by the constant additions to the ranks of those who periodically "compromise" with their creditors for a nominal percentage of their indebtedness.

One of the easiest things imaginable is to point out and deplore evils, but one of the most difficult tasks that could be assigned one is the suggestion of radical remedies for their suppression and cure; and, in the case of the one in question, where no law is violated and precedent and custom are on the side of the offenders, it is doubtful whether the wisest individual that ever studied mercantile problems could suggest a reasonable method for mitigating the damages inflicted on trade.

But there is some consolation in grumbling and growling about what we can't help. There is, for instance, a certain way for collecting government revenues, connected with a certain federal statute for evolving millionaires, which I, from my particular stand-point, consider an outrage on the people at large. Now, this combination for public support and private emolument appears to be as fixed and unchangeable and as revered among a majority of our politicians as are the ten commandments among christian religionists, and I doubt whether an earnest petition of three-fourths of the tax-payers of America would secure anything more than a farcical introduction, farcical debate and pre-arranged slaughter of a reform measure; yet, notwithstanding my absolute disbelief in the efficacy of protests, myself and numberless others derive an immense amount of comfort, yearly, by indulging in verbal and written denunciations of the system. We thoroughly appreciate the fact that it doesn't have the remotest effect upon the gentlemen whom we biennially elect.

"To scatter plenty o'er a smiling land
And read their praises in a nation's eyes,"
but it keeps our disgust and indignation within bounds and acts as a sort of safety valve for our feelings. And, while we know that argument and appeal and protest and denunciation will be lost upon these dog-in-the-manger dealers, who refuse to extract a reasonable profit from trade themselves or allow their neighbors to do it, we are partly repaid for the injuries they inflict upon us by being allowed to exorcise them occasionally in the columns of the commercial press.

I have very little appreciation for the poet's declaration that "man wants but little here below"—my experience and observation have convinced me that, as a rule, he "wants the earth." Let, for instance, a young fellow with limited capital and no experience enter into trade as the competitor of an individual who has accumulated a reasonable amount of both, after long years of close economy and tread-mill industry. The beginner has, perhaps, the commendable qualities of energy and ambition, but he is deficient in patience, perseverance and prudence. If, after a short period, he does not succeed in rivaling his neighbor in his daily sales, he becomes discontented and envious and imagines it necessary to develop into a "scalper" to secure his share of the trade. And then it becomes only a question of his competitor's disposition whether he dissipates his little means in a very brief time, slowly fades out of business or, more happily, ultimately recovers from his imbecility. Or, perhaps (if he is a person of nerve and plausibility and has made a limited but comprehensive study of a popular modern mercantile speculation), he buys every dollar's worth of goods that he can possibly get credit for, and, after his assignee has made the usual compromise, he is in a situation to double-discount the manufacturer in the way of prices.

I am not one of those who believe that a certain schedule of prices can be hung up in every establishment and be reasonably and consistently adhered to in every case—I only claim that any business enterprise must, for the success of its proprietor, be so conducted that a certain average of profits will result from a certain average of sales. I would not like to be bound by severe pains and penalties from deviating in prices. If there is a liberal margin on a certain article, which I have no compunctions of conscience in pocketing in the case of a semi-yearly customer, I want to reserve the privilege of giving my friend and, perhaps, semi-weekly buyer, a little better terms. But, notwithstanding this, I wouldn't like to be labeled as a "scalper," for I am egotistical enough to believe that I infuse a little common sense into these transactions,

and am intolerant enough to believe that the "scalper" seldom uses common sense, even allowing that he possesses it.

From the multitudinous "One Price Only" signs that meet the gaze in nearly every locality, an uninformed person would naturally imagine that there was a large class of dealers to whom "cutting" was unknown, but I happen to know that in some of the establishments that conspicuously display this legend are some of the most reckless "scalpers" known to the trade. While ostensibly selling at the market price they have numerous ingenious devices for underbidding their competitors and gratifying the individual who never buys except when heavy discounts are conceded him. Old Isaac Levison's scheme was not a very brilliantly conceived one, but he illustrated, somewhat, the unyielding qualities of the class referred to when he remarked to a party whom he desired to secure as a customer: "Mine friend! Dot goat fits you like it was made for you in Paris, and I'd feel broud enough to see you wear dot goat on de streets to geef it to you! Dot mark was eight tollar, and you offer me six tollar and a halluf! Mine friend, I vas nefer known to defiate in brices! I vas One Brice Isaac, and my rebudation vas vort more als money! Vat? You von't geef anunder cent? Holt on, mine friend! I do up dot goat for eight tollar, and ven you findt mine bocket-book and a tollar and a halluf—vot I accidentally drop in de bagage—you forget all abowed who lost dot money!"

From my bucolic stand-point, I can't see any practical reason for the dealer's decorating his store with "No Credit!" "One Price Only!" "Goods Warranted as Represented!" "No Trouble to Show Goods!" and similar announcements. If he "means business," he can pursue his particular policy exactly as well without the signs, and if he doesn't they are continually testifying against him as a falsifier.

Notice of Dissolution.

Barstow & Jennings have this day dissolved partnership, Barstow assuming all liabilities and collecting all outstanding accounts, and will continue to conduct the business as C. Barstow at 237 East Bridge.

CABEL BARSTOW,
F. N. JENNINGS.

JAXON
Anti - Washboard
SOAP!

This soap may be used in ANY WAY and for ANY PURPOSE that any other is used, and will be found to excel all in cleansing qualities, but if you will

FOLLOW DIRECTIONS

which are plain and simple much rubbing, and consequently much labor and wear of clothes, will be saved.

The peculiar property possessed by our soap is that of loosening and separating the dirt without injuring the fabric, instead of eating up the dirt and thereby rotting the cloth.

Ask your wholesale grocer about our SPECIAL OFFER. It makes retail profit very satisfactory.

Central City Soap Co.,
JACKSON, MICH.



DETROIT SOAP CO.,
DETROIT, MICH.

Manufacturers of the following well-known Brands of

SOAPS

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

For Quotations address

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

SEEDS

FOR EVERYBODY.

For the Field or Garden.

If you want to buy

CLOVER OR
TIMOTHY SEED

Or any other kind, send to the

Seed Store,

71 CANAL ST.,

W. T. LAMOREAUX.

Grand Rapids, Mich.

BEGIN the MONTH

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.

EDMUND B. DIKEMAN
THE GREAT

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

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.

J. E. FELDNER & CO.,
CUSTOM SHIRT MAKERS,
AND DEALERS IN

Men's Furnishing Goods.
NO. 2 PEARL ST. - GRAND RAPIDS
Prompt Attention to Mail Orders. Telephone 591.

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.

C. G. BUNTING.

C. L. DAVIS.

BUNTING & DAVIS,

Commission Merchants.

Specialties: Apples and Potatoes in Car Lots.

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

SPRING & COMPANY,

JOBBER IN

DRY GOODS,

Hosiery, Carpets, Etc.

6 and 8 Monroe St., Grand Rapids.



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.

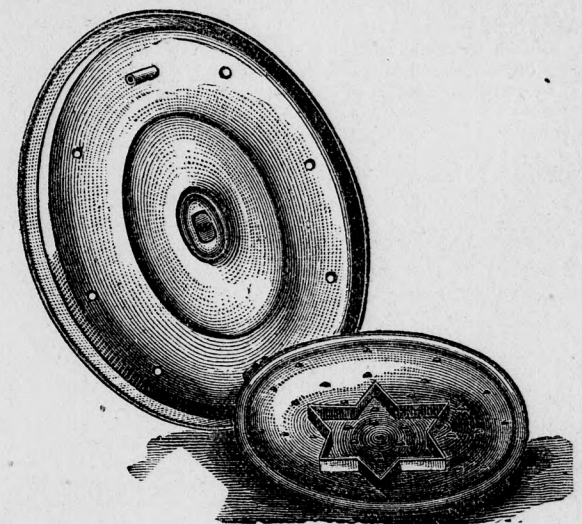
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ARTHUR MEIGS & CO.

Wholesale Grocers,

SOLE Agents,

77 to 83 SOUTH DIVISION STREET, GRAND RAPIDS.



BELL, CONRAD & CO.,

58 Michigan Ave., Chicago,

PROPRIETORS OF

Century Spice Mills,

IMPORTERS OF

TEAS, COFFEES & SPICES.

OWNERS OF THE FOLLOWING CELEBRATED BRANDS:

JAPAN TEA---"Red Dragon" Chop.

COFFEE---O. G. Plantation Java,

Imperial, Javoka, Banner, Mexican.

The Best Coffee on Earth. We Solicit Communications.

W. R. KEASEY, Traveling Representative.

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

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MOCHA, JAVA
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MOCHA, JAVA
AND RIO
COFFEE
WOOLSON SPICE CO.
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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.

PHILADELPHIA PA.

Drugs & Medicines

State Board of Pharmacy.
Six Years—Jacob J. Jackson, Muskegon.
Four Years—James Vernon, Detroit.
Three Years—O. C. Erickson, Ann Arbor.
Two Years—Geo. McDonald, Kalamazoo.
One Year—Geo. McDonald, Kalamazoo.
President—Geo. McDonald.
Secretary—Jacob J. Jackson.
Treasurer—Jacob J. Jackson.
Next Meeting—At Grand Rapids, March 7 and 8.

Michigan State Pharmaceutical Ass'n.
President—Arthur J. Bassett, Detroit.
First Vice-President—H. B. Fairchild, Petoskey.
Second Vice-President—H. B. Fairchild, Grand Rapids.
Third Vice-President—Henry Kephart, Berrien Springs.
Secretary—S. E. Parkill, Owosso.
Treasurer—Wm. Dupont, Detroit.
Executive Committee—Geo. Gundrum, Frank Ingels.
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 3, 1884.
President—H. E. Locher.
Vice-President—W. Hayward.
Secretary—Frank H. Scott.
Treasurer—Henry B. Fairchild.
Board of Censors—President, Vice-President and Secretary.

Board of Trustees—The President, John E. Peck, Geo. G. Steketee, A. F. Hazeltine and J. F. Wurzburg.
Hon. Isaac Watkins, Wm. White and Wm. C. Crouther.
Committee on Trade Matters—John E. Peck, H. B. Fairchild and Isaac Watkins.
Committee on Legislation—R. A. McWilliams, Theo. Kemm and W. H. Tibbs.
Committee on Pharmacy—W. L. White, A. C. Bauer and Isaac Watkins.
Regular Meetings—First Thursday evening in each month.
Annual Meeting—First Thursday evening in November.
Next Meeting—Thursday evening, February 2, at the Tradesman's office.

Detroit Pharmaceutical Society.
ORGANIZED OCTOBER, 1885.
President—Frank Ingels.
First Vice-President—W. R. Perry.
Second Vice-President—J. J. Crowley.
Secretary and Treasurer—A. L. LeFevre.
Assistant Secretary and Treasurer—A. L. Lee.
Annual Meeting—First Wednesday in June.
Regular Meetings—First Wednesday in each month.

Central Michigan Druggists' Association.
President, J. W. Dunlop; Secretary, R. M. Munsell.
Berrien County Pharmaceutical Society.
President, H. M. Deane; Secretary, A. H. Wobber.

Clinton County Druggists' Association.
President, A. O. Hunt; Secretary, A. S. Wallace.
Charlevoix County Pharmaceutical Society.
President, H. W. Willard; Secretary, Geo. W. Crouther.

Ionia County Pharmaceutical Society.
President, W. R. Cutler; Secretary, Geo. Gundrum.
Jackson County Pharmaceutical Ass'n.
President, C. B. Colwell; Secretary, C. E. Foot.

Kalamazoo County Pharmaceutical Association.
President, D. O. Roberts; Secretary, D. McDonald.
Mason County Pharmaceutical Society.
President, F. N. Latimer; Secretary, Wm. Heysett.

Mecosta County Pharmaceutical Society.
President, C. H. Wagner; Secretary, A. H. Wobber.
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. Koon; Secretary, Geo. L. LeFevre.

Newaygo County Pharmaceutical Society.
President, J. F. A. Baker; Secretary, A. E. Clark.
Ocean County Pharmaceutical Society.
President, F. W. Fincher; Secretary, Frank Cady.

Saginaw County Pharmaceutical Society.
President, Jay Smith; Secretary, D. E. Prall.
Tuscola County Pharmaceutical Society.
President, E. A. Ballard; Secretary, C. E. Stoddard.

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

Profits on Patent Medicines.
A Broadway druggist stated to a St. Louis Globe-Democrat reporter that many manufacturers of quack preparations actually set aside as much as 60 per cent. of their gross receipts for advertising purposes, the remaining 40 per cent. being sufficient to pay for the material used, the cost of bottling, labeling, placing and shipping, and leaving a handsome profit of at least 20 per cent. on the gross.

"Here, for instance," said the druggist, as he took from the show-case a handsome box containing a white powder, "here is a preparation that is advertised throughout the country as an immediate relief and sure cure in cases of ingrowing nails. The retail price of this box is \$1. I am forced to pay \$9.50 a dozen for it. Why? Because there is a demand for it. A man with an ingrowing nail reads every day in the newspapers of this cure, and comes in here and asks for it. If I haven't got it, he goes away under the impression that I keep a very poor store. Now, here is the same stuff in this bottle," he continued, taking from a shelf a large glass bottle. "I can sell you as much of this powder for 10 cents as that \$1 box holds, and still make 6 cents profit. But the man who comes in here would not take my word for it. He wants what he has read about."

"Look about you, and on my shelves I have over 500 preparations that sell for \$1. I can duplicate the contents of the best of them, and throw the bottle and label in, for 25 cents, and only make up one bottle. What an enormous profit, then, must a manufacturer who compounds his preparations by the hundred barrels daily make. I tell you it is the advertising that does it, and the people pay for it. You read about this or that man spending \$500,000 annually for advertising. He spends it, but the public pays him back every dollar of it, and really when he invests 60 per cent. of his gross receipts in advertising he is really doing a business of 75 per cent. profit on the cost of material and manufacture, and that certainly ought to satisfy any one. The money spent in advertising in the papers, on the walls, by circulars, almanacs, sample bottles, cards, plaques, photographs or other handsome souvenirs, is a dead safe investment."

The Drug Market.
Opium is easier, with good demand. Quinine is inactive, but has advanced in Europe. Balsam copaiba continues scarce and has again advanced. Juniper berries are also in small stock and higher. Manufacturers have again advanced gum camphor and it is tending higher. Quicksilver is moving up. Chloroform has advanced 10c. Linseed oil is higher. White Lead is unsettled. Higher prices are looked for later on, but at present corrodors are unable to agree. Canary seed is tending higher. The whisky trade has been formed and advanced alcohol 10c. Turpentine has declined.

The Druggists' Cases.
From the Muskegon News.
The Supreme Court did not, it seems, take much stock in the petition presented to it from this city relative to the druggists' cases. The cases went up on a petition for a writ of mandamus compelling the Circuit Court Judge to reconsider his decision on the motion to quash, and to compel him to dismiss the suits. The supreme bench did not see fit to disturb the decision below, and the cases will be tried here in the February term of court.

State Board of Pharmacy.
All the members of the State Board of Pharmacy met at Owosso last Tuesday to prepare a new set of examination questions and transact other necessary business.

The New York Board of Health is requiring retail druggists to use pure water in filling prescriptions, and agents of the Board are sent around to see that this order is complied with.

The Position of Ergot.

The sudden rise in the price of ergot and the firmness with which the advance is maintained has surprised many in the trade, as they had been led to suppose that the attempt made to corner the market last fall had been abandoned as impractical. Recent developments go to show that the chief purpose of the chief operators better to have this idea prevail than that the real facts should be known. When the upward movement in values started last fall the cause assigned for it was an almost total failure of the crop in Germany, Russia and Spain coupled with short supplies in all the markets of the world. The rise was very sudden, and considerable proportions but before it had become permanent, the frequent offerings of small lots from unexpected quarters caused a reaction, the large holders turning about and depressing the market with the intention of worrying out the smaller fry. While the speculators were sending broadcast reports of a dull and depressed market, and stocks was apparently being offered freely, at twenty-cent a half to thirty-cent and a half cents, they were really buying up anything they could find, paying in some instances more than the current market rates, but meanwhile keeping a tight hold upon the stock previously accumulated.

The events of the past two weeks indicate that by the tactics referred to, the principal operators have secured control of the market. Many are still inclined to view the situation as the result of purely speculative manipulation, but there are evidences of natural strength, which cannot well be denied, unless the facts have been greatly distorted in the interest of the chief holders of the drug. According to apparently well-authenticated reports from the sources of supply, the position of ergot is stronger to-day than it has been at any time since 1875, when, under similar circumstances, the price advanced to two dollars a pound. The stock in the European markets is said to be very light, and this seems to be verified by the receipts of the drug in this market during November and December. In those two months we usually receive from a third to a half of the total annual import of the new crop, while this season the imports during November and December, were less than twenty thousand pounds; and of this quantity nine thousand pounds were exported, a circumstance without parallel in the history of the trade in ergot. The stocks here, although not so light as in 1875, are smaller than they were in 1870, when ergot sold regularly at ninety cents to a dollar. These facts are cited by holders to show that, although prices are now considered high, there is still room for a considerable improvement and that unless unforeseen circumstances arise, the prospects are the prices ruling in 1870 will be reached with possibly an advance to the figures at which the drug sold in 1875.

At the present time the demand for ergot is very light, but it is generally believed that the stock in consumers' hands is about exhausted and that while they appear to have no confidence in the upward movement of prices, they will soon be compelled to come into the market. As an indication of the views of foreign holders it is stated that a lot of four thousand pounds was recently offered from Spain at two shillings and six pence, but by the time it reached London, the holder had raised his limit to two shillings and nine pence. Operators on the other side profess to be at loss to know where the stock is to come from to supply the market until September 1st, when some idea may be formed as to the extent of the next crop. Unless reports regarding the crop of 1887 have been greatly exaggerated there is good reason to expect that the advance in ergot will not stop here.

The Outlook.
There is a general feeling of confidence in the substantial condition of financial, country, and even the tariff legislation of Congress will not materially disturb the progress of prosperity that the new year promises to develop. It may unsettle and disturb certain industries that will be affected, but the general trade of the country will be become adjusted to the changes without serious friction.

ACME

White Lead & Color Works,
DETROIT.

Manufacturers of the Celebrated
ACME PREPARED PAINTS.

Which for
DURABILITY,
ELASTICITY,
BEAUTY and
ECONOMY
Are absolutely unsurpassed.

F. J. WURZBURG,

Wholesale Agent,
Grand Rapids, Mich.

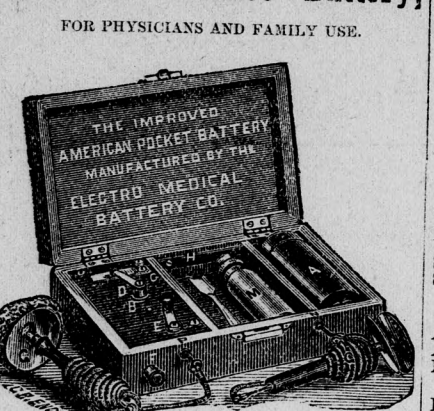
GENUINE K. of L. CIGARS.

The product of Organized, Working Cigar-makers. Established Sept. 1, 1886, on the Co-operative plan by members of L. A. 6374, K. of L. Smokers and Friends of Labor, Attention! If you are opposed to filthy, tenement-house factories, the servile labor of coolies, the contracts for convict labor, give our Cigars a trial.
If you are in favor of shorter hours of labor, the Saturday half-holiday, and last, but not least, the payment of higher and living wages in solid cash, give our Cigars a trial and accord them your most liberal patronage. The yellowed and worn 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. KRUM & CO.,
Wernersville, Berks Co., Pennsylvania.

TIME TABLES.

Grand Rapids & Indiana.			
All Trains daily except Sunday.			
GOING NORTH.			
Traverse City & Mackinaw Ex.	9:05 a.m.	Leaves	9:05 a.m.
Traverse City & Mackinaw Ex.	11:30 a.m.	Arrives	11:30 a.m.
Traverse City & Mackinaw Ex.	7:30 p.m.	Leaves	7:30 p.m.
Cadillac Express.	3:40 p.m.	Arrives	3:40 p.m.
Saginaw Express.	11:30 a.m.	Leaves	11:30 a.m.
Saginaw Express.	4:10 p.m.	Arrives	4:10 p.m.
GOING SOUTH.			
Saginaw express runs through solid.			
11:30 a.m. train has chair car to Traverse City and Mackinaw.			
10:40 p.m. train has sleeping cars for Traverse City, Petoskey and Mackinaw City.			
Cincinnati Express.			
Fort Wayne Express.	7:15 a.m.	Leaves	7:15 a.m.
Cincinnati Express.	4:40 p.m.	Arrives	4:40 p.m.
Traverse City & Mackinaw Ex.	10:30 p.m.	Leaves	10:30 p.m.
7:15 a.m. train has parlor chair car for Cincinnati.			
5:30 p.m. train has Woodruff sleeper for Cincinnati.			
5:00 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 a.m.			

THE IMPROVED American Pocket Battery.



Points of Superiority: Portability, Power, Durability, Compactness, Strength of Current, Patent Hard Rubber Revolving Coil, 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.



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

COLGAN'S TAFFY TOLU.
Specially Designed for a Herbarium.

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

COLGAN'S TAFFY TOLU is the original trade-mark of a gum which has set the world a-chewing. It sells rapidly, pays well, and always gives satisfaction. Supplied by all jobbers, packed in above style, at \$3 per dozen. Size, 8 1/2 x 4 1/2 x 1 1/2 inches.

COLGAN & McAFEE, Louisville, Ky.

Originators and Sole Proprietors.

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

FOR SALE!

A drug stock in the lively and booming town of St. Ignace. Population 3,000. Apply to J. H. Thompson & Co., Detroit, Michigan.

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

WHOLESALE PRICE CURRENT.

Advanced—Alcohol, chloroform, rum, camphor, balsam copaiba, insect oil, juniper berries.	
Declined—Opium, white seed, turpentine.	
ACIDUM.	
Aceticum	82 10
Benzoinum, German	80 10
Carbolicum	80 10
Citricum	60 10
Hydrochloric	32 5
Nitricum	102 12
Oxalicum	112 12
Salicylicum	1 70 10
Tannicum	1 00 10
Tartaricum	50 10
AMMONIA.	
Aqua, 16 deg.	32 5
Ammonia	42 5
Carbonas	42 5
Chloridum	12 14
BACCAR.	
Cubebae (po. 16)	1 75 10
Juniperus	102 12
Xanthoxylum	25 10
BALSAMUM.	
Copaiba	60 10
Pert.	150 10
Terabinth.	50 10
Tolutan	45 10
CORTEX.	
Abies, Canadian	18 10
Cassia	18 10
Cinchona Flava	18 10
Cinchona atropur.	30 10
Myrica Cerifera, po.	12 10
Prunus Virgin.	12 10
Quillaja, gr.	12 10
Sassafras	12 10
Ulmus	12 10
Ulmus (po. Ground 12)	10 10
EXTRACTUM.	
Glyceria Glabra	34 10
Haematox.	15 10
" 15 b. boxes	15 10
" 15	15 10
" 15	15 10
" 15	15 10
FERRUM.	
Carbonate Precip.	15 10
Citrate and Quina	23 10
Citrate Soluble	23 10
Ferrocyanide Sol.	23 10
Trichloride	15 10
Sulphate, com'l (dbl. 85)	15 10
" pure	2 10
FLORA.	
Arnica	120 14
Castor	45 10
Matricaria	30 10
FOLIA.	
Barosma	102 12
Cassia Aconitifol.	20 10
" Tinnivelly	20 10
Salvia officinalis, 1/2 and 1/4	102 12
Ura Ursi	82 10
GUMMI.	
Acecia, 1st picked	21 10
" 2nd	21 10
" 3rd	21 10
" Sifted sorts	21 10
Aloe, Barb. (po. 60)	50 10
" Cape (po. 60)	50 10
" Socotrine (po. 60)	50 10
Ammonia	25 10
Assafoetida (po. 30)	50 10
Benzoinum, com'l (dbl. 85)	50 10
Camphora	50 10
Catechu, 1/2, 1/4, 1/8, 1/16	13 10
Galbanum	35 10
Gamboge, po.	75 10
Guaiaecum (po. 45)	25 10
Kino (po. 30)	25 10
Mastic	25 10
Myrrh (po. 45)	40 10
Opul. (po. 15)	40 10
Shellac	40 10
" bleached	40 10
Trazaeanth	35 10
HERBA—In ounce packages.	
Absinthium	25 10
Eupatorium	25 10
Lobelia	25 10
Majorana	25 10
Mentha Piper.	30 10
" Vir.	30 10
Rue	30 10
Tanacetum	25 10
Thymus	25 10
MAGNESIA.	
Calcined, Pat.	55 10
Carbonate, K. & M.	25 10
Carbonate, Jennings	35 10
OLEUM.	
Amygdalae, Duc.	5 00 10
Amygdalae, Amarae	7 25 10
Anisi	1 00 10
Aurant. Com.	2 10 10
Bergamul.	2 75 10
Caliputi	90 10
Caryophylli	22 10
Cedari	25 10
Chenopodii	1 15 10
Cinnamomi	9 00 10
Citronellae	35 10
Conium Mac.	35 10
Copala	90 10
Exechthitae	14 10 10
Geranium	2 25 10
Juniperi	1 20 10
Gaultheria	2 25 10
Gossipi, Sem. gal.	5 10 10
Hellebori	75 10
Lavendula	50 10
Limons	1 75 10
Mentha Piper.	2 25 10
Morruhae, gal.	3 00 10
Myrcia	50 10
Picea Liquida, (gal. 35)	1 00 10
Ricini	1 15 10
Rosmarini	75 10
Roseae	40 10
Succini	40 10
Sabina	90 10
Sassafras	3 00 10
Sinapi, ess.	5 10 10
Tigli	61 10
Thyme	40 10
" opt.	40 10
Theobromas	15 10
POTASSIUM.	
Bichromate	13 10
Bromide	42 10
Chlorate, (Po. 20)	12 10
Iodide	3 10 10
Prussiate	25 10

RADIX.

RADIX.	
Althaea	
Anchusa	
Arum, po.	
Calamus	
Gentiana, (po. 15)	
Glycyrrhiza, (pv. 15)	
Hydrastis Canadensis, (po. 45)	
Melochina, Alba, po.	
Opuntia, 1/2	
Infusa, po.	
Jalapae, pr.	
Maranta, 1/2	
Podophyllum, po.	
Rhei	
" cut	
" pv	
Spigelia	
Sanguinaria, (po. 25)	
Serpentaria.	
Senega	
Smilax, Officialis, H.	
Scilla, (po. 35)	
Symplocarpus, Foetidus, po.	
Valeriana, English, (po. 30)	
" German.	
SEMIN.	
Anisum, (po. 20)	
Bird, is. (graveolens)	
Cardamom	
Cardamum	
Cannabis Sativa.	
Cnidium	
Chenopodium	
Dipteris Odorata	
Foeniculum	
Foenugreek, po.	
Lini, gr. (dbl. 3)	
Phalaris Canarian	
Sinapis, Alba	
" Nigra.	
SPIRITUS.	
Frustrum, W. D. & Co.	
Frustrum, D. F. R.	
Frustrum, O. T.	
Juniperis Com.	
Saccharum N. E.	
Spt. Vini Galli.	
Vini Operti.	
Vini Alba.	
SPONGES.	
Florida sheeps' wool, carriage.	2 25
Nassau do	
Velvet Ext do do	
Yarrow Ye do do	
Grass do do	
Hard for slate use.	
Yellow Reef, do	
MISCELLANEOUS.	
Ether, Spts Nitros, 3 F.	
Alumen	
Alumen, ground, (po. 7).	
Annatto	
Antimony, po.	
Antimony et Potass Tart.	
Argent Nitrat, 3 F.	
Arsenicum.	
Balm Gilead Bud.	
Bismuth S. N. 18.	2
Calcium Chlor. 18, 1/2, 1/4, 1/8.	
Cantharides Russian, po.	
Capsici Fructus, af.	
" Canadensis, Fructus, 3.	
Capsici Fructus, 3.	
Carophyllus, (po. 25)	
Cassia, No. 40.	
China Alba, S. & F. F.	
China Flava.	
Coccus	
Cassia Fructus	
Cantharides	
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The Michigan Tradesman.

The Fatalist's Belief.

"O God, have mercy," a mother cried,
As she lowly knelt at the cradle side
"O God, have mercy and hear my prayer,
And take my babe in Thy tender care.
The Angel of Death is in the room
And is calling loud for my babe to come.
Thou—Thou alone hast power to save,
O God, have mercy, 'tis all I crave.
A tiny grave—neath the willow's shade,
Telling the answer the merciful made.

"O Father in Heaven, protect my boy
From the wiles of sin, from Death's decoy,
From every temptation in life's dark sea,
Guard him and keep him pure for Thee."
So a mother prayed, as her darling one
Went forth to battle the world alone,
Alone save the blessing his mother gave,
And that prayer to God to keep and to save.
A murderer's gibet, high in air,
Thus answering the mother's prayer.

A father and mother knelt them down,
Together before the Eternal One,
And with trusting hearts, implored that
Heaven
Would guard the flower its grace had
given,
Would keep their blossoming daughter
pure,
And guard her eye from the tempter's lure,
From every temptation would keep her
free
As the lilies that bloom in eternity.
A self-stain lost one—seduced—betrayed—
Was the only answer Heaven made.

A beautiful maiden knelt to pray
For the life of a loved one far away,
Away in the fields where life and death
Hang poised in the scales that tip with a
breath.

"O Father in Heaven, protect the heart
Of him I love from the foe's hand's dart,
When the death bolts rain on the charging
field
Be Thou his strength and guard and
shield."

A mangled corpse and a soldier's grave,
Was the answer the Merciful gave.

'Twas midnight—on the ocean's crest,
The waves rolled high in wild unrest,
A stately barque was dashing on
Toward a breaker's crest with her rudder
gone.

Around the capstan, in wild despair,
The crew had gathered and joined in
prayer.

To Him, who only had power to save
To deliver them from a watery grave.
A crash! and a gulfing wave alone,
Was the answer of the Omnipotent One.

At noon of night in the city's heart,
When slumber reigned o'er home and
mart,

The fire-bell broke from his secret place
And wrapped all things in his fierce em-
brace.

O! then how many a frenzied prayer
To heaven for safety rent the air,
For homes, for lives, for loves, and then—
The flames that crisped them sneered
amen.

Homes, friends and loved ones crisp and
charred

Told how Heaven the prayer had heard,
From the earliest dawn of nature's birth,
Since sorrow and sin first darkened the
earth.

From sun to sun, from pole to pole,
Where ere the waves of humanity roll
The breezy robe this planet wears,
Has quivered and echoed with countless
prayers.

Each hour a million knees are bent,
A million prayers to heaven are sent.
There's not a breeze that murmurs by,
But wafts some faithful prayer on high.

There's not a summer's beam but sees
Some humble suppliant on his knees.
There's not a waftlet's race,
But some one bears to the throne of grace,
And for every temptation our souls may
meet.

We ask for grace at the mercy seat.

The beams smile on, and heaven serene
Still bends as though no prayers had been
The breezes moan as still they wave
When man is powerless heaven cannot
save.

Square Talk to One's Patrons.

A Dushville patron of THE TRADESMAN
thus appeals to the local pride of his cus-
tomers in a bid for their patronage:

We have done business among you for
over eight years, and expect to stay to the
end of the chapter. We have grown old
and worked for your interest as well as our
own. For every dollar we have been bene-
fitted, Fremont township has been benefitted
ten. We have experienced the usual vicissitudes
of our class, which none so well
know as merchants themselves. We have
encountered financial cyclones, fierce
and violent, which caused our financial
timbers to bend and strain and crack and
squeal, placing us in momentary expecta-
tion of seeing our financial fabric collapse
with violent impetuosity. But the tim-
bers were good, and the calm which natu-
rally succeeds a storm came. But with tim-
bers tested and found good and sound—too
sound to break—we still wave, and expect
long to do so. Also, by a streak of good
luck which happened to us, we are to-day in
better shape than ever before to do a busi-
ness safe to ourselves and profitable to our
patrons. Hence we are determined to give
our patrons the advantage of low prices
without the alluring baits of our larger
neighboring towns. We have never credit-
ed much and never shall, fully convinced
that "tick" is damaging to both buyer and
seller.

Call on us and see if to patronize your
own town will not be as profitable as to pa-
tronize distant towns who want nothing but
your money.

Turkey is taking steps to prevent the con-
version of Moslems to Christianity by the
agency of schools. For the future, the
schools established by foreigners of any
kind must have a special permission to
teach, and this permission is to be granted
only on condition that religion shall not be
taught. This is not so much a new law, as
an administrative announcement of the in-
tention to enforce the old law. The unal-
terable and traditional code, which binds
every Moslem country equally and absolute-
ly, requires the government to do every-
thing that is needed to prevent the conver-
sion of Moslems to any other faith and to
punish both missionary and convert when
the precautions taken have proved un-
availing. A Moslem government is toler-
ant of such conversion only when it is al-
together unfaithful to the principles of its
religion. It cannot take an attitude of
secular indifference to such matters, be-
cause it is at once both Church and State in
indissoluble union. Missionary operations
have been tolerated only through the remis-
sion of officials, and this new order, prob-
ably, will check that remission for a time.

Early Closing at Whitehall.

From the Whitehall Forum.
The business men of Whitehall have been
gradually coming to the early hour
closing idea for the winter season. Nearly
all the stores are now closed at 7 o'clock or
a little after. The plan results in no pecu-
niary loss and the business men are given the
best evenings at home.

CARY & LOVERIDGE,

L. M. CARY.

L. L. LOVERIDGE.

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Combination and Time Locks,

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WIGWAM SLIPPERS.



Send Your Spring Orders to MAYHEW.

Men's "with soles" 10 00 Youth's and Misses "with soles" 7 00
" " " " 11 25 " " " " 8 00
Boys and women's "with soles" 8 50 Children's "with soles" 6 00
" " " " 9 75 " " " " 6 75

Woonsocket and Wales-Goodyear Rubbers, Boston Knit and Wool Boots.
Rhode Island Lumbermen's Heel and Strap, F. 35c net. Ditto no Heel and Strap, F. 70c net.

G. R. MAYHEW, Grand Rapids.

P. STEKETEE & SONS,

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GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers

American and Stark A Bags

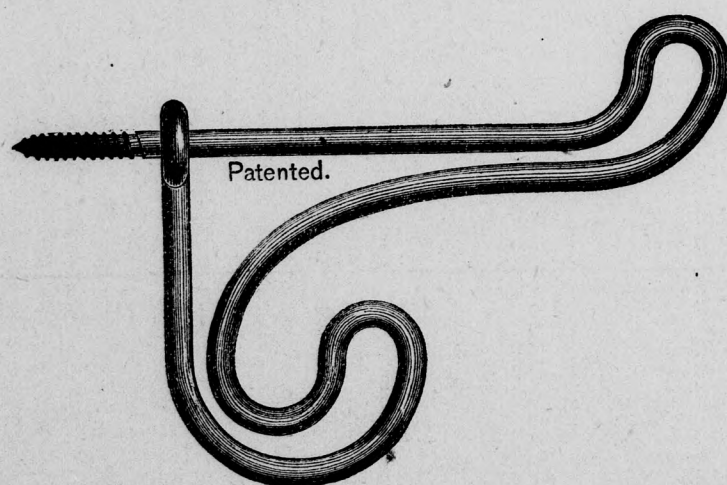
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50 Walnut Finish List - - - - \$1.90 Gr
50 Tinned " - - - - \$2.20 "
60 Walnut " - - - - \$2.15 "
70 " " - - - - \$2.55 "
Write for discounts.

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Which are now arriving.

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Regarding the prospects, opportunities and advantageous situation of

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As a site for a manufacturing town.

FREE SITES

Will be given you, whether you be of large or small capac-
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of deep water on Lake Michigan, offers unparalleled induce-
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Kingsford's Oswego CORN STARCH for Puddings,
Custards, Blanc-Mange, etc.

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WILL PLEASE YOU EVERY TIME!

ALWAYS ASK YOUR GROCER FOR THESE GOODS.

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