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OUR SPECIALTIES: Buckwheat Flour, Rye Flour, Granulated Meal, Bolted Meal, Coarse Meal, Bran, Ships, Middlings, Screenings, Corn, Oats, Feed.

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ENGRAVERS and PRINTERS

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Combines the Advantages of a

Pass Book and the Coupon System.

PRICE LIST.

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can be sent by postal note or postoffice or express order.

E. A. STOWE & BRO.

Grand Rapids, Mich.

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For the Field or Garden.

Seed Store.

71 CANAL ST.,

Garden and Field Seeds

REPRESENTING

JAMES VICK, SEEDSMAN OF 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, Seedsman, we can save you money as our goods come in large quantities, thus saving you express charges.

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Alfred J. Brown, Seedsman

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'Complete Business Record, A New Account Book For Grocers and General Dealers.

This book has Printed Heading's 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.,

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Overalls, Pants, Etc., OUR OWN MAKE.

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OUR OWN IMPORTATION. aspection Solicited. Chicago and Detroit Prices Guaranteed

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HOLLAND,

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Grand Rapids, Mich.

GEO. C. PIERCE, Vice President. H. P. BAKER, Cashier

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

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This Cigar we positively guarantee 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 or ders filled on 60 days approval.

Price \$35 per 1,000 in any quantities. Express prepaid on orders of 500 and more. Handsome advertising matter goes with first order. Secure this Cigar and increase your Cigar Trade. It is sure to do it.

GEO. T. WARREN & CO. Flint, Mich.

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Mill and Dump Carts,
Lumbermen's and
River Tools.

We carry a large stock of material, and have
my facility for making first class Wagon

tion given to Repair S. S. Good Rolls, 184

PRODUCE!

We should be pleased to open correspondence with anyone having APPLES, POTATOES, ONIONS, BEANS, DRIED FRUITS and other Country Produce to of-fer. CAR LOTS A SPECIALTY. Consignments will receive our best attention.
We are willing at all times to make liberal advances when drafts are drawn with bill lading attached. Goods sold on arriv-al or held as per request of shipper.

S. T. FISH & Co., 189 So. Water St., Chicago, Ill. REFERENCE-First National Bank, or any Wholesal

WANTED.

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,

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BEST IN THE WORLD.

POTATOES.

and ONIONS in car lots. We offer best facilities and watchful attention. Consignments respectfully solicited. Liberal cash advances on Car Lots when desired.

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FELSENTHAL, GROSS & MILLER, Bankers,

HEXTER & FRIEDMAN. Manufacturers of

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Alfred J. Brown, Seedsman. 16 and 18 No. Division St., Grand Rapids.



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A FULL LINE OF

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AT JOBBING PRICES. Drop Card for Price List.

76 So. Division Street, GRAND BAPIDS, Mich.

AINSWORTH

PRIDE vs. POVERTY. en Especially for THE TRADESMAN.

At the close of the rebellion, in 1865, John Hill was honorably discharged from the service. For four years and a half had he suffered the privations and terrors of camp, march and battle. Enlisting as a private in a volunteer regiment from Michigan, his bravery and fearlessness in battle had poral of the guard to the dignity of major, she work until midnight mending and darn- all, and the guests soon dispersed. and nobly had he won his honors.

Great were the influences brought to bear on him to adopt the profession of soldier for his life work and enlist in the regular commander, General Burton, who had lost ed countenance surprised and frightened army at the close of the war. Emoluments sight of him since the war, came to spend a his wife. of all descriptions were offered him, but a few weeks at the summer resort near which steady refusal of the proffered glories was the Hills resided. Walking, one morning, Butter, Eggs, Wool, Potasignificant of the profiled glotles was
given to all entreaties, and to the general of
his division, who urged him most strongly,
he said: "General Burton, when I joined
my company up in Michigan, I did it, not
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my co given to all entreaties, and to the general of near the shore of Lake Michigan, in a dismy company up in Michigan, I did it, not and, with a feeling of shame, tried to avoid through much more rather than see my for personal glory and honor, but for that of him. But the quick eye of General Burton children go hungry." the dear old flag and the preservation of the was not to be eluded, and, intercepting him Union. Now that peace is once more re- with an outstretched hand, he exclaimed, stored to our land, I am satisfied to retire to "What, Hill, is this you? It seems an age resolutely, his mind troubled him. How private life, conscious of the fact that what since I saw you last. Living near here, are could be present himself? In what way dignities have been conferred upon me have you?" been honestly won by service in my country's cause. If ever there should another such motive arise for bloodshed, which heaven grant there may not, you will assur- And how are the wife and babies? Tell edly find me in the ranks; but, until then, Mrs. Hill I shall call on her soon. I've got commenced to speak.

I shall be a private citizen." Numerous were the surmises by his broth- of one of its best officers." er officers as to the reason for Hill's deci- Poor Hill's look of confusion, as he mension, and Captain Dilman came very near to tally pictured the General surprising his be, I feel that I owe it to you to make it." it when he remarked that he would "bet a wife in the midst of her domestic duties, The General tried to speak, but Hill went pound of navy that Hill had a loadstone rather surprised the veteran, but its true on. "My misery is at its height. My wife drawing him home, in the shape of the cause did not occur to him. He had a great and children are actually starving! I can bright eyes of some Wolverine damsel, or regard for Hill, considering him one of his not describe my feelings yesterday, when I he'd never give up such a chance to become best and bravest officers, and was sincerely sat at your luxurious table. I thought of a brigadier-general."

With a few hundred dollars in his pocket, a most brilliant record and the hearty wish- Hill became once more himself as they my pocket when no one was looking, I es of his comrades for his well-being, Hill fought over old battles together, the Generreturned to his native place and embarked his little capital in a small store. Prospering fairly well, at the end of a year he mar-We give prompt personal attention to the sale of POTATOES, APPLES, BEANS plighted his troth while on leave of absence, when wounded at the Battle of the Wilder-

Had Major Hill been content to make money slowly and more surely, this narrative need never have been written, But stowed away somewhere in his mind was a volcano of speculation, ready to burst into eruption at the slightest chance, and the opportunity was not wanting to indulge this sion. gambling propensity.

About two years after his marriage, a man whom we will name Smith, who had been in Hill's company, and whose plausible a splendid banquet. After dinner, the conmanners and appearance completely imposed | versation happened to turn on the great imon the frank, unsuspecting merchant, pro- provements in manufactures and the arts, posed to Hill a plan for insuring, as he rep- and comparisons were drawn between tal-☐ To hear Smith descant on the wonderful of peculiar construction, containing a comvirtues and money-making qualities of the plete time-piece in place of the usual setwindmill, one would be disposed to take ting. The General, who was a widower, him for a lineal descendent of Don Quixote, had purchased it at an expense of nearly and a witness of that chivalrous gentleman's \$1,000, as a birthday gift to his only child, famous combat. Smith candidly confessed, a daughter, then at school in the southern however, that he could not raise the "wind" necessary to set the mill in motion, and he him to sell his store and invest the proceeds adjourned to the parlor to smoke.

in this airy venture. The mill was a decided failure. There was always something wrong with it, and it, supposing it had been left on the table. those who were foolish enough to ornament In a short time the messenger returned, their farms and homes with it, took especial pains to enlighten their more ignorant

neighbors as to its utter uselessness. The sale and manufacture of the mill were carried on by Mr. Smith in a neighboring city, pending the closing up of Hill's affairs and removal. For some time the accounts of the business transmitted to Major Hill were most satisfactory, and he thought himself about to realize the splendid fortune depicted in the prognostications of Smith. that it may have dropped upon the floor, But at length he began to feel worried at the non-arrival of the cent per cent. profits which had been promised, but Smith, til the ring is found!" exclaimed a hot-head-But at length he began to feel worried at and will be stepped on and ruined."

like the churchmen of old, "To a long payment stretched the crafty bill, And drew upon futurity,"

and the letters suddenly ceasing, Hill determined to go and inspect operations. He for a party at the hotel that evening. "I found the factory closed, stock all gone as well as Smith, and Hill returned to his family a ruined man.

set resolutely to work to support his family, search. to which the years had added two beautiful pours," and Hill, in the heighth of his fill-luck, had a fall on a slippery walk and broke his arm. This laid him up for weeks, and "Now for it, Hill," cried one of the guests, the family were reduced to the verge of as the servant approached.

Starvation. His wife did all in her power Hill crossed his arms on his breast and

ascertaining the straits to which they were myself." reduced. Their home was always clean and

clothing, always appeared respectable. It was Mrs. Hill's pride, when her husing, that he might appear as usual among his neighbors.

since the war?"

"Well, Hill, I am very glad to see a bone to pick with her for robbing the army

pleased at meeting him. So, at the end of my family-starving at home-and I took a ten minutes' conversation, during which some food from the table and placed it in al invited him to dine with him, saying that that food found in my pocket and exposed he intended having a few friends present, to the view of your guests would have been which would give Hill an opportunity of worse than the ring itself. Now, General, renewing old friendships and forming new you know all, and but for fear of my being

acquaintances. At first, Hill refused, but General Burton | would never have been known." would not take no for an answer, and Hill, really having no good reason for not-going, gize to you, for look here-" and he pro-

finally accepted the invitation. Having taken leave of the General, Hill returned home and told his wife of his in-

Next day, in due time, he arrived at the large jobbing house, procured for him by cottage of the General and received a cor- his warm friend, General Burton. dial welcome. A dozen guests sat down to MYRON H. WALKER, SERIOS are taken great shape of a patent wind-mill, destined to business was mentioned and, for illustra- yard, busily engaged in stirring a boiling, revolutionize the motive revo volutionize the motive power of the world. tion, the General sent a servant for a ring bubbling mass, in a large black kettle. He stated his business and she said:

part of the State. The trinket passed from hand to hand, at length succeeded in inveigling the un- and was greatly admired by the guests, and

> After sitting awhile, the General thought of the ring, and sent to the dining room for it, supposing it had been left on the table.
>
> In a short time the messenger returned. General, somewhat anxious for its safety, might say. Tell the jedge I'll come to-mor-went himself and searched, but without row, if we don't butcher our peegs then; an' went himself and searched, but without

"Perhaps some of the gentlemen may have carried it by mistake into the parlor," suggested the servant.

Another search, and all joined in it, but with no more success than before. "All I am afraid," said the General, "is it comes that? Law's law and soap's soap. Let the jedge 'tend to his law, an' I'll 'tend

d young fellow, with an ominous emphasis.

"We may be quartered upon the General or an indefinite period, then," laughingly begreed another who had on a concern the sure as—"

"Bah! I know all 'bout the law, an' ed young fellow, with an ominous emphasis. for an indefinite period, then," laughingly observed another, who had an engagement there aint anything in it, nor in the Com

suggest that we all submit to a search." The General at first objected to this very inhospitable proceeding, but the company, But strength is often found in the depths in a spirit of fun, ordered the waiter, who of adversity, courage in despair, and Hill was still in the room, to commence the

One after another emptied his pockets children. Luckily, Hill was not in debt, laughingly, and there remained only Hill and for a time he managed to make both and the General to pass through the ordeal. ends meet. But sickness came, and, as in As the servant approached Hill, a sudden all misfortunes, it "never rains but it paleness passed over his face, while he mut-

to add her mite to their support, but the cares of a young family and nursing her helpless husband hindered her so much that she was able to contribute but little. Not-

which the General broke by saying: "Mamanaged to preserve a decent appearance jor Hill is right; this nonsense has gone far and to prevent even their neighbors from enough. I claim exemption for him and

Hill, trembling and hardly able to stand, neat, and the children, in spite of scanty took an early opportunity for withdrawing. General Burton made not the slightest reference to his early departure, and the band got able to go out, to keep his ward- guests, through politeness, imitated his rewon him premotion, step by step, from cor- robe in a presentable shape, and often did serve. But the episode cast a gloom over

Major Hill spent some time walking nervously up and down the shore of the lake About this time, it so chanced that his old before he went home. His pale and agitat-

"What has happened?" cried she. "Nothing," he replied, throwing himself into a chair and laying a small package on

Early the next morning Hill went to General Burton's cottage. Although he walked would he be received? Would the General "Yes, General; I have been living here see him? Yes. He is ushered into his presence and greeted by a warm hand-clasp

from that gentleman. Without daring to raise his eyes, Hill

"General Burton, you thought my conduct very strange last evening; and, painful and humiliating as the explanation will

would not submit to the search, for to have suspected by you of a crime, my distress

"My dear Hill, it is I who should apoloduced the ring from his pocket, where he

had discovered it on retiring for the night. It is needless to say that Hill was pleased tended visit, who immediately proceeded to to be so fully exonerated, and to this unforfix up his well-worn wardrobe for the occa- tunate dinner he owed the remunerative and responsible position of book-keeper for a

RELLUF.

Soap vs. Law. A Missouri constable rode out to a farm near St. Joe, armed with a subpœna for a resented it, a large and rapidly-increasing ent of the different countries of the world in woman who was wanted as a witness in a fortune. This gold-mine was to be in the this direction. Among others, the jewelry case in court. He found her in her back

> "What's the hurry?" "Why, court's in session, and the case is now on trial. They want you by noon." "Well, I ain't going. You think I'm go-ing off an' leave this hull kittle o' saft soap

"I can't go to-day."

"But you must.

to spile, just to please your old court? No, sirree!"
"Why, my dear madam, you must. You wary major into his scheme, and pursuaded then the conversation changed, while they really don't seem to understand—"

then the conversation changed, while they really don't seem to understand—"

'I understand that I've got a big kittle o'

> that'd fine a woman for not leavin' her soapsaying he could not find the ring. The bilin' when it was at a critical p'int, as one

> > if we do, I'll come some day next week."
> > "But, I tell you, that won't do. You "Lookee, young man, you think I'm a fool? I reckon you never made any soap, did you? If you had, you'd know that—"
> > "What does the jedge care about your soap?"
> > "Well, what do I care 'bout the jedge, if

tution of the United States, nor in the Declaration of Injeependence, nor in nothin else, that says a woman's got to leave a kit-tle o' half-cooked soap, and go off to court when she ain't a-mind to. I guess I know a little law myself."

PERFECTION SCALE



DOES NOT REQUIRE DOWN WEIGHT Will Soon Save its Cost on any Counter.

scriptions to this paper are not discontinued at a piration, unless so ordered by the subscriber.
Intered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, FEBRUARY 15, 1888.

IMPROVING THE PRESENT SYS

THE TRADESMAN offers the following endment to the present collection system of the B. M. A., for consideration between now and the next State meeting: That all accounts not collected through the medium of the Blue Letter be turned over to the Association with the understanding that in the event of collection-whether payment is made to the Secretary or Actuary of the Association, or to the member direct-a commission of 20 per cent. shall be allowed—one half to go to the representative of the Association and the other half to the Association itself; that no delinquent shall be absolved by the Association unless his receipt is signed or countersigned by the Secretary or Actuary. THE TRADESMAN believes that if such a system were adopted, it would result in much good to the cause of organization throughout the State, as tending to improve even the present admirable and effective system. The fund created by the commissions contributed by the members could be used to good purpose in meeting the necessary expenses of the Association-perhaps in rendering the collection of regular dues unnecessary. Such a plan would "even up" things better than under the present system, as a member would contribute to the support of the Association in such measure only as he derived benefit therefrom. Moreover, the proposed plan would give the Secretary or Actuary an income dependent almost wholly on his own own activity, which, coupled with the influence of the Association and the use of the Second Letter, would probably result in the collection of a greater proportion of claims than is the case under the present very effective system.

THE TRADESMAN would be pleased to hear from the friends of organization on this subject.

A statist in the New York Tribune has been counting up the present population of the country. He takes the census of 1880 as his starting-point, of course, and has to calculate three elements of increase. That of European immigration is definitely known. The immigration from Canada and Mexico can be guessed only. He estimates the annual increase of the population by births minus deaths at two per cent., which is a very low percentage. He thinks there are at present 62,523,597 residents of the & Co. in the meat business. United States, and that there will be over 67.000,000 at the next census. This, THE TRADESMAN thinks, falls rather below the facts, but not much below. At any rate, the country more than maintains its preponderance over all the rest of the American conti- riman & Co. in the saddlery business. nent, and is still farther outgrowing any of the great nations of Western Europe

One of the worst faults of the American people is the habit of looking to legislation to solve every knotty question and then not attending to its enforcement when the legislation is secured. As an instance of this peculiarity, THE TRADESMAN has but to refer to the Inter-State Commerce Law, which was enacted as the result of a popular clamor on the part of the people. As soon as it went into effect, however, the people seemed to forget their part in the measure and allowed the railroads to construe it as they pleased—and the enormous increase in railway earnings is a sufficient answer to the assertion that the law is any advantage to the people for whose benefit it was created. If people spent half the energy enforcing present laws that they do working for further legislation, the country would be the gainer thereby.

The Manistee B. M. A. can make no mistake in inaugurating the organization of a Building and Loan Association, as such institutions encourage people of moderate means to save their earnings and assist them in obtaining homes of their own. The savings habit, once acquired, does not usually stop at the acquirement of a home-stead, but continues to exert a beneficial inence over the possessor, eventually resulting in placing in comfortable circumstances people who would otherwise be vic-tims of the hand-to-mouth-manner of living. Another needed institution the Manistee Association should advocate is the formation of a Savings Bank.

The many merchants who have been ckmailed by the agents of Uncle Sam's ticle from "Country Merchant', on the fifth under the style of Horton Bros. of this week's paper. That blackmail merchants will give assent, and the whole system of government esplorage, as assert-ed by the writer above referred to, is con-

field to be supplied is almost exhaustless and prices are always high, considering the relative cost of producing the berry, with other fruits. Farmers who are in possession of a marsh which can be flooded during the winter and spring months might turn their attention to the cranberry, in prefernce to wheat or corn, and find the results much more satisfactory.

The list of local traveling salesmen, pub ished in another column of this week's issue, is one in which every business man of he place may take a reasonable degree of pride. Taken as a whole, the traveling men who go out of this market are above the average in intelligence, ability and geniality; and it is not placing too high an estimate or their services to affirm that much of the wonderful growth and substantial prosperity of the city are to be attributed to their persistens efforts and untiring industry.

It is a mistake to exhort members of an ssociation to attend the meetings or to fine them for non-attendance. Unless a member goes to a meeting of his own accord, he had better stay away. The proper method to pursue is to create interest in the meetings, so that the members cannot afford to remain away.

The State's Attorney has begun a war of extermination on the Sprague "Bad Debt" collecting agency at Chicago, having secured enough evidence to indict the parties using the obnoxious system for obtaining money by extortion and blackmail.

Four hundred travelers—what a power they have in the aggregate to assist in the growth and welfare of any city! And how well they have exercised that prerogative in regard to Grand Rapids!

Canada sends \$2,000,000 worth of lobsters to the United States each year. If this does not furnish grounds for American retaliation, what would?

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Geo. H. Eccles, the Sault Ste. Marie grocer, has settled with all his creditors on the basis of 50 per cent. cash and 50 per cent. paper and resumed business under the style of Adams & Eccles.

John Dregge has formed a copartnership with A. G. Holenpyle under the style of Dregge & Hodenpyl to continue the retail lumber business at the corner of Court street and the G. R. & T.

AROUND THE STATE.

Ithaca-John Srodes, grocer, has sold out. Paris-E. Fisher is closing out his crockery and notion business.

Detroit-John C. Nieper, jeweler, has assigned to Morse Rohnert. Holland-Dibble & Lozier succeed C. Dok

Stanton-Thos. S. Earle succeeds Earle & Wilson in the grocery business.

Detroit-Theodore Young succeeds Earnlev & Young in the grocery business. Jackson-H. L. Merriman succeeds Mer

Greenville-Guild & Albertson will open a dry goods store here about March 10. Vandalia-C. H. Kenworthy succeeds Ed-

gar Wetherbee in the grocery business. North Muskegon-W. M. Robinson suceeds John Henry in the meat business. Cadillac - P. Medalie, dry goods and

clothing dealer, is going out of business. Caro-S. B. Wescott succeeds R. J. Parkhurst in the boot and shoe business.

Muskegon-Leahy & Hardy succeed W. D. Hardy & Co. in the dry goods business. Three Rivers-Wm. Hull succeeds Hull & Dickinson as proprietor of variety store. Detroit - Osmun & Dawson, hardware dealers, have assigned to Nelson K. Riddle.

Centerville-Hascall & Beerstecher have old their hardware stock to J. A. McKin-Escanaba-J. A. McNaughton succeeds

McNaughton & Linden in the grocery busi-

Sherwood-Henry Smith, general dealer, has sold his grocery stock to Clark Lichtenwalter.

Ravenna-E. Young has bought the hardware stock formerly owned by E. Conklin, Jackson-White & Lane have bought M.

E. Calkins' grocery stock, also that of Souire B. Carter. Muskegon-A. A. Wood has purchased

the interest of John Torrent in the Muskegon Hardware Co. Vicksburg-M. Eldred succeeds W. H.

Rohnert. The assets are \$1,575.59 and the Bohner in the flour and feed business. The former continues his grocery business.

Newaygo-Dr. H. Lever has purcha an interest in the drug business of A. Lever and the business will be continued under the style of Lever & Lever.

Millbrook-E. T. Horton has removed his general stock to Remus, where he will enue Department will appreciate the ar- join forces with his brother, Dan Horton.

South Saginaw-E. P. Stone has a special partner in the wholesale and re ority and pay of the grocery firm of C. W. Derby & Co., having atributed \$5,000 to the capital.

Flint—Hart M. Sperry has been opartnership in the wholesale: and eight firm of W. E. Bramen Co. and B. F. Cotherin has retired.

on-C. E. Brown, late of Goal Ind., has purchased an interest in eral firm of F. L. Burdick & Co., chased an interest in the gen

Norvell-Yarrington & Bancroft have who also operate a general store at Highland

Vermontville-Lake & Hams, who recen eeded M. J. Cunningham in the groery business, have dissolved, Mr. Hams returning to Hastings, his former home.

Manistee-Mahon & Mauzy, the fancy goods dealers, have dissolved, H. C. Mauzy succeeding. W. D. Mahon, the retiring partner, will engage in other business.

Tecumseh-W. Anderson has retired from the old-established dry goods firm of W. & S. W. Anderson. The business will be continued by S. W. Anderson, John Anderson and Fred Rosecrans under the style of Anderson & Co.

Kalamazoo-Parsons & Wood, who have onducted a hardware business here for over wenty years, have sold out to A. K. Edwards & Co., a firm composed of Albert K. Edwards and L. J. Stewart, with N. H. Stewart as special. Mr. Edwards has been engaged for the past year as traveling salesman for Ducharme, Fletcher & Co., of De-

MANUFACTURING MATTERS. Oscoda-Moore & Tanner, saw mill pro-

prietors, have dissolved, the latter succeed Tecumseh-The Tecumseh Lumber Co

succeeds the Ohio and Michigan Coal and Manufacturing Co. East Saginaw-D. Hardin & Co. are re-

ceiving a large number of oak logs for the manufacture of rafting pins. Vermontville-Smith, Pont & Willis, proprietors of the Vermontville Novelty Works,

have dissolved, J. W. Smith retiring. Shelbyville - Deuel & Meredith have ought 144 acres of timber land east of this place and will put in a sawmill to convert the timber into lumber.

Cheboygan-Quay & Son are getting quite a pile of logs at their mill for timber to be manufactured into shingles the coming season. They have two camps running, getting out the logs.

Cassopolis-Yost & Harrison's wooden bowl factory, with all its machinery and about 1,500 dozen finished wooden bowls ready for shipment, burned last Friday night. Loss, \$4,000; no insurance.

Bay City-A sash door and blind factory that will give employment to seventy-five men is to be removed from Lansing to this city, where six acres of land has been donated as an inducement to make the change.

Detroit-The Art Stove Manufacturing Co. has been incorporated by Richard Krakow, Richard Reuther, Valentine Rousch, W. D. Lury, E. H. Crimmins, Thomas Hamilton and Charles Wissfler, with a capital stock of \$50,000, of which \$9,600 has been paid in.

Muskegon-The Muskegon Lumber Co., of Little Rock. Ark., has been incorporated for the purpose of manufacturing and dealing in timber lands. The capital stock is \$400,000, of which \$54,000 has been paid in by the incorporators. The board of directors is composed of Charles H. Field, President; John W. Moon and A. V. Mann.

Cadillac-During 1887 J. Cummer & Son and the Cummer Lumber Co. cut 18,363,946 feet and 16,724,423 feet of lumber, respectively, making 35,098,158 feet, or 3,587,875 feet over 1886. During the year, J. Cummer & Son shipped 27,246,884 feet: the Cumme Lumber Co. 21,136,333 feet, and Cummer & Cummer, 3,884,126 feet, making a total of 52,-267,343 feet, an increase over 1886 of 9,208,-300 feet. Cobbs & Mitchell made and shipped 20,000,000 feet, an increase of 5,000,000 feet in manufacture and 1,500,000 in shipments. Mitchell Bros. shipped 20,616,679 feet, an increase of 6,533,679 feet, and manfactured 20,295,717 feet, an increase of 7,-058,717 feet. They employed 190 men steadily, and paid out \$58,865.89 in wages during the year. The total shipments were 72,884,022 feet, against 43,590,181 in 1886.

STRAY FACTS.

East Saginaw-Herman Blankerts has retired from the Central Mills Co. Mosherville - Creditors of Luther N.

Tyler filed claims aggregating \$60,000. The assets are \$25,000. Rochester-A. S. Bliss has sold his in-

erest in the hardware firm of Remies & Co. and gone to Louisville Ky. East Saginaw-C. T. Hills has recently

purchased another tract of pine land in the South, holding now 100,000 acres of South-Howard City-The merchants here close

their shops at 7 p. m. in hopes-so it is reported-that their clerks will go to the revival meeting and get converted. Detroit-John C. Nieper, jeweler at 101 Gratiot avenue, has assigned to Morse

liabilities \$2,374.32. Of the latter. \$800 is Jackson-Tuomey Bros., the dry goods men, have had an unfortunate quarrel, and are settling it in the courts. Their stock of goods, valued at \$75,000, will be placed

in the hands of a disinterested receiver, The Hardware Market.

All kinds of nails and iron remain stanary. Barbed wire is firm, without nge. The late advance in glass is well aintained by all manufacturers and jobed in an advance of \$5 per ton, or ab per cent., and the impression is that the agreement will eventually develop into a full-fieldged, iron-ciad combination. OO STRONG.

Revised List of the Travelers who Hail from the Valley City.

THE TRADESMAN herewith prevised annual list of traveling men who write Grand Rapids after their names. howing an increase in three years from 300 to 400-about 33 per cent. While the resent list may not be absolutely accurate, is essentially correct, and will serve as a guide until the appearance of THE TRADES-MAN's fifth annual list, about a year hence

Alden, Geo W. Brown & Schler
Antrim, A C. Alabastine Co
Avery, Jas T. Jennings & Smith
Ames, Jas E. Michigan Plating Works
Averill, W W. Harrison Wagon Works
Angell, Fred E, C B B & Co
Aldworth, Fred E, John Wyeth & Bro, Phila
Allen, Geo E, Detroit Safe Co

B.
Berry. L. D., Stow & Davis
Beasley, J. H., Stow & Davis
Bradfield, John, Kent Furn. Co
Baxter, Harvey, B., Voster, Stevens & Co
Bissell, Harvey, B. Issell Carpet Sweeper Co
Beecher, Henry Ward, Eaton & Lyon
Beneka, Wm A., Sherwood & Co, Boaton
Beneka, Wm A., Sherwood & Co, Boaton
Beneker, B. A., Spring & Co
Bradford, James N., Olney, Shields & Co
Bradford, Lewis Cass, Olney, Shields & Co
Bradford, Lewis Cass, Olney, Shields & Co
Baker, Herbert, B., L. & H
Bayley, Christopher H, Clark, Jewell & Co
Baker, Allison D, Foster, Stevens & Co
Barclay, Warren Y, E G Studley & Co
Barclay, Warren Y, E G Stu Brown, Wm A
Bass, Chas H, Bissell Carpet Sweeper Co
Bass, Chas H, B. Kent Furn Co
Bickle, John J, Wm Hake
Blocksma, Raiph, Voigt, Herpolsheimer

Bolt, Alpheus E. Brown & Sehler Bolles, Silas K. Glaser & Frame, Reading, Pa Boughton, Wm, H S Robinson & Burten

Boughton, wm, H S Robinson & Burter haw, Detroit
Braisted, Alby L. Voigt Milling Co
Bell, John W. Phœnix Furn Co
Black, Chas, Oriel Cabinet Co
Buss, Geo, Buss Machine Works
Blake, W F, Hawkins & Perry
Brooks, E D, Feldner & Co
Brummeler, J A, Hawkins & Perry
Ball, Fred H, C, B, B & Co
Bradley, C E, T B Preston, Ionia
Britt, H A, Toledo Brewing Co
Bertsch, Russell W, Rindge, Bertsch & Co

C. Canfield, Will, Geo Hanselman, Kalamazoo Campbell, Will, Hawkins & Perry Cox. H, Plumb & Lewis Mfg Co Carroll, P H, Seltz, Schwab & Co, Chicago Cartwright, Albert, Cappon & Bertsch Leat

Cartwright, Albert, Cappon & Bertsen Leather Co
Cole, Adolphus, Bickford & Francis, Buffalo
Gesna, Ledro R, S Simon & Co, Detroit
Caro, L A, Putnam & Brooks
Cavanaugh, Geo, Morris H Treusch
Cary, L M, Cary & Loveridge
Corson, R W, Berkey & Gay Furn Co
Carpenter, Napoleon B, Hart & Amberg
Chase, Frank E, A C McGraw & Co, Detroit
Chase, Herbert T, Chase & Sanborn, Boston
Church, Isaac R. Hester & Fox
Cloyes, Jas G, Clark, Jewell & Co
Collins, Frank,
Collins, Wm B, H Leonard & Sons
Compton, Shelby, Cleveland Varnish Co
Conlon Frank, Price Baking Powder Co,
Chicago

Conlon Frank, Price Baking Powder Co Chicago Coppens, Peter J, Chicago Stove Works Coppes, Rufus J, West Michigan Oil Co Corley, Wm J, E T Brown & Co Covell, Elliott F, Hart & Amberg Crane, Erastus W Cresey, Wm H, Empire Laundry Machine Co Cummings, Walter E, Geo F Bassett & Co, lew York Crookston, J A, Hazelting & D

Crookston, J A, Hazeltine & Perkins Drug Clark, H B, Eaton & Christenson, Agts Crawford, C, Hazeltine & Perkins Drug Co Carpenter, Geo W, Thompson & Maclay Cole, H W, Detroit Safe Co

D.

Davis, Oscar, Feldner & Co
Downs, W H, Root, Strong & Co
Duffy, Ed. Perkins & Hess
Dunn, O W, Bissell Carpet Sweeper Co
Dangremond, H M, Morris H Treusch & Bro
Doak, Algernon S, Hawkins & Perry
Davidson. A Judd, Folding Chair & Table Co
Disbrow, Chas W, Kent Furn Co
Drew, Walter J, Bissell Carpet Sweeper Co
Dustan, Henry, Wm Harrison Drew, water 3, bissell Carpet Sweepe Dustan, Henry, Wm Harrison Dykema, Leonard G, P Dykema & Son Dawley, Henry, Putnam & Brooks Downs, S F, W H Downs Driggs, A T, Grand Rapids Mattress Co Dornink, D, A Dornink

E. Easterbrook, Geo
Estabrook, A D Powers & Walker Casket Co
Eacker, John H, Root, Strong & Co, Detroit
Evans, Dr Josiah B, C, B, B & Co
Edmunds, Wm B, Putnam & Brooks
Emery, Benjamin F, W L Ellis & Co, Balti-

Emery, Fred H, Morton, Lewis & Co Emery, Wm S, New England Furniture Co Emerson, E L. F Raniville Escott, G H, Valley City Milling Co

. W R erald, ———— Collier, Chicago son, Thomas, J H Thompson & Co, De oit
Franklin, Wallace W, Fairbanks, Morse & Co
Fitch, Milford L, Nelson, Matter & Co
Foster, Alfred, Theo Dessell & Co, Syracuse
Fox, Jas, B L & H
Frick, Edward, Olney, Shields & Co
Folger, Chas, Folger & Sons
Falls, Chas M, Gray, Kingman & Collins, Chiago

ago
Frankfurt, Isaac
Freeman. Claude, Telfer Spice Co
Freench, 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

Gates, AB, MH Treusch & Bro Gill, John F, Wheeler, Conant & Blodget oston Goodrich, Henry P, Chippewa Lumber Co Goodrich, E I, A R & W F Rowe, Troy Ganoe, Henry C, Berlin Machine Works G Oetchius, Edwin E, Cary & Loveridge Goodspeed, Frank W, Thomas & Hayden

Gould, Chas E
Garvey, John, Grand Rapids P & P Co
Gray, Calvin S, Spring & Co
Gregory, Harry, Arthur Meigs & Co
Gifford, Geo P, Jr, Hawkins & Perry
Gorball, W W, Hawkins & Perry
Gorball, Coo Frey Ros

Gutekunst, Geo, Frey Bros H.

H.

Hall, Sherwood, Brown, Hall & Co
Haines, Geo, C Pelgrim, Kalamazoo
Haight. Thos D, Aidine Mfg Co
Hall, Chas E, C G A Voigt & Co
Huntley, A C, I C Levi
Howard, C B, Piumi & Lewis Mfg Co
Henderson, TJ, Plumb & Lewis Mfg Co
Henderson, TJ, Plumb & Lewis Mfg Co
Hauck, Geo, Kusterer Brewing Co
Hauck, Geo, Kusterer Brewing Co
Haystek, Henry J, Harvey & Heystek
Harley, C C, Cappon & Bertsch Leather Co
Hirth, Frederick, Hirth & Krause
Hatfield, Dr D S, Kortlander & Grady
Hondorf, Manus, Brown, Hall & Co
Hubbard Will, Cutler & Crosset, Chicago
Hopkins, TE, Phœnix Furn Co
Hudson, H A. Clark, Jewell & Co
Hawkins, W G, Detroit Soap Co, Detroit
Haugh, D S, Cody, Ball, Barnhart & Co
Horn, W S, Hovn, W S,
Hovps, Will H, Bulkley, Lemon & Hoops
Hill, Thos, Merchants' Dispatch
Hollister, Ben, J C Avery & Co, Grand Haven
Hampson, T P S, Ant-Kalsomine Co
Hess, Wm T, Perkins & Hess
Hyman, R B, Van Slyke & Co Albany
Haskell, L H, Ordway, Blodgett & Hidden
seton

Armour & Co., Chicago Rindge, Bertsch & Co. ary, Voigt, Herpolahar

Hufford, Aaron, Oberne, Hosiek & Co, Chie

J.

Jacoy, Chas W., J Shroheim & Co, New Yorl Jones, Manley, Clark, Jewell & Co, Jones, Wm. J H Huyck & Co, Chicago Johnston, Valda, Amos S Musseiman & Co Jones, W J, Micnigan Clgar Co, Big Rapids Jennings, W H, Jennings & Smith Jones, W H, Wm A Berkey-Furn Co Jones, C W, Widdicomb Furn Co Judd, Chas B, Bissell Carpet Sweeper Co Judd, Chas B, Bissell Carpet Sweeper Co Judd, E E, Judd & Co Jones, H. D, Lustig Cigar Co Jones, H. D, Lustig Cigar Co Johns, E L, Feldner & Co K.

K.
Kenyon, D.G. Reeder, Palmer & Co
Kathan, W.H., Marshall Casket Co
Kenning, J. E., self
Keate, E.J., Star Union Line
Keasey, Wm.R., Bell, Conrad & Co, Chicago
Kelley, F.L., Spring & Co
Krekel, E.G. G., Rindge, Bertsch & Co
Kuppenheimer, A., Albert Kuppenheimer
Kymer, J. Leo, Eaton & Lyon
Kendrick, H.C., J. Bader & Co, Kalamazoo
Knapp, Geo, Nelson, Matter & Co
Krumheuen, Wm. F. D. Yale & Co
Kinsey, S.T., self
Kipp, Harry T., D. M. Osborne & Co
L.

Lester, F H, Arthur Meigs & Co Leggett, C W, Franklin, McVeagh

Lewis, Pearly, Morton, Lewis & Co Lynch, Daniel, Fred D Yale & Co Lee, Edwin A. Detroit Safe Co, Detroit Logie, Wm, Rindge, Bertsch & Co Loveridge, L L, Cary & Loveridge Lewis, Geo B, New England Furn Co Leonard — Slight Furn (c) Lewis, Geo B, New England Furn Co
Leonard —, Sligh Furn Co
Lucas, G H, Sligh Furn Co
Lankey, Thomas C, Widdicomb Furn Co
Lankaster, Peter, Telfer Spice Co
Levi, Maurice, Jacob Brown, Detroit
Livingstone, Chas, E G Studley & Co
Loomis, Lewis L, Bulkley, Lemon & Hoops
Love, Albert M,
Love, Chas L
Lustig, Jacob, Lustin Cicas Co

Love, Chas L Lustig, Jacob, Lustig Cigar Co Long, S W, Lustig Cigar Co Luce, Greg, Hawkins & Perry Lloyd, Ivan, R W Bell Mfg Co, Buffalo Lewis, G J, Diamond Wall Finish Co Lamb, C B, Adams & Ford, Cleveland

M.

McDonough, —, Root, Strong & Co, Detroit More, J C, Grand Rapids Furn Co
Moone, F L, Phœnix Furn Co
Miles, Frank R, Foster, Stevens & Co
Miles, Frank R, Foster, Stevens & Co
Miles, Frank R, Foster, Stevens & Co
Murray, Jas, Allan Sheldon & Co, Detroit
McClaye, E Wilkes, W W Kimball & Co
Mallory, M M, Arthur Meigs & Co
Moseley, Al, Moseley Bros
Morgan, C E, Jennings & Smith
Morrison, Jas A, Olney, Shieids & Co
McConnell, N Stewart, Nelson Bros & Co
McConnell, N Stewart, Nelson Bros & Co
McKay, Geo, Putnam & Brooks
McKelvey, John H, Diamond Wall Finish Co
Maybury, Frank, G R & I Ry
Mangold, Edward C, C G A Voigt & Co
Mansfield, C W, J W Butler Paper Co, Chica
Millor, Frank, Diabeld Sefe, & Lee G. D.

Miller, Frank, Diebold Safe & Lock Co. De-Miller, Frank, Diebold Safe & Book Co, Etroit

Mills, Lloyd M, Hazeltine & Perkins Drug Co
Miller, John H, Putnam & Brooks
Miner, Will C, A & E Morley, Chicago
Morrison, Sam B, Olney, Shields & Co
Morse, W A, Barlow Bros

Manley, Carson, Gunn Hardware Co
McVean, D E, Hawkins & Perry
Mosher, D H, Aldine Mfg Co
McWhorter, C N, Coffin, Devoe & Co
N.

Nelson, Geo K. Nelson Bros & Co Nelson, Jas, Nelson Bros & Co Newman, Samuel, Hart & Amberg Near, B E, H W Johns Mfg Co, New York Nichols, A H, Gunn Hardware Co 0.

Owens, John, Alabastine Co Olmsted, Joseph P, Bissell Carpet Sweep Orr, Robert B. Arthur Meigs & Co Owen, Geo F, Stanton, Sampson & Co, Detro Osborn, A L, Kinney & Levan, Cleveland Osting, John, Fred D Yale & Co

P.
Paine, Chas, G P Brush Co
Parker, N A, F D Yale & Co
Pike. Ed, Hart Bros, Chicago
Peck, A W, Hazeltine & Perkins Drug Co
Prendergast, R, Amo S Musselman & Co
Peck, C J, Thompson & Maclay
Potter, Geo C, Mason, Campbell & Co, John
'own, N Y
Powers, Fred E, H Schneider & Co

Powers, Fred E, H Schneider & Co Parmenter, Ben F, Cody, Ball, Barnhart & Parmenter, Chas B, Gleason Wood Ornamen

Pratt, J M, W C Denison
Peek. Chas W. Grand Rapids Brush Co
Phillips, Daniel C, Wm Harrison
Pierce, Silas K, Pierce, Shattuck & Co
Putnam, Geo S. D M Osborne & Co
Putnam. Thos C, Putnam & Brooks
Post, John C, Michigan Plaster Agency
Pratt, John, Jr, Harrison Wagon Works
Preston, John, Moseley & Stoddard Mfg Co,
Poultney. Vt Perry, O A, Detroit Safe Co

Q. Quinn, Jas, L J Quinu Quist, A J, Cody, Ball, Barnhart & Co

Roseman, Jas, Pitkin & Brooks, Chicago Roseman, Jas, Pitsin & Brooks, Chicago Riley, J.C., Phenrix Fur Co Rice, C.S., Cary & Loveridge Remington, L.C., Remington Shirt Co Remington, Chas, Garding & Baxter Raynor, Geo, Eaton & Lyon Raymond, M.H.N., Connecticut Fire Insur-

ice Co Rindge, Will A, Rindge, Bertsch & Co Rooney, Jas, Fabric Fire Hose Co Roys, Graham, L H Beals & Sons, Westfield Robinson, Chas S. Grand Rapids Packing Robinson, Chas S, Grand Rapius Packing and Provision Co
Richards, Theo F, Widdicomb Furniture Co
Rowe, Wm N, Valley City Milling Co
Reed, Jos F O, H Leonard & Sons
Reynoids, Richard W
Richmond, Wm U, E T Brown & Co
Robertson, Hiram S. A Meigs & Co
Russel. Albert L, Chas Schmidt & Bros
Robertson, B J, A Meigs & Co

S.

Shults, O C, Curtiss & Dunton
Savage, H R, Telfer Spice Co
Seymour, F H, Bradfield & Co
Smith, Ed A, An.os S Musselman & Co
Smith, Ed A, An.os S Musselman & Co
Smith, S W, A Meigs & Co
Sanford, G S, Bissell Carpet Sweeper Co
Stearns, E H, Bissell Carpet Sweeper Co
Standart, Chas, Peninsular Furniture Co
Stocking, —, Reese & Co
Shattuck, E, Pierce, Shattuck & Co
Sears, Stephen, Wm Sears & Co
Seymour, Alonzo, Wm Sears & Co
Seymour, Geo H, Hugo Schneider & Co
Scott, Richard T, Cappon & Bertsch Leather

Sherwood Alfred H, Grand Rapids Veneer and Panel Co
Shriver, Fred D, Shriver, Weather & Co
Smith, Wm H, Kent Furn Mfg Co
Smyder, Eben F, W C Denison
Stearns, Daniel E, Broadhead Worsted Mills, Jamestown, N Y
Stoddard, Geo, Nelson, Matter & Co
Smith, B H, Perkins & Hess
Skinner, Chas O, New England Furn Co
Sherick, John A, Rindge, Bertsch & Co
Smith, W H H, Koch, Goodhart & Co, Cleveand

ng Spaulding, C D, L S Hill & Co Swygert, Scott, Olney, Shields & Co Strelitsky, J L, Roper & Baxter Cigar Co

hicago Sheidon, S A, E A Stowe & Bro Smith, Henry, B, L & H Sparr, D E, Powers & Walker Casket Co

JR, C, B, B & Co Emerson W, American Sewing Ma ne Co
hayer, Ed. W R Peoples & Son. Cincinn
reusch, M H, Morris H Treusch & Bro
aylor, Lorison J, Kent Furn Mfg Co
uberger, Geo, U Feeter
anner, J B, Perkins & Hess
ownsend, L K, D J Evans & Co
ownsend, W P, Eaton & Christenson,
oles, W M, Hawkins & Perry

fan der Werp, Rine, Star Clothing Hou

Ver Venne, John H, Eaton & Chris

Wolcott, John M. Phœnix Furn Co Wood, A.V. Voigt Milling Co Walton, M.K., Curtiss & Dunton Watson, Chas E. S. A. Maxwell & Co., Chicago Winchell, V. E., Alabastine Co Walling, Samuel A., Cavanaugh & Co., Chi-

Walling, Samuel A, Cavanaugh & Co, Chicago
Williams, W J, Eaton & Christenson, Agts
Warner, Richard, Clark, Jewell & Co
White, Algernon E, B, L & H
Ward, Nathan D, Rickerson Roller Mill Co
White, Frank H, Curtiss & Dunton
Watson, Jesse C, Fred D Yale & Co
Whitworth, Geo G, Furn Caster Association
Wise, Henry L, SS Adams
Whitlock, E D, Belknap Wagon & Sleigh Co
Woltman, Jerry, Olney, Shields & Co
Wooley, E E, Carson, Piric & Scott, Chicago
Worden, W J, Powers & Walker Casket Co
Welker, J L, Dilworth Broa, Pittsburg
Wheeler, J M, Feldner & Co
Wrisley, M J, E A Stowe & Bro
Wicking, F E, Steele P & P Co
Wadsworth, J D, A Meigs & Co
Y.

Young, A M, Lustig Cigar Co

No Relief from His Cold. From the Detroit Free Press.

A Michigan Avenue druggist has a big display of mucilage in one of his show windows, with a knock-down on prices, and an evening or two since a man entered the place and in a very husky voice observed: 'I don't find no fault with the price, but have tried half a dozen bottles and got no relief from this cold. Perhaps you have got comething a leetle better."

MISCELLANEOUS.

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

FOR SALE AT A BARGAIN. A STOCK OF GENERAL TOR SALE AT A BARGAIN. A STOCK OF GENERAL merchandise in an iron furnace town in this State. Furnace company pays out in cash \$8,000 per month. Stock will invoice about \$6,000. Can be reduced to \$2,500 or \$3,000 in 60 days. Sales per month \$16,000. Pay sure. Best of reasons for selling. Those meaning business address No. 113 this office.

TOR SALE—GROCERY STOCK ON MAIN THOROUGH. fare in this city. Stock will inventory about \$8,000. Cheap rent. Good reasons for selling. Apply to L. 36, care Tradesman.

\$3,000. Cheap rent. Good reasons for selling. Apply to L. 36, care Tradeseman.

POR EXCHANGE—FARM WORTH \$2,500. WILL TRADE for merchandise or business property. Address lock box I, Coopersyille, Mich.

POR SALE—THE STOCK, FIXTURES AND LONG lease of a general store doing a good trade. Trade established. Reasons for selling, other business. Address 108, care Michigan Tradesman.

POR SALE—WHOLE OR PART INTEREST IN A FIRST-class meat market in a thriving town of 1,000 inhabitants with two railroads. Average sales \$30 per day. Good reasons for selling. Address H., care Tradesman. FOR SALE-AT A BARGAIN. A CLEAN STOCK OF

hoate, Agent, East Saginaw. TOR SALE—THE BEST DRUG STORE IN THE THRIV-ing city of Muskegon. Terms easy. C. L. Brun-dage, Muskegon, Mich. 193-tf

TOR EXCHANGE—\$1,000 WORTH OF BOOTS AND shoes, for pine lumber dry and on railroad. Ad-dress O, this office. dress 0, this office.

POR EXCHANGE—FOR MERCHANDISE, HARDWARE or general merchandise preferred, five acres of land in flourishing business town. New house and barn; house alone cost \$2,000 two years ago. Good well, cistern and out houses. Plenty of fruit. Also good house with one acre of land nicely located in same town. Address G. W. Watrous, Coopersville, Mich.

FOR SALE—CLEAN NEW STOCK HARDWARE. IN-molecular about \$3 500. Low rent. Southern Mich. fac-

Peason. 109. this office.

WANTED—BY REGISTERED DRUG CLERK, SITU.
ation in drug store. Experienced, A. No. 1 salesman. References exchanged. Address P. O. Box. 181,
Mendon, Mich. WANTED-POSITION AS TRAVELING SALESMAN WANTED—FOR CASH, SMALL GENERAL STOCK of merchandise or boots and shoes in good farming country. Must be a bargain. Give particulars. H. W. Hawkins, Reed City, Mich. 231*
WANTED—POSITION BY AN EXPERIENCED PHARmacist. The best of references. Registered by examination and speaks Holland. Address N. A. Vyne, Morley, Mich. 235*

WANTED—THE ADDRESS OF ANYONE WISHING to start a variety store. Address B. D., care CITUATION WANTED—IN DRY GOODS OR GENERAL re by a young German-American, of four years nee. Be t of references. Address W. C., Michie Wanted-every store-keeper who reads

W ANTED-EVERY STORE-KEEPER WHO READS this paper to give the Sutliff coupon system a trial. It will abolish your pass books, do away with all your book-keeping, in many instances save you the expense of one clerk, will bring your business down to a cash basis and save you all the worry and trouble that usually go with the pass-book plan. Start the 1st of the month with the new system and you will never regret it. Having two kinds, both kinds will be sent by addressing (mentionical). B. D.-PLEASE SEND ADDRESS TO THIS OF

D. D. fice.

EXCELLENT OPENING FOR THE DRY GOODS BUSiness. A clean stock for sale that will invoice
about \$12,000. Live growing manufacturing town of
4,000 population in Central Michigan, drawing trade
from a large radius of rich, thickly settled farming
country. Two leading railroads. Good trade established. Have always done a good paying business.
Best of reasons for selling. Address 112, this office. 233*

A RARE OPPORTUNITY FOR CLERKS—WE WANT
a resident representative in every town and city

They Please Everybody.

BEST FAMILY **HEADLIGHT** and LITTLE DAISY

SOAPS are conceded by all to be the best soaps ever sold in Michigan.

Commendations are coming in daily. Send for price list.

Grand Rapids Soap Co.

We offer in car load lots good l'imothy Hay. We have the output of four presses and can offer it in any quantity. Write for prices.

71 Canal St., Grand Rapids.

-

TIME TABLES.

Grand Rapids & Indiana. All Trains daily except Sunday. GOING NORTH.

Arrives.

Arrives.

Traverse City & Mackinaw Ex. 9:05 a m

Traverse City Ex. 9:05 a m

Trom Cincinnati 7:30 p m

t. Wayne and Mackinaw Ex. 3:40 n m

aginaw Express. 3:40 n m

Saginaw express runs through solid. 7:00 a. m. train has chair car to Traverse City. 11:30 a. m. train has chair car for Petoskey and Mack-

naw City.
5:05 p. m. train has sleeping cars for Petoskey and
Mackinaw City.

Muskegon, Grand Rapids & Indiana

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LEBURE TO BUSINESSE

e on Insurance—N. B. Blain, Lowell; E. Y. Lastings; O. M. Clement, Cheboygan, e on Building and Loan Associations—F. L. Frankfort; S. E. Parkill, Owosso; Will Embers Bands

e following auxiliary associations are op-ng under charters granted by the Michi-Business Men's Association:

No. 1—Traverse City B. M. A. t, Geo. E. Steele; Secretary, L. Roberta. No. 2—Lowell B. M. A. t, N. B. Blain; Secretary, Frank T. King No. 3—Sturgls B. M. A. t. H. S. Church; Secretary, Wm. Jorn i. H. S. Church; Secretary, Wm. Jorn No. 4—Grand Rapids M. A., E. J. Herrick; Secretary, E. A. Stov ant, E. J. Herrick; Secretary, E. A. Soye.
No. 5.—Muskegon B. M. A.
ent, H. B. Fargo; Secretary, W. C. Conner
No. 6.—Alba S. M. A.
ent, F. W. Sloat; Secretary, P. T. Baldwin
No. 7.—Dimondale B. M. A.
ent, T. M. Sloan; Secretary, N. H. Widger No. 8—Eastport B. M. A. ent, F. M. Thurston; Secretary, Geo. L. Thurston, No. 9—Lawrence B. M. A. ent, H. M. Marshall; Secretary, C. A. Stebbins No. 10—Harbor Springs B. M. A. lent, W. J. Clark; Secretary, A. L. Thompso ident, W. J. Clark; Secretary, A. L. Thompson.
No. 11—Kingsley B. M., A.
Ident, H. P. Whipple; Secretary, C. H. Camp.
No. 12—Quincy B. M. A.
Ident, C. McKay; Secretary, Thos. Lennon.
No. 13—Sherman B. M. A.
Ident, H. B. Sturtevant; Secretary, W. G. Shan
No. 14—No. Muskegon B. M. A.
Ident, S. A. Howey; Secretary, G. C. Havens.
No. 15—Boyne City B. M. A.
Ident, R. R. Perkins; Secretary, F. M. Chase.

No. 16—Sand Lake B. M. A.

President, J. V. Crandall: Secretary, W. Rasco sident, J. V. Crandall: Secretary, W. Rasco.

No. 17—Plainwell B. M. A.
sident, E. A. Owen, Secretary, J. A. Sidle.

No. 18—Owosso B. M. A.
sident, S. E. Parkill; Secretary, S. Lamfrom.

No. 19—Ada B. M. A.
sident, D. F. Watson; Secretary, E. E. Chapel.

No. 20—Saugatuck B. M. A.
sident, John F. Henry; Secretary, L. A. Phelps.

No. 21—Wayland B. M. A.
sident, C. H. Wharton; Secretary, M. V. Hoyt.

No. 22—Grand Ledge B. M. A.
sident, A. B. Schumacher; Secretary, W. R. Clarke. No. 23—Carson (ity B. M. A. ident, F. A. Rockafellow: Secretary, C. O. Trask. No. 24—Morley B. M. A. ent, J. E. Thurkow; Secretary, W. H. Rich No. 25—Palo B. M. A. ent, Chas. B. Johnson; Secretary, H. D. Pew

nt, Chas. B. Johnson; Secretary, H. D. Pew.
No. 26—Greenville & M. A.
nt. S. R. Stevens; Secretary, Geo. B. Caldwell No. 37—Dorr B. M. A.
ident, E. S. Botsford; Secretary, L. N. Fisher.
No. 28—Cheboygan B. M. A.
ident, J. H. Tuttle; Secretary, H. G. Dozer.
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ident, J. W. Moore; Secretary, A. J. Cheesebr

No. 29—Freeport B. M. A.

sident, Wm. Moore; Secretary, A. J. Cheesebrough.

No. 30—Oceana E. M. A.

sident, A. G. Avery; Secretary, E. S. Houghtaling.

No. 31—Charlotte S. M. A.

sident, Thos. J. Green; Secretary, A. G. Fleury.

No. 32—Coopersville B. M. A.

sident, G. W. Watrous; Secretary, J. B. Watson.

No. 33—Charlevoix B. M. A.

sident, L. D. Bartholomew; Secretary, R. W. Kane.

No. 34—Saranae B. M. A.

sident, H. T. Johnson; Secretary, P. T. Williams.

No. 35—Bellaire B. M. A.

sident, Wm. J. Nixon; Secretary, G. J. Noteware.

No. 36—Hthaca B. M. A.

sident, O. F. Jackson; Secretary, John M. Everden.

No. 37—Battle Creek B. M. A.

sident, Chas. F. Bock; Secretary, John P. Stanley.

No. 38—Scottville B. M. A.

sident, H. E. Symons; Secretary, D. W. Higgins.

No. 39—Burr Oak B. M. A.

ldent, B. O. Graves; Secretary, H. M. Lee.

No. 40—Enton Bapids B. M. A. ent, B. O. Graves; Secretary, H. M. Lee. No. 40—Enton Rapids B. M. A

ent, C. T. Hartson; Secretary, Chas. Collen No. 41—Breckenridge B. M. A. ent, W. O. Watson; Secretary, C. E. Scudd No. 42—Fremons B. M. A. ent. Jos. Gerber: Secretary C. J. Rathbur ent, Jos. Gerber; Secretary C. J. Rathbun.
No. 43—Tustin B. M. A.
ent, G. A. Estes; Secretary, W. M. Holmes.
No. 44—Reed City B. M. A.
ent, C. J. Fleischhauer; Secretary, W. H. Smit C. J. Fleischhauer; Secretary, W. H. Smith No. 45—Hoyville B. M. A. D. E. Hallenbeck; Secretary, O. A. Hallada; No. 46-Leslie B. M. A.

President, Wm. Hutchins; Secretary, B. M. Gould.

No. 47 Flint M. U.

President, W. C. Pierce; Secretary, W. H. Graham. No. 49—Leroy B M. A.

President, A. Wenzell; Secretary, Frank Smith No. 50—Manistee B. M. A. ident, A. O. Wheeler; Secretary, J. P. O'Malley No. 51—Uedar Springs B. M. A. ident, L. M. Sellers; Secretary, W. C. Congdon.

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. Yo Frank Phelps; Secretary, John H. No. 54—Douglas B. M. A. Thomas B. Dutcher; Secretary, C President, Thomas B. Dutcher; Secretary, C. B. W.
No. 55—Petoskey B. M. A.
President, C. F. Hankey; Secretary, A. C. Bowman
No. 56—Bangor B. M. A.
President, N.-W. Drake; Secretary, T. M. Harvey. No. 57—Rockford B. M. A. ident, Geo. A. Sage; Secretary. J. M. Spore No. 58—Fife Lake B. M. A.

No. 59—Fennyille B. M. A. tent F. S. Raymond: Secretary, P. S. Swarts. No. 60—South Boardman B. M. A. ent, H. E. Hogan; Secretary, S. E. Neihardt No. 61—Hartford B. M. A. ident, V. E. Manley; Secretary, I. B. Barne No 62—kast raginaw R. G. A. ent, G. W. Meyer; Secretary, Theo. Kadis No. 63-Evart B. M. A. President, W. M. Davis: Secretary C. E. Rell President, W. M. Davis; Secretary, C. E. Bell.
No. 64—Merrill B. M. A.
President, C. W. Robertson; Secretary, Wm. Horton.
No. 65—Kalkaska B. M. A.
President, Jas. Crawford; Secretary, C. S. Blom.

Communication from the State Transpor tation Committee.

The constitution of the State body says, "The Transportation Committee shall endeavor to secure any needed reductions in freight or express charges."

The Committee would suggest that any As

natter of freight or express rates communi ate with the member of the Committee most nt to their locality, stating the case

as briefly and concisely as possible.

The State Committee will then endeavor to ate some plan by which the cause of

The Committee cannot undertake to hunt up e commutee cannot undertake to nunt up s of discrimination, excessive charges, but are ready to do all in their power to a correcting the same. It is believed that eet, judicious co-operation will enable us ish much that might otherwise be

ield on Feb. 7, Thos. Walker was elected ber of the Association.

The Executive Committee presented the ollowing report, which was accepted and

The Executive Committee would respectfully report that the full Committee has inspected five rooms tendered the Association for meeting purposes and requests two weeks' further time to decide upon the most The Committee would also report that it

as had the application of Hughes & Thons for the position of collector under consi as for the position of collector under consideration and requests further time in which to report thereon. E. J. HERRICK, THOS. KEATING,

CHAS. L. LAWTON. E. A. STOWE. The special Committee on Berry Pack

ages presented the following report, which was accepted and adopted: Your Committee, appointed to consider the advisability of not returning berry box-

would report that they have had the same under consideration and submit the following for your action:

Resolved, That we, as grocers, do not return the berry boxes, and that we insist on full dry quart and pint boxes. We would also earnestly recommend the sale of berries in the original packages, as far as practica-

Resolved, That a memorial be presented to the Common Council of the city, praying for the appointment of an Inspector of Weights and Measures, who shall receive a salary from the city, and who shall also be

Inspector of Produce, in advisement with the Board of Health. Resolaed, That a copy of the resolution passed by this meeting be circulated for the signatures of all dealers, pledging themselves to sustain the action of this meeting.

And, further, that Mr. Winternitz be re-

quested to circulate said resolution for sigatures, as far as possible Respectfully submitted.

A. J. ELLIOTT, L. WINTERNITZ,

A. J. Elliott moved that a special commitee be appointed by the chair to confer with a like committee from the Board of Trade looking toward the appointment of an Inspector of Produce. The motion was adopt ed and the chair appointed as such committee Messrs. Elliott, Emery and Herrick.

An invitation to send a delegate to the annual banquet of the Muskegon B. M. A. was accepted and President Herrick was selected to go.

President Hamilton, upon invitation of he presiding officer, then addressed the Association, as follows:

The youth who committed suicide because he was born to be a gentleman but con-demned to be a grocer, showed by his act that his soul had never risen to the dignity of grocer. The time, no doubt, existed when the term "grocer" or "trader" was held in bad odor. Like all other branches of business, it had its attendant evils and evil practitioners, whose lives and business emitted anything but wholesomeness to the social or business world; but to say that the dealer in food products was generally con-sidered an outlaw, a citizen of mean bearing. is contrary to history or reason. He might not have been, probably was not, in the as-cendancy in the social order at this time, but we do have a record of the trader at one time in history as being the power behind the throne. His name has been recorded in associations of this kind, in the order of trade guilds, known ages ago in England and Continental Europe as standing upon a par with kings and princes. For their fi-nancial success, for industry and trade, hese worthy men knew that it was needful to foster and maintain justice, truth, honesty and honor. To secure the most permanent prosperity in their towns and in their ousiness, they set themselves to the task of securing good help, honest and reliable young men, systematic measures for doing siness, square accounts, prompt service nd well-directed measures.

Every guild sought to breathe a lofty spirit of honor through its membership; they made of their trade a noble vocation, an occupation in which it was an honor to engage; they cultivated a strong esprit de corps among the members of each guild, which braced them against any action that was likely to bring discredit on their body. The guild statutes kept a watchful eye upon every temptation to dishonor in the trade and provided clear and precise directions covering every possible point of weakness. Special enactments forbade mixing inferior materials with a better sort or selling patched-up articles are new. Guild halls held the standard of weights and measures and in the persons of experts passed judgment up-on all products. They did not fail to enforce their rigid laws with stern and swift penal-ties. In all this there is much that is worthy of study and careful considera-

Now, I would not be charged here tonight with trying to inflict upon you an out and out preacher's talk, for this kind you get in the regular order of things; but in no department of life that is worth anything that brings us food, clothing or mental deelopment, can we discard a serious consideration of the subject, for upon these hours of honest thought we build our highest hopes, our solid structures, our homes, our business, our characters. So it seems to me that there is in these methods of those of he past much for us to weave into our careers of usefulness and money-making.

Trade frauds are no new invention of the levil—we find them as far back in history as we can trace our way. Are we more honest than were our ancestors over whom Mark Twain wept so bitterly? They are not present to-night to testify. The old guilds sought in an earnest and business-like way to minimize fraud. The event of their success lay in the real mastership of their work

their work.

Somehow, with the trader to-day there is a marked single—arity or individualism characterizing him and separating him from his class and from society almost as readily pointed out as is the peculiar dress of the Salvationist. The time has been, before associations came in, that two grocers never married into the same family—it almost took the character of a movement, as mince pie did at one time in New England; but as the New West opened and there were eleven young men to one young woman, trade lealousy succumbed in a measure. And, so, we have come to the time when our combined interests are so apparent. That we are

One to overcome, and we are proof against tuntil it assumes another role. I now alude to indifference or apathy in Association work. We have heard of dead and alive orders, and I never think of these orders or hat class of men but I think "it would have need better had they never been born." I suppose that an all-wise Creator had some good use for them, but history is silent on his point, and, therefore, I am compelled to

But I want to draw a few conclusion First, I conclude that there are more live merchants in Michigan to-day than ever be-

dead merchants in Michigan than ever be-fore in the history of the State.

Third, The distinction is becoming as clearly apparent as the law has made oleomargarine distinct from butter—they don't mix any more. The only hope is that they will all become good "oleo" or good butter.

Fourth, I conclude that a genuine movement has taken place in this country on the

tine of trade, when the clear-cut voice of the grocer will be heard other than at the polls, calling a halt against Sugar Trusts, nopolies and legislation upon commercial

trace out his and his customer's best interest he will sell him two shillings' worth of pure coffee for twenty-five cents and not twenty cents' worth of coffee and two worth of chromo for twenty-five

association will he see that the highest good to himself, his neighbor, his class, his dignity as a merchant, are all more clearly de Seventh, I conclude that he will see that

a single-handed effort in business is like a single-handed effort at home—void of good Now, with these few conclusions, I will onclude by asking the members present to

show forth that vitality. F. L. Fuller, late of Frankfort, and an active worker in the Association there, also addressed the members briefly, encouraging them in the work.

The question of Soapine and kindred peddling was discussed in such a manner as to indicate that the subject might some day come before the Association for action. The meeting then adjourned.

The Business Men's Association.*

This toast is a new one. It is the first time it has been proposed in Charlevoix, therefore what is said in response cannot be hackneyed. The first object, perhaps, in the mind of the originator of these Associaons was the collection of bad debts, and the placing of the dealings between the mer-chant and the customer on a better basis, by shortening credits and working as rapidly as possible toward a cash system. The col-lection department of our Association has attracted widest attention, and has done most excellent service. We congratulate ourselves that so powerful a weapon is being used with such discretion. The Charleoix Association challenges any man to cite an instance where it has done a person in justice in its collection department. One man thought to deal us a crushing blow and perhaps to wipe us out of existence by sending a complaint to the State Association. His case was investigated. The State Sec retary informed us that after the fullest ex mination they found the complaint groundless. And he added, "this is only the second complaint of injustice that has ever been brought to our notice, and we are hap py to inform you that the other complaint was as groundless as yours." But the foundations of our organization rest upon broader and grander principle than the collection of bad debts and their prevention. The great, central, predominating idea of this Association is the idea of brotherhood and union—the idea that the welfare of great deal better to work for their common nterests and the interests of their than to exert their surplus energy in decrying the good, methods and reputation of their competitors and rivals in business.

Among our professed objects, as express and obtaining fair rates of insurance and reights, shorter hours for business men and their clerks, and the promoting of any scheme for the improvement of our town and community. But how can an insurance company or railroad company be compelled to fairness or any change in rates, if they are not confronted by the united business interests of the place? How can any scheme for the development of our resources be suc-cessfully promoted if the business men do not join hands in a united effort to push it ough? We realize in these things very forcibly that "in union there is strength. Without it there is impotence. Without it, railroad and steamboat companies, insurance companies and others may tyrannize over us and do with us what they will and we can

do nothing but grumble. We have to-night listened to the eloquent and truthful description of the advantages and opportunities of Charlevoix. Our ms are glowing with a just pride in the many advantages we possess, and swelling with hope at the opportunities which are ours. But how are we to see these resources developed and these opportunities realized if we do not put our united strength to the wheel and keep pushing until they stand as accomplished facts before us?

accomplished facts before us?

It is for these purposes we exist. If we give our Association the support it deserves; attend its meetings; take hold of the work and earnestly try to realize its objects, we cannot fail to work out a noble future for our place. If, however, as business men, our place. If, however, as business men, limprovement—A. E. Wilkinson, A. E. Gerberg, accordance of the support of the su cannot fail to work out a noble future for our place. If, however, as business men, we are content, each for himself to say, "I will aftend to my own affairs and let matters of public interest take care of them-selves," we shall witness the melancholy spectacle of our public affairs going to rack and ruin, and our own affairs going to rack and ruin with them. Gentlemen, which shall it be?

*Response by R. W. Kane at the recent ban just of the Charlevoix B. M. A.

Uniform Bankruptcy Legislation. Uniform Bankruptcy Legislation.

No bankruptcy bill has as yet been introduced in either House of Congress by any of the members formerly prominent in the movement. The reason for the delay is explained by a leading advocate of the principles of the old Lowell bill to be that a conference of the friends of bankruptcy legislation in both Houses has decided that it is best to await a report by Senator Hoar as to what measure the Senate would be likely to

Newaygo business men will organize

Sand Lake B. M. A., No. 16, will hold a quet at the Brooks' House on the evenng of February 17. Eaton Rapids Herald: The Association s in a healthy condition, every member be

ing satisfied with the working of the insti-W. Rosco, Secretary of the Sand Lake B. M. A., writes: "We are increasing in mem-

bership slowly and are pulling together in H. T. Johnson, the Saranac merchant writes as follows: "The Association is in good working order here and you may look

for some good reports from us during the At the last meeting of Eaton Rapids B. M. A., No. 40, the following officers were elected: President, C. T. Hartson; Vice-President, L. W. Toles; Secretary, Chas.

Coller; Treasurer, F. Z. Hamilton. Two more associations have affiliated with the State body during the past week-Merrill, with ten members, and Kalkaska; with thirty members. The former took Charter No. 64 and the latter No. 65.

It will never cease to be a source of gratification to Michigan association workers that the Wolverine State was the first to organize a State body and that within her borders are more local associations than in all the other States in the Union combined.

Detroit Journal: The Saranac Business Men's Association has taken hold with a firm grip, and can already see the fruits of this work. A new elevator is to be built in the spring, and an effort is making to locate factory there and bond the village to help

C. S. Blom, Secretary of the Kalkaska B. M. A., in applying for a charter, writes: 'We wish now to start on a solid basis for uccess, knowing that we have derived much benefit from the Association and trusting that our future will be a grand suc-

THE TRADESMAN would be pleased to hear from its friends in the ranks of organization relative to its proposed amendment to the present collection system in use in this State; also from those who have any ideas on maintaining interest in local association work.

At the last meeting of the Manistee B. M. 1., six new members were elected, bringing the total membership to ninety. The question of organizing a Building and Loan Association was discussed, the sentiment seeming to be that such a move would be the next work undertaken by the Associa-

President Hamilton spent all last week mong association workers at Grand Rapids and Muskegon, consulting them on matters of common interest, picking up ideas for future use and infusing a spirit of enthusiasm into the work. Few men would give the office he holds as much painstaking attention and careful thought as Frank Ham-

The Cleveland Retail Grocers' Association has issued a call for a meeting of delegates of the various local associations of Ohio, to be held at Cleveland on March 13, for the purpose of organizing a State Association. When Ohio shall have fallen into line with a State body, four States will have followed the example set by Michigan. When ten the community is the welfare of each indi- States are similarly situated, THE TRADESvidual in the community. By actual experience, business men are learning that it is a tional body.

H. Chambers, Local Secretary of the M. B. M. A., writes as follows relative to the next State convention: "I am pleased at the willingness of our citizens to do their utmost to render our entertainment of the delegates and guests all that could be desired. I can assure you that all who fail to connect with the convention will miss a bonanza. We are building a new city hall, the finest in Northern Michigan, which will be ready for occupancy by the time of the convention. The Sault Ste. Marie steamboat line is building a magnificent steamer for the Soo route and I am in favor of giving the delegates a trip to the Soo, if they can spare the time. The trip would be a delightful one to the land-bound citizens of Grand Rapids, Ionia, Lansing, Flint, etc."

Good Report from the Saranac Association. SARANAC, Feb. 9, 1888.

E. A. Stowe, Grand Rapids:

DEAR SIR—The Saranac Business Men's Association held its second meeting of the year last evening and the new officers who were elected the first of January took their places, as follows:

President—H. T. Johnson;
Vice-President—S. A. Watt.
Secretary—P. T. Williams,
Treasury—S. M. Crawford,
Executive Committee—O. J. Bretz and D. G. Huhn.

Huhn.

The President annunced the following standing committees for the coming year.

ett, A. A. Horton.
Improvement—A. E. Wilkinson, A. E. Gerber, F. E. Cahoon.
Trade Interests—S. A. Watt, D. G. Huhn, E. P. Gifford.
There was the largest attendence last evening that we have had for some time and much interest in the meeting was manifested. One new member (W. C. Clark & Co.) was admitted to membership. The Association has a party "on the string" to locate an elevator here and will get him here if work and money will fetch him. We can say that it, looks as though we had entered upon a year in which Saranac would redeem herself. Yours,
P. T. WILLIAMS, Sec'y.

Hides, Pelts and Furs.

Hides are dull and unchanged. Pelts are in fair demand. Furs are about 10 per cent. higher, on account of light catch, but it is too early to change quotations.

Buy flour manufactured by the Crescer Roller Mills, Every sack warranted. Voig First Ball and Banquet of the Muskgo B. M. A.

held last night, and despite the terrible storm which raged, with mercury below zero, the affair was a complete success. Shortly after 8 o'clock the music by the Opera House orchestra began, and until 11 o'clock 100 couples enjoyed the dancing programme at Clay Avenue Armory. The ball was a particularly pleasant one, the various committees doing all they could to make every one welcome. On the floor were noticed quite a number from other cities, among whom were Mr. F. Hamilton, of Traverse City, who is president of the Michigan Business Men's Association; A. O. Wheeler, President of the Manistee Association; Chas. McCarty of the Lowell Association and E. A. Stowe, editor of the Michigan Business Men's Association, and E. A. Stowe, editor of the Michigan Tradesman and Secretary of the State Association. At the appointed hour the company took hacks which had been provided by the Muskaegon Association, and proceeded to the Occidental for supper,
Tables were spread at the Occidental hotel, and shortly after 11 o'clock the company sat down to an excellent supper, prepared and served in landlord Barney's best style. The following is the menu:

served in landlord Barney's best style. The following is the menu:

New York Counts.
Turkey. Duck. Ham. Tongue.
Gelatine of Boned Capon.
Boned Turkey. Allspiced Jelly.
Roast Saddle Young Antelope, with Currant Jelly.
Sweet Breads au Perigord.
Fliet de Boeuf, Braized au Champignons.
Escaloped Oysters and Gratin,
Chicken Salad. Shrimp Salad.
Metropolitan Ice Cream.
Lady Fingers. Cream Puffs.
Cream Candles. Raisin Pouni Cake.
Chocolate Cake. Angel's Food.
Black River Oranges.
California Grapes. Tea, Coffee.
The supper being served, toasts were in orders. At stevens had been selected as toastmaster, and first introduced Frank Hamilton, of Traverse City, President of the State Association. Mr. Hamilton reviewed the work of the State and local associations and referred to Muskegon as one of the brightest stars in the galaxy.
President Fargo. in a few well-chosen

President Fargo, in a few well-chosen words, spoke of the local Association.

C. L. Whitney referred to the Blue Letter and expressed the hope that the time would some when it would be unnecessary.

Ald, Miner happily responded to the sentiment "Our Guests."

Ald. Miner happily responded to the sentiment "Our Guests."

"The Ladies" had been the topic assigned to Maj. Davis. A. F. Temple appeared and explained the Major's absence on account of illness, and paid an eloquent tribute to the grand old man who was dying up stairs.

E. A. Stowe responded to "The Press," by telling how a truthful editor got into heaven by acknowledging that his circulation was the smallest in the county.

R. E. Bunker enternained the subject "City of Muskegon," in a few felicitous remarks.

The extreme illness of Major Davis peing announced, the exercises were brought to a

announced, the exercises were brought to a close. Instead of returning to the hall as had been intended, the party broke up, out of respect of the esteemed citizen, the announcement of whose death was momentarily ex-

First Social Entertainment of the Boyne City Association. BOYNE CITY, Feb. 6, 1888. E. A. Stowe, Grand Rapids:

DEAR SIR—Well, I presume your "editorial ear," it still set agaidst the north wind, has heard the drop from Boyne City so long ago

heard the drop from Boyne City so long ago promised.

Ou Wednesday evening of this week Boyne City witnessed her first B. M. A. social entertainment. 'Owing to the fact that we have as yet only'small audience rooms the entertainment was confined as much as possible to the business men and their families. Invitations were sent to the Associations of Boyne Fails, Advance and Horton's Bay. A. B. Steele and lady, of Advance, and W. H. Davoll and lady and H. O. Hern and sister, of Boyne Falls were present. W. J. Lewis' hall was secured in which to hold the entertainment and at an early hour the same was well filled with peoearly hour the same was well filled with pe

enjoyment of the prime entertainment of the season.

W. J. Lewis, our steak carver, volunteered to do the oyster, tea and coffee cooking and when William dre-ses himself up for cook and gets his white apron on, he is just as good an advertisement as Delmonico over trotted out for a New York toast.

The principal figure of attraction was our President. Not alone because he is "big," but because he was on his high heel. Robert is not crazy, let no one think that; but this was the first opportunity he has had of spreading his wings since he came to Boyne City.

The table was set nearly twice the entire length of the hall and to the ladies must be given the credit of preparing such a meal as would please the Minister Plenipotentiary to Russia. The prize was awarded to Perkins and Ware as the best oyster samplers, though Steele and Horn claim the victory on baked beans and cake.

beans and cake.

After the supper was over and the debris all cleared away, the company gathered here and there in groups and put in an hour or so in good old New England style of visiting.

President Perkins then called to order and in President Perkins then called to order and in a few timely remarks introduced the Secretary of the Association, who very neatly set forth the object of the meeting, also the work that is being done by the Association and what is expected to be done. After thanking the company for their generous attendance, especially the visiting members, he introduced Miss I. M. Garner, principal of the Boyne City union school, who read a very fine essay on the subject "Sixteen Ounces to the Pound." This was followed by several instrumental pieces and singing by the lady musicians present, when again ye old-time visiting was brought into play and after ye hour of ten, ye meeting broke up.

meeting broke up.

We shall ere long meet again with a more complete programme. Several new members have handed in their names and much good is being done and a general good feeling prevails.

Yours snowlly,

F. M. CHASE, Sec'y.

No. 52 Growing in Numbers and Strength. GRAND HAVEN, Feb. 7, 1888. E. A. Stowe, Grand Rapids:

E. A. Stowe, Grand Rapids:

DEAR SIR—Our Association is wide awake, has always been so and expects to keep so. We do not have a banquet once a year, but every time we meet, and you would say so if you could have been with us at the last regulation. The merchants are not distant. every time we meet, and you would say so if you could have been with us at the last regular meeting. The merchants are not distant, but feel right at home and act like brothers. We also have a jovial President, who makes it interesting and at the same time means business. Our regular meeting was held February 1, and was well attended, adding two new members to the list. President F. D. Wos announced the standing committees as follows: Manufacturing—Chas. Boyden, Fred Pfaff and Jake Vanderveen.

Transportation—G. A. Bottje, N. Robbins and J. T. Percival.

Insurance—Geo. E. Hubbard, J. DeSpelder and B. Parks.

Improvements—Editor Kedzie, P. Vanlopik and R. Bromer.

Trade Interests—D. Gale, G. Vandenbosch and W. Baker.

The President has made good selections and no doubt every man is in the right place. On the activity and earnestness of these committees, a arge degree of the success and usefulness of the Association depends.

Yours truly.

WM. MIERAS, Sec'y.

RESTRORATE ON NOTH CIE.

Under instructions of the Secretary of the Interior dated the 15th day of Decem per, 1887, modified by his instructions of the 22d 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.

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,

January 23, 1888. E. N. FITCH,

RESTORATION NOTICE.

Under instructions of the Secretary of the Interior dated the 15th day of Decemper, 1887, modified by his instruction of the 22d day of December, 1887. By direction of the Commissioner of the Gen eral 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 re

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. F. N. FITCH, NATHANIEL CLARK, Receiver. Register

CHAS. E. BREWSTER.

CANT HOOK and PEAVY HANDLES. Jobber in Hand-Shaved White Hickory Axe Handles.

I manufacture my handles from rived

econd growth maple, turned 2 1-2, 2 9-16,

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.

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Grand Rapids Ice & Coal Co., OFFICE 52 PEARL ST.,



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Anything or everything in the line of Special Furniture, inside finish of house, office or store. Wood Mantels, and contract work of any kind made to order on short notice and in the best manner out of thoroughly dried lumber of any kind. Designs furnished when desired.

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Offer No. 174. FREE—To Merchants Only: An elegant Carving Set (knife, fork and Steel), in satin-lined case. Address at once, R. W. Tansill & Co., 55 State St., Chicago.

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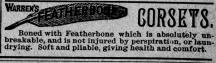
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NEAL'S CARRIAGE PAI

epared ready for use. They dry hard in a few hours, and have a beautiful and durable gloss. They are

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

e Lishiyan Tradesmen.

There are only three stores in the town, and they are divided into a saloon, a meat app and a grocery and drug store combined. The usual two-story frame barn, graced by the name building, with its porch all along the front and wooden benches nailed to the house, with a time-worn and half-effaced sign, "Chucky House," on the front, standing on the corner, completes the vil-

Old Carl Habnichts is the fortunate pos ssor of the monopoly of dealing out andard A sugar and Bear Coffee, and in the lapse of the ten years in which he has lived here has waxed fat in person and purse. You all know him; he has his prototype (although their schemes may be different) in almost every town, and fortunate, indeed, is the traveling man who has not met him at some period of his expe-

The stage has just arrived, and while old Carl, aided by his nephew Hermann, is distributing the mail and our friend Charlie Scroggins is removing from his person the stains of a ten-mile drive in the rain and going over in his mind the conversation that he will use in endeavoring to persuade the old man to purchase his wares, we will examine the store and contents. As you enter the front door you find on your right the little tier of boxes with glass fronts and the usual array of "Rent Due," called the postoffice. Farther down is the drug stock, the frumenti and Spt. Juniper bottles being well in front. On the other side is the grocery stock, and on the walls or tacked to the shelves are two signs done in the most graceful free-hand stencil work of Hermann.
The first announces that

"To trust is to bust, To bust is Gehenna: No trust. Ino bust, The second informs you that

"If you don't see what you ask, want for it." and the third and last is evidently the effort of Carl himself, and, as it is done on the back of an old tobacco sign and has some elegant paintings in one corner, cut out of some circus bill and pasted on, there can be no doubt of Carl's pride in it. It reads as follows:

"NO lOafeRs wANTed GIt!!"

The mail is distributed and the four or five inhabitants of Rodentville who have re ceived letters or papers have disappeared. Old Carl sits behind the plain pine desk, reading an advertisement of some wonderful liver cure or other, and Scroggins, the peregrinating apostle of Selllittle & Makemuch. dealers in soap, clearing his throat, stands expectantly in front of the old man. Carl calmly goes on spelling out the wonderful testimonials of fabulous cures and Scroggins gets hot and uncomfortable. Pretty soon, with a loud "Ahem!" he says:

"How are you, Mr. Habnicht?" Mr. Habnicht slowly lavs down his paper. takes off his spectacles, wipes them, places them firmly on his nose, relieves his mouth of a pint of tobacco juice and, after sizing the apostle up, answers:

"How you do?"

"'You don't remember me, I reckon." "Oh, ja, ja, you vas mit dot baper house in Detroit?"

"No, I am representing Sellittle & Makemuch, soap-"

"Hermann, come mal heer, du hallunlse." and, by the aid of the looking-glass and his fingers, is performing the skillful surgical operation of eliminating a pimple from his chin, comes post-haste to the desk.

"Vas dis der petler vat we puy dem last soap from?"

"Yes, sir."

"'Vas der not somedings missing from der

As Scroggins turns around to look at Hermann, Carl shakes his fist and nods his head until he is in danger of bursting a

"Ye-yes, sir." "I tot so."

"Was there anything short on the bill?" asks Scroggins.

"Short!" grunts Carl. "Dot house von yours is a dandy! Oudt von six boxes von soap vat you soldt me, one boxes ish gone. I writes to your firm—dey tell me to look to der railroadt gompany. How I look to der railroadt gompany? No, sir, I pay noting for dot soap vat come not!" "But are you sure you did not get the

"Mine cracious! do you vant me to swear on der beple? Do you vant vitnesses? Vas you tink me a tief?"

'Well, but we very seldom send five boxes and bill at six, and you are just as liable to make a mistake as-"

"You go righdt oudt mine store, By Jee

Crims, to talk to me like dot!" Now, by this time Scroggins is warm for sure and begins to think maybe he has not handled the old man just right. He thinks of the two dollars paid for livery to come over here from the railroad and, being anxious to sell the old man some soap, begins to apologize and endeavors to conciliate alm. He argues and perspires and perspires and argues and buys the cigars, and, after he has brought the old man into something of his normal condition, asks him which kind of soap was missing. The old and the soap was missing. The old can brings out the invoice and shows him set one box of "No Sude" soap(a new soap od the first sold to him) has never been in a store. After more debate the old manifes six more boxes and paye Scroggins for

Screening enters up the credit for the entire six in his book, resolving to make good the difference in his cash from his expense money. The stage comes along and Scrog-gins blds the old man and Hermann goodby, feeling like kicking himself for giving

n, and, just as the stage starts, Carl's little oy appears with a home-made wagon, the ody of which is a soap box, on which appears, in hig black letters, "NO SUDS. ellittle & Makemuch, Soap Manufactur-LEO. A. CARO.

JOHN H. RHOMOND Wholesale Commission Merchant 335 Broadway, - Albany, N. Y.,

P. O. BOX 215. Liberal Cash Advancements on Consignments. Marking Plates free. Correspondence and Consignments Solicited. References furnished.

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

equaled Quality. Improved Roasting Proces or Sale by all Jobbers at Grand Rapids, Detroit, Saginaw, East Saginaw and Bay City.

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If you want to put in a stock of Fishing Tackle and wish first-class goods and bottom prices, get our prices before you buy, as we have the largest and best stock in the State.

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Jobbers In

Oranges, Lemons, Bananas,

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Dates, Figs, Gitrons, Prunells, Etc.

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Notions, Hosiery, Knit Goods, Farnishing Goods, Etc.,

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

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P. STEKETEE & SONS,

JOBBERS IN

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Peerless Carpet Warps and Geese Feathers American and Stark A Bags

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Everything in the Paper Line.

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OIL CANS... GOOD ENOUGH PEEK-A-BOO, CONGRESS.

AXE HANDLES, CLOTHES BARS,

BASKETS. BRUSHES,

MOPS, LINES AND PINS, BOWLS, TUBS AND PAILS,

Everything in the Woodenware Line.

ARCTIC BAKING POWDER

1-8 lb. Cans 6 Doz. in case 1-2 140 240 1200 Glass Mug Tea Caddie

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

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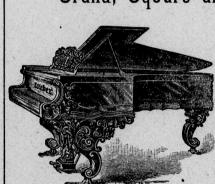
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THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME! ALWAYS ASK YOUR GROCER FOR THESE GOODS.

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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, Smith Pianos,

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QUEEN ANNE, MICHIGAN, TRUE BLUE,

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MASCOTTE, PHŒNIX. WABASH, CAMEO,

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LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

cially for THE TRADESMAN. system of the United States was undou ly a necessity; but that our people should have been burdened with it and submit to it long after the infant born during the ing to government taxes levied upon tobacco and whisky (although this has had and tencies) but to the thousand and one petty government instituted "by the people and for the people" puts upon its statute books laws that invest a petty official with powers superior to the henchmen of an European books, papers and premises can be taken a reputable citizen into a criminal; when it the past year?" rests with an ignorant and unprincipled partisan to condone your unintentional omission or drag you into a money-evaporating lawsuit, and when, on such occasions, you are frequently called upon to choose between sinking your manhood by resorting lars by a tedious litigation, you might, as dollar." far as your personal rights are concerned, the Russias as an infinitesimal portion of the Great American Republic.

features of our revenue laws have been repealed and the government spy now rarely invades our rural communities. Another small revenue official, in the language of Josh Billings, no longer considers it necessary to weigh himself on the hay scales. His semi-occasional visits don't awaken a fraction of the doubt and anxiety that they once produced, and, while we still carefully attend to the prescribed duty of destroying don't injure our eye-sight so much by keeping one optic on the package and the other in the direction from which a department spy might materialize.

These remarks are suggested by the recent visit of a gentlemanly young fellow, who introduced himself as an internal revenue agent and requested permission to inspect sundry stamped and unstamped packages in my possession. This prefunctory duty quickly and satisfactorily performed, a short but pleasant conversation revealed the new and singular facts that he recognized the right of the dealer to the civil treatment of officials and that he didn't imagine for a moment that a large proportion of the machinery of the government rested on his shoulders.

Somewhat different were the actions of an agent who visited me a year or two previous. I was seated at my desk, when the front door was thrown violently open and a stranger walked hurriedly in and, opening my cigar case, began examining its contents. An inquiry regarding his right of indulging in this free and easy proceeding elicited no reply, and he began prowling around the shelves and under the counter. Somewhat doubting my personal ability to fire him from the premises, I went to the door to summon an athletic assistant, when my visitor unbent sufficiently to explain that he was employed by Uncle Samuel to see that the revenue laws were rigidly obeyed, and, after apparently satisfying himself, he left as abruptly as he came, without a word of approval, disapproval or

Some years ago, just before the first of May, I bought out my partner's interest in the business and, of course, took my special tax receipt in my own name. The sign of the old firm remained over the door for some months. One day, I observed a party attentively studying this sign and comparing with a small pass book. At last, he entered the store and exclaimed sharply and almost

"Who runs this establishment?" I gave him my name.

"By what right, sir, do you do business in one name and exhibit a sign with another?" "By what right do you make yourself so offensively impertinent?"

"I'll let you know! I'll show you, sir! I'm a deputy revenue collector!"

The young man was evidently "fresh" and, perhaps, indulged in hopes of a nice little tump of "hush money," but, if so, his expectations were blasted and I never heard anything more of the matter.

This little interview with the gentleman in question evidently didn't prepossess him in my favor particularly. As his official eye-teeth become more fully developed, his arrogance perceptably diminished, but on several successive visits that he made me I could perceive that he was more than anx ious for a cause for complaint. Luckily, however, he discarded the purple of office ithout being able to testify to a sin of aission or commission. This was his yn oversight, though, for on one occasion ound me with two or three empty cigar a piled in the window, which, from in-sable neglect, still had the stamps intact, but which, from some cause, he falled to observe.

I notice that the lively young representa-ive at Washington from the fifth district of Michigan has a bill in the Congre mill providing for a graded tax on incomes. If any internal revenue assessment is just and equitable, it is one of this nature, but, of course, there is very little probability o its receiving any favorable attention in the House and no possibility whatever of even respectful consideration in the American Chamber of Millionaires; but, in the-imcampaigning of its father had become a possible—event of its becoming a law, I father himself, is one of the singular fea-should have very much curiosity in listentures of our history. I am not here alluding to Mr. Ford's theory regarding its enfercement. When not one man in a dozen outside of those receiving fixed salaries or still has its incongruities and inconsis- having a fixed income from rents or investments, can satisfy himself regarding the reannoyances, absurdities and indignities that sult of his labor and speculations of a year, characterized the enforcement of the sys- it would be interesting to know how the tem until a very recent period. When a government agent could determine, in a manner satisfactory to the treasury and the

the exact financial status of the latter. I will call to mind, say, a half-dozen parsevereign; when without legal process your ties who would, under favorable circum stances, come within the provisions of Mr. ion of by a department spy; when a Ford's bill and I will imagine their answers little defect in memory transforms you from to the question, "What was your income

befogged individual himself, anything like

"If my Chicago wheat options turn out favorably, I shall make, probably, five thousand, but I am liable to lose twice that

"If Grand Rapids real estate advances, as I anticipate, it will be something handsome to bribery, or sinking your hard-earned dol- if it remains in state quo, I haven't made a

"If may lawsuit results as I hope and exabout as well be a subject of the Czar of all pect, I shall be a few thousands ahead; at present, I can't consistently answer the

I will omit the presumed replies of the

But my greatest curiosty regarding Mr. Ford's scheme for governmental support is how he proposes to abolish or mitigate the nquisitorial, insulting, degrading, despotic, features that have characterized our in ternal revenue system for more than two

GENUINE K. of L. CIGARS.

The product of Organized, Working Cigarmakers. Established Sept. 1, 1886, on the Co-operative plan by members of L. A. 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

labor of coolies, the contracts for convict labor, give our Cigars a trial.

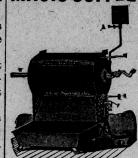
If you are in favor of shorter hours of labor, the Saturday half-holiday, and last, but not least, the payment of higher and living wages in solid cash, give our Cigars a trial and accord them your most liberal patronage. The yellow K. of L. label on every box. One hundred thousand sold within three months in the city of Detroit alone. Warranted to be strictly five and ten cent goods. For further particulars, terms, prices, references, tc., address

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E. FELDNER & CO. CUSTOM SHIRT MAKERS,

Men's Furnishing Goods. Happily, some of the most obnoxious others, as they would, undoubtedly, be of a NO. 2 PEARL ST., - GRAND RAPIDS Prompt Attention to Mail Orders. Telephone 891.

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> PERKINS & HESS Hides, Furs, Wool & Tallow,

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

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

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Specialties: Apples and Potatoes in Car Lots.

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MOSELEY BROS.

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Fruits, Seeds, Oysters & Produce,

ALL KINDS OF FIELD SEEDS A SPECIALTY. If you are in Market to Buy or Sell Clover Seed, Beans or Pota-

toes, will be pleased to hear from you.

GURTISS, DUNTON & ANDREWS

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

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MOCHA, JAVA

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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.

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WM. SEARS & CO. Cracker Manufacturers,

Agents for

AMBOY CHEESE

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

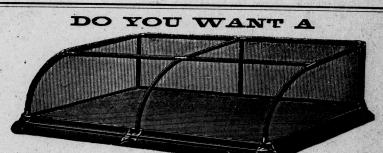
CEO. E. HOWES.

C. N. RAPP, Manager, JOBBER IN

Apples, Potatoes onions.

SPECIAL TIES:

Oranges, Lemons, Bananas. 3 Ionia St., CRAND RAPIDS, MICE



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RISING SUN BUCKWHEAY.

Guaranteed Absolutely Pure.

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 GRAND RAPIDS, MICH.

HESTER & FOX.

SAW AND CRIST MILL MACEINERY



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 Spulley and become convinced of their superiority.

Write for Prices.

44, 46 and 48 so. Division St., GRAND RAPIDS, MY

where we reproduce the speech of A. Stowe, of The Michigan SMAN, at the Woolson Spice Com-recent banquet in this city, in regard re Food." Says Mr. Stowe, in sub-

The dealer is entitled to sell anything the trade demands, provided he sells it under the proper name. But perhaps it would be fairer to quote the speaker's own words: "In my opinion," says Mr. Stowe, "a merchant has a right to handle anything that is called for, provided the article is not unwholesome, and is sold for what it really is."

Mr. Stowe's proposition is qualified by two very important provisions and they contain in reality the gist of the whole matter. The consumer demands something cheap, a demand to which the dealer must adjust himself. "If the poor man prefers a mixture of peas, beans and chicory with merely enough coffee to give it a flavor, sell it to him," says our new apostle of "all things to all men."

The broad objection to this position is the it reduces the grocer to a mere inani-te machine for dealing out goods accordng to the whim or the want, real or imagiry, of the customer. It entirely divests e grocer of that intangible element which akes him a desirable aid to the customer ares him a desirable and to the customer-an element compounded of experience, degment and skill in his calling. For the istomer may not himself know what he etually wants, or may not want that which really best for himself or his pocket. To lopt such a platform is not only to deprive the customer of the services of his merchant he customer of the services of his merchant is an expert, but also to strip the merchant himself of the very qualities which have contributed so largely to his success, and place all the members of the calling upon the dead level of mediocrity. But this is contrary to the principle and policy of trade in all other callings, and the merchant cannot well be an exception to the general rule. We buy with every bill of goods, something of the merchant's knowledge and expertof the merchant's knowledge and expertness in his business, his honesty and his ability to help us in obtaining the best possible results for our expenditure, not only in seeming and temperary, but in permanent and actual results. And we expect to pay, and do pay for this part of our purchases, otherwise we would neglect the chases, otherwise we would neglect the dealer of long experience and high characr, and trade with his more plausible but ss scrupulous competitor.

Again it might be argued that the lowest

ced goods are not always the cheapest, in best sense of that word, nor, indeed, the most economical. Nobody knows this better than the skilled merchant, but Mr. Stowe's teaching would close his mouth effectually. Would it be remarkable under these circumstances, if the customer, having been injured through his own ignorance or lack of judgment, should lay part of the blame upon the dealer? And would not an antagonism thus speedily arise, which could do the customer no good and might do the nt great harm? Let it once be understood that a merchant was selfishly de-voted to his own interests alone, and regardless of those of his customer, and his career could hardly outlive a twelve-month. But even if this plan were adopted and

the customer thrown entirely on his own knowledge and resources, its practical working would prove quite a different thing from its theory. As human nature is now constituted, there are dealers here and there who, in the face of the strong public sentiment against adulterations, sell without notice the mixture of pepper and burnt crackers for the pure article, and the compound of peas, beans and chicory for the coffee they so poorly represent. Sweep away this restriction of public sentiment, and how long would even the better class of dealers take the pains to explain to their customers the the pains to explain to their customers the exact proportion of adulterant to be found in each article of cheapened food? How long before the shrewd and unscrupulous lobber, himself cheated and hoodwinked by equally shrewd and unscrupulous man-turer would twist even the honest reer into such a tangle that he could no Thursday. ger be honest if he tried? No. Bro. we, such a system might do for Grand

ITo be misrepresented by an enemy is bad enough, but to be misunderstood and disquoted by a friend is worse yet. THE TRADESMAN will endeavor to set the Business World aright soon by a specific answer to the conclusions above quoted.—ED.)

Raising a Fund for the Worthy Poor.

The monthly meeting of the Charlotte Business Men's Association was held in Carmel hall Monday evening, and several matters of importance discussed. The Association, among other commendable things, realizing the undoubted destitution existing in many parts of the city, has taken in hand the task of raising a substantial fund to be used for alleviating the distress so far as possible. A fund of \$105 for this purpose was reported as already subscribed and the s reported as already subscribed and the ork scarcely begun. It is hoped to make a sum much larger before the work of disbursing it is commenced. C. E. Baxter, Geo. Perry and A. G. Fleury were appointed a committee to take in hand the matter of distributing the fund. sident Green announced the following

On Insurance—E. S. Lacey, E. T. Church

and A. D. Baughman.

On Largeyments—R. C. Lones, C. L.

and A. D. Baughman.
On Improvements—R. C. Jones, C. L.
Pratt and C. M. Jennings.
On Trade Interests—Jos. Lang, H. F.
Pennington and C. B. Lamb.
Among other things, the Association has
couple of railroad schemes on the string,
well as several manufacturing projects.
Several new members were added to the
toll of membership. The first delinquent
list, showing 107 names of present and former residents, was announced.

Always Handle the Best

othing gives so much satisfaction to the er as to handle the best goods on the dealer to retain the respect of his cus-ers. Such being a recognized fact, it be-res every dealer to handle nothing but setstrated "Anchor" brand of systems, this packed and sold exclusive by F. J.

The thrushes' song is sweet and clear,
The linnets' loud and stry;
But not so pleasing to my ear
As is thine own, My Mary.

In every flowret there is grace, And sweetness in the berry; But still more lovely is thy face, More sweet thy lips, My Mary.

Full many pleasures have I known When girls have bid me tarry; But never half the joy, I own, As when with thee, My Mary.

The wreathes that we together wove. The same your brow did carry, 'Twere sweet indeed, My Mary.

But not as were the plights of love. Neath skies so soft and starry, Naught then in earth, or sphere above, Compared with thee, My Mary,

I'll not forget, I never can, The eve you said you'd marry, And named the jaunty traveling man For whom you shook me, Mary.

Gripsack Brigade. E. L. Johns, late of Mt. Pleasant, is no

on the road for Feldner & Co. A. F. Peake, State agent for DeLand & Co., of Fairport, N. Y., was in town Sat-

A. D. Estabrook, traveling representative for the Powers & Walker Casket Co., is now

devastating the Upper Peninsula. D. E. McVean, late with Bulkley, Lemon & Hoops, has engaged to travel for Hawkins & Perry, taking the same territory formerly covered by H. L. Toles.

Geo. Alden, formerly on the road for Foster, Stevens & Co., but for the past four years engaged in the retail hardware business on West Bridge street in company with his brother, has engaged to travel for Brown & Sehler.

& Sehler.

F. W. Parsons, who has represented the Wilson & McCallay Tobacco Co. in this " Premium... " Hom-Cocoa " Breakfast... Wilson & McCallay Tobacco Co. in this State for two years past, has been assigned the Indiana territory in addition, compelling him to maintain offices at both Chicago and Detroit.

Jas. A. Grookston, who has probably a arger collection of old curiosities than any "Is and 1/5...."

"" Is and 1/5...." larger collection of old curiosities than any other man in Michigan, is rejoicing over the receipt of two valuable additions to his colof New Hampshire for May 17, 1800, and the Mirror, of Concord, N. H., for Nov. 7, 1906, and 1907.

Aaron B. Gates, for the past three years traveling representative for Morris H. Treusch, was married at Charlevoix last Thursday evening to Miss Anna Bell, daughter of John Bell, the grocer. The happy couple will make their home at Rockford. Mrs. Gates is accompanying her husband on his trip down the C. & W. M. this

Purely Personal.

Ed. Williams has removed to this city from Hart and taken a position in the grocery store of his brother, C. E. Williams, on Plainfield avenue.

Plainfield avenue.

W. T. Lamoreaux, who was called to COFFEES—SPECIAL BRANDS.
Bell-Conrad Plan. Java... 31
"Mocha.. 32
"Javoka 29 Vermont by the serious illness of his wife, telegraphs that she is no better and that his return home is as yet a matter of conjecture. Dr. Henry Lever, the Newaygo druggist,

was in town last week on his way to the Grand Encampment, I. O. O. F., which was held at Battle Creek Wednesday and

John Shirts, who left Grand Rapids two state of nature, and where the selling of one article for another and a better is wholly unknown, but it would be a bad kind of a system to turn loose upon the wicked world

The Only Line That Gets There.

It has been well said by a distinguished writer that "the Michigan Central is the only 'Niagara Falls Route' in the country." It is the only railroad that runs directly by the falls and stops its trains at a point from which all parts of the falls and the rapids are in full view. From this point, called Falls View, the scene from the Mich-igan Central train, whether in its summer setting of emerald or its winter setting of crystal, is one of unexampled grandeur and sublimity. As it is on the direct route to New York, Boston and New England, no east-bound traveler should fail to take ad-

Telfer Spice Company,



46 Ottawa Street, Grand Rapids

ABSOLUYK

WHO INDISATED PROCESS CONTRIBUTE DRIED FRUITS.
Apples, evaporated...9%@10%
sundried......6@ 6%

FLAVORING EXTRACTS.

FARINACEOUS GOODS. Farina, 100 lb. kegs...... Hominy, \$\pi\$ bbl..... Macaroni, dom 12 lb. box Peari Bariey 3%
Peas, Green Peas, Split.
Sago, German.
Tapioca, fi'k or p'rl.
Wheat, cracked.
Vermicelli, import...10

MATCHES.

Richardson's No. 9 sq...... Richardson's No. 7½, rnd... Richardson's No. 7 rnd... Woodbine, 300....

New Orleans, choice.... New Orleans, fancy.... ½ bbls. 3c extra

Cases.....OATS-ROLLED.

Choice Carolina.

Prime Carolina.

Good Carolina.

Good Louisiana.

Nutmegs, fancy

" shot.

OATMEAL

MOLASSES.

COCOANUT ½s..... 1s in tin pails. " ¼s...... Manhattan, pails.....

COFFEES-PACKAGE.

McLaughlin's XXXX Mex....19 CORDAGE.

60 Pocket, F F D... 28 Pocket 100 3 fb pockets.... SAUCES.
London Relish, 2 doz. CANNED FISH.
Clams, 1 D, Little Neck.
Clam Chowder, 3 D.
Cove Oysters, 1 D stand.
Cove Oysters, 2 D stand. SOAP.
Dingman, 100 bars.....
Don't Anti-Washboard.

Don't Anti-Washboard
Jaxon...

Queen Anne.
German Family.

SPICES—WHOLE.

Allspice
Cassia, China in mats...

Batavia in bund.

Sagon in rolls...

Cloves, Amboyna...

Zanzibar.

Mace Batavia.

Pepper, Singapore, black..18 SPICES-GROUND-IN BULK Quinces...... Raspberries, extra.....

TOBACCOS—FINE CUT.
Sweet Pippin.....
Five and Seven.....
Hiawatha.... TOBACCOS—SMOKING. VINEGAR. 30 gr. 50 gr White Wine

Camphor, oz., 2 b boxes. Extract Coffee, V. C..... CANDY, FRUITS and NUTS. Putnam & Brooks quote as Standard, 25 b boxes.

Twist, do Cut Loaf do Royal, 25 b pails. 84@ 9
Royal, 200 b bbls. 84@ 9
Royal, 200 b bbls. 84
Extra, 25 b pails 10
Extra, 200 b bbls. 9
French Cream, 25 b pails 114
Cut loaf, 25 b cases. 10 Broken, 25 fb pails..... Broken, 200 fb bbls.....

Lozenges, plain..... Lozenges, printed..... Imperials Cream Bar...... Moiasses Bar..... Caramels..... Hand Made Creams.... Plain Creams....
Decorated Creams...
String Rock...
Burnt Almonds...

FANCY-IN BULK. Lozenges, plain in pails... 12 Lozenges, plain in bols.... 11 Lozenges, printed in pails. 12½ Lozenges, printed in bols. 11½ Chocolate Drops, in pails. 12½ Gum Drops in pails. 64 Gum Drops in pails.

Gum Drops, in bbls.

Moss Drops, in pails.

Moss Drops, in bbls.

Sour Drops, in pails.

Imperials, in pails.

Imperials in bbls.

Dranges, Messina ... NUTS.
Almonds, Tarragona @17½
" Ivaca.....16 @16½
" California @15

Brazils ... 94,616
Filberts, Sicily ... 911
Walnuts, Grenoble ... 14
"Sicily ... 12
"Pecans Trench ... 21 French...
French...
French...
Peans, Texas, H. P.
Cocoanuts, \$100...

PEANUTS.
Prime Red, raw \$5
Choice do do
Fancy H.P. do do
Choice White, Va.do
Fancy H P. Va do
H. P. Va.

OYSTERS AND FISH. F. J. Dettenthaler quotes a follows: Fairhaven Counts.

71/20

PROVISIONS.

The Grand Rapids Packing & Provision Co. quote as follows:

SMOKED MEATS-CANVASSED OR PLAIN

PORK IN BARRELS.

BEEF IN BARRELS. Extra Mess, warranted 200 fbs..... Extra Mess, Chicago Packing.... "Kansas City Packing... SAUSAGE-FRESH AND SMOKED.

SAUSAGE—FRESH AND SMOKED.

Pork Sausage.

Ham Sausage.

Tongue Sausage.

Frankfort Sausage.

Blood Sausage.

Bologna, straight.

Bologna, thick.

Head Cheese.

as follows:
Fresh Beef....
Dressed Hogs...
Pork loins...
Beef loins...
Beef ribs...

Bologna..... Frankfort sausage. HIDES, PELTS AND FURS. Perkins & Hess pay as follows:

Green \$\Pi\$ b 4\% 6 5 Calf skins, green
Part cured ... 6 \@ 6\%
Full cured ... 7 \@
Dry hides and kips ... 6 \@ 8

| WOOL. | Fine washed | D 18@20 | Coarse washed...20@22 | Medium20@23 | Unwashed......12@16 Bears. 15 00 7 00 4 00 50
Beavers. 6 00 4 00 2 00 25
Cat, Wild 50 20 5
"House 15 10 6 30 10
"Cross. 5 00 2 5 10

Blue "Short Grey, Long " MISCELLANEOUS. Sheep pelts, short shearing.... Sheep pelts, old wool estimated... Tallow.... Grease butter. Ginseng, good.

Curtiss & Dunton quote as follows: Standard Pails, two hoop..... Standard Pails, three hoop..... Pails, ground wood Butter Pails, ash... Butter Ladles..... Butter Spades..... Rolling Pins.....

Clothes Founders. Clothes Pins. Mop Sticks. Washboards, single. Washboards, Northern Queen othes, splint,

Water Tight, (acme) bu..... half bu PRODUCE MARKET. Apples-\$2.50@\$3 per bbl. Beets-In good supply at 40c per bu.

scarce, readily commanding \$2.30@\$2.50 per bu Butter-Jobbers pay 18@20c for choice dairy

Butterine-Creamery, 16c for solid packet Butterine—Creamery, 16c for solid packed and 17c for rolls. Dairy, 13½c for solid packed and 14½c for rolls. Extra creamery 20c for solid packed and 21c for rolls.

Cabbages—\$16\foxed{\text{sl}}.25 \text{ per doz., according to size. Very scarce.}

Carrots—30\foxed{\text{30}} to per bu.

Celery—25\foxed{\text{ doz.}} Poor in quality.

Cheese—Jobbers are holding their stocks at 13\text{313}\text{314}.

Cheese—Jobbers are nothing their stocks at 13@13%c.
Cider—10c per gal.
Cooperage—Pork barrels, \$1.25; apple barrels, 25c.
Cranbe ries—Wisconsin Bell and Bugle are in good demand at \$3.75 per box or \$11 per

bbl.
Dried Apples—Jobbers hold sun-dried at 6½c and evaporated at 8½c.
Eggs—Jobbers hold fresh at 20c and limed and pickled stock at 17c.
Honey—In plentiful supply at 15@16c.
Hay—Baled is moderately active at \$14 per ton in two and five ton lots and \$13 in car lots.
Onions—Home grown, 80c per bu.
Pop Corn—2½c \$ b.
Potatoes—Buyers are paying 75@30c per bu. and holding at 90c.
Turnips—20@25c per bu.
GRAINS AND MILLING PRODUCTS.

GRAINS AND MILLING PRODUCTS

heat—City millers pay 80c for Lancast 80c for Fulse and Clawson.

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.

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 SPEC-IAL OFFER. It makes retail profit very sat-

Central City Soap Co.,

INCREASE YOUR TRADE

AAAAAAAAAAAAAAAAAAAAA

EE

HONEY

JACKSON, MICH.

BY SELLING

TROPICAL



Bananas, Our Specialty. 16 and 18 No. Division St.,

Importers and jobbers of fine Teas, Coffees, Spices, Etc.. Baking Powder Mfrs., Coffee Roasters, Spice Grinders. GRAND RAPIDS, - MICH.

ESTABLISHED 1886. THURBER, WHYLAND & CO.,

159 80. Water Street, Chicago.



J. H. THOMPSON & CO.,

59 Jefferson Ave., Detroit, Mich.

and offer as inducements twenty years' experience and clear record. The best equipped and largest salesroom in the busines in this city. Ample storage facilities-full 20,000 feet of floor space in the center of the best market in the West. Ample capital and first-class references on file with THE TRADESMAN. Write us if you wish information, whether to buy or sell. It will cost you nothing.

BARNETT BROS.



Baking Powders, Extracts, Bluings,

GROCERS' SUNDRIES

40 and 42 Sonth Division St., GRAND RAPIDS, - MICH



F. J. DETTENTHALER

WHOLESALE

AND OYSTERS.

Packing and Warehouse.

37 North Division Street.

Office, 117 Monroe St.,

GRAND RAPIDS,

SEND FOR PRICE LIST.

ALFRED J. BROWN.

FOREIGN,

CALIFORNIA



NEW YORK,

RELIABLE

FOOD PRODUCTS.

[It is both pleasant and profitable for merchants to occasionally visit New York, and all such are cordially invited to call, look through our establishment, corner West Broadway, Reade and Hudson streets, and make our acquaintance, whether they wish to buy goods or not. Ask for a member of the firm.]



JULIUS HOUSEMAN, Pres., A. B. WATSON, Treas., S. F. ASPINWALL, Secy, CASH CAPITAL, \$200,000.



EDWIN FALLAS PROPRIETOR OF

VALLEY CITY COLD STORAGE, Butter, Eggs, Lemons, Oranges. And Packer of

SOLID BRAND OYSTERS. Facilities for canning and jobbing oysters are unsurpassed. Mail orders filled promptly at lowest market price. Correspondence solicited. A liberal discount to the jobbing trade.

217, 219 Livingston St.

Grand Rapids

Drugs & Wedicines

Central Michigan Druggists' Associat rrien County Pharmaceutical Society. ident, H. M. Dean; Secretary, Henry Kephart. Charlevoix County Pharmaceutical Soci President, H. W. Willard; Secretary, Geo. W. Cro Ionia County Pharmaceutical Society.

President, W. R. Cutier; Secretary, Geo. Gundrum.
Jackson County Pharmaceutical Ass'n, resident, C. B. Colwell; Secretary, C. E. Foote.
Kalamazoo Pharmaceutical Association. resident, D. O. Roberts; Secretary, D. McDonald.
Mason County Pharmaceutical Society. resident, F. N. Latimer; Secretary, Wm. Heysett.
Jecosta County Pharmaceutical Society. resident, C. H. Wagener; Secretary, A. H. Webber.
Monroe County Pharmaceutical Society. resident, S. M. Sackett; Secretary, Julius Weiss.
Luskegon County Druggists' Association, Tuskegon County Druggists' Association, resident, E. C. Bond; Secretary, Geo. L. LeFevre.

Muskegon Drug Clerks' Association, resident, C. S. Koon; Secretary, Geo. L. LeFevre.

ewaygo County Pharmaceutical Society resident, J. F. A. Raider; Secretary, A. G. Clark. ana County Pharmaceutical Society. ent, F. W. Fincher: Secretary, Frank Cady. ginaw County Pharmaceutical Society sident, Jay Smith; Secretary, D. E. Prall. Fuscoff County Pharmaceutical Society. sident, E. A. Bullard; Secretary, C. E. Stoddard tee County Pharmaceutical Society nt, W. H. Willard; Secretary, A. H. Lyman.

· Allspice or Pimento.

What is allspice? Most people would hazard the opinion that it is a mixture of spices in which there are several ingredients. Cinnamon, mace, nutmegs, cloves and cardamons are supposed to be mingled in it; the result being a flavoring mixture of special merit. It is true that all spice does combine a very agreeable variety of flavors; but it is a simple and not a compound pro-duct. We are indebted for it to the tropical island, of the west; but practically all that comes into commerce is the growth of one island—Jamaica. Allspice is the name given to the powdered berries of what is given to the powdered berries of what is known elsewhere as pinento, or Jamaica pepper. The plant yielding these berries is a near congener of the pomegranate and guava, and is known to botanists as pimenta vulg vris. It is a handsome evergreen tree, something like the arbutus in habit, the bright glossy leaves have quite a spicy odor when bruised, and recall at once the allspice of commerce. The flowers grow in dense clunters almost like those of hawthorn, but greenish in color. Following thorn, but greenish in color. Following these we have small green aromatic berries the size of black pepper. If allowed to ripen they become pulpy and lose some of their pungency. For commercial purposes the berries are gathered when green, carefully disided in the sun on barbeenes or platfully dried in the sun on barbeenes or plat forms, and, when well cured, are packed in large bags holding about 160 to 180 pounds and snipped.

Pimento trees are natives of many parts of tropical America, but nowhere are they so plentiful or thrive so well as in Jamaica.

The properties devoted to the growth of pimento are called pimento "walks."

Several hundred of them are dotted over the limestone hills to the west of the istituted in a thriving town in Western Michigan.

Stock of drugs and groceries with fixtures, situated in a thriving town in Western Michigan. land; but, strange to say, the trees are never actually planted, nor do they receive any cultivation worthy of the name. The whole industry is one in which man and constantly increasing trade. Business does little except reap the results. But in will bear closest inspection. Reasons for does little except reap the results. But in many years, owing to lower prices, the results are not worth reaping. Hence, the pimento grower has often to fall back on his cattle and horses, raised on the rich pasture beneath the spice tree. In spite of low prices, however, the pimento industry is, as a whole, of considerable value. In 1874—a bad year—the value was only £36,000; in 1880 it was £146,000. The grower seldom gets more than two pence per pound for it when available to the results. But in will bear closest inspection. Reasons for selling, other business. For full particulars address box 110, this office.

FOR SALIE! dom gets more than two pence per und for it when cured. It is certainly ore mild and innocent than most other spices, and it is largely used in various lishes; so that a better time may come for

dishes; so that a better time may come for the grower.

I mention just now that pimento trees are never planted by the husbandman. It is all the work of birds, who feed on the ripe pimento berries and scatter the seeds over the land. The seeds soon germinate, and the warm genial rains and the tropical sun do the rest. What man does is to thin out the trees where they are too thick, clear off other trees that interfere with the pimento, and then a walk is established. The surplus plants, taken up with good roots, are shipped to make walking-sticks and umbrella handles. The wood of the pimento tree is very close in texture, takes a good polish, and is of a fine, rich color. A few "male" or barren trees are sometimes cut down, but, otherwise, pimento wood is too valuable to be used for commercial purposes.

The Pharmacy Law at Detroit. Robert M. Kestell; druggist at 188 Ran

ph street, Detroit, has been fined \$10 for ensing drugs without a license. The case against William F. Thompson for a like offense has been continued a week.

Those people in the drug trade of a speculative inclination who bought salicine last year when it was up to \$10 may, if present adventions hold good, have an opportunity getting out without lesing more than half the money they have to.

Advertising Medicines in Germany.

At the late congress of German pharmaists, held at Munich, it was decided to petition Government for the suppression of all public advertisements of medicines in whatever shape or form. This resolution. though purporting to represent the views of the majority of the 2,800 members of the Apotheker-Verein, was carried by only 31 votes, and has evoked strong opposition. In the columns of the Pharm-Zeitung a number of German pharmacists announced their determination to get up a counter-peition, setting forth that a law practically nvolving the prohibition of all advertising would seriously injure their business. By way of taking the wind out of their adversaries' sails, they propose to demand the suppression of the advertising and sale of 'such secret medicines and preparations as shall be proved, after examination by the officials of the Imperial Board of Health, to be of the nature of quack remedies," and more stringent legislation against the sale of pharmaceutical articles by non-pharma-

The Drug Market.

Alcohol has again advanced. The price ow is \$2.19 by the barrel, \$2.24 in one-half arrel and \$2.29 for smaller quantity, less 5 cents per gallon for cash in ten days. Carbolic acid is scarce and tending higher. Baisain copaiba is steady. Gum camphor s active and very firm at previous quotations. Quinine is weak and lower for German brands. P. & W. is unchanged. Morphia is steady. Opium is weak and lower. Salacine has advanced. Canary and hemp seeds are very firm. Cubebs are steady at advance noted. Oil cubebs has advanced.

Status of the Sparta Jewelry Failure. Sylvanus Atherton, assignee of Geo. W. French, the Sparta jeweler, has filed a schedule of assets and liabilities, as fol-

Rue Tana Thyn

Exechthitos
Erigeron 1
Gaultheria 2
Geranium, 3
Gossipii, Sem, gal.
Hedeoma
Juniperi
Lavendula

Morrhuae, gal..... Myrcia, 3.....

Anchusa
Arum, po
Calamus
Gentiana, (po. 15).
Glychrrhiza, (pv. 15).
Hydrastis Canaden,
po. 45).
Hellebore, Alba, po.
Inula, po.
Ipecac, po.
I fris plox (po. 20@22).
Jalapa, pr
Maranta, 48.
Podophyllum, po.
Rhei

Spigelia Sanguinaria, (po. 25).

Creta prep... Creta, precip Creta Rubra.

ė	ASSETS.	
の は は の か で か の の の の の の の の の の の の の の の の	Goods and fixtures\$ Tools and furniture Notes and accounts. Real estate	
	Total\$	2,929.44
	LIABILITIES.	15 15 000
	N. G. Levinson & Co., "	247.9 127.79 288.26 180.90 5.06 832.50 88.05 689.06 201.00

FOR SALE!

\$1,600 and can be run down to \$1,000 or \$1,200 in a short time, if desired. Large

town of St. Ignace. Population 3,000. Apply to J. H. Thompson & Co., Detroit, Michigan.

PECKHAM'S

Is now put up in two sizes, retailing for 25c and 50c.

Peckham's Croup Remedy is prepared especially for children and is a safe and certain cure for Croups, Whooping-Cough, Colds, and all bronchial and pulmonary complaints of childhood.

Trade supplied by Hazeltine & Perkins Drug Co., Grand

apids.
Farrand, Williams & Co., Detroit.
James E. Davis & Co., Detroit.
Peter Van Schaack & Sons, Chicago.

POR ATTRACTIVE ADVERTISING MATTER ADDRESS THE DR. H. C. PECKHAM,

ENT.

		pas con for any		
WHOLESALE PRICE CURRENT. Advanced—Oil cubebs, salacine. Declined—German quinine, gum optum.				
eticum 80 10 10 10 10 10 10 10 10 10 10 10 10 10	Foeniculum	Sanguis Dracon Santonine Sapo, W Sapo, G Seidlitz Mixtur Sinapis Sinapis Sundi, Maccaboy	94 50 12@ 14 8@ 10 @ 15	
leylicum 1 70@2 05 phuricum 1 140@1 60 rtaricum 50@ 53 AMMONIA. us, 16 deg 3@ 6 rbonas 11@ 13	Frumenti, W., D. Co 200@2 50 Frumenti, D. F. R 175@2 00 Frumenti 10@1 57 Lugiperis Co. 0 7 175@175	Voes	Do.	
ANILINE 12@ 14	Vini Oporto	2.19) Less 5c. gal. lo Strychnia Cryst Sulphur, Subl	02 00 pp @2 50 (l.bl. @2 29 ts ten days. al @1 10 284@ 344	
saiba 60@ 65 abin, Canada 50@ 55 utan 45@ 50 ies, Canadian 18 siae 11 chona Flava 18 nymus atropurp 30	carriage	Tamarinds ferebenth Veni Theobromae Vantila Zinci Sulph OIL Whale, winter Lard, No. 1 Linseed, pure ra Linseed, pure ra Linseed, boiled Neat's Foot, w	Bbl Gal 70 75 68 72	
Inus Virgini 12 illais, grd 12 sfras 12 nus Po (Ground 12) 10 EXTRACTUM. cyrrhiza Glabra 24@ 25 ematox, 15 b box 9@ 10 " 18 @ 12	Auranti Cortes 50 Rhei Arom 50 Smilax Officinalis 60	Neat's Foot, w Trained. Spin.ts Turpentia PAIN' Red Venetian. Ochre, yellow B Ochre, yellow B Putty, commerc Putty, strictly p Vermilion prime	ne 45 50 rs Bbi Lb 1% 2@3 ars .1% 2@3 er1% 2@3 er1% 2@3 ure2% 2%@3	
" 18.	Aconitum Napellis R 60 60 F 50	erican Vermillon, Engl Green, Peninsul Lead, red strictly Lead, white, str pure Whiting, White; Whiting, Gilders White, Paris An Whiting, Paris	13016 ish 75080 ar 18017 pur 60614 iotly span 070 ' 690 ier'n 1 10	
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nd ¼s	Columba 50 Conium 50 Cubeba 50 Digitalis 50 Ergot 50 Gertian 50 Go 60 Guaica 50 ammon 60 Zingiber 50	Extra Turk Dam Japan Dryer, N Turp	ar 1 55@1 60	
20 chu, 1s, (½s, 14 s, 16)	Hyoseyamus 50 10dtne. 75 Colorless. 75 Ferri Cut ridum. 35 Kino. 50 Lobelia 50 Myrrh 50 Nux Vomic 50 Opi. 85 Campho-cated. 50		K Y	
daeum, (po. 45)	Auranti Cortex 50 Quassia 50 Rhatany 50 Rhei 50 Cassia Acutifol 09 " Co 56 Serpentaria 50 Stromonium 60 Tolutan 00	P		
elia 25 orum 28 tha Piperita 23 ' Vir 25 acetum, V 22 mus, V 25 MAGNESIA. ined, Pat 55@ 60 oonate, Pat 26@ 22	Valerian. 50 Veratrum Veride 50 MISCELLANEOUS. Æther, Spts Nit, 3 F 26@ 28 Æther, Spts Nit, 1 F. 30@ 32 Alumen. 2½@ 3½ Alumen, ground, (p- 0. 7). 3@ 4 Annatto 55@ 60 Antimoni, po 4@ 5 Antimoni et Potass T 55@ 60	TOWE		
onate, K. & M. 203 25 onate, Jennings 353 36 OLEUM. 5 00@5 50 gdalae, Dulc. 450 75 ddalae, Amarae. 7 25@7 10 i 1 90@2 00 anti Cortex. 2 25 gamii. 2 75@3 25 outi 90@1 00	Antipyrin 1 35@1 40 Argenti Nitras, 5 @ 68 Arsenicum 5@ 7 Balm Gilead Bud 38@ 40 Bismuth S. N 2 15@2 20 Calcium Chlor, Is, (½s 11; ½s, 12) @ 9 Cantharides Russian, po @2 10 Capsici Fructus, af @ 15	æ BRO	MPROVE	
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Importers and Jobbers of

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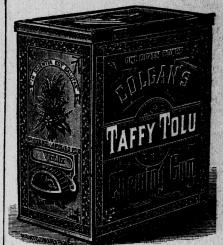
Points of Superiority: Portability, Power, Durability, Compactness, Strength of Cur-rent, Patent Hard Rubber Revoluble Cell, Water Tiphr, Convenience, Can be Carried in the Pocket Charged.

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A beautifully-decorated Mctal Box, with Jonze label pull, GIVEN FREE with every ozen boxes of

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

well adapted in Size, material and all finding poses.
COLGAN'S TAFFY TOLU is the original trade-marked gum which has set the world a-chewing. It sells rapidly, pays well, and alwayf gives satisfaction.
Supplied by all jobbers, packed in above style, at \$3 per dozen. Size, 8½x4½x7½ inches.

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

RECOMMENDED BY EMINENT PHYSICIANS Destonic

A CONCENTRATED LIQUID

A CONCENTRACT OF MALT & HOPS FOR SALE BY ALL DRUGGISTS

MILWAUKEE, Wis., Oct. 20, 1887. Ph. Best Brewing Co., Milwaukee, Wis.: GENTLEMEN—I have used in my family and practice the Liquid Extract of Malt and and practice the Liquid Extract of Malt and Hops, known as The "Best" Tonic, with the most satisfactory results. I consider the Malt Extract the most valuable of all of the Malt Extract the most valuable of all of the Malt Extract the most valuable of all of the Malt Extract the most valuable of all of the Malt Extract the most valuable of all of the Malt Extract the most valuable of all of the Malt Extract the most valuable of all of the Malt Extract the most valuable of all of the Malt Extract the most valuable of all of the Malt Extract the most valuable of the Malt Extract the Malt Extract the most valuable of the Malt Extract the

its class of Tonics, and especially adapted to those cases of debility arising from enfeebled digestion. The "Best" Tonic I besort to Tonics and extra nutrients. A wine lieve fully equal to the best imported Malt glass full before each regular meal, in-Extract, and I am confident will give satisfaction to patient and physician.

J. H. THOMPSON, M. D.

MILWAUKEE, Wis., Oct. 21, 1887. Ph. Best Brewing Co., Milwaukee, Wis.: DEAR SIRS—I take pleasure in stating that your "Best" Tonic is the most palatable of any preparation of Malt, and that from its prompt and reliable effect, I prescribe it in preference to that of any other make.

· Yours truly, J. R. McDILL.

Ph. Best Brewing Co., Milwaukee, Wis.:

GENTLEMEN—I have used The "Best"
Tonic in my own family and in my practice, ever since it was brought to my attention by the Phillip Best Brewing Co., and am free to say that I believe it to be the most palatable and useful of the Malt preparations I have used.

WM For M. Solid food, particularly if given after diseases, in cases of injuries of the body, and especially when the appetite is diminished. It will be difficult to find a better Tonke than the "Best," and I cheerfully testify that it is of great value in the treatment of all kinds of weakness and diseases. I prefer it to any imported Malt Extract.

Very Respectfully WM. Fox, M. D.

MILWAUKEE, Wis., Oct. 26, 1887.

J. HARVEY BATES, M. D.

Спісаво, Dec. 6, 1887.

Ph. Best Brewing Co., Milwaukee, Wis.:

effect to produce most tranquil sleep.

Respectfully,

GENTLEMEN-I have had the pleasure of

Ph. Best Brewing Co., Milwaukee, Wis.: DEAR SIRS-I thankfully received the two bottles of your Concentrated Liquid Ex-tract of Malt and Hops, and am impressed with the value of this good and nutritive preparation. It is really a highly nutritive Tonic and remedial agent in building up a weak constitution, strengthening the nerv-ous system, and a valuable substitute for solid food, particularly if given after dis-

M. OHLEVANN, M. D.

For Sale By

Drug Co., HAZELTINE & PERKINS Grand Rapids,

The Michigan Yradesman.

HIS FIRST TRIP OUT.

LONE INJUN, Feb. 10, 1888.

have not been "hot-potted" to any alarming mer I once was.

man during that day. He was a dealer in frame are left are in pieces. groceries and, as I discovered, a man of I hope to be able to do this town up by ies just purchased by a man whom, at a ful life I am leading. casual glance, might be taken for a cross I discovered later that he was not the form- ter market, and if you are speculating you er, for I saw him take a small caddy of plug had better get in a big stock. from his mouth and there was no government stamp on it. Probably if anyone had tried to stamp on it they would have given it up on account of the shortness of life.

In the course of about an hour and a half, the merchant announced the result of the deal-\$1.84-and then I began cautiously to broach the subject of my business. I was not, at that time, posted as to the best mode of discovering myself. Instead of asking the gentleman if he ever smiled, as I should have done, I interrogated him on the subject or the briskness of trade. This prejudiced him against me at once, for he didn't know the meaning of brisk. When I explained to him that by brisk trade I intended to discover if he sold large quantities of ndise, a look of utter bewilderment spread over his classic feature (his nose) like molasses on a warm day, and he casually took down an old shot-gun from behind the shelves-probably to clean it.

With all the wild, untamed impetuosity of my trusting nature, I tried him on another tack. Were his customers pretty prompt in paying up, or did he have to go around ng them occasionally and take it out of their hides? This struck the spot at once, but I don't think it was the right one, for, as he rammed about an ounce of blasting powder and a large marble down the gun, he gave me the first words which had emanated from his seven-by-nine mouth. "Pardner, I don't think it's any of your durned siness!" This was prompt and to the point, but, combined with the gun and a certain look of hauteur in his eyes, I deemed it wise to change the subject and my position at the same time, which latter I took un behind a large can evidently filled with coffee. I don't want you to think I did this through any bodily fear. Oh, no! I may get married some day, you see, and have a large family to support, and a man should look ahead and keep out of danger for the sake of his poor, dependent offspring.

After toying with the gun a few moments the merchant decided that I was harmless n quite a hurry to sell goods. Know- 77 to 83 SOUTH DIVISION STREET, GRAND RAPIDS. and put it away. I felt relieved at once, for ing to a certainty that he was an educated and refined man, I ventured to give him one of my cards, which, up to this time, owing to my desire not to put myself forward, I had neglected to do.

I was very much surprised at the time, and am yet, at the warmth of the reception to which the discovery of the nature of my siness led. Slapping me on the back as heartily as though he would have been eased to send me, with one blow, to that urne to which no traveling man gets a week-end ticket, he remarked: "So you have the honor of representing Lightweight, Shortage. Stuffedorders & Co., do you?"

I intimated that I was the humble instrument whereby the firm referred to dispensed their remarkably pure and cheap goods.

"Well, sir, I am glad to see you. I have een looking for some of their gosh-darned boodoos for some time. See that bar'l of sugar over there?" indicating it with his

I saw it. I wish I hadn't.

"That there bar'l come from your house and it was short in weight thirty-four nds!" continued the man who was so ased to see me. "See them ding-danged errin's in that box? I got them four years go last fall from your folks. I paid \$81.40 loctor's bills on their account, for the worms in 'em was worse'n maggots in a dead mule!"

I began, by this time, to discover the not very pleasing fact that I was practically a dead man, and wished I had left a message

at the hotel for my parents. See that cheese up there?" and he pointed to a shelf. "I paid sixteen cents a pound or the gol-blasted stuff, on account of your olks saying cheese was goin' up. But ere's no danger of that cheese goin' up. A pound of dynamite wouldn't disturb the t sleep of the critters in it! The first e I tried to cut one, a delegation was t me by its inhabitants warning me to t in my murderous design or they arry the whole blamed store off! in, I am sorry for the parents that u, but I have lost \$213.87 by the

ness, is a blank to me from the time I mur-mured a wild appeal for help until I found what is left of me being hauled away to the hotel in an ore-cart. I only had seven ribs smashed in, two black eyes (there would have been more, undoubtedly, but luckily EDITOR TRADESMAN—My last memoir these were all I had with me at the time), a as dated at Blowup a week ago, and since fractured skull, and the brute, in his awful that time I have undergone physical and anger and strength, deprived me of about al sufferings such as I never dreamed two pounds of cheek. But, as I had a large existed outside of H. Rider Haggard's in- supply of the latter when I started out and structive and moral novel, "She." Unlike have wired to the house for more, I hope infortunate individuals in that story, I soon to be the splendid specimen of a drum-

extent, but I have been hot-whiskied so I left Blowup Friday night. I ought not that it is hard for me to determine to have started out so soon, but the merether I am a Kansas drug store or an chant who liked me so well said that if I didn't leave he would blow the whole hotel After the little preliminary difficulty up and, not wishing to displease him again; out my breakfast described in my last, I left peaceably. Pieceably would be more started out to sell goods. I only visited one proper, perhaps, as what portions of my

strong opinions. As I entered his place of the end of the week. I haven't made much business, I found him employed in endeav- for the house yet, but I hope they won't reoring to figure out the total of some grocer- call me, as I am fascinated with the delight-

I will close with the pointer that there between a tobacco-press and a barber pole. will be a corner or a trust in the court-plas-

and fresh until entirely used.

For particulars, write to

"CANDEE" Rubber



3. STUDLEY & CO., Grand Rapids Jobbers of

remarket, and if you are speculating you had better get in a big stock.

House and Oil Clothing of all kinds, House and Wagon Covers, Leather and Rubber Belong and Mill and Fire Department. F. O. B. ment Supplies. Send for price list.

CLARK, JEWELL & CO Sole Agents for Western Mich.

THE BEST

In the World.

SUMATRA WRAPPER.

CIGAR

HAVANA LONG FILLER,

RETAILERS

CLOTHING, Furnishing Goods,

LUMBERMEN'S SUPPLIES,

Hats, Caps, Etc.

All winter goods will be sold at and

BELOW COST

FOR 30 DAYS

To make room for

TERMS:--

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86, 88, 40 and 42 Canal St., GRAND RAPIDS,

W. C. DENISON.

The accompanying illustrations represents the

It will fit any pail, and keep the Tobacco moist

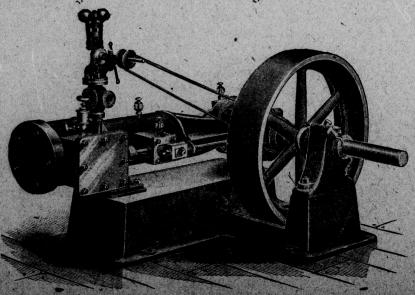
Boss Tobacco Pail Cover.

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Solo Agonts,

It will pay for itself in a short time.

You cannot afford to do without it.



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

Stationary and Portable Engines and Boilers, SPRING & COMPANY,

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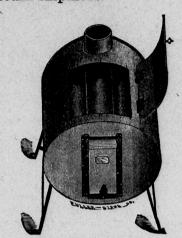
Hosiery, Carpets, Etc. and 8 Monroe St., Grand Rapids.

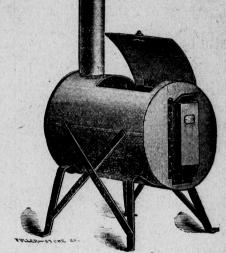
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This is the only stove in the market used for heating cars laden with potatoes or fruit, in which is combined economy in fuel, and perfect safety while cars are in transit.

The design shows position of door and air-draught, which is convenient for using large blocks of wood, and giving the fireman perfect control over the volume of heat required.

Three and one-half joints of five inch pipe, with damper, two five inch elbows, one tin collar and a strap complete the outfit, all of which can be readily packed inside the stove for return shipment.





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Headquarters for Marbles, Tops, Jumping Ropes, Etc. Order promptly as the

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rbles.	
	COMMON.
(Noo)	No. 1 Gray, Unpolished, 1 M in sack. 56 2 Polished and Colored, 1 M in sack. 65
(""	GLASS-ALL FINE.
	Assorted Colored Stripes in Crystal Glass.
	per box
N° 1.	No. 0 Glass, 100 in box 21 1 " 24 2 " " 33 3 " 45 4 " 50 in box 50 per box
\sim	6 " 12 in box. 15 8 " 27 10 " 85
1.	FIGURED GLASS.
	Animals and Birds in Crystal Glass.
(No5)	No. 8, 12 in box. 42 10, " 85
	CARNELIAN AGATES.
73	per box
	No. 2, assorted sizes, in 2 doz. boxes.
13 6	FLINT AGATES.
	Cut from Natural Stone.
N°3.	No. 1, 25 in box. 50 2,
	UNGLAZED PAINTED CHINA. White Alleys, Striped and Figured in Colors.
Nº4	No. 0, White Alley, 100 in box
	IMITATION AGATES.
	Also called "Crockeries"—Brown Glazed.
	No. 0, 100 in box 227 1 - " " 27 2 - " 36 3* " 45
	BOYS WOOD TOPS.
	No. 12, 3 bright colors with strings

RETURN BALLS.

No. 4. with long rubber string attached......