VOL. 5.

GRAND RAPIDS, WEDNESDAY, MARCH 28, 1888.

NO. 236.

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Handled by a Majority of the Grocers
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OUR OWN IMPORTATION.

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clear Havana filler, with a spotted Sumatra Wrapper, and entirely free from any arti ficial flavor or adulterations.

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

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

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d offer as inducements twenty years' exerience and clear record. The best equipoed and largest salesroom in the busines in this city. Ample storage facilities—full 0,000 feet of floor space in the center of he best market in the West. Ample capi-THE TRADESMAN. Write us if you wish nformation, whether to buy or sell. It

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

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189 So. Water St., Chicago, Ill. REFERENCE-First National Bank, or any Wholesa

WANTED.

Butter, Eggs, Wool, Potatoes, Beans, Dried Fruit, Apples and all kinds of distant side of the store attainable in order 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.

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HEADLIGHT and LITTLE DAISY

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

endations are coming in daily. Ser

Grand Rapids Soap Co.

MAMMOTH CLOVER. MEDIUM CLOVER, TIMOTHY, ALSIKE

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J. BROWN, Seedsma

GRAND RAPIDS, Mich.

SOLILOOUY OF OUR EX-P. M. ten Especially for The Tradesman. Funny the game of out and in, He smiles on me. I frown on him For I am out and he is in. .

Funfly the game of out and in. His belly is round and mine is thin, For I am out and he is in.

Funny the game of out and in, That I should lose and he should win, That I must frown while he may grin.

Funny the game of out and in, That I must on his needle spin, Just like a fly and he the pin. Funny the game of out and in,

Now he looks out while I look in Just the reverse to what it's been, Funny's the game of out and in. M. J. WRISLEY.

BOB, MY MASCOT.

A cold, blustering gust and flurry of March wind and snow, with its usual accompaniment of cheerlessness and discom fort, came in at the store door one afternoon, together with what, on close examination, proved to be a boy—a diminutive, ragged, dirty, shivering, freckle-faced lad, whose blue, pinched features gave ample proof of the severity of the weather.

He was a nondescript in both actions and appearance. Upon his head was a hat-I suppose it is just as well to dignify it by that name, but it would have been fully as useful for a sieve had the holes been a little smaller and more regular in shape. His attire, from the head down, was a general assortment of old raiment such as would have driven an antiquarian in that line of collection wild with envy of their possessor.

His clothes were not the most singular portion of the boy. His face, the skin drawn so tightly over the bones as to make the freekles nearly transparent, expressed an almost unlimited variety of emotionscunning, fear, privation, want-all were

there, and in force. He slouched along toward the stove, all the while eying me and keeping on the most to run, as it seemed, at the slightest indication of hostility on my part. The stove was reached in safety and, as the shivering lad spread his bony, skinny hands out before the fire, and the genial warmth began to permeate his chilled and benumbed frame. such a look of satisfaction spread over his features that they seemed to expand and glow, losing, to a great extent, the look of suffering and distrust they had hitherto

When I had served the customer upon whom I was waiting when he entered, I approached the boy and began to interrogate

"Well, my boy," said I, as pleasantly as possible, "you seem to be enjoying your-

"I say that you seem to like the fire."

"Yeup." "Do you live here?"

"Nop." "Where is your home

"What's that?" "Why, home-where your folks live," explained I, trying to make it clear to him. "My folks don't live nowhere. Ain't got

none, 'cept old Jack, an' I don't know where he lives now-he's dead."

"Where did he live?" I asked. "Over'n Chicager. When he died, I lit out, 'n I ain't goin' back there, nuther. Say, Mister, ain't ye got no kind o' work a feller could do 'round yer store-jest 'nuff to keep a feller from starvin' an' so he could have a place to keep warm o' nights? I'm a little feller, I know; but I don't eat much -not more'n you give yer dog there-an' I kin do a heap o' work, if I do look kinder slimpsey. I'll work jest es tight 'sI kin, 'f

you'll let me stay." I had no possible use for such a stray cat around my premises, and I was not particularly impressed with his appearance; but there was such an appealing, pitiful look of eager anxiety in his eyes that I could not thing to eat and some old clothes to cover his rags and let him go.

his wanderings. He was what is popular- issuing therefrom. ly termed a "street Arab." No home, no surroundings or restraints of family ties or the store, on a cot bed, and by his help I tered by an old man who called himself the to the store rather late. I was astonished to boy's guardian, interspersed with new and find the blinds still down, the door locked then a gleam of sunshine caused by stealing and no appearance of life. I hastily open a ride on some excursion and getting a ed the door and entered. The place was in glimpse of, to the poor gamin, paradise in exactly the same shape as when I left it, the form of green fields and the summer the night before. The clock ticked away, landscape of the country.

Selling the various daily papers of the city, blacking boots, running errands and, too often for his ideas of morality, stealing approval of such late business hours. But were his only visible means of support; and where was Bob? As I hastily went toward sometimes these were very dim and vague the safe, with a vague apprehension as to to the naked eye.

had "snakes," as the lad termed it, and

nothing bu misery's blessings, and work me the laughing, happy-go-lucky boy of the his way in the country. Part of the way day before. from Chicago, he had been enabled, through the kindness of a brakeman, to stow himself away between some merchandise in a box car; but the position became too cold for his scarce and tattered garments, and he was patched a boy. who luckily happened in, for compelled to abandon the car and walk, to the doctor. avoid freezing to death. He had walked nore than twenty miles since leaving the car; and when he saw the fire, crackling after awhile, he opened his eyes and feebly and sparkling through the cracks in the old box stove in the store, he determined to come in and warm himself, at least.

The boy sat silently by the fire until the store was closed for the night, and then he f.r. A small hole had been bored into the got up, falteringly and reluctantly, and started for the door.

fer lettin' me git warm an', seein' ye ain't desk, had been carefully opened by sawing got no work for a feller, I guess I'll mog a pièce out of the sash near the bolt. How

no place to sleep. You'll freeze to death!" "I've slept out lots worse nights 'n this."

him stay, gave him some blankets and a lected \$500 too late to bank by express that lunch and locked him in the store for the night.

and I have enough to feed the poor little bore the hole in the safe, I waited 'til he'd waif, and who knows what good may come got pretty near done, an' then I lammed 'im of it. Besides, you can use him to run er- on the head while the other feller was rands and help around the store, so he won't

please me." manner, it is just as well for me to give side with his revolver. They'd 'a' got the right in at the start, for she is sure to have her way in the end. So I said, as her lips for that made such a racket it scairt 'em an' opened to make a more urgent appeal, they run. I don't remember nuthin' else, "Well, my dear, I'll keep him. But, if he steals me blind and makes beggars of us, jiminy, I'm glad they didn't get the money!" you must take the blame, and let me say,

'I told you so.' " When I opened the store the next morning, I was a little surprised. My clerk had left me the week previous, and, business being somewhat slack, I was doing the small amount of work needed in a country store alone, for the time being; and, therefore, it devolved upon me to clean up and sweep out in the morning. My surprise, upon this particular morning was to find my boarder with a broom in his head and a goodly collection of dirt before him, standing by the

"I was jest waitin' fer ye to come, fer I didn't know where ye put the dirt." And the boy looked at me inquiringly, as if it were the most natural thing in the world for him to sweep out before I came, and

have the store in good condition. "I tried to slick up the paper an' stuff. 'round on the counters," he remarked, as he carefully put the dirt in the stove, in which d a rousing fire, "but I ain't much used to store work, an' I guess it's a

I glanced around as he spoke. I had left

things in a terrible mess the night before,

but now the counters were as clean and orderly as though cared for by an experienced clerk, while the wrapping paper was piled neatly on each counter, the different sizes by themselves. Bob stayed. And, as his roughness began to wear off and the brighter side of his character appeared through the rust of evil associations, we began to appreciate him. Early and late, Bob was busy, and it seemed as though he had determined to wear the store out with his industry in keeping it

rubbing a showcase, when I knew that he had previously put in two hours thereon. called upon him to perform any task-no a smiling face and his lips puckered into whistling shape with "Way Down Upon Gradually I drew out of him the story of the Swanee River," or some similar melody,

A year passed away. Bob still slept in curses, bruises, cuffs and kicks, adminis- of a clerk entirely. One morning, as I went while the cat aroused herself from her slum bers at my approach and, lazily arched her back as she plaintively "me-o-wed" her disthe safety of \$500 in currency which I had After awhile, Jack, his guardian and collected to pay some very pressing bills, I ource of abuse, got drunk once too much, nearly fell over some object lying on the floor under the desk. "It" was Bob, and died, leaving him at liberty to cheese his had it not been for the familiar suit which own career. The boy determined to leave he wore I should not have recognized in the the city, where he had been the recipient of disfigured, scarred and bloody visage before

At first, I thought he dead; but a faint pulsation of his heart was noticeable and I quickly poured some water on his face and some brandy down his throat, while I dis-

For some time, it seemed as though Bob's usefulness on this earth was ended; but. murmured, "Did they get it?" I couldn't imagine what he meant. But, as I went to open the safe, after taking Bob to the house, I discovered what his anxiety was safe door, near the lock, and on the floor, near by, was a burglar's "jimmy." The "Well, Mister, I'm much obliged to ye window, which was within a few feet of the the boy, alone and unarmed, had been able "Wait a minute, my boy," said I; "I can't to frustrate the designs of the burglar or let you start out such a night as this, with burglars was a mystery which he explained as soon as he was able to speak. It seemed "Oh, I guess not," he answered sleepily; that two strangers had been loafing around the store that afternoon, and had overheard Well, to make a long story short, I made me when I remarked to Bob that I had col-

"I was asleep when they got in, but when I told my wife of the forlorn little fellow they went to the safe they fell over the cat, I had left in possession of the store, and her an' that woke me up. I was out o' sight, an' sympathy was at once aroused in his be- crawled behind the counter an' got that iron bar we use to get the heads out o' pork bar-"Let him stay, John," she urged. "You rels, an', when one o' them leaned over to watchin' the front door. Then the other consider it charity. Do let him stay, to feller run up an' begun to maul me, an' while he was doin' that the feller I hit with Now, when my wife begins to beg in this the bar got up an' gi' me this hole in my money, I guess, if the feller hadn't shot me, an' I guess I must have fainted. But, by

This was all Bob was able to tell, but his appearance spoke volumes. For weeks, he lay at the point of death, but we gave him

Bob saved me, that night, from bankruptcy. The loss of \$500, just at that time, would have compelled me to assign. That was five years ago, and my-or,

the best care possible and he pulled through.

rather, our-sign now reads, W. G. Burton & Co. RELLUE. Sauerkraut as an Explosive. Another dangerous explosive has been discovered. It is sauerkraut. A Philadelphia man made the discovery. He put a lot of fresh sauerkraut in a barrel and sealed it up tight. Some days later he wandered down cellar to see how the kraut was prospering. Suddenly the family was startled by a terrific racket and the next moment the man came out of the cellar in a great hurry. At least it was presumed he was in a great hurry, because he did not wait to come up the stairway, but came right up through the hardwood floor and never stopped until he had driven his head half way through the ceiling. When he finally dropped to the floor it was noticed that there was an irregular row of barrel staves sticking out of his side. His personal appearance was somewhat discouraging to his best friends. There was sauerkraut in his eyes and ears and whiskers.

In fact, there appeared to be more or less sauerkraut hanging out of every pore of his skin, and he seemed visibly agitated. The principal reason for believing that he was agitated was because he yelled so loud that the neighbors dropped everything and came rushing out of their houses in a terrible fright. After the excitement had subsided clean. He seemed to be uneasy when idle, sufficiently to make an investigation, it was and often I have seen him polishing and found that there was a six-inch plastering of sauerkraut over the walls and everything else in the cellar. The barrel of sauerkraut And his cheerfulness was not the least had exploded. Since this little incident noteworthy part of his make-up. I never took place, a German scientist, who keeps a stand on the market and cuts up nearly 500 tell him so. I thought I would let him matter how disagreeable the duty, or how cabbages a day, has explained to a venturewarm himself thoroughly, give him some- late the hour—but that Bob went at it with some reporter that when a cask of kraut is sealed when very fresh there is sure to be more or less trouble. As the stuff ferments it swells, and if it is in a tightly corked barrel, a cask of gunpowder is hardly more dangerous. New discoveries are constantly revolutionizing old methods, and we may society, his earliest recollections were of was enabled to dispense with the services yet live to see the warlike nations of the

earth firing saurkraut at each other. F. D. Caulkins, drug clerk, Clarkston: "Long

PERFECTION SCALE



DOES NOT REQUIRE DOWN WEIGHT

Retail Trade of the Wolverine State.

E. A. STOWE & BRO., Proprietors.

on—One Dollar per year. Advertis leation Office-49 Lyon Street, Grand ern Representative—E. H. AYER, 49 bune Building, N. Y.

iptions to this paper are not discontinued at ex-ration, unless so ordered by the subscriber. ared at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, MARCH 28, 1888.

MITTUAL INSURANCE AGAIN.

The readers of THE TRADESMAN are well aware of the attitude of this journal on the subject of mutual insurance—that, while it ns much that is done in the name of mutual insurance, it believes in the theory of mutuality in insurance as well as in other avenues of commercial activity. Such being the case, THE TRADESMAN has given the subject much thought during the past few months, as the result of which it proposes a plan for the consideration of the ess men of Michigan which has been pronounced feasible by several men who are ooked upon as authorities in insurance circles. No claim is made that the proposed plan is perfect-or anywhere near that desired end-but it is earnestly believed that it contains the germ of an organization which would put an end to many of the extortions now practiced in the name of insurance rates and eventually result in placing the insurance business of the State on a better basis. THE TRADESMAN introduces the subject at this time in hopes that it will provoke such discussion and criticism as will enable the reader to determine whether the matter is deserving of a hearing at the coming State convention.

Briefly stated, THE TRADESMAN suggests the organization of a combination mutualstock company at the annual convention of the Michigan Business Men's Association, to be known as the Michigan Business Men's Mutual Insurance Co. To begin with, the organization could be capitalized at \$10,000, the stock to be distributed among 100 of the local Business Men's Associations in amounts of \$100 each, the Associations contributing to this fund being guaranteed 10 per cent. on the investment. The preliminaries to organization having been arranged, the company is then in shape to begin business, but instead of soliciting risks at low rates or waiting for a loss before levying an assessment, THE TRADES-MAN's plan would be to insure risks at the same rates charged by the regular companies, returning the residue to the policy holders at the end of the year. The business i each community could be attended to at small expense by the Secretary of the local Association, no risk to be accepted which is not recommended by a committee appointed for the purpose of examining property offered for insurance, such risk to be also approved by the local Association. With such a backing, there is no reason why the company should not write \$2,000,000 of insurance the first year. Figuring the average rate at 11/2 per cent. would give the company a premium income of \$30,000, so that the annual receipts could be figured about as follows:

\$31,500 Total receipts.....

Let us now make a careful estimate of the disbursements. The reports of the stock insurance companies show that the losses in of the premiums. Supposing the losses amount to fully one-half and that 10 per swindler, he makes short work of him. cent. of the premium receipts be set aside as a permanent sinking fund, the disbursements would be about as follows:

5,000 3,000 1,000

Total disbursements..... \$24,000

It will readily be seen that after meeting all avenues for disbursement with a lavish hand, there will still be left \$7,500-25 per cent. of the premium receipts-which would be returned to the policy holders at the end of the year in the shape of a dividend.

In preparing the above estimates, THE TRADESMAN has been careful to make the premiums below the average and figure the disbursements above the average, in order that no oppartunity can be given for criticism on this point. The only exception to this rule is the item of expenses, which are figured on the basis of economical mutual,

stead of expensive stock, companies. As will naturally be inferred, the company will have no particular use for the 10,000 in stock subscribed by the local associations, but that arrangement will serve two useful purposes-it will inspire confince in the company and put those local as contributing to the fund on the sis of partners, making them more intersted in the success of the organization. vision for a permanent sinking fund vill also meet with general approval, as that fund and the accumulations will be ent to the original capital within e years, and increase with greater rap-

dity from that time on. ture which ought not to be Another feature which ought not to be overlooked in this connection is the reduction of the "moral hazard" through the gency of mutual participation in losses and remisms. This advantage cannot well be preventionated, as the experience of the past centry pears enabled the "mill matuals"

and "factory mutuals" of New England to show ratios of losses averaging one-half and expenses one-quarter of the joint-stock compenses one-quarter of the joint inies of New York. These remarkably ofitable results are directly due to their tuality, their economy and the fact that every policy-holder is in reality a stock-

THE TRADESMAN has no hobby to ride n this connection, but sets forth the above ggestions from motives of public interest, nd hopes to see the plan of insurance above outlined thoroughly discussed in all its phases. The columns of the paper are open at all, times to this end.

The so-called pure food bill now before Congress is an anomaly. It is claimed to be the handiwork of the retail grocer. The foolishness of this claim is apparent when it is remembered that the bill was introduced in both Houses of Congress at the instance of F. B. Thurber several weeks in advance of the convention ostensibly called to prepare just such a bill. Such an act was equivalent to a slap in the face of every one who attended the convention. It was a virtual admission that the men who went to the convention were puppets in the hands branch establishment on Ottawa street. of Mr. Thurber, called there to follow his bidding. That they should rebel under such dictation is not to be wondered at-in fact. such a result was foreseen by THE TRADES-MAN a month in advance of the convention. That the hill adopted by the convention was not in accord with Mr. Thurber's ideas, there is no attempt to conceal; but the funny part of the whole proceeding is yet to a bill with a great deal of gusto, but the measure before Congress - unless THE TRADESMAN is misinformed-is the origof what possible use was the convention? True, it was the voice of the retail grocer, Division and McDowell streets. but the hand which holds the reins of the pure food agitation is the hand of Thurber and the Royal Baking Powder Co.

THE TRADESMAN acknowledges the receipt of the first annual report of the Henlerson, Ky., Board of Trade, evidently through the thoughtfulness of Capt. C. G. Perkins, who has several investments and many friends in this city. For a place of being more favorable than can be made by rest. many towns of greater pretentions and larger population. The basis established for the maintenance of the Board is manifestly fairer than that adopted by the Grand Rapids institution, which exacts the same fee and dues from all members, without regard out. to the amount or class of business represented. The Henderson Board places the dues of corporations and wholesalers at \$10 per year, retailers at \$5 per annum and persons not engaged in trade at \$2.50 per year. THE TRADESMAN commends this plan to the local Board as more equitable than the present scale, as thus far in its history the Board has worked directly against the interests of the retail trade, in favor of jobbing and manufacturing interests. On the principle that those who dance should pay the fiddler, the Board should be supported by the jobbers and manufacturers, instead of having three-quarters of its revenue derived from the retail trade, as is now the

The visionary scheme of a Milwaukee \$30,000 man to join all the wholesale grocers of the Webster in the harness business. country in a compact body, referred to at some length last week, does not appear to J. Wright in the grocery business. meet with general favor and has been shelved for the present.

It begins to look as though the days of F. Parker in the harness business. this State amount to a little less than half the "Bad Debt" collection agencies were numbered. When Uncle Sam gets after a

> The advance in the list of rubber boots and shoes takes effect April 1. The dis-.. \$15,000 count for fall delivery is 40 off on firsts and 40 and 10 off on seconds.

> > Purely Personal.

Fred Nort has engaged as clerk for W.A. Feazell, general dealer at Grand Junction. W. F. Bulkley and wife are visiting friends at Lockport, N. Y. Mr. Bulkley's health is perceptibly improving.

A. F. Harley, general dealer at Defiance. Ohio, was in town over Sunday, the guest of his brother-in-law, Wm. Logie.

Frank F. Ward has moved from Plainwell to Kalamazoo, and accepted a position with the dry goods firm of Bronson & Ran-

Dr. Chas. S. Hazeltine and wife leave next week for the East, where they will spend a couple of weeks in the principal cities. While in Washington, they will be the guests of Don M. Dickinson and family.

Miss Belle Fairchild, late of Rochester, N. Y., has taken the position of stenographer with the Grand Rapids School Furniture Co. She will make her home with her brother, H. B. Fairchild, Secretary of the Hazeltine & Perkins Drug Co.

H. M. Lee, the Nashville clothing merchant, is blessed with an inventive faculty which he frequently brings into play. A couple of years ago he devised a combina-tion wheel barrow and wheel hoe which is meeting with good sale. Recently he has invented a new power for raising water in the shape of an adaptation of the weight and pendulum motion, which is evidently destined to supersede wind mill powers to

Put It There!

AMONG THE TRADE.

GRAND BAPIDS GOSSIP. Albert May has bought the Heyn bazaan tock at 48 Monroe street.

L. Smitter succeeds John Van Winsheyr in the grocery business at 423 Fifth avenue. R. R. Buchanan succeeds Buchanan & Davidson in the stationery business on North Division street.

Hester & Fox have sold a new sawmil outfit to Williams Bros. at Gresham, whose mill was recently burned.

Williams Bros. have engaged in the grocery business at Kalamazoo. Bulkley, Lemon & Hoops furnished the stock.

H. B. Morehead has added a grocer stock to his notion business at Edmore

Arthur Meigs & Co. furnished the stock. Wm. Reid, the Detroit glass jobber, will establish a branch house at this market, as

The senior member of the firm of Swift and Company, of Chicago, will be here this

John P. Thomson has sold his grocery stock at 32 East Bridge street and rented his store building to Christian Simersbach. who has clerked for P. Kusterer for the

Merrick Chapman and O. E. Scofield have formed a copartnership under the style of Chapman & Scofield and engaged in the ome. The so-called retail grocers adopted grocery business at Fremont. Arthur Meigs & Co. furnished the stock.

M. L. Pray has sold his retail confectionery business at 65 South Division street to Main street about April 10. inal bill of Mr. Thurber! If such is the case, O. J. Metritt. Mr. Pray will continue the manufacture of candy at the corner of South

> E. P. Morse & Co. have leased the vacant store in the Rood block, on Pearl street, and will occupy it with the notion stock now located at Battle Creek. The new establishment will be known as "The Circus."

Peter Steketee has sold his grocery stock at 79 West Leonard street to C. E. Hull. formerly of Lowell. He has also sold his interest in the general stock of P. Steketee \$10,000 inhabitants, the report is exception- & Co., at Holland, to his brother, B. F. ally praiseworthy, the showing presented Steketee. Mr. Steketee proposes to take a

AROUND THE STATE.

Greenville-H. G. Seeley, grocer, has sold

Maysville-J. T. Moore, grocer, has sold

Ionia-G. Lauster & Son have opened grocery store. Oakley-L. K. Clark succeeds Sackrider

& Clark in general trade. Charlotte-R. Maxon has opened an agriultural implement store.

Alma-Bear & Hall succeed F. C. Achard in the hardware business. Lawrence-G. W. Peabody succeeds John

Payne in the harness business.

Charlotte-Ford & Kirby will remove their bazaar stock to Mason. Petoskey-D. R. Shearer succeeds F.

Wilmarth in the meat business. Manton-The Meyer Hardware Co. is milding an addition to its store. Athens-W. L. Barker succeeds J. T

Herrold in the grocery business. Novi-W. H. Webster succeeds L. R

Mt. Pleasant-Curtis & Main succeed J Alma-J. W. McLeod has sold his gener

al stock to McCullough & Button. Paw Paw-Geo. W. Kime succeeds Orson

Alma-L. M. Winters, of Potterville, is opening a crockery establishment.

Tustin-W. Deuel will move his grocery stock to this place from Reed City. Ridgeway-Coryell & Williams succee Corvell & Gripton in general trade.

Bristol-D. B. Payne contemplates removing his general stock to Tustin. Litchfield-G. W. Rogers succeeds Rogers & Harlow in the grocery business.

Marcellus-Zeigler Bros. have sold their harness business to Devlin & Sanborn. New Madison-T. C. Brawley succeeds H. D. Milier in the hardware business.

Sparta-Chas. C. Darling succeeds Darling & Roberts in the grocery business. Sand Lake-Jas. Harvey Bramer succeeds

A. L. Sheets in the hardware business. Manistique-Geo. Potter has purchased the Riverside bakery of Reed & O'Neill. Greenville-Chauncey Hoover succeeds

Geo. Palethorp in the restaurant business. Dowagiac-Ingling & King succeed Ingling & Hookstadt in the grocery business. Ann Arbor-John Koch succeeds Richmond & Treadwell in the furniture business. Sparta-J. R. Harrison has sold his meat

Plainwell-D. P. Hopkins, boot and shoe dealer, has been closed under chattel mort-

market to Vanzant & Fairchild, of Muske-

Columbus-S. K. Bradshaw, hardware dealer, has been burned out. Insured for

Bellevue-Frank Madison has closed his boot and shoe store and moved the stock to Nashville-W. A. Aylesworth & Co., dry

goods and clothing dealers, will remove to tte-Thes. Donovan has gone t Quincy to accept the management of a fur-

ing-Adolph J. Perrot succe vens & Perrot in the dry goods and gro gove his furniture stock from Roscon

on to this place. Battle Creek-Smith & Bonney have ught the meat market of D. W. Brock at 229 Marshall street.

Charlotte-J. M. Daron has leased the Bennett store and will open a boot and shoe

stock about April 1. Fremont-A. J. Jones has sold the re

mainder of the Hopper grocery stock to Chapman & Schofield. Wayland-P. H. & W. H. Schuh have added a line of agricultural implements to

their harness business. Vassar-E. A. Bullard succeeds F. S.

nishing goods business. Manton-J. C. Hill, who lately sold his grocery stock to F. L. Roberts, is engaged in buying bark and paving posts.

Sparta-H. F. Havnes has sold an interest in his agricultural implement business to F. M. Dole, and the new firm will be oon as a desirable location can be secured. known as Dole & Haynes.

Decatur-John H. Wolfe has closed out his harness business, and will remove to week to superintend the opening of the Sturgis, where he has purchased the harness business of W. J. Lockwood.

> Vermontville-R. C. Blair and Hugh Barrett have formed a copartnership under the style of Blair & Barrett and engaged in the agricultural implement business.

Wayland-Frank A. Miles has purchased a half interest in the grocery business of chased the Wessel grist mill and moved the his father. Austin Miles, and the firm will hereafter be known as A. & F. A. Miles.

Battle Creek-M. L. Pierce, formerly on the road for a wholesale drug house, but more recently a clerk in C. A. Young's drug store, will open a new drug store on West

Lowell-Chas. McCarty has sold his foundry to L. Adrian. McCarty still continues his grocery business, and his produce business, and his wool business, and-he Lord only knows what he doesn't continue.

Vermontville-Loomis & Co. have removed the remainder of their general stock to Middleville, where it will be consolidated with the contents of their branch store. Howard Loomis will go to Chicago to asame the management of the Loomis Library Association.

Muskegon--Kampenga & Lulofs, who have carried on general trade on Third street for several years, will dissolve partnership on April 1. Derk Kampenga will continue the grocery business at the old stand and Barney Lulofs will carry on the dry goods business on the opposite side of the street. with his wagon factory.

Greenville-It is evident that business nen from other cities consider Greenville a Bros., Bay City, clothing, and D. A. Heel- logging road.

Mulliken-J. O. Dildine has arranged to yer, Portage, Wis., groceries, are an

STRAY FACTS.

Dollarville-J. C. Stitt, general dealer, eaves for California in April.

Jonesville-Wade & McKercher succeed Pierce & McKercher in the carriage busines Laingsburg - Theo. Sowersby succeeds Wm. Sowersby in the blacksmith business. Cadillac-J. W. Cummer has just patented a new heating stove, the formation and

perfecting of which have engaged his attention for the past two or three years. Detroit-Weigert & Reese, the Jefferson avenue commission merchants, who recent-Doud in the boot and shoe and gents' fur- ly met with a severe business reverse, have proposed to give their notes to creditors for their indebtedness beyond what the assignee

pays in cash. A number of the creditors

have accepted the offer, and some will con-

tinue to give the firm credit as heretofore.

MANUFACTURING MATTERS. Marion-Desmond & Co. will build a number of coal kilns as soon as the snow

Ann Arbor-Reeves, Hunter & Co. succeed Richard Reeves in the foundry and machine business.

Milford-Joseph Wellman, miller, has been burned out. Loss estimated at \$10.-006, insured for \$8,500. Stockbridge-Geo. Archenbron has pur-

stones and machinery to Waterloo. Union City-Negotiations are nearly conummated for the removal of the Lamb

Knitting Works from Concord to this place. Mecosta-Geo. Collin & Co., shingle manufacturers, have merged their business into a stock company under the style of the Geo. Collin Co.

Menominee-C. B. Lewis & Sons have sold their sawmill, not yet completed, to Peters & Morrison, for \$45,000. E. C. Lewis will remain as superintendent.

Farwell-The Farwell Brick, Tile & Clay Shingle Co. (limited) has been organized. with a capital of \$10,000, to manufacture the large bed of clay recently discovered

Portland-T. J. Bandfield has purchased the factory formerly occupied by the Maynard woolen mill and will convert the same into a furniture factory, employing about twenty-five men.

Nashville-B. F. Reynolds is arranging to build a brick structure, 25 x 50 feet in dimensions and two stories high, for use as a finishing and storing room in connection

Harrison-F. A. & W. H. Wilsen, of this place, and J. E. Austin, of Farwell, have live town and a good business point from bought 50,000 acres of timber lands, near the number who are lecating here. Guild Evergreen, Ala., where they will put \$50,-& Albertson, Detroit, dry goods; Grow 000 into a saw and shingle mill, and build a

Whipple—Otis Williams & Co., of Shel- Wanted-to Correspond With a first-Class pharmacist. J. D. Strachan, Muir, Mich. 23 by, who purchased the Whipple mill, are now engaged in placing machinery for a broom handle factory. They have a complete outfit on the ground and will be in running order in about six weeks. They expect to employ twelve hands.

Grant Miller, of Java, N. Y., has engaged with J. D. Concidine, of Byron Center, as cheese maker for the present season

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-INALIVE CITY IN CENTRAL MICHI gan, of 13,060 inhabitants, clean stock of boots shoes, hats, caps, and gents' furnishing goods; store to rent to purchaser, if desired. Address lock box 255, Battle Creek, Mich.

POR SALE—MY IMPLEMENT BUSINESS: GOOD LO-cation, brick building, lime house and tile yard Also good farm. Address John O. Smith, Eaton Rap-ids, Mich. 2387

FOR SALE-GENERAL STOCK MERCHANDISE IN good town and good trade. Inquire of J. C. Stitt. Dollarville, Mich. 240

FOR SALE AT A BARGAIN. A STOCK OF GENERAL

I merchandise in an iron furnace town in this State Furnace company pays out in cash \$3,000 per month Stock will invoice about \$6,000. Can be reduced to \$2,500 or \$3,000 in 60 days. Sales per month \$4,600 Pay sure. Best of reasons for selling. Those mean ing business address No. 113 this office.

POR SALE—WHOLE OR PART INTEREST IN A FIRST-leass meat market in a thriving town of 1,000 in-habitants with two railroads. Average sales \$30 per day. Good reasons for selling. Address H., care Trades-

FOR SALE—AT A BARGAIN. A CLEAN STOCK OF hardware and mill supplies. Address Wayne Choate, Agent, East Saginaw. 210-tf

FOR SALE-THE BEST DRUG STORE IN THE THRIV-ing city of Muskegon. Terms easy, C. L. Brun-dage, Muskegon, Mich. 193-tf FOR SALE-A CLEAN STOCK OF DRUGS, FIXTURES L'etc., complete, on good line of railway, about 35 miles north of Grand Rapids. No paints or oils, but could be added to good advantage. Poor health and other business my only reasons for selling. No. 116 care Tradesman office.

FOR SALE-SECOND HAND HEARSE AT A BAR-archives of said offices be transferred to Y AN'ED-GOOD LIVE AGENTS FOR THE BUFFAD Mutual Life, Accident and Sick Benefit Association of Buffalo, N. Y. Large inducements. Address
Geo. A. Sanborn, See'y and Gen'l Manager. 236*

Wanted-by A Young Man of 28, SITUATION IN a drug store, three years' experience. Registered by examination. Address 115, this office. TOR SALE CHEAP—ONE 1,400 POUND MOSLER, BAHman & Co fire-proof safe; one set 240 h Buffalo D.
B. scales: one 8 foot nickel show case and a quantity
of miscellaneous hardware. Will be sold separately
or all together. Call on or addrass. H. E. Hesseltine,
29 and 31 Monroe St., Grand Rapids, Mich. 236-48 23 and 31 Monroe St., Grand Rapids, Mich.

236-48

TOR SALE—FRUIT FARM OF 714 ACRES, LOCATED
in Spring Lake. Ten minutes walk from postoffice. Pleasant place. Nice buildings. Will sell on
long time or exchange for stock of any kind of merchandise. Pleace is valued at \$3,000, will take \$2,000 for
it. Address S. A. Howey, North Muskegon, Mich. 236-tf

OOD OPENING—FOR A GROCERY, BAKERY, OF The general store. Live manufacturing town of 2,500 mly two groceries and one general stock. Parties looking for a location, please address Robert Ander on, North Muskegon, Mich. con, North Muskegon, Mich.

CORSALE—A NEW AND VERY VALUABLE PATENT P A sure fortune for an energetic man. Small capital required to manufacture. No humbug. Bears in vestigation. Address J. H. Van Glahn, Manager, 10 Cherry St., Toledo, Ohio. A PERSON WITH BUSINESS EXPERIENCE FIRST-

A class references and security. Good salesman. Speaks English, German and Holland, wants steady employment. Address X Z this office. YOUNG BUSINESS MAN WITH FIRST-CLASS references and small capital. Good salesman, ould like to engage in some profitable business or come partner in good store business. Address Acme.

W pharmacist. J. D. Strachau, and WANTED-SITUATION IN DRUG BUSINESS fleations—graduate in medicine; (Physicians and Surgeons, Chicago; State Michigan, and Registered Licentiate in Michigan. Address X. Y., M. D., this office.

WANTED-FIRST-CLASS STOCKS OF MER personal property, or real estate in he exchange for choice selected farms or far Wisconsin, Iowa, Minnesota, Dakota or he real estate. Address Bigelow & Sheldon, M

Minn.

WANTED—SITUATION BY A FIRST-CLASS BOOK keeper, who can give exceptional references. Address Allen, care Tradesman.

WANTED—SITUATION BY A REGISTERED PHARMAGIST. SECOND PARAMAGIST. BASE PROPERTY AND PROPERTY macist. Seven years' experience. Best of refer-Address lock box No. 37, Midland, Mich. 233-t WANTED—AGENTS EVERYWHERE, LADIES OR gents. New thing just out. Big money for next 90 days. Sample 15 c. For particulars enclose stamp, and address G. W. Swinburne, manufacturer, La Crosse, wis.

WANTED-EVERY STORE-KEEPER WHO READS WANTED-EVERY STORE-KEEPER WHO READS this paper to give the Sutific coupon system as trial. It will abolish your pass books, do away with all your book-keeping, in many instances save yeu 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 (mentioning this paper) J. H. Sutiff, Albany, N. Y.

A RARE BUSINESS CHANCE—A STOCK OF GENeral merchandise in fine condition for sale, also store building 29x6 facet with heavenant of Sale.

A eral merchandise in fine condition for sale, also tore building 22:56 feet with basement and fine living ooms above. Nice new barn. Store house. Two rood wells. Out buildings, etc., all complete, in one of he best towns north of Grand Rapids. Reasons for elling, poor health. Would take in exchange a house and lot in Grand Rapids worth from \$1,000 to \$1,500. dddress 114, this office.

WANTED-1,000 MORE MERCHANTS TO ADOPT OUR Improved Coupon Pass Book System. Send for samples. E. A. Stowe & Bro., Grand Rapids. 225-17

NOTICE OF THE

DISCONTINUANCE OF THE LAND OFFICES

AT DETROIT AND EAST SAGINAW, MICHIGAN

TRANSFER OF THEIR RECORDS AND ARCHIVES TO THE REED CITY LAND OFFICE, AND REMOVAL OF THE

Notice is hereby given that the President POR SALE—THE ROLLER PROCESS GRIST MILL AT creasing trade. The proprietor has other business and an increasing trade. The proprietor has other business and must sell. Edmore is a thriving village of 1,200, has two railroads, and in the midst of a growing country. A good chance for the right man. Call on or address J. H. Gibbs, Edmore, Mich. 238*

J. H. Gibbs, Edmore, Mich. 238* the REED CITY Land Office, which, by said Executive Order, is directed to be removed to Grayling, Michigan.

Further notice of the precise time when the above orders will be carried into effect will be given by the Registers and Receivers of the respective districts by publica-

Given under my hand at the City of Washington, this ninth day of February, A. D. 1888. By the PRESIDENT

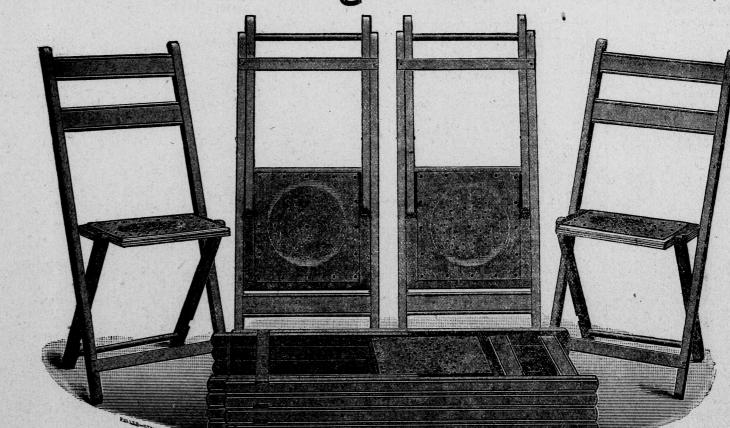
S. M. STOCKSLAGER. Acting Commissioner General Land Office.

Agreeable to the requirements of the above order— Notice is hereby given that the United tates Land office at REED CITY, Michigan, will close business at 4 o'clock p. m. on the

31st day of March, 1888, and will re-open

16th day of April, 1888, at 9 o'clock a. m. of said day. REED CITY, MICH., Feb'y 29th, 1888. E. N. FITCH, NATHANIEL CLARK,

BOUQUET CIGAR



With 1,000 "BOUQUET" CICARS at \$35.00,

WE WILL GIVE FREE TWENTY (20) CHAIRS

The Chairs are first class in every respect---being made of Seasoned Wood, and Oiled in the most approved manner. The Chairs can be folded, as shown in cut, and carried without any inconvenience. It is suitable for the Parlor, Lawn or any place where a good chair is needed.

LIKE THE ABOVE CUT.

The BOUQUET CIGARS are packed fifty in a box, making one chair for every box. We will guarantee the BOUQUET CIGARS to give satisfaction. We have only a limited quantity of chairs, and would suggest that you place your orders at an

TERMS, 60 days, 2 per cent. off for cash in 10 days.

W. J. QUAN &

45, 47, 49 and 51 Michigan Avenue, CHICAGO, ILLS.

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

No. 1—Traverse City B. M. A.
ident, Geo. E. Steele; Secretary, L. Roberts.
No. 2—Lowell B. M. A.
ident, N. B. Blain; Secretary, Frank T. King.
No. 3—Sturgis B. M. A.
ident, H. S. Church; Secretary, Wm. Jorn.
No. 4—Grand Rapids M. A.
dent, E. J. Herrick; Secretary, E. A. Stowe. resident, E. J. Herrick; Secretary, E. A. Stowe.

No. 5.—Muskegron B. M. A.

President, H. B. Fargo; Secretary, Wm. Peer.

No. 6.—Alba is, M. A.

resident, F. W. Sloat; Secretary, P. T. Baldwin.

No. 7.—Dimondale B. M. A.

President, T. M. Sloan; Secretary, N. H. Widger.

No. 8.—Eastport B. M. A.

resident, F. H. Thurston; Secretary, Geo. L. Thurs

No. 8—Eastport B. M. A.

sident, F. H. Thurston; Secretary, Geo. L. Thurston.

No. 9—Lawrence B. M. A.

sident, H. M. Marshall; Secretary, C. A. Stebbins.

No. 10—Harbor springs B. M. A.

sident, W. J. Clark; Secretary, A. L. Thompson.

No. 11—Kingsley B. M. A.

esident, H. P. Whipple; Secretary, C. H. Camp.

No. 12—Quincy B. M. A.

esident, C. McKay; Secretary, Thos. Lennon.

No. 13—Sherman B. M. A.

esident, H. B. Sturtevant; Secretary, W. G. Shane.

No. 14—No. Muskegon B. M. A.

esident, A. Howey; Secretary, G. C. Havens.

No. 15—Boyne City B. M. A.

resident, R. R. Perkins; Secretary, F. M. Chase.

No. 16—Sand Lake B. M. A.

resident, J. V. Crandall; Secretary, W. Rasco.

No. 17—Plainwell B. M. A.

resident, S. E. Parkill; Secretary, J. A. Sidle.

No. 18—Owosso B. M. A.

President, S. E. Parkill; Secretary, S. Lamfrom.

No. 19—Ada B. M. A.

President, S. E. Parkill; Secretary, S. Lamfrom.

No. 19—Ada B. M. A.

President, D. F. Watson; Secretary, E. E. Chapel.

No. 20—Saugatuck B. M. A.

President, John F. Henry; Secretary, L. A. Phelps.

No. 21—Wayland B. M. A.

President, C. H. Wharton; Secretary, M. V. Hoyt.

No. 22—Grand Ledge B. M. A.

Persident, A. B. Schumacher; Secretary, W. R. Clarke.

No. 23—Carson City B. M. A.

President, F. A. Rockafellow; Secretary, C. G. Bailey.

No. 24—Morley B. M. A.

President, J. E. Thurkow; Secretary, W. H. Richmond.

No. 25—Paus B. M. A. esident, J. E. Thurkow; Secretary, W. H. Richmon.
No. 25—Pato B. M. A.
esident, Chas. B. Johnson; Secretary, H. D. Pew.
No. 26—Greenville E. M. A.
esident. S. R. Sevens; Secretary, Geo. B. Caldwell.
No. 27—Dorr B. M. A.
esident, E. B. Botsford; Secretary, L. N. Fisher.
No. 28—Cheboygan B. M. A.
esident, J. H. Tuttle; Secretary, H. G. Dozer.

esident, J. H. Tuttle; Secretary, H. G. Dozer.

No. 29—Freeport B. M. A.
esident, Wm. Moore; Secretary, A. J. Cheesebrough

No. 30—Coeana B. M. A.
esident, A. G. Avery; Secretary, E. S. Houghtaling

No. 31—Charlotte B. 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. J. Johnson; Secretary, P. T. Williams.

No. 35—Bellaire B. M. A.
sident, Wm. J. Nixon; Secretary, G. J. Noteware.

No. 36—Ithaca B. M. A.
sident, O. F. Jackson; Secretary, John M. Everden.

No. 37—Battle Oreek B. M. A.
ident, Sec.; Secretary, John S. Stanley.

No. 38—Scottville B. M. A.

No. 38—Scottville B. M. A. sident, H. E. Symons: Secretary, D. W. Hig No. 39 -Burr Oak B. M. A. ident, B. O. Graves: Secretary, H. M. Lee.

No. 40—Eaton Rapids B. M. A. ident, C. T. Hartson; Secretary, Chas. College. President, C. T. Hartson; Secretary, Chas. Coller.
No. 41—Breckenridge B. M. A.
President, W. O. Watson; Secretary, C. E. Scudde
No. 42—Fremont B. M. A.
President, Jos. Gerber; Secretary C. J. Rathbun.
No. 43—Tustin B. M. A.
President, G. A. Estes; Secretary, W. M. Holmes.

lent, G. A. Estes; Secretary, W. M. Holma No. 44—Reed City B. M. A. ent, E. B. Martin; Secretary, W. H. Smith No. 45—Hoytville B. M. A. ent, D. E. Hallenbeck; Secretary President, Wm. Hutchins; Secretary, B. M. Gould.

No. 47—Flint M. U.

President, W. C. Picree; Secretary, W. H. Graham.

No. 48—Hubbardston B. M. A.

President, Boyd Redner; Secretary, W. J. Tabor.

No. 49—Leroy B. M. A.

President, A. Wenzell; Secretary, Frank Smith.

No. 50—Manistee B. M. A. nt, A. O. Wheeler; Secretary, J. P. O'Malley. No. 51—Cedar Springs B. M. A. nt, L. M. Sellers; Secretary, W. C. Congdon. Mon. J. M. Seners; Secretary, W. C. Congdon.
No. 52—Grand Haven B. M. A.
ident, F. D. Vos; Secretary, Wm. Mieras.
No. 53—Bellevue B. M. A.
ident, Frank Phelps; Secretary, John H. York.
No. 54—Douglas B. M. A.
ident, Thomas B. Dutcher; Secretary, C. B. Waller.

President, C. W. Robertson; Sceretary, Wm. Hort
No. 65—Kalkaska B. M. A.
President, Jas. Crawford; Secretary, C. S. Blom.
No. 66—Lansing B. M. A.
President, Frank Wells; Secretary, W. E. Crotty.

No. 65—Watervilet B. M. A.

President, H. Peirce; Secretary, F. H. Merrifield.

No. 68—Allegan B. M. A.

President, A. E. Calkins; Secretary, E. T. VanOstrand

No. 69—Scotts and Climax B. M. A.

President, Lyman Clark; Secretary, F. S. Willison.

Manufacturers Seeking New Locations

Gale Mf'g Co., Albion.
Smith Middlings Purifier Co., Jackson.
Lovell kefrigerator Co., Ionia.
Clapp Shirt Co., Allegan.
Rifenburg Milling Co., Charlevoix.
David Woodward (plows) Clinton.

Grist Mill—Hopkins Station. Newspaper—North Muskegon. Gristmill—Bellevue. Wood working establishment—Quincy. Hard wood factories—Fife Lake.

Special Enterprises Wanted.

Good Report from Flint.

FLINT, March 23, 1888.

No. 55—Peteskey 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. President, Geo A. Sage; Secretary, J. M. Spore. No. 58—Fife Lake B. M. A. President, E. Hagadorn; Secretary, E. C. Brower. subject to such shrinkages as are now the case. President, E. Hagadorn; Secretary, E. C. Brower.

No. 59—Fennville B. M. A.

President F. S. Raymond: Secretary, P. S. Swarts.

No. 60—South Boardman B. M. A.

President, H. E. Hogan; Secretary, S. E. Neihardt.

No. 61—Hartford B. M. A.

President, V. E. Manley; Secretary, I. B. Barnes.

No. 62—East saginaw M. A.

President, G. W. Meyer; Secretary, Theo. Kadish.

No. 63—Evart B. M. A.

President, W. M. Davis; Secretary, C. E. Bell.

No. 64—Merrill B. M. A.

President, C. W. Robertson; Secretary, Wm. Horton. The meeting then adjourned.

Forth.

FIFE LAKE, March 21, 1838, E. A. Stewe, Grand Rapids:

DEAR SIR—Fife Lake, notwithstanding it labors under several disadvantages, has enjoyed a fairly prosperous trade the past winter. The camp trade has been large, and the merchants report the general trade as good. Quite a good many of our citizens have been jobbing this winter and while they have not made as much clear money as they ha e some seasons, owing to the great depth of snow, few if any will come out behind. Emmet Hagadorn has in a fine stock of hard wood logs for his mill, which he will soon start up. George Green, who has been manufacturing cedar shingles three miles north of town this winter, has finished his cut and is busy putting in a saw to manufacture lumber. He has a good supply of logs on hand and will commence sawing in a few days.

The Business Men's Association here is in a flourishing condition. The member are now working to see if they can induce the G. R. & I. Railroad Co. to locate the depot at the nortend of town, where all the business interests are located. It is very inconvenient for the traveling public as it is, and expensive for the merchants, as every pound of freight has to come to this side.

State body. H. M. Lee was elected temporary chairman and Frank McDerby secretary pro chairman and Frank McDerby secretary pro them are regulation constitution was adopted, when the following-gentlemen were accepted as charter members: C. L. Glasgow, W. H. Kocher, J. Osmun, John Bell, E. White, C. M. Putnam, Geo. A. Truman, B. F. Reynolds, W. S. Powers, Heming, Frank McDerby and H. M. Lee. Vice President—E. R. White. Secretary—W. S. Powers.

Treasurer—G. A. Truman.

Executive Committee—President, Secretary, C. L. Glasgow, Orno Strong and C. M. Putnam.

The Association starts out under favorable auspices and will undoubtedly do good work.

Organization Leaven Working.

SOUTH HAVEN, March 23, 1888.

E.A. Stowe, Grand Rapids:

DEAR SIR—We have determined to organize a Business Men's Association, if we can get on the following-gentlemen were accepted as charter memb

merchants, as every pound of freight has to come to this side.

What Fife Lake needs is manufacturers to work up its abundance of hard wood. There is not a point on the line of the road which is more favorably located for such enterprises. There is an almost inexhaustable supply of maple, elm, basswood, birch, beech, cedar, cherry, ash and hemlock timber within easy reach of here, which could be put on the shore of the lake at little expense. Anyone contemplating starting a manufacturing plant will do well to look over our natural advantages before locating, and while our people may not be sable to offer as large a bouts as some of our sister towns, they will do what they can, and if parties will come and look over the ground, we think we can prove to them that a plant here without a fonus would be more valuable than one in some places with one. A bonus well to look over the ground, we think we can prove to them that a plant here without a fonus would be more valuable than one in some DEAR SIR—Enclosed find delinquent list for month of March.
Everything in Flint is O. K. Through the frosts of the business men, we obtained the consent of the Council to call a special election of voters, which election resulted in the victory of those in favor of bonding the city of \$45,000 to secure the Gale plow works. Our chances are good, but we may not get them. However, fiint has shown her hand, we have raised our dues to \$4 per year, and our treasury is replete with the stuff that tells.

Yours truly, WR. H. GRAHAM, See y. the over the ground, we think we can prove them that a plant here without a bonus uld be more valuable than one in some bees with one. A bonus would not have to used up the first year in paying freight on logs. If some experienced party will me here, he will find those here that are day to invest with him in the business, minunications addressed to the Secretary the Business Men's Association will receive

At the regular semi-monthly meeting of the rand Rapids Mercantile Association, held on larch 20. F. H. Sessions applied for member-

The special Committee on Berry Packages

reported progress in securing the signatures

return berry packages. The report was ac-

was instructed to further investigate the mat-

The Secretary presented the following draft

of a circular to be sent out to the members in explanation of the use of the collection de-

partment, which was adopted and ordered

ter and report at the next meeting.

tinue the work.

The Charlotte B. M. A. has under con

F. S. Willison, Secretary of the Scotts and Climax B. M. A., in applying for charter No. 69, writes: "We are already receiving benefits and are well pleased with

ship and was accepted.

The Committee on Trade Interests, through Chairman Goossen, presented the following report, which was accepted:

A business man, many times, does not realize what is actually for his welfare and interest. The main object for which he does carry on his occupation is money, or in other words, "the root of all evil," and, in order that he may be successful, he thinks he must scheme a little, or, rather, corner up. To be sure, if he can monopolize a certain line of goods (I take this in a small way), he will do it, and, in fact in order to accomplish his selfish motives he goes to extremes. For instance, a neighbor, perhaps, is out of a certain article, or he has a call for something he does not keep but his neighbor does. He at once assures his customer that it shall be furnished. Upon this, he calls upon his neighbor for the desired article. Well, does he get it? Yes, he gets it. How does he get it? By paying for it, of course. Well, but was it done accommodatingly? No, a stern look and a glance and "What is he doing here?" the competitor asks himself. Next, the article is handed him and retail price charged. What a feeling of courtesy that is! How friendly, no, I mean how selfish for business men to exercise such a feeling toward each other! It looks as though they were trying to cut each other's throats.

I say, gentlemen and brother grocermen, this is all wrong. I say that if your neighbor lacks anything that you may have in your store, accommodate him. Show him that you are not living for self alone, but to build up a mutual interest. What is one's interest is the other's interest; what is the downfall of one is the downfall of the other. Let the goods go at a fraction above cost. Your neighbor will feel pleased; he will call his competitor white; he will honor you when he meets you; there will be good humor and spirit in the neighborhood; the community around would rejoice over the honorable business men they have in their vicinity, and even with a club they would not be driven elsewh The Ohio Retail Merchants' Association, Spring. at its recent inaugural convention at Clevecalled pure food bill. It denounced the measure in one resolution and endorsed it in another. An Ohio man always believes in being on the safe side. Whichever way the proposed legislation goes, an Ohio man can assert, "I told you so."

From a Muskegon paper: The Manufacand they do say that it sleeps with one eye

Muskegon Business Gazette: The Business Men's Association is alive to the importance of improving and beautifying the city and extending its business. A line of boats to Milwaukee and the sprouting of a central city park are being sharply considered and will, in all probability, be inaugurated early in the season. The efforts of this Association should receive the encouragement and earnest support of all of further merchants to the agreement not to our citizens.

Cadillac News: The meeting of the Business Men's Association, held last evening, The special Committee on the Appointment | was well attended and the proceedings were of a Produce Inspector reported progress and of unusual interest and importance to all interested in the purposes of the Association. Preparations for opening negotiations with new business enterprises were perfected, the progress of arrangements for the establishment of several heretofore mentioned was reported, and the arrangements thus far made by the committee approved, and several new members were received. We withhold names and details in respect to the expected additions to the manufacturing industries of Cadillac, until all arrangements for their establishment are concluded.

Standpoint.

How to use the collection department.

Owing to the fact that many of our members do not know how to use the collection department, the following expanation has been prepared:

1. Procure from the Secretary as many Blue Letters as you can use to advantage, sending same out to those who are in arrears.

2. As you send out the Blue Letters, make a note of same on the Record Blanks furnished you with the Blue Letter.

3. After the fifteen days mentioned in the Blue Letter have elapsed, promptly report to the Collectors all who have not paid or arranged to pay their accounts. The Collectors will then send the delinquents Notification Sheets and use every possible effort to adjust the accounts. In case they effect settlements, they are entitled to 20 per cent. commission on all amounts actually collected, whether paid to them or to the member direct.

4. In case the persons reported refuse to pay the accounts for which they are reported, they are referred to the Executive Committee, whose duty it is to investigate such cases, and, in the absence of extenuating circumstances, to place such persons on the delinquent list.

5. It is the duty of members to close accounts with those whose names appear on the delinquent list and to refuse to extend them any credit until their names are removed from the last.

6. Members wishing to ascertain the standing of any one soliciting credit, or of men who have recently moved into their localities,

what he wears and eats. The protection afforded by this system to its various members cannot be computed.

9. Do not report disputed accounts.
10. Remember that promptness in reporting delinquents will materially assist the collection department.

Under the head of "Good of the Association," M. C. Goossen reported that he had purchased a half-barrel of Walker's pickels during the week, warranted to contain 600 mediums. Careful count disclosed the presence of only 497, a shortage of 163.

The subjects of shortage in flour in barrels and sacks and candy in pails and boxes was also discussed at some length, the opinion seeming to be that all articles should be sold at net measure, count and weight, instead of subject to such shrinkages as are now the case.

Daniels was admitted to membership.

B. C. Smith offered the use of his rooms for the Association's meetings, which were accepted and Mr. Smith tendered a vote of thanks.

On the subject of booming the town there was considerable number advocating the liberal use of printer's ink and offering bonuses and free sites for any characteristic forms and offering bonuses and free sites for any characteristic forms and sacks and candy in pails and boxes was also discussed at some length, the opinion seeming to be that all articles should be sold at net measure, count and weight, instead of subject to such shrinkages as are now the case.

chairman and Frank McDerby secretary pro

From a Muskegon paper: The Manufacturing Committee of the Business Men's Association will do all it can to induce the T., S. & M. Railway to locate their building and repair shops here and it is thought that the superior advantages offered by the city will decide the matter in our favor. The Association is wide awake most of the time Cast Loose Pin, figured. dis
Cast Loose Pin, Berlin bronzed. dis
Cast Loose Joint, genuine bronzed dis
Wrought Narrow, bright fast joint. dis
Wrought Loose Pin. dis
Wrought Loose Pin, acorntip. dis
Wrought Loose Pin, japanned. dis
Wrought Loose Pin, japanned, silver
tipped. dis

..dis 60& 5
..dis 60&10
..dis 60&10
..dis 75

Socket Corner... Socket Slicks. Butchers' Tanged Firmer.... Barton's Socket Firmers....

The Insurance Situation from a Jobber's "All honor to your Business Men's Asso-

ciations," said a leading Grand Rapids jobber the other day, "for the work they have done in breaking up the insurance monopoly. An agent was around here to-day and informed us that he could now give us rates 10 per cent. lower than he was allowed to under the board system. I told him our lines were full at present, when he stated that there would probably be further, reductions within the next thirty days. The only thing I regret in this matter is that the job-6. Members wishing to ascertain the standing of any one soliciting credit, or of men who have recently moved into their localities, should telephone the Collectors—No. 977—who will furnish any information they may have on file at their office free of charge.

7. Remember that the backbone of the collection system is to refuse persons credit who owe a fellow member. Members should rigidly enforce this rule.

8. Members should, in all cases, give the initials of delinquents. Also street and number. Letters addressed to delinquents without unitials, and streets without numbers, are invariably returned. Do not fail to send letters to those who are delinquent. Rid your books! Do not think because an account is old it cannot be collected. Show no favorism Treat all alike. Those who are strictly honest will make arrangements to pay. It costs you but 2 cents to find whether a man will pay for what he wears and eats. The protection afforded by this system to its various members cannot be computed.

**The complete in this matter is that the jobling trade had no part in stabbing the monopoly—that we stood back and allowed the retail merchants of the State to fight a battle which was as much in our interest as it was to their benefit."

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**Wester in this matter is that the job. New American File Association List was to their benefit and the motor interest as it the which was as much in our interest as it was to their benefit."

**Wester in this matter is that the job. New American.

Nicholson's.

**New Bassociation List without numbers, are invariable with the

Nashville in Line on Organization. Agreeable to previous arrangement, the edi-Fife Lake's Advantages Graphically Set itor of THE TRADESMAN met with the business men of Nashville last Thursday evening and assisted them to organize an auxiliary of the State body. H. M. Lee was elected temporary

The Vermonters have also gone into the trust business. They have just organized a maple sugar trust. A trust for the purpose of putting a little maple sugar into "maple sugar" would undoubtedly be popular, but this doesn't appear to be a trust of that kind.

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

Brass, Racking's.....

Morse's Bit Stock.
Taper and Straight Shank.
Morse's Taper Shank.

ELBOWS.
Com. 4 piece, 6 in.

\$11 00, dis 60 11 50, dis 60 12 00, dis 60

Grub 3. RNOBS—NEW LIST.

Door, mineral, jap. trimmings. ... dis
Door, porcelain, jap. trimmings. ...
Door, porcelain, plated trimmings. ...
Door, porcelain, trimmings. ...
Drawer and Shutter, porcelain ... dis
Picture, H. L. Judd & Co.'s
Hemacite ... dis
LOCKS—DOOR.
Russell & Irwin Mig. Co.'s new list. dis
Mailory, Wheeler & Co.'s ... dis
Branford's ... dis
Norwalk's ... dis

Stanley Rule and Level Co.'s..... MATTOCKS.

Zinc or tin, Chase's Patent.
Zinc, with brass bottom.
Brass or Copper.

Sisal, ¼ in. and larger.....

Annealed Market.
Coppered Market.
Extra Bailing.
Tinned Market.
Tinned Broom.
Tinned Mattress.

Bright ...
Screw Eyes.
Hook's
Gate Hooks and Eyes.
WRENCHES.
Baxter's Adjustable, nickeled.
Coe's Genuine

 Bird Cages
 MISCELLANEOUS.
 50

 Pumps Cistern
 dis
 75

 Screws, new list
 76&5

 Casters, Bed and Plate
 dis50&10&10

HARDWOOD LUMBER.

HARDWOOD LUMBER.

The furniture factories here pay as follows for dry stock, measured merchantable, mill culls out:

Basswood, log-run. 13 00@15 00

Birch, log-run. 15 00@18 00

Birch, Nos. 1 and 2 @25 00

Black Ash, log-run. 14 00@16 50

Cherry, log-run. 25 00@35 00

 Maple, white, selected
 @25 00

 Red Oak, log-run
 18 00@20 00

 Red Oak, Nos. 1 and 2
 24 00@25 00

 Red Oak, ¼ sawed, 8 in and upw'd. 40 00@45 00
 8 in and upw'd. 40 00@45 00

 Red Oak, "regular
 30 00@35 00

 Red Oak, No. 1, step plank
 @25 00

 Walnut, log-run
 @55 00

 Walnut, Nos. 1 and 2
 275 00

 Walnuts, culls.
 25 00

 Grey Elm, log-run
 213 00

 White Ash, log-run
 14 00216 50

 Whitewood, log-run
 20 00222 00

 White Oak, log-run
 17 00218 00

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OBBERS of SADDLERY HARDWARE

And Full Line Summer Goods. 102 CANAL STREET.

Walnut, Nos. 1 and 2. Walnuts, culls. Grey Elm, log-run. White Ash, log-run.

Dampers, American Forks, hoes, rakes an all steel goods...d Copper Bottoms...

Bardware.

Adjustable EXPANSIVE BITS.
Clar's, small, \$18 00; large, \$26 00.
Ives', 1, \$18 00; 2, \$24 00; 3, \$30 00.
FILES—New List.
American File Association List...

Nos. 16 to 20, 22 and 24, 25 and 26, 27 List 12 13 14 15

4d and 3d advance.
3d fine advance.
Clinch nails, adv.
Finishing | 10d | 8d | 6d | 4d |
Size—inches | 3 | 2½ | 2 | 1½ |
Adv. \$\frac{3}{2}\$ keg \$\frac{5}{2}\$ 125 | 150 | 175 | 200 |
Steel Nails—2 15.

ota Bench dusky Tool Co.'s, fancy....

WANTED!

Proposition by responsible parties for the taking from stump and manufacturing about 100,000,000 of lumber and shingle timber. Shingles to be delivered in shed at mill, and lumber in pile in yard. Timber is in Wisconsin. Ground being sandy and level, is very advantageous to work upon. Mill will be furnished in connection with tract if desired. Address Lock Box 1, Grand Box 15. Grand Rapids.

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Wall Paper

In the State, not excluding Detroit. An immense stock now on hand in latest patterns, and we want to sell. Prices lowest.

Also wholesale Paints and Varnishes.

Brushes and artists materials. Orders filled promptly. Correspond with me. 19 Canal St., GRAND RAPIDS.

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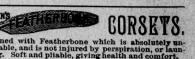
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Transacts a general banking business.

Make a Specialty of Collections. Account of Country Merchants Solicited.

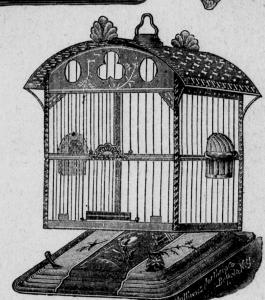
Offer No. 173.

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Send for Illustrated Catalogue,

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10 and 12 Monroe St., 33, 35, 37, 39 and 41 Louis St.,

GRAND RAPIDS,

MICH.

THIS PAINT is composed of NATURAL MINERAL and HYDRAULIC CEMENT, and will out-wear other pigments. It will cement up the cracks, fill up the pores of the wood and make a hard and serviceable covering. FLOORS are necessarily washed frequently, this paint will harden almost to stone under the influence of water by reason of the cement. The success of OUR FLOOR PAINT is the result of a series of practical experiments extending over several years, with the view of filling the demand

for a Paint adapted to floors and such places as are often scrubbed with soap. Senour Manufacturing Co.,

2520 and 2522 QUARRY ST.

For Sale at Factory Prices by—Hazeltine & Perkins Drug Co., Grand Rapids; James E. Davis & Co., Detroit; West & Truax, Toledo S. L. Boyce & Co., Port Huron; Fred Brundage & Co., Muskegon; Harvey & Heystek, Grand Rapids; G. W., Bruske, East Saginaw.



ACME WHITE LEAD & COLOR WORKS DETROIT,

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

HIS SECOND TRIP OUT.

MINDOURE, March 25, 1888. Introp Tradesman-Since I indited my ast epistie, I have had the pleasure (?) of going home, posting up on new goods and receiving the just encomiums upon my sucssful trip lavished on me by the firm. but I suppose they were all right. Old Shortage didn't notice me at all. Lightweight just barely spoke to me and Stuffedorders said so much that I wanted him to keep still long before he got through. It s that, in spite of all my efforts to do the house good and keep myself out of trouble, I haven't accomplished anything, according to their ideas. I expostulated with Mr. S. I urged him to make allowances for my inexperience and give me credit for my gigantic struggles to sell goods in the face of an adverse providence.

"Make allowances! you blamed idiot, haven't we allowed you over \$150, with orders to balance it of only \$450? Give you credit! Why, you goggle-eyed pretense of humanity! our own credit will be gone up in a year, if you keep on with these 'gigan-

Nevertheless, they started me out again, and I am determined to make their old store groan and creak with the loads of orders I will send in.

In my wanderings around the country, I have run across any quantity of queer places, queer people and "queer" bulldogs; but this town and this people are the most unknowing and unknowable set of sojourners I ever came athwart. I couldn't make out what ailed them for a long time, but I finally caught on and. I can assure you they have got it bad.

As I got off the train, I asked a boy if there was any sort of a conveyance obtainable to carry me to the hotel.

"Naw, Mister," he innocently replied, "just imagine you're ridin' an' it'll be just 24 Pearl St., Crand Rapids, Mich., TELEPHONE NO. 998. the same."

The advice was a little unsatisfactory, but I put it down to his extreme youth, and thought nothing further about it until I requested the clerk in the hotel to show me a front room on the second floor. He took me up to the top floor, and gave me a room facing on the scenery in the hallway, with no outside window. I expostulated with him calmly and in a superior manner.

"My dear fellow," he replied, in a hotellic tone of voice, "this is the only empty room in the house and it's just as good as any. All you have to do is to imagine that you are gazing on the beautiful pine-stump-andsnow scenery from the second floor and, presto! you have it."

As he spoke, a remembrance of what the boy at the depot had said flashed upon my Websterian mind, but I put it aside as simply a coincidence—two small minds running in the same channel-and did not dissent.

You, Mr. Editor, having experienced the unutterable joy of gazing, spell-bound, on my noble, Bostonian physiognomy, would not, for an instant, imagine that it would be possible for me to allow my anger to rise above the more harmonious side of my childlike nature; but, annoyed as I am to confess it, such was the case when I entered the dining-room and found that my supper, which I had spoken for early in order to see a customer that evening, was not ready. To use plain, unveneered Websterage, I kicked. Verily, I say unto you, the kicking of an unruly cow in the barnyard just as the pail is filled, or a cat in its ninth death, cannot hold an electric light to the masterful manner in which I kickulated.

"Say. Mr. B.," said the landlord, as soon as the smoke of battle had cleared sufficiently to allow the human voice to be visible, "if you will just sit quietly here, concentrate your mind on the thought that it is a half hour earlier than it really is and keep your eyes away from the clock, your supper will be ready on time. Thoughts are facts, and if your mind is strong and steady enough, the rest is easy."

Just at that period in the flight of old Father Time and his lawn mower, if thoughts had been facts and tangible objects, as the landlord said, I imagine that his next winter's evercoat would have been made of wood, for I told him what I thought of him in language too forcible and rare for

I kept my eyes on the clock and my mind on revenge until my supper was ready, and then started out to see the customer. He had just gone home, but the clerk, who was locking up, said, in utter ignorance of the awful danger which threatened him, for I was pretty near crazy by that time, "Mr. B., if you will place your mind on the ght that you have met Mr. Jones and that he has given his order to you instead of the man from Detroit to whom he did give it fifteen minutes ago, it will be as if it were, and your couch, to-night, will be as smooth and soft as a bed of roses."

This was the last drop in the camel's ack and I nearly murdered him. I expect, lowever, that, in the strength of his mind and thoughts, he will be at work as usual in three or four days.

itating. Imagine, think, believe—the ds rolled around in my mind like a hired girl falling down the cellar stairs, and I faintly realized that I must have an explan-

ion or go utterly mad.

I tackled a party who was wandering micrally up and down the street, in the st stages of intoxication. I had determined that this man, being intoxicated,

would be more apt to give a lucid explana-tion of the phenomenon than those who were sober and were not the possessors of sufficient brains to get drunk.

"Wanter know wha-hic-ailsh-hic-thesh fellers round here? Why, they've got a touch of mind cure an'-hio-it'sh awful conshagious. I wash-hic-'fraid I'd get it an'-hic-sho I got-hic-awful drunk to keep f'm keshing it."

I admire his sense. I think I nearly followed his example that night, but I am uncertain about it. I can write no more with the horrible

veight that's on my mind—it won't hold ink very well. You will hear from me when I have once more stepped fully into the light of reason.

Yours, dazed and stupefied, but still con-

TRATEBER

SHOE BUTTONS SHOE POLISH SHOE LACES

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

and useful education is at the GRAND RAPIDS (Mich.) BUSI-NESS COLLEGE. write for Col-lege Journal. Address, C. G. SWENSBERG.

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.

THOMPSON & MACLAY.

Notions, Hosiery, Underwear, Furnishing Goods, Etc., GRAND RAPIDS. - 19 South Ionia Street,

No Goods Sold at Retail. - Telephone 679,

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Wholesale Boots and Shoes. STATE AGENTS FOR LYCOMING RUBBER CO.,

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AMBOY CHEESE

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



"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."

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GRAND RAPIDS, MICH.

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

STEELE PACKING & PROVISION CO.

MEATS

Stock Yards and Packing House, Grandville Ave.,

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C. C. BUNTING.

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BUNTING & DAVIS, Merchants.

Specialties: Apples and Potatoes in Car Lots.

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PUTNAM & BROOKS,

CANDY

Oranges, Lemons, Bananas,

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Dates, Figs, Citrons, Prunells, Etc.

13, 15, 17 South Ionia Street, GRAND RAPIDS. 13, 15, 17 Railroad Place

BULKLEY, LEMON & HOOPS,

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

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JOBBERS IN

DRY GOODS,

AND NOTIONS,

88 Monroe St.,

AND 10, 12, 14, 16 AND 18 FOUNTAIN STREET,

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Peerless Carpet Warps and Geese Feathers American and Stark A Bags

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,



RETAIL GROCERS

Who wish to serve their Customers with GOOD COFFEE would do well to avoid Brands that require the support of Gift Schemes, Prize Promises or Lottery Inducements.

Which Holds Trade on Account of

For Sale by all Jobbers at Grand Rapids, Detroit, Saginaw, East Saginaw and Bay City.

DILWORTH BROTHERS. Proprietors.

PITTSBURGH, Pens.

MANUFACTURERS!

Contemplating a Change or Seeking a Location

INFORM YOURSELVES

Regarding the prospects, opportunities and advantageous

GLADSTONE, MICHIGAN,

As a site for a manufacturing town.

FREE SITES

Will be given you, whether you be of large or small capacity. As you are doubtless aware, GLADSTONE is the Lake Shipping Port for the Great "Soo" Railway and feeders, and situated as it is on the Little Bay Du Noquette, the finest har-bor of deep water on Lake Michigan, offers unparalleled inducements for all kinds of IRON and WOODWORKING in-

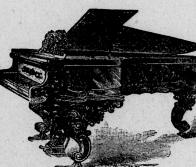
For particulars, opportunities for business, plats and maps, call on or address

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Agent Sault Ste. Marie Land and Improvement Co.,

GLADSTONE, MICH.

Grand, Square and Upright Pianos.



Estey Organs,

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 ver-

The Weber Stands Unrivaled

Sheet music and musical merchandise Everything in the musical line.

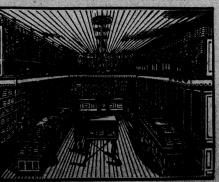
Weber Pianos, Fischer Pianos, A. B. Chase Organs, Smith Pianos, Hillstrom Organs,

JULIUS A. J. FRIEDRICH.

(Successor to Friedrich Bros.)

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





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

L. S. HILL & CO.

19and 21 Pearl Street,

GRAND RAPIDS, / -

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

If it were not for the constitutional and tatutory prohibitions, and the prejudice which exists against an individual acting in a judicial capacity in cases in which he is adicial offices would be much more sought after by business men. If, for instance, old man Jones could have been delegated the authority to sit in judgment on divers parties who have depleted his capital, to a invariably conceive an enmity toward perconsiderable extent, by playing on his good nature, sympathy and credulity, I think iness man who is skeptical regarding this that he would have qualified for the office can verify the fact by becoming a candidate of justice of the peace some time ago, in- for some lucrative office and then asking stead of allowing the office to become va- those whom he has "accommodated" in vacant; and, if Mr. Slimmer could have been rious unprofitable and undesirable ways to permitted to fire sundry scriptural passages "take off their coats" and work for him. at, and try, convict and condemn some of I think the most unpopular man among ber of dollars for goods transferred to him in the toad's head. during a season of exceptional family sickness, poverty and distress-remark to a

"So —" (mentioning my name) "had his store burglarized a little last night, hey? Well, that proves to me that there ain't no honor among thieves!"

It is currently reported that before Simkinson married his present wife, a few years ago, his prospective father-in-law became very inquisitive regarding his financial status, and finally asked him how much money

"Oh, about twenty-five dollars!" said Simpkinson.

"How much do you earn in a year?" "Well, I got about a hundred and fifty out

of odd jobs the last season!" "Great Christopher! You don't expect to

support a family on that, do you?" "But, hold on! I earned as much more by running in debt and with a wife to help me, I believe I can double it another year."

* * * * *

Speaking of justices sitting in judgment on their personal cases reminds me of an occurrence which is said to have transpired in the Grand River Valley when the civilization of that fraction of the earth was in its feeble infancy.

Somewhere in the "forties," there dwelt in a little settlement of the Valley-which has since become a somewhat pretentious town-an old fellow named Blinker. He was the only trader of the place, the postmaster, supervisor and, at the date of the circumstance narrated, was serving as justice of the peace. Blinker, in these modern days, would have been labeled a "crank," but he was too important and useful a personage, at that period, to be regarded and treated with anything but respect and consideration. Shortly before the old man was entitled to add the letters "J. P." to his name, a pioneer specimen of the tramp and and feel confident in offering our seed that we are able to please all. d. b. orders combined struck him for some \$15 worth of commodities on credit, and shortly afterwards disappeared from the settlement. One day, after Blinker had assumed magisterial dignity, he was informed that Sloper, the delinquent, had returned, and was indulging in copious libations of fermented liquors at the neighboring tavern. Blinker thereupon instructed his son Joseph to apprehend Sloper, and bring him before himself (B.) as a fraudulent debtor. Joseph shortly returned with torn clothes garian Millet, Red Top, Blue Grass, Peas, and a badly battered countenance, and anand a badly battered countenance, and announced himself incapable of making the arrest. The old man then returned with Grand Rapids Seed Store Joseph to the scene of hostilities and demanded an unconditional surrender of the offender, and in less than a minute was in a materially worse condition than his son.

While Blinker was meditating schemes of vengeance, and hesitating whether to call out a posse comitatus, or make a requisition for the militia, he received word that Sloper had fallen into a drunken stupor, and, taking a rope, himself and Joseph returned to the tavern and, after binding the delinquent hand and foot, bore him triumphantly home and deposited him in the cellar.

The next morning, Blinker assumed as air of majestic dignity, took the judicial chair and remarked, slowly and solemnly:

"Bring the culprit before me! Prisoner at the bar," he resumed, gazing at the bound captive with great severity, "you are a hardened and depraved villain! You have committed one of the most serious offences known to the laws and constitution! You have defied the majesty of the law as embodied in this court. You have defrauded this court out of its goods and chattels! You have assaulted an officer of this court, towit, my son Jo! You have, moreover, laid violent and profane hands on the person of this court and torn its coat and soiled its other garments, and you have caused the majesty of the law, as embodied in this court, to appear in public with an unseemly and disreputable black eye. The sentence of the court is this: The small amount of money found in your possession, your gun, and a few other articles, including a quart

escheated to this court, to reimburse it for its various losses. For the assault on an eer of this court, to-wit, my son Jo., I shall send you to the county jail for one year and, for assaulting and battering this court and injuring its garments, you will, at the expiration of that time, be removed to the prison of the State, there to be incar-cerated during my will and pleasure."

There is no record now in existence to show whether Blinker succeeded in enforcing the severe sentence or not, but it is to be med that he eventually discovered that onally interested, 1 am satisfied that his judicial powers were somewhat more limited than those of an Egyptian cadi.

> It is a curious but uncomfortable fact that there are numerous individuals who almost sons who confer favors on them. Any bus-

at, and try, convict and condemn some of his most exasperating delinquent debtors, I am almost sure that he would not have positively declined the same office when it was I think the most unpopular man among. We want live, energetic agents in every county in the United States and Canada to sell a patent article of great merit on its ment on its ment of the United States and Canada to sell a patent article of great merit on its ment of the United States and Canada to sell a patent article of great merit on its ment of the United States and Canada to sell a patent article of great merit on its ment of the United States and Canada to sell a patent article of great merit on its ment of the United States and Canada to sell a patent article of great merit on its ment of the United States and Canada to sell a patent article of great merit on its ment of the United States and Canada to sell a patent article of great merit on its ment of the United States and Canada to sell a patent article of great merit on its ment of the United States and Canada to sell a patent article of great merit on its ment of the United States and Canada to sell a patent article of great merit on its ment of the United States and Canada to sell a patent article of great merit on its ment of the United States and Canada to sell a patent article of great merit on its ment of the United States and Canada to sell a patent article of great merit on its ment of the United States and Canada to sell a patent article of great merit on its ment of the United States and Canada to sell a patent article of great merit on its ment of the United States and Canada to sell a patent article of great merit on its ment of the United States and Canada to sell a patent article of great merit on its ment of the United States and Canada to sell a patent article of great merit on its ment of the United States and Canada to sell a patent article of great merit on its ment of the United States and Canada to sell a patent article of great merit on its ment of the United pressed upon him by the dominant party. ation of the phenomenon, but will assert, And even the writer feels himself impelled as a sort of preamble to it, that the indito confess that he has, on a few occasions, vidual who expects to find traces of honor caught himself wishing that he was invested and evidences of gratitude in the party with the powers of an Oriental pasha. This whom he knows has deliberately wronged wish, in particular, obtruded itself the other his neighbor, will find his search about as day, when I overheard Simkinson—who is successful as that of the ancients who emindebted to me in the sum of quite a num- ployed their time in searching for the jewel



FURNITURE TO ORDER

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

Wolverine Chair Factory, West End Pearl St. Bridge.

Garden Seeds in Bulk

For the Spring of 1888 we offer the largest and most complete line of

GARDEN SEEDS

We also carry a full line of garden drills, cultivators, etc., in fact we keep everything for the garden. Call and see us and we will convince you of our ability to sell you just as good (if not better) Seeds than you can get by sending off for them.

Send for price list and note our discount.

TO THE TRADE-We offer seeds equal in Quality and Price to any House in the country. We carry at all times a full line of field seeds such as Clover, Timothy, Hun-

71 CANAL ST.

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. We have light expenses, and are able to sell low-er than any other house representing first-class work. Second-hand safes always on

AN EXTRAORDINARY OFFER

TO ALL WANTING EMPLOYMENT.

our offer fully, and these we wish to send to everyor out of employment who will send us three one ce stamps for postage. Send at once and secure the agency in time for the boom, and go to work on the termed in our extraordinary offer.

Address at once, NATIONAL NOVELTY CO.,

514 Smithfield St., Pittsburgh, Pa

WHIPS

GRAHAM ROYS, - Grand Rapids, Mich

TIME TABLES.

Grand Rapids & Indiana. All Trains daily except Sundny.

	_ Arrives.	Leaves
	Traverse City & Mackinaw Ex9:05 a m	11:30 a m
	Traverse City Ex	7:00 a m
	From Cincinnati	
	Ft. Wayne and Mackinaw Ex 3:40 r. m	5:05 p m
	Saginaw Express11:25 a m	7:20 a m
2.18	" "10:30 p m.	4:10 p m
Θ	Saginaw express runs through solid.	
0	7:00 a. m. train has chair car to Traverse C	ite
~	11:30 a. m. train has chair car for Petoskey	and Mack
,	inaw City.	
	5:05 p. m, train has sleeping cars for Pet	nekey and
t	Mackinaw City.	oshej and
50	GOING SOUTH.	
r	Cincinnati Express	7:15 a m
	Fort Wayne Express 10:30 a m	11:45 a m
t	Cincinnati Express 4:40 p m	5:00 p m
•	Traverse City and Mackinaw Ex. 11:00 n m	
1	7:15 a m train has parlor chair car for C	incinnati
99	5:00 p m train has Woodruff sleeper for Cin	cinneti
3	5:00 c. m. train connects with M. C. R. R. a.	t Kalama-
	zoo for Battle Creek, Jackson, Detroit and	Canadian
	points, arriving in Detroit at 10:45 p. m.	Canadion
	Muskegon, Grand Rapids & Ind	lana.
	Leave.	Arrive.
	6 45 a m	. 10:10 a m

Michigan Central.

Grand Rapids Division.
DEPART.
Detroit Express 6:15
Day Express 1.10
*Atlantic Express
Mixed 6:50
ARRIVE.
*Pacific Express 6:00 g
Mail 3:00 1
Grand Rapids Express 10:15
Mixed 5:30
*Daily. All other daily except Sunday. Sleeping of run on Atlantic and Pacific Express trains to and fr Detroit. Parlor cars run on Day Express and Gre Rapids Express to and from Detroit. Direct conn tions made at Detroit with all through trains East o

Lake Shore & Michigan Southern.

Kalamazoo Division.

8:30 a m 9:40 p m. Cleveland	11:40 p m 8:50 a m
ing passengers as far as Kalamazoo. All t except Sunday	rains daily
Detroit, Grand Haven & Milwa	ukee.
Arrives.	Leaves.
*Night Express 9:30 p m	10:55 p m
Through Mail10:30 a m	10:30 a m
Evening Express 3:25 p m	3:50 p m
Detroit Express	0.00 p III
Mixed, with corch	11:00 a m
Morning Express 1:05 p m	1:10 p m
Grand Rapids Express 5:00 p m	5:10 p m
Night Express 5:25 a.m	5:40 a m
Mixed	7:45 a m
tDaily, Sundays excepted. *Daily.	
Passengers taking the 6:50 a m Express 1	nake close

SAFES!

C. M. GOODRICH & CO.,

With Safety Deposit Co., Basement of Wid-

GURTISS & DUNTON,

Rockfalls, Childs, Sterling, Economy,

W. & T. PURE JUTE MANILLA.

GENERAL WOODENWARE

OIL CANS...

AXE HANDLES. BASKETS, CLOTHES BARS, BRUSHES, LINES AND PINS. MOPS.

> TUBS AND PAILS, BOWLS,

Everything in the Woodenware Line

JENNESS & McGURDY,

Importers and Manufacturers' Agents.

Crockery, China, Glassware,

Fancy Goods of all Description.

HOTEL AND STEAMBOAT GOODS,

Bronze and Library Lamps, Chandeliers, Brackets., Etc., 73 and 75 Jefferson Ave.,

DETROIT, - MICH

Wholesale Agents for Duffield's Canadian Lamps.

Is the Time to Order a Supply of the CELEBRATED

Arctic Liquid Bluing.

WHICH WE QUOTE

4 oz. Round	3 do	z ir		-	-	3.00	per	gross
8 " "			"		* * - * *	600	"	•
Pints " 4 oz. Ovals 3				-	-	10.00		(6)
8 " " "			"	-		3.40		æ
0						6.50	•	•

MANUFACTURED ONLY BY THE

Arctic Manufacturing Company,

38 and 40 Louis Street,

GRAND RAPIDS.

DETROIT SOAP CO.

DETROIT, MICH.

Manufacturers of the following well-known Brands

SOAPS

QUEEN ANNE. MICHIGAN, TRUE BLUE. CZAR,

MOTTLED GERMAN. ROYAL BAR, SUPERIOR. MASCOTTE,

CAMEO.

MONDAY,

PHŒNIX. WABASH,

AND OTHERS.

For Quotations address

W. G. HAWKINS,

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

The Standard of Excellence

KINGSFORD'S



STARCH.

Kingsford's Oswego CORN STARCH for Puddings, Custards, Blanc-Mange, etc. THE PERFECTION OF QUALITY.

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

WIGWAM SLIPPERS.



8 25 | Children's... Woonsocket and Wales-Goodyear Rubbers, Boston Knit and Wool Boots. G. R. MAYHEW, Grand Rapids.

SHOES.

BOSTON RUBBER SHOE CO.

of New England rum, are confiscated and 14 and 16 Pearl Street.

Grand Rapids, Mich



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.

Broceries.

Gripsack Brigade J. D. Derby representing Spaulding & lerrick, of Chicago, was in town last week.

Jack Holland, of Indianapolis, has taken the Michigan agency of Hodge's Tobacco Works, of Henderson, Ky. A letter from L. L. Loomis, who is now at Eureka Springs, Arkansas, conveys the walcome intelligence that he is improving

Cheboygan Tribune: Commercial drumners have been thick in Cheboygan, which is taken as a sure indication of the approach of spring.

M. K. Walton, Curtiss & Dunton's hustling salesman, will move his family to this city from Detroit as soon as a home can be arranged for them.

Jas. D. Wadsworth, having gotten the better of the rheumatism, started out on the road again last week, taking the C. & W. M. territory relinquished by "By." Robert-

"By" Robertson has resigned his position as traveling salesman for Arthur Meigs & Co. to assume the management of the Gray general stock at Breedsville, which he has recently purchased.

A Hastings correspondent writes as follows: "R. B. Orr, one of your Grand Rapids salesmen, is a hustler, and is ever on the look-out for anything nice. After attending to business, he is always seeking for ething fancy in the stock line and admires a good horse, and does a little buying and selling on his own hook. His latest chase is a fine colt, coming yearling, sired by Holborn A, son of Princeps, and no doubt the best bred horse in our town. Orr knows his business in regard to horses and colts. Our horsemen are a little sorry the best colt was taken away."

J. H. McIntyre, the rotund grip-carrier, has a way of getting out of unlucky situations which is both unique and startling. At Leland, the other day, John was making a trip with a team. A blinding storm of snow and sleet was blowing at the time, and, either to avoid the unpleasant weather or on account of being unable to see, John calmly drove into the lake. With some little difficulty he extricated himself from his unpleasant predicament and, owing to his obesity, it required nearly two days' time and seven cords of wood to thaw him out. He will hire a boy to drive in the future.

Condemned Saws

It is well known that the manufacturers of circular, cross-cut and other long saws have suffered a good deal of inconvenience and injury on account of the return to them
of saws which are referred to by the purchaser as too hard or soft, or otherwise defective, when as a matter of fact the saws are all right and not open to the objection made against them. The merchant who has sold the saw is usually reluctant to make objection against taking it back, espec-y as the manufacturer will in nearly all cases receive it and furnish another in its stead. This is a matter which is annoying to the retail merchant and the jobber from whom the saw has been purchased, as well is to the manufacturer, who has to bear the or the manuactates, who has to beat the principal burden of the practice. Relating this matter, we print below the following circular which explains itself. It is of special significance as showing the large proportion of good saws which in the case rred to were returned, and we presume that nearly as large a proportion will be found in most lots similarly sent back to the nanufacturers. We doubt not that many dealers and manufacturers generally will appreciate the thoughtfulness of Foster, Stevens & Co. in issuing this circular, endeavoring to check the abuse and facilitating dis-

Grand Rapids, Feb. 4, 1888.

On the first of January we returned to different manufacturers the condemned saws that we had on hand. We print below an extract from a letter received by us from one of them and think it of enough importance to call your attention to it. We think the practice of taking back any and every saw just because a man says it is poor all wrong, and an imposition on the manufacturer as well as the retailer and jobber. How can the taking back of good saws be stopped? That is the question. We would like to have your opinion. We have one customer who has traded with us for twenty years, whose purchases of cross-cut saws average about twenty-five to fifty each winter, and during this long time he has never returned a saw! Why? He sometimes takes a saw back, but on examining it finds it a good one and sends it out again, and nine times out of ten it never comes back. We hope you will assist us in correcting this great abuse.

Respectfully, FOSTER, STEVENS & CO. on of the question.

MESSRS, FOSTER, STEVENS & Co., Grand Rapids:

MESSRS. FOSTER, STEVENS & CO., Grand Rapids:
Gentlemen—We have received and carefully examined the cross-cut saws returned. They wore first examined by our man who always does this kind of work and is regarded as an expert, and he reports 24 defective saws out of 188 returned.

We have at the present time with us a man who was formerly in the saw business, but for the last eight or nine years has been engaged in the timber business and handling of saws. and keeping them in order, in the Michigan placries. We turned the entire lot over to him, after crasing the marks that had been put on them by our regular tester, and requested him to give them a thorough examination and mark them according to his opinion. He makes the following report:

Good saws that ought not to be condemned 165 Saws that are too soft.

Good saws that to to be condemned 165 Saws that are too hard.

Of the good saws, he has made a division as

s matter has been a source of much trouith us. We cannot tell positively when
aw is brought back to us and the party reng it says it is too soft or too hard whethnot this is the case. If, believing the parmistaken, we refuse to exchange with
we lose a customer.

lay this whole matter before the trade
it may receive their careful attention.

Is largely with the retailers to correct
thuse and to be careful, as they are exngly careful, in taking back saws as

If THE TRADESMAN were to quote insurwould describe the present insurance situation about as follows: The market is badly demoralized, on account of the enforced abandonment of the trust. Rates have lately taken a tumble of about 10 per cent. and further reductions are looked for until a legitimate basis is reached. The leading dealers, instead of acting in concert, as was the case under the board system, are "going it alone" on risks and rates. Within a short time, fire insurance will be open competition, the same as nails, flannel or molasses

Grand Ledge wants another bank and offers flattering inducements to some man of

The First National Bank of Hancock is preparing to build a \$16,000 brick block this season. The bank will occupy the lower

The Commissioner of Internal Revenue has ruled that Canadian money sent from the interior of the State to Detroit banks for redemption in Canada, is exempt from the proposed tax.

Count Your Pickles.

For the purpose of ascertaining to what extent pickle manufacturers put up short count goods, THE TRADESMAN suggests that its readers in the grocery trade count the next barrel they open and report the result to THE TRADESMAN for publication. Such reports will be valuable by way of comparison, as tending to show which manufacturers come nearest to the representations stamped on the outside of the barrel.

The Grocery Market.

There is no change to note in any of the leading staples. Sugar is hard to get, which gives it a slightly firmer tendency.



THESE GOODS ARE "PAR EX MILLENUE" Pure, Healthful and Reliable, warranted to give satis faction in every particular. For sale by wholesale and retail grocers throughout tht United States. Vouwing Bros, Manufacturers, Cleveland and Chicago.

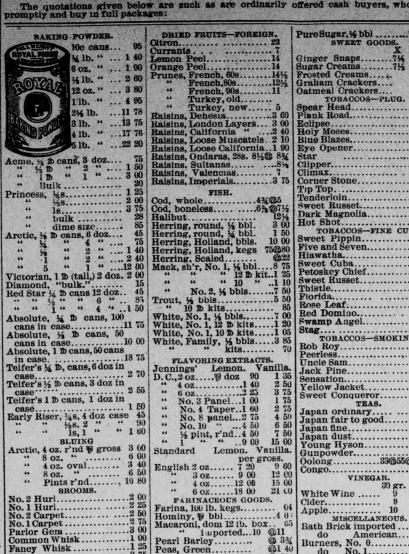
STANTON, SAMPSON & CO., Manutacturers and Jobbers of

Men's Furnishing Goods.

ole Manufacturers of the "Peninsu Brand Pants, Shirts and Overalls.

State agents for Celuloid Collars and Cuffs. 120 and 122 Jefferson, Ave., DETROIT. - MICHIGAN GEO. F. OWEN, Grand Rapids

WHOLESALD PRICE CURRENT



Peas, Split...... Sago, German..... Tapioca, fi'k or p'rl.. Wheat, cracked..... @ 6½ Vermicelli, import...10 @11¼ "domestic.. Cocoa Shells, bulk...... Condensed Milk, Eagle. Cream Tartar.... MATCHES. Richardson's No. 9 sq..... Richardson's No. 7½, rnd. Richardson's No. 7 rnd. Woodbine, 300.... MOLASSES.

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

OATS-ROLLED. Barrels ½ bbl..... Small, b

RICE.
Choice Carolina.
Prime Carolina.
Good Carolina.
Good Louisiana.
Table.

> Church's Taylor's G. M. %c less in 5 box lots. 60 Pocket, F F D... 28 Pocket..... 100 3 lb pockets..... 100 3 b pockets.
> Saginaw or Manistee.
> Ashton, bu. bags.
> Ashton, 4 bu. bags.
> Higgins' bu. bags.
> American, ½ bu. bags.
> Rock, bushels.
> Warsaw, bu. bags.

> > "Batavia in bund.
> > "Saigon in rolls...
> > Cloves, Amboyna.....
> > "Zanzibar.....

SPICES-GROUND-IN BULK

and Saigon.2

Allspice...... Cassia, Batavia.

" Cayenne...
Absolute Pepper,
" Cinnamon
" Allspice
" Cloves
" Ginger
" Mustard

STARCH.

SAUCES. London Relish, 2 doz... obsters, 2 b star.....ackerel in Tomato Sauce ackerel, 1 b stand......ackerel, 2 b stand...... SPICES—WHOLE.
Allspice
Cassia, China in mats....
Batavia in bund

lackerel, 3 b in Mustard. lackerel, 3 b soused..... almon, 1 b Columbia..... almon, 2 b Salmon, 2 b 350
Salmon, 1 b Sacramento ... 1 90
Salmon, 2 b ... 275
Sardines, domestic \(\frac{1}{2} \)s. ... 275
Sardines, domestic \(\frac{1}{2} \)s. ... 10@11
Sardines, Mustard \(\frac{1}{2} \)s. ... 10@12
Sardines, spiced, \(\frac{1}{2} \)s. ... 10@12
Trout. 3 b brook. ... Mace Batavia.... Nutmegs, fancy "No. 1. "No. 2. Pepper, Singapore, olack..18 white .28

COCOANUT

To ascertain cost of roaster coffee, add ½c per fb. for roast ing and 15 per cent. for shrink

COFFEES-PACKAGE.

CORDAGE.

Seymour Butter.
Seymour Butter.
Family Butter.
Fancy Butter.
Butter Biscuit.

Maitby's, is.

is and ½s..... ½8......27½
1s in tin pails....27½

CANNED FRUITS. 25@1 30
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nces...... pberries, extra.....

CHEESE.

TOBACCOS-FINE CUT.

CANDY, FRUITS and NUTS. Putnam & Brooks quote as tandard, 25 b boxes

FANCY-IN 5 D BOXES Sour Drops....
Peppermint Drops....
Chocolate Drops....
H M Chocolate Drops.

Gum Drops
Licorice Drops
A B Licorice Drops
Lozenges, plain
Lozenges, printed
Imperials Mottoes Cream Bar..... Caramels..... Hand Made Creams....

Wintergreen Berries...
FANCY—IN BULK.
Lozenges, plain in pails.
Lozenges, plain in bbls.
Lozenges printed in real

Oranges, choice ... 64 00 Oranges, Florida ... @

J. DETTENTHALER ALFRED J. BROWN,

The Grand Rapids Packing & Provision Co. uote as follows: PORK IN BARRELS.

DRY SALT MEATS.

LARD IN TIN PAILS. BEEF IN BARRELS.
Extra Mess, warranted 200 lbs....
Extra Mess, Chicago Packing....
"Kansas City Packing.

Twist, do Cut Loaf do MIXED.

Royal, 25 lb pails. 8½@

Royal, 200 lb bbis.

Extra, 25 lb pails.

Extra, 200 lb bbis.

French Cream, 25 lb pails.

Cut losf, 25 lb cases.

Broken, 25 lb pails.

Broken, 200 lb bbis.

Fairhaven Counts.

FRESH MEATS.

Summer sausage......Blood, liver and head sausage... HIDES, PELTS AND FURS Perkins & Hess pay as follows:

Green ... \$\bar{\pi}\$ b 4 @ 4\bar{\pi}\$ (Calf skins, green Part cured ... 5 @ 5\bar{\pi}\$ full cured ... 5 @ 6 Dry hides and kips ... 6 @ 8

wool.
Fine washed % b 18@20 Coarse washed ... 20@22
Woding 20@23 Unwashed ... 12@16

Fishers..... SPRING WINTER FALL KITS

18 11 8@4 01

...6 00 4 00 2 00 1 00

...75 50 20 10

...30 20 10 05

...75 50 25 10

...3 00 1 00 50 25

Grease butter. Ginseng, good. Curtiss & Dunton quote as follows

Standard Pails, two hoop... Standard Pails, three hoop. Pails, ground wood
Maple Bowls, assorted sizes.
Butter Pails, ash......
Butter Ladles.... Butter Ladles.
Butter Spades
Rolling Pins.
Potato Mashers.
Clothes Pounders.
Clothes Pins.
Mop Sticks
Washboards, single.
Washboards, double.
Washboards, Northern Queen

BASKETS.

PRODUCE MARKET.

Cheese—Jodders are noting their stocks at 13@13½c.
Cider—10c per gal.
Cooperage—Pork barrels, \$1.25; apple barrels, 25c.
Cranberries—Wisconsin Bell and Cherry are in good demand at \$3.50 per crate or \$10 per bbl. in good demand at \$3.50 per crate or \$10 per bbl.

Dried Apples—Jobbers hold sun-dried at 5½ 6%; and evaporated at 8½c.
Eggs—The "cold spell" and approach of Easter has forced prices up to 15@16c per doz.
Honey—In plentiful supply at 15@16c.
Hay—Baled is moderately active at \$15 per ton in two and five ton lots and \$13 in car lots.

Maple Sugar—New crop, 12½c per lb.
Onions—Home grown, \$1.25 per bu.
Pop Corn—2½c \$ b.
Potatoes—Buyers are paying 75@80c per bu.
and holding at 85@90c.
Turnips—20@25c per bu.
GRAINS AND MILLING PRODUCTS.

GRAINS AND MILLING PRODUCTS.

GRAINS AND MILLING PRODUCTS.

Wheat—City millers pay 78c for Lancaster and 78c for Fulse and Clawson.

Corn—Jobbing generally at 57c in 100 bu. lots and 53c in carlots.

Oats—White, 42c in small lots and 38c in car lots.

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WHOLESALE

AND OYSTERS.

37 North Division Street

MICH

Office, 117 Monroe St.,

SEND FOR PRICE LIST.

We offer in car load lots good

Timothy Hay. We have the

output of four presses and can

offer it in any quantity. Write

71 Canal St., Grand Rapids.

omutulki L

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 eash, 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, referances, etc., address

W. E. KRUM & CO..

W. E. KRUM & CO.,

Wernesville, Perks Co., Pennsylvania.

EDWIN FALLAS

PROPRIETOR OF

VALLEY CITY COLD STORAGE,

JOBBER OF Butter, Eggs, Lemons, Oranges. And Packer of

SOLID BRAND OYSTERS.

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

217, 219 Livingston St.,

Grand Rapids.

POTATOES.

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

Wn. H. Thompson & Co.,

166 South Water St., CHICAGO.

FELSENTHAL, GROSS & MILLER, Banker

for prices.

Packing and Warehouse,

GRAND RAPIDS.

FOREIGN,

TROPICAL CALIFORNIA



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

GRAND RAPIDS, - MICH.

INCREASE YOUR TRADE



Composed of Guatemala, African and Mexican Javas, Santos, Maracaibo and Rio selected with especial reference to their fine drinking qualities. The most popular brand of Blended Coffee in the market. Sold only in 50 lb. Cans and I lb. packages, 30, 60 and 100 lb. Cases. Mail Orders Solicited by the proprietors.

J. H. THOMPSON & CO.,

59 Jefferson Ave., Detroit, Mich. Importers and jobbers of fine Teas, Coffees, Spices, Etc.. Baking Powder Mfrs., Coffee Roasters, Spice Grinders.



WHOLESALE MANUFACTURERS OF

Baking Powders, Extracts, Bluings,

GROCERS' SUNDRIES. 40 and 42 Sonth Division St.,



Telfer Spice Company



We give prompt personal attention to the sale of POTATOES, APPLES, BEANS 46 Ottawa Street, Grand Rapids.

SOLE MANUFACTURERS OF ABSOLUTE SPICES,

-AND-

Absolute Baking Powder.

Drugs & Medicines

Detroit Pharmaceutical Society ORGANIZED OCTOBER, 1883. obsanized october, 1883.
resident—Frank inglis.
rst Vice-President—F. W. R. Perry.
cond Vice-President—J. Crowley.
cretary and Treasurer—F. Rohnert.
sistant Secretary and Treasurer—A. B. Lee.
nunal Meeting—First Wednesday in June.
sgular Meetings—First Wednesday in each mot tral Michigan Druggists' Association dent, J. W. Dunlop; Secretary, R. M. Mussell. Serrien County Pharmaceutical Society. esident, H. M. Dean; Secretary, Henry Kephart. Clinton County Druggists' Association, resident, A. O. Hunt; Secretary, A. S. Wallace, Dharlevoit County Pharmaceutical Society resident, H. W. Willard; Secretary, Geo. W. Crouter. Jackson County Pharmaceutical Society, esident, W. R. Cutier; Secretary, Geo. Gundrum.

Jackson County Pharmaceutical Ass'n. resident, C. B. Colwell; Secretary, C. E. Foote. Mason County Pharmaceutical Society. resident, F. N. Latimer; Secretary, Wm. Heysett. lecosta 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 resident, E. C. Bond; Secretary, Geo. L. Lefevre. Muskegon Drug Clerks' Association sident, C. S. Koon; Secretary, Geo. L, LeFevre.

ewaygo County Pharmaceutical Society. resident, J. F. A. Raider; Secretary, A. G. Clark.

In one section of Detroit, two miles from ble to that employed in Europe, where the the center of the city, there are five drug fruit is knocked with poles and picked from stores within six squares.

The Detroit druggists who have become famous for always being defeated by their

bury. The amendment is to bring the pro- and agitated as little as possible. prietors of these nuisances within the plain might understand its full meaning. It will be backed by the Post-office Committee. Senator Saulsbury had a number of "Bad Debt" documents, which he showed to his colleagues as an illustration of the blackmailing tendencies of the business.

From the Dairymen's Standpoint. From the U. S. Dairyman

The late pure food convention, held in Washington, appears to have been a bur-lesque affair, run by the oleomargarine men, who want to get their product endorsed as "pure food." The convention appears to have been packed with the retainers of the oleomargarine manufacturers. This became so evident that the chairman, Dr. W. K. ewton, of New Jersey, left the chair. A lution favoring the continuance of the resolution favoring the continuance of the present eleomargarine law was voted down without a chance for discussion. These olly fellows are on the qut vive everywhere, and are as persistent as devils in their efforts to foist their nasty goods upon the market, and cheat the people into consum-

Pushing Trade.

"You must push matters a little, James," said the druggist to the new boy. "By salling a customer's attention to this article and that article you can often effect sales."
"Yes sir" responded the new base."

"Yes, sir," responded the new boy, and hen he hastened to wait upon an elderly male who wanted a stamp.
"Anythin' else, mum?" inquired the amitious boy, politely; "hair dye, cosmetic, the powder, rheumatic drops, belladonna, hole destroyer—"
The elderly female licked the stamp victusly and left the door open as she went it.

The Drug Market.

Quinine is dull and without change. plum and morphia are steady. Golden ues scarce and high. Roman namomiles are tending higher. Oil win-regreen is advancing. Cubebs and oil cu-bbs are tending downward. Gum camphor is very firm and will be higher.

ur manufactured by the Crescent ils. Every sack warranted. Voigt

American Olive Oil.

American Olive Oil.,

James E. C. Bell in Am. Journal of Pharmacy.

The extent to which foreign olive oil is now adulterated is a matter that would justly cause serious apprehension were it not for the fact that we have within our own country the means of relief. California has for several years past produced a limited supply of pure olive oil of very superior quality. The olive tree was introduced at the time of the founding of the Missions by the Jesuit priests during the twenty or thirty years beginning with 1769. Orchards of from a dozen to one or two hundred trees were planted for the use of the Padres, and many of those trees still survive, adding much by their graceful proportions and striking foliage to the picturesqueness of the surroundings of the Missions, which, with few exceptions, are in ruins. The writer has often rested in the shade of some of these trees planted more than one hundred years ago. It will thus be seen that the introduction of the olive tree is coeval with troduction of the olive tree is coeval with the founding of the Missions. The latter received their death blow in 1833, by reason of the confiscation of their lands by the Mexican government, while the former still flourishes in more than pristine vigor. It was not until 1872, however, that olive orchards were planted with a view to extensive oil production. In that year, Mr. Ellwood Cooper, of Santa Barbara, planted the nucleus of what is now one of the finest olive orchards in the world. Having demonstrated that the industry could be made profitable his example has been followed by: profitable, his example has been followed by others, so that there are now productive orchards in San Diego county (Mr. Frank A. Kimball of National City), near San Jose (Mr. Edward E. Goodrich of Quito Olive Farm), and at several other places in the State. The trees are now being extensively planted, and the day is not far distant when the difficulty of getting pure olive oil will not be as great as it is now. The climate and soil of California are peculiarly adapted to olive oil culture, the chief difficulties now in the way being the high price of land and labor. These obstacles will doubtless be gradually overcome, and then pure elive oil will be obtainable at a much lower price than at present.

Virgin olive oil in full sized bottles now sells on the Pacific coast at two dollars a bottle, wholesale. Mr. Cooper and Mr. Goodrich both state that the demand for their respective product is much. to its general use at present, but not to those who wish pure oil.

A few trees at four years have produced wer two gallons of olives, and at eight years hirty gallons. The average yield is officially gallons of olives, and the specific purse, much smaller in the specific product of the specific product of the smaller in the specific product of the specific produc their respective products is much greater than the supply. The cost is a serious bar to its general use at present, but not to those who wish pure oil.

Newaygo County Pharmaceutical Society.

President, J. F. A. Raider; Secretary, A. G. Clark.

Oceans County Pharmaceutical Society.
President, F. W. Fincher; Secretary, Frank Cady.

Saginaw County Pharmaceutical Society.
President, Jay Smith; Secretary, D. E. Prall.

Detroit Drug Notes.

Detroit Drug Notes.

Detroit has a druggist over six feet tall and another one so small that they say that during a ball game he was missed and, when discovered, he was out in the field hiding behind the base ball.

In one section of Detroit, two miles from the form the form the field that they form the field that they form the field that they say that the field that they say that the field that they say that the field that the say out in the field that the say that the say out in the field that the say of the say of

After picking, the fruit is freed from leaves and imperfect berries by passing it through a winnowing mill, when it is either famous for always being defeated by their Cleveland brethren are already preparing for the season of '88. Capt. A. W. Allen will probably manage the nines. If he can manage to win a game, he may receive a leather medal.

A Detroit lady drinks two or three different spring waters. The other day her husband ordered for her a half dozen bottles of the control of the control of the capture of the control of the band ordered for her a half dozen bottles of two kinds at a well-known drug store. As he left the store he called back and said, "If you have any other old water send it over."

One Detroit druggist has already secured over forty new members for the M. S. P. A. Uncle Sam After the "Bad Debt" Fellows. People who have been annoyed by Bad about ten cheeses being put in at one pressing. The expressed liquid is allowed to stand in tanks from two to three months, by which time the oil rises to the top and is drawn off. The pomace is re-crushed, treated with hot water, and, on pressing, a second quality oil is obtained. The oil is clarified by being passed through a filtering column composed of five or six compartments with sieve bottoms on which cotton batting is placed. Heat facilitates this process, but is liable to injure the oil and the pressing. People who have been annoyed by Bad Debt agencies will be interested in an amendment to a pending bill which has been introduced in the Senate by Senator Sauls-

prietors of these nuisances within the plain scope of the federal law. It makes all "Bad Debt" envelopes with threatening, ridiculing or like addresses unmailable. It also makes the person using such matter guilty of a misdemeaner and liable to a fine of from \$100 to \$5,000. The amendment was ordered printed in order that Senators might understand its full meaning. It will be a prominent producer of oil informs me From what I have said it appears that if A prominent producer of oil informs me that the prices will probably be greatly re-duced when the new product now in process of manufacture is placed on sale. It is earnestly to be hoped that this new addi-tion to our home industries will receive the encouragement and support it so well de-

OREGON AND WASHINGTON.

No section of the country is to-day attracting as much attention as Montana, Oregon and Washington: Montana, because it now ranks first in the production of precious metals; Oregon, because of its rich valleys, and Washington Territory by reason of its mild climate, timber, coal, minerals and wonderful production of fruits and cereals. The rapid growth of Sp kane Falls, with a water power exceeding even that of Minneapolis; Tacoma, on Fuget Sound, the terminus of the Northern Pacific Railroad, with 12,000 inhabitants; Seattle 39 miles distant, an energetic and thriving city, mark this section of the Pacific Northwest as one that offers peculiar inducements to those seeking new homes.

By writing Chas. S. Fee. General Passanger Agest. Facific Northwest as one that offers peculiar inducements to those seeking new homes.

By writing Chas S. Fee, General Passenger Agent.
Northern Pactic Railroad, St. Paul, Minn., he will send you Illustrated pamphiets, maps and books giving you valuable information in feference to the country traversed by this great line from St. Paul, Minneapolia, Duluih and Ashland to Portland, Oregon, and Tacoma and Seattle, Washington Territory. This road Tacoma and Seattle, Washington Territory. This road Tacoma and Seattle, reaches all the principal points in Northern Minnesots and Dakota, Montana, Idaho, Oregon, and Washington, possesses unequaled seenic attractions, as well as superior trails equipment, such as dining cars, and celonist aleepers for the use of intending settlers, neither of which conveniences are to be found on any other line telecting business to the States and Territories named.



WHOLESALE PRICE CURRENT.

Advanced—Nothing. Declined—Nothing.	4141	SAME I ICI
ACIDUM:		Cannabis Sativa
	800 10	
Benzoicum, German 86	0@1 00	Chenopodium
Boracic	30	Dipterix Odorate
Carbolicum 4		
	6 5	Foenugreek, po
	60 5 60 12	
Oxalicum 11	6 13	Lobelia.
Phosphorioum dil	20	Phalaris Canarian
Salicylicum 1 70	@2 05	Rapa
Sulphuricum 13 Tannicum 140	405	Sinapis, Albu
Tannicum1 40	@1 60	" Nigra
	6 53	SPIRITUS.
AMMONIA.		Frumenti, W., D. Co.
	@ 5 @ 6	Frumenti, W., D. Co. Frumenti, D. F. R
Carbonas 11	@ 13	Frumenti
Chloridum 12		Juniperis Co. O. T
ANILINE.		Juniperis Co Saacharum N. E
	@2 25	Spt. Vini Galli
Brown 80	@1 00	Spt. Vini Galli Vini Oporto
Red 45	Ø 50	Vini Alba
Yellow	@3 00	SPONCES
BACCAE.		Florida sheeps' wool
Cubebae (po. 1 601 75	@1 85 @ 12	Nassau sheeps' wooi
Juniperus 10 Xanthoxylum 25		Nassau sheeps' wool
BALSAMUM.	w 50	Velvet Extra sheer s
Copaiba 65		wool carriage
Peru	@1 50	wool carriage Extra Yellow sheeps'
Terabin, Canada 50		_ carriage
CORTEX.	3 50	Grass sheeps' wool
Abies, Canadian	18	Hard for slate use
Cassiae	n	Yellow Reef, for slate
Cassiae Cinchona Flava	18	use
Euonymus atropurp	30	SYRUPS.
Myrica Cerifera, po. Prunus Virgini	20 12	Accacia
Omillaia ord	12	Zingiber
Sassfras	12 12	Ipecac Ferri Iod
Ulmus	12	Auranti Cortes
Ulmus Po (Ground 12)	10	Rhei Arom
EXTRACTUM.	a or	Smilax Officinalis
Glycyrrhiza Glabra 240 po 330	25 20 35	Co
Haematox, 15 th box 110		Senega
" 1s 130		Scillae
" ½8 146		Tolutan
" ¼8 166	@ 17	Prunus virg
Carbonate Precip	3 15	Aconitum Napellis R
	23 50	Aconitum Napellis R
	80	Aloes " F
Ferrocyanidum Sol 6	6 50	Aloes and myrrh
Solut Chloride (0 15	Arnica
Sulphate, com'l 11/2@		Asafœtida
" pure (0 7	Atrope belladonna
Arnica FLORA.	714	Benzoin

10@ 12

Columba

FOLIA.

Hedeoma Juniperi Lavendula Limonis Mentha Píper Mentha Verid Morrhuae, gal Myrcia, 3

Picis Liquida,(gal. 35) POTASSIUM.

Iodide ... 3
Potassa, Bitart, pure
Potassa, Bitart, com
Potass Nitras, opt...
Potass Nitras...
Prussiate
Sulphate po RADIX. Gentiana, (po. 15)... Glychrrhiza, (pv. 15). Hydrastis Canaden, (po. 70)... ore, Alba, po.

25 3 Nux Vomica, (po. 20)
20 Os. Sepia...
25 Pepsin Saac, H. & P.
26 0 D. Co.
27 0 Os. Sepia...
28 Pepsin Saac, H. & P.
29 0 D. Co.
20 10 Os. Sepia...
20 11 Color Color

Whale, winter....

PAINTS Bbl

pure...
Whiting, white Span
Whiting, Gilders'...
White, Paris Amer'n
Whiting, Paris Eng.

VARNISHES.

No. 1 Turp Coach ... 1 10@1 20
Extra Turp. ... 1 60@1 70
Coach Body. ... 2 75@3 00
No. 1 Turp Furn ... 1 00@1 10
Extra Turk Damar ... 1 55@1 60
Japan Dryer, No. 1
Turp ... 70@ 75

..... 70@ 75

Lobelta
Myrrh
Nux Vomica
Opi
Camphorated
Deodor
Auranti Cortex
Quassia
Rhatany
Rhei
Cassia Acutifol
Cossia Acutifol
Serpentaria

Humulus
Hydrarg Chlor, Mite.
Hydrarg Chlor, Cor.
Hydrarg Ox. Rubrum
Hydrarg Ammoniati.

Sanguis Draconis 400 54
Santonine ... 04 50
Santonine ... 04 50
Sapo, W ... 120 14
Sapo, M ... 80 10
Sapo, G ... 61 15
Seidlitz Mixture ... 02 25
Sinapis ... 08 18
Soda Soras, po 11) 10 09 11
Soda et Potoss Tart ... 330 35
Soda Boras, po 11) 10 09 11
Soda et Potoss Tart ... 330 35
Soda Carb ... 20 22 25
Soda, Bi-Carb ... 40 5
Soda, Bi-Carb ... 40 5
Soda, Si-Carb ... 08 20
Spts Soda, Bi-Carb ... 08 20
Spts Vrcia Dom ... 02 20
Spts Vrcia Dom ... 02 20
Spts Vini Rect ... bbl ... 210
Less 5c. gal. lots ten days ...
Strychnia Crystal ... 01 10
Sulphur, Subl ... 2340 314
Sulphur, Roll ... 2440 2

Red Venetian. 1½ 2@3
Ochre, yellow Mars. 1½ 2@3
Ochre, yellow Ber. 1½ 2@3
Putty, commercial. 2½ 3½@3
Putty, strictly pure. 3½ 3½@3
Vermilion prime American. 13@16
Vermilion, English. 75@80
Green, Peninsular. 16@17
Lead, red strictly pur
Lead, white, strictly
pure 2@6½

STOWE

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HAZELTENE

Importers and Jobbers of

CHEMICALS, AND DRUGGISTS' SUNDRIES.

DEALERS IN

PATENT MEDICINES, PAINTS, OILS, VARNISHES.

WE ARE SOLE PROPRIETORS OF

WEATHERLY'S MICHIGAN CATARRH

We have in stock and offer a full line of

Whiskies, Brandies, Gins, Wines, Rums,

We are Sole Agents in Michigan for W.D. & Co., Henderson County, hand-made

SOUR MASH WHISKEY,

-AND

Druggists' Favorite Rye Whisky,

We Sell Liquors for Medicinal Purpose

We Give Our Personal Attention to Mail Orders and Guarantee Satisfaction

All Orders are Shipped and Invoiced the same day we receive them.

SEND IN A TRIAL ORDER

Hazeltine

& Perkins

GRAND RAPIDS, MICH.

Druggists make no mistake in keeping Peck-ham's Croup Remedy in stock. Trade supplied by Hazeltine & Perkins Drug Co., Grand

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

FOR ATTRACTIVE ADVERTISING MATTER ADDRESS THE PROPRIETOR.

DR. H. C. PECKHAM.

TT"Peckham's Croup Remedy is the most reliable and satisfactory proprietary medicine I handle. My sales are constantly increasing."—W. H. Goodyear, Druggist, Hastings, Mich.

TT"During the years 1878 and 1879, when we handled proprietary medicines, we sold more than four gross of Dr. Peckham's Croup Remedy, on a positive guarantee, and not one bottle has been returned."—REIGLER & ROUSH, Merchants, Freeport, Mich.

PIONEER PREPARED PAINTS Acme White Lead & Color Works,

Write for Sample Cards and Prices. We have Supplied our Trade with this

P. P. P. Brand and it is all the manufacturer

We sell it on a GUARANTEE. Haxeltine & Perkins Drug Co.

GRAND RAPIDS, MICH.

PIONEER PREPARED PAINTS D. D. COOK Valley City Show Case Factory,

REMEDY SHOW CASES

Prescription Cases, My Prices are Lower than any of My Competitors. Send for Catalogues. 21 Scribner Street, Grand Rapids.

TELEPHONE 374.

And the Wholesale Druggists of Detroit

DETROIT.



ACME PREPARED PAINTS,

F. J. WURZBURG

WHOLESALE AGENT,

Grand Rapids, - Mich. CINSENC ROOT.

Peck Bros., Druggists, Grand Rapids, lich RECOMMENDED BY EMINENT PHYSICIANS A CONCENTRATED LIQUID

A CONCENTRATED LIQUID

A LT

MILWAUKEE, Wis., Oct. 20, 1887. Ph. Best Brewing Co., Milwaukee, Wis.: faction 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 preference to that of any other make.

Yours truly,

J. R. McDill.

MILWAUKEE, Wis., Oct. 21, 1887. 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. Fox, M. D.

Ph, Best Brewing Co., Milwaukee, Wis.: GENTLEMEN—I have used in my family 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 Glass of Tonics, and especially adapted its class of Tonics, and especially adapted the Malt Extract the most valuable of all of the Glass of Tonics, and especially adapted the Glass of Tonics, and especially adapted the Malt Extract the most valuable of all of the Glass of Tonics, and especially adapted the Malt Extract the most valuable of all of the Glass of Tonics, and especially adapted the Malt Extract the most valuable of all of the Malt Extract the Malt Extract the most valuable of all of the Malt Extract the Ma feebled digestion. The "Best" Tonic I be-lieve fully equal to the best imported Malt Extract, and I am confident will give satisadministered upon retiring at night, has the effect to produce most tranquil sleep.

> Respectfully, J. HARVEY BATES, M. D.

MILWAUKEE, Wis., Oct. 26, 1887. Best Brewing Co., Milwaukee, Wis.:

Ph. Best Brewing Co. Milwaukee, Wis.:

DEAR SIRS—I thankfully received the two bottles of your Concentrated Liquid Extract 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 nervous system, and a valuable substitute for solid food, particularly if given after dissolid food, particularly if given after discases, in cases of injuries of the body, and especially when the appetite is diminished. It will be difficult to find a better Tonic than the "Best," and I cheerfully testify that it is of great value in the treatment of all kinds of weakness and discase. that it is of great value in the treatment of all kinds of weakness and diseases. I profer it to any imported Malt Extract.

> Very Respectfully. M. OHLBVANN, M. D.

For Sale By

Drug Co., HAZELTINE & PERKINS

Mich.

Grand Rapids,

"When Pythagoras the—"

Say, don't be so blamad carele ng such big names around on thi ed. It is only a few days ago since they "laid off" six conductors, and if they heard on use such language, there is no telling t they might lay off all traveling men,

"Well," said the fat man, "if you people are so awful cunning, just go on and tell ourselves the story," and he settled back in his seat and absent-mindedly took out his xpense book and charged up two 'bus fares

"Oh, don't get hot, go on and spin you yarn," said the tall passenger, "and if that bald-headed old rip over there breaks in again, we'll fire him."

The fat man put his expense book back into his pocket and began again:

"When Pythagoras the Ancient, after many years of study, solved the 47th problem of Euclid, he exclaimed 'Eureka, Eureka'—that is, 'I have found it.' In the language of Senator Platt, 'Me, too!' "Only it is not an 'it,' but a 'he.'

"Every once in a while, or semi-occasionally, so to speak, the oldest Mason pops in-

"Then the Geo. W. Washington nurse is furbished up and dusted off and exhibited, and then comes the oldest inhabitant with recollections of the weather and crops, 'way back 'steen years ago.

"Then comes the old lady, 92 years oldshe never gets older, mark you-who knits socks for her dear, long-lost boy, without using glasses, and close behind her follows the maiden fair, twenty years old, who has tilled and harvested a forty-aere farm all alone—and yet lives.

"But the oldest traveling man! Oh, where is he?" The bald-headed man here muttered something about "fifteen dollars in his inside pocket," but was promptly squelched by the combined effort of the tall passenger and the man with specs on. The fat man continued, "Again, 1 say, Eureka,' I've found him!

"Now, the rest of you fellows on the back seats, trot out your man and let's see if you can beat mine. J. B. Kimball, of Kendallville, Indiana, was born in Monroe county, New York, in 1821, and is conse quently sixty-seven years old. He is hale and hearty, eats three square meals a day and sleeps like a top. He likes to have the boys call him "Pap" and can give the most of them a start of twenty in pedro and beat them out. He has been on the road thirtyone years and has always sold goods by sample. I claim for him the honor of being the oldest actual commercial traveler in this country, and bar only anyone who has peddled or solicited commissions.

"The first year he sold groceries from New York. Then he was fourteen years in the employ of an Eastern boot and shoe firm and for the past sixteen years he has sold groceries for Emerson & Co., of Toledo, covering the same territory and only 'lay ing off' six weeks in the sixteen years!

"In the years he has been traveling, he has seen slavery go out of fashion; has seen thousands of babies grow up, and has seen usands of men go into and out of trade The telephone was unknown in his earlier years and salaries were worthy the name.

"When he started out, railroad facilities were few and he had to drive over most of his territory, in a sulky of his own. He says there were many men who called themselves traveling men, but they had no samples. They simply called on the trade twice a year and solicited them to come East and buy their stocks of their houses. These men were the 'good old timers,' who gambled, got drunk and gave the rest of us the task of living down the hard name they left behind them.

"During the first six months of the Civil War, Pap Kimball says, nearly every one failed in business and, to use his own exssion, 'H--- was to pay.'

"He says: 'I have traveled all these weary years, and am not a rich man, nor a mem her of the firm.' He has, however, a comfortable home, and an interesting family and some means. He is well liked by everybody, both by his trade and his com titors, although, of late years it has word him a little to see the young men climb into his trade.

"On last Christmas he quit the road for good, but before leaving the office of his ise was surrounded by the members of the firm and the employes, who, in token of their esteem, presented him with an elegant plush easy chair. From the office he as escorted to the Boody House, where a e banquet was served up and 'Pap's.' erture from the road duly celebrated."

The tall passenger woke up the bald-caded man who, during the latter part of tale, had fallen asleep and the party LEO. A. CARO.

Good Words Unsolicited.

Q. Newton Smith, agricultural implement baler, Lakeview: "I regard THE TRADESMAN is essential to a business man as are pancakes, a cold weather, to a laboring man. May it may live and flourish and continue to do business men good in more ways than one."

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And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for Sample 21 & 23 SOUTH IONIA ST., Pulley and become convinced of their superiority. 44, 46 and 48 So. Division St., GRAND RAPIDS, MICH.

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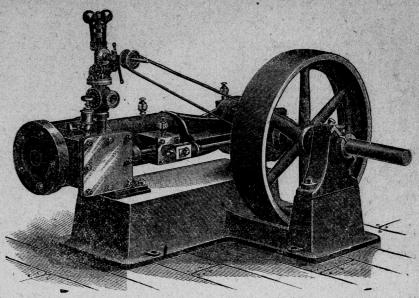
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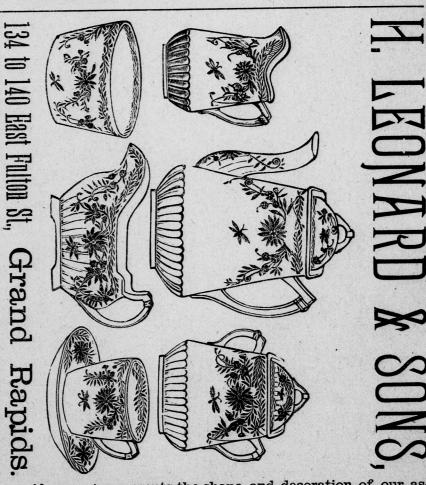
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