# The Michigan Tradesman.

VOL. 5.

GRAND RAPIDS, WEDNESDAY, JULY 4, 1888.

NO. 250.

### BEWARE!

It has come to our notice that unscrupulous manufacturers of cigars are putting an inferior brand of cigars on the market under a label so closely imitating our "Silver Spots" as to deceive the general public. No Pass Books! At first, we were inclined to feel flattered at this recognition of the superior merits of our "Silver Spots" by a brother manufacturer, knowing full well that it is only articles of standard or sterling worth that are imitated, but we feel that we should be derelict in our duty to the public should we not warn them against this infringement, and also to dealers in cigars, as we feel positive that no first-class dealer would knowingly countenance or deal with any knowingly countenance or deal with any manufacturer who had to depend upon other manufacturers to furnish him brains to originate brands or labels for their cigars A counterfeiter is a genius, but amenable to the law, but a base imitator who keeps within the law, or just ventures near sine enough to be on debatable ground, is not \$20 worthy of recognition in a community of worthy or respectable citizens. The "Silver Spots" are to-day the best selling five cent cigar in Michigan. If you don't be lieve it send us a trial order.

GEO. T. WARREN & Co.,

# SEEDS! O.E. BROWN

IF YOU WANT

Medium Clover, Mammoth Clover. Timothy, Alsike, Alfalfa,

Hungarian,

Orchard Grass. Blue Grass. Field Peas, Spring Rye, Spring Barley.

OR ANY KIND OF SEEDS SEND TO

71 Canal Street,

Grand Rapids, Mich.

## EDMUND B. DIKEMAN

THE GREAT

# Watch Maker

44 CANAL ST.,

Grand Rapids, - Mich

## SAFES!

Anyone in want of a first-class Fire or Burglar Proof Safe of the Cincinnati Safe and Lock Co. manufacture will find it to have light expenses, and are able to sell lower than any other house representing first-class work. Second-hand safes always on hand.

C. M. GOODRICH & CO., With Safety Deposit Co., Basement of Wid-

## STANTON, SAMPSON & CO.,

Men's Furnishing Goods.

nd Pants, Shirts and Overalls.

te agents for Celuloid Collars and Cuffs. 120 and 12% Jefferson, Ave., DETROIT, - MICHIGAN.

GEO. F. OWEN, Grand Rapids;

REUBEN HATCH Attorney at Law, 23 & 24 Widdleomb Bld. Monroe St. GRAND RAPIDS.

# **BOOK-KEEPING**

No Charging! No Posting! No Wrifing! No Disputing of Accounts! No Change to Make!

## TRADESMAN

THE NEWEST AND BEST SYSTEM ON THE MARKET.

We quote prices as follows: Send in sample order and put your busines on a cash basis.

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

MILLING CO., Gordon's

Merchant Millers.

## Red Top, GRAIN and BAILED HAY.

Flouring Mill and Office, Cor. Court St. and G.R. & I.R.R.

> Grain Office, No. 9 Canal Street,

GRAND RAPIDS, MICH.

We are making a Middlings Purifier and Flour Dresser that

will save you their cost at least

Send for descriptive cata-

Martin's Middlings Purifier Co.,

GRAND RAPIDS, MICH.

NEW YORK.

[It is both pleasant and profitable for merchants to becasionally visit New York, and all such are cordially nvited to call, look through our establishment, corner West Broadway, Reade and Hudson streets, and make our acquaintance, whether they wish to buy goods on look. Ask for a member of the firm.]

ASK FOR

BEST IN THE WORLD.

J. E. FELDNER & CO.

CUSTOM SHIRT MAKERS.

Men's Furnishing Goods.

NO. 2 PEARL ST., - GRAND RAPIDS Prompt Attention to Mail Orders. Telephone 891.

MUSTARD

ARDENTER

FOOD PRODUCTS

three times each year.

logue with testimonials.

their class.

RELIABLE

J. W. CONVERSE. O. E. BROWN. Grand Rapids, Mich.

## Voigt, Herpolsheimer & Co., Importers and Jobbers of

**Telfer Spice Company** 

SOLE MANUFACTURERS OF

ABSOLUTE SPICES

Absolute Baking Powder.

Teas, Coffees & Grocers' Sundries

46 Ottawa St., GRAND RAPIDS.

ORDER

The Best

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In the Market.

## GOODS

Staple and Fancy.

They are guaranteed to do more work in less space (with less power and less waste) than any other machines of

A Complete Line of

Fancy Crockery® Fancy Woodenware OUR OWN IMPORTATION.

Inspection Solicited. Chicago and Detroit Prices Guaranteed.

## BELKNAP THURBER, WHYLAND & CO., Wagon and Sleigh Co.

Spring, Freight, Express, Lumber and Farm

## WAGONS

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

every facility for manny of all kinds.

25 Special attention given to Repairing and Lettering. Shops on Front St., Grand Rapids, Mich.

S. T. FISH & CO., General COMMISSION Merchants

FRUITS and PRODUCK,

We solicit your correspondence and will make liberal advances on all shipments for warded to us. Send us your consignments and we will render prompt and satisfactory e-turns. CAR LOTS A SPECIALTY.

### DESMONTHIM

he Only Reliable Compressed Yeast. Handled by a Majority of the Grocers and Bakers of Michigan. Send for sam-ples and prices. L. WINTERNITZ, State Agent, Grand Rapids.

A YEAR'S PROGRESS

As Set Forth by the President of the Lansing B. M. A.

At the recent annual meeting of the Lansing B. M. A., President Wells presented the following admirable address:

As we meet to night to celebrate the first anniversary of our existence, it is most appropriate that we ask ourselves if the hopes which inspired the founders of our Association one year ago have been realized. What those hopes were it is fair to infer is expressed in the constitution adopted at that time. As therein stated the principal that time. As therein stated the principal objects of the organization were:

1. To encourage well-directed enterprises; to promote the proper progress, extension and increase of the trade and growth of this

city.
2. To increase acquaintanceship and foster the highest commercial integrity among those engaged in the various lines of business

represented.
3. To encourage the merchant to adopt shorter hours for doing business.
4. To promote the proper observance of all national holidays, and more frequent intervals or rest and recreation.

5. To take concerted action against discrimi-

fations by railway and express companies.
6. To induce equitable insurance rates and and doing a profitable business than there would be with those which still had these

7. To secure immunity from inferior and adulterated goods, short weights, counts and measures, fictitious brands and labels, and misrepresention in public and private.

8. To influence legislation in favor of better collection laws, affording more safety to creditors in general.

9. To introduce the cash system wherever practicable.

practicable.

10. To guard against unnecessary extension of credit to unworthy persons, through the interchange of information gained by experience and otherwise.

11. To maintain a collection department for the collection of doubtful accounts and the blacklisting of dead-beats who prey upon business men.

business men.

12. To prevent the jobber selling at retail to private families.

13. To compel the peddler to assume a portion of the burdens borne by the merchant.

These objects were regarded as of sufficient importance to inspire the efforts not only of the gentlemen who were the founders of our Association, but also of those who have since become members, and have shown by so doing that they believe the accomplishment of these purposes will tend to promote not only their material interests, but that they will also keep alive that spirit of honesty and fair dealing which has made the name merchant a synonym of

doing business. It was argued that no good reason existed why the hours of labor for men who sell goods should be from fourteen to sixteen, while those of bankers, of law-yers, of clerks outside of stores, of me-chanics and of laborers should only be from eight to ten. This reasoning was so convincing that a movement to close all stores at six was adopted with remarkable unanimity. A change so radical naturally excited much feeling of various degrees of favor and disfavor, both from merchants and from the community at large. Merchants, many of them, for the first time in their business lives found time to enjoy the com-paniouship of their families, and expres-sions of delight at the novel experience of sions of delight at the novel experience of having a few hours of recreation each day were heard on every side. Experience, however, soon showed that the movement was premature, that a period of education might be necessary to its success, and it was finally abandoned. Antagonistic influences, both within and without the Association, were sufficiently powerful to induce in the content of the c ciation, were sufficiently powerful to induce a few to break over the rule adopted. Others nowed, and, as unanimity was neces sary to success, a general relinquishment of the plan soon followed.

This first failure to carry into effect an aim of the Association was deplored by many, not alone for the personal disappointment it produced, but also for the effect it was feared it might have upon other reforms the Association might inaugurate and also upon its general prosperity. This was probably rendered much less serious by the success which attended the trial of another of the efforts of the Association. Members had begun to test the efficacy of the document known as the Blue Letter. The results were both surprising and gratifying, and that portion of our membership who were not doing a strictly ready-pay business became convinced at once that this feature alone should entitle our Association to live. Few persons have traveled so far down the dead-beat path as not to be influenced by the persuasive words and suggestive color of this sheet. Its tender but significant phraseology seldom fails to touch the hearts and pockets of all but the most obdurate. It appeals in the most touching way to the conscience and cash, if they possess either, of the class who delight to thrive on the earnings of the confiding merchant. While it kindly counsels the members of this class to pay, it mentions a penalty for those who do not, which few can contentedly contemplate. Nearly all our members have at some time during the year invoked the potent influence of this magi cletter, and the correspondence which has resulted has proved in very many instances pleasant and profitable, to one party at least. This peculiar method of administering justice and conserving honesty entitles it to rank as one of the moral influences of our age of

That object of our Association relating to the progress and growth of the city and the promotion of business enterprises has in its various aspects received much attention. The policy and action of the Common Council in their legislative action concerning city improvements have been subjected to discussion and criticism of considerable importance, and the continued consideration of the work done by this branch of the city. 189 So. Water St., - Chicago. Importance, and the continued consideration of the work done by this branch of the city

for removing from other localities. The desire felt by towns and cities of our State to secure the benefits which manufactories bring by increasing business and the value of property has induced very many such concerns whose business through misman-agement or other causes had not yielded sufficient profit to put their plants up at auction, not to be sold to the highest bidder but to ask bids with a view to the removal of their business to the place offering them the largest gift. With the entire State bidding, they have often succeeded in getting a good price for such removal or in inducing a good price for such removal or in inducing the citizens where they are located to remunerate them handsomely for remaining. Money for these purposes has frequently been raised by tax authorized by a citizens' vote. The legality of such action is very loubtful. But whether money be obtained by tax or by subscription, the wisdom of using it for this purpose is questioned by many of our best business men. Could we not expend money with greater advantage to our city and ourselves by inducing new enterprises by our own citizens or by increasing the capacity of those already existing in our midst than by offering bounties to others to come here? There is scarcely a limit to the amount of capital many of those already in operation could profitably employ and there would be far less risk in investing money in concerns already on their feet

A well-known characteristic of our age is the destruction of all handicrafts by machinery. The shop has given place to the factory, and now the ordinary factory is rapidly being usurped by large establishments in which great aggregations of capital produce the most economical results and enable such concerns to furnish products at less price than their smaller brethren. This tendency to concentration, so familiar to us in railroad and telegraph development, is extending to other industries, and as trade after trade follows their example it is plain to see that the time is close at hand when all the smaller factories must yield to the power wielded by the large corporations in which the influence of capital and combination of interests are sure to produce the greatest profit. From 1850 to 1880 the number of manufacturing firms in the United States scarcely doubled, while their

advantages to secure.

of honesty and fair dealing which has made the name merchant a synonym of fidelity in every nation and every age.

Among the first of the objects considered by us was the adoption of shorter hours for doing business. It was argued that no good increased. The woolen mills, the wagon shops, the cooper shops, the shoe shops, the flour mills, the foundries and many other similar industries which were formerly such a prominent feature of the business of every town and hamlet have been rapidly disap-pearing. They have fulfilled their destiny, and many of those which still exist are mere relics of a past age. It is true that it is not the aggregation of capital alone which has produced these results. The wonder-ful improvements in machinery have had much to do with the change. Some of the results of these improvements are shown by Mr. Atkinson, who states that an operative in 1840 working in the cotton mills of Rhode Island thirteen to fourteen hours a day turned out 9,600 yards of sheeting in a year. In 1886, an operative in the same mill, working ten hours a day, made 30,000 yards. In the manufacture of shoes, it is claimed that new machinery has within thirty years reduced five-sixths the amount of hand labor formerly required, and that during the same time the cost of the product has been reduced one-half. In the ground for lack of means of distribution. manufacture of agricultural implements, 600 men now do the work that fifteen or has been a displacement of three-fourths of

> that of furniture from one-half to threeequal to the musket to bring the race to its present high state of civilization. But, gunpowder is a pigmy compared with the powerful explosives of the present day. Fortunately, it is the arts of peace rather than of way which render these descriptions. than of war which render these destructive agents valuable now. By means of dynamite and other similar compounds, aided by the steam and compressed air drills, mountains no longer offer barriers to modern methods of travel. By means of these instruments the rocky base of a mountain seven and one-half miles in extent is pierced to give to Europe the Mont Cenis tunnel, to be immediately followed by a still more daring feat, the great St. Gothard tunnel, of nine and one-fourth miles, and, subsequently, the Hoosac tunnel in our own In the construction of the Panama Canal. From Suez to Panama, invention has followed invention until, as is now asserted, ship is constructed in the power to excavate earth and blast rock is from five to ten times as great as as when a man unknown to fame landed with of a handful of his countrymen and began the excavation of Port Said. But mankind derections. In mining, their effectiveness is such that with an increase of 33 per cent. of hands employed the output of coal has increases of 15 per cent. of hands employed the output of coal has increase of 15 per cent. of he mands employed the output of coal has increased 82 per cent., while in copper an increase of 15 per cent. of he mands employed the output of coal has increased by an increase of 70 per cent. in result. These examples illustrate the eminently practical and utilitarian character of our age, and the wonderful effects of mechanical ingenuity and skill.
>
> The two elements, therefore, we have been considering more and the construction of the Panama Canal. From Suez to Panama, invention has followed invention in the waters of the North Pacific are transported 3,000 miles to be a gentleman whose wife runs the store bar and fish caught in the waters of the North Pacific are transported 3,000 miles to be included in the material of the Atlantic Coast, while the oysters and other products of the latter sea are almost a staple food upon the tables of even the poorest throughout the states and territories of the Union. In a well-managed cotton mill in Maryland, the per capita cost of subsistence (with a bill of fare of meats, all ordinary groceries, vegetables, milk, eggs, butter, its hard to tell who will be pulverized the inner at the close.
>
> PEIRFECTION SCALE
>
> The Latest Improved and Best throughout the states and territories of the Union. In a well-managed cotton mill in the waters of the Atlantic Coast, while the oysters and other products of the Atlantic Coast, while the oysters and other products of the Atlantic Coast, while the oysters and other prod

already in successful operation within our city than to use them to draw in others whose existence may be brief and whose end disastrous? Do not understand me to mean that we should not encourage new enterprises. These should be fostered, whether portion. that we should not encourage that they are fitted and encourages, until they have either failed or demonstrated by success that they are fitted to survive. I only argue that the large concerns which number their operatives by the hundreds are those which are most sure hundreds are those which are most sure hundreds are those which are most sure and the advantage over his ancestors of a half establishments already in our midst, and let our endeavor be to build them up and make them as they should be—vast enter-prises, equipped with the most per-fect machinery and with sufficient capital to compete successfully with others of their kind, not only in our own State, but throughout the world. The region of distribution for such establishments should be restricted by no boundaries within the limits of human wants upon the earth, until the reputation of Lansing factories should become a house hold word wherever the sun of civilization has dawned. I would not favor the raising of money for any purpose by questionable means, but should money be thus obtained and used to diminish the cost of transportation for the industries of our city, I would submit with at least as much complacency

as if the money so procured had been distrib-uted among the statesmen in whose hands rests the government of our city. It has been asked if the material prosperity of a city does not often prove an injury rather than a blessing by unduly increasing the number of stores and producing a greater number of competitors. It undoubtedly often does this, thereby crowding to the wall a class of merchants who would have ucceeded moderately had conditions remained unchanged. Thus it comes about that rapidly developing towns and cities usually have the keenest and most active merchants. Men are quick to perceive the mutations in business methods which every year evolves and equally quick to take advantage of them. The rule of the survival of the fittest is as potent in this sphere as in any other. Those who are left behind in he race because they cannot or will not use the new means of progress may excite the sympathy and sometimes receive the assistance of the rest, but they finally pass from our view and are scarcely missed. Some communities may be found where these weaklings predominate, but blight and mil-dew are upon them and they are enveloped in the rust of idleness. The men who act and the men who perceive are the men who are becoming more and more the directors of the world's progress in every department. What this progress means is shown in many ways. Malthus, in 1798, was led by his investigations to claim that the population of the world was rapidly pressing upon the limits of subsistence and could not go on increasing because, after a time, there would be no food for its support; but, by means of railroads and steam ships equalizing the supply and prices of food throughout the civilized world, the perfection of agricultural machinery and knowledge of agricultural cience, food productions are rapidly out-

stripping population and the prediction of Malthus is shown to be without foundation.

All the resources of the entire population of the United States would have been inade-

quate fifty years ago to have sown or har-

vested the grain crop of 1880, and, even if twenty years ago would have required 2,145. In the manufacture of flour, there has been a displacement of flour, there neans of distribution have mulply of meat and bread for an adult person the manual labor formerly required and in may be moved from the point of their cheapest production a thousand miles for the price fourths.

"The pen is mightier than the sword," såid Bulwer, but a recent writer has seemed to show that gunpowder is mightier than either and that no force has been quite equal to the musket to being the recent writer has been quite but the variety available to the masses has become much greater. Most tropical fruits

"The pen is mightier than the sword," Furthermore, not only has the supply of food increased and become lower in price, but the variety available to the masses has become much greater. Most tropical fruits become much greater. Most tropical fruits at the vast pyramids and boxes of canned comfiture will excite no sympathy. and preserved fruits which are constantly cannot stop a moment to rest or you ever before the world is being fed. Ask the merchant if these luxuries, which only the rich could afford a few years ago, are still purchased exclusively by this class, and he will tell you with a smile of contempt at your ignorance that his best customers for all these goods are the men who daily eat from tin dinner pails food which even the wealthy could not afford a century ago. An acre of the sea cultivated by recently discovered methods is capable of yielding as much food as any acre of fertile dry land.

The funniest thing in town is the mishap quently, the Hoosac tunnel in our own quently. Each great enterprise, like those just named, has added greatly to the value of the instruments by which such successes are achieved. These grand attempts at mastery over nature have reached a climax in the construction of the Panama Canal.

of the work done by this branch of the city government seems to be not, only within the province of our Association but a duty which must result in real advantage to our citizens.

Many of our sister societies in the State point with pride to the business enterprises they have been instrumental in securing for their respective towns and cities. In this direction, our Association has done but have discussed propositions from parties, which or a pecuniary consideration, were who, for a pecuniary consideration, were willing to locate in Lansing. None of these have thus far seemed sufficiently promising to justify any attempt to raise the money they have demanded to compensate them

increase in wages during the last twenty-five years, and also with the farther significant fact that the classes earning the high-

the advantage over his ancestors of a half century ago that he gets 50 to 100 per cent. directed in aiding in all possible ways the establishments already in our midst, and let has the farther benefit of the vastly diminished cost of the necessaries and luxuries of life. Upon the Continent and in the United States statistics and well-authenticated facts exhibit similar advantages to the laborer and artisan of those countries.

and artisan of those countries.

The few instances of progress we have been considering (as shown in the vast influence which improved implements for production, so rapidly being developed by the inventive skill of man, have produced)—the recoverful effect of accumulated capital and owerful effect of accumulated capital and the reduction in hours of labor—are selected from the record which marks the advance from the record which marks the advance of the race toward better living because of their general bearing upon business interests. Many others might be profitably considered if we had the time. One of these is the combination (now so common among producers and known as "trusts") having for its object the regulation of prices and of output, which is assuming greater and greater importance every day. The influence of these, like the combinations of labor, may within certain limits be productive of good, but like the latter they are sure sooner or but like the latter they are sure sooner or later to make a bad and selfish use of the power they have invoked.

The wise business man is the one who is quick to recognize all the influences which may affect his business, utilizing those which are favorable and resisting such as are not. He will meet combination with combination. If railroads, insurance companies, producers and others join their forces, he also should be prepared to show a united front to resist any unjust demands or unreasonable methods they may inugurate.

Our Association and that of the State, of which we are an integral part, have the accomplishment of ends by these means in view. They have already achieved not a few advantages, though both are yet in their infancy. They promise more impor-tant results in the future. Shall we merchants of Lansing use this instrument from which so much may be expected in the promotion of our interests and the upholding of our rights? Most of us have been quick to take advantage of modern methods in many other ways. Shall we pass this by? The large number who were prompt to join our ranks would seem to answer this question in a very practical manner, but the subsequent lack of interest of a great proportion throws at least a shade of doubt upon the response. The many questions and subjects which affect business men in common should make our meetings both interesting and pleasant through their discussion and draw out on such occasions a large proportion of our membership. have not done so to the extent that they should in the year that has just closed. Shall we witness an improvement in this respect during the year upon which we are now entering? With rooms of our own, which we hope soon to have, with a more thorough understanding of the objects and possibilities of our Association, with a better acquaintance and higher appreciation of each other, shall not the present year show in interest and achievement results far surpassing the one in honor of which we have as-

### The Mania to be Rich.

Dr. Crosby in the Forum for June. that the goal itself is a grand delusion, but, may be had nearly as cheaply in non-tropi- as you will not see the truth, perhaps the cal countries as those indigenous to the tremendous chances against you in the race latter. Pass down our streets and see during nearly the entire year the bushels of oranges, lemons, bananas, cocoanuts and other products of an equatorial climate which are daily sold by our grocers. Look cannot stop a moment to rest or you'll be trodden under foot. Plot and counterplot being replenished, and some faint conception may be had of how much better than ever before the world is being fed. Ask the brain reels and your physical faculties fail,



E. A. STOWE & BRO., Proprietors.

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WEDNESDAY, JULY 4, 1888.

### THE PEDDLER AGAIN.

It is pretty generally admitted that the of the city's debt, they at last have been present State law for the regulation of peddling is a good measure, so far as it goes, but the great difficulty seems to be that it does not go far enough. The license required of the peddler is large enough in amount and the penalty for non-compliance embodied in last year's amendment enables the prosecution to secure conviction with comparative ease. The principal objection to the law in its present form is that it prescribes no one whose duty it is to attend to its enforcement. As the result of this omission, probably half -possibly more than that percentage—of the peddlers meandering around the State are pursuing their calling in defiance of the law, rendering themselves liable at any time to arrest and punishment. Such discrimination is manifestly unjust, both to those who pay and those who do not, and some plan must be devised whereby all can be brought under the provision of

It has occurred to THE TRADESMAN that the peddling law could be enforced more effectively if the matter were placed in the hands of the township instead of the State. If the matter of granting licenses were vested in the supervisors instead of a State officer, THE TRADESMAN believes that better satisfaction would be secured all around. In the first place, the State does not need the money accruing from licenses, while the township does need it. The town has to construct and maintain roads and bridges, both of which are largely patronized by peddlers. In the second place, it would be a matter of pride with the supervisor to secure as large a fund from this source as his predecessor did before him, and this feeling would naturally provoke an active rivalry which would tend to swell the income of every township. As the tenure of office of a supervisor depends in a large degree upon the fidelity with which he discharges his duty, he would be likely to allow no guilty peddler to escape. THE TRADESMAN would like to hear from those who have studied the peddling problem concerning this suggestion.

## THE WHOLESALE GROCERS' CON-VENTION.

The meeting of wholesale grocers at New Yerk last week was somewhat of a disangeintment, neither Chicago or St. Louis being represented at the convention. C. E. Olney represented the Grand Rapids jobbers and W. J. Gould the Detroit trade. Several through the city Saturday on his way East, sessions were held, the proceedings of where he will lead a blushing bride to the which may be summarized as follows:

A committee of eight has been appointed to formulate a plan of permanent organiza-tion. A further committee has been selecthave been spending three weeks among the ed to confer with the refiners and agree upon some basis of co-operation. A still further committee of thirty-nine members ha been appointed to sit in judgment upon the willis J. Mills, the Blanchard druggist, work of the committee first mentioned and has concluded to make the Blanchard perfect the details of whatever plan may be Boomer a permanency, having arranged to veloped; after which a call of the con vention chairman will be issued for a ratifi meeting, at which, if the plan re ceives a two-thirds trade endorsement, the about as sharp as they make 'em, but they permanent organization will be established fact. Meanwhile, all depends upon the willingness or otherwise of the refiners to unite upon a plan of co-operation with the wholesale dealers.

SHUT OUT FROM THE MAILS. In accordance with the law passed by Congress on June 18, Postmaster General Dick-

inson has issued an order, as follows: Any postal card, or any other matter, upon the envelope or outside cover of which appears anything which reflects injuriously upon the person addressed, or upon his character or conduct, or is plainly calculated or intended to injure his feelings, or reputation and him the strength of station, or bring him into discredit, or which ens him shall be unmailable.

This will force out of business many of those agencies which have depended upon the mails for the circulation of their bigdettered duns, as their system of collections sesses no advantage without it. The Sprague "Bad Debt" agency has made desperate efforts to get the order modified, without success. Such a law should have been passed long ago, as the use of the mails for blackmailing purposes should never thave been allowed.

WORTHY OF CONSIDERATION. Among the subjects which will receive special attention at the hands of the Cheboygan convention are the following:

The organization of a Business Men's Mutual Fire Insurance Co.

The better regulation of the peddler. Reform in the commission business.

Improvement in the collection system. The consideration of such subjects tends to lift the Association above the plane of lishness and places the organization in the light of a broad gauge institution.

The city of Elizabeth in New Jersey at last succeeded in effecting a settlement with its creditors, which may be regarded as its ace out of a condition of bankruptcy. lace has suffered from the social and al derangement known in the West

as "booming." It took it for granted that great part of the overflow of the population of New York could be attracted by opening up new streets, constructing sewers, and lighting. So it spent on this kind of

municipal enterprises sums far greater than

it had any right to risk. But the New

Yorkers would not come. While they re-

cognized the advantages of the site of Eliza-

eth, on an arm of the sea and within a few

ferred localities in which the Jersey mesquitoes did not come so early and stay so long.

So the fine new streets remained for the

most part unoccupied by houses, and the

city's creditors could get neither the principal

nor the interest promised them. After a

whose redemption is promised solemnly.

The Grand Rapids Board of Trade show

way of permitting holders of mileage to

ride on freight trains north of Cadillac

without purchasing special permit tickets.

The Board also petitioned the management

to place 1,000 tickets on the same basis as

\$25-and there are good reasons for believ-

Purely Personal.

Henry B. Fairfield and family spent Sun-

Samuel J. North has taken a position

Fred E. Angell, traveling representative

for Ball, Barnhart & Putman, is spending

the Fourth with his brother at Elkhart,

Dave Holmes, buyer for the West Michi-

sea-board cities, are expected home to-day

Willis J. Mills, the Blanchard druggist,

Chas. McCarty, the Lowell merchant, is

issue the same semi-monthly.

and pleasure.

officiates as clerk.

om the Shelby Herald.

bushels of old potatoes in his cellar.

omowoc, Wis., to spend the summer.

C. B. Jones, a hotel man of long exper-

ience and large acquaintance, has taken the

management of "The Derby," on West

Fulton street, and is conducting the same

in a manner befitting his reputation. C.

H. Jones, who is a chip from the old block,

The New Coupon.

"Tradesman Credit Coupon," recently in-

troduced by E. A. Stowe & Bro., of Grand

and merchants desiring to adopt a cash

basis of trade or do away with the book-keeping incident to a credit business would do well to give them their attention.

with H. A. Blackmar, the Charlotte drug-

A. A. Bleazby, the Kalkaska banker, was

ing the request will be granted.

in town last week.

Saturday.

in town last week.

in town last Wednesday.

day with friends at Spoonville.

GRAND RAPIDS GOSSIP. Mrs. Perkins succeeds W. A. Richardso n the hardware business.

AMONG THE TRADE.

Hester & Fox have sold the Antrim Iron Co., of Mancelona, a 25 horse-power boiler. Paul W. Friederich succeeds Friederich

& Ray in the musical merchandise business. ninute's ride from New York, they pre-C. E. Hull & Son occupy P. Steketee's old stand at 79 West Leonard street with a

> Geo. Cook has engaged in the grocery business at Bravo. Arthur Meigs & Co. furnished the stock.

Jonker & Brugma is the style of a new struggle of years to secure the full payment drug firm at the corner of West Leonard street and Alpine avenue.

obliged to compromise by taking half; and this the city agrees to fund in new bonds, W. E. Woodard has engaged in the grocery business at Stetson. Bulkley, The people of Elizabeth are said to regard Lemon & Hoops furnished the stock.

this result with great satisfaction. But, The store in the Barnhart block formerly after all is said, it is a miserable business, occupied by the Auburn Paper Co. has been even if it be unavoidable, for a municipality leased by the D., L. & N. Railway for the to go through the bankrupt court in this fashion. It is creditable to the State that use of the general offices.

it gave Elizabeth no help in the bad busi-Jas. Quinn, Jr. and W. W. Richardson ness of fighting off its creditors. The legishave formed a copartnership under the style lation proposed to facilitate the process by of Quinn & Richardson and engaged in the enabling the city to weary out the people merchandise brokerage business at 101 Otwho had lent it money, always failed to tawa street.

Griswold Bros. have engaged in the grocery and boot and shoe business at Grised its hand to good purpose last week in wold. Rindge, Bertsch & Co. furnished the securing a much needed concession from the | boots and shoes, and Ball, Barnhart & Put-Grand Rapids Indiana & Railway in the man the groceries.

> Chas. J. Robinson has leased room and power on Erie street, and will engage in the

the other roads of the State-\$20 instead of Geo. H. Cowan has formed a copartnership with Ewen McLennan and engaged in the manufacture of shingles near Marion under the style of Cowan & McLennan. The firm has enough timber to keep the mill running two years and will probably buy addition timber. Sidney Stark, the Allendale grocer, was

It is reported that the D., L. & N. Railway has under consideration the extension of its Reed's Lake branch to Greenville, which will enable the road to get into the Saginaw Valley without recourse to the G. R. & I. track between here and Howard Randall Hawkins, who was seriously ill

for several weeks with pleurisy, is recover-When the railroads served notice on the jobbers a couple of months ago, that all Eli Runnels, the Corning general dealer, earthenware must be crated or boxed, which pulled THE TRADESMAN'S latchstring last involved an extra expense of about 50 cents per dozen pieces, a protest was promptly Homer Eaton and family go to Ottawa presented by the jobbers, but has not yet Beach Thursday for ten days' rest and been acted upon. Frank E. Leonard, who has the matter in charge, hopes to secure a Jas. Brautigam, of the firm of Brautigam definite answer in August. Bros., general dealers at North Dorr, was

> AROUND THE STATE. Lisbon-H. B. Irish is closing out his

hardware business. Vassar-A. A. White has assigned his

grocery stock to W. W. Hunt. Detroit-Jas. Connor succeeds John L gan Lumber Co., of Woodville, passed

Uebe in the retail cigar business. Battle Creek-J. E. Week has opened

drug store at 254 East Main street. Harrison-J. H. Canfield succeeds R Rudolph Dornink and Dan Steketee, who Curtis & Co. in the drug business.

Manistee-Lee & Mix have purchased the drug stock of Dr. La Montague & Son. Alpena-Francis & Richardson, jewelers,

have been closed under chattel mortgage. Farwell-J. W. S. Opdyke, general dealer, has been closed under chattel mortgage. Three Rivers-H. E. Hartman succeeds Hartman & Green in the grocery business.

Liberty-Jas. H. Loomis succeeds John do say that Charley still has several hundred E. Crispell in the grist and saw mill busi-Geo. P. Gifford, Jr., is left alone to the Detroit-Mary V. Bagg succeeds Bagg & tender mercies of a cold and cruel world,

McKeogh in the manufacture of confechis wife and children having gone to Ocon-Kalkaska-Haynes & Wadsworth suc-Frank Friedrich, the Traverse City boot ceed Haynes & Harrington in the grocery and shoe dealer, was in town over Sunday

on his way home from Milwaukee, where he Owosso-M. C. Dawes & Co. succeed M. spent several days in pursuit of business C. Dawes in the wholesale tobacco and cigar

Kalamazoo-T. J. Sloan has opened grocery and provision store at 125 Pat-

Baldwin-Geo. C. Townsend has sold his grocery stock to Lewis Cass Bradford.

who will continue the business. Sault Ste. Marie-Anthony & Ashmun have opened a boot and shoe store. Mr. Anthony was formerly engaged in business We have received samples of the new at Detour.

Stanwood-E. Wilson has purchased the grocery stock of J. F. Gillmore and will Rapids. They are an improvement upon carry on the business in connection with his anything in that line we have ever seen drug trade.

STRAY FACTS. the Scofield Buggy Co. has been released. ing box.

## IMPORTANT!

TO GROCERS.

# CHESTS NEW SEASON'S JAPAN TEAS

Comprising all Grades and Styles. We ask you to send for samples and be convinced of our ability to serve you. We claim to be

## HEADQUARTERS FOR TEAS

And challenge any and all competition.

In buying we look more to the draw and fine cup qualities than style. Dealers wishing to match any grade can send us samples and we will inform them by return mail the price at which we will match same.

# manufacture of dowels and dowel pins about August 1. His factory will have a capacity of 100,000 dowel pins per day. Geo. H. Cowan has formed a copartner-

GRAND RAPIDS.

the near future.

Battle Creek-Stamp & Son, grocers have removed from Marshall street to 269 East Main street.

East Saugatuck-G. F. Gretzinger, the town over Sunday. general dealer, died suddenly last Monday of heart disease.

Ishpeming—Salter & Wood have assigned and will continue the business. their meat business to Chas. R. Ely. Assets and liabilities, about \$2,000.

Greenville-There are still several thousand bushels of potatoes in the hands of nearly total.

East Saginaw-The Hoyt Dry Goods Co. street. has been incorporated with a capital stock of \$100,000. Geo. R. Hoyt is President, Alex. Hoyt, Secretary, and Isaac Bearinger, and place for holding the fourth annual Williamsburg-D. Vinton and Frank

disposed of a half interest in the same to played. Chicago parties for \$50,000.

Battle Creek-Wyman, Cowles & Woods, notice on The Tradesman that they were | Saginaw. recently detected selling 2,000 pounds of coal for a ton. What's the matter with their coming to Grand Rapids?

Lansing-The Lansing Lumber Co. has been organized with a paid-in capital of \$100,000. The company has purchased the Hirth & Krause, is building a handsome of the whole match trade of the country. It FOR SALE—TWO NEW SHINGLE MACHINES WITH Saws ready to belt up and run. Perfect in every Lapham & Longstreet's planing mill here and Lapham & Longstreet's planing mill here and residence at the corner of Crescent avenue residence at the corner of Crescent avenue Richards and Lapham & Longstreet's planing mill here and Pickers and Pic Barnes & Dodge's shingle and lumber mills in Clare county, together with 15,000 acres of pine land. This will secure for Lansing July oration at Blanchard. It is under-H. Buhl and Gen. R. A. Alger. He agreed the largest hard wood and pine yards possessed by any interior Michigan city.

Detroit-William D. Dakin, the Portland dry goods dealer, gave Root, Strong & Co. his notes for what he owed; they had the notes discounted; at the time of their failure they had his notes aggregating \$12,-254.44; desirous of treating all holders fairly, he executed a chattel mortgage to Fred Warren, of Detroit, and then began to dispose of his stock and pay the note holders. He has realized \$5,500, and the emainder will not bring more than \$2,000. As the holders will settle for 75 per cent., which he can pay, he asks the circuit court to direct the assignee of Root, Strong & Co. to release him from all liability to them.

MANUFACTURING MATTERS. Decatur-J. P. Warner has established a

measure factory.

Shelby-Alex. McLeod has purchased an nterest in the grist mill business of J. H. Moore & Co. The new firm will change the their Detroit brethren will soon name a day notes, however, have all been taken up. mill to roller process.

Cadillac-Jacob Cummer, W.W. Cummer, W. M. Gow, Fred S. Kieldsen and John C. McLauchlin have organized a stock com-Ovid—The \$70,000 chattel mortgage on the Linderman anglewood crate-frame pack- ding tour among the Northern Michigan mortgage for \$1,211 and assigned to F. G.

Gripsack Brigade.

stock of Geo. C. Townsend, at Baldwin, is likely to drop in the vicinity of Shelby in

W. F. Blake is a widower pro tem., his wife and daughter having gone to Maine to

spend the summer with friends. R. B. Orr now tarries under his own vine local dealers, on which the loss will be and fig tree when at home, having pur- Mills' thrilling Fourth of July oration on chased a desirable residence on East Fulton assembled multitudes:

> Isn't it about time the Grand Rapids traveling men were deciding upon a time picnic?

Last Saturday afternoon's game between Vinton have secured a patent on an auto- the traveling men resulted in a score of 75 matic lock switch for use on railways and to 52. Seven and one-half innings were T. J. Post, lately with I. M. Clark & Son,

has engaged to travel for J. G. Butler & All of Putnam & Brooks' traveling sales-

men are staying home this week, helping around the store and getting acquainted with their families. Adolph G. Krause, of the leather firm of the idea some years ago of gaining control wille, Mich ville, Mich

stood that he has specially engaged an eagle with them then, that he would take oneto squeal on that occasion. "Charley" Wilson, receiving clerk for

Olney, Shields & Co., will begin working the city trade of that house next week, con- because they had risked their endorsements fining his operations to the West Side.

Chas. E. Watson, who has been at the bedside of his mother most of the time since April 9, when she was stricken with paralysis, will resume his trips on the road Richardson's factory here in Detroit was since April 9, when she was stricken with next week.

Every time Max Mills goes to Shelby, the Herald of that place refers to him as the amount \$50,000 went to Richardson. Rich-"gifted and beautiful Mills." The question ardson claimed that that was a part of the is, how much does L. M. have to pay for gross and not of the net profits. Buhl and such advertising?

of Trade in the demand for 1,000-mile entitled to a distributive share which would of Trade in the demand for 1,000-mile deprive Richardson of the amount demand-tickets over the G. R. & I. Railway for \$20, ed by him. The sum at stake is over \$50,the concession can probably be obtained.

Captain Hempsted, why this seeming delay?

Let them the work of th

Geo. J. Heinzelman, traveling representative for Rindge, Bertsch & Co., was married pany under the style of the Cadillac Veneer last Thursday to Miss Pauline Carstens. Box Co., to engage in the manufacture of The happy couple are spending their wed-mantels and grates, has given a chattel

No one likes to get a drive on the travel-W. N. Ford, general traveling agent for ing men better than George Dewey, the Jas. G. Butler & Co., of St. Louis, was in Shelby sugar shoveler. A combination has been formed among the boys to get even Cass Bradford has bought the grocery with their tormentor, and something heavy

Taken on the Spot.

THE TRADESMAN sent a special artist to Blanchard to illustrate the effect of L. M.



It was at first thought that the speech successors to Manchester & Wyman, serve Co., of St. Louis, with headquarters at East would result in a riot, but the people averted such a catastrophy by taking to the

> General Alger in a New Role. From the Detroit News

The Diamond Match Company conceived Richardson had to give notes to the amount L. M. Mills is billed for a Fourth or of \$60,000. Indorsements were necessary and Mr. Richardson procured them from C. half of the profits resulting from the arrangement and that Buhl and Alger would receive one-fourth each—not because they had invested a cent in the venture, but to make it a success. The scheme pro-The intention was to create nonopoly in matches. In order to do this factories in which matches were made were one of those purchased. After a time \$640,000 were appropriated for distribution among the purchased factores. Of this chase account and what was distributed If the various traveling men's organiza-tions will join with the Grand Rapids Board and that, under the agreement, they were The Grand Rapids traveling men's nine Buhl and Alger because of their claim continue to practice each Saturday, in hopes their Detroit brethren will soon name a day worth of stock as collateral. The for them to go to the City of the Straits. The case is one of the most intricate ever

Detroit-C. C. McCloskey, Jr., dealer in

How to Fasten Porcelain Letters. Merchants who have difficulty in making porcelain letters stick to the plate glass will find the following receipt of service:

Starch, 60 parts; finely pulverized chalk, 100 parts. Mix with equal parts of water and alcohol, with the addition of 30 parts of Venice turpentine, taking care to agitate the mass with a stick, so as to insure its

Buy flour manufactured by the Crescent Roller Mills. Every sack warranted. Voigt

FOR SALE, WANTED, ETC.

Advertisements will be inserted under this head for vocents a word the first insertion and one cent a ord for each subsequent insertion. No advertisement taken for less than 25 cents. Advance payment.

FOR SALE. OR SALE—NEW DRUG STOCK AT SULLIVAN.
Reason for selling, owner has too much other busness. Address, for full particulars, J. B. Watson, Joopersville, Mich. 250 Coopersville, Mich.

POR SALE—DRUG STOCK AND FIXTURES AT A bargain, if sold soon. Good location in flourishing city in Southern Michigan. Just the place for young man with small capital. Good reasons for selling. Address No. 251, care Michigan Tradesman. 251

LOCK BOX 39, Vassar, Mich.

241

FOR SALE—A GOOD-PAYING DRUG STOCK IN A growing town. Nearest drug store is six miles. Will invoice about \$2,500. A big chance for a man of push. Terms easy. Best of reasons for wishing to sell. Address "Pain Killer," care Michigan Tradesman, Grand Rapids. FOR SALE—GENERAL STOCK, GOOD TRADE, LONG

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For SALE—OF INTEREST TO FURNITURE, AGRICultural implement or any Hardwood Manufacturer. I have a factory nicely located, in good repair, dry kiln, warehouses, yard room and ample power. There is no furniture factory in this vicinity and there are several hardwood sawmills. I will sell cheap and on easy terms. Will exchange for other desired property. Will take a silent interest or, if desired, will attend to purchases of material and selling of goods. I am a non-resident of the city and the property must be disposed of. Address Box 44, Eaton Rapids, Mich. 239

FOR SALE OR TRADE—FIVE ACRES OF GOOD brick land, boiler and engine, tile and brick machine and all equipment necessary to make brick and tile. Address O. F. Conklin, Grand Rapids, or R. D. McNaughton, Coopersville, Mich. 233.

FOR RENT OR SALE—ONE-HALF OR THE WHOLE of the work of the work of the control of the

FOR SALE—THE DRESS OF TYPE NOW USED ON "The Tradesman"—600 pounds of brevier and 200 pounds of nonpareil. A good bargain will be given OR SALE-AT A BARGAIN. A CLEAN STOCK OF TOR SALE—AT A BARGAIN. A CLEAN STOCK OF hardware and mill supplies. Address Wayne Choate, Agent, East Saginaw.

POR SALE—FRUIT FARM OF 7½ ACRES, LOCATED In Spring Lake. Ten minutes walk from post-office. Pleasant place. Nice buildings. Will sell on long time or exchange for stock of any kind of merchandise. Place is valued at \$3,000, will take \$2,000 for it. Address S. A. Howey, North Muskegon, Mich. 208

WANTS.

WANTS.

Wanted—Position as Book-Keeper or Clerk, wholesale or retail, any branch. Nine years experience. Best of references furnished. Address W. B. F., care The Tradesman.

Wanted—Location for Portable Saw Mill, where 500,000 feet oak and other hard wood timber can be bought for cash. Address G, 226 Michigan St., Chicago, III.

WANTED—LOCAL AND GENERAL AGENTS, TO REP-resent us in the introduction and sale of the fastest selling article on the market. Territory free. Exclusive control given. \$50 to \$100 per week, to good live men. Enclose 4 cents postage for free sample, terms and full particulars. Address The Nichols M't's Co., Onalaska, Wis. 26. Unalaska, Wis.

WANTED—PARTNER IN AN ESTABLISHED MANU15. And the Manu15. And the Manu15. And the Manu15. And the Manu16. And Address Manufacturer, care this paper.

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\$1,200 CASH BUYS MANUFACTURIN ness paying 100 per cent. Besons for selling. Address Chas. Kynoch, S

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BEATS A SAVINGS BANK.

Full Exposition of the Building and Loan Association.

Building and loan associations have been long in existence in Philadelphia, but it is within quite recent years they have had much foot hold in any other part of the United States. They have made Philadelphia a city of homes. Her people own their own houses, and every one pays rent to himself. They have given permanence and domesticity to her population, and the unsightly, wasteful and temper-trying Mayday movings are there almost a thing unknown. There associations can be traced back to 1831, when the first one was formed in a supurb of Philadelphia. They were at first unincorporated societies, and they did not become popular or increase to much extent until 1849, when the first incorporated building association was chartered. From

building association was chartered. From that time they have gone on constantly in-creasing, have loaned millions of dollars, and have been the means of building more than 100,000 homes.

An organization so beneficial is well worth a careful examination and investigation by all those who desire to save money and own their own roof-tree. It is estimated that all those who desire to save money and own their own roof-tree. It is estimated that there are in Chicago to-day 150 of these societies, and they are constantly increasing, with the prospect of doing for Chicago what they have done for Philadelphia. They are called building and loan associations, but the name is somewhat misleading, for they the name is somewhat misleading, for they are not usually building associations at all. They are banks without vaults, expensive buildings or high-salaried officials. The depositors are the only stockholders. There is never a great fund of money on hand to tempt presidents and cashiers to a sudden flight to Canada. An ordinary safe or vault will hold the company's assets and books, and a slender bank account represents its and a slender bank account represents its available capital. Properly managed, they are the safest of savings banks and the best of loaning banks. Any person desirous of betaining a moderate-priced home can get in the amount of their withdrawal value, and

The first business of the company is to for several years. A person who will save sell its stock and thus accumulate capital. but \$10 a month can become the owner of sell its stock and thus accumulate capital. The ownership of stock is generally limited to 100 shares, and any person can obtain a share or any number of shares within the limit by agreeing to pay 50 cents a month share or any number of shares within the limit by agreeing to pay 50 cents a month in some companies or 25 cents a week in others. Women, whether married or single, may take as many shares as they feel able to carry. Parents and guardians may invest for their children and wards. Young men or young women by saving only 25 cents a week can obtain one or two shares and thus week can obtain one or two shares and thus lay the foundation of economical habits and lay the foundation of economical habits and an ultimate fortune. In addition to these payments the members are required to pay a membership fee of 25 cents and 25 cents the wealthy, but peopl for a pass-book. There is also a fine of 10 in moderate circumstant cents for the non-payment of each installment as it becomes due. At the expiration of three months another series of stock is

started and so on every three months. It is estimated that a series of stock will nature in a little more than eight years on the 50 cents a month payment and in five years on \$1 a menth payment. At the ma-turity of the stock the holder will find that each share of his stock is worth \$100, which he receives from the association, and it has only cost him in the neighborhood of If a person takes more shares than he finds he can carry after a time he can sur-render them at any time and get back their value, or he can sell them to some other

The depositors are thus fully protected in their investments and are taught frugality steadiness and the elements of finance The plain and only safe road to fortune is pointed out, and every step is made the easier. The monthly payments are easy; the fines act as a good spur to keep the depositors prompt. Commercially considered they are as safe as any institutian of the kind can be, and in every respect they are safer than the ordinary savings bank. As thousands in this city have learned to their cost, savings banks can and do break, collapse and vanish away. But such a calamity has yet to be heard of in regard to a building and loan association. The older an association grows association. The older an association grows the richer it becomes. Each month its capthe richer it becomes. Each month its capital is renewed, and every year an entirely new set of shareholders bring in fresh capital. Certainly the depositors, be it struggling shop girl, laborious mechanic or helpless widow, have everything to encourage, and but little to make them afraid. For these depositors are also shareholders and owners of the concern, can be present at every meeting, and can watch their officers, and always have it in their power to change them if anything goes wrong. That is what the depositors in no other bank can do. The investments the company makes are also known to the depositors, for they

are made among themselves, and so every possible protection is given to the investors. This is one side of the mirror, the investor's point of view. It is golden. The other side is the borrower's point of view. It is at least silvern, for nowhere can borrowing be done to better or more prudent advantage. The case of a borrowing stockolder is somewhat more complicated than that of a non-borrower, for he occupies two positions in respect to the association. While the non-borrowing shareholder is a creditor only, the borrowing member is both a creditor and a debtor at one and the same creditor only, the borrowing member is both a creditor and a debtor at one and the same time. What is technically called a loan is in reality only an advance on the future ultimate value of his shares. The agreement he virtually makes with the association in his mortgage or trust deed is, not that he will repay the loan, but that he will continue to pay his monthly installments and interest until his shares are worth \$100 each; and when this position is reached the two positions of debtor and creditor are canceled. The debt due by the stockholder is extinguished by that due him from the association. It is this relationship he sustains as creditor that nullifies the apparent burden he sustains as debtor. This perhaps can be better understood by an illustration of the actual mode of procuring a loan.

The meetings of the stockholders are either weekly or monthly, as the by-laws may provide. These are for the payment of due and the making of loans. Any mem.

Special Enterprises Wanted.

CHEBOYGAN—WANTS WOOD MANUFACTOR. It is in every branch to improve the greatest advantages in the State. All kinds of timber of the finest quality in unlimited quantities. Come and we will help you. Address Sec'y B. M. A.

HOPKINS STATION—OFFERS BIG INDUCE-ments for the location of a Roller Mill. Address secy B. M. A.

NORTH MUSKEGON—WANTS ALIVE LOCAL newspaper. Address Sec'y B. M. A.

BELLEVUE—IS IN THE FIELD FOR A GRIST mill. Address John York, Sec'y B. M. A.

BELLEVUE—IS IN THE FIELD FOR A GRIST mill. Address John York, Sec'y B. M. A.

WAYLAND—OFFERS UNEXCEPTIONABLE IN A.

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WAYLAND—OFFERS UNEXCEPTIONABLE IN A.

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TIFE LAKE—WANTS ANY KIND OF HARDWOOD factories. Address Sec'y B. M. A.

TIFE LAKE—WANTS ANY KIND OF HARDWOOD factories. Address Sec'y B. M. A.

THE meetings of the stockholders are either weekly or monthly, as the by-laws may provide. These are for the payment of dues and the making of loans. Any member can borrow en his shares or upon real estate security. Supposing a member wishes to borrow on real estate security, he makes an application at a stated meeting, and as from 20 to 25 per cent. on the amount bid from 20 to 25 per cent. on the amount bid from 20 to 25 per cent. on the amount bid from 20 to 25 per cent. on the amount bid from 20 to 25 per cent. on the amount bid from 20 to 25 per cent. on the amount bid state security. Supposing a member wishes to borrow on real estate security, he makes an application at a stated meeting, and as from 20 to 25 per cent. on the amount bid from 20 to 25 per cent. on the amount bid from 20 to 25 per cent. on the amount bid from 20 to 25 per cent. on the amount bid from 20 to 25 per cent. on the amount bid from 20 to 25 per cent. on the amount bid from 20 to 25 per cent. on the amount bid states eccurity. Supposing a member wishes to borrow on real estate security, he makes an application at a stated meeting, and a state descurity. The provide of the making of loans. Any member wishes to borrow on real estate security. On t

He pays to cents a month on each share. \$15.00 The Business Men's Mutual Insur Seven per cent. interest (3) shares) each ..... 17.50

of loaning banks. Any person desirous of obtaining a moderate-priced home can get one through these associations for about the same monthly payment he makes for rent. In the course of eight or ten years he will have no more rent to pay and will be his own landlord.

The first husiness of the company is to for saveral years. A person who will save

capital than this. This immense amount thus loaned may be said to be the small, the penny savings of the people. Those who belong to these associations are not the wealthy, but people for the most part

Of course, the prosperity of an association depends upon the promptness with which it can lend out its capital as the payments come in and the rate of interest it is able to command. In Philadelphia, where money is cheap and plentiful, and where, of course, low rates of interest prevail the shares are brought to maturity in from ten to thirteen years, with perhaps twelve years as an average. It is not likely that many of the societies now operating in Chicago will be able to "work out" in eight years, though all of them should do so in nine or ten.

been in the watchfulness of the members and Minnie M. themselves and the small inducement there nust necessarily be for fraud or embezzle ment from the fact that the funds are being constantly invested. But the members of these associations are rapidly increasing, and there is undoubtedly a field open to the schemer and the rogue. New plans and schemes will be formulated that possibly may not prove in the outcome to be all that is claimed for them. They should be care fully scrutinized before invested in.

the joint work, each reaping alike of the joint gains. Franklin has said to all those who labor, "If any one tells you that the who labor, "If any one tells you that the workmau can become rich otherwise than by labor and saving, do not listen to him—he is a poisoner." As a means of saving, of encouraging habits of economy, of acquiring a home, and of gaining the highway to competency and wealth, the building and loan associations seem to be the best that have yet been devised. They bid fair to make Chicago what Philadelphia is—a city of homes. a city of homes.

### "What We Want."

Under this head, President Hamilton is send ing out the following list: Every association represented at our next State convention on August 7 and 8. The peddling nuisance to have its due share of

attention.

The building and loan associations recommended as a stimulus to thrift and a pre mended as a stillinus to thrift and a preventer of delinquency.

To hear the Insurance Committee advocate organization for the protection of business men.

To dispel the idea that our organizations are identical with trusts or combinations for op-

pression. To encourage the highest standard of trade.
Three minute reports from each local associations are the standard of trade.

South Haven to Celebrate. SOUTH HAVEN, June 28, 1888.

E. A. Stowe, Grand Rapids:

DEAR SIR—At the last meeting of the South
Haven B. M. A., it was resolved to celebrate
Independence Day in old fashioned style. We
are aware that it is late in the day, but the
eagle will scream all the same, for whatever
this organization attempts to do will be carried out in good shape.

We have forty-three members in good standing.

Yours,
S. VAN OSTRAND, Sec'y.

The Secretary of the Greenville B. M. 32.50 writes as follows in relation to the insura 2,400 00 project put forth by THE TRADESMAN: GREENVILLE, June 27, 18

The suggestion of the writer is a good on one THE TRADESMAN hopes to see adopted every association in the State, as no subject nore pertinent at this time than that of ins ance. As the matter is likely to lead to so action at the convention, it will be well each local association to instruct its delega now they shall vote on the question.

The Desirability of the Bonus. President Hamilton has sent out the follo ing circular letter of enquiry to those associated tions which have secured new manufactur. enterprises by means of offering a bonus:

enterprises by means of offering a bonus:

TRAVERSE CITY, June 27, 1888.

SIR—I wish to ascertain your candid opinio as to the wisdom of paying bonuses to man facturing enterprises. I ask this only that may strengthen my opinion, already formed and to express the same at our coming convention at Cheboygan. Our Associations have through concert of action, done much in estal lishing various kinds of plants in their respective localities. I have heard of slight regret a such course in one or two cases. I would like your view of the desirability of these enterprises, those seeking locations and bonused Would you advocate paying such in any case Do you not think that the same wise consider as usually is in any proposed business yen ture? What does your experience justify your in saying regarding the above?

I hope you will be present at the next State meeting on Aug. 7 and 8.

Yours truly, Frank Hamilton.

## Association Notes.

It is time that the local associations were l rinning to consider whom to send to the Cl oygan convention.

The Kalamazoo B. M. A. applied for a charer from the State body last week and was granted charter No. 76.

The editor of THE TRADESMAN will address the East Saginaw Mercantile Association on Friday evening of this week.

Cheboygan Tribnne: The local committee from the Cheboygan Business Men's Associa tion, to arrange for the entertainment of the Michigan Business Men's Association, at its meeting in our village on August 7 and 8, are actively at work and are backed in their ef forts by the business men of Cheboygan. The ommittee recently met W. R. Owen, manager of the Delta Transportation Co., and received a proposition from him to take the delegates and invited guests to Mackinac Island The safety of these societies so far has and return, on the elegant steamers Soo City

### Saranac and Lowell Join Hands.

The B. M. A.'s of Saranac and Lowell will hold a union pienic at Cheetham's Grove, on the south bank of Grand River, on July 4 Dinner will be in order from 12 to 2 o'clock, when an oration will be delivered by Myron H. Walker, of Grand Rapids, and a general good time indulged in.

### Bank Notes.

The Chelsea banks keep open as late as

The Muskegon National Bank declared a semi-annual dividend of 5 per cent. on June

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



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

### Offer No. 171.

FREE-To Merchants Only: A genuine Meerschaum Smoker's Set, five pieces), in satin-lined plush case. Address at once, R. W. Tansill & Co., 55 State St., Chicago.

Dress Stays

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HARDWOOD LUMBER.
The furniture factories here pay as follows
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Basswood, log-run
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Black Ash, log-run
Cherry, log-run 25 00@35 00
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Maple, soft, log-run
Maple, Nos. 1 and 2
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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.

## The Michigan Tradesman.

The Patent Medicine Situation.

The Patent Medicine Situation.

From the Druggist.

The great increase in variety of "patent medicines," as they are commonly called, is a subject that deserves our serious consideration. It has been discussed and commented upon by members of the trade and by professional men, yet the solution of the question still seems as far off as ever.

Looking at the question from an economic stand-point, it is like most questions in that complicated science. It presents as many redeeming features as objectionable nes are displayed. What the community at large loses in the investment of money for the goods consumed is disseminated among the printers and other agencies of industry.

Considered in a sanitary sense the matter is much more serious. Even admitting that a great deal of good is done by curing and relieving many ills to which flesh is heir, yet there is undoubtedly irredeemable damage done to many who swallow these nostrums. It is doubtless true that most of the compounders of this class of goods endeavor to prepare remedies that will benefit those who take them; yet a great many those who take them; yet a great many manufacturers are entirely incompetent judges, and quite a large number have such a greed for making money that everything else is of secondary or little importance. We know of a large number of remedies that have been analyzed in America and in Europe and their sale prohibited in the latter country because they contain injurious ingredients. Quite lately one prominent article has been exposed in this country which demonstrates that some manufacturers are worse than unsamplates. turers are worse than unscrupulous.

But there is another feature of the sub-

ject that concerns us as dealers, whether ject that concerns us as dealers, whether wholesale or retail, and that is the great risks that must be taken in purchasing this class of goods. Take the retail druggist, and he is called upon by Mrs. A., who has seen an advertisement in an almanac or on a fence post for a remedy that the dealer does not keep in stock. Next day, Mrs. B. comes in, who has seen a similar advertisement; hence the dealer thinks he had better send for one-half dozen. He orders one-half dozen and succeeds in selling four bottles, but two remain on hand. The same tles, but two remain on hand. The same experience is had with a dozen other articles, and the result is they remain on his shelves. But if such is the experience of the retailer, how much worse must it be with the jobber? When an enterprising patent medicine man enters upon his field of operation, he goes to the jobber and demonstrates what an immense demand there will be created for his goods. He even has will be created for his goods. He even has secured from a number of retail dealers orders for his panacea. The jobber, anxious to please the retailers, who are his customers, is thus induced to buy a large stock. A demand is actually created, and the second or third lot is purchased. Now, the proprietor makes known that at an early date the price will be raised, and the jobber is tempted to buy an extra quantity. But now a calamity overcomes the manufacturer or his scheme has assumed a point where

called patent medicine business has reached a point where it is almost unbearable. Hundreds of thousands of dollars are required by the jobber to come a page that the soby the jobber to carry an assortment of this class of goods. The small profits and the risky nature are such that it can hardly be endured. It is an injury to the consumer to the retail and wholesale druggist and hence to the community in general. Who can suggest a solution to this dilemma?

### Making Saratoga Chips.

Saratoga chips, as all know who have ever seen or tasted the article, are made from potatoes. The process of manufacture is a very simple one. The only machinery used, if such simple tools can be called ma-chinery, consists of a parer and a slicer. The former is composed of a round piece of tin, one end of which serves as a handle, while the other contains a knife so set that it will cut only a thin paring. The latter consists of a knife, set in a wheel-shaped contrivance, which, on being turned by a crank, cuts the potato into slices of the requisite thickness. Only the best of potatoes can be used, and even then there is great waste, as all "specks" and other imperfec-tions must be carefully cut out. After the potatoes are sliced they are placed in water and allowed to remain several hours, being stirred occasionally. This is for the purpose of removing the starch, which, if allowed to remain, would cause the chips to become sour. The slices are then ready for boiling. A large kettle, set in a brick arch, in which a natural gas fire is burning, is kept nearly full of hot lard. Enough of the slices are placed in the kettle to cover the surface, when they are boiled until they become crisp and brown. They are then ladled out, sprinkled with salt, and placed in a city to dry. After cooling the ships in a sieve to dry. After cooling the chips are ready for packing. They are put up in stout paper boxes, one-half pound in each box, and retailed for 15 cents per package.

### The Story of Coffee.

The virtues of the fragrant berry were first recognized by the Arabians, and through them made known to all the inhabitants of the Moslem dominions. In their Mediterranean conquests the Turks and Saracens, in all probability, introduced the practice of coffee drinking into Christian lands. The first mention of the use of the berry in Europe is observed in the pages berry in Europe is observed in the pages of a German writer of the year 1573, who ascribes to it innumerable virtues, more or less marvelous in their nature. In those less marvelous in their nature. In those early days coffee was extremely expensive, costing over \$25 a pound, and was chiefly imported from Arabia. It is now grown in many parts of Central and South America, in Java, in India, and in many islands in the South Sea. In Brazil alore about 4,500,000 quintals are grown annually. The largest grained coffee is found in Surinam, and the smallest in Mocha, Arabia.

### The Last Salesman Ahead.

"The rudeness of some merchants is proverbial," said a salesman on his return trip from another part of the State. " I was ordered out of a merchant's store who had ordered out of a merchant's store who had taken up four hours of my time, and caused me to miss the only train that day, and bought nothing of me because I said he reminded me very strongly of a man who had the reputation of being a porker, and were I to meet him with a drove of the latter I would take him for the leader. As I stepped down and out my old friend Jenks entered and I gave him the tip. He said to the merchant "I would have called earlier but I saw that beastly Jones in your place and would not enter while he was there.' This pleased the merchant, and Jenks soldalarge bill:"

ALFRED J. BROWN, F. J. DEYYENYHALER ARTHUR MEIGS & CO.

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CALIFORNIA

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THE ACKNOWLEDGED KING of AXLE
LUBRICANTS. Neither Gums nor
Chills, never runs off the axle
and outwears any other
known oil or grease.

known oil or grease.

PRICES TO THE TRADE.

Ponys, per gross, \$10. Packed in 3 doz. cases.
Retail at 10 cts. each.

Pints, per doz., \$2.25. Packed in 1 doz. cases.
Retail at 30 cts. each.

Quarts, per doz., \$4. Packed in 1 doz. cases.
Retail at 50 cents each.

Gallons, each, \$1.20. Packed 6 cans in case.
Retail at \$1.50 each.

Each case contains a liberal assortment of advertising matter, lithographs, show-cards, etc.

THE TRADE SUPPLIED BY

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NITURE.

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AXLE

16 and 18 No. Division St..

Bananas, Our Specialty.

GRAND RAPIDS, - MICH

ESTABLISHED 1866.

159 80. Water Street, Chicago.



We do a General Commission Business and offer as inducements twenty years' experience and clear record. The best equipped and largest salesroom in the business in this city. Ample storage facilities-full 20,000 feet of floor space in the center of the best market in the West. Ample capior his scheme has assumed a point where he can get away with the plunder, and the jobber is left to hold the bag.

The above is only one of the many pictures, and hence it is evident that the solutions, and hence it is evident that the solutions.

BARNETT BROS.

WHOLESALE AND RETAIL

### COAL and WOOD

E. A. HAMILTON, Agt., 101 Ottawa St., Ledyard Block. Telephone 909-1 R.

## BROS..

WHOLESALE

## Fruits, Seeds, Oysters & Produce,

ALL KINDS OF FIELD SEEDS A SPECIALTY.

If you are in Market to Buy or Sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.

Lorillard's New "Smoking or Chewing"

To be had of all Jobbers at the very low price of

Mildest, Smoothest Smoke Ever Offered for Less than 30 Cents per Pound.

THOMPSON & MACLAY.

28, 30 & 32 Ottawa Street,

GRAND RAPIDS

Weber Pianos, Smith Pianos, Estey Organs,

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

Everything in the musical line.

JULIUS A. J. FRIEDRICH.

77, 79, 81, and 83 South Division Street,

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JOBBERS OF

Tobacco and Cigars.

VEGETABLES, FRUITS and PRODUCE.

PROPRIETORS OF THE

RED FOX PLUG TOBACCO.

Boss Tobacco Pail Cover.

Full and Complete Line of FIXTURES and STORE FUR-

Largest STOCK and greatest VARIETY of any House in

Grand, Square and Upright Pianos.

LOOK UP OUR RECORD.

One Block from Union Depot on Oakes Street.

(Successor to Friedrich Bros.)

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

## The Standard of Excellence KINGSFORD'S



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.

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The Labrador Refrigerator. White Mountain Freezer. Dangler Gasoline

Stove. Crown Jewell Gasoline Stove. Summer Queen

Oil Stove.

Send for our Special Catalogue.





Foster, Stevens & Co.,

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MOCHA,

Increase Your SALES AND PROFITS BY HANDLING LION COFFEE.

ABSOLUTE

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.

## IMPORTERS AND JOBBERS OF Notions, Hosiery, Underwear, Furnishing Goods, Etc. GRAND RAPIDS.

19 South Ionia Street.

oz., 8 oz. or 16 oz. Handsomely Decorated Papers.

per POUND

REEDER, PALMER & CO.

Wholesale Boots and Shoes. STATE AGENTS FOR LYCOMING RUBBER CO., 24 Pearl St., Crand Rapids, Mich., TELEPHONE NO. 998.

ERKINS & HESS Hides, Furs, Wool & Tallow

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

## The Michigan Yradesman.

WEDNESDAY, JULY 4, 1888.

LEISURE HOUR IOTTINGS.

BY A COUNTRY MERCHANT.

Great national conventions, in the great cities, sink into comparative insignificance when placed in contrast with the celebration lodging houses, but when two or three thousand men, women and children invade room and an infants' asylum; the air rever- whose blundering or stupidity filled hun- the shadow of a return for his assessment. berates with the loud-voiced seductions of the peddler and fakir; every little ripple of excitement calls a surging and curious crowd from every point of the compass; the band men blow themselves almost into an apoplexy; the air is laden with the smell of gunpowder, and the incessant fusillade is almost deafening and entirely headache producing; an occasional runaway or dog fight adds variety to the occasion, and nearly every noise imaginable adds to the pandemonium which is supposed to be proper and requisite for the worship of the Goddess of Liberty.

And you and I are mentally anathematizing the parties whose efforts have brought about this riot and confusion. Our trade is of that nature that it is not perceptibly inflated by the presence of pleasure-seeking crowds, and we reflect that our little extra profits will be more than dissipated by the amount which we reluctantly subscribed for the occasion. We vote the whole thing a bore and a nuisance, and promise ourselves that on any similar occasion in the future we will lock up and visit some community where the day is not given up to universa

And why has a genuine "gunpowder day" become so distasteful to you and me? Why does the sulphurous incense to the goddess, that once delighted our nostrils, now sicken and disgust us? Why do we refuse to go FINEST and LARGEST SMOKE and hear Prof. Flunker paralyze King Independence at him, or see Congressman Boodle in his great act of flying the American Eagle and twisting the tail of the British | JOBBERS of SADDLERY HARDWARE Lion? Has our patriotism evaporated? Do we overlook the fact that the document which enables Flunker to exhibit his oratorical ability made us American sovereigns? Are we oblivious to the other fact, that will be so neatly put by Boodle, that now all of our people are created free as well as equal? No! We have lots of latent patriotism in our anatomies; our memories on the historic events of our country are fairly active. and we have a reasonable amount of pride in our republican royalty; but, sadly be it said, we have passed the age when patriotism bubbles and when noise and confusion and patriotic platitudes have their fascinations. We are approaching old-fogyismthe old-fogyism that looks with intolerance on gush, effusion and sentimentalism.

But, on occasions like this, wouldn't it be more sensible for you and me to, temporarily at least, put aside our cynicism and intolerance? Instead of looking at the efforts of Young America to give the sky a lurid aspect, with disfavor and irritation, wouldn't it be well to call to mind that we were once Young Americas ourselves; that we have seen the time when the months between the winter holidays and the Fourth of July seemed almost unending; when our sole financial trouble was the accumulation of a sufficient amount to give us personal respectability among the burners of gunpowder; when, contrary to our usual habits, we arose at an absurdly early hour in the morning, and retired only when the last explosion had closed the excitement of the day; when we filled ourselves with anilinetinted lemonade, sole-leather gingerbread, half-baked peanuts, and the like, and digested the contents of our crowded stomachs like ostriches, and when, considering the twenty-four hours allotted by custom for the celebration of our independence altogether too limited, we supplemented them with seventy-two hours of spasmodic attempts to render the anniversary unending? And as we look back on the fascination that "gunpowder day" once had for ourselves, ought we to object to the rising generation's reveling in the same enjoyment? No! Rather let us stuff cotton in our ears; take some strong autidote against a nervous headache; banish the frowns from our faces, and do everything in our power to convince Young America that the more red he puts on the Fourth of July sky, the more we admire and envy him.

But, after all, I am afraid that our people's annual ebullition of patriotism is calculated to blind our offspring to the cold, hard, solid facts of history, and imbue them with the idea that our countrymen have deteriorated materially since the "times that tried men's souls." Time and tradition have a remarkable influence on the notable of a century ago. His faults and frailties are dissipated by years, and only his commendable, useful and noble qualities remain. Tradition divests him of everything that is selfish, mercenary or sensual, and makes him only an unsullied patriot and an DILWORTH BROTHERS, Proprietors,

Boodle will, to-morrow, give his hearers the old catalogue of virtues, which, handed after all, I rather believe that a perversion down by tradition, have made our people of the facts of history is beneficial in some regard Gen. Washington as little less than respects; it, at least, gives the determined a demi-god, and yet, those of us who have and ambitious young American models for read impartial history, as much as we a higher standard of manhood than the reverence his memory and admire his deeds, models themselves ever attained. are satisfied that he had a fair average of human faults and weaknesses. Congressman Boodle will thunder out the memorable of the glorious Fourth of July in a country take, but, as for me, give me liberty or give Commemorating the birth of a great natown. The influx of ten or twelve thousand me death!" But you and I have learned that tion, even in our stereotyped and semistrangers among a half million people is Patrick Henry, like the orator in question, idiotic manner, is certainly much more exscarcely noticeable, except in the vicinity of during the "late unpleasantness" was reprecusable than commemorating the birth of a meeting and among the hotels and sented by a substitute and that his fighting stolid, selfish and obese old lady, who meremouth. Congressman B. will blacken and ment; who merely exists in her so-called a town containing about the same number blister Benedict Arnold, and extol some official capacity through the agency of cus-

dreds of nameless and forgotten graves with men more heroic than themselves. But,

We can congratulate ourselves that we have a much better excuse for a "gunpowder words: "I care not what course others may day" than our British cousins, at least. qualities were confined entirely to his ly serves as a figure-head to the governof inhabitants the place becomes filled from of his contemporaries who only lacked the tom and tradition, and who through herself, center to circumference with a mass of opportunity of becoming traitors and, there- her descendents and her aristocratic flunstruggling humanity; every business place by, luckily became "patriots;" and he will kies is adding enormously to the burdens is transformed into a haven of rest, a lunch refer with enthusiasm to sundry "heroes" of the English taxpayer, without giving him



Importers, Jobbers and Retailers of

OOKS

Stationery & Sundries,

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and hear Prof. Flunker paralyze King George by thundering the Declaration of JOHN E. KENNING & Obs. Grand Rapids.

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WALES - GOODYEAR

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Write for fall Prices and Discounts.

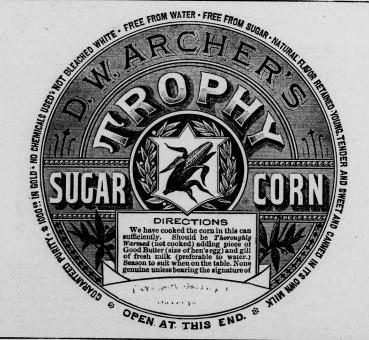
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HESTER & FOX,

SAW And Crist Mill Machinery



Planers, Matchers, Moulders and all kinds of Wood-Working Machinery, Saws, Belting and Oils.

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

GEO. E. HOWES.

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Apples, Potatoes 2 Onions. SPECIALTIES:

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SUPERIOR.

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FAVORITE BRANI With Grocers.

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BOOTS SHOES

BOSTON RUBBER SHOE CO.

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It loosens and separates the dirt without injur-

## DON'T BE A SLAVE

To prejudice, but save money, time, labor, strength and clothes by using

JAXON ANTI-WASHBOARD SOAP.

ng the fabric, instead of eating up the dirt and thereby rotting the cloth. Don't be put off with something claimed to be "just as good," but insist on having the genuine and prove for yourself the advantages of this soap.

# SPRING & COMPANY.

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# DRY GOODS,

Hosiery, Carpets, Etc. 6 and 8 Monroe St., Grand Rapids.

## W. Steele Packing & Provision Co., Grand Rapids, Mich.

WHOLESALE DEALERS IN

Fresh and Salt Beef,

Fresh and Salt Pork, Pork Loins, Dry Salt Pork,

Hams, Shoulders, Bacon, Boneless Ham,

Sausage of all Kinds, Dried Beef for Slicing.

LARD, Strictly Pure and Warranted, in tierces, barrels, one-half barrels, 50 pound cans, 20 pound cans, 3, 5 and 10 pound pails.

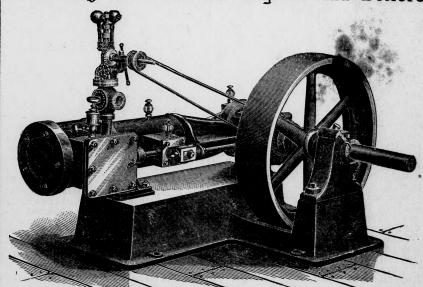
Pickled Pigs' Feet, Tripe, Etc.

Our prices for first-class goods are very low and all goods are warrants in every instance.

When in Grand Rapids give us a call and look over our establishment Write us for prices.

## W. C. DENISOI

Stationary and Portable Engines and Boilers,



Vertical, Horizontal, Hoisting and Marine Engines. Steam Pumps, Blowers and Ex haust Fans. SAW MILLS, any Size or Capacity Wanted. Estimates Given on Complete Outfits

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## AMOS S. MUSSELMAN & GO.,

Wholesale Grocers,

21 & 23 SOUTH IONIA ST.,

GRAND RAPIDS, MICH.

MICHIGAN

MANUFACTURERS OF THE JUSTLY CELEBRATED

Amity street. It was a long, low building, the store being on the first floor, while in the second story was a sort of drownded. As it wuz, the doctors an' the public hall for rent to peripatetic negro-minstrel troups, jubilee singers, and tran-scendental debating societies. Baxter's store was what is called a general store—sowas what is called a general stole acalled, presumedly, because it is generally business with him until they had can business with him until they had can called, presumedly, because it is generally business with him until they had can called a general business with him called a general business with him called a general business with him called a general business with h down to patent clothes-pins and from wintergreen lozenges up to real ostrich-feather fans. Baxter himself was a typical Yankee—tall, hulking, lantern-jawed and garrulous. He was so thrifty that he had his clothes made at home and his wife always cut his hair. He was so thrifty that if he had been wrecked on a desert lwas prepared to go my way and pursue.

Telfer's ¼ b, cans, 6 doz in three mortal days Lute shed that stewed fruit. But the first words he sez when he case. Telfer's ½ b cans, 3 doz in three mortal days Lute shed that stewed fruit. But the first words he sez when he case. "Now, all this time," says Mr. Russell, "Telfer's ½ b cans, 3 doz in three mortal days Lute shed that stewed fruit. But the first words he sez when he case. "Now, all this time," says Mr. Russell, "Telfer's ½ b cans, 3 doz in three mortal days Lute shed that stewed fruit. But the first words he sez when he case. "Now, all this time," says Mr. Russell, "Case. "Telfer's ½ b cans, 3 doz in three mortal days Lute shed that stewed fruit. But the first words he sez when he case. "Now, all this time," says Mr. Russell, "Case. "Telfer's ½ b cans, 3 doz in three mortal days Lute shed that stewed fruit. But the first words he sez when he come to wuz, 'Please to pass them pears.'

"Now, all this time," says Mr. Russell, "Case. "Telfer's ½ b cans, 6 doz in three mortal days Lute shed that stewed fruit. But the first words he sez when he come to wuz, 'Please to pass them pears.'

"Is case. "Telfer's ½ b cans, 3 doz in three mortal days Lute shed that stewed fruit. But the first words he sez when he come to wuz, 'Please to pass them pears.'

"Is case. "Telfer's ½ b cans, 3 doz in three mortal days Lute shed that stewed fruit. But the first words he sez when he come to wuz, 'Please to pass them pears.'

"Is case. "Telfer's ½ b cans, 3 doz in three mortal days Lute shed that stewed that stewed fruit. But the first words he sez when he case."

Telfer's ½ b cans, 3 doz in three mortal days Lute shed that stewed three mortal days Lute shed that stewe that if he had been wrecked on a desert island he would have swum ashore in two weeks with his pockets full of \$20 gold pieces. When a fellow got through dealing with Baxter he felt pretty much as if he'd been run through a sieve.

"Well, when I walked into the store that morning I was, as I have said, in considerable of a hurry. I had made up mind to order the smoked salmon and get to my train just as fast as I could. nobody in the front part of the store, so I walked back a ways. Mr. Baxter

was nailing a cod-fish to a board.

"Oh, good mornin', Mister Russell,' says
he. 'We've got anuther uv them fine mornin's this mornin'. Does beat all what fine weather we've been havin' this summer.

Wuz tellin' my wife yesterday that I hadn't
known such weather in thirty years—not sense the Lyman buys wuz drownded in the East river. Always knew they'd come to East river. Always knew they'd come to some bad end, but they'd never have drownded if they'd stuck to the drownded if they'd stuck to the reg'lar swin min' hole. Soms folks is never willin' to let well enough alone, but has to be flyin' in the face uv Providence, which is not only foolish but wicked.'

'Yes, that is true, Mr. Baxter,' says I; but have on any smoked salmon to-day?

"Smoot sahmon? he repeated, thoughtfully.

can accommodate ye. Let me can accommodate ye. Let me on the shelf next to the calico have a place for everything erything in its place; then I re to put my hands on it in a know minit. nuthin you, Mr. Russell, there's er—I don't care whether a a store or a race-track— order. Mother taught me that lesson when I wuz a boy up in New Hampshire. I guess she wuz, perhaps, the smart-est woman that ever lived; somehow or doughnuts and pies nowadays that you used to get when my mother was livin'. Waal, now, it's funny I can't lay my hands on that stroted shom! Likely as not that boy Render hald it away somewhere. Never did to a shiftless boy in all my born days; to no good to talk to him—he keeps the on with his Jim Crow business just the same. Miss Perkins—one of the Perkins sisters—lives down next to the Hobart place—wuz in here next to the Hobart place—wuz in here with the undertaker Bill wuz a corpse." t'other day day an' ordered an ounce of Lem Higgins, the bass singer, come runnin' down the road f'r Dock Smith. 'Sakes alive, Lem,' sez the Dock, 'what ails you?' There ain't nothin' the matter with me," to the meetin' house.' 'Jest wait a minnit, till I git my medicine chest sez the Dock. We don't want no medicine,' sez Lem. 'Ef

we're goin' to save her life all we need is perfeshional skill an' a tack hammer. "Now, this was all very amusing, but it had nothing to do with smoked salmon, nor did it facilitate my catching the 10:15 train

"Mr. Baxter,' says I, 'I'm sorry you haven't any smoked salmon—'
"'Hold on a minnit,' says he, interrupting me; 'I'll find out where Reuben out it.' And then he called, 'Reuben!' 'Reuben!' several times in a shrill, rasping voice, and wound up with a 'Gol durn your picter, why don't you answer when I call ye!

"Yes, sir,' says Reuben at last, from a far corner in the back end of the store. 'Where did you put that 'ere smoked

"The smoked sahmon?"

"Yes, sir, the smoked sahmon!"

"Why, there ain't none." "'Ye don't mean to say that we've run out of smoked sahmon! Does beat all that never kin learn that boy nothin'. Told him time an' again, when he saw we wuz running out uv anything, he must let me mow, soze I c'u'd order some more from Bost'n. Waal, neow, darned if I ain't sorry, Mr. Russell, f'r I know jest how disappointed folks is when they make up their minds f'r smoked sahmon an' can't git any.

It's jest like tearin' the heart out or losin' a favorite cat or havin' some other great, crushin' sorrer. Why, I recollect that one time old Squire Holbrook come into the store

GEO. C. PIERC nd sez he, 'Hiram'—he wuz one of the n, an' he always called me Hiran "Hiram,' sez he, 'hev you got any dried beef?" 'Squire Holbrook,' sez I, 'we hev run out of dried beef, but I can let you hev some damask towelin' at a surprisin' low figger.' 'No, Hiram,' sez he, kinder sadly, 'no towelin' to-day. I had got my heart sort uv sot on dried beef.' He moved off like he was in a dream an' next mornin' he wuz found dead in his bed. Dock Smith said it wuz heart disease, but I have always suspicioned that his heart wuzn't so much

diseased as it wuz broke.'

"Then Baxter entered upon a diffuse blographical sketch of Squire Holbrook, and when he had got along down to about the fifty-second consecutive year of the squire's mundane career he was minded of the squire's half-brother, Israel Warner. I then learned that Baxter was intimately ac-

quainted with the minute details of Israel's life, from the time that he ran away to sea up to the naturally subsequent date of his suffering death at the hands of Feejee can-THE TALKATIVE GROCER.

How He Monopolized the Attention of an Actor.

Eugene Field in Chicago News.

"One day, when I was living at Concord, N. H.," says Mr. Sol Smith Russell, "I started away from the house to catch the 10:15 train for Boston. I was somewhat stinted for time, because if I didn't catch the 10:15 train I couldn't get another train for Boston until 2:28 in the afternoon. It "An' speakin' uv eatin', said Baxter,

"'An' speakin' uv eatin',' said Baxter, now 10:03. Just as I stood on the 'remin's me of Lute Haskell, the biggest front stoop I heard my wife calling to me.

What is it, Allie,' says I. 'I wish you
would drop into Baxter's,' says she, 'and
ask him to send up some smoked salmon
for tea.' 'Of course I will,' says I, for it there is one viand that I prize above another it is smoked salmon. I love to eat smoked salmon for tea—and then do business with the water-pitcher for the rest of the night.

"Baxter kept a store in a brown frame building at the express of Emerson avenue."

"Baxter kept a store in a brown frame that bittle my stewed rease."

"Baxter kept a store in a brown frame that bittle my stewed rease."

"Baxter kept a store in a brown frame that bittle my stewed rease."

"Baxter kept a store in a brown frame that bittle my stewed rease." that kittle uv stewed pears, and there he wallered till his mother discovered him an' fished him out-durned lucky he wasn't women folks had to work over him three days afore they fetched him out of his unconscious condition. They rolled him an' kneaded afore they fetched him out of his unconscious condition. They rolled him an' kneaded him an' stood him on his head an' kep' doin' business with him until they had em'tied more'n three gallons uv stewed pears out uv his mouth an' ears and nose. Yes, for the state of the state of

> ing my vitality.
> "I had worked my way pretty well toward the door and was nervously thrumming on a jar of pickled peaches that stood on the counter. If Baxter had had any delicacy of observation he would have seen how anxious I was to get away.

smoked salmon. I might have left the store abruptly—I might have torn myself

rudely away-but I did not wish to offend

I liked him—yes, I really liked him, in

spite of the circumstance that he was sap-

He was a well-meaning man and

Baxter

"'Durned good peaches in that jar,' said he. 'Growed'em myself. No spiders nor lizards nor snakes in them peaches like there is in the peaches they bring from Californy. Mr. Emerson wuz out in Cali-forny last summer an' when he come back he told us that the country was greatly overestimated. 'But, Mr. Emerson,' sez I, 'the geographiers tell us that fur scenery and climate the Pacific slope is unekaled.' 'My friend,' sez the sage, sadly, and shakin' his finger as he used to when about to inculcate a great moral truth, 'my friend, wot is climate without philosophy or scenery without pie?'

"'Well, I must be going,' said I, and I made another move toward the door.

"'May be you'll find some smoked sahmon round to Mr. Ridgely's under the tah-vern,' said Baxter. 'Ridgely did use to keep smoked sahmon, an' now that I come to think of it the Widow Eastman's girl wuz tellin' me only a day or two ago that she got some smoked sahmon there not long ago. Didn't like it none too well; had angleworms and moths in it—leastwise that's what the girl said, but there's no deother wimmin nowadays haven't got the pendin' on what folks say nowadays, there faculty she had—you don't get no such doughnuts and ples nowadays that you There wuz Bill Newton—Lytn' Bill

cloves to take to choir meetin'; darned if Mr. Russell, "the setting sun flooded my that fool boy didn't do up a paper uv tacks for her. That evenin' 'bout nine o'clock My wife was surprised to see me back from My wife was surprised to see me back from Boston so soon. 'To, Alice,' said I, 'I've not been to Boston. I missed both trains. I was too busy to go—busy with Mr. Baxter. Within the last eight hours I have been all around the world two or three times, and up an down the shadowy aisles of ancient history. I know everything now, and all about everybody and everywhere—Baxter has had me for eight hours.'
"Sol Smith Russell,' she cried, are you

crazy? " 'No. Alice dear,' said I, 'not crazy, but weary-oh, so weary."

"Now, what do you suppose Alice did She sympathized with me? She took me to her arms, soothed my aching head, and refreshed my arid heart? No, not much

"She pierced my very marrow with the aspect of a basilisk, and, in a tone that would have instantaneously congealed scalding water, she said: 'If that isn't just like a man! There you've been hanging around Baxter's store all day and you've forgotten all about that smoked salmon!"

Grocers wanting good cheese should order from I. B. Smith & Sooy, proprietors of the Wayland Cheese Factory, Wayland. Satisfaction guaranteed.

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GEO. C. PIERCE, Vice President.

CAPITAL, - - - \$300,000.

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GRAHAM ROYS. - Grand Rapids, Mich

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FLAVORING EXTRACTS 14s, 4 doz case 45 14s. 2 " " 90 1s, 1 " " 1 60 red Lemon. Valina.

per gross.
h 2 oz ... 7 20 9 60
3 oz ... 9 00 12 00
4 oz ... 12 00 15 00
6 oz ... 18 00 24 00 FARINACEOUS GOODS.
Farina, 100 lb. kegs.....
Hominy, \$\partial \text{bbl}.....
Macaroni, dom 12 lb. box... imported...10

Runkle Bros'.. Vien. Sweet
" Premium..
" Hom-Çocoa a, fl'k or p'rl.. , cracked..... Tapioca, fi'k or p'rl. (
Wheat, cracked. (
Vermicelli, import... (
"domestic... (
MATCHES.
G. H. No. 8, square... (
G. H. No. 200, parlor... (
G. H. No. 300, parlor... (
G. H. No. 7, round COCOANUT s and 1/28. 1s in tin pails. 

BROOMS.

COFFEE-GREEN MOLASSES. 

Rio, common...........14@15
To ascertain cost of roasted coffee, add ½c per b. for roast ing and 15 per cent. for shrink OATMEAL Barrels...... Half barrels..... COFFEES-PACKAGE. 30 lbs 60 lbs 100 lb OATS-ROLLED. Half barrels..... PICKLES. Small, bbl... ⅓ bbl ... RICE.

Avorica
McLaughlin's XXXX
COFFEES-50 LB. BAGS.
Arbuckle's Avorica.
Quaker City...
Best Rio...
Prime Maricabo... CORDAGE. 60 foot Jute ..... .. CRACKERS. Pocket, F F D.... amily Butter.

SPICES-WHOLE.

white.28

Mace Batavia.....
Nutmegs, fancy.....

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Cayenne...

Pepper, Cinnamon Allspice Cloves

STARCH.

SUGARS.

Cut Loaf.....

28 Pocket ..... 100 3 to pockets. Ashton,4 bu. bags..... Higgins' bu. bags..... American, ½ bu. bags... Rock, bushels.... Warsaw, bu. bags..... CANNED FISH. London Relish, 2 doz ... SOAP. Dingman, 100 bars.

CANNED FRUITS. Apples, gallons, stand... Blackberries, stand.....

Cherries, red standard. g Plums, stand... boseberries 95
rapes 95
rapes 95
rapes 95
eaches, all yellow, stand 2 65
eaches, seconds 2 25
eaches, pie 1 60@1 65
Pepper, Singapore black white

CANNED VEGETABLES. 

DRIED FRUITS

TEAS. Japan ordinary .. Japan fair to good....
Japan fine....
Japan dust.... VINEGAR. VINEGAR.

30 gr. 40 gr. 50 gr.

9½ 11½ 13

Above are the prices fixed by the pool. Manufacturer outside the pool usually selections of the pool of at same the prices of the pool of at same the pool of at sa MISCELLANEOUS. Bath Brick imported .....90 do American .....75 Camphor, oz., 2 lb boxes. Extract Coffee, V. C.... do Felix ... Richardson's No. 9 sq..... Richardson's No. 7¼, rnd. Richardson's No. 7 rnd. do Felix .... Fire Crackers, per box... Gum, Rubber 100 lumps... Gum, Rubber 200 lumps... 

Standard, 25 b boxes. Twist, do Cut Loaf do MIXED. Royal, 25 D pails 81/2022 Royal, 200 D bbls 81/2022 Extra, 25 D pails 10 Extra, 200 D bbls 81/2022

French Cream, 25 10 pails... Cut loaf, 25 10 cases... Broken, 25 10 pails..... Broken, 200 10 bbls.... FANCY-IN 5 TO BOXES. .514@514 fottoes ...... Fream Bar.....

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FRUITS. Oranges, Rodi..... Oranges, OO..... Oranges, Imperials...
Oranges Valencia ca.
Lemons, choice....
Lemons, fancy.....
Figs, layers, new....

Pepper, Singapore, plack...181/2 and Saigon.25 Almonds, Tarragona (217)
"Ivaca..... (216)
"California 13(214) " Sicily..... French.... Pecans, Texas, H. P. Cocoanuts, \$100.... Prime Red, raw \$ 10 Choice do do
Fancy H.P. do do
Choice White, Va.do
Fancy H P., Va do
H. P. Va.....

> F. J. Dettenthaler quotes follows: OYSTERS. Fairhaven Counts..... FRESH FISH. Rock bass..... Duck-bill pike. Crout ......... Whitefish...... Frogs' Legs ..... FRESH MEATS.

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ear back, short cut.....andard clear, short cut, best..... ried Beef, extra.....ham prices..... DRY SALT MEATS. 

30 and 50 th Tubs D Pails, 20 in a case..... 10 b Pails, 6 in a case
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Extra Mess, warranted 200 bs...

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SAUSAGE-FRESH AND SMOKED.

HIDES, PELTS AND FURS.

Fine washed \$ b 18@20 Coarse washed ... 18@20 Medium ... 20@22 Unwashed ... 12@16 Miscellaneous.

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Cider—10c per gal. Cooperage—Pork barrels, \$1.25; produce bar-els, 25c.

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POTATOES

We give prompt personal attention to the sale of POTATOES, APPLES, BEANS

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I have facilities for handling each line abo

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MAGIC COFFEE ROASTER

The most practical hand Roaster in the world. Thousands in use—giving satisfaction. They are simple durable and economical. No grocer should be without one. Roasts coffee and pea-nuts to preserve the same pears to preserve the pears to preserve the same pears to preserve the pears to preserve the pears to preserve the pears to preserve the pears to pre

send for circulars

150 Long St.

Oranges, Lemons, Bananas, Butter, Eggs

FELSENTHAL, GROSS & MILLER, Bankers

advances on Car Lots when desired.

Reference

and Egg Crates.

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MISCELLANEOUS.
Sheep pelts, short shearing....
Sheep pelts, old wool estimated...
[allow....

Blood Sausage............ n half barrels ..

Freen ... # 15 4 6 4½ Calf skins, green or cured ... 5 6 6 Calf skins, green or cured ... 5 6 6 Deacon skins, price ... 10 220

Asparagus—30c per doz.

Beans—Hand-picked mediums are very scarce, readily commanding \$2.25 per bu.

Beets—New, 25c per doz.

Butter—The market is well supplied. Large handlers pay 12@14c for choice, selling again at 15@16c.

Cabbages— Illinois stock readily commands

at 15@16c.
Cabbages—Illinois stock readily commands
55 per doz.
Oheese—Good stock is held at 8c, although
some brands are held at 8½ @ 8½c. The Adrian
jobbers have demoralized this market by quoting wholesale prices to the retail trade. The
indications for upward market are more favorable than they were a week ago, as the export trade continues exceptionally good.
Cider—10c per gal. CANDY, FRUITS and NUTS Putnam & Brooks quote a

lā@li6.

Honey—In plentiful supply at 15@16c.

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Hand Made Creams. Plain Creams..... ecorated Creams.

Oats—White, 45c in small lots and 40c in car lots.

Rye—50c % bu.
Barley—Brewers pay \$1.30@\$1.40 % cwt.
Flour—Higher. Patent \$5.90 % bbl in sacks and \$6.10 in wood. Straight, \$4.90 % bbl. in sacks and \$5.10 in wood.

Meal—Bolted, \$3.60 % bbl.

Mill Feed—Screenings, \$16 % ton. Bran, \$13 % ton. Ships, \$14.00 % ton. Middlings, \$16 % ton. Corn and Oats, \$23 % ton.

facilities and watchful attention. Consign

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Read this Scheme.

\$11,550 Worth of Real Estate And personal property to be actually given away to purchasers of the celebrated

'Golden-Rod.' 'Presto' and 'Empress' Cigars in 1888. We have sold these goods for the past

ten years at the uniform price of \$55 per M. for "Golden-Rod!" \$35 per M. for the the "Presto" and \$30 for the "Empress" cigars, and shall continue to sell them at that price, thus charging nothing extra for the property we shall distrib-We have figured that by liberal advertis-

ing we can save the salaries and expenses of several men on the road and that the difference will pay for this property and the purchasers of the goods will get the direct enefit. Just look at this carefully and see a plain business proposition. We hand over to you direct the amount it would cost us to sell these goods in the ordinary way.

We will distribute this property in the following manner:

We will start an order book at this date reis, zec.
Cucumbers—30c per doz.
Dried Apples—Jobbers hold sun-dried at 7c
and evaporated at 9c.
Eggs—Jobbers now pay 13@14c and sell at 15@16c. with lines numbered from 1 to 3,000 and each order will be entered in the book in the order it is received at our office.

Every fifth order received will entitle the party ordering to a fine gold handled silk umbrella which will be sent with the goods.

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Plums—Tennessee, \$1.75 per crate.
Pop Corn—2½c \$\mathbb{T}\$.
Potatoes—Home grown are so poor that the season is about over. New, \$3 per bbl.
Seeds—Buckwheat is so scarce that almost any price is freely offered. Millet, \$1.50.
String Beans—\$1c per bu.
Strawberries—Home grown are in fair supply at 6@8c per qt.
Tomatoes—75c per ½ bu. case.
Turnips—25 per bu.
Wax Beans—\$1.50 per bu.
Wax Beans—\$1.50 per bu.
CRAINS AND MULING PRODUCTS Every 74th order received will entitle the party ordering to a clear title deed of a piece of real-estate. Either a building lot and water privilege, at a summer resort, a city lot in city of Sault Ste Marie, a house and lot in St. Ignace, or a farm of 160 acres. There are 39 lots of the real estate and 720 articles of personal property to go with 3,000 orders, an average of more than one Wheat-City millers pay 82c for Lancaster

An order will consist of ½ M. "Golden Rod" cigars at \$55 per M. or 1 M. "Presto" this amount from one party will be entered as two orders.

These cigars are not made of cheap material, like the ordinary scheme cigar, but are First-Class Goods, made as we have always made them, to hold trade,

The "Golden-Rod" is made from the finest imported Vuelta Havana, long filler, straight hand-made goods, without flavor, and as fine as anything made in the U.S. Sold at their market value, without regard to the property given away. The "Presto" cigar is a very nice imported scrap-cigar, gives universal satisfaction and sells in many places at 10c.

The summer resort lots are on the beautiful Lakeville Lake in Oakland Co. on the P. O. & P. A. R. R., a handsomer lake with netter fishing than Orion, six miles distant. Lots 40 feet by 80 rods with good lake front privilege, value \$50 each. The lots at the Soo are within 1/4 of a

mile of the water power canal. In the heart of the city, with houses all around them, 40x124 feet, valued at \$1,000 each. The house and lot at St. Ignace is in the third ward on Main street. House occupied by tenant, valued at \$1,000.

The farm is within two miles of Carp Lake Station, on the G. R. & I. R. R. Six miles from Mackinaw City, hardwood and cedar, good front on Carp Lake, seven acres inder cultivation, valued at \$3,200. Warrantee deeds of real estate will be

ent with the cigars, which come in proper order. When the property is all distributed, circulars will be sent to each purchaser of eigars, showing name and address of par- Produce.

some good property for nothing. You will get warranted goods, worth the price put on them. The value of the presents is not taken out of the goods.

Terms on cigars, 60 days to responsible

parties, or 5 per cent. off for cash. We give reference below as to our busi-

Citizens' National Bank, Romeo; First National Bank, Romeo Any business man in Romeo, and any wholesale tobacco house in Detroit, Chicago, Louisville and St. Louis.

Yours respectfully,

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The Derby is a new hotel with new furnishings throughout, Steam Heat, Elevator, and Bath Room on second floor, and is the same distance from Union Depot as other prominent notels.

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For Physicians' and Family Use. For Physicians' and Family Use.

This Battery has the advantage over any in the market in the following points of superiority: A Patent Hard Rubber, Removable Screw Top Cell (like a pocket linkstand), containing the Carbon and Zinc elements, can be carried in the pocket charged ready for use; water-tight, no leaking; for durability, compactness, and strength of current it excels all others. Two nickel-plate sponge electrodes with each battery. No small wire connections on bottom of this machine, as in all others, that rust easily and are difficult orepair. Sold by the trade. Price, \$10, and every Battery warranted. Send for Circular 49, giving special price to physicians for a sample battery prepaid. Address

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Butter, Eggs, Wool, Pota-toes, Beans, Dried Fruit,

Apples and all kinds of If you have any of the above goods to

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4 and 6 Eric St., GRAND BAPIDS

MICHIGAN TRADESMAN, Grand Rapids.

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At Star Island House, near Detroi Michigan State Pharmaceutical Ass'n.

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OBGANIED OCTOBER 9, 1884.
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Advanced-Nothing.

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um, German

ANILINE.

Juniperus .....Xanthoxylum .....

Copaiba .....

Terabin, Canada....
Tolutan ....
CORTEX.
Abies, Canadian...

Cassiae ..... Cinchona Flava.....

Euonymus atropurp
Myrica Cerifera, po.
Prunus Virgini.....
Quillaia, grd......
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Ulmus Po (Ground 12)

Glycyrrhiza Glabra...

Haematox, 15 lb box..

Carbonate Precip.... Citrate and Quinia...

Salvia officinalis, \( \)\( \)s and \( \)\( \)s.

Ura Ursi.

GUMMI.

Acacia, 1st picked...

2nd "

3rd "

Sifted sorts."

Aloe, Barb, (po. 60). 50@ "Cape, (po. 20)... @ "Socotri', (po. 60) @ Catechu, 1s, (½s, 14 ½s, 16)... @

bleached..... 25@ 33 bleached..... 25@ 30 eanth...... 30@ 75

HERBA-In ounce packages.

MAGNESIA.
Calcined, Pat...... 55@
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OLEUM. Anygdalae, Dulc.... 45@ 75
Amydalae, Amarae... 7 25@ 7 10 1

Avenutis 1 75@2 25 imonis 1 75@2 25 fentha Piper 2 25@3 3) fentha Verid 3 00@3 25 forthuae, gal 80@1 06 dyrcia, 3 6 50

Assafoetida, (po. 30).

Camphorae

nivelly.... Alx.

Citrate and Quintal Citrate Soluble... @ Ferrocyanidum Sol. @ Solut Chloride... @ Sulphate, com'l... 14@ pure.... @

FLORA.

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10@ 12

FERRUM.

Phosphorioum dil... Salicylicum ... Sulphuricum ... Tannicum ...

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Declined-Gum camphor, golden seal root, golden seal root po., linseed oil, turpentine

Senega .... Smilax, Officinalis, H

SEMEN.

Foenugreek, po....

Lini, grd, (bbl, 3)....

Phalaris Canarian... Rapa Sinapis, Albu.... Nigra

Grass sheeps' wool

carriage..... Hard for slate use... Yellow Reef, for slate

Accacia.
Zingiber
Ipecae.
Ferri Iod.
Auranti Cortes.
Rhei Arom.
Smilax Officinalis.
Co..

Senega. Scillae. " Co.

Tolutan
Prunus virg.

TINCTURES.
Aconitum Napellis R

Sanguinaria
Barosma
Cantharides
Capsieum
Cardamon

Auranti Cortex.....

Cassia Acutifol.

| 100 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150 | 150

SYRUPS.

Detroit Pharmaceutical Society.

President—J. W. Caldwell.
First Vice-President—F. W. R. Perry.
Second Vice-President—F. D. Stevens.
Secretary and Treasurer—B. W. Patterson.
Assistant Secretary and Treasurer—G. S. Purvis.
Annual Meeting—First Wednesday in June.
Regular Meetings—First Wednesday in each month Central Michigan Druggists' Associati President, J. W. Dunlop; Secretary, R. M. Mussell.

night, appears at my bed-side to reproach Berrien County Pharmaceutical Society resident, H. M. Dean; Secretary, Henry Kephart. Clinton County Druggists' Association. resident, A. O. Hunt; Secretary, A. S. Wallace. Charlevoix County Pharmaceutical Society President, H. W. Willard; Secretary, Geo. W. Crouter Ionia County Pharmaceutical Society, President, W. R. Cutler; Secretary, Geo. Gundrum. Jackson County Pharmaceutical Ass'n. President, C. B. Colwell; Secretary, C. E. Foote. Kalamazoo Pharmaceutical Association. President, D. O. Roberts; Secretary, D. McDonald. Iecosta County Pharmaceutical Society resident, C. H. Wagener; Secretary, A. H. Webber. Monroe County Pharmaceutical Society. resident, S. M. Sackett; Secretary, Julius Weiss. Muskegon County Druggists' Association President, E. C. Bond; Secretary Geo. L. LeFevre. Muskegon Drug Clerks' Association. sident, C. S. Koon; Secretary, Geo. L. LeFevre. Newaygo County Pharmaceutical Society. President, J. F. A. Raider; Secretary, A. G. Clark. term-a reliable man. Oceana County Pharmaceutical Society.
resident, F. W. Fincher; Secretary, Frank Cady. onth.

Saginaw County Pharmaceutical Society
unal Meeting—First Thursday evening in November.

President, Jay Smith; Secretary, D. E. Prall.

Capsici Fructus, af... Capsici Fructus, po... Capsici Fructus, B po Caryophyllus, (po. 25) Carmine, No. 40... Cera Alba, S. & F... Cera Flava...

cent
Creasotum
Creta, (bbl. 75).
Creta prep.
Creta, precip.
Creta Rubra.
Crocus
Cudbear
Cupri Sulph
Dextrine
Ether Suiph
Emery, all numbers.

Glue, Brown......Glue, White.....

lumulus lydrarg Chlor. Mite. lydrarg Chlor. Cor. lydrarg Ox. Rubrum

Pyrethrum, pv. 60@
Quassiae ... 8@
Quinia, S, P. & W. 50@
Rubia Tinctorum ... 12@
Saccharum Lactis pv
Salacin ... 340@3
Sanguis Draconis ... 40@
Santonine ... 40@

Sinapis.
Sinapis, opt.
Snuff, Maccaboy, Do.
Voes.
Snuff, Scotch, Do.
Voes.

OILS.

Whale, winter.
Lard, extra.
Lard, No. 1
Linseed, pure raw
Linseed, boiled
Neat's Foot, winter
strained.

Vermilion prime American
vermilion, English.
Green, Peninsular.
Lead, red.
white.
white, Span
Whiting, Gilders'.
White, Paris Amer'n
whiting, Paris Eng.
cliff.
Pioneer Prepared

Spirits Turpentine... 40

PAINTS Bbl

"I was employed in a large wholesale nd retail drug house in a large city. My prescription case, only as an alternate while others were off duty, yet I was considered fully as competent as any. Being rather the senior of all the other clerks, I took a pride in being at all times fully acquainted with every department and could, as a rule, place my hand upon any article wanted, without the aid of a light. The general arrangement of the stock was entrusted to me and my directions followed. The house was an old and very reliable one and few new-fangled innovations were permitted. Much as I desired the change, my employers would not allow the prescription case bottles to be re-labeled; although many of the old paper labels were badly worn and defaced. Although not the first on duty in the morning, I made it my business to be generally the last to lock the

THE APOTHECARY'S STORY.

ritten for THE TRADESMAN.

"It was about 10 o'clock one evening in autumn that I found myself alone in the the desired result, the matter was placed store. I was preparing to lock up for the in the hands of an inventor possessed of night—had just extinguished the gas and a exceptional scientific knowledge, and the small hand lamp standing upon a show case near the door cast its pale light across can be secured. the entrance. I stood for a moment glancing about to see if everything was in place, when two young ladies entered and one of them handed me a bit of paper, upon which was legibly written in a lady's hand two words, 'Powdered Ipecac.'

doors at night. This much by way of pre-

"'How much?' I asked. "'Oh, only a little,' was the reply, as she held out a five cent coin. 'The baby has a severe cold and grandma always gives it ipecac for lydrargyrum ..... @ 65 chthyocolla, Am ...1 25@1 50 that.

 Indigo
 75@1 00

 Iodine, Resubl
 4 00@4 10

 Iodoform
 @5 15

 Lupuline
 85@1 00

 "It was not, perhaps, just the right thing to do, and yet I had a druggist's right to ask questions, so I enquired how the powder was given, and if the family knew how | Nigra | 11@ 12 | SPIRITUS | Garag Iod | @ 27 | Garag Iod much to give at a dose. The replies being satisfactory, I begged the ladies to be seated and to excuse the light for a moment, as stepped to the case and, reaching for a bottle labelled 'Pulv. Ipec.,' took out with a spatula about one drachm of the powder, carefully folded and placed a printed bade me good night. I remember wondering who they were, as I was generally par-tially acquainted with our customers, while these were total strangers and I had not even inquired their names. I again stepped to the prescription case to put everything in its proper place for the night, and turned on the gas. As I did so, I was startled at @1 25 the sight of glistening white crystals lying week. Opium, morphia and quinine are upon the table, among a small quantity of very dull and unchanged in price. Oil pepthe powdered ipecac I had been dispensing. permint is steadily advancing. Gum cam-Hurriedly glancing at the bottle, which I phor has further declined. Golden seal had not replaced, the label seemed distinct, root and powdered have declined. Linseed except that at the end of the last word a oil is lower. Turpentine has declined. narrow patch of yellow paper revealed the fact of something having been erased or lost. In an instant I knew the label should have read 'Pulv. Ipec. Co.' and also remembered that a portion of that label had been partially worn off for a long time, and the innocent crystals of 'Potass. Sulph.' told their tale of powdered opium, intermingled in alarming proportions for an infant, whose age I was quite ignorant of. I had

2 dispensed Dover's powder instead of ipecac! "Fancy my feelings for the moment! First, they were of anger; secondly, of fear Spits Vini Rect. bbl. 22 35 (2.25) (2 shelf stood the other bottle, exactly the same in size, with its exactly similar label reading 'Pulv. Ipec.' and the first should have read 'Pulv. Ipec. Co.' or compound powder of ipecac, i. e. 'Dover's powder.' A later and better nomenclature makes a more distinct difference thus-'Pulv. Opii.

> "I slept little that night," said my friend, "and when I did it was to see ghostly babies held toward me by distracted mothers from every point of the compass. I reasoned that the powder contained such a large percentage of ipecac that if given in over doses it would be ejected from the stomach with most of the opium before any serious result would follow, and while the infant might not die, it might become 149 alarmingly ill, and a physician be called who would inquire into the case, and the large business of our house might suffer by

the accident.

hours, especially if they were strangers to me, and had special business with the pro-

"Yes," said my friend, I have either been "But as day after day passed I began to careful or fortunate—perhaps both—and no departed spirit, in the still watches of the feel relieved, and several months afterward judge of my surprise when one day the two me with carelessness or accuse me with its never-to-be-forgotten young ladies entered death. I am called a first-class, practical the store. I hastened to wait upon them in apothecary, having a more than ordinary person, and then to say that I recognized knowledge of chemistry, which it has taken them as the ladies who had purchased some years of hard study and experiment to ob- powdered ipecac for an infant one evening tain; for I am not a graduate of any school a long time ago, and I desired to inquire of pharmacy. Only once in my life was I if it produced a happy effect, as it was such so badly frightened that had I been alone an unusual way of administering the mediin the world I should most assuredly have cine?

left one of the best situations and have dis-"The features of the elder brightened as appeared so suddenly and entirely from she replied, 'Oh, yes, sir; a very happy effect that part of the country as to have baffled and mamma thought it must have been of skilled detectives to find me. But, 'all is superior quality. One dose only was given well that ends well.' To this day, my old the child and it slept almost immediately employers are ignorant of how near they and never awoke until 8 o'clock next morncame to losing-what they were pleased to ing. During its sleep it perspired as if it had been immersed in warm water. It appeared rather weak, but its cold was gone and no symptoms of it returned.' 'Tell main work, however, was not then at the your mother she must give a much smaller dose next time,' I ventured to say.

"'Oh. we spilled the balance of the medicine soon after, and were grieved to lose

"It is needless to say that I was not grieved because it was spilled, and at once changed the subject. The only moral is, no druggist can be too careful.

FRANK A. HOWIG.

Tea Dryers. An invention has recently been perfected in England which promises to bring about important changes, in the way of economy, in all classes of production where coal or wood is used for fuel. This is nothing other than an automatic device by which perfect combustion can be secured. apparatus owes its origin to the desire of English tea planters in Assam, India, to have made for them some device for drying tea which would not subject the latter to contamination by gas or smoke of any kind. The tea plant is exceedingly sensitive, and the least taint of gas or smoke will greatly depreciate its value. In order to produce result has been the construction of a piece of mechanism by which perfect combustion

### Why He Works.

Last evening a workingman with a din-ner pail in his hand came out of a little shop on Broadway and was accosted by a fellow-workingman with: "Why, Jim, you're working overtime now,

aren't you?"
"No," was the reply, "I'm not."

"Aren't you putting in more than eight hours a day? "Yes," was the answer.
"I thought eight hours was the union

schedule?" remarked the outsider. "Yes," said the workingman with the pail, "but you see I have just bought this shop, and thirteen hours is now my ordinary day's labor."

A bystander remarked that it made all the difference in the world whether a man worked for himself or for somebody else.

### State Board of Pharmacy.

At the meeting of the State Board of Pharmacy, held at the Star Island House, on Detroit river, last week, there were 104 gummed label upon it, and my visitors candidates for examination. Sessions were held on Friday afternoon and evening and Saturday morning and afternoon, when the applicants were informed that the announcethese were total strangers and I had not ment of those who were successful would even inquired their names. I again stepped be made the latter part of the present week.

### The Drug Market.

### VISITING BUYERS.

The following retail dealers have visited the market during the past week and placed orders with the various houses: De Kruif, Boone & Co, Zee- A C Barkley, Crosby C S Comstock, Pierse

De Kruif, Boone & Co, Zeeland

Mrs Meurbank, Spring Lke
St Alberts & Co, Ravenna
C W Shellinger, Rockford
L T Wilmarth, Rodney
Cowan & McLennan, Maricn
C W Shellinger, Rockford
A Globensky, Lakeview
N F Miller, Lisbon
A Blezzby, Kalkaska
M H Jenner, Howard City
E Medes, Coral
J T Pierson. Irving
A J White, Bass River
Cole & Chapel, Ada
T Van Enenaam, Zeeland
Jay Marlatt, Berlin
Conrad Bros, Otsego
Frank Friedrich
Brautigam Bros, No Dorr
Sidney Stark, Allendale
E E Hewitt, Rockford
Gas Begman, Bauer
John Kinney, Kinney
Gooding & Son, Lisbon
J L Thomas, Cannonsburg
J L Thomas, Cannonsoburg
J L Thomas, Cannonsoburg
J L Thomas, Cannonsoburg
J L Thomas, Cannonsoburg
J T Thursh, Sand Lakeview
A Westen City
L Warmstrong, Bowen's
A Deven, Rockford
A W Blain Puthon, Sand Lake
Carrington & North, Trent
Carr

A W Blain, Dutton
Haynes & Wadsworth,
Kalkaska
H Thompson, Canada Cnrs
A DeKruif, Zeeland
Carrington & North, Trent
L A Paine, Englishville
Geo P Stark, Cascade
Neal McMillen, Rockford
J E Thurkow, Morley
A V W ilson, Sand Lake
J N Wait, Hudsonville
A J White, Bass River
A Purchase, S Blendon
S T P Parrish, Grandville
F B Watkins, Hopkins Sta
F P Hopper, Middleville
R McKinnon, Kent City
John Farrowe, So Blendon
JL Purchase, Bauer
C H Smed & Co, New eRichmond C W Armstrong, Bowen's Mills F Purchase, 8 Blendon Mills F Purchase, 8 Blendon F C Stone, Cedar Springs C E Coburn, Pierson Spring & Lindley, Bailey John Farrowe, 80 Blendon J Wiseman, Nunica C F Sears, Rockford W W Peiree, Moline B Zaagman, Grand Haven Jas S Toland, Ross R G Smith, Wayland N Bouma, Fisher H Colby, Rockford SmcKitt & Co, Byron Centr John C Scott, Lowell W Narnoyan, Grand Haven Jas S Toland, Ross H Dalmon, Allendale N SMCKitt & Co, Byron Centr John C Scott, Lowell SMCKitt & Co, Byron Centr John C Scott, Lowell S Toland, Ross G Ten Hoor, Forest Grove E Young, Ravenna J C Benbow, Cannonsburg C H Deming, Dutton Herder & Lahuis, Zeeland T eachout & Rodel, White G M Hartwell, Cannonsbry G Ledeonia H Brownyard, Lake E S Botsford, Dorr

the

Sonnson & Selbert,
Caledonia

Ty

H Struik, Forest Grove
John Damstra, Gitchell
G S Putnam, Fruitport
E Hagadorn, Fife Lake
Watson & DeVolst, Cooper, Jamestown
J Coon, Rockford
G F Cook, Grove
H Baker, Drenthe
H Baker, Drenthe
U S Judson, Cannonsburg
F Cornell, Griswold
G M Huntley, Reno

H Cannonsburg
G M Huntley, Reno

"I listened several hours that night for the first sound of my door-bell, expecting to be summoned, and you may imagine how

Importers and Jobbers of

# AND DRUGGISTS' SUNDRIES.

DEALERS IN

## PATENT MEDICINES, PAINTS, OILS, VARNISHES.

WE ARE SOLE PROPRIETORS OF

## **WEATHERLY'S** MICHIGAN CATARRH

REMEDY

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 Purposes

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.

# & Perkins

Hazeltine

GRAND RAPIDS, MICH.

## READ! READ! READ! PIONEER PREPARED PAINTS

The ONLY Paint sold on a GUARANTEE. When two or more coats of our PIONEER.

PREPARED PAINT is applied as received in original packages, and if in three years it should crack or peel off, thus failing to give satisfaction, we agree to re-paint the building at our expense, with the best White Lead or such other paint as the owner may select. In case of complaint, prompt notice must be given to the dealer.

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

P.P.P. Brand for more than eight years and it is all the manufacturers claim for it. We sell it on a GUARANTEE. Hazeltine & Perkins Drug Co.

GENERAL AGENTS, GRAND RAPIDS, MICH.

## DECKHAM'S (ROUP 25 % & 50 REMEDY.

Peckham's Croup Remedy is prepared especially for children and is a safe and certain cure for Croups, Whooping Cough, Colds and all bronchial and pulmonary complaints of childhood. For attractive advertising matter address the proprietor, Dr. H. C. PECKHAM, Freeport, Mich. Trade supplied by wholesale druggists of Grand Rapids, Detroit and Chicago.

### VIC'S BED-BUC KILLER!

No Color, No Smell and No Damage to

Bed Clothes or Furniture. Retails for 25 cents for large package. Trade supplied through all wholesale drug-gists, or direct by the manufacturers.

ROUSSIN & CO.

Ludington,

CASH SALE CHECKS.

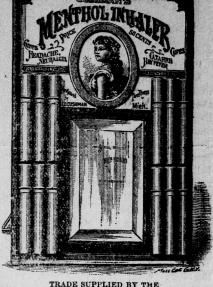
Michigan.

Encourage your trade to pay cash instead of running book accounts by using Cash Sale Checks. For sale at 50 cents per 100 by E. A. STOWE & BRO., Grand Rapids.

### STEAM LAUNDRY.

43 and 45 Kent Street. STANLEY N. ALLEN, Proprietor.

WE DO ONLY FIRST CLASS WORK AND USE NO CHEMICALS. Orders by mail and express promptly attended to.



## Hazeltine & Perkins Drug Co.

And the Wholesale Druggists of Det

Acme White Lead & Color Works, DETROIT.



Manufacturers of the Ce ebrated

ACME PREPARED PAINTS.

Which for Durability, Elasticity, Beauty and Economy are Absolutely Unsurpassed.

F. J. WURZBURG.

WHOLESALE AGENT,

Grand Rapids, - Mich.

CINSENC ROOT. PECK BROS., Wholesale Druggists GRAND, RAPIDS.

## RECOMMENDED BY EMINENT PHYSICIANS Reservated LIDUID A CONCENTRATED LIDUID A LT MALT & HOPS FOR SALE BY ALL DRUGGISTS

78 Congress St., West.

Detroit, Mich., April 9, 1888. cialty Dept. Ph. Best Brewing Co. specially bept. rn. Best brewing co..

GENTLEMEN—I duly received the case of your "Best" Tonic and have since had a great many in this institution. I must say that the beneficial effects on weak and debilitated patients have been most satisfactory, especially to those in a stage of recovery after severe sickness.

rany to those in a stage of recovery after severe sickness.

I write this thinking you might like to have my opinion on its merits. I certainly shall prescribe it in future, where the system requires building up, either from constitutional weakness or otherwise.

Yoars truly,
WM. GRAY, M. D.
Medical Sup't.

Midville, Geo., Feb. 24, 1888. pecialty Depart. Ph. Best Brewing Co.,

GENTLEMEN-I think the "Tonic" a splendid medicine for all forms of Dyspepsia and Indigestion. It is giving me great satisfactiou.

Very respectfully,

J. M. JOHNSON, M. D.

Yardley, Pa., March 18, 1888.

Ph. Best Brewing Co Dear Surs—I have given your "Malt Tonic" a trial in several cases of Enfeebled Digestion and General Debility, especially in the aged, where the whole system seems completely prostrated, with very satisfactory results. I have used many of the so-called "Malt Extracts," but believe your preparation to be superior. In the aged where the digestive functions are exhausted, and there is a loss of the nerve vital force, I found its action to be rapid and permanent.

ELIAS WILDMAN, M. D.

ELIAS WILDMAN, M. D. Work-House Hospital.

Blackwell's Island, Feb. 10, 1888.

Ph. Best Brewing Co.,

GENTLEMEN—As a matter of personal interest, I have used your "Best" Tonic in several cases of impaired nutritition. The results indicate that it is an agreeable and doubtless, highly efficacious remedy. I am,

Very truly yours,

E. W. FLEMING, M. D.

Troy, New York, January 26, 1888.

Specialty Depart. Ph. Best Brewing Co.,

DEAR SIRS—Your agent left me a sample of your liquid extract, Malt, and as I use much such in my practice, I thought to compare your product with some from another house I had on hand; and finding yours superior in the great essential, the palitable nutriant as well as in tonic stimulant properties, felt anxious to know about what it can be furnished the dispensing physician.

Yours truly.

E. JAY FISK, M. D.

East Genessee Street. Buffalo, N. Y., Feb. 17, 1888.

pecialty Depart. Ph. Best Brewing C GENTLEMEN-I have used the "Best" Tonic with most gratifying results in my case of dyspepsia. My case was a bad one, I had no appetite; headache in the morning; sour stomach; looking as though I had consumption, and after taking this tonic I never felt better in my life. I think it will cure a bad case of dyspepsia. You may recommend it for that case.

WM. O. JAEGER.

322 South Fifth Street.

Philadelphia, Feb. 4, 1888. a. Best Brewing Co., 28 College Place, N. Y., GENTLEMEN—I have tested the sample of "Concentrated Liquid Extract of Mait and Hops" you sent me, and find in my humble judgment that it is a very pure and safe article. I will not hesitate to recommend it in every case of debility where a Tonic of that kind is indicated.

Respectfully. E. H. Bell, M. D.

New Orleans, La., April 6, 1888.

cialty Depart. Ph. Brewing Co., Specialty Depart. Ph. Brewing Co.,
GENTLEMEN—Having tried your "Best"
Tonic to a great extent amongst my practice,
I will state in its behalf that I have had the
best results with nursing mothers who were
deficient in milk, increasing its fluids and secreting a more nourishing food for the infant,
also increasing the appetite and in every way
satisfactory for such cases.

Very respectfully,
D. BORNIO, M D.

For Sale By

# Drug Co., HAZELTINE & PERKINS DRUG CO.,

Grand Rapids,

Mich.

### The Michigan Tradesman.

"He is dying!" Death in any form and under any condition of circumstances is terrible, and the ove words came with a terrible and startling force to the ears of the traveling men eated in the office of the leading hotel of Just a moment before, they had been divided into groups, some talking base ball, some politics. Others were busied in reviewing the day's work. Now they gathered about the night clerk and stormed him with questions.

"I don't know who he is or where he mes from," was his reply. "He came here last night on a late train, registered as Wm. Jones and wrote a letter in the reading room. Was shown to his room, and he asked what time we had breakfast. When told he could have breakfast from 6:30 to 8, he said he didn't care to be called as he did not feel well but would get up in time

"Well-and now he is dying, you say?" asked one.

"Who is he, anyway?" queried another. "Better come up and see if any of you know him," answered the clerk.

A few of the bolder ones, who were not afraid of the sight of the workings of the Pale Angel, went with him to the room where lay the dying man. No one knev him. Alone he lay there in the small bed room, his breath coming with awful struggle in the last agony; no fond hand to ease the pillow of torture, no loved eye to watch fo his last word-only the strange faces of th curious, awe-struck crowd who stood pal and heart-sick at the sight of death. H was a man of nearly fifty years, with a goo countenance and of perfect physical form apparently in the flush of health.

"This morning, about 8:30," said th hotel clerk, "the chambermaid of the hall seeing no key in this room door and finding it locked, opened the door with her pass-key, and, on entering, the man arose in his bed. She apologized for the intrusion and he mumbled a few words. At ten o'clock, as he had not yet come down, I went to the room, opened the door and found him in an ous condition. We sent for medical aid, and they have worked over him all

day, but to no purpose."
"What did the doctor say was the mat-

"Morphine," laconically replied the clerk.
"Ah! Suicide!" (In a hushed voice).
"Yes, that's about it. In his pocket we found a letter (the one he wrote last night) apologizing to the proprietor of the hotel and asking that he be given decent burial. No name is to be found about him anywhere and no bottle, vial or paper of any kind."

"He is dead!" exclaimed one of the men who had stood by the bed. "Dead!"

To die in the midst of one's family is the best for which any of us can hope. To die is the common lot of all, but to die in the sight of strangers, a voluntary death, afar from home, from friends, from family! What was his romance? What was his misery? Time may unroll the scroll, and we may never know. Loss of home, loss of money, loss of loved ones? What awful event had nerved this poor clay to open the portals of the Beyond with his own hand?

JESSE LANGE.

### Are Safes Unsafe?

As the fact is proverbial that merchants have such big profits that they require big safes to hold them in, it may be as well to inform them that the safe purposes and promises of the safe are no longer safe:

At a recent meeting of the Liverpool section of the Society of Chemical Industry, Thomas Fletcher, F. C. S., explained the working of his new gas blow-pipe, and demonstrated the uncomfortable fact that a safe could now no longer be considered a safe. Instead of "jimmies," drills, chisels, and all the other tools and appliances of the burglar's art, Mr., Fletcher attacks the surface of chilled iron or steel, or whatever it may be, with a small glass blow-pipe of it may be, with a small glass blow-pipe of peculiar form. With this he melts a hole through a plate of iron one-quarter of an inch thick in a few seconds. Metal may be thus cut as easily as a chisel cuts its way thus cut as easily as a chisel cuts its way into wood. The apparatus can be carried in a hand-bag, and be made noiseless, although this latter improvement is fortunately costly. It is only a matter of time to melt a hole in any safe or strong room large enough to let in a man. There is some hope still, however, for it is suggested that an electric network can be so arranged that it will be impossible to bore into the safe without ringing a bell. If this can be done, what is the use of the safe? Why not dispense entirely with the ponderous safe, and rely on some electrical device that shall ring alarm bells and paralyze the burglar with a shock?

Use No Sugar on Oatmeal.

Use No Sugar on Oatmeal.

"Be careful how you eat oatmeal," said a doctor recently. "Oatmeal is a very healthy food if taken properly. No food is healthy if improperly used."

"How should it be eaten?"

"If oatmeal is eaten in excess of the needs of the body for proper nutrition it overloads and taxes the system. It must not be eaten partially cooked. Flour, corn meal, rice and other approved articles of wholesome diet are not healthy if half cooked. If an excess of sugar or other sweets is used it will disagree with many people, causing indigestion. If eaten with an excess of cream it will not be healthy for some persons whose stomachs are too delicate to stand a rich food. Oatmeal is a healthy food when not used for overfeeding, when sufficiently cooked and when not used with an excess of cream or sweets. Oatmeal should be eaten without any sweets, using a little butter, and seasoned with salt as the Scotch do."

Now is a good time to lay in a stock of ght reading for the lazy summer months. he following novels will prove easy of distion and at the same time interesting: Too curious," by Edward J. Goodman; Marvel," by "The Duchess"; "Daphne," by "Rita," and "Only the Governess," by Rosa Nouchette Carey, all published by the Carey of Philadelphia,

### TIME TABLES.

Grand Rapids & Indiana.		n
All Trains daily except Sundny.		
GOING NORTH.	Leaves.	
averse City & Mackinaw Ex9:05 a m	11:30 a m	
overse City Ex.	7:00 a m	
om Cincinnati	5:05 p m	
. Wayne and Mackinaw Ex 3:40 p m ginaw Express	7:20 a.m	
KINGA DEPLOSS		124 MAY 15 15 16 16

7:00 a. m. train has chair car to Traverse 11:30 a. m. train has chair car for Petosk

Michigan Central. Grand Rapids Division.

•	Detroit Express 6:45 a m
æ	Dow Fynnege 1:10 p m
	*Atlantic Express
7	Mixed 6:50 a m
	ARRIVE.
	*Pacific Express 6:00 a m
,	Mail
	Grand Rapids Express
	Mixed 5:30 p m
	*Daily. All other daily except Sunday. Sleeping cars
	run on Atlantic and Pacific Express trains to and from
1	Detroit. Parlor cars run on Day Express and Grand
	Rapids Express to and from Detroit. Direct connec-
	tions made at Detroit with all through trains East over
t	O. W. Ruggles, Gen'l Pass, and Ticket Agt., Chicago.
-	CHAS. H. NORRIS, Gen'l Agent.

n	Lake Shore & Michigan Southern.				
W	Kalamazoo Division.				
					ve.
1-	19	3	1	2	4
	pm	pm	a m	a m	p m
es	1:10	3:00	7:45	Dp Grand Rapids 9:45	6:10
	3:25	4.12	9:02	" Allegan 8:28	4:55
e	Frt	5.09	10.00	ArKalamazoo 7:10	3:52
	FILE	6.95	11.95	"White Pigeon	2:25
r	1727		***		
1	13.00	0.00	19.90	"Elkhart 4:45	1:e0
le	B. MILE	a m		D III	a m
		7:50	7.10	"Chicago	8:50
le				Cincago	
[e		pm	E.05	"Toledo11:25	10:00
Le				,101edo	
	All To the	a m		"Cleveland 7:15	5.45
d	80.00	1:35			p m
	24		a m	"Buffalo 1:00	11.40
1,		6:20	3:30	Bullalo	TT C
	Ti	ckets	for s	sale to all principal points in the	W.T.
	Mex	ico a	nd Ca	nada at Union Ticket Office, GEO.	** 11
ie	LIAD	ISON,	Agt.,	Depot Office, M. BOOTZ, Agt.	
ie	1000		A. J.	SMITH, Gen'l Trav. and Pass. Agt.,	
1				Cleveland, Ol	110.
l,	110				
				- 1 0 1/1	

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