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 his advantage to write or call on us. We have light expenses, and are able to sell lower than any other house representing first-class work. Second-hand safes always on hand.

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44 CANAL ST.,

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BELKNAP Wagon and Sleigh Co.

MANUFACTURERS OF Spring, Freight, Express, Lumber and Farm

WAGONS!

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

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

23 Special attention given to Repairing Painting and Lettering.

Shops on Front St., Grand Rapids, Mich.

BEWARE!

lous 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. 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 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 enough to be on debatable ground, is not 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 believe it send us a trial order. GEO. T. WARREN & Co.,

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BEST FAMILY. HEADLIGHT and

SOAPS are conceded by all to be the best soaps ever sold in Michigan.
Commendations are coming in daily. Send

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knowingly countenance or deal with any manufacturer who had to depend upon Extracts and Flavorings

JOBBERS OF

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Medium Clover, Mammoth Clover, Timothy, Alsike, Alfalfa, Hungarian,

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OR ANY KIND OF SEEDS SEND TO

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

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Staple and Fancy.

Overalls, Pants, Etc.,

OUR OWN MAKE. A Complete Line of Fancy Crockery§Fancy Woodenware

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

We are making a Middlings Purifier and Flour Dresser that will save you their cost at least three times each year.

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

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nd offer as inducements twenty years' ex perience and clear record. The best equip the best market in the West. Ample capi-THE TRADESMAN. Write us if you wish information, whether to buy or sell. It will cost you nothing.

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ANNUAL ADDRESS

Of President Hamilton at the Cheboygan Convention.

To the Members of the Michigan Busines

When the mountain climber pauses in his upward way, to note the progress he has made as well as to gird himself for the still greater effort yet to come, he looks down upon the traversed path with emotions widely differing from those which accompanied his first upward gaze. Then the way seemed all ascent, rugged, toilsome, difficult. Now he sees the brief climb preceding the level stretch of a smooth road bordered with cooling streams and bright-hued flowers. Cheered by the ever increas-ing ease and rapidity with which he moves and the varied scenery and wider outlook beneath, he passes lightly and hopefully forward in renewed purpose and with more

Thus we paused one year ago to note the progress in our efforts toward nobler attainments. We briefly recapitulated the work and its attendant pleasures; the evils overcome; the encouragements on every hand and the altitude gained. We suggested the demands and responsibility resting upon the membership and, with a hasty glance at the towering peaks above, we resolved on better work and so pushed on another year and scaled our second ledge. number of incorporated bodies have followed, we cannot deny that our growth has been of a most substantial and marked character, exceeding any previous record. The promptness with which the organizations responded to my suggestion in September last relating to the early securement of charters was not only gratifying but it denoted a popular want and an existing vitality in them, assuring permanency.

The opinions of the officers upon new organizations have been hermonius.

organizations have been harmonious. Of necessity, the reorganization by act of incorporation was a task, equal in importance and time consumed to the first formation. Then, the recognition of a posi-tive want on the part of business men was the only sound basis to organize upon, and until that was apparent there was no promise of long life; but, for the coming year, I should favor a stimulation of that want, a further dissemination of our principles and a more vigorous advance in local organzation, until our whole peninsula responds

to our annual calls. In referring to our financial or collection first, in bringing to us, through its direct agency, thousands of hard-earned dollars; in restraining the chronic debtor in his solicitation for credit and fostering in him a "pay-as-you-go" principle; third, in restoring greater confidence among dealers through their united efforts to eliminate those who would place the entire responsibility upon the debtor, we have as a result laws that leave a wide channel for roomand.

It is in the line of protection to home industries—the building up of a market at home for home products."

I cannot but feel that the building up of a market at home for home products."

able rights that the law is bound to respect, and any hasty or undue efforts to place a name upon the delinquent list should be midst of a critical period in trade affairs.

If there is one fault with our present system, it is that results are not as quickly attainable as we desire. We "lock the door after the horse has been stolen." I would, therefore, suggest the consideration of a B. M. A. Exchange for all moderately sized towns, under the supervision of a secretary or actuary, to whom and from whom any information can be furnished and recorded regarding the promptness and paying quality of any man, good or bad. Soon this office would be invaluable for an inquiry concerning a "newcomer" or of the advisability of a new account, would bring the desired information in the majority of cases. We should soon have recorded a valuable

our commercial transactions? Can we foresee a better time for the accomplishment of a work that will mark the greatest advance in commercial circles than when we ented by the bonds of a common in

only most happy but necessary. The success which has attended the larger efforts in our local bodies has been without precedent. The "annual holiday" has been followed by greater confidence, both within and without our circles. The Business Men's holiday has "come to stay" and the social banquet is worth too much to be overlooked. These holidays should become fixed factors in the busy man's career. He needs them, his employes need them, his mercantile and so-cial circumference is enlarged by them. This innovation should be perpetuated. One of the strongest features existing between the delegates here to-day is this bond of unity. It is of worth to you, therefore, to hold these meetings as often as possible. The key that will unlock the citadel of man's better nature is the social key.

Local officers bewail the small attendance upon the meetings. This apathetic tendency in all associations is to be deplored, especially under conditions where unity of action would produce results so beneficial. Better attendance should be stimulated in every way. Officers cannot relegate to oth-ers the duty of furthering the interest in the Aber year and some some yold hard wark, let us review our aims, principles, our accomplishments. Let us survey the situation, numerically, socially, industrially and commercially. In noting our progress during the year past, we shall observe that our growth in numbers has not been marked with that degree of vigor as observed in the year previous; but when observed in the year previous; but when observed in the year previous; but when observed in the organizations existing leaf, were unincorporated, largely resultant from this social contact. In many localities the long hours of busnessed with the degree of vigor as observed in the year previous; but when observed in the year previous. In many be advanced. If the membership, then, will respond, an untold amount of good may be accomplished, largely resultant from this social contact. In many localities the long hours of busnesses and the year previous in the year past, we shall observe that our previous in the year previous in the year past, we shall observe that the past year past year and year previous in the year past, we shall observe that the year previous in the year past, we shall observe that the year previous in the year previous in the year past, we shall observe that the year past year year. then when we consider that from these and nary business man's attendance upon any the more recent organizations our present thing outside of business. His home and his social and educational life are neglected through a long course of habit and a scram-ble for the dollar. Such voluntary servitude our Canadian brethren are dispelling through an aet of Parliament. This course we might deprecate, but I dare say the result will produce brighter homes and a better state of society. With a constant agitating of this subject, by a closer social union and a consequent enlargement of our deas, we may yet hope in the near future for time at the close of business hours for the enjoyment of home and society.

The results that have followed a union of interests in many towns have been noteworthy in the way of fostering and inducing the location of various plants.

While the results aimed at were in every case commendable, in a few cases the career has been foreshortened by moral or financial disaster. Such results have led in some cases to sweeping declarations against encouraging the location of any en-

terprise by small or large bonuses.

Such declarations seem to me hasty and In referring to our financial or collection to require modification. One of the prime system, it has served a most useful end in objects of our organization is the fostering the accomplishment of four purposes, viz: of enterprises and inducing them to locate with us. If they are worth nothing or promise failure, it would not be an act in harmony with good business principles to place one dollar before them; but if, on the other hand, an enterprise would bring a larger market for the farmer, better business for the merchant and show a reasonable promise of success, a response of some kind on the part of the business man would of credit, careless book-keeping and many kind on the part of the business man would other lax tendencies which are next-door be wise and the mest conservative should neighbors to poverty and crime; fourth, in awakening a recognition of a moral responsibility on the part of the creditor to make point are largely in accord with this view, Court of Appeals on the "Prize Goods" We cannot tell whence it came nor whither absolute refusals of credit. The beneficial and in this connection I quote the words of law—a law enacted within a year past proresults accruing from a wise use of this one of experience and observation that "a hibiting the giving of prizes, but reversed system will have a positive like good effect wise and judicious expenditure of money upon trader and people. Between the meanderings of legislators who would abol-

bility upon the debtor, we have as a result laws that leave a wide channel for rogues to escape. Our method for protection, if used aright, is both just and equitable. A debtor, however, like creditor, has inalienable rights that the law is bound to respect.

guarded against, as the consequences would Associations among the trade are viewed be prejudicial to the best interests of the by many on the outside with some distrust, be prejudicial to the best interests of the society: as no system will fulfill its highest service unless it is supplemented by the user's faithful adherence to its rules, neither will ours unless the creditor, the secretary or collector each persistently perform his duty. If, there are reasons why any one should recoil from a fulfillment of any one should recoil from a fulfillment of his duty in this regard, if there are vulnerable points in the system, they should here be presented and discussed upon this floor.

In connection with this collection department, I am of the opinion that as a proper safeguard against losses our efforts should be always in the direction to prevent them. If there is one fault with our present sys-

We recognize, however, a universal ten-dency without that conflicts with our best interests and is detrimental if indulged in by of necessity will be confined to the educa-our members. Competition is trying men's souls and pockets to such an extent that the public health is endangered by excessive souls and pockets to such an extent that many pocket their souls; and yet there has never been a time when trade honor was cherished so highly as to day. The demand of the hour is for a proper balancing power. The strain of competition has produced in some directions a powerful force and methods are being resorted to to the end of arbitrarily clutching exhorbitant profit from the necessaries of business and of life. While, on the other hand, through it trade is demoralized by non-business-like methods, incapacitated dealers, chronic inability and an insane desire to fell the growth of sound We should soon have recorded a valuable report of our patrons, more comprehensive than the modern Dun or Bradstreet. A course of this kind seems almost imperative to me, both as a protective and an educational feature. Such a plan should receive its due attention at this meeting.

Our present blanks have served a good end, but will need a careful revision. I shall, therefore, assume the responsibility of appointing a committee to take them under consideration and report any needed changes or additions thereto.

May we not, through this agitation, better the day for a closer cash relationship.

trader and people to higher standards, stronger than all the statute laws of Christ-endom and more to be desired. I wish all our associations could see the importance of this. It is a strong tie that will bind them together and commend them most heartly to the jobber and consumer and restrain the manufacturer of short weight, counts, measures, adulterations and prize goods. Our State body could do no better work than to devise a way and means of placing in the field an able man to visit our local in the field an able man to visit our local bodies and lecture upon these and other topics prominent in our work. Would not this plan place our work upon its second stage of growth and usefulness, equalled in result only by the product of our first reaping? Shall such a course be considered before the adjournment of this meeting? Before passing this, we cannot but note the marked progress of a higher trade idea, wherever associated effort is prominent, better goods are handled, broader confidence is established, business prospers, social feel-

ing is dominant.

The subjects that will at this time come before you for consideration are, as a rule, of direct concern to all business men. You not only represent twenty-five hundred members of this Association, but thousands of others, whose interests are identical with yours, and who will investigate your action here and pass judgement upon the merits of this Association. These topics demand your candid thought and careful investiga-

s established, business prospers, social feel-

First in importance will be the report of the officers, and here I will say that I ex-perience a decided pleasure and duty devolving upon me to make mention of the cordial responses from both officers and committees in the work assigned them. My support from all, and especially from our Secretary, has been most generous and happy, and as my official connection with them will neces-sarily cease at this time, I desire to say that the Association can make no mistake in again placing the organization in the hands of the remaining members. Time forbids my making especial mention of their work, much as I approve of it. Its importance will appear to you in due time.

Second in importance is the insurance problem. How shall we secure the best insurance on our property at the lowest minimum of cost? This is a matter of much importance to the business man, who has property imperiled by fire and water, as he has been, until lately, subject to arbitrary rates, imposed by a combination regardless, as it has at times seemed to us, of moral equity. This combine has been adjudged by the higher court illegal. We doubt not that in the future we shall reap the beneficial results accruing from the competitive prin ciple granted and in degree as we agitate this question by inviting other and possibly better means for an economical and safe assurance. We have cause to congratulate ourselves upon this recent solution of our difficulty and now I urge upon you the desirability of a proper enforcement of the freedom granted you and to co-operate upon looking toward lower and more equitable distinction in rates. Closely identified with the coming plan is the legislative work, for through this we must look for a special enactment favoring the organization of mutual companies as has been suggested, as by it we have witnessed the dethronement of an insurance monopoly, which in extent of growth was measured only by the supineness of the business man, and which dethronement points with unmistakable aim in the direction and scope of further legislation on like combinations. It has been reserved for business and

hibiting the giving of prizes, but reversed at the higher courts; also in Pennsylvania on the oleomargarine law; also in our own state a decision upon the peddler, as recorded in the Coldwater case, as well as many others—all marking a most important era in our work. While we should seek the enactment of no impracticable laws, we should invoke the aid of legislators in our behalf when our real interests are enhanced thereby. What the law has already given us we should in the same degree of energy seek to enforce. In this we have an illustration in the law relating to the peddler. An amendment to the State law should be formulated and urged upon the legislative bodies, compelling the peddler to assume his share of the public burden. I recom-mend that our Legislative Committee en-deavor to so amend our present law as to make it a matter of profit rather than duty for town officers to enforce the law already upon our statutes; this, like many another, s it now stands, is inoperative.

Our present food laws, perfect as they seem foremost in the land are rendered inoperative largely because there is no proper provision for enforcement. Such laws are weak too from the fact that public opinion is not ready to enforce them or to make proper provision for such. I have before made reference to adulterations, and in former addresses more minutely, but am still of the opinion that our efforts in general and poisonous adulterations on specific articles. Then there will be ready response and immediate action. I look forward to the time when our State law shall be complete. best interests.

best interests.

In incorporated villages and cities an ordinance should and can easily be secured which will prevent much of this itinerant merchandising, which is a detriment to the honest trader. The recent Coldwater decision should embolden any to undertake the task of regulating the peddler.

Our matters for legislation are in most excellent hands: the committee work, the

excellent hands; the committee work, the past year, has not been arduous; the coming year will bring added labor and I am confident that our interests will be vigorously ceive its due attention at this meeting.

Our present blanks have served a good end, but will need a careful revision. I shall, therefore, assume the responsibility of appointing a committee to take them under consideration and report any needed changes or additions thereto.

May we not, through this agitation, hasten the day for a closer cash relationship in trade alike ennobling in its influence upon dealer and consumer? Should not our efforts be guided with a strong hand and moral purpose in directing aright all

surround his fellowmen with safeguards against failure and places before them means to a better end. This Association should keep in view and lend such aid in a local way as will enhance the ease and wealth of those enumerated as working classes, remembering such aid will return ten-fold in better patrons—more respected citizens. I commend the able report to you and ask that you consider the desirability of stimulating the organizations of such Associations in your respective localities. A few changes in our State constitution

and by-laws seem to be advisable and most careful consideration should be given it to careful consideration should be given it to the end that it may serve us with the greatest degree of efficiency. I would also recommend that our local constitution as adopted at our last convention be changed, to conform more nearly to the recent adaptation by Traverse City and Kalamazoo. With these changes in view, I shall appoint a committee to take this work in hand and report at the convention. report at the convention.

One important matter for us to consider in this connection will be the per capita tax, as our income is derived largely from this source. One of two things confronts us: Some of our present and proposed work must be checked or our income must be increased. When we consider the trifling amount paid by each member, who receives in many cases one hundred fold in return; when we consider that for each onthly delinquent sheet any member would gladly pay double the small sum it costs and many would for no consideration be without it; when we consider the value of the State organization to each local body, its value to us here to-day, its power and the power it will be, the sum of twenty-five cents a year seems too small for the business man to expect so large a dividend from. The usefulness of this organization will be felt in proportion as money is wisely expended. An examination of the officers' reports will convince the most skeptical that only necessary expenditures, largely recommended at our last meeting, have been incurred. Our Treasurer's report will show a deficiency, which sum must be drawn from the coming year's income. This should not be. Each year we should have a small credit balance in the treasury and I urge that due consideration be given this by our Committee on Constitution and By-Laws and that a tax sufficient to meet the

necessary demands be imposed.

This Association should be cognizant of the fact that there is, and has been, a large amount of work done by the Secretary of this organization—personally and through our official paper—without cost to us; and, gentlemen, I desire that you take thought upon the value of The Tradesman to us. We receive, through this medium, tenfold more than what we give in return, and to this organ, and to this gentleman who so ably vindicates our rights, espouses our cause, puts money into our pockets and stands at the head in Michigan, New York, and Pennsylvania as an honest worker for

the cause of trade, we owe our support To conclude, gentlemen, I hold that in all great movements, as set forth in the records of historical advancement, men have never been found wanting to espouse a good cause. The intrinsic worth and per-petuity of an organization has not been dependent upon its rapid numerical growth. An organization, if it embodies the principles of progress, truth and justice is from its first inception a fixed factor in the world's development and destined to exert trade organizations to bring the light of a an influence on the lives of its members in heretofore concealed law from the highest proportion to their receptivity and respon-

> necessary and opportune instrumentalities for the development of a nobler manhood, a broader charity, a more catholic trust. The great strength of the nation is its commercial honor. The great hope of humanity is a broader fellowship. The joint action of men has been and is at all times conductive to the highest attainment in commercial, educational and social life.

> The evils that attend individual effort are dispelled by associated action. Glance for a moment at the present advantages of our commercial system—the code of honor in commercial circles; the force and tact of ousiness men in moulding and shaping op-portunities for direct and indirect benefits; e increased sense of honor between trader and consumer and the few and trifling in-felicities of to-day fade into insignificance.

Every nation, every class, every citizen must find a place in the world's affairs. Each must work out its own problem and stand upon its own foundation. With one, Each must work out its own stand upon its own foundation. With one, protection is firmament and horizon, with its illimitable aggression. We another it is illimitable aggression. We are slow to do our duty as citizens. Men rarely rise to opportunities that lead their callings to higher altitudes, but when the citizen has placed himself in harmony with citizen has placed himself in harmony with the best laws of citizenship—when an association has placed itself in its proper attitude and assumes the tasks and respon-sibilities pressed upon them, both are alike crowned with success and the world ap-plauds their efforts. We cannot, therefore, without the committal of a moral crime attempt to do otherwise than to regulate this well ordered plan of organization. Neither can we even after the first flash of enthusiastic adherance withdraw from the time when our State law shall be complete full acquiescence of a popular means for in its methods and the public alive to their the betterment of ourselves or our co-[CONCLUDED ON THIRD PAGE.]

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E. A. STOWE, Editor.

WEDNESDAY, AUGUST 8, 1888.

CUBAN ANNEXATION.

Cuban annexation again comes to the front through the medium of Ethan Allen, of New York. That gentleman revives the oft-repeated project of tacking this queen West Indies onto the American Union. It is not at all likely, however, that his letter to S. S. Cox, urging state negotiations with the Spanish authorities, will any more than raise a passing interest throughout the country. As much as we may doubt the wisdom of admitting this eral years, closed out his stock to his credisland into the galaxy of states, futurity itors last week, each receiving on an avermay see the feat accomplished, as geographically she is ours by right. At present, her race composition is as alien to our civilization and as foreign to our national character as are the dwellers of Madagascar. What would be the outcome of such a venturesome infusion of new blood into our civil polity? In land area and in population, Cuba crowds close upon Michigan. If this escurial dependency was now clothed with the privileges of American statehood, would not the introduction into Congress of her ten or eleven Representatives and two Senators create a political furor at the capital not equaled since 1860? The sedateness of the Senate would be shocked by the innovation of parliamentary usages imbibed in the Madrid Cortes, and in the House an appeal to the stiletto and dueling field might soon be made to maintain Cuban honor. These are possibilities which, in view of the warm Spanish temperament, would not be improbable of verification in the event of annexation. The sugar, cotton and tobacco interests of the island would certainly be highly beneficial to the Union, for they would be drawn into our domestic channels of trade, whereas England now monopolizes their export. But the financial benefit of inter-state commercial relations would be transcended by the elephant on our hands in the shape of two millions of alien population. When Cuba places a star in our national emblem, it will doubtless be after emerging from a series of initiatory degrees toward statehood provided for the exigencies of her case. Whether a term of territorial vassalage would pave the way there for an adoption of American ideas of educational enlightenment remains for the enthusiastic supporters of Cuban annexa-

UNNECESSARY TAXATION.

tion to solve.

For the fiscal year ending June 30, 1887, the grocers of the country collected from their customers a tax of \$723,948 and paid it to the Government on account of oleo margarine. For the year ending June 30. 1888, the levy was \$864,140, showing that the sales had increased over one-eighth. Ostensibly enacted for the purpose of reducing the consumption of bogus butter, it has saddled over \$1,500,000 of extra taxation on the people, with the Treasury already over-

With this experience staring them in the face, the House Committee on Agriculture proposes to levy a tax of 2 cents per pound on compound lard. There is pressing necessity for a fool-killer at Washington.

It is time the retail trade of Michigan put its foot down on the Standard Oil Co. for the outrageous manner in which it conducts its business. Notwithstanding the fact that the price of refined oil is out of all proportion to that of the crude article, the Standard monopoly now advances Water White oil 1/2 cent per gallon, while it reduces Michigan Test in the same amount. This is very generous on the part of the Standard people when it is remembered that but a small amount of the latter grade is sold at this season of the year. Now is the time to

A recent decision of the highest court of New Jersey is a "scorcher" on the "union label." The court holds that the label is T. H. Eaton & Son, wholesale dye dealers, worthless and that any manufacturer, whether he is an employer of union labor or not, can use it without being liable.

How to Get Success.

From the Chicago Tribun Senator Farwell tells a little story about the time he came into Chicago from the country looking for a job. He wanted work and wanted it badly, as he was anxious to get at the business of making a fortune. His first job was in the county clerk's office, where he earned about \$30 a month.
"But I never lost courage," says the Senator. "The first day I was in the town, and when I was running around looking for a job, I came to a door leading into a man's office and stopped there. I said to myself that it was of no use to go in there and look for a job; that it would be the old story over again. Then I happened to look at the door for a second time, and I saw that it was marked.

That settled it," concluded the Senator; at word was a whole sermon to me. I

AMONG THE TRADE.

Lyman E. Patten, late of the firm of Patten & Sessions, has purchased the bakery siness of A. Bradford.

John B. White has retired from the lumer firm of A. L. Hatch & Co. Mr. Hatch affording increased facilities to the busine will continue the business under his own

ery store near the corner of Indiana and Jackson streets. I. M. Clark & Son fur-

J. I. Zerkle & Co. have purchased the drug stock of Levi J. Kimball at 245 South Division street and will continue the business under that style.

dame have formed a copartnership under the style of H. J. Vinkemulder & Co. to chattel mortgage for \$800 on the drug stock engage in the grocery business at 447 South of D. W. Higgins & Co. On July 27, being Division street.

Charles Godbold, who has carried on a boot and shoe business at Lakeview for sevage about 50 cents on the dollar.

Geo. E. Pantlind has sold his interest in the firm of Geo. E. Pantlind & Co., manufacturers of shingles and dealers in lumber, to his partner, John A. B. Mead, who will continue the business. Mr. Pantlind will re-engage in the same business on his own account in a short time.

AROUND THE STATE.

Evart-I. Kositchek & Bro. have opened new clothing store.

general trade at this place.

Lakeview-C. Vining has drug stock of T. F. Rogers.

crockery stock of J. H. Wortley. Kalamazoo-M. Van Duine has bought

the grocery stock of Geo. H. Bradt. Charlotte-Z. E. Call has re-purchased the grocery stock of Owen & Barnes.

Three Rivers—The Three Rivers Road N. H. Beebe. Cart Co. has been closed on attachment.

Three Rivers-H. E. Hartman's grocery tore has been closed on chattel mortgage. St. Louis-M. De Pue has purchased the second-hand goods business of E. M. John-

Muskegon-C. Peterson has bought James Hudson's feed store and will continue the

Englishville-L. A. Paine has sold his general stock to Ezra Brown, who will continue the business.

Reed City-A. E. Rupert has retired from the firm of E. A. Rupert & Co., dealers in fruit and confectionery.

East Holland-H. Schepers has sold his general stock to Thomas Huizinga, who will continue the business.

Fowlerville-D. E. Hopkins has purchased the interest of his partner in the grocery business of Green & Hopkins. Scottville-Dr. E. P. Thomas has bought the drug business of Higgins & Co., and

will continue business at the old stand. Lake Odessa-Chas. Glasgow will close out his grocery stock, devoting his entire attention to his dry goods and clothing bus-

Coldwater-C. W. Declute has assigned his grocery stock and meat market to L. W. Lee. Several creditors are secured by chattel mortgage.

Mancelona-C. E. Blakeley has added a grocery stock to his drug business. W. J. Quan & Co. furnished the stock, F. H. Lester placing the order.

Evart-E. B. Farrar has purchased the interest of M. E. Parkinson in the hardware firm of Stevens & Parkinson. The new firm will be known as Stevens &

Farrar. Reed City-Baker & Norman, dealers in crockery and bazaar goods, have dissolved. Mr. Baker retiring to go to Alpena. The business will be continued by the remain-

ing partner. Hart-Chris. Adams has sold his grocery stock to his former partner, Chas. Rollins, who has exchanged it with Holling & Smith for their evaporator. Mr. Rollins will run the evaporator to its full capacity. The stock of goods will be taken away.

STRAY PACTS Climax-A gentleman named Pond has

started a bank here. Detroit-T. H. Eaton, Sr., of the firm of is dead.

Ironwood-Mullins Bros. advertise "Cradles, coffins, elegant pictures and a handsome clerk."

Milford—The Milford Cultivator Works has under advisement the removal of the plant to Marshall.

Manistee-N. W. Nelson has been ap-& Eaton, general dealers.

Port Austin-Ayers & Co.'s "company

store" building, which was built in 1864, recently burned to the ground. Midland-King, Hubbard & Heald have

merged their business into a stock company under the style of the Midland Land & tune to lose a horse by sudden death on his Timber Co. Moshierville-The latest phase of the

L. N. Tyler embarrassment is that Dr. Mallory for the value of the horse and a ing it one of the most complete hostelries Hawkins, of Jonesville, has bid it in on the justice awarded him \$100 and costs. in northern Michigan. Mr. McIntyre will mortgage sale. The other creditors are about \$20,000 short.

Reed City—Herbert T. Lonsbury, junior case to the Wexford Circuit Court, where it will be tried during the fall term. bury & Son, and a young man of bright promise and prospects, recently died of imption, after an illness of several the Wayls

Detroit-The Peninsular Savings Bank as voted to liferease its capital stock from \$250,000 to \$500,000. "The new stock will be placed entirely with new subscribers," action will prove of decided advantage to the growing business of the bank, besides nen of the city and State."

Saginaw City-E. H. Pearson, the exter sive lumber and salt manufacturer, has merged his business into a stock company under the style of the West Side Lumber Co. Mr. Pearson retires from the active management of the business to attend to his extensive interests at Chicago and in Minnesota. The sawmill of the corporation has an annual capacity of 18,000,000 feet and the salt works 40,000 barrels.

Scottville - The Hazeltine & Perkins Drug Co. has for several months held a pressed for the payment of a \$750 book account by the same house, Higgins gave his former partner, Arthur Allen, a bill of sale for \$1,000, who immediately took possession of the stock. The Drug Co., through its representative, L. M. Mills, thereupon purchased the bill of sale of the owner, took ssession of the stock and sold it to Dr. E. P. Thomas, who will continue the bus-

Big Rapids-V. G. Danforth & Co., who have been engaged in the shingle business in this section for several years, recently assigned to Col. N. H. Vincent, but before his bonds were filed, the creditors brought about a change of programme, and placed the business in the hands of J. Frank Creswell-J. W. Forrest has engaged in Clark to wind up. Only a few weeks ago a shingle mill near Rodney, operated by the firm, was burned up, and since then their matters became more and more complicated, Jackson-A. C. Wortley has bought the so that numerous labor liens were placed on their mill, timber and store near Stanwood, forcing them to the wall. The assets are small, and the liabilities correspondingly large. Among the heaviest coreditors are E. P. Shankwiler, J. Frank Clark and

> MANUFACTURING MATTERS. Evart-The T. R. Johns Carriage and victim. Wagon Works have been leased to Fulgrave Steinart, late of East Saginaw.

Kalamazoo-The St. John's Plow Co.'

new building, is nearly completed. The factory will employ about sixty men. Onekama-The Gilbert & Onekama Lumper Co.'s mills have shut down operations

in order to work off a large amount of lumber now on hand. Kalamazoo-The Fuller washboard fac tory building is fully completed and the machinery will be transferred from Minne-

apolis in about ten days. Detroit-The Middlebrook Elevator Man ufacturing Co. is succeeded by the Michigan Elevator and Engine Co., with a capital stock of \$50,000, two-fifths of which is

paid in. Jackson-E. Dennis & Co., manufacturers of mill machinery, have merged their business into a stock company, with \$30,000 paid-in capital, under the style of the Dennis Machine Co.

Gripsack Brigade.

Quan & Co., of Chicago. L. M. Mills spent last week at Scottville superintending the transfer of the Higgins

drug stock to the new owner.

weeks' trip through the jobbing cities of Indiana, Ohio and Pensylvania. It will be a cold day when the Grand

Rapids traveling men accept another challenge from their Detroit brethren.

view, has gone on the road for Reeder, Palmer & Co.

The report that W. G. Hawkins is to be such a pool is carried into effect, is probably without foundation. Geo. W. Carpenter, formerly on the road

for Thompson & Maclay, has taken a sim-

ilar position with the Battle Creek Knitting Co., of Battle Creek, his territory com prising the State of Iowa. W. G. Hawkins, the hero of the Lake

Odessa insane asylum episode and the father of three blooming daughters, leaves for Detroit to-night to give the Detroit Soap Co. some pointers on the soap business.

Berrien Springs Era: H. B. Simons. an absent-minded traveler, left a wallet containing \$1,300 under his pillow at the Park Hotel several hours before he discovered its loss. He was immensely relieved to find it intact.

The Grand Rapids traveling men, having waited two months for the Detroif travelers to name a date for a meeting in the base pointed administrator of the firm of Heth ball arena, have concluded to cancel their acceptance of the Detroit challenge, and will meet at Hugo Schneider & Co.'s at 2 o'clock Saturday afternoon to make arrangements for the fifth annual picnic of the Valley City fraternity.

M. M. Mallory recently had the misforway back from a trip to Sherman. Martin White Cloud, and have refitted and refur-Babcock, the owner of the animal, sued Arthur Meigs & Co., in behalf of Mrs. Mallory, made no defense, but appealed the

Grocers wanting good cheese should or-der from I. B. Smith & Sooy, proprietors of the Wayland Cheese Factory, Wayland.

A Fraud Beyond Question

The communication from LeRoy, published last week, seems to have struck a re sponsive chord in at least two other breasts. Cashier Joseph B. More says, "and this as the following communications bear wit-

> MANCELONA, Aug. 2, 1888. E. A. Stowe, Grand Rapids :

DEAR SIR—I have read the piece in your last paper entitled "Evidently a Fraud."

The same stuttering salesman was here July 18. He gave his name as Charles wood & Co., manufacturers of wall paper, New York. He had a trunk full of samples and his prices were less than I have been paying other houses, so I gave him a liberal order. He waited over one train here for mail and a remittance, but told me that he got neither and that he had ordered his mail forwarded to Detroit. Before leaving he got \$3 of me to pay his expenses to Cheboygan, as he said he was going to Cheboygan from here and from there to Detroit, and would return the \$3 as soon as he got to Detroit

I have not heard from him since. Very truly, C. E. BLAKELY. ANOTHER VICTIM.

FENNVILLE, Aug. 1, 1888. E. A. Stowe, Grand Rapids: DEAR SIR-On the 19th of June this same man came to Fennville and represented himself as Mr. Russell, of the firm of Howell, Russell & Co., manufacturers of and wholesale dealers in wall paper, New York. He waited here as he did in LeRoy for money, but no money came. He came to me for money enough to get him to Grand Rapids, which I let him have. He

I have written to New York, but have heard nothing from such a firm. I think he is an impostor and should be exposed.

Hoping to hear from more in your next

could not pay his hotel bill, which he prom-

ised to pay as soon as he arrived in Detroit.

The same fellow turned up at Newaygo short time ago and sold a bill of wall paper to J. F. A. Raider. As at other points in the State, he represented himself a member of the house and, failing to receive an expected remittance, found himself compelled to resort to his borrowing propensity. Mr. Raider was too shrewd a man to allow his hard-earned dollars to leave his pos session without adequate security and the man left town without leaving behind a

The fellow sold wallpaper very cheapany one can who does not intend to bill his orders: but the merchants who placed orders with the bogus agent had better reorder, if they expect to get the goods in stock in time for the fall trade.

Officers Elected by the T. P. A. To the Members of Mich. Div. T. P. A .:

The following officers of the National As sociation were elected at the convention at Minneapolis, for the ensuing year, and have been formally installed and duly qualified, and all business pertaining to the office of National Secretary-Treasurer must be addressed to M. Silverstone, P. O. Drawer 133, Chicago, Ill.
M. J. Pickering, National President, Box

267, Philadelphia, Pa.

The following extract from President Pickering's letter of July 26 is self-explana-

tory:
"This is my second week in Chicago, where I have been devoting my attention to the affairs of the Association, and I am hapand that the work of the new year has fairly begun. We are desirous of placing the Gripsack Brigade.

Association on a firm, sound financial basis

F. H. Lester, until recently with Arthur as soon as possible. We have adopted the Meigs & Co., is now on the road for W. J. policy of not allowing our debt to increase in the slightest degree under any circumstances, having thus far paid all current expenses in cash and decreased our old in-debtedness considerably. If prompt remittances continue to be made, we have reason to expect, in the very near future, to see our Association entirely free of debt, a confine will summation which can not but enhance the value of the organization's capacity to fight

the battles of our fraternity. "I shall be pleased to hear from you at

enge from their Detroit brethren.

Charles Godbold, who recently retired traveler who has or has not been a member from the boot and shoe business at Lake- of our Association, will at once forward the sum of \$2 to the address below, as a membership fee to the only association in the United States whose objects are the moral as well as financial betterment of our framade manager of the soap trust, in case ternity, and as a contribution to the fund to secure just concessions so unjustly torn from us by the inter-state commerce bill.

L. M. MILLS, Sec'y-Treas. Mich. Div. T. P. A. Purely Personal.

G. A. Johnston and wife left Saturday for a week's visit among friends in the Sag-

inaw valley. Jack Thoms, of the grocery firm of Jack & Jake, at Three Rivers, has been spending several days with his friend, Chas. E.

Morgan, at Fremont. Ben. W. Putnam is at Brattleboro, Vt., where he is visiting with a sister. He will put in some time at Boston and the sea board before returning.

James H. Thompson, formerly of the firm of Thompson & Maclay, has taken the position of buyer for the notion department of Mons Anderson & Co., at Lacrosse,

Christian Bertsch and wife left Thursday for Petoskey, whence they will proceed by water to Buffalo, thence as far east as Montreal. They expect to be gone about a month.

Attention, Travelers! Mr. and Mrs. D. A. McIntyre have resumed

the management of the Atlantic Hotel, at

nished the house from cellar to garret, makmanipulate matters in the office, while Mrs. McIntyre will give the culinary affairs her direct personal supervision. This means that both departments will be in experienced, com-petent hands, and that the traveling public will be well taken care of. The new arrange-ment goes into effect about the 15th. This will be welcome news to the traveling men. me news to the traveling men, have always had warm places in hearts for the McIntyres.

It is a curious fact that the part of a cigar which, in the manufacture of the article, is which, in the manufacture of the article, is considered to be the most important item, is, when the cigar reaches the consumer, not only ignored and passed without notice, but is actually destroyed and thrown away at the earliest opportunity.

We allude to the head of the cigar. We allude to the head of the cigar.
When an apprentice starts in to learn rolling cigars as a trade, his first stumbling block is the head; for three weeks or a month he will pled along and master the rolling, the stretching of the leaf and the necessary flattening out of the veins, but the head will perplex him more and more until some day he will unwittingly catch the knack (never again to wholly lose it) and will get his ticket as a competent roller. will get his ticket as a competent roller.

In every cigar that he makes the head will

take up fully three-fourths of the time required to finish the cigar. It is a comparaively simple matter to pick up a leaf, cut the wrapper, take up a mold bunch, or a hand-made bunch, and lightly wrap the leaf round it, re-rolling it to draw it to the necessary tightness. But the head! that is nother matter! As the leaf covers the bunch, the fingers of the roller move like ightning, but as the bunch is covered, the ngers move slowly, and a quick but accurate and decisive movement is necessary to cut the end of the wrapper to the shape for the head; this is wrapped around the head, comes nearly right but not quite so, necessitating a careful parting of the leaf along the edge; again it is tried, and proves satisfactory, but is again partially un-wrapped to apply the "paste" or gum with which the head is finished.

If workir en were allowed to roll up the heads more rapidly the goods to a consumer would not look any different, and the man would probably be able to make nearly may cigars in a given time; but at present the first point at which a foreman looks, as he passes the cigars of the day, is at the heads, and the test of a competent workman is the class of head that he upon his work. When one stops to think, it is curious to note that all this trouble and care, and all the importance attached to the excellence of this one detail, should be exercised simply to meet the demand of a between middlemen (namely obbers and retailers), and upon a point of which the consuming public seems to be entirely ignorant.

It is a species of fashion, a kind of rut or into which business men have slipped, and have never stopped long enough to notice the peculiar absurdity of dhering to that track.

The manufacturer cannot sell goods to bber unless they have a well-finished head; the jobber cannot supply the retailer unless the heads meet with his approval, and the consumer, the one most interested in the article supplied, he picks it up and leliberately bites or cuts the all-important head off, to throw it away as useless before he lights his cherished cigar.

A Soap Trust.

Some of the leading soap manufacturers are agitating the advisability of forming a combination to look after the freight rates, to establish a regular price on standard goods, as well as a scale of prices on cheaper goods, according to their quality and the amount of fatty matter and resin contained in them. Another thing to be regulated is the unlimited number of brands of soap which each manufacturer puts on the market. It is proposed to limit them to a certain number, say about ten for each firm. Adulteration in soap is to be done away with entirely, and, as each brand is to be rated and priced according to its quality, a merchant by the price can quickly judge how the goods offered him rank and what their quality is. All soaps are to be cut full weight, according to the weight they are represented to be. Each manufacturer is to deposit with the treasurer of the combination a certain sum of money, proportionate to his business, which will be held for the purpose of compelling good faith. fine will be levied, which will be taken out of this money and divided among the other factories according to the amount of their ousiness.

The Human Hog. It is said that one of the most remarkable scenes at the recent conflagration at DuBois, Pa., was that of John E. DuBois, the millionaire, knocking in the heads of twelve barrels full of whisky which had been rolled out upon the streets from saloons that were expected soon to burn. Men commenced gathering around the barrels anxious to get at the contents, when Mr. Du Bois passed and at once took in the situation; and, recognizing the vast amount of trouble that could easily be avoided, he immediately procured an axe and broke in the heads of all the barrels, allowing the whisky to run into the gutters. He told the pro-prietors to make out their bills for the whisky and he would pay them next day. But, as noble at this particular time as this act was on the part of Mr. DuBois, a scene more horrible than this was grand was pre sented shortly afterwards—that of three hogs in human form lying flat in the stree drinking the wasting whisky out of the gut

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

A Wagner, Eastmanville OF Conklin, Conkli ack & Jake, Three Rivers John Damstra, Gitc O F Conkill, Conkill.
John Damstra, Gitchell
G N Reynolds, Belmont
M Heyboer & Bro, Drenthe
C K Hoyt & Co,
Hudsonville
Mrs Minnie Lacey, Cannons JC Benbow, Cannor Jne Kamps, Zutphen JT Pierson, Irving JT Pierson, Irving
Martin Gezon, Jamestov
John Smith, Ada
Sevey & Harrington, Ber
Mrs J Debri, Byron Cent
Lee Deuel, Bradley
S Jas Raymond, Berlin
Robertson & Son, Lowell
John Kinney, Kinney
Norman Harris, Big Sprin
I Maier, Fisher Station
Sevey & Herrington,
Harrington

FOR SALE, WANTED, ETC.

OR SALE-AT A BARGAIN, A 12x14 ENGINE AND FOR SALE-CLEAN GENERAL STOCK OF GOOD and store building in a growing rallway town s ted in excellent farming region. Stock will inve y about \$5,000. Reason for selling, too much oth

tory about \$5,000. Reason for selling, too much other business. Will exchange for Grand Rapids property. Address No. 262, care Michigan Tradesman.

POR SALE—CLEAN GROCERY, DRY GOODS AND Crockery stock, situated in a railway town, with good line of customers. Stock will inventory about \$2,000. Will take part cash and belance on time. Address A. S. Musselman & Co., Grand Rapids.

OR SALE—AT A BARGAIN FOR CASH OR PART cash and terms easy, a circular mill now running. OR SALE—AT A BARGAIN FOR CASH OR PART cash and terms easy, a circular mill now running and in good order, located on a railroad in a section of fine hard and soft timber. Capacity 10 to 14 M per day Apply to No. 256, Michigan Tradesman. 256

FOR SALE—DRUG FIXTURES AND SMALL STOCK of drugs. Address Doctor, Box 252, Rockford. 258

FOR SALE—OR EXCHANGE FOR STOCK IN TRADE, Grain Elevator, ten carloads capacity; horse power, large grounds; fine town on C. & G. T. railroad; good wheat and produce market. Write for particulars, W. B. Tyler, care B. P. & D. A. Co., Grand Rapids, Mich. 259

FOR SALE—ONE OF THE BEST PAYING STOCKS OF Bazaar Goods on the best thoroughfare and busi-Bazzar Goods on the best thoroughfare and busist street in the city of Grand Rapids. Or will trade for small farm. Poor health is the reason for selling klas four beautiful new stores to rent. Address W. F. Phapman, 445 80. Division st., Grand Rapids, Mich. 25 Chapman, 485 So. Division St., Grand Rapids, Mich. 20.

POR 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. 246

ville, Mich. 242

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

purchaser. 206

TOR SALE—AT A BARGAIN. A CLEAN STOCK OF hardware and mill supplies. Address Wayne Choate, Agent, East Saginaw. 207

TOR 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—SALESMEN EVERYWHERE TO SELL free advertising. Agents clear \$10 a day easily. Write for circulars. New York Door Plate Co., Albany, N. Y.

WANTED—PARTNER IN AN ESTABLISHED MANULARY Control of the Co., Albany, N. Y.

WANTED—PARTNER IN AN ESTABLISHED MANULARY CALLED STABLISHED MANULARY CALLED STABLISHED MANULARY CALLED STABLISHED WANTED—EVERY STORE-KEEPER WHO READS this paper to give the Sutliff coupon system a trial. It will abolish your pass books, do away with all your book-keeping, in many instances save you the expense of one clerk, will bring your business down to a cash basis and save you all the worry and trouble that usually go with the pass-book plan. Start the 1st of the month with the new system and you will never regret it. Having two kinds, both kinds will be sent by addressing (mentioning this paper) J. H. Sutliff, Albany, N. Y.

WANTED—TO BUY A SECOND-HAND NO. 218 EN. Wanted-To Buy a SECOND-Hand NO. 218 EN terprise Coffee Mill. Must be in good order and not long in use, and price right. Address G. S. Putmam, Fruitport, Mich.

Wanted—1,000 More Merchants To Adopt Our Improved Coupon Pass Book System. Send for samples. E. A. Stowe & Bro., Grand Rapids. 214 MISCELLANEOUS.

T HAVE SOME CHOICE GRAND RAPIDS REAL ES tate which I will exchange for stock of goods hardware or boots and shoes preferred. Address No. 261, care Michigan Tradesman. 261 261, care Michigan Tradesman.

CRAND OPPORTUNITY—TO PURCHASE A PAYING Cash business. The only Bazaar in Antrim county. Manufacturing town of \$1,500 inhabitants. \$20,000 cash paid out monthly. Little purchase money required. Satisfactory reasons for selling. Address Lock Box No. 86, Mancelona, Mich. Lock Box No. 88, Mancelona, Mich.

51,200 CASH BUYS MANUFACTURING BUSIness paying 100 per cent. Best of reasons for selling. Address Chas. Kynoch, St. Ignace

HIPS ADDRESS GRAHAM ROYS. - Grand Rapids, Mich

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

Grand Rapids Seed Store, FERMENTUM!

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



We give prompt personal attention to the sale of POTATOES, APPLES, BEANS and ONIONS in car lots. We offer best acilities and watchful attention. Consign ments respectfully solicited. Liberal cash advances on Car Lots when desired.

Thompson & Co., COMMISSION MERCHANTS, 166 South Water St., CHICAGO.

FELSENTHAL, GROSS & MILLER, Bankers

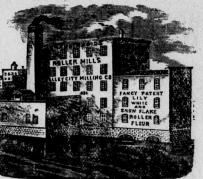


Telfer Spice Company,

ABSOLUTE SPICES,

Absolute Baking Powder.

Teas, Coffees & Grocers' Sundries 46 Ottawa St., GRAND RAPIDS.



OUR LEADING BRANDS:

Roller Champion, Lily White. Harvest Queen, Snow Flake, White Loaf, Reliance, Gold Medal,

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

Grand Rapids, Michigan. THERE IS NO BETTER IN-

Write for Prices.

VESTMENT IN THIS COUN-TRY THAN

SHIDS We carry a full line of Seeds of every variety, both for field and garden. Parties in want should write to or see the

No boom, but a sure, steady and rapid rise in values.

Davis, Yurner & Garroll ADDITIONS.

Our Additions are the best in the market. They are in the best locations. The city is built up to and around them. They are right on the street car lines.

erty. Residence lots from \$250 to \$1,000

We offer all classes of prop-

each. Business property on South Division street

\$25 to \$40 per foot.

Now is the time to buy. You can now secure choice of lots. There is certain to be a large rise of values next year and you will soon double your money on present prices. Don't wait until your smarter neighbors corner the market.

Correspondence solicited.

Turner & Carroll.

New Houseman Block,

GRAND RAPIDS.

A880GIATION DEPARTMENT.

The following auxiliary associations are op-rating under charters granted by the Michi-an Business Men's Association:

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

sident, E. J. Herrick; Secretary, E. A. Stowe.

No. 5—Muskegon B. M. A.

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

No. 6—Alba B. M. A.

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

No. 7—Dimondale B. M. A.

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

No. 8—Eastport B. M. A.

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

No. 9—Lawrence B. M. A.

sident, H. M. Marshall; Secretary, J. H. Kelly.

No. 10—Harbor Springs B. M. A.

President, H. M. Marshall; Scoretary, J. H. Kelly.

No. 10—Harbor Springs B. M. A.

President, W. J. Clark; Sceretary, A. L. Thompson.

No. 11—Kingsley B. M. A.

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

No. 12—Quincy B. M. A.

President, C. McKay; Scoretary, Thos. Lennon.

No. 13—Sherman B. M. A.

President, H. B. Sturtevant; Secretary, W. J. Austin

No. 14—No. Muskegon B. M. A.

President, S. A. Howey; Secretary, G. C. Havens.

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

No. 16—Sand Lake B. M. A.

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

No. 17—Plaluwell B. M. A.

President, E. A. Owen, Secretary, J. A. Sidle.

No. 18—Owense B. M. A.

President, E. A. Owen, Secretary, J. A. Sidle.

No. 18—Owosso B. M. A.

President, H. W. Parker; Secretary, S. Lamfrom.

No. 19—Ada B. M. A.

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

No. 20—Saugatuck B. M. A.

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

No. 21—Wayland B. M. A.

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

No. 22—Grand Ledge B. M. A.

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

No. 23—Carson City B. M. A.

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

No. 24—Morley B. M. A.

Persident, A. B. Schumacher; Secretary, V. C. G. Balley.

No. 23—Carson Oity B. M. A.

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

No. 24—Morley B. M. A.

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

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No. 28—Cheboygan B. M. A.

President, Fred S. Frost; Secretary, H. G. Dozer.

No. 29—Freeport B. M. A.

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

No. 30—Oceana B. M. A.

President, Thos. J. Green; Secretary, E. S. Houghtaling.

No. 31—Charlotte B. M. A.

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

No. 32—Coopersville B. M. A.

President, L. D. Bartholomew; Secretary, J. B. Watson.

No. 34—Saranac B. M. A.

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

No. 35—Bellaire B. M. A.

President, Wm. J. Nixon; Secretary, C. E. Densmore.

No. 36—Ithaca B. M. A.

President, Chas. F. Bock; Secretary, J. W. F. Baxter.

No. 38—Scottville B. M. A.

President, Chas. F. Bock; Secretary, D. W. Higgins.

No. 39—Burr Oak B. M. A.

President, W. S. Willer; Secretary, F. W. Sheldon.

No. 40—Eaton Rapids B. M. A.

President, C. T. Hartson; Secretary, C. E. Scudder.

No. 41—Breckenridge B. M. A.

President, W. O. Watson; Secretary, C. E. Scudder.

No. 42—Fremont B. M. A.

President, O. Watson; Secretary, C. E. Scudder.

No. 42—Fremont B. M. A.

President, O. Watson; Secretary, C. E. Scudder.

No. 42—Fremont B. M. A. Feb. April July

No. 42—Fremont B. M. A. President, Jos. Gerber; Secretary C. J. Rathbun President, Jos. Gerber; Secretary C. J. Rathbur No. 43—Tustin B. M. A. President, G. A. Estes; Secretary, W. M. Holmes. No. 44—Reed City B. M. A. President, E. B. Martin; Secretary, W. H. Smith.

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No. 49—Leroy B. M. A.

President, A. Wenzell; Secretary, Frank Smith.

No. 50—Manistee B. M. A.

President, A. O. Wheeler; Secretary, J. P. O'Malley.

President, A. O. Wheeler; Secretary, J. P. O'Malley.

No. 51—Cedar Springs B. M. A.

President, L. M. Sellers; Secretary, W. C. Congdon.

No. 52—Grand Haven B. M. A.

President, F. D. Vos; Secretary, Wm. Mieras.

No. 53—Bellevue B. M. A.

President, Frank Phelps; Secretary, John H. York.

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President, Thomas B. Dutcher; Secretary, C. B. Waller.

No. 55—Petoskey B. M. A.

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President, N. W. Drake; Secretary, T. M. Harvey.

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No. 58—Fife Lake B. M. A.
lent, E. Hagadorn; Secretary, E. C. Brower.
No. 59—Fennville B. M. A.
lent F. S. Raymond; Secretary, P. S. Swarts. No. 59—Fennville B. M. A.
ident F. S. Raymond: Secretary, P. S. Swarts.
No. 60—South Boardman B. M. A.
ident, H. E. Hogan; Secretary, S. E. Neihardt.
No. 61—Hartford B. M. A.
ident, V. E. Manley; Secretary, I. B. Barnes.
No. 62—East baginaw M. A.
ident, G. W. Meyer; Secretary, Theo. Kadish.
No. 63—Evart B. M. A.
ident, W. M. Davis; Secretary, C. E. Bell.
No. 64—Merrill B. M. A.
ident, C. W. Robertson; Secretary, Wm. Horton.
No. 65—Kalkaska B. M. A.
ident, Jas. Crawford; Secretary, C. S. Blom.
No. 66—Kalkaska B. M. A. No. 66—Lansing B. M. A. ent, Frank Wells; Secretary, B. F. Hall. No. 67—Watervliet B. M. A. ent, Geo. Parsons; Secretary, J. M. Hall.

No. 68—Allegan B. M. A. dent, A. E. Calkins; Secretary, E. T. VanOstran No. 69—Scotts and Climax B. M. A. dent, Lyman Clark; Secretary, F. S. Willison. sident, Lyman Clark: Secretary, F. S. Willis

No. 70—Nashville B. M. A.
sident, H. M. Lee; Secretary, W. S. Powers.

No. 71—Ashley B. M. A.
sident, M. Netzorg; Secretary, Geo. E. Clut

No. 72—Edmore B. M. A. No. 73—Belding B. M. A. nt. A. L. Spencer; Secretary, O. F. Webster

sident, A. L. Spencer; Secretary, O. F. Webster.
No. 74—Davison M. U.
sident, J. F. Cartwright; Secretary L. Gifford.
No. 75—Tecumseh B. M. A.
sident, Oscar P. Bills; Secretary, F. Rosacrans.
No. 76—Kalamazoo B. M. A.
sident, S. S. McCamiy; Secretary, Chauncey Street

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ANNUAL ADDRESS

of the highest degree of citizenship.

Assuming that, our organization contains the requisites for the business man's needs, let every man respond to the duties he is called to do and be loyal to the cause es-

poused.

When Napoleon drew up his troops before the Marmelukes under the shadow of the Pyramids, pointing to the latter, he said: "Remember that from yonder heights forty centuries look down upon you." Gentlemen of the Association, from the pyramid tops of opportunity on which we stand we look down upon forty centuries. The commercial prosperity, the integrity of the nation, is in your hands.

We are living—we are dwelling

We are living—we are dwelling In a grand and awful time— In an age on ages telling— To be living is sublime.

THE YEAR'S WORK

As Set Forth in the Annual Report of Sec retary Stowe.

The following is the full text of the annual report of Secretary Stowe, made at the Cheboygan convention:

To the President and Members of the M. B. M

For the fourth time in the history of our organization, we find ourselves face to face for the purpose of recounting our victories, exchanging ideas and mapping out future campaigns. Unlike the political conventions held two months ago, all our interest is not centered in the selection of candidates for office, nor will there be quibbles or quarrels over a platform constructed with the

for office, nor will there be quibbles or quarrels over a platform constructed with the single idea of catching votes. On the contrary, our election of officers actually excites less interest than the report of any one of our important committees and our platform is so thoroughly understood by business men everywhere that it does not require the services of experts to properly interpret it. As it is the first duty of a business man to ascertain how he stands, financially speaking, so, I assume, you will be interested in knowing, first of all, how your organization has fared during the eleven months which have elapsed since the last convention. Our income during this time has been as follows:

	as follows:		
	Balance on hand\$ Charter fees2	4	35
3	Charter fees	14	35
	Annual dues for fiscal year 6	09	00
	Back dues from Bellaire B. M. A		80
d	Constitutions and by-laws	12	06
8	Balance to credit Plainwell B. M. A		50
	Total receipts\$8		
	I arranged with the Executive Boar	rd	to

remit the funds in my hands to the Treasu er as soon as the amounts reached \$50, and have made sixteen remittances as follows

for which I hold the Treasurer's receipts.

I am unable to state the exact number of local associations now actually in existence in this State. It is probably not less than eighty-five or ninety. Of this number, seventy-six have sought affiliation with the State body and been granted charters numbered from 1 to 76, in accordance with the order in which the applications were received, as follows:

cerved, as follows.
No. 1—Traverse City
" 2—Lowell
" 3—Sturgis
" 4—Grand Rapids
" 5—Muskegon
" 6—Alba
0-Alba
7—Dimondate
0-Eastport
" 9—Lawrence
" 10- Harbor Springs
" 11-Kingsley
" 12—Quincy
" 13—Sherman :
" 14-North Muskegon
" 15-Boyne City
" 16-Sand Lake
" 17—Plainwell
" 18—Owosso
" 10—Ada
" 20—Saugatuck
" 21—Wayland
" 22—Grand Ledge
" 22—Grand Ledge
" 26-Greenville
" 27—Dorr
" 28—Cheboygan
" 29-Freeport
" 30—Oceana
" 31—Charlotte
" 32—Coopersville
" 33—Charlevoix
" 34—Saranac
" 35-Bellaire
" 36—Ithaca
" 37-Battle Creek
" 38—Scottville
" 30—Burr Oak
" 40—Eaton Rapids
" 41—Breckenridge
" 42—Fremont
" 43—Tustin
" 43—Tusun
44-Recu City
44-11UytviiiC
" 46—Leslie
" 47—Flint

that the associations auxiliary to the State body are just one less in number than at the date of our second annual meeting, eleven months ago; also that the total affiliated membership falls but one short of that of

last year.

It would be unfair, however, to assert that no ground has been gained during the past fiscal year. While it is true that there has been no numerical increase, there has been a marked improvement in the characteristic and the statement of the has been no numerical increase, there has been no numerical increase, there has been a marked improvement in the character of the men comprising our organizations; the inevitable law of the "survival of the fittest" has brought the best men to the front; enthusiasm has given place to quiet and persistent effort; a gradual broadening

in the scope and purpose of our organiza-tions has taken place; the mistrust with which the B. M. A. was regarded in some localities when first inaugurated has entire-

by any means. The man who is always ready to do his share—and a little more, if necessary to make up for the shortcomings of some other member—is the one who reflects credit on the organization, honors himself and—what is quite as essential—

puts money in his pocket.

In accordance with the instructions of the last convention, your Secretary made a careful compilation of the information contained in the first twelve delinquent sheets issued by the State body, publishing same in book form about October 1. A copy of this pamphlet has been placed in the hands of every auxiliary member.

The work has instructions of the chosen delegates and Henry Strope and Henry Strope

The publication of the monthly sheets has been continued during the second year, with the addition, since the December issue, of such association news, committee reports, etc., as it seemed desirable to get before the membership. This innovation was intro-duced at the suggestion of your President and has proved so satisfactory that I re-commend that it be continued.

I think the time has now arrived when think the time has now arrived when the State body can safely undertake the publication of all regularly listed delinquents on the State sheets. Such a project was proposed at the last convention, but was voted down, your Secretary being one of its opponents. I have since come to look upon the matter in a different light and believe it would be to the mutual advantage of both the State and local associations to adopt the new plan. It would tend to bring both oruld be to the mutual advantage of both ganizations into closer relationship, would furnish the local bodies their lists promptly and regularly, while the expense would be very much less than under the presen

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

case under the present system. I also suggest that the annual per capital dues be increased from 25 cents to 50 cents, those associations which affiliate during the last half of the year to pay but 25 cents per capita for the remainder of the fiscal year. When we remember that the New York and Pennsylvania Associations charge \$10 for charters and \$1 per year per capita, and that the members are frequently called upon to pay extra assessments to the State body besides, I think all will agree that 50 cents per year is as low as the ad-State body besides, I think all will agree that 50 cents per year is as low as the advantages involved in State membership our last meeting the question of inducing ought to be afforded. Our expenses for the coming year will be heavier than usual, if we undertake any legislative work, while a fruitful source of revenue during the past year-the sale of charter-will be considerably reduced. I do not see how the machinery of our organization can be kept well greased at a lower rate than the figure

As the members have probably observed, fewer new organizations have been formed this year than during the previous year. This may be accounted for principally on the ground that "a change has come over the spirit of our dreams." Instead of entered that the spirit of t couraging the formation of new societies by tenders of free services, with railway fare and hotel bills thrown in, moderate charges have been made, in accordance with the resolution adopted at the last convention. Moveover, all feverish ideas relative to the benefits of organization have been eliminated from the preliminary talk and the candidates for organization have been informed, plainly and unmistakably, that the B. M. A. is not a perpetual motion machine, capable of running without outside assistance—that if those who propose to go into the organization are not prepared to give the work the attention it demands, they had better "quit before they begin." This plan of action, while it may have seemed unduly severe in some instances, has resulted to the permanent benefit of all concerned in the end, as it has warned the members in time what to expect in case a spirit of dilatoriness creeps in.

With all our lavished caution, however it is needless to deny that an apathetic spirit is the worst enemy we have to con-tend with at the present time, and I deem its antidote—if there be one—the most im-

In closing, I desire to improve the oppor-unity to thank you for the honor you contunity to thank you for the honor you conferred upon me in re-electing me to this office. I also desire to express my appreciation of the kindness uniformly shown me by the officers, committees and members of the Association, especially the honored head of the organization, with whom I have now been in almost constant communication and consultation for two years. Familiarity, instead of resulting as the old adage implies, has produced an exactly opposite result, and

As streams their channels deeper wear.

Especial reference ought also to be made to the efficient services rendered by Local Secretary Chambers, who has spared no pains to make this convention the splendid success we are now realizing. The fidelity with which Mr. Chambers has served the Association in this position naturally sug-

office from year to year.

I set up no claim to being a prophet or the son of a prophet, but I am firmly convinced that the Michigan Business Men's localities when first inaugurated has entirely disappeared.

The year has not been without its lessons, among which we have learned that it is not the number of members which makes a successful organization, but the character of the members instead. We have satisfied ourselves that an association of a half dozen workers is better than an organization with half as many workers and a half hundred drones. The man who pays his dues without grumbling is not an ideal member by any means. The man who is always like a prophet, but I am firmly convinced that the Michigan Business Men's Association still has a mission to fulfill; that notwithstanding the good results already secured, even greater accomplishments are within our grasp; that in spite of action all along the line will sweep them away like a whirlwind; that we have but to hang together to secure for ourselves and our organization a recognition which none of us would have dared predict two years by any means. The man who is always

Association Notes.

Morley Advance: At a recent meeting of the Morley Business Men's Association, John E. Thurkow and John Pierdon were chosen delegates and Henry Strope and

Cheboygan next week, will probably take steps toward the organization of a Business Men's Mutual Fire Insurance Co.-something much desired in Michigan. Such an organization would enroll a very large membership almost immediately.

Local secretaries should remember that the proceedings of the State convention will not appear in the regular issue of THE TRADESMAN, but in a special issue-gotten out at great additional expense-and that if they wish their members to receive the report it will be necessary for them to send in a list of the members of their Association.

Cheboygan Tribune: Tuesday, Wednesday and Thursday of next week Cheboygan will have as her guests the delegates to the annual convention of the Michigan Business Men's Association. The indications are that the importance of the affair is fully appreciated by our citizens and that the honors of the occasion will be done in good style. As heretofore announced in the Tribune, the local Association has requested our business men to honor the visit of so many prominent business men of the State by decorating their places of business. We merely make mention of this fact as a reminder, for we do not believe there are any of them who will not cheerfully com-

ply with the request. Grand Rapids Sunday Eagle: The Grand Rapids Mercantile Association sends eight delegates to the annual convention of the Michigan Business Men's Association at Cheboygan, as follows: E. J. Herrick. Thos. Keating, John J. Sours, Geo. Dunaven, C. L. Lawton, L. Winternitz, H. A. Hydorn and M. C. Goossen. O. F. Conklin, Edward Telfer and A. J. Brown go as honorary delegates, Myron H. Walker as a guest of the State Association and E. A. Stowe as Secretary of the same. Most of the delegates, accompanied by their wives, started north last evening, and the remainder follow to-morrowmorning, being joined by delegates from Rockford, Coopersville, Lowell, Eastmanville and Nashville.

Scottville to be Well Represented. SCOTTVILLE, July 30, 1888.

E. A. Stowe, Grand Rapids: DEAR SIR-At the regular meeting of our B. M. A. last Monday, nine delegates were appointed to represent our Association at the convention at Cheboygan, but as we are only entitled to one vote H. E. Lyman was selected, Hon. G. H. Reader as alternate, for that purpose. Please send us nine certificates for special rates.

Our Association is working smoothly. some party or parties to come here and build a woodenware factory was discussed, or of forming a stock company ourselves and building one, as there is no better site in the State, material, good roads and reasonable freight rates being considered.

Yours truly, D. W. Higgins, Sec'y. Against the Bonus.

An injunction has been asked of the Wayne Circuit Court by John Clee, James Chase, Bezaled Clager, William I. Duddleson and John Moore, property owners in the village of Trenton, against the collection of unlawful taxes. William Saunders, President of the Council, and Maynard C. Lowe, Clerk, are named in the bill of complaint as representing the village government, which voted a bonus of \$1,200 to O'Donnell & Co., stove manufacturers, to locate their works there. The sum of \$1,200 was placed upon the tax rolls and is now being collected, contrary, the petitioners claim, to the constitution of the State. They state that the burden of the additional tax falls upon them.

Commercial Explosives. The following are the compositions of the

nore common commercial explosives:

Dynamite: Seventy-five parts of nitroglycerin and twenty-five of infusorial earth.
Dualine: Eighty parts of nitro glycerin
and twenty of nitro-cellulose or gun-cotton.
Rendrock: Forty parts nitro-glycerin,
forty of nitrate of potash or soda, thirteen
of cellulose, and seven of paraffin.
Giant Powder: Thirty-six parts of nitroglycerin, forty-eight of nitrate of potash or glycerin, forty-eight of nitrate of potash or soda, eight of sulphur and eight of resin or

Mica Powder: Fifty-two parts nitroglycerin and forty-eight of pulverized mica.

Tonite: Fifty-two and a half parts of gun-cotton and forty-seven and a half of

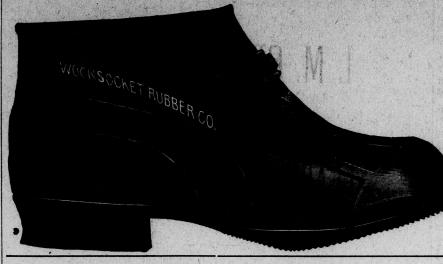
Blasting Gelatine: Ninety-two parts of nitro-glycerin and eight of gun-cotton.

Atlas Powder: Seventy-five parts of nitro-glycerin, thenty-one of wood fibre, two of carbonate of magnesia and two of nitrate of soda.

Rackarock: 77.7 parts of chlorate of potash, and 22.3 of nitro-benzol.

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

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ACME WHITE LEAD & COLOR WORKS

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CUT THIS ADVERTISEMENT OUT AND TAKE IT TO YOUR DEALER, IT WILL SECURE YOU A PRIZE.



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LUBRICANTS. Neither Gums nor
Chills, never runs off the axle
and outwears any other
known oif 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

OLNEY, SHIELDS & CO., Grand Rapids

STANTON, SAMPSON & GO. Manutacturers and Jobbers of Men's Furnishing Goods.

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Michigan Tradesman. Grand Rapids.

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Seeds, Produce, Vegetables, Fruit, Butter, Eggs, Cheese, Etc., Etc., CONSIGNMENTS SOLICITED.

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At Lowest Summer Prices

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ORDER YOUR COAL OF

A. HIMES Office under National City Bank. New Yards, Shawmut Ave., Winter and W, Division Sts.

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Dealer in STOVEWOOD and Jobber of FOREIGN, TROPICAL and CALIFORNIA FRUITS.

33 Ottawa Street,

GRAND RAPIDS, MICH.

A. J. BOWNE. President.

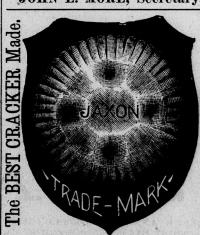
Orders for Potatoes, Cabbage and Apples in Car Lots solicited. Consignments solicited. Sole Agent for MOLINE CHEESE.

HYDRAULIC COMPANY PURE SPRING WATER

The Grand Rapids Hydraulic Company is prepared to furnish CAPITAL, - - - \$300,000. pure spring water to customers on its pipe lines, under adequate pressure on all levels, on appli-

76 Ottawa street. JOHN E. MORE, Secretary.

cation at the Company's Office,



We also manufacture a full line of Sweet Goods. Write for quotations and samples.

Jackson Cracker Co., MICH.

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

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EARL BROS., COMMISSION MERCHANTS 157 South Water St., CHICAGO,

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102 CANAL STREET.

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VALLEY CITY COLD STORAGE JOBBER OF

Oranges, Lemons, Bananas, Butter, Eggs and Egg Crates. No. 1 egg crates, 37c. No. 2 egg crates, 30c. No. 1 fillers, 13c. No. 2 fillers, 10c, I have facilities for handling each line above amed that are unsurpassed.

I aim to handle the best that can be obtained Mail orders filled promptly at lowest market price. A liberal discount on Egg Crates and fillers in large lots SALESROOM. - No. 9 Ionia St., Grand Rapids.



The Michigan Tradesman.

FREE-AS-AIR ADVICE.

In answer to my unfortunate suggesti in a recent article (relative to those desiring further information on matters regarding how to buy and arrange stocks), and my sing to answer any question further ng to the minds of the readers, I have uged with letters and telegrams. Feeling that a public answer to these questions might be advisable, on account of their covering so large ground, I shall use this means of replying to the many anxious

It is strange that so few people have read my celebrated work in fourteen volumes und in sheep, with gilt backs and fronts, "Esoteric Commercial Life." There would have been no need of these many questions had the writers read this book. can give as reference for testimony regarding its worth the name of a party who did read it. Address, with stamp to insure reply, Rinaldo Sperris, care Resident Physician, Kalamazoo Asylum, Kalamazoo Mich. The fact that so few people have bought or read this work of mine causes me to exclaim, as did the Hon. Stephen Sears on that memorable occasion when he opened a jack-pot with four aces and everybody passed, "This gives me the heart-

G. H. R.-No, I don't think you were to plame for trading a furnace twenty-dollar bill for the four seats of those colored delegates. It showed good judgment on your part, and was a good way of disposing of dead stock. They will probably have them

A. P. S.—I hardly think it right for you to dock your brother full time for absence while attending your father's funeral. Halftime would be plain evidence of your ability to keep up with the rise of sugar.

J. Moses B.—Always mark your goods in plain figures and mark them high enough to be able to drop low enough to reach the purchaser's figures. No; cotton should never be called wool. It might create hard feeling if the man found that the "Harrison" hat you sold him was the show hat you had marked "Cleveland" four years ago.

Pat McK.—After getting a Chinese laundryman to translate your hieroglyphics, I feel compelled to say that I can give no pointers on the future state of the potato market in Ireland. I draw the line at pointers, since I bought one three years ago that failed to recognize me in a clean shave and a five cent cigar and took the pride out of a pair-of ninety-eight cent pants before I got up the tree. No pointers

Billy W.—Sue him? If he told you his wife was dead and his children starving and he wanted bread and you trusted him, and no matter whether he is sick abed now, and no more able to pay than before, but you want your money-why, of course, sue him. That's what lawyers go to college to learn to play penny ante and wear Greek letters on their coat lapels for, to have such fat heads as you come along and pay them a fee to sue a starving man.

Ed. B.—I feel for you, but mistakes happen in the best of families. It is embarrassing to sell vinegar for molasses to your best girl's mother when summer boarders were at the house, but bear up. No, I don't think a box of cod fish would square the

H. J. B.—Never sign another man's name to a note. He might object and then, again, the law is against such exhibitions of penmanship. No, I don't think Daye Smith would sell his outfit of burglar tools. It is news to me if he intends retiring from JESSE LANGE

Drummers' Methods. From the Bulletin of Comme

"How do traveling saleeman sells goods?" is a question easily and often asked, but with difficulty answered. Indeed, there may be a different answer from almost every man who travels, and yet no explanation that would apply to all cases. Two general divisions might be made, however, in method of selling merchandise, and this is the way an old traveler divides them.

"There are a great many successful traveling men who make it their practice to go for business right away as soon as they enter a store. There is no waste of time and words in idle talk or congratulations, but samples are at once shown, and then it "How do traveling saleeman sells goods?"

go for business right away as soon as they enter a store. There is no waste of time and words in idle talk or congratulations, but samples are at once shown, and then it is: 'I can sell you these goods at such and such a figure; do you want any at those figures? No! Very well; how about these? Or these?' There is no dicker about price, and it is no use for the buyer to try to bluff the salesman. The buyer knows his man, and knows that what he says is final. If he sees a bargain that he wants, he takes it as offered, knowing that he cannot do better with the salesman. There are lots of men who pursue this straightforward policy, and never attempt to beat about the bush, and they sell big bills of goods. Offen, however, they are not so successful until they become known to the buyers, but they generally manage to get what they are after. Then there is the other extreme. Instead of talking business at the start, the salesman, if he has a big buyer in tow, spends a day with his man seeing the sights and generally enjoying himself, but never a word of business. There is nothing but pleasure for the first day. When the buyer has been well warmed up, and is in good humor, the salesman steps in to bid him good-bye, and just as he is leaving he mentions casually that he has some fine bargains in certain lines, and in a very incidental manner calls his attention to the goods. When he finally does depart he takes with him a goodly order which he has secured in an unobtrusive manner and without apparent effort. Now here are two totally different methods of selling goods, and very often both will be used upon the same buyer by different salesmen with equally good results; while on the other hand, many men can only be approached by one or the other of the methods. It only shows that to buy or sell goods one must know his man.

I. M. GLARK & SON,

MICHIGAN

SWIFT'S Choice Chicago Dressed Beef

MUTTON

Can be found at all times in full supply and at popular prices at the branch houses in all the larger cities and is Retailed by all First-Class Butchers.

The trade of all marketmen and meat dealere is solicited. Our Wholesale Branch House, L. F. Swift & Co., located at Grand Rapids, always has on hand a full supply of our Beef, Mutton and Provisions, and the public may rest assured that in purchasing our meats from dealers they will always receive the best.

Swift and Company,

CHICAGO, ILL Union Stock Yards,

P. STEKETEE & SONS,

JOBBERS IN

DRY GOODS

AND NOTIONS,

88 Monroe St.,

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

GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers { A Specialty.

AT LAST.

LARGE DEMAND FOR

Of all kinds.

I offer a good quality salable pattern Seersucker Coats and Vests at from \$12.50 to \$13.50 per dozen, good sellers for general stores and pay a good profit. Send for sample half dozen,

I. G. LEVI,

34, 36, 38, 40 and 42 Canal St.

PUTNAM & BROOKS,

CANDY

And Heavy Jobbers In

Oranges, Lemons, BANANAS, NUTS,

PRICES QUOTED AND CORRESPONDENCE SOLICITED

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

Dates, Figs, Citrons, Prunells, Ktc.

Manufacturers of the following well-known brands of

QUEEN ANNE, TRUE BLUE, MONDAY,

MOTTLED GERMAN, SUPERIOR, PHŒNIX.

MICHIGAN, ROYAL BAR. WABASH.

AND OTHERS, W. G. HAWKINS, Lock Box 173, - GRAND RAPIDS.

DO YOU WANT A



If so, send for Catalogue and Price-List to

Grand Rapids.

BULKLY, WHOLESALE

GROCERS

IMPORTERS.

MICH.

GRAND RAPIDS,





RETAIL GROCERS

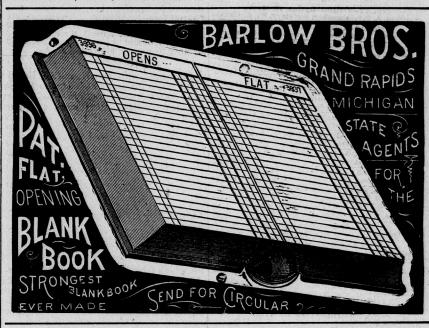
Who wish to serve their Customers with GOOD COFFEE would do well to avoid Brands that require the support of Gift Schemes, Prize Promises or Lottery Inducements.

Which Holds Trade on Account of

Unequaled Quality. Improved Roasting Pro-Patent Preservative Packages. or Sale by all Jobbers at Grand Rapids, Detroit, Saginaw, East Saginaw and Bay City.

DILWORTH BROTHERS, Proprietors,

PITTSBURGH, Penn.



Successors to CURTISS & DUNTON.

WHOLESALE

PAPER WAREHOUSE,

Houseman Building, Cor. Pearl & Ottawa Sts.,

GRAND RAPIDS, MICH.



Lorillard's New "Smoking or Chewing"

Packed in 3 oz., 8 oz. or 16 oz. Handsomely Decorated Papers To be had of all Jobbers at the very low price of

TS per POUND.

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

THOMPSON & MACLAY.

IMPORTERS AND JOBBERS OF

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

No Goods Sold at Retail. - Telephone 679,

The Michigan Tradesman.

WEDNESDAY, AUGUST 8, 1888.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

opinion among our people regarding the ex-tent to which our State and national legis-lators should go in framing and enacting what may be termed paternal laws. The a greater or lesser extent, and if we are orintelligent, well-balanced individual looks dained to reside in an imbecile asylum, why at legislation of this nature as unrepublican, and as insulting to his manhood and capacity for self-government; and as tending to gradually bring the standard of American citizenship down to that of those nationalities where the governing powers regard the masses as devoid of reasonable common sense and incapable of practical self-protection. As the majority of our State legislators don't belong to the intelligent and well-balanced class, there is a constant con- value, he should procure it from a party flict of opinion between this class and the who is known to him to be reputable and parties who misrepresent them as lawmakers, on this, as well as numerous other subjects of importance.

Of course, paternal legislation isn't enacted for the well-informed and well-balanced citizen, but it is a debatable question who have a personnial and unchangeable by whether a system of laws which virtually proclaims that he, as well as the ignorant and credulous, is incapable of protecting tile "commodities," every agent, canvasser. himself in his domestic and business trans- fakir, three card monte man, confidence actions, and hence that he, as well as the ignorant and credulous, must be kept in guardianship by the small-fry, school dis-fellow-men; that he, or they, perambulate trict politicians, who bi-annually give a the country looking up deserving subjects protracted exhibition of their ignorance and upon whom to bestow their favors; with, incapacity at the State Capitol, is not an perhaps, occasionally, a little eccentricity. outrage and imposition.

But I'm not going to debate the question. I'm only going to say that while I believe mo laws can be too strong, comprehensive and severe for the punishment and suppression of crime, the law that makes a legitimate trade, or business, without grumtransaction with Farmer Shorthorn a crime, and a similar transaction with the editor of THE TRADESMAN a simple matter of business, is illogical, inconsistent and a disgrace to the code of the commonwealth.

suasive-mannered party drives up to Farmer "scorched" him. The oily confidence man Shorthorn's door, and, without any positive has drawn upon him heavily, and the varmisrepresentation whatever, induces that lous petty swindlers who visited his section tiller of the soil to purchase five bushels of all departed rejoicing. He is a regular wheat-with a very extravagant name thrown in—at \$5 per bushel, the persuasive party has committed a misdemeanor, and, although Farmer S. will undoubtedly have to pay the face of his note to "the innocent purchaser," he can have Oily Gammon apprehended in any part of the State and lodged in the county bastile. But, if the editor of THE TRADESMAN should allow a fascinating female book agent to lure him into the purchase of a \$25 book that isn't worth twenty-five cents, our law-makers leave him to the sneers and sarcasms of an unsympathizing public, with no possible show whatever for any legal revenge.

I am not going to do Farmer Shorthorn, or the editor aforesaid, the injustice to suppose that either needs paternal protection against the wiles of the enemy, but, if I were the agriculturist, I should certainly not take kindly to the legislative insinuation that I was materially less qualified than people of other pursuits to attend to my own business affairs.

Speaking of book agents, calls to mind the fact that Farmer Shorthorn, last summer, was so literally overrun with the fraternity and sisterhood that the infliction became almost intolerable. Somebody had started the report that the old fellow was a monomaniac on the subject of books, and the people for miles around took especial pains to steer canvassers in his direction, and it was an exceptional day, indeed, when he came home to dinner or supper without finding one or two agents waiting on the

One evening, while driving home from town, he overtook a young fellow with a black valise who politely requested permission to ride. The old man readily acceded to the request, and in a little while became engaged in an active and interesting conversation with his passenger. When nearing his home, he said to his companion: "May I inquire what business you're in,

my friend?" "My profession," said the traveler, "is

that of a book agent!"

"Book agent! Profession! gasped the old man. "Great heavens, young fellow, it isn't a profession; it's a d-d epidemic!"

It cannot be denied but that there are multitudes of people who would be financially benefited by a watchful guardianship, and the only question regarding the matter is the policy of establishing a public supervision of purely private transactionswhether the state, after educating its inhabitants, taking care of their unfortunate offspring, and taking measures to protect them against criminals, should, in addition to this, legislate its whole territory into an imbecile asylum. And after this question is disposed of the other one is, why, after ncing Farmer Shorthorn, Landlord McGinnis, and a few others of various trades and avocations, imbeciles, requiring guardianship, it should assume that the editor of THE TRADESMAN, the writer of this article, and divers and sundry parties of various trades and avocations, are per-fectly qualified to tend to their own busi-ness affairs. If the State declares that the individual who sells Brown some fancy-

priced grain is a criminal, and that Brown is a fool, why does it not make the drumner, who loads Smith down with unsalable ods, a criminal, and catalogue Smith ith Brown? If it pays officers to pursue and capture the dead-beat that sneaks out of McGinnis' hotel without adjusting financial matters with that party, why does it not pay them to pursue and capture the dead-beat who has deliberately robbed poor Snooks of a much larger an short, on the theory that Farmer Shorthorn is an imbecile, we are all of us imbeciles to are we deprived of its protection?

But, it is to be deplored that, notwith standing the facilities which our people acute in business affairs, we have so many in our midst who are being continually preyed upon by the sharpers and shysters of traffic. Common sense would dictate that if a person wants an article of any responsible; but common sense is too little used on such occasions and it is altogether too often forced into the background by credulity. And the credulity of some of

who have a perennial and unchangeable be lief that every itinerant handler of mercansharp and street gambler is a genuine philanthropist and earnest benefactor of his but with never the wish to profit pecuniarily by their transactions.

Out of these credulous people I will select one as a fair example of the lot. I don't think he ever went into a place of bling about prices, or had a cash transaction with a "square" man without growling; yet, within a few years, he has been victimized by a long procession of fakirs and will be victimized by their successors. The "smuggled cloth" fellow "took him in;" For instance, if a smooth-tongued, per- the patent right men have repeatedly buyer of all the snide peddlers and hawkers of every description, and knows distinctly that he has been swindled a multitude of times; and yet he is, to-dry, firm in the belief that he will eventually amass a fortune out of the traveling swindlers.

> Buy flour manufactured by the Crescent Roller Mills. Every sack warranted. Voigt 101 Ottawa St., Ledyard Block. Milling Co.

TIME TABLES.

Grand Rapids & Indiana.

D. BEER CO. CO. Co.	ams dany except	эшцау.	
	GOING	NOBTH.	12
		Arrives.	/ Leav
Traver	se City & Mackinav	77:30 a m	8:00 a
Traver	se City & Mackinaw	79:40 a. m	11:30 a
Petoske	ey & Mackinaw	7:30 p m	10:30 p
For Cad	illac		5:00 p
Sagina	w Express	11:25 a m	7:20 a
766		10:30 p m.	4:10 p
Sagin	aw express runs th	rough solid.	

Mackinaw City.	
GOING SOUTH.	
Cincinnati Express 6:30 a m	7:15 a m
Fort Wayne Express	11:45 a m
Cincinnati Express 4:40 p m	5:00 p m
Traverse City and Mackinaw Ex 10:40 p m	
7:15 a m train has parlor chair car for	Cincinnati.
5:00 p m train has Woodruff sleeper for (lincinnati.
5:00 p. m. train connects with M. C. R. R.	at Kalama-
zoo for Battle Creek, Jackson, Detroit an	d Canadian
points, arriving in Detroit at 10:45 p. m.	
Muskegon, Grand Rapids & I	lalana.

	Michigan Central.
2000	Grand Rapids Division.
ě	Detroit Express 6:45 a 1
	Day Express 1:10 p
	New York Express 5:40 p
	*Atlantic Express
	Mixed 6:50 a 1
g	ARRIVE.
	*Pacific Express 6:00 a 1
	Local Passenger
	Mail 3:15 p
8	Grand Rapids Express
ŝ	Mixed
8	
	*Daily. All other daily except Sunday. Sleeping carrun on Atlantic and Pacific Express trains to and frou Detroit. Parlor cars run on Day Express and Gras Rapide Express to and from Detroit. Direct connetions made at Detroit with all through trains East ove M. C. R. R., (Canada Southern Div.) O. W. RUGGLES, Gen'l Pass. and Ticket Agt., Chicago. Chas. H. Norris, Gen'l Agent.
	Lake Shore & Michigan Southern.

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•	19 3 1	2	4
	pm pm am	a m	pn
ø	1:10 3:00 7:45 DpGrand Rapids	9:45	6:1
	3:95 4:18 9:02 "Allegan	8:28	4:5
a	Frt 5:03 10:00 Ar Kalamazoo		3:5
3	6:35 11:35 "White Pigeon		2:2
3	8:00 12:30 "Elkhart	4:45	1:e
2	a m	p m	an
	7:50 7:10 "Chicago	11:30	8:5
,	n m		
	10:25 5:05 " Toledo	11:25	10:0
	a m		
7	1:35 9:40 "Cleveland	7:15	5:4
	a m		pn
	6:20 3:30 "Buffalo	1:00	11:4
	kets for sale to all principal points in	the	U. S.
-	Mex and Canada at Union Ticket Office.	PRO.	WII
	LIANSON, Agt., Depot Office, M. BOOTZ, Agt.		
L	A. J. SMITH, Gen'l Trav. and Pass. Ac	rt	
c	Clevelar		nio.

	Detroit, Grand Haven & Milwa	ukee.
	Arrives.	Leave
	†Morning Express 1:05 p m	1:10 p
	Imorning Express 1:00 p in	5:10 p
	†Through Mail 5:05 p m	
	†Grand Rapids Express10:40 p m	10:45 p
	*Night Express 5:25 a m	5:40 a
	†Mixed	7:30 a
	GOING EAST.	
	†Detroit Express 6:45 a m	6:50 a
	†Through Mail	10:30 a
	†Evening Express 3:25 p m	3:50 p
	*Limited Express 6:25 p m	6:30 p
	†Daily, Sundays excepted. *Daily.	0.00 p
1	Dany, Sunday's excepted. Dany.	it malein
- 3	Detroit Express has parlor car to Detro	it, makin
	direct connections for all points East, arriv	ing in Ne
3	York 10:10 a. m. next day. Limited Express	, East, na
6	through sleeper Grand Rapids to Niag	gara Fall
1	connecting at Milwaukee Junction with	throug
1	sleeper to Toronto.	
9	Through tickets and sleeping car berths	secured a
ı	D., G. H. & M.R'y offices, 23 Monroe St., and at	thedeno
ı	Jas. Campbell. City Passenge	

WHOLESALE AND RETAIL

COAL and WOOD.

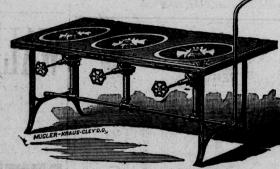
E. A. HAMILTON, Agt.,

Grand Rapids, Mich.

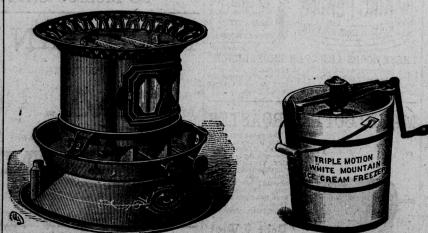


Headquarters GOODS

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.,

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

ARTHUR MEIGS & GO., W. STEELE PACKING & PROVISION CO.

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

One Block from Union Depot on Oakes Street.

GRAND RAPIDS, MICH.

WHOLESALE GROCERS.

IMPORTERS OF

JOBBERS OF

Tobacco and Cigars.

SHIPPERS OF

VEGETABLES, FRUITS and PRODUCE.

PROPRIETORS OF THE

FOX PLUG TOBACCO.

AGENCY OF

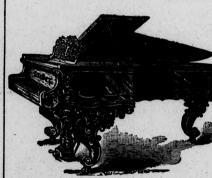
Boss Tobacco Pail Cover.

Full and Complete Line of FIXTURES and STORE FUR-NITURE.

Largest STOCK and greatest VARIETY of any House in

LOOK UP OUR RECORD.

Grand, Square and Upright Pianos.



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

The Weber Stands Unrivaled.

Sheet music and musical merc Everything in the musical line.

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

A. J. FRIEDRICH

(Successor to Friedrich Bros.)

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

HESTER & FOX, Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY.



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

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

WM. SEARS & CO Cracker Manufacturers,

Agents for

AMBOY CHEESE

GRAND RAPIDS, MICH. 87, 39 & 41 Kent Street, Grand Rapids, Michigan.

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 scans, 20 pound cans, 3, 5 and 10 pound

Pickled Pigs' Feet, Tripe, Etc.

Our prices for first-class goods are very low and all goods are warranted first-class n every instance

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

Grand Rapids, Mich.

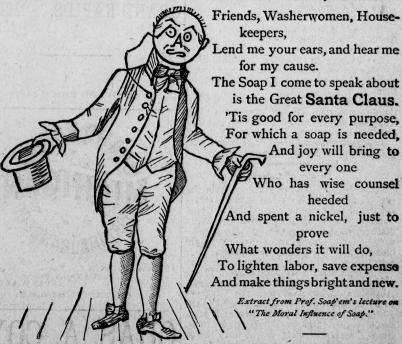
eoots SHOES

AGENTS FOR THE

BOSTON RUBBER SHOE CO.

14 and 16 Pearl Street, Grand Rapids, Mich.





SANTA CLAUS SOAP is the best in the market for washing, scouring, cleaning, scrubbing, &c. For sale by all grocers at 5c. a cake.

N. K. FAIRBANK & CO., Manufacturers, Chicago, Ili.

PERKINS & HESS Hides, Furs, Wool & Tallow.

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

be of interest:

The capacity of the fixtures herein described is adapted to a "small campery."
The boiler, with one kettle, would prepare enough tomatoes, etc., to fill, daily, 3,600 cans, or three times this number of peaches or apples. Every additional kettle would proportionately increase the capacity.
The cost of a boiler of twelve-horse power is \$220; kettle open, \$17 to \$25. This will do for tomatoes, apples, peaches and all kinds of berries.

If corn or peas are to be canned, a patent

If corn or peas are to be canned, a patent process kettle will be necessary. This will cost \$225. With this kettle you will have

Leaving out this we have the following dditional items: Open kettles and crates, atra, cost \$6 to \$8; exhaust box, \$17; crane hoist crates out of the best crates. to hoist crates out of the kettle, \$13; air pumps, \$6; oil tank, \$8 to \$25; free pots, \$8 to \$10; Debow capping tools, \$9 each.

Two of these will be necessary for each man, but one "capper" is sufficient in a

small cannery.

The prices of cans, if they are bought a the right time, are, for two pound cans, \$1.78 per hundred; for three-pound cans, \$2.45 to \$3 per hundred.

The cases or boxes in which the cans are acked for shipment, and which hold two ozen cans, cost for cases that hold twentyfour two-pound cans seven cents each; for cases that hold twenty-four three-pound

cases that hold twenty-four three-pound cans, nine cents each.

The price paid for shelling peas is five cents per gallon; for peeling tomatoes one cent per bucket, that is the common wooden bucket; for peeling and seeding peaches twelve cents per bushel; peeling apples, ten cents per bushel. These are the prices when the hands are boarded at the cannery. If they board themselves fifteen cents a day is allowed.

In the foregoing statement of expenses

In the foregoing statement of expenses of starting a cannery nothing is said about of starting a cannery nothing is said about a house to cover the machinery and operations. This may be a very plain, cheap shed, or a more costly building, or some old building may be adapted to the purpose. A house with an area of floor equivalent to 25x40 feet would be sufficient. Leaving out the cost of the house and of the process kettle, necessary if corn and peas are to be canned, the sum of \$325 will, I am informed, cover the expenses of starting a formed, cover the expenses of starting a cannery for tomatoes, peaches, apples and all kinds of berries.

The Grocery Market.

Sugar has sustained further declines, but the future condition of the market is still in a state of uncertainty. A further decline has occurred in corn syrups, which is evidently the culminating point in the abandonment of the pool. The Standard Oil thieves have advanced Water White 1/2 cent per gallon, at the same time reducing Legal Test the same amount. The package coffee manufacturers have reduced their quo tations 1/2 cent. P. Lorillard & Co. have reduced Climax plug to 41 cents for single butt and 39 cents for larger quantity. In announcing the decline of 4 cents per pound,

In explanation, it needs only to be said that the extensive planting and excellent prospect of a large crop of tobacco is having its natural effect on manufacturers—the discounting of the future. We recommend conservative buying of standard goods for

The woodenware manufacturers met las Thursday morning and resolved to advance the price of tubs 50 cents per dozen. In the evening, another session was held and a the total advance \$1 per dozen.

India Rubber May Be Altogether To Useful.

An inventor recently perfected a discov-An inventor recently perfected a discovery, for which he has been working during a number of years. It is india rubber in a state of solution, in the preparation of which no sulphur, ether or naphtha is employed. He applied it to a number of materials to demonstrate its varied and great unsefulness, among them a piece of black silk. A friend introduced him to a leading silk importer, who sent for his chief expert to examine the piece of material treated. After a very careful examination, the expert said: pert said:
"This increases the luster of silk?"

"Yes," assented the inventor.

'Increases its body?"

"Yes, yes."
"Renders it thoroughly waterproof, while
the rubber is not discernible?"

"Exactly so. Just the four things that I claim. I'm delighted that you recognize "And nothing is further from our wishes than to see such a thing introduced. We want silk to wear out, not made to last for-

The merchant indorsed that view, and politely bowed the inventor out.

Origin of Celery.

Wild celery has been known from the carliest times. It is spoken of in the Odyssey under the name of selinon and in Theophrastus; but latter, Dioscroides and Pliny distinguished between the wild and culti-vated celery. In the latter the leaves are bleached, which greatly diminishes their

The wild plant has a wide range. It extends from Sweden to Alveria, Egypt, Abyssinia, and in Asia from the Caucasus to Beluchistan, and the mountains of Brit-

to Beluchistan, and the mountains of British India. It grows in ditches and other damp places, and in Europe it is rank, coarse, and somewhat poisonous. Prof. Gray calls it "a strong scented, acrid, if not piosonous plant, of the coast of Europe; of which the variety, Duice, garden celery is rendered bland, and the base of the leaf stalks enlarged. Succulent and edible when blanched through long cultivation."

One variety of cultivated celery, the celeriac, is raised only for the root or base of the leaves, which becomes a white, solid bulb. This is more commonly called turnipmoted celery and differs more widely than the other from wild celery. The larger plant, also called Smellage, is kin to celery, and botanically are species of the parsley family.

Important to Retail Grocers

ued Sept. 1st, 1888. All the elegant fixtures and store furniture, soda water founpurchasers may desire. We prefer to sell in a lump to a party wishing to carry on liberal terms will be made and a good busi-

pear by August 20th, we will sell in part and in quantities to suit purchasers.

The counters are all solid cherry or mar ble top on japanned iron standards. The shelving is put up with adjustable iron brackets, and can be made to fit any store

Show cases, scales and other movable fixtures are the finest in the State. Inspection invited; correspondence ited and information cheerfully given.

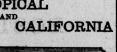
ARTHUR MEIGS & Co... 77 to 83 South Division street.

B. F. Emery is carrying on a brokerage usiness in this city for Gray, Kingman & Collins, of Chicago, and Wm. L. Ellis & Co., of Baltimore. For the latter house, he handles canned goods exclusively until the oyster season opens.

ALFRED J. BROWN

FOREIGN.

TROPICAL





Bananas, Our Specialty.

16 and 18 No. Division St. GRAND RAPIDS, - MICH.

WHOLESALE

Dall pave 1.1911

AND OYSTERS.

Packing and Warehouse,

37 North Division Street.

Office, 117 Monroe St.,

GRAND RAPIDS,

SEND FOR PRICE LIST.



CASH CAPITAL, \$200,000.

CHAS. A. COYE

MANUFACTURER OF

Horse and Wagon Covers,
Awnings and Tents,
Flags and Banners,
Oiled Clothing, Feed Bags, Wide Ducks, etc

73 CANAL ST., - GRAND RAPIDS.

WHOLESALE PRICE CURRENT.

FISH.

FLAVORING EXTRACTS 2 70

relfer's ½ to cans, 3 doz in No. 2 Hurl No. 1 Hurl No. 2 Carpet No. 1 Carpet Parlor Gem Common Whisk Fancy Whisk Farina, 100 lb. kegs...... Hominy, \$\pm\$ bbl..... Macaroni, dom 12 lb. box. Macaroni, dom 12 lb. boz

"imported... 10
Pearl Barley......
Peas, Green.....
Peas, Split.....
Sago, German...
Tapioca, fl'k or p'rl...
Wheat, cracked...
Vermicelli, import...
"domestic... Runkle Bros'.. Vien. Sweet
" Premium...
" " Hom-Cocoa

COCOANUT

COFFEE-GREEN

McLaughlin's XXXX
COFFEES—50 LB. BAGS.
Arbuckle's Avorica.
"Quaker City.....
"Best Rio....
"Prime Maricabo...

Maltby's, 1

domestic.

New Orleans, good.... New Orleans, choice... New Orleans, fancy.... ½ bbls. 3c extra Michigan Test...... Water White OATMEAL Rio, common.........14@li To ascertain cost of roast coffee, add ½c per B. for roa ing and 15 per cent. for shrin OATS-ROLLED. COFFEES-PACKAGE. Half barrels... Cases....

Medium. Small, bb RICE.

SALERATUS. DeLand's pure...... Church's G. M...

Taylor's G. M...

Dwight's

Cap Sheaf....

Keless in

SOAP.

SPICES-WHOLE.

Pepper, Singapore, olack..18 white.28

shot. 21

SPICES—GROUND—IN BULK.
Allspice. 12

Cassia, Batavia. 20

and Saigon. 42

Cloves, Amboyna. 30

Zanzibar. 28

Cloves, African 18

" shot.

Cubes Granulated, Stand... 8 06 Granulated, Stand... 8 06 Granulated, Stand... 8 06 Granulated, Standard A... 6 Standard A... 6 No. 1, White Extra C.. No. 2, Extra C.. No. 3 C, golden... 6 No. 4 C, dark

Don't Anti-Washboard...
Jaxon...
Queen Anne...
German Family...
Big Bargain...

50 Pocket, F F D..

CANNED FISH.

Soda Fancy. S. Oyster...

Allspice ...
Cassia, China in mats ...
Batavia in bund ...
Saigon in rolls ...
Cloves, Amboyna ...
Zanzibar ...
Mace Batavia ...
Nutmegs, fancy ...
No. 1 ...
Penner Singapore, plack Salmon, 1 b Coumota 350
Salmon, 2 b 350
Salmon, 2 b 350
Salmon, 2 b 350
Salmon, 2 b 327
Sardines, domestic 48... 7
Sardines, domestic 48... 10@11
Sardines, Mustard 48... 9@10
Sardines, imported 48... 12@13
Sardines, spiced, 48... 10@12
Trout, 3 b brook...... 10@12

Pears. 1 30
Pineapples. 1 40@2 75
Quinces. 1 50
Raspberries, extrs. 1 50
red. 1 50
Strawberries 1 25@1 40
Whortleberries. 1 20

TOBACCOS-FINE CUT.

VINEGAR. 30 gr. 40 gr. 50 gr. 9½ 11½ 13
Above are the prices fixed by the pool. Manufacturers outside the pool usually sell ogr. stronger goods at sar prices. \$1 for barrel. WOODENWARE. Curtiss & Co. quote as fol

MISCELLANEOUS. Bath Brick imported90

andles, Star... andles, Hotel

CANDY, FRUITS and NUTS

Putnam & Brooks quote as follows: Standard, 25 to boxes. Twist, do Cut Loaf do MIXED. MIXED.

Royal, 25 fb pails...

Royal, 200 fb bbls...

Extra, 25 fb pails...

Extra, 200 fb bbls...

Extra, 200 to bols.
French Cream 25 to pails...
Cut loaf, 25 to cases...
Broken, 25 to pails...
Broken, 200 to bols...
FANCY—IN 5 to boxes.
Lemon Drops...

Molasses Dar Caramels... Hand Made Creams... Plain Creams... Decorated Creams. String Rock... Burnt Almonds... Wintergreen Berries..

FANCY—IN BULK.
Lozenges, plain in pails... 13
Lozenges, plain in bbls... 12
Lozenges, printed in pails... 13
Lozenges, printed in pails... 13
Lozenges, printed in pails... 13
Lozenges, printed in bbls... 124
Chocolate Drops, in pails... 134
Gum Drops in pails... 54
Gum Drops, in pails... 54
Moss Drops, in pails... 10
Moss Drops, in bbls... 9
Sour Drops, in pails... 12
Imperials, in pails... 12
Imperials in bbls... 11
FRUITS.

FRUITS.

NUTS. Almonds, Tarragona @17
" Ivaca..... @16
" California 13@14 California
Brazils
Filberts, Sicily
Walnuts, Grenoble.
Sicily
French.
Pecans, Texas, H. P.
Cocoanuts, \$2100.

PEANUTS.
Prime Red, raw \$ b
Choice do do
Fancy H.P. do do
Choice White, Va.do
Fancy H.P., Va do 5
Extra H. P.Va..... OYSTERS AND FISH.

. J. Dettenthaler quotes as follows:

Fairhaven Counts... FRESH FISH.

FRESH MEATS. Bologna.
Frankfort sausage...
Blood, liv, h'd saus'g.
Mutton.
Lard kettle rendered.

nd Hapids Packing & Provision Co. collows:

SMOKED MEATS-CANVASSED OR PLAIN DRY SALT MEATS.

PROVISIONS.

LARD IN TIN PAILS.

5 D Pails, 20 in a case.

5 D Pails, 12 in a case.

10 D Pails, 6 in a case.

20 D Pails, 4 pails in case.

Extra Mess, warranted 200 Ds.

Extra Mess, Chicago Packing.

""

Kansas City Packing. LARD IN TIN PAILS.

Boneless, rump butts.. Pork Sausage. Ham Sausage. Tongue Sausag ongue Sausage... Frankfort Sausage

Green ... % b 4 @ 4% Calf skins, green
Part cured ... @ 5
Full cured ... 5 % 6 % Deacon skins,
Dry hides and kips ... 6 @ 8 WOOL.
Fine washed \$\mathbf{#}\$ \$\mathbf{b}\$ 18\alpha20 | Coarse washed \dots 18\alpha20 | Medium \dots 20\alpha22 | Unwashed \dots 12\alpha16 | MISCELLANEOUS.

PRODUCE MARKET.

Apples—Green, 75c per bu. Beans—Hand-picked mediums are very earce, readily commanding \$2 per bu Beets—New, 40c per bu. Blackberries—10c per qt.
Blackberries—10c per qt.
Butter—The market is well supplied. Large handlers pay 13@14c for choice, selling again at 15@16c.
Cabbages—Home grown command 40@50c

Cabbages—Home grown command 40@50c per doz.
Celery—20@25c per doz.
Cheese—The market grows stiffer each week, the stocks in jobbers hands being kept closely sold. Full cream readily commands 9½@9½c.
Cider—10c per gal.
Cooperage—Pork barrels, \$1.25; produce barrels, \$5c.
Corn—Green, 7c doz.
Cucumbers—25c per bu.
Dried Apples—Jobbers hold sun-dried at 7c and evaporated at 9c.
Eggs—Jobbers now pay 13c and sell at 14@15c.

oc. Green beans—50c per bu. Honey—In plentiful supply at 14@15c. Hay—Baled is in small demand at \$15 for No and \$14 for No. 2. Mushmelons—\$1 per crate.

Onions—Home grown dry stock commands there bu.

Peas—Marrowfat, 25c per bu.
Plums—California, \$1.50 per case.
Pop Corn—2½c % b.

Potatoes—Jobbing generally at 50c for imported and 40c for home grown.
Radishes—5c per doz.
Squash—Summer, 2c lb.
Tomatoes—\$1.20 per bu.
Turnios—25 per bu. Tomatoes—\$1.20 per bu.
Turnips—25 per bu.
Wax Beans—75c per bu.
Watermelons—Missouri, 18c apiece,
Whortleberries—Very scarce and high, on
account of the dry weather in the Northern
part of the State, Good berries readily command \$3@\$3.50 per bu.

GRAINS AND MILLING PRODUCTS. Wheat—City millers pay 79c for old white and 79c for old red, 79c for new white and 79c

for new red.
Corn—Jobbing generally at 58c in 100 bu.
lots and 53c in car lots.
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 \$5.70 % bblin sacks
and \$5.90 in wood. Straight, \$4.70 % bbl. in
sacks and \$4.90 in wood.
Meal—Bolted, \$3.60 % bbl.
Mill Feed—Screenings, \$16 % ton. Bran, \$15
% ton. Ships, \$14.00 % ton. Middlings, \$17
% ton. Corn and Oats, \$23 % ton.



EXTRACT ABSOLUTELY PURE TRIPLE STRENGTI THESE GOODS ARE "PAR EXCELLENCE" Pure, Healthful and Reliable, warranted to give satis faction in every particular. For sale by wholesale and retail grocers throughout tht United States. Vouwir Bros., Manufacturers, Cleveland and Chicago.

MAGIC COFFEE ROASTER Robt. S. West

Cleveland, Ohic. rags, rubbers, bones & metals

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

A Common Sense

E. G. STUDLEY.

AND SHOKS

RUBBER BOOTS

Gandee Rubber Go.



WHY THEY EXCEL

They cost less than other Injectors.
You don't have to watch them. If they break they will RE-START automatically.
By sending the number to factory on the Injector you can have parts renewed at any time.
They are lifting and non-lifting.
Hot pipes don't bother them and the parts drop out by removing one plug nut.
Every man is made satisfied, or he don't have to keep the Injector and we don't want him to.

PENBERTHY INJECTOR CO., Manufacturers, DETROIT, Mich.

GEO. E. HOWES & CO.,

JOBBERS IN

Apples, Potatoes 2 Onions. SPECIALTIES:

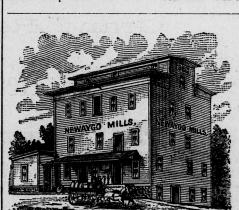
Oranges, Lemons, Bananas. 3 Ionia St., CRAND RAPIDS, MICH.

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 Pota-

toes, will be pleased to hear from you.



THE FAVORITE BRAND With Grocers.

Orders from Retail Trade Solicited.

Newaygo Roller Mills

MICH

House and Store Shades Made to Order.

NELSON BROS. & CO.,

Grand Rapids. 68 Monroe Street,

MICHIGAN MANUFACTURERS OF THE JUSTLY CELEBRATED

REEDER, PALMER & CO.

Wholesale Boots and Shoes. STATE AGENTS FOR LYCOMING RUBBER CO., 24 Pearl St., Grand Rapids, Mich., TELEPHONE

Two Years · nouble Wear

Puble Thick Ball

Sole

CANDEE

Drugs & Medicines

hird Vice-President—Seny Rephart, Berrien Sprin scretary—S.E. Parkill, Owosso. reasurer—Wm. Dupont, Detroit. xeentive Committee—Geo. Gundrum, Frank Ing. A. H. Lyman, John E. Peek, E. T. Webb. ocal Secretary—James Vernor, Detroit. ext Meeting—At Detroit, September 4, 5, 6 and 7.

Grand Rapids Pharmaceutical Society.

alicum 10@ 12
sphorioum dil... 20
ceylicum 1 70@2 05
phuricum 1 14 @5
nnicum 1 40@1 60
53

ANILINE.

Euonymus atropurp Myrica Cerifera, po. Prunus Virgini..... Quillaia, grd.....

Sassfras Ulmus Ulmus Po (Ground 12)

Ulmus Po (Ground 127)
EXTRACTUM.
Glycyrrhiza Glabra... 240
15 Th DOX... 110

Haematox, 15 B oox.

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FOLIA.

rosmassia Acutifol, Tin-

nivelly..... Alx.

Acacia, 1st picked...

2nd

3rd

Sifted sorts.

Mastic ... @1 60
Myrrh, (po. 45) ... @ 40
Opin, po. 4 50) ... 3 00@3 10
Shellac ... 25@ 33
" bleached ... 25@ 30
Tragacanth ... 30@ 75

HERBA-In ounce packages.

Tragacanth

Supatorium

Rue
Tanacetum, V....
Thymus. V.

MAGNESIA.
Calcined, Fat.
Carbonate, Pat.
Carbonate, K. & M.
Carbonate, Jennings

OLEUM.

nium, 3..... pii, Sem, gal....

100

AMMONIA.

Berrien County Pharmaceutical Society.

ton County Druggists' Association. nt, A. O. Hunt; Secretary, A. S. Wallace. Charlevoix County Pharmaceutical Society resident, H. W. Willard; Secretary, Geo. W. Crouter Ionia County Pharmaceutical Society. President, W. B. Cutler; Secretary, Geo. Gundrum. kson County Pharmaceutical Ass'n. nt, C. B. Colwell; Secretary, C. E. Foote. amazoo Pharmaceutical Association. ent, D. O. Roberts; Secretary, D. McDonald.

on County Pharmaceutical Society. ent. F. N. Latimer; Secretary, Wm. Heysett. ecosta County Pharmaceutical Society esident, C. H. Wagener; Secretary, A. H. Webber. Monroe County Pharmaceutical Society. resident, S. M. Sackett; Secretary, Julius Weiss. Muskegon County Druggists' Association resident, E. C. Bond; Secretary, Geo. L. LeFevre.

Muskegon Drug Clerks' Association. resident, C. S. Koon; Secretary, Geo. L. LeFevre. Newaygo County Pharmaceutical Society President, J. F. A. Raider; Secretary, A. G. Clark. Oceana County Pharmaceutical Society. President, F. W. Fincher: Secretary, Frank Cady.

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

Cinchonidine, Ger'an Corks, list, dis. per

cent. Creasotum Creta, (bbl. 75) Creta prep. Creta precip. Creta Rubra.

Creta Rubra
Crocus
Cudbear
Cupri Sulph
Dextrine
Ether Suiph
Emery, all numbers
Emery, po.
Ergota, (po.) 75.
Flake White
Galla
Gambier
Gelatin, Coopor
Gelatin, French
Glassware fiint, 70&10
60&10, less.
Glue, Brown
Glue, White
Glycerina

Grana Paradisi @
Humulus 25@
Hydrarg Chior. Mite. @
Hydrarg Chior. Cor @
Hydrarg Cx. Rubrum @
Hydrarg Ox. Rubrum #
Grang Unguentum #
Grang

Mannia, S. F.

& P. D. Co., doz....

Santonine..... Sapo, W.....

Snuff, Maccaboy, Do.
Voes.
Snuff, Scotch, Do.
Voes.
Soda Boras, (po 11). 10
Soda et Potoss Tart. 33
Soda Carb. 20
Soda, Bi-Carb. 46
Soda, Ash. 36
Soda Suiphas. 6
Spits. Ether Co. 506
Spits. Wyrcia Imp.
Spits Wyrcia Imp.
Spits Vini Rect. bbl.
2.27).

Whale, winter.

Lard, extra.

Lard, No. 1

Linseed, pure raw

Linseed, boiled

Neat's Foot, winter

strained

strained..... Spints Turpentine...

PAINTS Bbl

WHOLESALE PRICE CURRENT.

Spigelia Sanguinaria, (po. 25).
Serpentaria Senega Smilax, Officinalis, H

Zingiber a.....Zingiber j.....

Apium (graveleons). 10@ 12
Bird, 1s. 4@ 6
Carui, (po. 18). 12@ 15
Cardamom 1 00@1 25
Coriandrum 10@ 12
Cannabis Sativa. 3½@ 4½
Cydonium. 75@1 00
Chenopodium 10@ 12
Dipterix Odorate. 1 75@1 35
Foeniculum. @ 15
Foeniculum. @ 15
Foeniculum. 3½@ 4
Lini, grd, (bbl. 3) 3½@ 4
Lini, grd, (bbl. 3) 3½@ 4
Lobelia. 35@ 40
Phalaris Canarian. 3½@4½
Rapa. 5@ 6
Sinapis, Albu. 8@ 9
"Nigra. 11@ 12
SPIRITUS.

| SPIRITUS. | Frumenti, W., D. Co. 2 00@2 50 | Frumenti, D. F. R. 175@2 00 | Frumenti | 10@1 5/ | Juniperis Co. 0. T. 175@3 50 | Saacharum N. E. 175@3 50 | Saacharum N. E. 175@5 50 | Spirit Galli | 175@6 50 | Vini Oporto | 125@2 00 | Vini Alba | 125@2 00 | Vini Alba | 125@2 00 | Spirit Galli | 125@2 00 | Vini Alba | Vini Oporto | 125@2 00 | Vini Alba | Vini Oporto | Vini Oporto

Nassau sheeps' wooi carriage...

Velvet Extra sheeps' wool carriage...

Extra Yellow sheeps' carriage...

Grass sheeps' wool carriage...

Hard for slate use..

Yellow Reef, for slate use..

Aloes..... and myrrh....

Stromonium...... Tolutan.....

Advanced—Alcohol, gum opium, gum opium po., oil cubebs, oil pennyroyal, oil sassafras, wd. ipecac, senega root, turpentine.

Declined—Linseed oil, balsam Peru, cloves, cloves powd.

AT GARFIELD'S TOMB.

Studded o'er a park-like hillside, mont in grandeur rise, liptured stone, in forms scraphic, gaze ap

pealing to the skies. made sacred by the dead.

pitaphs breathe pitiful sorrow, tears of ag ony, here, are shed.

o'er by rustling sylvan shade That casts protection over all the mouldering dust beneath them laid.

Dumb language speaks the silent stone, grief and bitterness replete, Of days cut short, ambition wrecked, the thereof a winding sheet.

Vhat! 'Tis a castle from the Rhine that guards this sepulchrean host. e, a tribute to man from far and near Northern lake to ocean's coast.

Who is the man? A king, of course; no beian caste could win such fame: fortune holds her sweetest smiles for those who bear a royal name.

king? No: but an honest freeman found restsoul pure, noble, refined by public test. Humble his birth, a world wept at his bier; A Nation's love in battlements of stone pre

serves his memory here. ook you above, friend! His deeds portrayed in bas relief fire emulative zeal;

His field of vantage is within your sec use for woe or weal. Let him sleep on in his granite crypt.

slab and chiselled art, While the story towers above his he grandly o'er lake and mart. Yes, Erie's main speaks peace to thee, from its

As does a sail-a snowy flake, on her flashing. steel-blue rim.

Plain Words to Druggists.

At the recent meeting of the Missouri Pharmaceutical Association, the following excellent remarks were made by J. E. Erk, a veteran druggist of Lee's Summit, Mo.:

The druggist is almost necessarily con
title to publish? It is absolutely certain that whiskey must be pure."

It is to be supposed that the younger man took the implied lesson in worldly wisdom

fined to the counter during the larger part of the twenty-four hours which constitutes a day. We doubt if a profession or trade could be selected which, to be faithfully followed, requires a more unceasing application to details and more unmitigated confinement. The exacting public is ever on the watch to entrap us in some error of omission or commission. Business hours will include between breakfast and 9 o'clock p. m., except when duty requires otherwise. During business hours all hands must be on their feet, and must be employed at some regular duty such as is demanded in the store. Waiting on the counter requires much knowledge and experience. The senior must always do that part that requires more skill, and must never deviate

from it, if circumstances will allow.

Never put up an article unless you are sure you are right, and have it always prop-erly labeled and with taste. Every duty must give way to that of waiting on a customer, and to receive the customer with politeness; and your courtesy must be such

tainment worth more than it usually costs.

There should be no master and no servants. Each one should feel confident in the work he has to perform, and to do it with cheerfulness; indolence is a disgrace to the store or pharmacy. I used to give my clerk every Friday afternoon a recrea-35 your customer, or he may say, "I will go somewhere else." Be honest; if you have not all in the prescription say it frankly, "Either go or procure it at the other says." "Either go or procure it at the other store," or send him there. If there should occur a mistake from the doctor, try and see him, and, if not, prolong the time all you can to first see the physician, so the customer will not mistrust that there is something @ 35

> Keep everything in its place, and dis pense poisons, such as morphine and the alkaloids, in original packages, and by so the stomach, wakes up peristalsis, and pre-pares the alimentary canal for the morning meal. Observation has shown that non-irritating liquids pass directly through the

purchase for such an "ornery" looking fellow to be making. So the druggist asked him to smoke a cigar and between the puffs managed to extract a confessed from him. And this was the drift of it:

"These things cost me less than 70 cents' I shall sell the boxes and vials when they are filled at 25 cents each—six dozen in all, equal to \$18. But I have material sufficient 2 cents. The following are the changes in PAINTS Bbl Lb Control of twice that number of boxes and vials, so that for about thirty cents more, or about \$1 of the control for twice that number of boxes and vials, so chemicals August 1:

the Sea of Marmora, and he gave the recipe out of gratitude. There's lots of toothache among farmers, their wives and daughters. As to their virtue's, what of that? Farmers are the most credulous people under the sun, and their self-esteem, the bump of which is awfully big, but makes imposition upon them more easy. There are probably hundreds of men in the United States engaged, like me, in selling nostrums to village and country people, not one of whom knows or cares whether there be virtue in them. Do I ever hear from those I have victimized? Bless you, this country is big and wide, and I never return the way I go, and am disinclined to sell at the house at which I put up for the night until the following morning. I give it to you straight, young man, I do

ten times as much in it as in farming."

ton Letter to Providence Journal.

Two Chemical Stories.

"I want this sample of whisky analyzed,"

gallons of the whisky to test it thoroughly.'

The whisky-maker retired, and the young chemist turned to the elder.
"What in the world," he asked, "do you want of five gallons of that whisky? You

an't need more than half a gill or so to test

"Young man," the other answered. look of mirth and wisdom coming over his

face, didn't you hear him say he wanted a letter to publish? It is absolutely certain

to the heart.

The second story told of the same chemist

is to the effect that a manufacturer of some

patent compound or other came into his lab-

oratory one day with a bottle containing an

"to know what would make the water and oil in this emulsion separate."

"Very well," he said, "write your check."
"Check?" the other echoed. "Yes, your check for a hundred dollars. You say you are willing to give that and for that price I

am willing to tell you what will make the

water and oil separate."

The visitor hesitated a moment and then

wrote his check for the sum named. The chemist carefully deposited it in his pocket-book and then quietly dropped into the liquid a pinch of common salt. Instantly the water and oil separated, and whether the client was satisfied or not he had got what he wanted and he had paid his own price for it.

The Use of Water at and Before Meals.

Opinions differ as to the effect of the free

view generally received is probably that it

dilutes the gastric juice, and so retards di-gestion. Apart from the fact that a mod-

erate delay in the process is by no means a disadvantage, as Sir William Roberts has shown in his explanation of the popularity

of tea and coffee, it is more than doubtfu whether any such effect is in reality pro

duced. When ingested during meals, water may do good by washing out the digested food and by exposing the undigested part

more thoroughly to the action of the digestive ferments. Pepsin is a catalyptic body,

and a given quantity will work almost in-definitely, provided the peptones are re-moved as they are formed. The good effects of water, drunk freely before meals, have, however, another beneficial result—

it washes away the mucus which is secreted

by the mucous membrane during the inter-

whole alimentary tract. The membrane thus cleansed is in much better condition to receive food and convert it into soluble

compounds. The accumulation of mucus

is specially marked in the morning, when

the gastric walls are covered with a thick,

tenacious layer. Food, entering the stomach at this time, will become covered with

this tenacious coating, which, for a time

protects it from the action of the gastric

ferments, and so retards digestion. The viscid contents, a normal condition in the

morning before breakfast, is not suitable to

receive food. Exercise before partaking of a meal stimulates the circulation of the

blood and facilitates the flow of blood through the vessels. A glass of water washes out the mucus, partially distends

present, they only mix with it to a slight

The Drug Market.

Opium is firm and advancing. Quinine i

steady. Morphia is unchanged. Oil cubebs

has advanced and is tending higher. Oil

pennyroyal is tending higher. Oil sassafras

has advanced. Oil wintergreen is very firm

and likely to advance. Ipecae root has ad-

vanced. Senega root is higher and balsam

Peru has declined. Cloves are lower. Lin-

seed oil has declined. Alcohol has advanced

' stomach, and even if food be

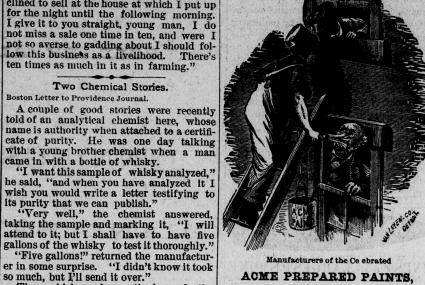
is of repose and favors peristals of the

"I would give a hundred dollars," he said,

unwholesome looking mixture.

The chemist looked at it.

price for it.



ACME PREPARED PAINTS.

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

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WHOLESALE AGENT.

Grand Rapids, - Mich.



Hazeltine & Perkins Drug Co. GRAND RAPIDS, - MICH. ngestion of water at meal times, but the

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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.

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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.

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GRAND RAPIDS, MICH.

RECOMMENDED BY EMINENT PHYSICIANS The Sest Tonic A CONCENTRATED LIDUID MALT & HOPS FOR SALE BY ALL DRUGGISTS

Detroit, Mich., April 9, 1888. Specialty Dept. Ph. 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 vere 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. Specialty 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 SIRS—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. Ph. Best Brewing Co. rapid and permanent ELIAS WILDMAN, M. D.

Work-House Hospital

Blackwell's Island, Feb. 10, 1888. Ph. Best Brewing Co.,

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.

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. cialty Depart. Ph. Best Brewing Co.,

GENTLEMEN—I have used the "Best" Tonio 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. Ph. Best Brewing Co., 28 College Place, N. Y.,

Ph. Best Brewing Co., 22 Conlege Flace, N. I.,

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.

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

New Orleans, La., April 6, 1888. ecialty Depart. Ph. Brewing Co.

GENTLEMEN-Having tried your "Best" 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.

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LIQUOR & POISON RECORDS HAZELTINE & PERKINS DRUG CO.

- Mich. Grand Rapids,

The Michigan Yradesman.

FRUITS FOR MARKET.

As in this day fruit has become in large rtions a commercial article, it is quite sent its claims, outside of strictly agricul- which, if lined with clean, white paper and a taste for tomatoes and celery until they and proper to speak of it, and to pre-

whether its cultivation or traffic is not a financial failure. We refer more especially to the larger fruits of our country, as the

apple, pear, peach, etc.

Can the raising of fruits for market in the State of Michigan be made a commercial portant additions have been made to our yet undeveloped, awaiting the young and success? This important question is usually answered about equally in the negative and ffirmative. Much depends, however, upon the disposal of the fruit after it is grown. If there is an over-supply on the market in its fresh state, it cannot be consumed and must decay; consequently, the prices may fall below the cost of production. On the other hand, if measures are taken to preserve it in any form, as by canning, drying, etc., the losses may be very small and the demand practically udlimited. And like many other kinds of business, fruit raising must-to become a success-be made a specialty. Two or three kinds of fruit is quite sufficient—unless the capital employed is large and the varieties such as will mature several months apart—to demand the entire attention. We must remember that there are vast habitable areas in our more northern and western terr tories where few fruits can be grown and where thousands of families only indulge in it as a rare luxury, owing to its scarcity and high price. If it can be made a special business, it can be cheapened and at the same time improved in quality, as well as quantity. Then, also, we must study the adaptation of localities for different species and cultivate only those from which we may be reasonably certain of a crop each

It is intended to devote this article more particularly to urging the cultivation of the wild fruits indigenous to the north half of the Lower Peninsula, as with the present rapid settlement of this portion of the State, the entire family of wild berries—as such will soon become almost extinct. It is noticeable from time to time that the acreage of wild cranberries, huckleberries, raspberries and blackberries is lessoned from the above cause, and the price of the fruit is correspondingly higher. This fact, together with the constantly increasing demand for some of them, as the huckleberry and black raspberry, suggested to me their domestication and cultivation. My own experience and observation would for several reasons lead me to discourage the cultivation of the blackberry for profit; while the cranberry, notwithstanding it is lucrative, requires moist or marshy land peculiarly located for being overflowed with water, that may not always be easily obtained.

One young man near Mancelona has already transplanted a quantity of the shrubs of the wild huckleberry, which he is cultivating. They are fruiting and I am informed that the berries are larger than those growing wild. He will largely increase the number of plants the present year. I had suggested to him that, if his land was rather dry, artificial irrigation of them would pay; as, like all succulent fruits, they feed largely upon water when it can be obtained. The past week, while conversing with a man residing in the Grand Traverse region, my ideas were confirmed by his informing me that a rather low, moist piece of land-some 160 acres in extent-in the eastern part of Kalkaska county, is now, to use his own language, "perfectly blue with huckleberries" and the fruit more than twice the size of those on the dry, sandy plain.

"How do you account for this increase in size and quantity," I inquired? "By the great amount of moisture they absorb, and actually require during their growth, and which they here obtain," was the answer. This valuable shrub seems to thrive fairly well upon a soil where at the present day little else can be grown; and, upon a personal visit to the fields, I find the largest and best fruit in the shadow of the handsome jack pine, which in many places shade the entire earth over many acres in extent, as if planted by the hand of man. Possibly this much-detested dwarf pine-which in many places is really a beautiful tree-may prove of great value in shading the fruit, if the huckleberry, as I believe, can be made to grow upon the same soil wherever this pine is found. If water is found to be absolutely necessary, it can be supplied from wells, if from no other source.

The black raspberry may also be made exceedingly profitable, if cultivated upon the hardwood lands in this region. The plants should in all cases be taken from the forests or fields in the vicinity of lands upon which they are to be transplanted, as they will prove more hardy and thrifty than if imported from nurseries in more south ern latitudes or from different soils. But. if raised in large quantities, the question may be asked, "Will not the expense of conveying long distances to market be too heavy?" and "Will not the quality of the fruit be impaired?"

I answer: These two kinds of fruit which e especially urge the cultivation of for rofit retain all their natural fine flavor and profit rejain at their material erally give larger net returns, if so preserved than in any other way. It is said that three pounds of the freshly picked raspberries will make one when dried, and

light wooden boxes, each containing about but possess a medicinal as well as ter, if boxes are not too expensive—in glected. If, heretofore, we have cultivated shaken closely together, they will neither have now become an indispensible part of heat nor mould, if kept dry. Make pack- our cuisine and very important commercial ages as attractive as possible, through products, let us enlarge the demand for the it-if the standard of your fruit is kept high—it will be eagerly sought in every until they occupy the same position. market. During the past half-century imfood supplies by cultivating a taste for middle aged who will give brain, muscle tomatoes and celery, which previously were and money to the enterprise and industry almost unknown or not considered edible in which I have briefly mapped out in this America. These have proven a priceless article. It only requires industry, with boon to the poorer classes, to the invalid perseverance and economy, to amass a comand to infancy, and the great value of these

commercial view. While I grant-judging from the structure of our teeth and our digestive organsthat a mixed diet is best for man, the proportion of fruit consumed by us is too small. It seems evident that from some cause best known to the public, less flesh food-fish excepted—is eaten during the hot season

there will be an unlimited demand for them than formerly and that vegetables and fruits at from \$20 to \$25 per hundred pounds. | are taking its place. The acids from most The dried huckleberries will meet with kinds of fruit consisting of citric and malic uite as good a demand. This dry fruit are not only very grateful to the should be placed in bulk in neatly-made, stomach during the summer months, twenty-five pounds—a less quantity is bet- a nutritive value, too marked to be ne cleanliness and otherwise, and my word for fruits of our country as well, by increasing their production and extending their use.

There is a rich mine of health and wealth petence and a name for your products additions made from time to time can hardly which shall be a synonym for "the best be overestimated, either in a sanitary or fruits of their kind" in the markets of the world. FRANK A. Howig.

FINEST and LARGEST SMOKE For the money in the U. S. (3) Put up 50 in a box. Ask your dealer for them. Manufactured only by JOHN E. KENNING & CO., Grand Rapids.

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Owing to the Rail Road Co.'s not receiving stoneware unless it is packed up, we are obliged to make an extra charge of 1c per gallon for package, which however is not all loss, as it now goes as Fourth

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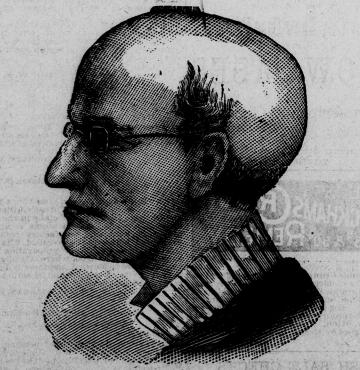
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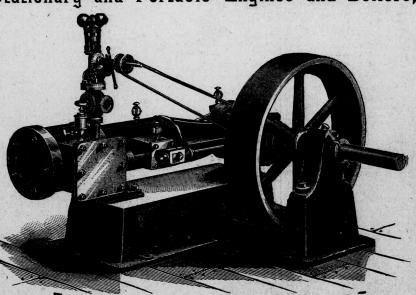
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