

ASSOCIATION DEPARTMENT

Michigan Business Men's Association. President—Frank Hamilton, Traverse City. Vice-President—Wm. C. Brown, Grand Rapids.

The following auxiliary associations are operating under charters granted by the Michigan Business Men's Association: No. 1—Traverse City B. M. A.

No. 2—Lowell B. M. A. President, H. B. Blain; Secretary, Frank T. King. No. 3—Sturgis B. M. A.

No. 4—Grand Rapids B. M. A. President, E. J. Herick; Secretary, E. A. Stowe. No. 5—Muskegon B. M. A.

No. 6—Alba B. M. A. President, F. W. Sloan; Secretary, P. T. Baldwin. No. 7—Dimondale B. M. A.

No. 8—Eastport B. M. A. President, F. H. Thurston; Secretary, Geo. L. Thurston. No. 9—Lawrence B. M. A.

No. 10—Harbor Springs B. M. A. President, W. C. Clark; Secretary, A. L. Thompson. No. 11—Kingsley B. M. A.

No. 12—Whitefish B. M. A. President, H. B. Whipple; Secretary, C. H. Camp. No. 13—Sherman B. M. A.

W. M. Holmes, Secretary of the Tustin B. M. A. was in town last Tuesday. Climax and Scotts business men will unite in the organization of a B. M. A. this evening at the former place.

Fred T. Allen, the Hartford merchant, writes: "Our Association is in a flourishing condition and is gaining ground."

THE TRADESMAN acknowledges the receipt of an invitation to participate in the ceremonies attending the organization of a State Association at Cleveland on March 13, and will endeavor to be represented on that occasion.

The Cedar Spring Association has secured the location at that place of a solid banking institution—an establishment much needed there and one which will redound to the credit of the place.

S. A. Howe, Secretary of the North Muskegon B. M. A., writes: "North Muskegon wants a newspaper as bad as ever. Our population is 3,500 and we have a live town. Good inducements are held out for a live man. Printers are invited to correspond with me."

Fremont Indicator: Glad to see that there's getting to be more of a "sensible feeling" between the Fremont B. M. A. and the farmers. Every honorable farmer hereabouts should join the Association, as his business is just as important to the general public as any other branch of trade, surely.

Referring to Local Secretary Chambers' suggestions relative to the next State meeting, published last week, the Cheboygan Tribune remarks: "Mr. Chambers is correct. Let every member of the Association attend and we will convince them that there is no grass growing in the streets of Cheboygan and that there is plenty of corn in Egypt."

Grand Rapids Mercantile Association. At the regular semi-monthly meeting of the Grand Rapids Mercantile Association, which was held on Feb. 21, the Executive Committee recommended the acceptance of the proposition of Hughes & Thomas to take charge of the collection department of the Association. The report was accepted and adopted.

GOOD-BYE MONOPOLY. Another Victory over the Insurance Combination. The B. M. A. is largely responsible for the enactment of the Cole anti-compulsory insurance law and proposes to see that it is enforced to the letter. When the law went into effect, the Secretary of the State body wrote Insurance Commissioner Raymond, calling his attention to the fact that some of the insurance companies were violating the law by establishing a State Rating and Inspection Bureau, with headquarters at Detroit.

STATE OF MICHIGAN. ATTORNEY GENERAL'S OFFICE. LANSING, Feb. 11, 1888. Henry S. Raymond, Commissioner of Insurance.

DEAR SIR—Your letter asking my opinion of Act 256 of the laws of 1887, in connection with the proposed scheme of insurance of Detroit, was duly received. You ask me to state, first, as to whether Mr. Beveridge's plan of insurance business in any way violates said act, and second, whether or not I send policies to the assistant inspectors provided for as directed by their companies, are in violation of the act.

Section two of the Act in question reads: "No fire, fire and marine or marine and inland insurance company or association organized under the laws of this State, but whose business therein, shall either directly or indirectly enter into any contract, agreement or stipulation for or understanding of insurance or kind whatever, with any other company, companies, association or associations, or be connected with any of them in any way, as agent, solicitor, broker, secretary or in any other capacity to transact or aid in any manner, directly or indirectly, in transacting or soliciting in this State, business for any fire, fire and marine, or marine and inland insurance company or association * * * or in any other capacity to procure or assist to procure any fire, fire and marine policy or policies of insurance in any company or association which is violating the provisions of section two of this act."

Mr. Beveridge's proposition is to open an office of "Rating and Rating Bureau" at Detroit, Michigan, and to have it act as a "competent deputy inspector" to be employed, whose duty it shall be, under the instructions of the Bureau, to examine, by himself or assistants, all classes of risks, with reference to proper regulation of the rates of insurance, and to prepare necessary forms of policies.

The plan further provides that each deputy inspector shall be required to inspect and rate risks in his district as respects their safety and rating, the rates made to be on the basis of schedules heretofore approved, and that the rates so fixed to be binding on all subscribers under the plan. Mr. Beveridge reserves the right "to adopt all existing tariffs as the basis of his schedules, and to make such changes as may be deemed proper, and to promulgate by him the same."

The plan devised anticipates a contract between the several subscribers and Mr. Beveridge, under which the latter shall act as a "competent deputy inspector" to be employed, whose duty it shall be, under the instructions of the Bureau, to examine, by himself or assistants, all classes of risks, with reference to proper regulation of the rates of insurance, and to prepare necessary forms of policies.

NEWAYGO IN LINE ON ORGANIZATION. The business men of Newaygo met last Friday evening and, after listening to an explanation of the aims and objects of a B. M. A., made by the editor of The Tradesman, unanimously resolved to organize an auxiliary association. The regulation constitution was adopted, when the following officers were elected: President—C. C. Kritzer.

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These prices are for cash buyers, who pay promptly and buy in full packages. AUGERS AND BITS. Iron, old style. 60

IRON AND TINNED. Copper Rivets and Butts. 55 PATENT PLANISHED IRON. "A" Wood's Patent, No. 24 to 27 10 25

ROPE. Sisal 1/4 in. and larger. 11 Manila. 12 SQUARES. Steel and Iron. 10 20

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BRASS. Nos. 15 to 17. 30 30

LOCKS-DOOR. Russell & Irwin Mfg. Co.'s new list. 55

MATTOKS. Adze Eye. \$10 00

MAULS. Sperry & Co.'s, Post, handled. 50

Shop, 1 1/2 to 2 in. 22 00

COMMON BOARDS AND STRIPS. No. 1, 10 in. 16 & 20 feet. 17 00

SHINGLES AND LATH. Thick star, 18 in., 5 to 2 1/2. 3 25

WAGON AND SLEIGH CO. MANUFACTURERS OF Spring, Freight, Express, Lumber and Farm WAGONS!

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

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LAMOREAUX & JOHNSTON, 71 Canal St., Grand Rapids. THE FURNITURE FACTORIES HERE AS FOLLOWS FOR DRY STOCK, MEASURED MERCHANTABLE, MILL CALLS OUT:

SALT FISH Bought and Sold by FRANK J. DETTENHALER, 117 Monroe St., Grand Rapids.

FROST'S PATENT BOX PATENER. G. E. RICHMOND, PAT. FEB. 16, 1870.

Senour Manufacturing Co., 2520 and 2522 QUARRY ST., CHICAGO, ILL. THIS PAINT is composed of NATURAL MINERAL and HYDRAULIC CEMENT, and will out-wear other pigments.

The Michigan Tradesman.

A NEEDLE STORY.

Written Especially for THE TRADESMAN.

Among the numerous impositions practiced upon the country merchant is one which I have never seen especially mentioned in the columns of THE TRADESMAN. I refer to the custom, quite too common, of shipping goods without orders to responsible merchants, in order to force a market for the merchandise. There are different ways of doing this. Some houses accompany the shipment with a bill, perhaps at four months, and a letter in which they indicate that the goods may be returned, if unsold, within a limited time and at their expense. If they always held to these stipulations, there might, perhaps, be no cause for complaint on the part of the merchant. The difficulty is that they don't. In most cases, however, the shippers of these goods neither desire nor expect them to be returned. They look upon them as sold and are prompt in demanding payment of the bill at the end of the four months' time. If the holder of the goods objects, there is likely to be a "jangle," often resulting in the payment of the invoice by the merchant to put an end to the quarrel.

I have more than once been put to inconvenience in consequence of having received, unaware, an invoice of goods which I had not ordered; and I now propose to give an instance of this from my personal experience.

It happened, some months ago, that a small package was brought me by stage, as is usual here with express parcels, and, supposing it related only to my legitimate business, it was received and the charges paid, amounting to twenty cents. On examination, it proved to be a package of needles from a Chicago house. There is no reason why I should not give its name, but I will only say at present that it claims to be "the only exclusively needle house in America." A bill at four months was sent, amounting to \$8.40, also a long letter in which the merits of these needles were detailed at considerable length, and, after expatiating fully upon their quality and cheapness, the writers added:

"In case you have a stock on hand, it and this little lot will all be sold in that time," (meaning the four months). * * "Now, even if you have a stock on hand, please don't return these until the expiration of the four months, as you can do so then as well as now, and in the meantime there will be some sizes you will use," etc., etc.

As I did not need the goods and preferred not to hold them, I wrote the shippers that they could have the needles returned on payment of twenty cents, which I had advanced as stage charges. They, in reply, again pressed me to use the needles, giving a further exposition of their merits. So I wrote again, as before, asking them to pay charges and get the needles. Other letters followed, back and forth, in one of which they reduced the price a couple of dollars or so but insisted that they owed me nothing. They, however, said that I could send the needles back and take out five or six papers to pay myself. This I determined not to do and gradually increased my demand so as to cover postage, stationery and trouble. The correspondence, at length, grew somewhat acrimonious, and in order to put an end, if possible, to this unseemly and, on their part, unbusiness-like infliction, I at last shipped the goods back, C. O. D., the express to collect my charges. These, however, "the only exclusively needle house in America" refused to pay; and, as they did not take the goods and I had been compelled to guarantee express fees, I finally ordered the needles returned, in order to have something to show for my expense and trouble.

In one of my letters, I had said something about their "Chatham street methods," and they now wrote me a very savage epistle, saying that my ordering that package of needles returned was something which never before had occurred in that express office and added:

"The express people say, without hesitation, that they think you intended to be ahead that package of needles. We note what you say about Chatham street. You seem to be acquainted there—we are not. We desire to say to you now that if you don't pay us for that package of needles or return same within ten days we shall begin suit against you for the value of same."

Upon the receipt of this interesting document, I packed up and reshipped the parcel, C. O. D., for an amount including all expenses (about \$2), with instructions to the express company to the effect that the goods were, if refused, to be held the usual time and then sold to pay charges. I guaranteeing that they should lose nothing. I had simply determined that that needle house should never get their goods until they were ready to pay my bill. The annoyance I had suffered at their hands was worth a dozen such packages.

I am still awaiting the action of the express company in the matter, and suppose that, in the course of a few months, the goods will be sold, when, if I am lucky, I shall get something out of the proceeds.

The comical feature of this very peculiar business transaction would seem to lie in the fact that, while this "only exclusively needle house" so far recognized my business standing and responsibility as to be willing, of their own motion, to ship me eight dollars and forty cents' worth of goods, which I had not ordered and did not want, and this on four months' time, they yet were unwilling to take my word for the fact that these goods, after leaving the express office,

had passed over two stage lines and that I had paid to the representatives of those lines a total of twenty cents and, further, that, when they had tacitly admitted their conviction that they would be obliged to satisfy this claim before they could get the goods, they, instead of sending cash or stamps to pay the petty charge, repeatedly sought to compel me to "take it out in trade." I was "principled again" in this mode of procedure; the result is, as I have stated, that I am a sufferer to the extent of about \$2, in cash and trouble, besides about \$200 in the way of annoyance. but—they haven't the needles!

I know at least two merchants near by who have had experience with this needle house of a character similar to mine.

Some time after the needles had been finally reshipped, I received a statement from "the exclusively needle house," indicating that I owed them \$8.40, of which, however, I took no notice.

The moral of all this is: Don't receive goods shipped to you without orders unless you are willing to take the chances of a racket.

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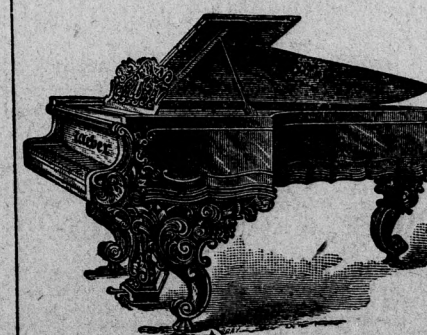
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LINES AND PINS, MOPS,
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Everything in the Woodenware Line.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written Especially for THE TRADESMAN.

If the Grand Architect of the Universe has his ear turned earthward, constantly listening to the "clash and confusion of sounds," emanating from the vast multitudes who perennially imagine themselves in need of divine clemency, I have always imagined that even the Omnipotent would sometimes find it difficult to tolerate those individuals who are eternally howling requests to be forgiven their trespasses and eternally sandwiching in trespasses between their howlings. I am satisfied, however, that a majority of these chronic clamorers send up their petitions more as a matter of form and custom than with a sincere desire to be cleansed of their faults, and, from my unregenerated stand-point, it looks to me as if their actions and petitions combined are often better calculated to prove them hypocrites than earnest seekers after reform.

Deacon Cobb, who is one of those "I am holier than thou" sort of men, entered the store of one of my neighbors the other day, and, after filling his overcoat pocket with crackers, asked to see some cheese. He "sampled" nearly half a pound and then determined it was too strong. He then bought a pound of ten cent raisins, after taking a large handful out of the fifteen cent box; cut off a generous piece of dried beef; pulled a long strip out of a fine cod-fish; put a couple of apples in his pocket, and departed for new deprecations. And I would wager a reasonable amount that the Deacon, in his next diurnal request for forgiveness, never counted this raid in the line of a trespass for a moment. I apprehend that he considered his greatest sin of the week his failure in not convincing Mrs. McDermott, the washerwoman, that she ought to give a dollar, instead of fifty cents, toward buying a new carpet for the church.

Cobb is an enormous glutton, and it is alleged that his appetite has been the means of ruining two or three restaurant men. He had many systems of filling himself up, almost without cost, but his favorite one was the ordering of half an oyster stew, into which he would pour a half-gallon of hot water, dump in a pound of butter and as many crackers, and, when this mess was swallowed and every eatable on the various tables devoured, he would recompense the proprietor with a dime. On one occasion, the last straw that broke the camel's back—or rather the caterer's—back was the purchase of a big turkey for which Cobb was to receive a "square meal" and seventy-five cents. It happened that when the fowl was served Cobb was on hand before any of the boarders put in an appearance, and he deliberately ate it up, together with part of a boiled ham, a dozen or two of fried oysters and all of the usual accessories of a holiday dinner, and when the usual frequenters of the place appeared, the entire absence of provisions occasioned a prominent withdrawal of patronage and the ultimate failure of the unfortunate purchaser of the turkey.

These anecdotes of the Deacon's table exploits may be exaggerated, but on a recent occasion, at Grand Rapids, when a prominent hotel assessed me a dollar for a cup of tea, a slice of toast and the urbaneness of the dignified head-waiter in assisting me to a seat, I would have cheerfully given another dollar to have been enabled to turn Cobb loose on the dining room.

It has just occurred to me that Deacon Cobb's peculiarities are occupying my attention much more than the subject of trespasses, but I presume the reason for this is that he is a typical specimen of that class who are continually infringing on the rights of others. Nothing appears to give him more satisfaction than hanging around places of business and alternating his sponging transactions with advice to customers to purchase elsewhere on account of the inferior quality of goods and exorbitant prices. He is financially responsible, but never settles an account without repeated dunning, and invariably finds some excuse for a liberal rebate. He has money at interest, but no one ever succeeded in tacking the item of interest to a claim against him. His pig-pen and outhouses are as close to his neighbor's windows as the line of the lots will admit, and his fowls obtain their summer subsistence from his neighbor's garden.

"One time," said Jones, "Cobb sent over to my store for twenty-five powders of the queerest mixture of drugs ever heard of or thought on. I put 'em up and charged 'im a dollar, an' when I finally got 'im to a settlement he brought back twenty-two of 'em, an' said he'd stand a lawsuit if I didn't credit 'im up eighty-eight cents."

The minor trespasses of existence are almost innumerable. You may as well expect to go through a dense thicket without contact with brambles, thorns and nettles, as to go through life without coming in contact with multitudes of people whose appreciation of the rights of others is feebly developed or practically wanting. And the great obstacle in the way of missionary labor for the regeneration of trespassers is their mental blindness to their own transgressions and short-comings. The individ-

ual whose howling dog or yowling feline disturbs your slumbers nightly wouldn't for a moment admit himself one of the multitude in question, but what's your own opinion? The young woman who spends the most of her time over an invalid piano, and the man who is perennially practicing on the cornet or clarinet, probably imagine that they are manufacturing harmony eminently calculated to "soothe the savage breast," and any intimation that their efforts were having an exactly opposite effect would be received with incredulity and indignation. The party who decorates your stove and floor with saliva, mixed with the blackest kind of plug tobacco, would be astonished at being accused of violating your rights, and his companion who chokes and disgusts your lady customers with the villainous fumes of an antiquated clay pipe is equally ignorant of wrong-doing. Does the man who thunders through the hotel corridors at 3 a. m. ever appear to care for the discomfort of dozens of awakened sleepers, or do the individuals who are indulging in an all-night convivial party in the main cabin of the steamer pause for a moment to reflect that they are depriving numerous

people of a night's rest which, morally, belongs to them as much as their personal property?

"But," impatiently exclaims some reader of THE TRADESMAN, who has incautiously allowed himself to follow this article to this point, "what's the man driving at? He might as well use up a column of the paper in asserting that death and disease exist, or that crime is prevalent in the country. Why doesn't he suggest a remedy?"

I couldn't, my dear sir! I can only suggest that you and I, in our intercourse with our fellow men, carefully guard ourselves against committing the minor trespasses of life (we, of course, don't need any admonition regarding the greater ones), and, if, in the future, we effect even a partial reform in this respect, we can not call this article entirely wasted.

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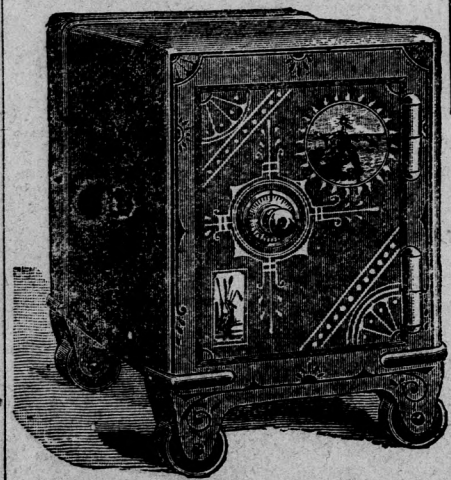
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20 and 22 OTTAWA ST., GRAND RAPIDS, MICH.

LION COFFEE MOCHA, JAVA AND RIO
WOLSON SPICE CO. CINCINNATI, OHIO.
LION COFFEE MOCHA, JAVA AND RIO
WOLSON SPICE CO. CINCINNATI, OHIO.
LION COFFEE MOCHA, JAVA AND RIO
WOLSON SPICE CO. CINCINNATI, OHIO.
MERCHANTS! Increase Your SALES AND PROFITS BY HANDLING LION COFFEE.
IT GIVES ABSOLUTE SATISFACTION
To Consumers, and is, Consequently, a Quick and Easy Seller.

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

MICHIGAN CIGAR CO.,
MANUFACTURERS OF THE JUSTLY CELEBRATED
"M. C. C.,"
The Most Popular 10c cigar, and
"YUM YUM,"
The Best Selling 5c Cigar in the Market. Send for trial order.
BIG RAPIDS, - MICH.

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

CEO. E. HOWES,
C. N. RAPP, Manager,
JOBBER IN
Apples, Potatoes AND Onions.
SPECIALTIES:
Oranges, Lemons, Bananas.
3 Ionia St., GRAND RAPIDS, MICH.

Hawkins & Perry
Wholesale Agents,
GRAND RAPIDS, MICH.
"Now, John, don't fail to get some of the DINGMAN SOAP. Sister Clara writes that it is the best in the world for washing clothes and all house-cleaning work."
FOR SALE BY

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

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

DO YOU WANT A

If so, send for Catalogue and Price-List to
HEYMAN & CO., 63 and 65 Canal St., Grand Rapids.

RISING SUN BUCKWHEAT.
Guaranteed Absolutely Pure.
ORDERS FROM RETAIL TRADE SOLICITED.
NEWAYGO ROLLER MILLS,
Newaygo, - Mich.

Wholesale Price Current

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

George Rice's Victory. After five months of deliberation the case of George Rice against the Standard Oil Trust stands pending in the Inter-State Commerce Commission...

Anyone in want of a first-class Fire or Burglar Proof Safe of the Cincinnati Safe and Lock Co. manufacture will find it to his advantage to write or call on us.

Report from Pickett's Factory. The patrons of F. E. Pickett's Cold Spring cheese factory held their annual meeting Jan. 24. F. E. Pickett was re-elected salesman, secretary and treasurer.

For a Standard Fire Insurance Policy. From the Detroit News, Feb. 23. A meeting of the Insurance Policy Commissioners was held at the Russell House this morning and organized for business.

Detenthaler's Position. Five years ago F. J. Detenthaler purchased a retail fish business which was scarcely known outside the limits of the city.

A Label on the Trade. From the Chicago Tribune. "You spilled this ink on the floor, did you?" said the wholesale grocer to the store boy.

Wholesale Price Current

The quotations given below are such as are ordinarily offered cash buyers, who pay promptly and buy in full packages:

Merchants should remember that the celebrated "Crescent," "White Rose" and "Royal Patent" brands of flour are manufactured and sold only by the Voigt Milling Co.

Anyone in want of a first-class Fire or Burglar Proof Safe of the Cincinnati Safe and Lock Co. manufacture will find it to his advantage to write or call on us.

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Voigt, Harpolsheimer & Co.,
Importers and Jobbers of
DRY GOODS
Staple and Fancy.
Overalls, Pants, Etc.,
OUR OWN MAKE.
A Complete Line of
Fancy Crockery & Fancy Woodenware
OUR OWN IMPORTATION.
Inspection Solicited. Chicago and Detroit Prices Guaranteed.
RAGS, RUBBERS, BONES & METALS
BOUGHT BY
Wm. Brummeler,
JOBBER IN
TINWARE, GLASSWARE AND NOTIONS
TELEPHONE 640.
79 Spring St., Grand Rapids.

Wm. Brummeler,
JOBBER IN
TINWARE, GLASSWARE AND NOTIONS
TELEPHONE 640.
79 Spring St., Grand Rapids.

Barney Bros.,
169 So. Water Street, Chicago.
Pelfer Spice Company,
46 Ottawa Street, Grand Rapids.
SOLE MANUFACTURERS OF
ABSOLUTE SPICES,
Absolute Baking Powder.
ALFRED J. BROWN,
FOREIGN, TROPICAL AND CALIFORNIA
FRUITS.
Bananas, Our Specialty.
16 and 18 No. Division St.
GRAND RAPIDS, - MICH.
INCREASE YOUR TRADE
BY SELLING
HONEY
COFFEE
J. H. THOMPSON & CO.,
BEE SPICE MILLS,
59 Jefferson Ave., Detroit, Mich.
Importers and Jobbers of all Tea, Coffee, Spices, Etc., Baking Powder Mfrs., Coffee Roasters, Spice Grinders.

GEO. T. WARREN & CO.,
Flint, Mich.
THURBER, WHYLAND & CO.,
NEW YORK,
RELIABLE
FOOD PRODUCTS.

DUNKLE BROS
VIENNA SWEET
CHOCOLATE
DUNKLE BROS
PREMIUM
CHOCOLATE

D. D. COOK,
PROPRIETOR OF THE
Valley City Show Case Factory,
MANUFACTURER OF
SHOW CASES
Prescription Cases.
My Prices are Lower than any of My Competitors. Send for Catalogues.
38 West Bridge St., Grand Rapids.
TELEPHONE 574.

FRED. D. YALE & CO.
WHOLESALE MANUFACTURERS OF
Baking Powders, Extracts, Blings,
AND JOBBERS OF
GROGERS' SUNDRIES
40 and 42 South Division St.,
GRAND RAPIDS, - MICH.
YALE
BAKING POWDER
150 Long St.,
Cleveland, Ohio.
Best
PLACE to secure a thorough and useful education is at the GRAND RAPIDS (Mich.) BUSINESS COLLEGE. Write for Catalogue. Address: C. G. SWENSON, Grand Rapids, Mich.

Drugs & Medicines

Michigan State Pharmaceutical Ass'n. President—Arthur Bassett, Detroit. Vice-President—H. B. Fairchild, Grand Rapids. Secretary—J. W. Hayward, Grand Rapids. Treasurer—W. M. Dupont, Detroit. Executive Committee—Geo. G. Gundry, Frank Ingles, A. H. Lyman, John E. Peck, E. T. Webb. Local Secretaries—Lansing, Detroit, etc. Next Meeting—At Detroit, September 4, 5 and 7.

THE DRUMMER'S WAYS.

When He Gets into a Country Town He Actually Owns It. From the Albany Telegram. Did you ever meet a genuine drummer in a country town? He owns it. When he reaches the hotel there he is met by the landlord on the front porch. His valises are carried into the office and set behind the office counter, and as he scratches his name like a "Spinner autograph" on the register the landlord stands by in admiration. "Any one in No. 4?"

Why Waste Money?

The principles of sound insurance are not sufficiently understood. The fact that the druggists of the country largely relegate their insurance to the manipulation of brokers shows that an important item in the expense account is pretty much ignored. If the prevailing condition of things was inevitable, discussion would be useless, but such is not the fact, for a door to substantial economy and increased safety is open to all good risks in the drug trade, by the Druggists' Mutual Fire Insurance Company, which was organized last year on an excellent basis and which now has an assured career of success before it. In another column we publish an interesting interview with Chairman J. M. Peters, of the Executive Committee and his comments on the subject of druggists' insurance. The claims he sets up for the Company are sound beyond all discussion. We are familiar with the progress of the phenomenal prosperity of the cotton factory insurance system managed by Edward Atkinson and that mutual system for the protection of mills rests to-day on a foundation firmer and broader than those sustaining most of the popular insurance enterprises which compete for business. In the case of factories this mutual principle concentered in the company referred to, has brought about the most thorough and admirable system of mill inspection ever known, so that the company is a notable fire preventer.

THE DRUG MARKET.

Opium is dull and weak. Morphine has declined 25c per ounce. Insect powder is in good demand at full prices. Mercurials have declined. Golden seal root is scarce and higher in price. Colchicum seed has advanced and is tending higher. Balsam copaiba is very firm and is in small stock. Higher prices are looked for. Quinine is in good demand and is steady in price.

FOR SALE!

Stock of drugs and groceries with fixtures, situated in a thriving town in Western Michigan. Stock will inventory about \$1,600 and can be run down to \$1,000 or \$1,200 in a short time, if desired. Large and constantly increasing trade. Business will bear closest inspection. Reasons for selling, other business. For full particulars address box 110, this office.

J. E. FELDNER & CO., CUSTOM SHIRT MAKERS, AND DEALERS IN Men's Furnishing Goods.

NO. 2 PEARL ST., - GRAND RAPIDS. Prompt Attention to Mail Orders, Telephone 391.

TIME TABLES.

Table with columns for Grand Rapids & Indiana, Michigan Central, Grand Rapids Division, Lake Shore & Michigan Southern, Kalamazoo Division, Detroit, Grand Haven & Milwaukee, and Detroit, Grand Haven & Milwaukee. Includes arrival and departure times for various routes.

WHOLESALE PRICE CURRENT.

Large table listing various commodities and their prices. Includes items like Aconitum, Belladonna, Capsicum, etc. with prices in dollars and cents.

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of DRUGS, CHEMICALS, AND DRUGGISTS' SUNDRIES.

Patent Medicines, Paints, Oils, Varnishes.

Weatherly's Michigan Catarrh Remedy.

Whiskies, Brandies, Gins, Wines, Rums.

Sour Mash Whiskey, Druggists' Favorite Rye Whisky.

Send in a Trial Order.

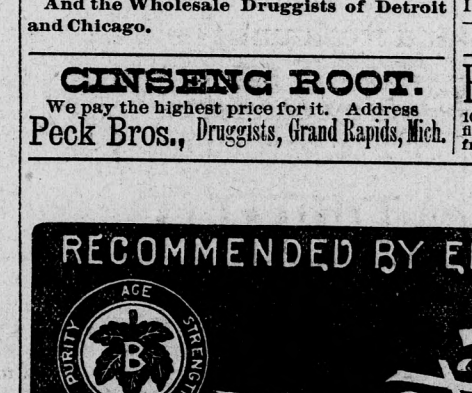
Hazeltine & Perkins Drug Co., Grand Rapids, Mich.

Acme White Lead & Color Works, DETROIT, MICH.



Manufacturers of the Celebrated ACME PREPARED PAINTS, Which for Durability, Elasticity, Beauty and Economy are Absolutely Unsurpassed.

F. J. WURZBURG, Wholesale Agent, Grand Rapids, Mich.



Peckham's Croup Remedy. Is now put up in two sizes, retailing for 25c and 50c.

DR. H. C. PECKHAM, Freeport, Mich.

Patents Lucius C. West, Attorney at Patent Law and Solicitor of American and Foreign Patents.

Recommended by eminent physicians. The Best Tonic. A Concentrated Liquid Extract of Malt & Hops.



Colgan's Taffy Tolu. A beautifully-decorated Metal Box, with bronze label pull, GIVEN FREE with every dozen boxes in size, material and finish for many useful purposes.

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

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Recommended by eminent physicians. The Best Tonic. A Concentrated Liquid Extract of Malt & Hops.

For Sale By Hazeltine & Perkins Drug Co., Grand Rapids, Mich.

The Michigan Tradesman.

HIS FIRST TRIP OUT.
Written Especially for THE TRADESMAN.
BADWEISKY, Can., Feb. 25, 1888.

EDITOR TRADESMAN—Once more has
fickle fortune favored fool—once again have
I been enabled to escape from the clutches
of fate, and the course of my life flows on
again, as peacefully as does the foamy lager
edown the bummer's throat, or the pearly
liquid of the sewer as it glides and gurgles
and smells toward the river where the small
boy is wont to bathe.

When I wrote you last week, my spirits
were very low—didn't have more than one
good quinine dose left—and I had deter-
mined on ending my existence rather than
to wed.

Did you ever hear of a man taking a
pleasure trip to Canada for his health and
to keep out of jail? Well, I determined to
adopt this means of avoiding unpleasant-
ness, and, in accordance with my plan, I
had the wedding postponed for a week. At
the end of two days, I had nearly recovered
from my illness, was able to walk and had
a plan for escape.

Last Tuesday, I asked my adored work
of the old masters if she would not delight
my eyes with a sight of the lovely trousseau
I had no doubt was stowed away in her
trunk at home, only awaiting the opportu-
nity and man for use. She assented gladly—
yes, I may say almost too gladly, for she
threw her arms around my neck, and "What
a lovin' husband you are goin' to be, ain't
you, my sweet piny?" gushed forth from
her lovely "chestnut" lips.

The trunk was brought in by her father
on an ox-sled. I was very much afraid he
would never get it into the house in one
chuck. I have no doubt it was the identi-
cal trunk Noah's wife had to keep her sum-
mer dresses and bustles in, for on the end
was painted, "Mrs. N—h., Care of Ben
Hur Hotel, Mt. Aararat."

That night, after my intended had retired
to her own room and I was left alone with
my thoughts and the trunk, I proceeded to
carry my scheme into execution.

Opening the ancient depository, I proceed-
ed to investigate its contents. They consist-
ed of three new calico dresses, one mus-
lin dress, one bonnet and one dilapidated
and moth-eaten hair-cloth cloak of prehis-
toric origin, no doubt, although, as I am
not a geologist, I was unable to determine
whether the bones I found in it were those
of animals of the tertiary period or sleep-
annihilators.

With the kind assistance of some black
cosmetic I happened to have in my grip, a
razor and one of the calico dresses above re-
ferred to, I transformed myself from a glit-
ter-ed traveling man into a woman having
the peculiar appearance of one who could
make life unhappy for her husband or any-
one else. My own creditors would not have
recognized me.

This was a few minutes before train time.
I cautiously opened the window, took my
grips in one hand and my life in the other,
and stepped out on the slippery roof of a
shed. In some miraculous manner I reached
the ground safely—perhaps on account of
the near proximity of my guardian angel
from whom I borrowed the dress, and, se-
curing my grips, I marched boldly around
to the front door of the hotel and went in.
"Is Mr. B. in this hotel?" I shrieked at
the innocent landlord, who backed off a lit-
tle, as if he feared for his life.

"Yes, marm, he's up to his room. He's
been awful sick, an' is goin' to marry the
woman that took keer on him."

"Goin' to get married? Why, the old
Mormon! I've been his wife ten
years, and I'd like to catch him marrying
another! One woman in this family is
one too many for him now! Take me up to
his room, the old villain! This makes the
third time he's tried to get rid of me! Oh,
I'll fix him!"

The landlord, thoroughly frightened,
tremblingly escorted me up to my old room.
It was, of course, vacant and the window
still raised.

"Show me the wretch!" I yelled, at the
top of my falsetto voice. "I'll bet he's
climbed out of the window and left!"

By this time, every one in the house was
alarmed and congregated in the room, my
bride-elect among the rest.

"Where's the shameless female he is go-
ing to marry? Has he run away with her?
Where is she? I'll claw her eyes out!" and
in my excitement I jumped on the trunk
and waved my arms about wildly. As I
made this last calm remark, the nurse grab-
bed her false hair and commenced to tear
at it, for, in spite of her deafness, she heard
and understood the situation.

"Oh, the nasty wretch! To go for to de-
ceive a trustin' young heart like mine!
Grab me, for I'm goin' to faint!" And, as
they carried her to the bed, I rushed down
the stairs and out into the night. It was
my first appearance in tragedy, and I am
proud of my success.

As soon as I had divested myself of the
dress, I laid it carefully on the clothes-line
in the back yard, got my grips and just
caught the train for this place. Here I am,
safe, and next week I shall take my peace-
ful way back to the United States, confident
that I will not be recognized by any
pursuances of the law from Lone Injun who
may be searching for him who was tried in
the balance and got the bulge on 'em.

Yours, ahorn of his mustache, but still in
the ring. F. O. E.

H. Stealy, printer and next door, H. Hart,
proprietor. "If the paper is very much..."

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



The accompanying illustrations represents the
Boss Tobacco Pail Cover.

It will fit any pail, and keep the Tobacco moist
and fresh until entirely used.

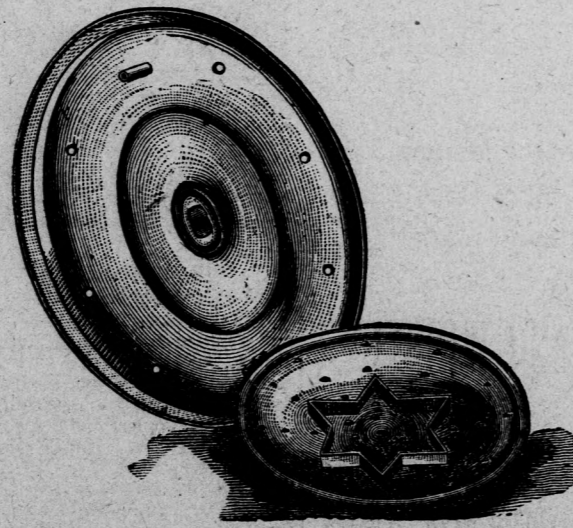
It will pay for itself in a short time.

You cannot afford to do without it.

For particulars, write to

ARTHUR MEIGS & CO.
Wholesale Grocers,
Sole Agents,

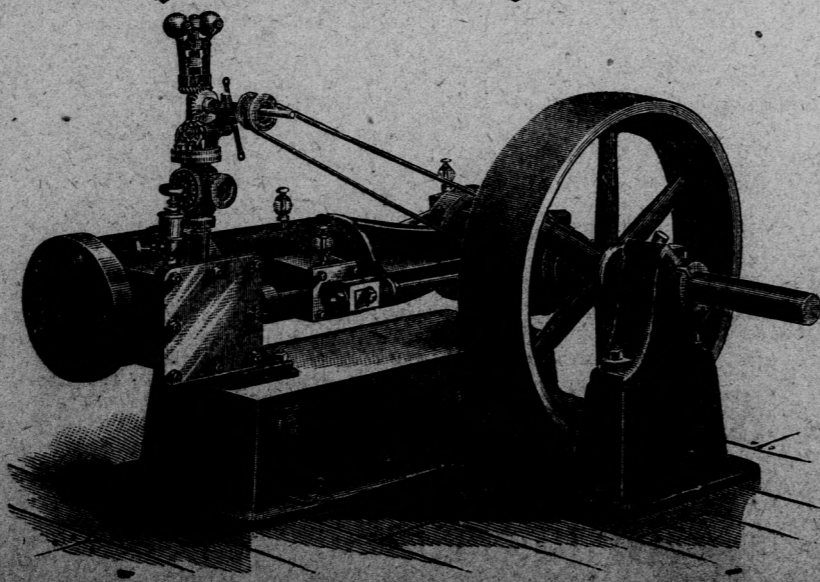
77 to 83 SOUTH DIVISION STREET, GRAND RAPIDS.



W. C. DENISON,

GENERAL DEALER IN

Stationary and Portable Engines and Boilers,



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

Estimates Given on Complete Orders.

55, 56 and 58 SOUTH DIVISION ST.

GRAND RAPIDS, MICH.

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

TO RETAILERS
OF
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

SPRING GOODS

Which are now arriving.

TERMS:-- 7 per cent. 10 days.
" 5 " 30 "
" NET 60 "

I. G. LEVI, 86, 88, 40 and 42 Canal St.,
GRAND RAPIDS,

H. LEONARD & SONS,
134 to 140 Fulton Street,
GRAND RAPIDS, - MICH.

Headquarters for Marbles, Tops, Jumping Ropes, Etc. Order promptly as the
season is now upon us,

DIAGRAM SHOWING SIZES—The cuts given below will represent the sizes designated
in the numbers in the following list, except on common, carnelian and figured glass
marbles.

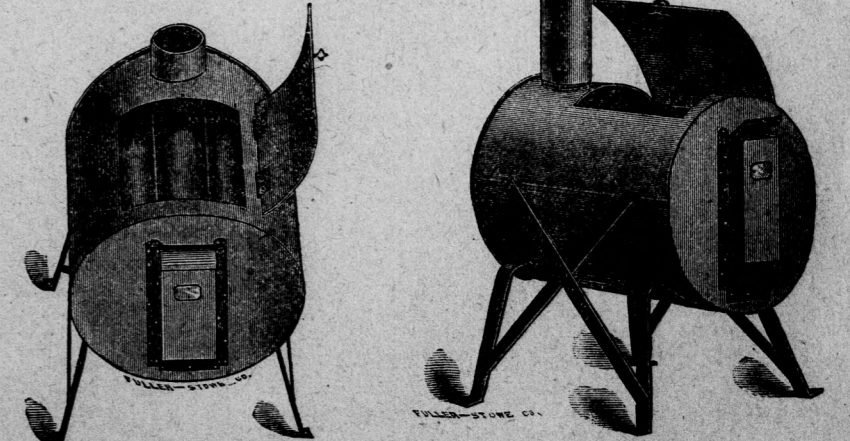
Table listing various glass products with prices. Categories include COMMON, GLASS-ALL FINE, FIGURED GLASS, CARNELIAN AGATES, FLINT AGATES, UNGLAZED PAINTED OHINA, IMITATION AGATES, BOYS WOOD TOPS, JUMPING ROPES, and RETURN BALLS. Includes diagrams of marbles numbered No. 0 to No. 4.

The BARBOUR PATENT
SHEET IRON
BOX CAR HEATER.

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 read-
ily packed inside the stove for
return shipment.



Price, - - - \$4.00 each.
Less Discount

FOSTER, STEVENS & CO.,

Sole Manufacturers,

10 & 12 MONROE ST., 33, 35, 37, 39 & 41 LOUIS ST.,

Grand Rapids, - Mich.