The Michigan Tradesman.

VOL. 5. GRAND RAPIDS, WEDNESDAY, AUGUST 15, 1888. NO. 256.

BEWARE!

It has come to our notice that unscrupulous manufacturers of cigars are putting an inferior brand of cigars on the market under a label so closely imitating our "Silver Spots" as to deceive the general public. At first, we were inclined to feel flattered at this recognition of the superior merits of our "Silver Spots" by a brother manufacturer, knowing full well that it is only articles of standard or sterling worth that are imitated, but we feel that we should be derelict in our duty to the public should we not warn them against this infringement, and also to dealers in cigars, as we feel positive that no first-class dealer would knowingly countenance or deal with any manufacturer who had to depend upon other manufacturers to furnish him brains to originate brands or labels for their cigars. A counterfeiter is a genius, but amenable to the law, but a base imitator who keeps within the law, or just ventures near 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.

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WAGONS!
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BAKING POWDERS
And all kinds of
Extracts and Flavorings
JOBBERS OF
TEAS, TOILET SOAPS, CIGARS
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IF YOU WANT

Medium Clover,
Mammoth Clover,
Timothy,
Alsike,
Alfalfa,
Hungarian,
Millet,
Red Top,
Orchard Grass,
Blue Grass,
Field Peas,
Spring Rye,
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OR ANY KIND OF SEEDS SEND TO

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J. W. CONVERSE, Proprietor. O. E. BROWN, Manager.

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

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Send for descriptive catalogue with testimonials.

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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.

THROUGH FIRE.

Written for THE TRADESMAN.

Far toward the northern portion of our beautiful Peninsula, where the stately pines still mingle their fragrant branches and whisper together as they are moved by the soft, evening breeze, untouched alike by the rapacious ax of the lumberman and the fire-king, in a pleasant opening of the forest surrounding an inland lake, where limpid waters reflect the brilliant green of the trees which bend over it as if to view their proud forms in its placid bosom, stood a little hamlet. Stretched around the shore of the lake for the space of half a mile are cottages whose pine exteriors, with a few notable exceptions, show a dearth of paint and an over-supply of weather. Among the exceptions I have made are a rather pretentious store building located on the main street (or State road, as it was then designated), and a little cottage built in a lot near by. Across a street, at the rear of the store, was a neatly-built barn, and the whole establishment betokened taste and inclinations far above its wild surroundings.

On the corner directly beyond the store-building, not over thirty feet distant, the primeval forest began and stretched away for miles, unbroken except as here and there, widely scattered, a few hardy settlers had set up their primitive habitations and cleared a few acres, so plentifully dotted with stumps as to almost make one believe the owner thereof had planted them, and that the few agricultural products between were the children of accident.

It will be interesting to us to get an interior view of this north woods store. As we enter the door at the right side (for the building is double) we see, on our right, a counter backed by shelves and supporting two showcases, one filled with ribbons, neckwear, etc., and the other stocked with jewelry, which is devoted to dry goods and notions. Still back of this, toward the rear of the store, is another counter and lot of shelves filled partly with dry goods and partly with men's clothing. Beyond all this is a wooden desk with a screen built up nearly to the ceiling, to which a bridge, or lifting counter, gives entrance. On the opposite side, in front, are the groceries, and back of these is the hardware, etc. The large wood stove stands in an open place opposite the desk, while ranged around this is a row of shelves filled with lumbermen's clothing, Mackinaw shirts, red sashes, etc.

It is a lumberman's supply store, where everything needful to the wants of mankind, from a coffin to a hairpin, is kept in stock.

James Sargent, the owner of this store, was a man eminently fitted for such a trade. Competent, at once, to determine the exact value of a piece of flannel or strike the right amount to boot in a horse trade, it was very seldom that he made a deal but that cash came to his side of the ledger.

Sargent was said to have love for but one thing in the world except money, and this was his only child, Retta. And when one saw her, he wondered not that her father, hard and flinty as he was, doted on her.

Retta had been given a good education "out in God's country," as the more civilized parts of the State were called by the villagers. Four years she attended a first-class school for young ladies in one of the large cities of the State, and when, at her mother's death, she was suddenly called upon to drop her education and take up the household cares of her father, she returned to her native place as much a stranger to the inhabitants as if she were born in a foreign land. Her own father hardly knew her, so much had polish and the added grace of years lent to her already great charms.

The girl very much disliked to give up her education and the refined society in which she had mingled for the ruder surroundings of her father's home, but filial duty went a great ways with Retta, and she cheerfully went about her homely labor.

There was one source of regret, however, which Retta could not entirely stifle. In her intercourse with the acquaintances formed at school, she had met and become acquainted with a young man who was reading law in the office of the father of one of her best friends. Ernest Alston was a perfect gentleman, handsome and light-hearted, brave as a lion and tender as a woman—just the man to win the deepest love of a true woman. He had one fault. He was most absurdly poor. Retta was ready and glad to forgive this in him, for, she said, he was sure to gain riches as soon as he began to practice, for he was possessed of such brilliant abilities. Women in love are to apt to condone the most egregious faults in the object of their esteem, and it was thus with Retta.

It was a case of love at first sight and, in a very short time, Ernest had written to Retta's father, requesting his sanction to their engagement. Mr. Sargent, true to his business instincts, first looked at the matter from a financial point of view. He soon learned, through correspondence, his proposed son-in-law's expectations and present resources, and, in a very terse and business-like way, notified the young man to drop his attentions to Retta, and warned that young lady that persistence in such a course would be most displeasing to him and forbade her seeing Ernest or holding communication with him in any way.

This was very galling to Retta and more exasperating to Ernest, but he was compelled to yield obedience to her father's wishes, inasmuch as Retta fulfilled her father's commands to the letter of the law, bidding Ernest a loving farewell and refusing to see him thereafter.

In vain did the distracted young man address long, persuasive memorials to her, filled to overflowing with his love, and maintaining his ability to provide for her, even should her father disown her. Retta refused to open his letters, and when he called to see her, one evening, absolutely refused to be visible.

Ernest did not give up, however. His was one of those natures that the greater the obstacles in the way of his attaining that which he sought, the more strong became his determination to surmount them. He gave up his attempts to see Retta or get her to read his letters, and waited for events to shape themselves more in his favor.

Retta left school and returned to her father late in the fall. Business in the store was unusually good the winter following. A large number of camps were running within a short distance of the town, and, as their supplies were necessarily drawn from the nearest point, James Sargent was enabled to add a larger amount to his credit at the bank than ever before in one season.

In consequence of the unusually profitable trade he had had, Sargent determined to add largely to his already very complete stock during the summer, and thereby get closer prices than possible in the winter and cheaper rates of freight, hoping to make a still greater profit and yet sell as closely as hitherto.

The result of this determination was, that Sargent went to Grand Rapids in the early summer and invested in nearly enough stock to carry him through the winter, at much better prices than he was able to get the year previous. His purchases used up all and more than he had cleared during the winter, and he was compelled to draw heavily on his reserve funds. But, going on the principle of "Nothing risked, nothing won," he paid for his goods and ordered them shipped.

It was something of an undertaking to dispose of all this surplus stock, but by dint of crowding everything into the least possible compass, Sargent soon had very nearly all his worldly possessions stowed away under the two roofs of his double building.

Nearly every one remembers the very dry summer of '71—the year of the great Chicago fire and numberless minor like casualties—when almost the entire country was scourged by the fire-fiend. The pine woods of Northern Michigan were, and are still, especially subject to a visitation from this dreaded monster. In the fall, after a dry period, the forest is filled with the most inflammable material. Dry cones and leaves, pitch issuing in sticky streams from every decayed branch and a soft, dust-like substance, which collects on the foliage, makes the woods one vast fire-trap, ready to spread destruction to the unfortunate inhabitants at the least possible opportunity, never stopping in its mad rush, devouring forest and village alike in its horrid march.

Fires had been reported in almost every direction around the little town wherein was located James Sargent's store, but, by a series of fortunate winds, had not threatened the place, and James Sargent, whose mind had been sadly perturbed by the menacing destruction, began to breathe a little easier as he saw himself escape so long. But his hopes were groundless. One hot night, when the very air seemed on fire, so smothering was its breath, and the dense, choking pine smoke hung like a pall of death over the little lake, a man came riding in from the west, his horse covered with foam and sweat, while, in some places, its very hair had been singed and blackened so close had been its contact with the fiery element.

Riding on up the street, he sent a chill to the heart of all by shouting, "Turn out, you people. Get your valuables together and build some sort of a raft and get to the middle of the lake as fast as though the devil were after you, and so he is! The woods are on fire five miles back, and this wind is sweeping it on like a race horse!"

By this time, all the inhabitants of the little town were aroused, and the tired horseman leaped from his steed and prepared to assist in getting to a place of safety.

James Sargent alone held back. He could not abandon his all to the mercy of the flames—no, not for his life. Retta, like the rest, instantly began packing a few valuables, together with some food, and was soon ready for flight. When she called to her father to come, he utterly refused.

"No, Retta, my child," he said, "you go and save yourself; but all I've got in the world is in this building, and I must try and save it, if there's a chance."

Retta urged and pleaded, but Sargent was inexorable, and she determined to face almost sure death in its most terrible form, rather than leave her father.

In his turn, he urged, and commanded her to go, but she would not, and her father, sooner than risk his property, risked his child's life by allowing her to remain.

Sargent set about saving his store in a very cool and intelligent way. First the wooden shutters were put up to each window, and then as much of the building as possible was protected with wet blankets taken from the store.

By this time the fire was plainly visible in the woods, although yet a mile distant.

Beyond the dark outline of the trees and their foliage, like a network of lace on a screen, the leaping, flashing, writhing tongues of fire could be seen, winding their lithe, sinuous bodies around the tall trunks of the giants of the forest, sapping their life in awful eagerness.

As Retta and her father gazed, almost spell-bound, on this seething display, second only in grandeur to the destruction of the world as portrayed by Dore's graphic pencil, a man came riding furiously along the road toward them. Like the former rider, he was totally unrecognizable from the accumulation of soot, smoke and dust on his sweaty face.

"Aren't you going to save yourselves by going out into the lake?" asked the man, in surprise, as he noted the preparations for defense made by Sargent and his daughter.

"No, sir. I shall stay right here, and save my property or burn with it," and Sargent's face bespoke a grim determination to do just as he said.

"Well, you've got pluck, and I admire it. I don't value my own life very highly and I will stay here and help you. But this young lady—" and the stranger looked inquiringly at Retta as he spoke, betraying an anxiety for her safety.

"I shall stay here, also," replied the girl, firmly. "My father risks his life to save his property, and it is my duty to help."

The stranger cast a glance of admiration at the girl, but there was time for no further parley, if anything was to be done.

The two men went to work. It seemed a hopeless undertaking, as the fire-fiend continued to advance with its scorching tongues licking up everything in its path as a thirsty animal laps the water from a brook.

Sargent got his horses out from the barn and hastily harnessed them to a plow. The stranger held it while Sargent drove the team, almost on a run, and four furrows were cast on the outskirts of the open space around the store. But, by this time, the heat had become so great and the burning brands were falling so rapidly around them, that they were compelled to abandon this undertaking and direct their attention to the buildings.

Fortunately, there was a tank of water between the two roofs of the building. The stranger climbed to the roof and, as often as a brand caught, he hurled it away, in the meantime keeping the roof as wet as the awful heat would allow. The very air which he breathed seemed to scorch his lungs, and several times he staggered as though falling, but recovered himself with an effort, and stuck to his post.

In the meantime, Sargent and his daughter kept the fire at bay below. For hours it seemed as if their combined efforts would be unavailing. One after another the buildings around them took fire and in an instant were a mass of flames. Then would follow a crash, as the roof fell in, a shower of sparks went up, and all that remained was a heap of smouldering ashes. Everything was taken clean. It seemed as if the very stones in the foundations burned, so complete was the destruction. The cottage and barn at the rear of the store were the last to burn, and it was with the utmost difficulty that the store was saved; but, at last, Sargent had the satisfaction of seeing the fire sweeping grandly through the forest beyond, while in the west, nothing remained but a vast, blackened wilderness.

It was high time. The little army could not have much longer withstood the awful siege. As it was, they were in a condition bordering on immediate dissolution.

As the stranger quitted his post and stepped on the top rung of the ladder to descend, his foot slipped and his hands, raw and with the flesh burned off in large, red spots, refused to hold his weight; and he fell to the ground with a sickening crash. Sargent and his daughter heard his fall and at once ran to the spot. At first, they thought that their brave rescuer had given his life for them, but a faint pulsation of his heart was perceptible, and they carried him into the store and applied restoratives. His face, which was as black as any negro, was tenderly bathed by Retta. As his features became recognizable, Retta started back with a little cry, and would have fallen but for her father's assistance.

"Oh, he is dead!" she moaned, "and he has given his life for us."

"No, Retta, he isn't dead. Don't be frightened. Dr. Howe must be on the lake with the rest. You stay here and watch him, while I go and bring the doctor."

Her father thought Retta's sudden faintness was caused by the thought that the stranger was dead. And so it was, partly. But the principal reason therefor was the discovery that the stranger who had worked so nobly to save her father's property was Ernest Alston. Why he should be there at such a time, Retta could not understand; but there he lay, white and deathly as a corpse, which, indeed, she thought he was.

The doctor came at last, although it seemed ages to Retta. After a careful examination of the young man, he pronounced it a very bad case, but thought that with the utmost care his life might be saved.

For days and weeks, Alston's life hung by a thread. Retta watched over him, denying herself rest and sleep. Her father had asked the young man's name, and had understood him to say Ralston. He never, for an instant, thought of the young man as the former aspirant for his daughter's hand, and, therefore, was not aware of the cause of her devotion, but credited it to her naturally tender heart. To do Sargent justice, I must say that he acted in a most humane manner, for all of his hard nature, and did everything in his power to save the young man's life.

Their efforts were, at last, rewarded. One day, when no one was present but Retta, he opened his eyes, and spoke to her. There was a scene, and, in spite of the doctor's strict orders, the excitement threatened to bring on a relapse; but love never kills.

Retta said nothing to her father of this, and Alston continued to improve. One Sunday afternoon, Alston was sitting in a big chair in the store. Retta was reading, and Sargent was breaking the Sabbath by looking through his books. Alston broke the silence:

"Mr. Sargent, about two years ago, a young man won your daughter's affections and asked your consent to wed her. You refused, because the young man was poor. He is not much better off now, but he is emboldened to once more ask the favor which you then refused. Mr. Sargent, will you give me your daughter for a wife?"

Sargent was speechless for a moment. Then he spoke:

"Are you Ernest Alston?"

The young man replied in the affirmative. Then the old man did the handsome thing. Stepping over to where Alston was sitting, he extended his hand.

"Alston, I beg your forgiveness. You have saved all I possess in the world from destruction, and now I gladly give you my dearest treasure."

As he spoke, he placed Retta's hand in Alston's, and it has been said that the flinty old man brushed away a suspicion of moisture.

A few words will suffice to explain Alston's presence at such a critical juncture. He had determined to get a competence, and, as he could do this sooner by accepting an offer to speculate in a sure deal in some pine lands, had invested a few hundred dollars, which he had saved up, in this venture. The lands were located in the same county with Retta's home and just beyond where the fire had begun on that fatal night. Alston was on the spot, preparing to locate his camps, and, knowing the danger threatening the little town, had ridden through the flames to save his loved one. We know the rest.

Alston is now a wealthy lumberman, living in one of the larger northern cities, Retta happy in her luxurious home, and Sargent has lost, in a great measure, the flinty qualities of former years, and looks the benevolent grandfather to the life as he tosses his six-months grandchild in his arms.

RELLUF.

Where "Mocha" Comes From.

N. Y. Journal of Commerce.

Coffee drinkers (whatever may be their favorite brand) are all interested in the fragrant berry sold under the name of "Mocha." Some may not know that the genuine Mocha coffee comes only from the province of Yemen, a province of Arabia, north of the Gulf of Aden, of which Mocha is the principal place on the coast. No coffee is grown in Mocha. We believe that something over 10,000 tons of coffee are annually exported from Mocha, but no small part of it is not the product of Yemen, but is grown in the East Indies and sent to Mocha, whence it is reshipped either as received or mixed with the Arabian product. Of the coffee sold under the name of Mocha, both in England and the United States, very little is grown in Yemen. Some comes from the East Indies, and other portions come from Africa, and even from Brazil. A British writer declares that not a kernel of the best Mocha coffee ever gets further west than Constantinople. All the best grains are picked out for use nearer home, and only the pale, shriveled, and broken seeds are left to reach any foreign shore.

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The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

E. A. STOWE & BRO., Proprietors.

Subscription Price—One Dollar per year.
Advertising Rates made known on application.

Subscriptions to this paper are not discontinued at expiration, unless so ordered by the subscriber.

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, AUGUST 15, 1888.

THE FOURTH CONVENTION.

The third annual convention of the Michigan Business Men's Association—the fourth in point of number—which was held at Cheboygan last week, was a great improvement over any previous gathering of the kind and showed, plainly and unmistakably, that the B. M. A. has come to stay.

The reports of local delegates exhibited a wide range of effort and accomplishment. While they were not all as favorable as could be desired, a large majority noted a balance on the right side of the ledger—a balance large enough to more than make up for the isolated failures occasionally reported. They showed, moreover, that the history of the B. M. A. is a recital of acts instead of a portrayal of ideas—an era of practice instead of preaching.

The reports of officers and committees evidenced careful preparation, modestly setting forth the methods pursued in securing the marked results obtained during the past year.

The discussions took on a wide scope and foreshadowed important movements on the part of business men. One entire session was devoted to a discussion of the insurance question, when it was decided to organize a Business Men's Fire Insurance Co. on practically the same plans as the Michigan Millers' Mutual Fire Insurance Co. This means that the business men of the State have grown weary of enduring the extortions of the companies now doing the major portions of the insurance business and propose to inaugurate the plan of fighting fire with fire—of meeting the insurance companies with a strongly organized company of their own, from the profits of which the dividends will go into the pockets of the insurers, instead of being distributed among the capitalists of the East. This action is probably the most important one taken by the convention and cannot fail to redound to the benefit of every business man in the State.

It is to be regretted that more time could not have been given to the discussion of the present exemption laws, as there is pressing necessity for some changes in the statute. It is to be hoped that the Legislative Committee, into whose hands the admirable paper presented by W. S. Powers was placed, will recognize the necessity of moving in the matter in time to get it before the next Legislature.

It is also to be regretted that the subject of the peddler was not reached in time to give it a thorough overhauling, to the end that needed changes in the present unjust and ineffectual law might be inaugurated. So pushed for time was the convention that it is probable that three days will hereafter be devoted to the annual conventions of the Association, instead of two days' time.

Taken as a whole, however, the amount of good work crowded through by the convention is little less than remarkable and the report of the proceedings will long stand as a monument to the thoughtfulness and aggressiveness of Michigan business men.

As heretofore stated in these columns, the complete stenographic report of the convention will appear in an extra edition of THE TRADESMAN, which will not be sent to regular subscribers except where especial requests to do so are received.

The manner in which the Cheboygan people entertained the delegates to the convention is praiseworthy beyond expression. They did all that could be done for the comfort and convenience of their visitors, who parted with their newly-found friends with many pangs of regret. As entertainers, the business men of Cheboygan are peerless.

WE MUST HAVE COMPETITION.

For years the wholesale and retail trade of Grand Rapids have been compelled to pay from one to two cents per gallon more for illuminating oil than the jobbers and retailers of other markets in the State. The representatives of the Standard Oil Co. in this territory defend their action in the premises on the ground that the Standard has competition at other cities, but none at Grand Rapids—that the high price of oil at this market is due to the fact that the staple is being sold at a loss elsewhere, rendering necessary the extortionate prices which have ruled here since active competition was driven out of the field.

Faulty as this species of reasoning cannot fail to appear to candid people, it is nevertheless evident that the only thing which will give the patrons of the Grand Rapids market decent treatment is an opposition oil dealer. Both branches of trade have grown tired of the machinations of the Standard Oil Co.—acting through its local representative, the West Michigan Oil Co.—and will welcome the introduction of eliable competition.

The more the business of Italian immigration is looked into the worse it is found to be. It is in evidence that much of it is promoted in order to relieve the charges for taking care of the poor and criminal classes at home. What does come voluntarily is often with the coolie's purpose of making a little money in America to take back to Italy. Very many of these immigrants drift unavoidably into the pauper class in this country when they find themselves deceived as to the opportunities for the employment of their unskilled labor. In this way it is found that neither the immigrant nor the country gains anything by his coming.

The B. M. A. has come to stay.

Why the Detroits Feared Them.

It having been stated repeatedly that the Grand Rapids traveling men had accepted a challenge from the Detroit travelers to play a match game of base ball, and it being widely known that the Grand Rapids travelers had sacrificed time, money and health to duly prepare themselves to "mop the earth" with the Detroits, and the aforesaid game not yet having been played, owing to the Detroit aggregation not materializing, I have interviewed several of the G. R. T. M. and find that at a recent game played on the Grand Rapids fair grounds a Detroit traveler had, under disguise, witnessed the game between the "Picked Nine" and the "Scrubs" and reported the game at a meeting of the D. T. B. B. C., which accounts for the non-appearance of the Detroits. As I did not witness the game, I shall simply give Dave Smith's version thereof, which will make it plain to everybody why the Detroits refuse to play with the Grand Rapids champions.

"The sun shone calm and clear," said Dave, "when the umpire, arrayed in a Powers' Opera House suit of armor, sprang hurriedly into the diamond and sang out, 'Batter up—play ball.' There were only five innings played," explained Dave, "and then they called the game on account of darkness. The Scrubs had won the ins, and Joe Reed went to bat first. Joe is a left-handed batter and, of course, standing in position to bat, faced third base. The first ball that came to him, he swiped right in the neck and it went clear over the fence. Well, Joe was rattled and started for third base, then to second, then first, and by this time everybody was yelling and he discovered his mistake and started back, getting safe on first in good shape before the ball reached the diamond. The Scrubs made six runs. The Picked Nine then went to bat, and Harry McKelvy pitched for the Scrubs. The first ball hit Had. Beecher in the region he generally stores his victuals in and he laid down his bat and himself. After everybody had come in and advised him what to do for it, the umpire told him that, under the rules, he could take a base. He made a careful examination and finding that third base was the best filled bag, he took it under his apron and started for home. The Picks made ten runs in this inning.

"In the second, the features were Bill Edmunds' stealing second, which was afterward found in his hip pocket; A. B. Cole's cleverness in dodging balls thrown to first, and Russ Ellis' making a home run on a foul that went back over the grand stand. Scrubs, 10; picks, 14.

"In the third, with two men out, Sam Morrison called the umpire a liar and the game was called until Sam could pick the bird shot out of his leg. It was then agreed that the umpire should de disarmed and only allowed to use his dirk-knife in case of disputed judgments. Scrubs, 16; Picks, 23.

"The fourth inning opened up with Bill Edwards to bat. Morrison tossed him an easy ball, which he hit for two bags, but fell between second and third, raising such a dust cloud that the game was called until the umpire could see. In this inning Hi. Robertson turned a complete somersault and caught Pugh's liner to center. Geo. Seymour, with two strikes, pounded the leather for a home run, and made the bases in just twenty-two seconds. Scrubs, 19; Picks, 10.

"The fifth inning opened with prospects bright in favor of the Scrubs tying, if not winning, the game. With three men on bases, a swift ball thrown to Charlie Falls caused him to stoop down to tie his shoe, and before the left fielder could pick up the ball, everybody scored. Van Leuven made three runs in this inning. In the last half, Cole fell on third, and some miscreant having placed a torpedo on this base, which exploded as Cole sat on it, caused Cole to retire to the dressing room. This accounts for his standing up to his meals now. Scrubs, 8; Picks, 22.

SCORE—PICKS.

	R.	B. H.	P. O.	ERRORS
Sam Morrison, p.	2	8	2	2
Had. Beecher, 2d b.	19	20	1	6
Van Leuven, c.	10	11	3	4
A. B. Cole, 1st b.	14	6	4	16
Fred Powers, c. f.	9	10	1	10
Jas. A. Pugh, l. f.	6	7	0	6
Geo. Seymour, s. s.	7	10	2	8
S. W. Bush, r. f.	7	9	0	8
Chas. Falls, 3d b.	5	9	2	19
Total,	79	91	25	79

SCORE—SCRUBS.

	R.	B. H.	P. O.	ERRORS
Bill Edmunds, 1st b.	6	13	3	23
Joe Reed, c. f.	5	13	0	6
Russ Ellis, 2d b.	12	13	1	9
S. Heyman, 3d b.	1	9	1	42
Geo. McKay, l. f.	9	10	3	6
J. Henry Dawley, r. f.	9	11	1	8
Hi. Robertson, c.	10	12	4	11
W. G. Hawkins, s. s.	0	1	0	65
Henry McKelvey, p.	7	9	2	4
Total,	59	80	15	174

Picks, 10-14-23-10-22—79.
Scrubs, 6-10-16-19- 8—59.

"This," continued Dave, "is a correct account of the score, as I kept it myself. The regular scorer quit on account of his pencil giving out. It was a great game and, after seeing the ambulance take off the dead and dying, I am not surprised that Detroit don't care to tackle the Grand Rapids boys." HARRY WELLS.

Buy flour manufaccured by the Crescent Roller Mills. Every sack warranted. Voigt Milling Co.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

B. A. Fish has engaged in the grocery business at Cedar Springs. I. M. Clark & Son furnished the stock.

Ema & Landauer have opened a grocery store in the Haifley block on South Division street. Ball, Barnhart & Putman furnished the stock.

Vinkemulder & Borrendame have opened their grocery store at 447 South Division street. Amos S. Musselman & Co. furnished the stock.

H. Eness has engaged in the grocery business at the corner of East Leonard and Taylor streets. Ball, Barnhart & Putman furnished the stock.

A. B. Johnson, formerly engaged in the grocery business at Lowell, has re-engaged in the same business at that place. I. M. Clark & Son furnished the stock.

Lemon, Hoops & Peters have purchased the wholesale grocery stock of Arthur Meigs & Co., who will discontinue the wholesale business about September 1.

Paul Durfft has purchased the remnants of the Oltman Bros.' grocery stock and added considerably thereto from the establishment of Amos S. Musselman & Co.

C. A. Wagner, who recently sold his grocery stock at Fife Lake to E. F. Foster, has re-engaged in the same business at that place. I. M. Clark & Son furnished the stock.

Bela Harrison, formerly engaged in the grocery business at Montague, has arranged to engage in the same business at Menominee. Amos S. Musselman & Co. furnishes the stock.

Wm. F. Bulkley has retired from the firm of Bulkley, Lemon & Hoops, on account of ill health. R. G. Peters, the Manistee millionaire, has become a general partner in the house, the new firm bearing the name of Lemon, Hoops & Peters.

AROUND THE STATE.

Allen—Hill & Allen succeed T. H. Condra in general trade.

Amble—S. W. Crandall succeeds Bale & Crandall in general trade.

Bear Lake—T. Willard has sold his drug stock to T. W. Richmond.

Bear Lake—John Collins has added a line of groceries to his hardware stock.

Fennville—F. A. Deming & Co. succeed J. G. Lamoreaux in general trade.

Bannister—C. L. Putt succeeds J. H. McBride in the hardware business.

Lansing—Porter & Green succeed Adams & Porter in the hardware business.

Plainwell—H. M. Stearns succeeds A. C. Mason in the meat market business.

Greenville—G. G. Clark & Son's grocery has been closed on chattel mortgage.

Unionville—Kramer Bros., general dealers, have assigned to David E. Dozer.

Manistee—A. R. Cichy has opened a grocery store at 133 Washington street.

Ludington—Denis Carroll has opened a dry goods store on Washington avenue.

East Saginaw—The Hoyt Dry Goods Co. expects to open for business about Sept. 1.

Clinton—Frank D. Lancaster succeeds Frank D. Lancaster & Co. in the clothing business.

Plainwell—T. G. Batchelder succeeds Stearns & Batchelder in the meat market business.

Charlevoix—A. J. Mudge & Co. have sold their grocery stock to A. E. Mason and retired from business.

East Saginaw—Frank Hibbard, formerly engaged in the drug business at Evart, has purchased the "Red Lion" drug store here of F. H. Frazee.

Ludington—Wm. Meisenheimer has purchased an interest in the grocery business of N. C. Jenson. The new firm name is Jenson & Meisenheimer.

Cheboygan—H. Chambers is reducing his general stock as fast as possible with the intention of removing the remainder to Elsie about October 1, where he will engage in business.

East Saginaw—J. R. Livingston, who has been engaged in the dry goods business here for about twenty-five years, has assigned to Willis Gilbert. It is understood that the liabilities do not exceed the assets, the assignment being made for the purpose of winding up the business.

STRAY FACTS.

Detroit—Frost's Lumber Works have been assigned to J. T. Campbell.

Saginaw—A. J. Scott, lumberman, has transferred all property to creditors.

Montague—M. Hendrie, of the firm of Wilson & Hondrie, machinists, is dead.

Big Rapids—Winchester & Daniels announce their intention of removing their headquarters to Grand Rapids within a short time.

Onekama—L. F. Hale, O. D. Stanley and E. R. Dailey have established a banking and real estate office and will carry on a lumber commission business.

Clinton—The dry goods firm of McAdam & Mensing dissolved by mutual consent a few days ago, Mensing claiming the entire stock. He put in new clerks, took an inventory, etc. On the 7th, Deputy Sheriff Teachout, of Adrian, closed the store on a chattel mortgage given by McAdam to James Hogan and James Kehoe for $2,500.

MANUFACTURING MATTERS.

Muskegon—The Cheesman & Kelly Manufacturing Co. succeeds the Simmons Manufacturing Co. in the planing mill business.

Baldwin—L. M. Smith & Co. are erecting an elevator with a capacity of 10,000 bushels of wheat. They are now turning out 100 barrels of flour daily at their mills.

The Date for the First Game Arranged.

In accordance with the call published in THE TRADESMAN of last week, a meeting of the traveling men was held at Sweet's Hotel Sunday, when Secretary Seymour presented the following communication:

DETROIT, Aug. 6, 1888.

Geo. H. Seymour, Grand Rapids:

DEAR SIR—The Detroit traveling men, at a meeting last Saturday evening, fixed August 25 as the day for the first game between the Grand Rapids and Detroit travelers. We appointed committees necessary to secure for our Grand Rapids friends and co-travelers a pleasant time and hope you will bring all the boys with you on that day. Thos. McLeod and George L. Sampson are our committee of arrangements and it might be well for you to let them know how many of the Grand Rapids boys expect to come down, as soon as you are able to do so.

As stated in our challenge, the players on both sides are to be traveling men in present active service only.

Hoping our date fixed will prove satisfactory and that you will give us your date for the return game as soon as you can and will make it as soon after the 25th as possible, I am Yours truly,

LOUIS MUSLINER,
Manager Detroit T. B. B. C.

On motion of Geo. F. Owen, the date set for the first game was accepted.

On motion of A. B. Cole, a committee of three was appointed to make arrangements for railway transportation. Chairman Mills appointed as such committee Messrs. Geo. F. Owen, B. F. Emery and Harry McKelvey, who will report at a meeting to be held at Sweet's Hotel on Sunday noon next.

On motion of Leo A. Caro, postal cards were ordered printed and sent to every traveler in the city, notifying him of the meeting.

L. M. Mills presented a verbal invitation from N. A. Barney, of Muskegon, tendering the Grand Rapids travelers the use of the Occidental Hotel and a banquet; also an excursion on Muskegon lake and Lake Michigan. The generous offer was received with thanks and Chairman Mills was instructed to prepare a suitable resolution, setting forth the fact that the acceptance of a previous invitation would prevent the boys going to Muskegon this year.

Definite arrangements for the trip to Detroit will not be completed until next Sunday, but it is thought that a special train will be chartered to take the party to Detroit on Friday evening, in order that the match game may be played Saturday forenoon and an opportunity given to witness the league game in the afternoon.

Gripsack Brigade.

W. H. Benedict, formerly with Bulkley, Lemon & Hoops, is now on the road for L. F. Swift & Co.

Louis Johannes Koster put in Sunday at Petoskey and broke the record by calling on seventeen young ladies—and finding them all at home.

J. L. Willett, formerly engaged in the drug business at Flint, is now on the road for Geo. T. Warren & Co., covering the upper portion of the State.

Hi. Robertson has engaged to travel for D. B. DeLand & Co., of Fairport, the engagement to begin at the termination of his present arrangement with Arthur Meigs & Co.

Wm. B. Edmunds' pleasant home on Lyon street has been brightened by the appearance of a nine-pound boy, whose birthday will hereafter be celebrated on August 12.

W. A. Mitchell, representing the Winfield Manufacturing Co., of Warren, Ohio, is in town for a few days, booking fall orders for the Winfield can and the new "Good Enough" tubular lantern.

If you want a cigar on Valda Johnston, ask him about the rabbit he tried to get to jump down at Bangor the other day. Geo. Remington will act as *chaperone* for any inquisitive traveler who wishes to repeat the experiment.

Purely Personal.

Ralph Blocksma and wife rejoice over the advent of an eleven-pound daughter.

Fred. H. Ball is expected home Saturday from his trip to Nova Scotia.

C. L. Davis, of the firm of Bunting & Davis, is spending ten days at Ottawa Beach with his family.

O. W. Blain, formerly of this city, but now a resident of Crystal Springs, Miss., is in town for a few days.

I. Westenberg, for the past year associated with Mrs. C. Westenberg in the management of her grocery store on Third street, was recently married to the lady.

Fred Clark, of the firm of I. M. Clark & Son, started north yesterday in company with C. H. Bayley. His wife will join him at Petoskey, when they will proceed to Marquette by water.

The D., G. H. & M. Railway will give an excursion to Milwaukee on Saturday *via* the *City of Milwaukee* for $2.50 for the round trip, tickets valid to return either on Sunday or Monday.

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

To Cross Bats a Second Time.

Owosso, Ang. 11, 1888.

E. A. Stowe, Grand Rapids:

DEAR SIR—On Saturday, the 18th, the Flint commercial men have a cordial invitation from the Owosso boys to spend the day in Owosso, socially, playing a game of base ball in the afternoon for pastime. You are cordially invited to be present and participate in the accidents and festivities of the occasion. Yours truly,

R. P. BIGELOW.

"Adapted to the Wants of the Age."

A life-long merchant writes as follows relative to the Tradesman Credit Coupon:

After a careful examination of its merits, I consider the "Tradesman Credit Coupon" system not only adapted to the wants of the age, but the nearest approach yet devised toward banishing the pernicious practice of retail credit.

FOR SALE, WANTED, ETC.

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

FOR SALE.

FOR SALE—CLEAN GENERAL STOCK OF GOODS and store building in a growing railway town situated in excellent farming region. Stock will inventory about $5,000. Reason for selling, too much other business. Will exchange for Grand Rapids property. Address No. 262, care Michigan Tradesman. 262

FOR 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 balance on time. Address A. S. Musselman & Co., Grand Rapids. 260

FOR 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 242, 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—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

FOR SALE—GENERAL STOCK, GOOD TRADE, LONG or short lease of store. A bargain for some one. Must sell. Want to go South. Address Box 12, Grandville, 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

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

WANTS.

WANTED—SITUATION AS HARDWARE CLERK. Seven years' experience. Best of references. H. L. Williams, Ludington, Mich. 268

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. 213

WANTED—1,000 MORE MERCHANTS TO ADOPT OUR Improved Coupon Pass Book System. Send for samples. E. A. Stowe & Bro., Grand Rapids. 214

MISCELLANEOUS.

CLEAN, NEAT LITTLE DRUG STOCK IN EAST SAGINAW, doing a cash business, for sale cheap if taken at once. Address No. 1309 Genesee street, East Saginaw. 257

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

$1,200 CASH BUYS MANUFACTURING BUSINESS paying 100 per cent. Best of reasons for selling. Address Chas. Kynoch, St. Ignace, Mich. 228

WM. L. ELLIS & CO.

BRAND

Baltimore Oysters

Broker in CANNED GOODS.

Salt and Sea Fish.

B. F. EMERY, - Manager,

20 Lyon St., GRAND RAPIDS, MICH.

POTATOES.

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

Wm. H. Thompson & Co.,

COMMISSION MERCHANTS,

166 South Water St., CHICAGO.

Reference

FELSENTHAL, GROSS & MILLER, Bankers, Chicago.

JUDD & CO.,

JOBBERS of SADDLERY HARDWARE

And Full Line Summer Goods.

102 CANAL STREET.

E. P. CLARK & SON,

WHOLESALE

COMMISSION MERCHANTS,

AND DEALERS IN

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

CONSIGNMENTS SOLICITED.

Big Rapids, - - Michigan.

ANNOUNCEMENT.

Grand Rapids, August 7, 1888.

We beg leave to announce that the wholesale grocery firm of Bulkley, Lemon & Hoops has this day been dissolved by mutual consent.

WM. F. BULKLEY,
SAMUEL M. LEMON,
WM. H. HOOPS.

We take pleasure in informing our friends and patrons that the undersigned have this day formed a co-partnership under the firm name of

Lemon, Hoops & Peters,

(Successors to Bulkley, Lemon & Hoops,)

Continuing the Wholesale Grocery business at the old stand.

All debts owing the old firm of Bulkley, Lemon & Hoops are due and payable to Lemon, Hoops & Peters, and all debts owing by the old firm will be paid by LEMON, HOOPS & PETERS.

We hope to retain for the new firm the same generous patronage, confidence and pleasant business relations heretofore enjoyed by the old firm, and to this end we pledge renewed and redoubled exertions.

SAMUEL M. LEMON,
WM. H. HOOPS,
RICHARD G. PETERS.

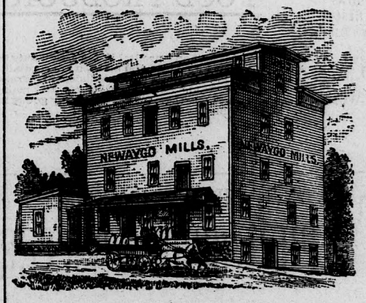
WM. SEARS & CO.

Cracker Manufacturers,

Agents for

AMBOY CHEESE.

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



Crown Prince!

THE FAVORITE BRAND

With Grocers.

Orders from Retail Trade Solicited.

Newaygo Roller Mills

NEWAYGO, MICH.

MICHIGAN CIGAR CO.,

MANUFACTURERS OF THE JUSTLY CELEBRATED

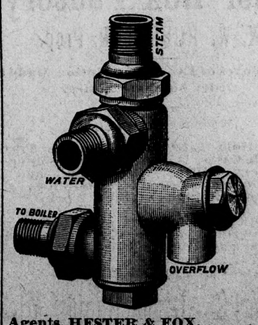
"M. C. C.,"

The Most Popular 10c cigar, and

"YUM YUM,"

The Best Selling 5c Cigar in the Market. *Send for trial order.*

BIG RAPIDS, - MICH.



Agents, HESTER & FOX, Grand Rapids, Mich.

THE PENBERTHY IMPROVED

Automatic Injector

—AS A—

IT CAN'T BOILER FEEDER BE BEAT!

16,000 in 18 Months Tells the Story.

WHY THEY EXCEL

1 They cost less than other Injectors.
2 You don't have to watch them. If they break they will RE-START automatically.
3 By sending the number to factory on the Injector you can have parts renewed at any time.
4 They are lifting and non-lifting.
5 Hot pipes don't bother them and the parts drop out by removing one plug nut.
6 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.

ASSOCIATION DEPARTMENT.

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President—Frank Wells, Lansing.
First Vice-President—H. Chambers, Cheboygan.
Second Vice-President—C. Strong, Kalamazoo.
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Treasurer—L. W. Sprague, Greenville.
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Committee on Legislation—S. E. Parkill, Owosso; H. A. Hydorn, Grand Rapids; H. H. Pope, Allegan.
Committee on Trade Interests—Smith Barnes, Traverse City; Geo. R. Hoyt, East Saginaw; H. B. Fargo, Muskegon.
Committee on Transportation—James Osborn, Owosso; O. F. Conklin, Grand Rapids; C. F. Bock, Battle Creek.
Committee on Building and Loan Associations—Chauncey Strong, Kalamazoo; Will Emmert, Eaton Rapids; W. E. Crotty, Lansing.
Local Secretary—P. J. Connell, Muskegon.
Official Organ—The Michigan Tradesman.

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

No. 1—Traverse City B. M. A.
President, Geo. E. Steele; Secretary, L. Roberts.

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

No. 3—Sturgis B. M. A.
President, H. S. Church; Secretary, Wm. Jorn.

No. 4—Grand Rapids M. A.
President, E. J. Herrick; Secretary, E. A. Stowe.

No. 5—Muskegon B. M. A.
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No. 18—Owosso B. M. A.
President, H. W. Parker; Secretary, S. Lamfrom.

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

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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.
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No. 24—Morley B. M. A.
President, J. E. Thurkow; Secretary, W. H. Richmond.

No. 25—Palo B. M. A.
President, Chas. B. Johnson; Secretary, H. D. Pew.

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President, S. R. Stevens; Secretary, Geo. B. Caldwell.

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President, E. S. Botsford; Secretary, L. N. Fisher.

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

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

No. 37—Battle Creek B. M. A.
President, Chas. F. Bock; Secretary, W. F. Baxter.

No. 38—Scottville B. M. A.
President, H. E. Symons; Secretary, D. W. Higgins.

No. 39—Burr Oak B. M. A.
President, W. S. Willer; Secretary, F. W. Sheldon.

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President, C. T. Hartson; Secretary, Chas. Coller.

No. 41—Breckenridge B. M. A.
President, W. O. Watson; Secretary, C. E. Scudder.

No. 42—Fremont B. M. A.
President, Jos. Gerber; Secretary C. J. Rathbun.

No. 43—Tustin B. M. A.
President, G. A. Estes; Secretary, W. M. Holmes.

No. 44—Reed City B. M. A.
President, E. B. Martin; Secretary, W. H. Smith.

No. 45—Hoytville B. M. A.
President, D. E. Hallenbeck; Secretary, O. A. Halladay.

No. 46—Leslie B. M. A.
President, Wm. Hutchins; Secretary, B. M. Gould.

No. 47—Flint M. U.
President, G. R. Hoyt; Secretary, W. H. Graham.

No. 48—Hubbardston B. M. A.
President, Boyd Redner; Secretary, W. J. Tabor.

No. 49—Leroy B. M. A.
President, A. Wenzell; Secretary, Frank Smith.

No. 50—Manistee B. M. A.
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.

No. 54—Douglas B. M. A.
President, Thomas B. Dutcher; Secretary, C. B. Waller.

No. 55—Petoskey B. M. A.
President, C. F. Hankey; Secretary, A. C. Bowman.

No. 56—Bangor B. M. A.
President, N. W. Drake; Secretary, Geo. Chapman.

No. 57—Rockford B. M. A.
President, Wm. G. Tefft; Secretary, E. B. Lapham.

No. 58—Fife Lake B. M. A.
President, E. Hagadorn; Secretary, E. C. Brower.

No. 59—Fennville B. M. A.
President F. S. Raymond: Secretary, P. S. Swarts.

No. 60—South Boardman B. M. A.
President, H. E. Hogan; Secretary, S. E. Neihardt.

No. 61—Hartford B. M. A.
President, V. E. Manley; Secretary, I. B. Barnes.

No. 62—East Saginaw M. A.
President, G. W. Meyer; Secretary, Theo. Kadish.

No. 63—Evart B. M. A.
President, W. M. Davis; Secretary, C. E. Bell.

No. 64—Merrill B. M. A.
President, C. W. Robertson; Secretary, Wm. Horton.

No. 65—Kalkaska B. M. A.
President, Alf. G. Drake; Secretary, C. S. Blom.

No. 66—Lansing B. M. A.
President, Frank Wells; Secretary, Chas. Cowles.

No. 67—Watervliet B. M. A.
President, Geo. Parsons; Secretary, J. M. Hall.

No. 68—Allegan B. M. A.
President, A. E. Calkins; Secretary, E. T. VanOstrand.

No. 69—Scotts and Climax B. M. A.
President, Lyman Clark; Secretary, F. S. Willison.

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

No. 71—Ashley B. M. A.
President, M. Netzorg; Secretary, Geo. E. Clutterbuck.

No. 72—Edmore B. M. A.

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

No. 74—Davison M. U.
President, J. F. Cartwright; Secretary, L. Gifford.

No. 75—Tecumseh B. M. A.
President, Oscar P. Bills; Secretary, F. Rosacraus.

No. 76—Kalamazoo B. M. A.
President, S. S. McCamly; Secretary, Chauncey Strong.

Special Enterprises Wanted.

BURR OAK, MICH.—WANTS A FACTORY TO employ ten hands five years. Bonus, $1,000. 266

CHEBOYGAN—WANTS WOOD MANUFACTORies in every branch to improve the greatest advantages in the State. All kinds of timber of the finest quality in unlimited quantities. Come and we will help you. Address Sec'y B. M. A. 248

HOPKINS STATION—OFFERS BIG INDUCEments for the location of a Roller Mill. Adpress Sec'y B. M. A. 1

NORTH MUSKEGON—WANTS A LIVE LOCAL newspaper. Address Sec'y B. M. A. 2

WAYLAND—OFFERS UNEXCEPTIONABLE INducements for a cannery. Address Sec'y B. M. A. 4

FIFE LAKE—WANTS ANY KIND OF HARDWOOD factories. Address Sec'y B. M. A. 5

Copy Your Letters.

From the Boot and Shoe Recorder.

Among the valuable adjuncts to a successful business, and almost a necessity to a large one, is the advantageous practice of copying all letters. The advantage and importance of this practice is one largely underrated by the majority of business men.

"Oh, well, I know what I write, I reckon," is the answer common to many, yet there often comes a day when to know just what was written at a certain time would be of much profit.

No business is so small or unimportant but that some of its details will at times skip the memory, and the transaction that is forgotten is oftimes that which one would wish to know about. Some firms keep a copy of every writing connected with their business, so that at all times they have at hand a detector for any incorrect bills or any items which in course of correspondence are by lapse of time misunderstood. Letters are left uncopied by many parties, first because of the trouble occasioned by copying; second, because of the unimportance of the letter in hand.

The trouble or difficulty in copying letters is more a lack of practice than any other. Like many habits, use makes perfect, and the satisfaction, after receiving a somewhat incoherent reply to a former letter, if writing, "By ours of such a date as you will see," etc., will often repay the trouble of copying many more. The habit of copying also tends to carefulness in writing and leads the writer to write just what is wanted and nothing more. Its influence is to encourage in one's self and also among employees the thought that if what is written is worth taking care of, then it is also worth care in writing. It is an incentive to systematic and improved methods in business, while the very fact that it is to be kept and looked at after the original has gone, will lead to accuracy and clearness of statement.

Unimportant letters are overlooked and often not copied. Then the question comes as to what letters are important, and it often happens that a letter is called unimportant because the writer does not wish to stop to copy it.

Is not any letter which is worth writing, in a business way, also worth copying?

The principle of a copied letter is that it is always at hand as a witness. In case of doubt the letter at hand will often settle a disputed point at hand, that is: How often do you wish that you knew just exactly what you wrote a certain party at a certain time? Does it not occasionally occur, that to know just what you have agreed to do would be of advantage to you? Is not this question of copying your correspondence one worth considering?

Boston's Big Shoe-Mending Shop.

From the Shoe and Leather Review.

A Boston correspondent writes: Such a thing as a cobbler is scarcely to be found in Boston. Outside of the shoe shops, the business of mending worn foot coverings is almost monopolized by a single establishment, which occupies a dingy little basement up an alley off Washington street. To this place more than 40,000 people bring their boots, etc., regularly, for repairs. The work is done comparatively cheaply and with a thoroughness unknown to the oddjobber, who, as a rule, is a more or less dissipated person, incapable of earning his living at the legitimate business. A six horsepower engine supplies motive force to a dozen complicated machines, at which as many men are incessantly engaged. Everything is done on the division of labor principle. Two men do nothing but sew on half soles, or "taps," as they are called. One man does the heeling, another prepares the shoes for half-soles and heels, and so on through the various rehabilitory processes. The patches, though less profitable, require the most science, and for this reason are applied by the proprietor of the concern himself. The number of patches put on every year is enormous, and for this purpose scraps left out in cutting uppers are bought in great quantities from the manufacturers.

It is frequently asked, "What becomes of all the old shoes?" They fall eventually into the hands of the rag-pickers and scavengers. Most of them are good for nothing but fuel. Some few, however, are available in one way or another. The old uppers may be cut up for patches. The best go to the second-hand dealers, who pay as high as 25 cents a pair occasionally. These are put through a process which is technically termed "translation"—that is to say, they are made over so as to look as nearly new as possible—and are then sold for a dollar or two. The trouble is that a pair of boots is usually worn out by several persons in succession before it reaches the dust heap in a condition of such advanced decrepitude as to make what archæologists call "restoration" altogether out of the question.

A Smoker's Ingenuity.

"Talking about ingenuity," said a drummer to a reporter, "I want to tell you what I saw last winter out West. I was on a train that was snowed in for three days. The company sent us food, but they didn't send any cigars, and the train boy's stock was soon exhausted the first day. In the express car we found and confiscated a box of smoking tobacco, but there wasn't a pipe on the train. Among the passengers was a Connecticut Yankee who was just dying for a smoke. He got out in the snow and looked around for a weed, or something of that sort, which he might use in making a pipe, but couldn't find a thing. 'I'm going to have a pipe anyhow,' he said. He took a lead pencil, opened the wood, took out lead, and placing the two strips together again, wound them tightly with the tin foil that came off the packages of smoking tobacco, making them air tight. Then he took an apple, hollowed a bowl out of it, stuck his lead pencil stem into it, and had one of the nicest pipes you ever saw. If you don't believe it, make one for yourself and try it."

Hot Competitors.

At the bar.

First man—"I'll bet I've got the warmest name of any man in this crowd."

Two strangers take the bet and ask: "What is it?"

First man—"My name is Hott."

First stranger (producing card)—"My name is C. A. Hotter."

Second stranger (producing card)—"Shentlemens, I'm from Sharmony, and mein name vas Oscar Hell."

A keg is tapped.

The Two Causes of Failure.

From Tobacco.

If a careful study be made of the failures in the retail tobacco trade that have occurred during the past ten years, it will be seen that the greater number of them were largely due to two things: One, the large growth of credit and the other the injurious system of overstocking the stores with a quantity of goods which the retailer is not compelled to carry.

Association Notes.

The Tradesman expects shortly to be able to chronicle the organization of new associations at Standish, Elsie and Eastmanville; also that the Gaylord B. M. A. has affiliated with the State body.

At the close of the State convention, at Cheboygan, a party of twenty-two took a trip to Sault Ste. Marie on the steamer *Soo City*, as follows: S. Barnes, Frank Hamilton, S. E. Wait, Geo. E. Steele and wife, Traverse City; C. G. Stone, Lowell; John Hefferman, Adam Wagner, John Wagner, Eastmanville; R. D. McNaughton, W. G. Barnes, Coopersville; H. Colby, Rockford; M. H. Desky, Muskegon; E. J. Herrick, wife and daughter, O. F. Conklin, A. J. Brown and wife, L. Winternitz, C. L. Lawton, E. A. Stowe, Grand Rapids. A jollier party never journeyed to the historic city and a better time was never enjoyed by any band of business men.

The T. P. A. on the Mail Box Question.

The following resolution has been forwarded the Postmaster General:

Whereas, The matter now under consideration by the Postoffice Department at Washington of placing mail boxes at all railway stations where towns or postoffices are distant from the station, is thoroughly practicable and of very great convenience to the traveling public, and

Whereas, It will prove a great saving of time and expedite the business of the country, and also that it will be a great convenience to commercial travelers; therefore be it

Resolved, That the Michigan Division, Travelers' Protective Association, do heartily endorse and urge the prompt adoption of such a measure.

A. F. Peake, Pres.
L. M. Mills, Sec'y.

Thanks from the Cheboygan B. M. A.

Whereas, Mr. James F. Moloney as a representative of the Cheboygan Business Men's Association, recently visited the city of Grand Rapids, with a view to obtaining direct rail connection between the city of Grand Rapids and the village of Cheboygan; and

Whereas, Mr. Moloney reports that he was warmly welcomed by the Board of Trade of Grand Rapids and materially aided and assisted in his enterprise by its members; therefore be it

Resolved, That we, the members of the Cheboygan Business Men's Association, hereby tender to the Board of Trade of Grand Rapids our thanks for the good feeling shown and the assistance rendered to our representative; and be it further

Resolved, That a copy of these resolutions be published in The Michigan Tradesman.

F. J. Frost, Pres.
H. G. Dozer, Sec'y.

The Cheboygan Convention.

The annual convention of the M. B. M. A. convened at Cheboygan last Tuesday morning, continuing in session until nearly midnight of the day following. The day following final adjournment the delegates were taken in hand by the Cheboygan B. M. A. and given an excursion to Bois Blanc Island in the forenoon, an excursion to Mackinac Island in the afternoon and a banquet at the Cheboygan city hall in the evening. The names of the new officers will be found under the official head. The next annual convention will be held at Muskegon.

Muskegon Glad Over the Result.

Muskegon, August 11, 1888.

E. A. Stowe, Grand Rapids:

Dear Sir—Enclosed find list of names of our members in good standing, as requested by you some time ago, in order to send them a special of your valuable paper containing a report of the Cheboygan convention. Our boys did well to secure the next State meeting at Muskegon. We will whoop it up to the boys in grand style.

At the last meeting I was instructed to order from you a copy of The Tradesman for one year for use at our headquarters, so we can always have one at hand for reference at our meetings. Yours truly,

Wm. Peer, Sec'y.

Use for Pineapple Peelings.

Housekeepers may be glad to learn that from that part of the pineapple which is generally thrown aside a delicious drink may be made at a trifling cost. From Cuba comes the receipt: Pare the pine very thin; place these parings in an earthen vessel, a crock or widemouthed pitcher, and cover with a pint of water allowed to each medium-sized pine; cover closely and put aside in a moderately cool place for twenty-four hours; then strain thoroughly and sweeten to taste; cork tight in stone bottles. In about thirty-six hours the pineapple drink can be opened, but this must be done carefully, as it has now acquired all the effervescing properties of champagne.

Knew it too Well.

"Have you something in the shape of a tonic and strengthener?" inquired a tired-looking man stepping into a drug store. "I've been riding all night on the cars and I've got to brace up for a day's running around the city."

"Yes, sir," said the clerk, briskly, producing a bottle of patent medicine, "there's nothing better than this—'Dr. McSlim's Invigorator'—50 cents a bottle."

"Thunder!" exclaimed the jaded-looking man, with extreme disgust. "I am the manufacturer of that stuff."

HARDWOOD LUMBER.

The furniture factories here pay as follows for dry stock, measured merchantable, mi.. culls out;

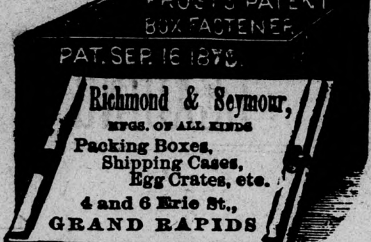
Basswood, log-run	13 00@15 00
Birch, log-run	15 00@16 00
Birch, Nos. 1 and 2	@22 00
Black Ash, log-run	14 00@16 50
Cherry, log-run	25 00@35 00
Cherry, Nos. 1 and 2	50 00@60 00
Cherry, cull	@12 00
Maple, log-run	12 00@14 00
Maple, soft, log-run	11 00@13 00
Maple, Nos. 1 and 2	@20 00
Maple, clear, flooring	@25 00
Maple, white, selected	@25 00
Red Oak, log-run	18 00@20 00
Red Oak, Nos. 1 and 2	24 00@25 00
Red Oak, ¼ sawed, 8 in and upw'd	40 00@45 00
Red Oak, " " regular	30 00@35 00
Red Oak, No. 1, step plank	@25 00
Walnut, log-run	@55 00
Walnut, Nos. 1 and 2	@75 00
Walnuts, culls	@25 00
Grey Elm, log-run	12 00@13 00
White Ash, log-run	14 00@16 50
Whitewood, log-run	20 00@22 00
White Oak, log-run	17 00@18 00

WARRANTED TO BE THE
FINEST and LARGEST SMOKE
For the money in the U. S. Put up 50 in a box. Ask your dealer for them. Manufactured only by
JOHN E. KENNING & CO., Grand Rapids.
Send for prices.

Offer No. 171.

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

SHELF BOXES. DRUG DRAWERS.



Richmond & Seymour,
MFGS. OF ALL KINDS
Packing Boxes,
Shipping Cases,
Egg Crates, etc.
4 and 6 Erie St.,
GRAND RAPIDS

ACRE PROPERTY.

Five Acres at the corner of Burton Avenue and the new Union Boulevard, with ten-room cottage, barn and greenhouse. Other parcels adjoining, 2 1-2 to 10 acres each. I will sell this property at prices which will afford a good profit to the purchaser. H. E. THOMPSON.
Also enquire of E. J. HORTON, Houseman Block. Telephone 1.

GRAND RAPIDS
MICHIGAN
FIRE INSURANCE CO.
JULIUS HOUSEMAN, Pres.,
A. B. WATSON, Treas.,
S. F. ASPINWALL, Secy.
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.
Telephone 106.
73 CANAL ST., - GRAND RAPIDS.

F. J. DETTENTHALER

WHOLESALE
Salt Lake Fish
AND OYSTERS.

Packing and Warehouse,
37 North Division Street.
Office, 117 Monroe St.,
GRAND RAPIDS, MICH.

SEND FOR PRICE LIST.

ALFRED J. BROWN,
—JOBBER IN—
FOREIGN,
TROPICAL
AND
CALIFORNIA

FRUITS.

Bananas, Our Specialty.

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

Hardware.

These prices are for *cash buyers*, who pay promptly and buy in full packages.

AUGERS AND BITS.		
Ives', old style	dis	60
N. H. C. Co	dis	60
Douglass'	dis	60
Pierces'	dis	60
Snell's	dis	60
Cook's	dis	40
Jennings', genuine	dis	25
Jennings', imitation	dis	50&10
BALANCES.		
Spring	dis	40
BARROWS.		
Railroad		$ 14 00
Garden	net	33 00
BELLS.		
Hand	dis $	60&10&10
Cow	dis	70
Call	dis	30&15
Gong	dis	25
Door, Sargent	dis	60&10
BOLTS.		
Stove	dis $	0
Carriage new list	dis	70&10
Plow	dis	50
Sleigh Shoe	dis	70
Wrought Barrel Bolts	dis	60
Cast Barrel Bolts	dis	40
Cast Barrel, brass knobs	dis	40
Cast Square Spring	dis	60
Cast Chain	dis	40
Wrought Barrel, brass knob	dis	60
Wrought Square	dis	60
Wrought Sunk Flush	dis	60
Wrought Bronze and Plated Knob Flush	dis	60&10
Ives' Door	dis	60&10
BRACES.		
Barber	dis $	40
Backus	dis	50&10
Spofford	dis	50
Am. Ball	dis	net
BUCKETS.		
Well, plain		$ 3 50
Well, swivel		4 00
BUTTS, CAST.		
Cast Loose Pin, figured	dis	70&
Cast Loose Pin, Berlin bronzed	dis	70&
Cast Loose Joint, genuine bronzed	dis	60&
Wrought Narrow, bright fast joint	dis	60&10
Wrought Loose Pin	dis	60&10
Wrought Loose Pin, acorn tip	dis	60& 5
Wrought Loose Pin, japanned	dis	60& 5
Wrought Loose Pin, japanned, silver tipped	dis	60& 5
Wrought Table	dis	60&10
Wrought Inside Blind	dis	60&10
Wrought Brass		75
Blind, Clark's	dis	70&10
Blind, Parker's	dis	70&10
Blind, Shepard's	dis	70
CAPS.		
Ely's 1-10	per m	$ 65
Hick's C. F.		60
G. D.		35
Musket		60
CATRIDGES.		
Rim Fire, U. M. C. & Winchester new list		50
Rim Fire, United States	dis	50
Central Fire	dis	25
CHISELS.		
Socket Firmer	dis	70&10
Socket Framing	dis	70&10
Socket Corner	dis	70&10
Socket Slicks	dis	70&10
Butchers' Tanged Firmer	dis	40
Barton's Socket Firmers	dis	20
Cold		net
COMBS.		
Curry, Lawrence's	dis	40&10
Hotchkiss	dis	25
COCKS.		
Brass, Racking's		60
Bibb's		60
Beer		40&10
Fenns'		60
COPPER.		
Planished, 14 oz cut to size	⅌ lb	33
14x52, 14x56, 14 x60		31
Cold Rolled, 14x56 and 14x60		29
Cold Rolled, 14x48		29
Bottoms		30
DRILLS		
Morse's Bit Stock	dis	40
Taper and Straight Shank	dis	40
Morse's Taper Shank	dis	40
ELBOWS.		
Com. 4 piece, 6 in	doz net	$.75
Corrugated	dis	20&10&10
Adjustable	dis	⅓&10
EXPANSIVE BITS.		
Clar's, small, $18 00; large, $26 00.	dis	30
Ives', 1, $18 00; 2, $24 00; 3, $30 00.	dis	25

FILES—New List.		
American File Association List	dis	60
Disston's	dis	60
New American	dis	60
Nicholson's	dis	60
Heller's	dis	50
Heller's Horse Rasps	dis	50
GALVANIZED IRON,		
Nos. 16 to 20, 22 and 24, 25 and 26, 27		28
List 12 13 14 15		18
Discount, 60.		
GAUGES.		
Stanley Rule and Level Co.'s	dis	50
HAMMERS.		
Maydole & Co.'s	dis	25
Kip's	dis	25
Yerkes & Plumb's	dis	40&10
Mason's Solid Cast Steel	30 c list	50
Blacksmith's Solid Cast Steel, Hand	30 c	40&10
HINGES.		
Gate, Clark's, 1, 2, 3	dis	60
State	per doz, net,	2 50
Screw Hook and Strap, to 12 in. 4½ 14 and longer		7½
Screw Hook and Eye, ½	net	10
Screw Hook and Eye ⅝	net	8½
Screw Hook and Eye ¾	net	7½
Screw Hook and Eye, ⅞	net	7½
Strap and T	dis	70
HANGERS.		
Barn Door Kidder Mfg. Co., Wood track		50&10
Champion, anti-friction	dis	60&10
Kidder, wood track	dis	40
HOLLOW WARE.		
Pots		60&10
Kettles		60&10
Spiders		60&10
Gray enameled		50
HOUSE FURNISHING GOODS.		
Stamped Tin Ware	new list	70&10
Japanned Tin Ware		25
Granite Iron Ware		25
HOES.		
Grub 1	$11 00, dis	60
Grub 2	11 50, dis	60
Grub 3	12 00, dis	60
KNOBS—NEW LIST.		
Door, mineral, jap. trimmings	dis	55
Door, porcelain, jap. trimmings		55
Door, porcelain, plated trimmings		55
Door, porcelain, trimmings		55
Drawer and Shutter, porcelain	dis	70
Picture, H. L. Judd & Co.'s		40&10
Hemacite	dis	45
LOCKS—DOOR.		
Russell & Irwin Mfg. Co.'s new list	dis	55
Mallory, Wheeler & Co.'s	dis	55
Branford's	dis	55
Norwalk's	dis	55
LEVELS.		
Stanley Rule and Level Co.'s	dis	70
MATTOCKS.		
Adze Eye	$16 00 dis	60
Hunt Eye	$15 00 dis	60
Hunt's	$18 50 dis	20 & 10
MAULS.		
Sperry & Co.'s, Post, handled	dis	50
MILLS.		
Coffee, Parkers Co.'s	dis	40
Coffee, P. S. & W. Mfg. Co.'s Malleables	dis	40
Coffee, Landers, Ferry & Clark's	dis	40
Coffee, Enterprise	dis	25
MOLASSES GATES.		
Stebbin's Pattern	dis	60&10
Stebbin's Genuine	dis	60&10
Enterprise, self-measuring	dis	25
NAILS—IRON.		
Common, Brad and Fencing.		
10d to 60d	⅌ keg	$2 05
8d and 9 d adv		25
6d and 7d adv		50
4d and 5d adv		75
3d advance		1 50
3d fine advance		2 25
Clinch nails, adv		1 00
Finishing { 10d 8d 6d 4d		
Size—inches { 3 2½ 2 1½		
Adv. ⅌ keg $1 25 1 50 1 75 2 00		
Steel Nails—2 10.		
OILERS.		
Zinc or tin, Chase's Patent	dis	60&10
Zinc, with brass bottom	dis	50
Brass or Copper	dis	50
Reaper	per gross,	$12 net
Olmstead's		50&10
PLANES.		
Ohio Tool Co.'s, fancy	dis	40@10
Sciota Bench	dis	@60
Sandusky Tool Co.'s, fancy	dis	40@10
Bench, first quality	dis	@60
Stanley Rule and Level Co.'s, wood	dis	20&10
PANS.		
Fry, Acme	dis	50&10
Common, polished	dis	60&10
Dripping	⅌ lb	6½
RIVETS.		
Iron and Tinned	dis	55
Copper Rivets and Burs	dis	50

PATENT FLANISAED IRON.		
"A" Wood's patent planished, Nos. 24 to 27		10 20
"B" Wood's pat. planished, Nos. 25 to 27		9 20
Broken packs ½c ⅌ lb extra.		
ROPES.		
Sisal, ½ in. and larger		10
Manilla		12
SQUARES.		
Steel and Iron	dis	70&10
Try and Bevels	dis	60
Mitre	dis	20
SHEET IRON.	**Com. Smooth.**	**Com.**
Nos. 10 to 14	$4 20	$3 00
Nos. 15 to 17	4 20	3 00
Nos. 18 to 21	4 20	3 10
Nos. 22 to 24	4 20	3 15
Nos. 25 to 26	4 40	3 25
No. 27	4 60	3 35
All sheets No. 18 and lighter, over 2 inches wide not less than 2-10 extra.		
SHEET ZINC.		
In casks of 600 lbs, ⅌ lb		6½
In smaller quansities, ⅌ lb		6½
TINNER'S SOLDER.		
No. 1, Refined		14
Market Half-and-half		16
Strictly Half-and-half		18
TACKS.		
American, all kinds	dis	60
Steel, all kinds	dis	60
Swedes, all kinds	dis	60
Gimp and Lace	dis	60
Cigar Box Nails	dis	50
Finishing Nails	dis	50
Common and Patent Brads	dis	50
Hungarian Nails and Miners' Tacks	dis	50
Trunk and Clout Nails	dis	50
Tinned Trunk and Clout Nails	dis	45
Leathered Carpet Tacks	dis	35
TIN PLATES.		
IC, 10x14, Charcoal		6 00@6 20
IX, 10x14, Charcoal		7 85
IC, 12x12, Charcoal		6 85
IX, 12x12, Charcoal		8 35
IC, 14x20, Charcoal		6 35
IX, 14x20, Charcoal		7 85
IXX, 14x20, Charcoal		9 35
IXXX, 14x20, Charcoal		11 37
IXXXX, 14x20 Charcoal		13 15
IX, 20x28, Charcoal		16 10
DC, 100 Plate Charcoal		7 10
DX, 100 Plate Charcoal		9 10
DXX, 100 Plate Charcoal		11 10
DXXX, 100 Plate Charcoal		13 10
Redipped Charcoal Tin Plate add 1 50 to 7 35 rates.		
Roofing, 14x20, IC		5 40
Roofing, 14x20, IX		7 00
Roofing, 20x28, IC		12 00
Roofing, 20x28, IX		15 00
TIN—LEADED.		
IC, 14x20, choice Charcoal Terne		6 00
IX, 14x20, choice Charcoal Terne		7 50
IC, 20x28, choice Charcoal Terne		12 00
IX, 20x28, choice Charcoal Terne		15 00
TRAPS.		
Steel, Game		60&10
Oneida Community, Newhouse's	dis	35
Oneida Community, Hawley & Norton's		60&10
Hotchkiss'		60&10
S. P. & W. Mfg. Co.'s		60&10
Mouse, choker		18c ⅌ doz
Mouse, delusion		$1 50 ⅌ doz
WIRE.		
Bright Market	dis	67½
Annealed Market	dis	70&10
Coppered Market	dis	62½
Extra Bailing	dis	55
Tinned Market	dis	62½
Tinned Broom	⅌ lb	09
Tinned Mattress	⅌ lb	8½
Coppered Spring Steel	dis	50
Tinned Spring Steel	dis	40&10
Plain Fence	⅌ lb	3
Barbed Fence, galvanized		4 00
" painted		3 25
Copper		new list net
Brass		new list net
WIRE GOODS.		
Bright	dis	70&10&10
Screw Eyes	dis	70&10&10
Hook's	dis	70&10&10
Gate Hooks and Eyes	dis	70&10&10
WRENCHES.		
Baxter's Adjustable, nickeled		
Coe's Genuine	dis	50
Coe's Ptent A gricultural, wrought,	dis	75
Coe's Ptent, malleable	dis	75&10
MISCELLANEOUS.		
Bird Cages		50
Pumps, Cistern	dis	75
Screws, new list		70&5
Casters, Bed and Plate	dis	50&10&10
Dampers, American		40
Forks, hoes, rakes an all steel goods	d	⅔
Copper Bottoms		30c

STANTON, SAMPSON & CO.,
Manufacturers and Jobbers of
Men's Furnishing Goods.
Sole Manufacturers of the "Peninsular" Brand Pants, Shirts and Overalls.
State agents for Celuloid Collars and Cuffs.
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DETROIT, - MICHIGAN.
GEO. F. OWEN, Grand Rapids;
Western Michigan Salesman.

SEEDS We carry a full line of Seeds of every variety, both for field and garden. Parties in want should write to or see the
Grand Rapids Seed Store, 71 CANAL Street.

WHIPS
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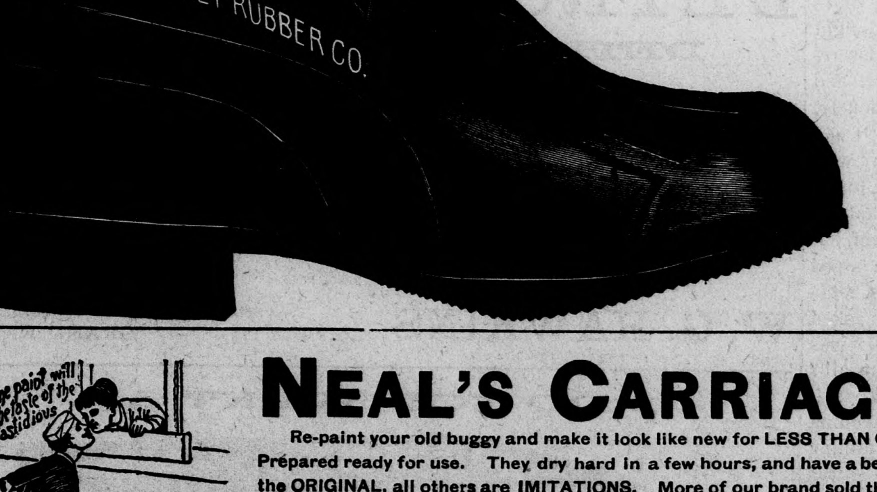
Wholesale Grocers,
21 & 23 SOUTH IONIA ST., - GRAND RAPIDS, MICH.

REEDER, PALMER & CO.,

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

WOONSOCKET and RHODE ISLAND RUBBERS



Write for Fall Prices and Discounts

G. R. MAYHEW,
Grand Rapids, Mich.

Boston and Lawrence
Felt and Knit Boots.

NEAL'S CARRIAGE PAINTS

Re-paint your old buggy and make it look like new for LESS THAN ONE DOLLAR. Eight beautiful shades. Prepared ready for use. They dry hard in a few hours, and have a beautiful and durable gloss. They are the ORIGINAL, all others are IMITATIONS. More of our brand sold than all the other brands on the market.

GRANITE FLOOR PAINTS

The Great Invention. Six Handsome Shades. Ready for use. DRY HARD OVER NIGHT, and are very durable. Give them a trial, and you will be convinced that it does not pay to mix the paint yourself.

ACME WHITE LEAD & COLOR WORKS
DETROIT,
Dry Color Makers, Paint and Varnish Manufacturers.
CUT THIS ADVERTISEMENT OUT AND TAKE IT TO YOUR DEALER, IT WILL SECURE YOU A PRIZE.

TWO EXPERIENCES WITH BANKS.

Written for THE TRADESMAN.

If a Chicago anarchist had thrown a lighted bomb on the pine floor of the office, it would not have caused such a sensation as did the words, "Boys, come, have a smoke with me," coming from the lips of the bald-headed man. He is generally very economical and not given to lavish expenditure—more so recently on account of having lost numerous small bets on the Chicago base ball club, in whose success he is as firm a believer as a Mahommedan is of the seven heavens. The tall passenger, the man with specs on, the fat man and a large, full-bearded man, whose general appearance did not inspire faith in his supporting Fisk and Brookes, cautiously made a flank movement on the cigar case and, possessing themselves of their booty, skillfully retreated to the wooden bench under the trees in front of the hotel, where the tall passenger, who is abnormally inquisitive, asked the bald-headed man if his rich Indian uncle had died, leaving him his fortune, or whether he had "called the turn on the short end of the base ball pool."

"No, neither," returned the bald-headed man, carefully dropping the ash from his cigar into a tin tobacco box, which ash he uses as tooth polish; "I had a streak of luck, that's all, and wanted you fellows to realize what a good ten-cent smoke really is. It is like this: I have been brought up to strictly honest motives and always detest feeling that I have taken an unfair advantage of any one. I hate to be beat out of anything, as I was the time I inadvertently gave a newsboy a five-dollar gold-piece for a penny. The little scamp never told me of my mistake and probably took his chums to the show that night at my expense. This morning I had a check to cash and went to the bank with it. The teller handed me the money, after counting it twice, and as I counted it with him, as I supposed, I simply tucked it into my pocket and left the bank. I went into a store to make a purchase, and on handing out a bill found there were two stuck together. I at once counted the money over and found I had received $20 too much. Not wishing to take an unfair advantage of the bank, I went back there, a half-hour having elapsed, and going to the paying teller, said to him:

"'I cashed a check here a while ago.'

"'Did you?' he asked, looking at me suspiciously.

"'Yes, and I find there has been a mistake made.'

"'Ah!' he replied, with a 'I thought so' look on his face. 'You should have called attention to the error while in the bank. We never rectify *mistakes* of any kind.'

"'All right,' I said, and left him. It made me so durned hot to think of his treating me like that, that I just—say, boys, come, have another cigar on the bank."

After they had resumed their seats, the tall passenger said that he was reminded of an adventure he once had with a bank, and proceeded as follows:

"I had two checks, one for $19.10 and the other for $23.90, making a total of $43. This and two silver dollars was all the the money I had. Not wishing to receive any silver, I handed the checks and my two silver dollars through the window, and the cashier, who, by the way, is deaf and dumb, wrote the amount of the checks down on a bit of waste paper and handed me two $20 bills and took a silver dollar from a pile and laid it beside my own two dollars and shoved the silver to me. I shook my head and marked down on a deposit blank 'forty-five.' He picked up his piece of paper, figured again, showed it to me—

$19.10
23.90

$43.00

then pointed to the two twenties and the three silver dollars. I wrote down, 'I gave you two of those dollars myself.' He shook his head violently and pointed to the pile of dollars, went through the motions he had made in handing me the money, as much as to say that he had taken all from his side of the cage. Seeing at once the hopelessness of a debate with a deaf and dumb man on such a question, where he had the advantage of a stranger, I wrote down, 'When you check your cash to-night you will find yourself ahead $2; please remit to So and so, at such a place, and oblige.' He smiled kind of superciliously, and I left. Well, when I got home, I had really forgotten the affair, until my wife handed me my mail, among which I found a letter from this cashier, saying that on October 25 his cash had checked correct, but he inclosed draft for $1, which he hoped would be satisfactory. Well, I was hot—real red-headed. I had certainly not asked for charity from him, and if his cash was correct, why send me any money at all? Well, I wrote to him, returning the draft for $1 and told him that from his sending me $1, when according to his story nothing was due me, it was obvious that there was something wrong. That I, knowing my cash was not correct on that date, and feeling convinced he had made a mistake, demanded by return mail $2."

"Did you get it?" asked the fat man.

"Got it, first mail that could come, without a word of explanation."

JESSE LANGE.

Grocers wanting good cheese should order from I. B. Smith & Sooy, proprietors of the Wayland Cheese Factory, Wayland. Satisfaction guaranteed. 267

SWIFT'S

Choice Chicago Dressed Beef

—AND—

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,

Union Stock Yards, - CHICAGO, ILL.

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
American and Stark A Bags } A Specialty.

W. STEELE PACKING & PROVISION CO.,

WHOLESALE DEALERS IN

Fresh and Salt Beef,
Fresh and Salt Pork,
Pork Loins, Dry Salt Pork,
Hams, Shoulders,
Bacon, Boneless Ham,
Sausage of all Kinds,
Dried Beef for Slicing.

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

Pickled Pigs' Feet, Tripe, Etc.

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

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

Write us for prices.

Grand Rapids, Mich.

DETROIT SOAP CO.,

DETROIT, - - MICH.,

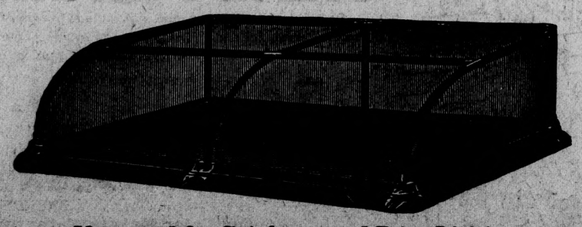
Manufacturers of the following well-known brands of

SOAPS!

QUEEN ANNE, MOTTLED GERMAN, MICHIGAN, ROYAL BAR,
TRUE BLUE, SUPERIOR, CZAR, MASCOTTE,
MONDAY, PHŒNIX, WABASH, CAMEO,
AND OTHERS. For quotations address

W. G. HAWKINS, Salesman for Western Michigan, Lock Box 173, - GRAND RAPIDS.

DO YOU WANT A



If so, send for Catalogue and Price-List to

HEYMAN & CO., 63 and 65 Canal St., Grand Rapids.

I. M. CLARK & SON,

—THE—

LEADING TEA HOUSE

—IN—

MICHIGAN

HOT WEATHER

AT LAST.

LARGE DEMAND FOR

THIN GOODS

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. C. LEVI,

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

PUTNAM & BROOKS,

WHOLESALE MANUFACTURERS OF

CANDY

And Heavy Jobbers In

Oranges, Lemons,

BANANAS, NUTS,

Dates, Figs, Citrons, Prunells, Etc.

PRICES QUOTED AND CORRESPONDENCE SOLICITED

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

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WHOLESALE

PRODUCE COMMISSION MERCHANT

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

33 Ottawa Street, - - GRAND RAPIDS, MICH.

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

THE GENUINE ANTI-WASHBOARD

SOAP

QUICK, EASY, CHEAP.

Saves Rubbing, therefore saves Labor & Wear

THE GENUINE JAXON ANTI-WASHBOARD SOAP. 5¢

Cheap in itself it more than saves its cost in saving of the clothes. This Soap may be used in any way and for any purpose that any other soap is used and excels all. YOU will secure COMFORT and make money by its use. Try it once and if the claims made for it are not true don't use it again. If they are true you ought and want to know it. Your grocer will get it if he hasn't it.

HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY,

Send for Catalogue and Prices.

ATLAS ENGINE WORKS

INDIANAPOLIS, IND., U. S. A.

MANUFACTURERS OF

STEAM ENGINES & BOILERS.

Carry Engines and Boilers in Stock for Immediate delivery.

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.

Write for Prices. 44, 46 and 48 So. Division St., GRAND RAPIDS, MICH.

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.

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DILWORTH'S COFFEE,

Which Holds Trade on Account of Superior Merit Alone.

Unequaled Quality. Improved Roasting Process. Patent Preservative Packages.

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

DILWORTH BROTHERS, Proprietors, - PITTSBURGH, Penn.

BARLOW BROS.

GRAND RAPIDS MICHIGAN

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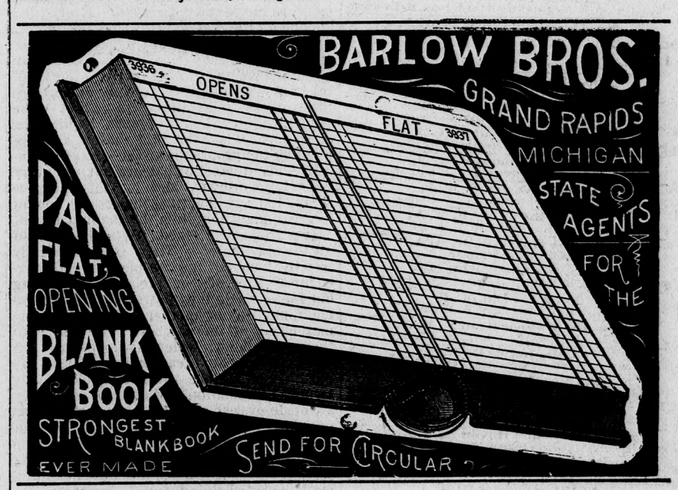


PAT. FLAT OPENING BLANK BOOK

STRONGEST BLANKBOOK EVER MADE

SEND FOR CIRCULAR

CURTISS & CO.,

Successors to CURTISS & DUNTON.

WHOLESALE

PAPER WAREHOUSE,

Houseman Building, Cor. Pearl & Ottawa Sts.,

GRAND RAPIDS, MICH.

The Michigan Tradesman

WEDNESDAY, AUGUST 15, 1888.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written for THE TRADESMAN.

Why is it that people who have a "thinker" don't oftener stop and think whether they are not invading the rights of others, in many of their little, every-day transactions, without really intending any offensiveness, impertinence or aggression? Why is it that they don't oftener pause on the threshold of some expression that is calculated to wound or disgust, or some action that may incite enmity or contempt, and ask themselves if they are not on the point of making themselves obnoxious or ridiculous? Among the things which go to make life enjoyable, or, at least, liveable, its major and important affairs are in a very small proportion as compared with its minor and insignificant ones, and those individuals who, perhaps unconsciously to themselves, are continually irritating and exasperating those with whom they come into contact by ill-judged language, or offensive actions, are an important factor in confirming a great many people in the belief that "all is vanity and vexation of spirit."

* * * * * * *

You are dealing, let us say, for example, in the article of paint. After much experience, and many disappointments, you have succeeded in finding a brand that satisfies you and your customers, both as regards price and quality, and you know, to a moral certainty, that no competitor, with honest goods, can undersell you. One day, you notice that Satinet, the clothing man, whom you have always liberally patronized, is painting his big house. You naturally wonder whose goods he is using, and naturally regret that you didn't furnish the material, but you philosophically reflect that Satinet has a perfect right to use what he pleases, and you discard the subject without the remotest animosity or feeling against him.

But Satinet drops in some evening. He is evidently afraid that he'll lose your custom, and thinks himself obliged to explain, when no explanation is needed. He remarks:

"I'd like to have bought my paint of you, Hodenpyl, but I'm 'fraid you don't keep as good an article as Slathers. Slathers says your brand is a second grade one, and I wanted the best I could find. Tell you what, Hodenpyl, 'twould pay you, in the end, to keep No. 1 goods and get a No. 1 price for 'em. Now there's Slosson and Slinger; they're good customers of yours, and you missed their jobs, too. I got 'em together, and by taking the three lots I made Slathers cut his price almost down to your figures."

From a matter of simple regret at the loss of Satinet's job, his "explanation" leaves you disgusted and exasperated—disgusted at his preferring Slather's word to your own, and exasperated at his inducing other customers to leave you. And the Satinets of various grades are unpleasantly numerous.

* * * * * * *

There are many people whose language is never, in the remotest degree, irritating, yet who, unconsciously to themselves, come to be regarded as human gnats. You sympathize with the man afflicted with lung troubles, but his expectorations on your floor are terribly distasteful to you. You bear with the owner of the ancient clay pipe, but under a mental protest. It annoys you to have the party reclining on your counter, but you don't let him know it. You are in constant fear of the fellow's elbows who is leaning on your show case, but he's too good a customer to be cautioned; and you can call to mind a multiplicity of petty annoyances, of a like nature, that daily beset you, and which you know will continue with you in some form or other during life—unless you should conclude to go into the hermit business, or hold your converse with mankind, like the ancient saint, from the top of a high tower.

But while you are letting these petty annoyances keep your nervous system in more or less commotion, would it not be well to occasionally investigate yourself, and to occasionally ask yourself if your language and actions are not, at times, of such a nature that you, unconsciously to yourself, can be reasonably catalogued among those you have condemned? A little investigation of the mote and beam question, once in a while, would, perhaps, do none of us any injury.

* * * * * * *

After an exceptionally dull and depressing week, you strike a very busy day. Your help is limited and you are consequently "rushed." By an unfortunate coincidence, Mrs. Vantassel selects this day for pricing your goods and determining what she may possibly select sometime in the future. Mrs. V. is a very estimable lady, who resides within a few rods of your place of business. During any of the preceding five days, you would have experienced genuine satisfaction in placing an hour or two at her disposal; showing her your stock in the line that interested her, and assisting her to a selection that might, possibly, under favorable circumstances and impressions, eventually make her the purchaser of a goodly-sized bill. But, on this particular day, with a sublime ignorance of the injury she is doing you, and a lady-like importunity which you don't know how to resist, she keeps you employed for two solid hours in a labor which is more liable to be wasted than eventually profitable. In the meantime, parties whom you cannot attend to come and go, and when you finally succeed in getting around to business, you are troubled with the reflection that, while your seance with Mrs. V. promises hardly visionary profits, your losses through sundry disgruntled customers are tangible and real.

A gentleman once related to me a little anecdote illustrating the subject spoken of. One busy day, a number of the customers of a banking institution were awaiting their turn at the cashier's window, when a lady came in, whereupon all of the male bipeds respectfully and politely stepped aside and gave her immediate audience with the official, with whom she was evidently acquainted.

"Good morning, Mr. F—, lovely morning, isn't it?" said the lady, sweetly.

"Fine, indeed, Mrs. B—; something I can do for you?" asked the busy cashier.

"Yes, there was something I wanted here, but, I declare, I've forgotten what! Were you and Mrs. F. out to the concert last night? Yes! I should have liked to have gone so, but I was laid up with one of my distressing headaches. Dr. Scott says that—"

"What did you say I could do for you?" interrupted the bank man, a little impatiently.

"Let's see, it must be on my tablets! Price of lace at Grant's; to match silk at Osgood's; to call on Mrs. D—;" and the lady continued to run down a long list until the bottom memoranda was reached.

"Well, I declare! I didn't put it down after all! Oh, now I *do* remember! It was to get a two-dollar-and-a-half gold piece changed, for fear I'd pass it for a penny, as I did one last winter. Yes. here it is. Oh, *don't* give me that horrid silver; give it to me in two clean, new bills, that's a dear, good man! What, no bills of that denomination? Well, if that *isn't* singular! Why don't they print some, Mr. F—?"

"I really don't know, but I'll write in to the Secretary of the Treasury and inquire, in the morning."

"Do! And just say that a lady—you needn't mention my name, of course,—thinks it's too ridiculously absurd for anything! Just mention to him that you lost a customer through his negligence, and I'll call in, in two or three days, and see what excuses he has to make. It wouldn't do any harm, Mr. F—, to just hint to him that if he expects to be elected again this fall, he'll get more votes by staying in his office and setting type, and getting out such bills as people need, than he will by neglecting his business to go around the country making political speeches."

While it is possible that the narrator somewhat exaggerated the lady's ignorance, there are very few of us but what have seen the big or little wheels of business temporarily clogged, almost as absurdly.

* * * * * * *

The lady, in spending fifteen or twenty minutes in useless talk before the cashier's window, would probably be astonished at the accusation of obtruding upon the rights of, perhaps, a dozen other people. The group of young people, whose talk and laughter at the play drown the voices of the actors, never imagine, for a moment, that they are making themselves superlatively offensive to the majority of those around them. The person who intermixes his conversation with profanity or obscenity would be indignant at being classified as a trespasser on the rights of others; yet these, and their multitudinous coadjutors, in infringing upon these inherent rights, go to make up no inconsiderable part of the annoying features of existence.

TIME TABLES.

Grand Rapids & Indiana.

All Trains daily except Sunday.

GOING NORTH.

	Arrives.	Leaves.
Traverse City & Mackinaw	7:20 a m	8:00 a m
Traverse City & Mackinaw	9:40 a m	11:30 a m
Petoskey & Mackinaw	7:30 p m	10:30 p m
For Cadillac	3:35 p m	5:00 p m
Saginaw Express	11:25 a m	7:20 a m
" "	10:30 p m.	4:10 p m

Saginaw express runs through solid.
8:00 a. m. train has chair car to Mackinaw City.
11:30 a. m. train has chair car for Petoskey and Mackinaw City.
10:30 p. m. train has sleeping cars for Petoskey and Mackinaw City.

GOING SOUTH.

Cincinnati Express	6:30 a m	7:15 a m
Fort Wayne Express	10:30 a m	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 Cincinnati.
5:00 p. m. train connects with M. C. R. R. at Kalamazoo for Battle Creek, Jackson, Detroit and Canadian points, arriving in Detroit at 10:45 p. m.

Muskegon, Grand Rapids & Indiana.

Leave.	Arrive.
7:45 a m	10:45 a m
11:15 a m	4:30 p m
4:40 p m	7:45 p m

Leaving time at Bridge street depot 7 minutes later.
C. L. LOCKWOOD, Gen'l Pass. Agent.

Michigan Central.
Grand Rapids Division.

DEPART.

Detroit Express	6:45 a m
Day Express	1:10 p m
New York Express	5:40 p m
*Atlantic Express	10:45 p m
Mixed	6:50 a m

ARRIVE.

*Pacific Express	6:00 a m
Local Passenger	10:00 a m
Mail	3:15 p m
Grand Rapids Express	10:15 p m
Mixed	6:30 p m

*Daily. All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit. Parlor cars run on Day Express and Grand Rapids Express to and from Detroit. Direct connections made at Detroit with all through trains East over 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.
Kalamazoo Division.

19	3	1		Arrive. 2	4
p m	p m	a m		a m	p m
1:10	3:00	7:45 Dp	....Grand Rapids	9:45	6:10
3:25	4:12	9:02 "	....Allegan	8:28	4:55
Frt	5:03	10:00 Ar	....Kalamazoo	7:10	3:52
	6:35	11:35 "	....White Pigeon		2:25
		p m			
	8:00	12:30 "	....Elkhart	4:45	1:e0
	a m			p m	a m
	7:50	7:10 "	....Chicago	11:30	8:50
	p m				
	10:25	5:05 "	....Toledo	11:25	10:00
	a m				
	1:35	9:40 "	....Cleveland	7:15	5:45
		a m			p m
	6:20	3:30 "	....Buffalo	1:00	11:40

Tickets for sale to all principal points in the U. S., Mexico and Canada at Union Ticket Office, GEO. WILLIAMSON, Agt., Depot Office, M. BOOTZ, Agt.
A. J. SMITH, Gen'l Trav. and Pass. Agt., Cleveland, Ohio.

Detroit, Grand Haven & Milwaukee.

GOING WEST.

	Arrives.	Leaves.
†Morning Express	1:05 p m	1:10 p m
†Through Mail	5:05 p m	5:10 p m
†Grand Rapids Express	10:40 p m	10:45 p m
*Night Express	5:25 a m	5:40 a m
†Mixed		7:30 a m

GOING EAST.

†Detroit Express	6:45 a m	6:50 a m
†Through Mail	10:20 a m	10:30 a m
†Evening Express	3:25 p m	3:50 p m
*Limited Express	6:25 p m	6:30 p m

†Daily, Sundays excepted. *Daily.

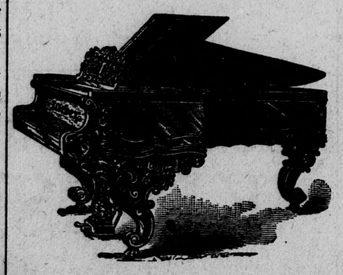
Detroit Express has parlor car to Detroit, making direct connections for all points East, arriving in New York 10:10 a. m. next day. Limited Express, East, has through sleeper Grand Rapids to Niagara Falls, connecting at Milwaukee Junction with through sleeper to Toronto.

Through tickets and sleeping car berths secured at D., G. H. & M. R'y offices, 23 Monroe St., and at the depot.
JAS. CAMPBELL, City Passenger Agent.

WHOLESALE AND RETAIL
COAL and WOOD,
E. A. HAMILTON, Agt.,
101 Ottawa St., Ledyard Block.
Telephone 90—1 R.

The BEST CRACKER Made.
JAXON
TRADE-MARK
TRIAL ORDER SOLICITED.
We also manufacture a full line of Sweet Goods. Write for quotations and samples.
Jackson Cracker Co., JACKSON, MICH.

WEBER
Grand, Square and Upright Pianos.



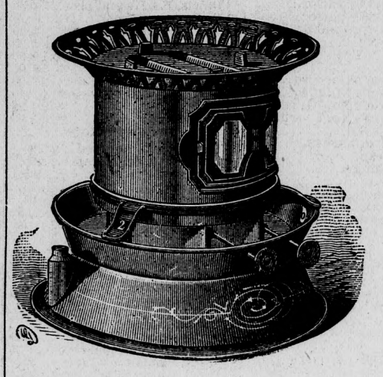
The Weber Piano is recognized beyond controversy as the Standard for excellence in every particular. It is renowned for its sympathetic, pure and rich tone combined with greatest power. The most eminent artists and musicians, as well as the musical public and the press, unite in the verdict that
The Weber Stands Unrivaled.
Sheet music and musical merchandise. Everything in the musical line.
Weber Pianos, Fischer Pianos,
Smith Pianos, A. B. Chase Organs,
Estey Organs, Hillstrom Organs,
JULIUS A. J. FRIEDRICH,
(Successor to Friedrich Bros.)
30 and 32 Canal St., Grand Rapids, Mich.

Lorillard's New "Smoking or Chewing"
YELLOW JACKET LONG CUT.
Packed in 3 oz., 8 oz. or 16 oz. Handsomely Decorated Papers.
To be had of all Jobbers at the very low price of
20 CENTS per POUND.
IT IS THE
Mildest, Smoothest Smoke Ever Offered for Less than 30 Cents per Pound.

FOSTER, STEVENS & CO.,
Grand Rapids, Mich.

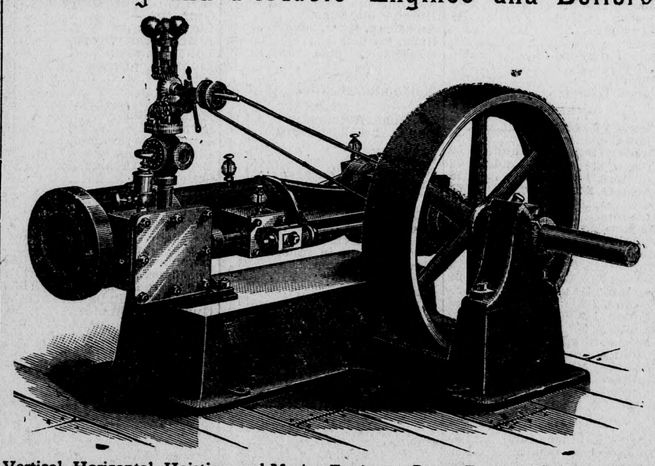
Headquarters
FOR
SUMMER GOODS
Exclusive Agents for
The Labrador Refrigerator.
White Mountain Freezer.
Dangler Gasoline Stove.
Crown Jewell Gasoline Stove.
Summer Queen Oil Stove.

Send for our Special Catalogue.



Foster, Stevens & Co.,
10 & 12 Monroe St., 33, 35, 37, 39 & 41 Louis St.,
GRAND RAPIDS, MICH.

W. C. DENISON,
GENERAL DEALER IN
Stationary and Portable Engines and Boilers.



Vertical, Horizontal, Hoisting and Marine Engines. Steam Pumps, Blowers and Exhaust Fans. SAW MILLS, any Size or Capacity Wanted.
Estimates Given on Complete Outfits.
88, 90 and 92 SOUTH DIVISION ST., - GRAND RAPIDS, MICH

PERKINS & HESS
DEALERS IN
Hides, Furs, Wool & Tallow,
NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

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

SANTA CLAUS SOAP Makes Washing easy and pleasant. SAVES Money, Labor, Time.
Every Family should use it.
For all household uses it has no equal
It is HANDY HANDSOME and sells for FIVE CENTS A CAKE.
Ask your Grocer for SANTA CLAUS SOAP and INSIST on testing it for yourself.
All grocers should keep it.
Made only by N. K. FAIRBANK & CO., CHICAGO.
Mamma washes all my clothes with SANTA CLAUS SOAP
Auntie dont use anything but SANTA CLAUS SOAP
PANSY BLOSSOM
I am Mamma's
We all like SANTA CLAUS SOAP

CAN YOU TELL
Why Everybody who likes good Pickles, Catsup and Fine Condiments buy HEINZ'S "Keystone Brand"?
YES!
Because they embrace QUALITY and FLAVOR combined!

LION MOCHA, JAVA AND RIO COFFEE
WOOLSON SPICE CO. KANSAS CITY-MO. TOLEDO-OHIO.
LION MOCHA, JAVA AND RIO COFFEE
WOOLSON SPICE CO. KANSAS CITY-MO. TOLEDO-OHIO.
LION MOCHA, JAVA AND RIO COFFEE
WOOLSON SPICE CO. KANSAS CITY-MO. TOLEDO-OHIO.

MERCHANTS! Increase Your SALES AND PROFITS BY HANDLING LION COFFEE.
IT GIVES ABSOLUTE SATISFACTION
To Consumers, and is, Consequently, a Quick and Easy Seller.

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

L. WINTERNITZ, Resident Agent, - - Grand Rapids, Mich.

Groceries.

The Banana and Banana Fibre.

From the fact that so many steamers ply between this port and those of Baracoa and Jamaica, bringing as many as thirty thousand bunches in one week and that the fruit is so quickly disposed of, is proof positive that the public recognize the fact that in this fruit are the elements of health and strength both in its raw state and also combined with cooked foods, as puddings. We do not get the banana here in its fully ripe and matured condition, owing to the time required in transportation, but nevertheless it is one of the most wholesome and useful plants. Now that the fruit of this tropical plant has become so fully known and its worth appreciated, the attention of thinking men has been called to the plant itself in regard to using banana fibre in textile manufacturies. This fibre extends the full length of the body of the trees, which grow without a branch from ten to fifteen feet high and has a circumference at the base of two to three feet. We are told the fibre may be divided into threads of silken fineness, and in Central America it is used, with no preparation except drying, for shoe-strings, lariats and cords for all purposes. A banana tree only lives a year and bears but one bunch of bananas when it dies, but from its roots may spring from two to ten trees. The fruit is worth from ten to fifteen cents at home, but the tree is valueless. The banana leaf, with stems of the toughest and finest threads, is from two and one-half to three feet wide, and is used by the native women of Central America as an umbrella in the rainy season, as a carpet on which to sit and a bed on which to rest. The question had long bothered men where they should get raw material from which to make grain bags, cordage and to be used in the various paper manufactories of this country, and it is now believed to have been solved in the use of banana fibre, as the trees are in their native land worthless and the transportation will be very slight. It is understood that this fibre can be worked up with ease into a very strong fabric, and as the fibre is largely suffered to go to waste, there is every reason to believe that a very profitable industry will be started in this very soon.

Snappy Merchants.

Rev. T. Dewitt Talmage.

We know people so genial that their faces are always full of sunshine and there is no night there. When they have trouble, we can scarcely tell whether they are crying or laughing. The wave of tears dashing against a bank of smiles. But there are others who are explosive and gunpowdery under slight provocation.

You have noticed the snappy merchant. After you have asked for a certain kind of goods he halts before showing them, as much as to say: "Do you really want to buy? or are you among those who do nothing but go a-shopping, and are you going to take up my time for nothing?" He talks over the counter in exasperating monosyllables. When you point out a defect in the fabric, he asks: "Do you expect to find anything perfect under the sun?" While you are meditating whether or not you had better take the goods, he says: "You need not have it, if you don't want it." As you quietly suggest that you saw something a little cheaper at the next store, he howls at you: "Go there and get it!" As you go out he slams the door after you, and you go down the street with irritations all over you just because you came in contact with a snappy merchant.

Suavity is an art that we all need to cultivate.

It pays to be a gentlemen or lady. Porcupines are fit for nothing but museums. Most of us need to have a smoothing iron run over our temples.

Many people get up a red heat at a moment's notice and do not often cool off so quickly. Some are like hot journals on the railway cars—a little friction, and lo! they are on fire, and it takes ice and salt and waste and time to get things running smoothly; and then there is no saying when they will be on fire again. If we had more of the spirit of Him concerning whom it is said, "Grace is poured into thy lips," we would all cease being snappy.

Adjourned the Court.

From the Omaha World.

They have very accommodating judges out in Nevada. Recently a lawyer made fun of a witness, whom he was cross-examining, on account of his deatness. The witness stood it with commendable patience for about an hour, when, according to the local paper, he requested the Court to adjourn.

"What for?" asked the Court.

"Your Honor, I would like the court adjourned for five minutes while I go out and lick this infernal lawyer."

"I was just goin' out to do it myself, pard," replied the Court, "but if you won't be over five minutes I'll adjourn."

The court was adjourned, and Jim licked the lawyer, to the intense amusement of the crowd, who now want to make him Mayor of the town.

The Bark Market.

Tanbark dropped 25 cents per cord last week and the indications are that another decline will occur before the end of the present week. The crop is larger than estimators expected earlier in the season, being greater than the peel for five years past.

VISITING BUYERS.

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

N F Miller, Lisbon
L N Fisher, Dorr
Geo H Walbrink, Allendale
Norman Harris, Big Springs
D W Shattuck, Wayland
John Smith, Ada
M M Robson, Berlin
L & L Jenison, Jenison
Jno Kamps, Zutphen
John Gunstra, Lamont
W H Struik, Forest Grove
Ezra Brown, Englishville
John Damstra, Gitchell
H VanNoord, Jamestown
W Karsten, Vriesland
H Thompson, Canada Curs
Wm Barker, Sand Lake
Geo R Bates, Hart
Sampson & Drury, Cadillac
O B Granger, Plainwell
H Brownyard, Ashland
A Purchase, S Blendon
J L Purchase, Bauer
Geo P Stark, Cascade
Sidney Stark, Allendale
F Narregang, Byron Center
A C Perigard, Muskegon
John Baker, Chauncey
Mrs. Thos. Humpery, Ionia
Gus Begman, Bauer
Eli Runnels, Corning
R B Gooding & Son, Lisbon
Cole & Chapel, Ada
J L Thomas, Cannonsburg
S T Colson, Alaska
J N Wait, Hudsonville
C L Graves, Conklin
Jay Marlatt, Berlin
R B McCulloch, Berlin
A A Weeks, Grattan
J C Benbow, Cannonsburg
Van Bree & Son, Zeeland
Neal McMillen, Rockford
R A Hastings, Sparta
F B Watkins, Hopkins Sta
C S Comstock, Pierson
M Heyboer & Bro, Drenthe
W McWilliams, Conklin
R T Parrish, Grandville
E S Botsford, Dorr
Herder & Lahuis, Zeeland
John Kinney, Kinney
S N Smith, LeRoy
N Bouma, Fisher Station
John Smith, Ada
Martin Gezon, Jenisonville
R G Smith, Wayland
S J Martin, Sullivan
J F Hacker, Corinth
A B Johnson, Lowell
Jas Colby, Rockford
Henry Strope, Morley
W H Mc Connel, Cedar Spr
D Cleland, Coopersville
A B Foote, Hilliards
John Homrich, No Dorr
Gordon Earl, Rodney
Wright & Friend, Lake Odessa
J P Cordes, Alpine
W G Hastings, Kent City
F Narregang, Byron Center
B A Fisk, Cedar Springs
Jack & Jake, Three Rivers
John Baker & Son, Grand Haven

Very Charitable.

"Joe, are you still trading at Grocer Smith's?"

"Yes, Bill; out of mere charity."

"Why, is he hard up?"

"No, but I am. I haven't paid him anything for six months."

WALES - GOODYEAR
—AND—
CONNECTICUT
Rubbers.

Write for Fall Prices and Discounts.

G. R. MAYHEW,
86 Monroe Street,
GRAND RAPIDS.

FOURTH NATIONAL BANK
Grand Rapids, Mich.

A. J. BOWNE, President.
GEO. C. PIERCE, Vice President.
H. P. BAKER, Cashier.

CAPITAL, - - - $300,000.

Transacts a general banking business.

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

WANTED!
POTATOES, APPLES, DRIED 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.

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

Reference: FIRST NATIONAL BANK, Chicago. MICHIGAN TRADESMAN, Grand Rapids.

EDWIN FALLAS,
PROPRIETOR OF
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 named that are unsurpassed.

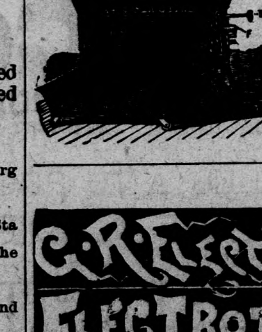
I aim to handle the best that can be obtained. Mail orders filled promptly at lowest market price. A liberal discount on Egg Crates and fillers in large lots.

SALESROOM, - No. 9 Ionia St, Grand Rapids.

RUNKEL BROS
VIENNA SWEET
CHOCOLATE

RUNKEL BROS
PREMIUM
CHOCOLATE

MAGIC COFFEE ROASTER



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

Robt. S. West,
150 Long St.,
Cleveland, Ohio.

G. R. ELECTRO F'D'Y.
ELECTROTYPERS
Stereotyper's
Photo & Zinc Engraving
LEADS, SLUGS, BRASS RULE
WOOD & METAL FURNITURE
BOX WOOD AND MAPLE. GRAND RAPIDS MICH.

PATENTS
LUCIUS C. WEST,
Attorney at Patent Law and Solicitor of American and Foreign patents. 105 E. Main St., Kalamazoo, Mich., U. S. A. Branch office, London, Eng. Practice in U. S. Courts. Circulars free.

WHOLESALE PRICE CURRENT.

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

BAKING POWDER.

Royal, 10c cans 95
¼ lb. " 1 40
6 oz. " 1 90
½ lb. " 2 60
12 oz. " 3 80
1 lb. " 4 95
2½ lb. " 11 78
3 lb. " 13 75
4 lb. " 17 76
5 lb. " 22 20
Acme, ¼ lb cans, 3 doz. 75
" ½ lb " 2 " 1 50
" 1 lb " 1 " 3 00
" Bulk 20
Arctic, ⅛ lb cans, 6 doz. 45
" ¼ " 4 " 75
" ½ " 2 " 1 40
" 1 " 2 " 2 40
" 5 " 1 " 12 00
Victorian, 1 lb (tall,) 2 doz. 2 00
Diamond, "bulk." 15
Red Star ¼ lb cans 12 doz. 45
" " ½ " " 6 " 85
" " 1 " " 4 " 1 50
Absolute, ¼ lb cans, 100 cans in case 11 75
Absolute, ½ lb cans, 50 cans in case 10 00
Absolute, 1 lb cans, 50 cans in case 18 75
Telfer's ¼ lb, cans, 6 doz in case 2 70
Telfer's ½ lb cans, 3 doz in case 2 55
Telfer's 1 lb cans, 1 doz in case 1 50

BROOMS.

No. 2 Hurl 2 00
No. 1 Hurl 2 25
No. 2 Carpet 2 50
No. 1 Carpet 2 75
Parlor Gem 3 00
Common Whisk 1 00
Fancy Whisk 1 25
Mill 3 75
Warehouse 3 00

CHOCOLATE.

Runkle Bros'.. Vien. Sweet 22
" " Premium 33
" " Hom-Cocoa 37
" " Breakfast 48

COCOANUT

Schepps, 1s 27
" 1s and ½s 28
" ½s 27½
" 1s in tin pails 27½
" ½s " 28½
Maltby's, 1s 23½
" 1s and ½s 24
" ½s 24½
Manhattan, pails 20
Peerless 18
Bulk, pails or barrels 16@18

COFFEE—GREEN

Mocha 25@28
Mandaling 25@26
O G Java 24@25
Java 23@24
Maricabo 16@19
Costi Rica @19
Mexican @19
Santos 15@18
Rio, fancy 18@19
Rio, prime 16@17
Rio, common 14@15

To ascertain cost of roasted coffee, add ½c per lb. for roasting and 15 per cent. for shrinkage.

COFFEES—PACKAGE.

30 lbs 60 lbs 100 lbs
Lion 18¼
Lion, in cab. 19
Dilworth's 18⅛
Magnolia 17¾
Acme 18 18⅛ 17¾
German 18¼
German, bins. 18¾
Arbuckle's Ariosa 18¼
" Avorica 16¼
McLaughlin's XXXX 18¼

COFFEES—50 LB. BAGS.

Arbuckle's Avorica 16
" Quaker City 17
" Best Rio 18
" Prime Maricabo 20

CORDAGE.

60 foot Jute 1 10
72 foot Jute 1 40
40 Foot Cotton 1 50
50 foot Cotton 1 60
60 foot Cotton 1 75
72 foot Cotton 2 00

CRACKERS.

Kenosha Butter 7½
Seymour Butter 6
Butter 6
Family Butter 6
Fancy Butter 5½
Butter Biscuit 6½
Boston 7½
City Soda 8
Soda 6
Soda Fancy 5½
S. Oyster 6
Picnic 6
Fancy Oyster 5½

CANNED FISH.

Clams, 1 lb, Little Neck 1 35
Clam Chowder, 3 lb 2 15
Cove Oysters, 1 lb stand 1 00
Cove Oysters, 2 lb stand 1 70
Lobsters, 1 lb picnic 1 75
Lobsters, 2 lb, picnic 2 65
Lobsters, 1 lb star 1 95
Lobsters, 2 lb star 2 90
Mackerel in Tomato Sauce 3 25
Mackerel, 1 lb stand
Mackerel, 2 lb stand
Mackerel, 3 lb in Mustard 3 25
Mackerel, 3 lb soused 3 25
Salmon, 1 lb Columbia 2 20
Salmon, 2 lb " 3 50
Salmon, 1 lb Sacramento 1 90
Salmon, 2 lb " 2 75
Sardines, domestic ¼s 7
Sardines, domestic ½s 10@11
Sardines, Mustard ½s 9@10
Sardines, imported ¼s 12@13
Sardines, spiced, ½s 10@12
Trout, 3 lb brook

CANNED FRUITS.

Apples, gallons, stand 2 30
Blackberries, stand 1 20
Cherries, red standard 1 60
Cherries, pitted 1 85@1 90
Damsons 1 25@1 35
Egg Plums, stand 1 50
Gooseberries 1 65
Grapes 95
Green Gages 1 50
Peaches, all yellow, stand 2 65
Peaches, seconds 2 25
Peaches, pie 1 60@1 65
Pears 1 30
Pineapples 1 40@2 75
Quinces 1 50
Raspberries, extra 1 50
" red 1 50
Strawberries 1 25@1 40
Whortleberries 1 20

CANNED VEGETABLES.

Asparagus, Oyster Bay 2 00
Beans, Lima, stand 85
Beans, Green Limas @1 40
Beans, String 1 00@1 20
Beans, Stringless, Erie 90
Beans, Lewis' Boston Bak 1 60
Corn, Archer's Trophy
" " Morn G'ry 1 15
" " Early Gold 1 15
Peas, French 1 60
Peas, extra marrofat 1 20@1 40
Peas, soaked 90
" June, stand @1 50
" " sifted 2 00
" French, extra fine 20 00
Mushrooms, extra fine 20 00
Pumpkin, 3 lb Golden 1 00
Succotash, standard 80@1 30
Squash 1 25
Tomatoes, Red Coat @ 1 20
" Good Enough 1 20
" Ben Har 1 20
" stand br. 1 15@ 1 20

DRIED FRUITS.

Apples, evaporated 8 @ 8½
" sundried 6½@ 7½

CHEESE.

Michigan full cream 9½@9¾

DRIED FRUITS—FOREIGN.

Citron, in drum 22
" in boxes 24
Currants @ 6¾
Lemon Peel 14
Orange Peel 14
Prunes, Imperial 6 @6¼
" Turkey 4½
Raisins, Dehesia 3 60
Raisins, London Layers 2 90
Raisins, California " 2 35
Raisins, Loose Muscatels 2 40
Raisins, Loose California 1 85
Raisins, Ondaras, 28s. 9 @9½
Raisins, Sultanas @
Raisins, Valencias @10
Raisins, Imperials 3 75

FISH.

Cod, whole @5½
Cod, boneless 7½@7¾
Halibut 13
Herring, round, ½ bbl. 2 75
Herring, round, ¼ bbl. 1 50
Herring, Holland, bbls. 10 00
Herring, Holland, kegs 65@70
Herring, Scaled 31
Mack. sh'r, No. 1, ½ bbl 8 75
" " " 12 lb kit 1 25
" " " 10 " 1 10
" No. 2, ½ bbls 7 50
Trout, ½ bbls 5 50
" 10 lb kits 85
White, No. 1, ½ bbls 6 50
White, No. 1, 12 lb kits 1 15
White, No. 1, 10 lb kits 1 00
White, Family, ½ bbls 3 00
" " kits 70

FLAVORING EXTRACTS.

Jennings' Lemon. Vanilla.
D. C., 2 oz ₩ doz 90 1 35
" 4 oz 1 40 2 50
" 6 oz 2 25 3 75
" No. 3 Panel 1 00 1 75
" No. 4 Taper 1 60 2 75
" No. 8 panel 2 75 4 50
" No. 10 " 4 50 6 50
" ½ pint, r'nd 4 50 7 50
" 1 " " 9 00 15 00
Standard Lemon. Vanilla. per gross.
English 2 oz 7 20 9 60
" 3 oz 9 00 12 00
" 4 oz 12 00 15 00
" 6 oz 18 00 24 00

FARINACEOUS GOODS.

Farina, 100 lb. kegs 04
Hominy, ₩ bbl 4 00
Macaroni, dom 12 lb. box 60
" imported 10 @11
Pearl Barley @ 3½
Peas, Green @1 40
Peas, Split @ 3½
Sago, German @ 6¾
Tapioca, fl'k or p'rl @ 6¾
Wheat, cracked @ 6½
Vermicelli, import @10
" domestic @60

MATCHES.

G. H. No. 8, square 95
G. H. No 9, square, 3 gro 1 10
G. H. No. 200, parlor 1 65
G. H. No. 300, parlor 2 15
G. H. No. 7, round 1 40
Oshkosh, No. 2 75
Oshkosh, No. 8 1 50
Swedish 75
Richardson's No. 8 sq 1 00
Richardson's No. 9 sq 1 50
Richardson's No. 7½, rnd 1 00
Richardson's No. 7 rnd 1 50
Woodbine, 300 1 15

MOLASSES.

Black Strap 17@18
Cuba Baking 22@25
Porto Rico 24@35
New Orleans, good 33@40
New Orleans, choice 44@50
New Orleans, fancy 50@52
½ bbls. 3c extra

OIL.

Michigan Test 9¾
Water White 11⅞

OATMEAL

Barrels 6 25
Half barrels 3 25
Cases 2 35

OATS—ROLLED.

Barrels 6 00
Half barrels 3 25
Cases 2 25@3 35

PICKLES.

Medium 6 00
" ½ bbl 3 50
Small, bbl 7 00
" ½ bbl 4 00

RICE.

Table 5¼@5½
Head 7
Java 6¼
Patna 5¼
Rangoon 5
Broken
Japan @6¼

SALERATUS.

DeLand's pure 5½
Church's 5
Taylor's G. M. 5
Dwight's 5
Sea Foam 5¼
Cap Sheaf 5
½c less in 5 box lots.

SALT.

60 Pocket, F F D 2 15
28 Pocket 2 05
100 3 lb pockets 2 25
Saginaw or Manistee 85
Ashton, bu. bags 75
Ashton, 4 bu. bags 2 75
Higgins' bu. bags 75
American, ¼ bu. bags 20
Rock, bushels 25
Warsaw, bu. bags 36
" ½ " 19

SAUCES.

London Relish, 2 doz 2 50

SOAP.

Dingman, 100 bars 4 00
Don't Anti-Washboard 4 75
Jaxon 3 75
Queen Anne 3 85
German Family 2 49
Big Bargain 1 87

SPICES—WHOLE.

Allspice 8
Cassia, China in mats 7½
" Batavia in bund 11
" Saigon in rolls 42
Cloves, Amboyna 25
" Zanzibar 22
Mace Batavia 70
Nutmegs, fancy 70
" No. 1 65
" No. 2 60
Pepper, Singapore, black 18½
" " white 28
" shot 21

SPICES—GROUND—IN BULK.

Allspice 12½
Cassia, Batavia 20
" " and Saigon 25
" Saigon 42
Cloves, Amboyna 30
" Zanzibar 28
Ginger, African 12½
" Cochin 15
" Jamaica @18
Mace Batavia 80
Mustard, English 22
" " and Trie 25
" Trieste 27
Nutmegs, No. 2 70
Pepper, Singapore black 22
" " white 30
" Cayenne 25
Absolute Pepper, doz 84
" Cinnamon " 84
" Allspice " 55
" Cloves " 1 10
" Ginger " 78
" Mustard " 84

STARCH.

Kingsford's
Silver Gloss, 1 lb pkgs 7
" " 6 lb boxes 7½
" " bulk 6½
Pure, 1 lb pkgs 5⅛
Corn, 1 lb pkgs 7

SUGARS.

Cut Loaf @ 8⅜
Cubes @
Powdered @ 8⅜
Granulated, Stand @ 7⅞
" Off @
Confectionery A @7 44
Standard A @ 7¼
No. 1, White Extra C. @ 7
No. 2, Extra C @ 6¾
No. 3 C, golden @ 6⅝
No. 4 C, dark @ 6½

SYRUPS.

Corn, barrels @29
Corn, ½ bbls @31
Corn, kegs @34
Pure Sugar, bbl 33@42
Pure Sugar, ½ bbl 35@44

SWEET GOODS.

X XXX
Ginger Snaps 8 8½
Sugar Creams 8 8½
Frosted Creams 8½
Graham Crackers 8
Oatmeal Crackers 8

TOBACCOS—PLUG.

Spear Head special 43
Plank Road 42
Eclipse 36
Holy Moses 33
Blue Blazes 32
Eye Opener 32
Star 42@45
Clipper 39
Climax 39@41
Corner Stone 39
Double Pedro 40
Whopper 40
Peach Pie 40
Wedding Cake, blk 40
Red Fox 45
Sweet Russet 30@32

TOBACCOS—FINE CUT.

Sweet Pippin 50
Five and Seven 50
Hiawatha 68
Sweet Cuba 45
Petoskey Chief 55
Sweet Russet 40@42
Thistle 42
Florida 65
Rose Leaf 66
Red Domino 38
Swamp Angel 40
Stag 33
Capper 42

TOBACCOS—SMOKING.

Rob Roy 26
Peerless 26
Uncle Sam 30
Jack Pine 36
Sensation 33
Yellow Jacket 20
Sweet Conqueror 20@25

TEAS.

Japan ordinary 18@20
Japan fair to good 25@30
Japan fine 35@45
Japan dust 12@20
Young Hyson 20@45
Gunpowder 35@50
Oolong 33@55@60@75
Congo 25@30

VINEGAR.

30 gr. 40 gr. 50 gr.
9½ 11½ 13

Above are the prices fixed by the pool. Manufacturers outside the pool usually sell 5 gr. stronger goods at same prices. $1 for barrel.

WOODENWARE.

Curtiss & Co. quote as follows:

Tubs, No. 1 7 50
" " 2 6 50
" " 3 5 50
Pails, No. 1, two hoop 1 40
" " three hoop 1 65
Clothespins, 5 gr. boxes 60
Bowls, 15s, 17s and 19s 2 50
Baskets, market 40
" bushel 1 60
" " with covers 1 90
" willow clothes No. 1 5 50
" " " " 2 6 00
" " " " 3 7 00
" splint " " 1 3 50
" " " " 2 4 25
" " " " 3 5 00

MISCELLANEOUS.

Bath Brick imported 90
do American 75
Burners, No. 0 65
do No. 1 75
do No. 2 95
Chimneys, No. 0 38
" " 1 40
" " 2 52
Cocoa Shells, bulk 4
Condensed Milk, Eagle 7 60
Cream Tartar 25
Candles, Star 10
Candles, Hotel 11
Camphor, oz., 2 lb boxes 35
Extract Coffee, V. C. 75
do Felix 1 15
Fire Crackers, per box 1 20
Gum, Rubber 100 lumps 25
Gum, Rubber 200 lumps 35
Gum, Spruce 30
Jelly, in 30 lb pails 5 @ 5¼
Powder, Keg 5 50
Powder, ¼ Keg 2 87
Sage 15

CANDY, FRUITS and NUTS.

Putnam & Brooks quote as follows:

STICK.

Standard, 25 lb boxes 9½
Twist, do 10
Cut Loaf do 11

MIXED.

Royal, 25 lb pails @10
Royal, 200 lb bbls 9
Extra, 25 lb pails 11
Extra, 200 lb bbls 10
French Cream 25 lb pails 12½
Cut loaf, 25 lb cases 11
Broken, 25 lb pails 11
Broken, 200 lb bbls 10

FANCY—IN 5 LB BOXES.

Lemon Drops 13
Sour Drops 14
Peppermint Drops 14
Chocolate Drops 15
H M Chocolate Drops 18
Gum Drops 10
Licorice Drops 18
A B Licorice Drops 12
Lozenges, plain 14
Lozenges, printed 15
Imperials 14
Mottoes 15
Cream Bar 13
Molasses Bar 13
Caramels 19
Hand Made Creams 19
Plain Creams 16
Decorated Creams 20
String Rock 14
Burnt Almonds 22
Wintergreen Berries 14

FANCY—IN BULK.

Lozenges, plain in pails 13
Lozenges, plain in bbls 12
Lozenges, printed in pails 13½
Lozenges, printed in bbls 12½
Chocolate Drops, in pails 13½
Gum Drops in pails 6½
Gum Drops, in bbls 5½
Moss Drops, in pails 10
Moss Drops, in bbls 9
Sour Drops, in pails 12
Imperials, in pails 12
Imperials in bbls 11

FRUITS.

Bananas 1 25@3 00
Oranges, choice @
Oranges, Florida @
Oranges, Naples @6 50
Oranges, OO @
Oranges, Imperials @
Oranges Valencia ca. @
Lemons, choice to fancy 4 75
Lemons, @
Figs, layers, new @15
Figs, Bags, 50 lb @ 6
Dates, frails do @ 4½
Dates, ¼ do do @ 5½
Dates, Fard 10 lb box ₩ lb 9
Dates, Fard 50 lb box ₩ lb 7
Dates, Persian 50 lb box @6

NUTS.

Almonds, Tarragona @17
" Ivaca @16
" California 13@14
Brazils @ 8
Filberts, Sicily @11
Walnuts, Grenoble @13
" Sicily 12
" French @11
Pecans, Texas, H. P. 8@12
Cocoanuts, ₩ 100 @4 50

PEANUTS.

Prime Red, raw ₩ lb @
Choice do do @
Fancy H.P. do do @
Choice White, Va. do @ 5½
Fancy H P. Va do 5 @ 6¼
Extra H. P. Va @ 5½

OYSTERS AND FISH.

F. J. Dettenthaler quotes as follows:

OYSTERS.

Fairhaven Counts 40

FRESH FISH.

Black bass 12½
Rock bass 4
Duck-bill pike 6
Trout 6
Whitefish 6
" smoked 10
Frogs' Legs 25@75

FRESH MEATS.

Beef, carcass 4½@5½
" hind quarters 6 @8
" fore " 3 @4
Hogs @7¾
Pork loins 11
" shoulders 8
Bologna 5½
Frankfort sausage 8
Blood, liv, h'd saus'g 5½
Mutton 5½@6½
Lard kettle rendered @10½

PROVISIONS.

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

PORK IN BARRELS.

Mess 15 50
Short cut 16 50
Short cut Morgan 16 50
Extra clear pig, short cut 17 50
Extra clear, heavy 17 50
Clear quill, short cut 17 50
Boston clear, short cut 17 50
Clear back, short cut 17 50
Standard clear, short cut, best 17 50
Bean

SMOKED MEATS—CANVASSED OR PLAIN.

Hams, average 20 lbs 13
" " 16 lbs 13
" " 12 to 14 lbs 13
" picnic
" best boneless 11
Shoulders 9
Breakfast Bacon, boneless 11
Dried Beef, extra 8
" ham prices 9½

DRY SALT MEATS.

Long Clears, heavy
" " medium
" " light

LARD.

Tierces 8⅝
30 and 50 lb Tubs 8¾

LARD IN TIN PAILS.

3 lb Pails, 20 in a case 9⅜
5 lb Pails, 12 in a case 9¼
10 lb Pails, 6 in a case 9⅛
20 lb Pails, 4 pails in case 8⅞

BEEF IN BARRELS.

Extra Mess, warranted 200 lbs 7 00
Extra Mess, Chicago Packing 7 50
" " Kansas City Packing 7 25
Plate 7 25
Extra Plate 7 75
Boneless, rump butts 10 00
" " " ½ bbl. 5 50

SAUSAGE—FRESH AND SMOKED.

Pork Sausage 7½
Ham Sausage 11
Tongue Sausage 9
Frankfort Sausage 8
Blood Sausage 6
Bologna, straight 6
Bologna, thick 6
Head Cheese 6

PIGS' FEET.

In half barrels 3 50
In quarter barrels 2 15

TRIPE.

In ½ Bbl 3 00
In ¼ Bbl 1 75
In Kits 85

HIDES, PELTS AND FURS.

Perkins & Hess pay as follows:

HIDES.

Green ₩ lb 4 @ 4½
Part cured @ 5
Full cured 5½@ 6¼
Dry hides and kips 6 @ 8
Calf skins, green or cured 5 @ 6
Deacon skins, ₩ piece 10 @20

WOOL.

Fine washed ₩ lb 18@22
Medium 20@25
Coarse washed 18@23
Unwashed 12@16

MISCELLANEOUS.

Sheep pelts, short shearing 5@20
Sheep pelts, old wool estimated @20
Tallow @ 3½
Grease butter @ 5
Ginseng, good @2 00

PRODUCE MARKET.

Apples—$1 to $1.50 per bbl.

Beans—Hand-picked mediums are very scarce, readily commanding $2 per bu.

Beets—New, 25c per bu.

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 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 9¼@9¾c.

Cider—10c per gal.

Clover Seed—Mammoth or medium, $4.50 per bu.

Cooperage—Pork barrels, $1.25; produce barrels, 25c.

Corn—Green, 6c doz.

Cucumbers—5c per doz.

Dried Apples—Jobbers hold sun-dried at 7c and evaporated at 9c.

Eggs—Jobbers now pay 12@13c and sell at 13@14c.

Honey—In plentiful supply at 14@15c.

Hay—Baled is in small demand at $15 for No. 1 and $14 for No. 2.

Mushmelons—$1 per crate.

Onions—Home grown dry stock command $1 per bu.

Peaches—Clingstone, $1.50@$2 per bu.

Plums—California, $1.25 per case.

Pop Corn—2½c ₩ lb.

Potatoes—Jobbing generally at 40c for home grown.

Squash—Summer, 2c lb.

Tomatoes—$1.25 per bu.

Turnips—25 per bu.

Watermelons—Missouri, 15@20c apiece.

Whortleberries—$3 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.

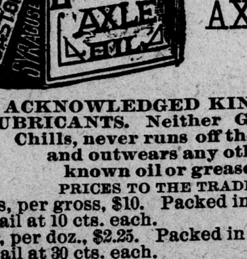
Flour—Higher. Patent $5.60 ₩ bbl in sacks and $5.80 in wood. Straight, $4.60 ₩ bbl. in sacks and $4.80 in wood.

Meal—Bolted, $3.00 ₩ bbl.

Mill Feed—Screenings, $16 ₩ ton. Bran, $15 ₩ ton. Ships, $14.00 ₩ ton. Middlings, $17 ₩ ton. Corn and Oats, $23 ₩ ton.

THESE GOODS ARE "PAR EXCELLENCE"

Pure, Healthful and Reliable, warranted to give satisfaction in every particular. For sale by wholesale and retail grocers throughout tht United States. VOUWIE BROS., Manufacturers, Cleveland and Chicago.



BAUM'S
CastorinE
AXLE
OIL

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

PRICES TO THE TRADE.

Ponys, per gross, $10. Packed in 3 doz. cases. Retail at 10 cts. each.
Pints, per doz., $2.25. Packed in 1 doz. cases. Retail at 30 cts. each.
Quarts, per doz., $4. Packed in 1 doz. cases. Retail at 50 cents each.
Gallons, each, $1.20. Packed 6 cans in case. Retail at $1.50 each.
Each case contains a liberal assortment of advertising matter, lithographs, show-cards, etc.

THE TRADE SUPPLIED BY
OLNEY, SHIELDS & CO., Grand Rapids, Mich.

At Lowest Summer Prices
ORDER YOUR COAL OF
A. HIMES,
Office under National City Bank. New Yards, Shawmut Ave., Winter and W. Division Sts.
TELEPHONE CALL 490-2.

GEO. E. HOWES. S. A. HOWES. C. N. RAPP.

GEO. E. HOWES & CO.,
JOBBERS IN
Apples, Potatoes AND Onions.
SPECIALTIES:
Oranges, Lemons, Bananas.
3 Ionia St., GRAND RAPIDS, MICH.

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

E. G. STUDLEY,
Wholesale Dealer in
RUBBER BOOTS AND SHOES
Manufactured by
Candee Rubber Co.

JENNINGS'
"CELEBRATED"
FLAVORING EXTRACTS
Are put up in all sizes, from 1 oz. to 1 gal. bottles.

SOLD BY ALL JOBBERS.

MANUFACTURED ONLY BY
JENNINGS & SMITH,
38 and 40 Louis St.,
GRAND RAPIDS, MICH.

Ask For 'JENNINGS' EXTRACTS'

The Standard of Excellence
KINGSFORD'S
Oswego PURE AND "Silver
"Pure" Gloss"

STARCH.
Kingsford's Oswego CORN STARCH for Puddings, Custards, Blanc-Mange, etc.
THE PERFECTION OF QUALITY.
WILL PLEASE YOU EVERY TIME!
ALWAYS ASK YOUR GROCER FOR THESE GOODS.

Drugs & Medicines

State Board of Pharmacy.
Six Years—Jacob Jesson, Muskegon.
Two Years—James Vernor, Detroit.
Three Years—Ottmar Eberbach, Ann Arbor.
Four Years—Geo. McDonald, Kalamazoo.
Five Years—Stanley E. Parkell, Owosso.
President—Geo. McDonald
Secretary—Jacob Jesson.
Treasurer—Jas. Vernor.
Next Meeting—At Lansing, on November 6, 7 and 8. Candidates will please report at 9 a. m. the second day of meeting.

Michigan State Pharmaceutical Ass'n.
President—Arthur Bassett, Detroit.
First Vice-President—G. M. Harwood, Petoskey.
Second Vice-President—H. B. Fairchild, Grand Rapids.
Third Vice-President—Henry Kephart, Berrien Springs.
Secretary—S. E. Parkill, Owosso.
Treasurer—Wm. Dupont, Detroit.
Executive Committee—Geo. Gundrum, Frank Inglis, A. H. Lyman, John E. Peck, S. T. Webb.
Local Secretary—James Vernor, Detroit.
Next Meeting—At Detroit, September 4, 5, 6 and 7.

Grand Rapids Pharmaceutical Society.
ORGANIZED OCTOBER 9, 1884.
President—H. E. Locher.
Vice-President—J. W. Hayward.
Secretary—Frank H. Escott.
Treasurer—Henry B. Fairchild.
Board of Censors—President. Vice-President and Secretary.
Board of Trustees—The President, John E. Peck, Geo. G. Steketee, A. F. Hazeltine and F. J. Wurzburg, wen, Isaac Watts, Wm. E. White and Wm. L. White.
Committee on Trade Matters—Jonn Peck, F. J. Wurzburg, W. H. Tibbs.
Committee on Legislation—J. W. Hayward, Theo. Kemink, W. H. Van Leuwen.
Committee on Pharmacy—W. L. White, John Muir, M. B. Kimm.
Regular Meetings—First Thursday evening in each month.
Annual Meeting—First Thursday evening in November.

Detroit Pharmaceutical Society.
ORGANIZED OCTOBER, 1883.
President—J. W. Caldwell.
First Vice-President—F. W. R. Perry.
Second Vice-President—F. D. Stevens.
Secretary and Treasurer—B. W. Patterson.
Assistant Secretary and Treasurer—G. S. Purvis.
Annual Meeting—First Wednesday in June.
Regular Meetings—First Wednesday in each month.

Central Michigan Druggists' Association.
President, J. W. Dunlop; Secretary, R. M. Mussell.

Berrien County Pharmaceutical Society.
President, H. M. Dean; Secretary, Henry Kephart.

Clinton County Druggists' Association.
President, A. O. Hunt; Secretary, A. S. Wallace.

Charlevoix County Pharmaceutical Society
President, H. W. Willard; Secretary, Geo. W. Crouter.

Ionia County Pharmaceutical Society.
President, W. R. Cutler; Secretary, Geo. Gundrum.

Jackson County Pharmaceutical Ass'n.
President, C. B. Colwell; Secretary, C. E. Foote.

Kalamazoo Pharmaceutical Association.
President, D. O. Roberts; Secretary, D. McDonald.

Mason County Pharmaceutical Society.
President, F. N. Latimer; Secretary, Wm. Heysett.

Mecosta County Pharmaceutical Society.
President, C. H. Wagener; Secretary, A. H. Webber.

Monroe County Pharmaceutical Society.
President, S. M. Sackett; Secretary, Julius Weiss.

Muskegon County Druggists' Association,
President, E. C. Bond; Secretary, Geo. L. LeFevre.

Muskegon Drug Clerks' Association.
President, 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.

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

WHOLESALE PRICE CURRENT.

Declined—Linseed oil.

Article	Price
ACIDUM.	
Aceticum	8@ 10
Benzoicum, German	80@1 00
Boracic	30
Carbolicum	45@ 50
Citricum	60@ 65
Hydrochlor	3@ 5
Nitrocum	10@ 12
Oxalicum	10@ 12
Phosphorium dil	20
Salicylicum	1 70@2 05
Sulphuricum	1¾@5
Tannicum	1 40@1 60
Tartaricum	50@ 53
AMMONIA.	
Aqua, 16 deg	3@ 5
" 18 deg	4@ 6
Carbonas	11@ 13
Chloridum	12@ 14
ANILINE.	
Black	2 00@2 25
Brown	80@1 00
Red	45@ 50
Yellow	2 50@3 00
BACCAE.	
Cubebae (po. 1 60	1 75@1 85
Juniperus	8@ 10
Xanthoxylum	25@ 30
BALSAMUM.	
Copaiba	65@ 70
Peru	@1 30
Terabin, Canada	50@ 55
Tolutan	45@ 50
CORTEX.	
Abies, Canadian	18
Cassiae	11
Cinchona Flava	18
Euonymus atropurp	30
Myrica Cerifera, po.	20
Prunus Virgini	12
Quillaia, grd	12
Sassfras	12
Ulmus	12
Ulmus Po (Ground 12)	10
EXTRACTUM.	
Glycyrrhiza Glabra	24@ 25
" po	33@ 35
Haematox, 15 lb box	11@ 12
" 1s	13@ 14
" ½s	14@ 15
" ¼s	16@ 17
FERRUM.	
Carbonate Precip	@ 15
Citrate and Quinia	@3 50
Citrate Soluble	@ 80
Ferrocyanidum Sol	@ 50
Solut Chloride	@ 15
Sulphate, com'l	1½@ 2
" pure	@ 7
FLORA.	
Arnica	12@ 14
Anthemis	45@ 50
Matricaria	30@ 35
FOLIA.	
Barosma	10@ 12
Cassia Acutifol, Tinnivelly	20@ 25
" " Alx.	35@ 50
Salvia officinalis, ¼s and ½s	10@ 12
Ura Ursi	8@ 10
GUMMI.	
Acacia, 1st picked	@1 00
" 2nd "	@ 90
" 3rd "	@ 80
" Sifted sorts.	@ 65
" po	75@1 00
Aloe, Barb, (po. 60)	50@ 60
" Cape, (po. 20)	@ 12
" Socotri, (po. 60)	@ 50
Catechu, 1s, (½s, 14 ¼s, 16)	@ 13
Ammoniae	25@ 30
Assafoetida, (po. 30)	@ 15
Benzoinum	50@ 55
Camphorae	28@ 29
Euphorbium, po	35@ 10
Galbanum	@ 80
Gamboge, po	80@ 95
Guaiacum, (po. 45)	@ 35
Kino, (po. 25)	@ 20
Mastic	@1 00
Myrrh, (po. 45)	@ 40
Opii, (po. 4 50)	3 00@3 10
Shellac	25@ 33
" bleached	25@ 30
Tragacanth	30@ 75
HERBA—In ounce packages.	
Absinthium	25
Eupatorium	20
Lobelia	25
Majorum	28
Mentha Piperita	23
" Vir	25
Rue	30
Tanacetum, V	22
Thymus, V	25
MAGNESIA.	
Calcined, Pat	55@ 60
Carbonate, Pat	20@ 22
Carbonate, K. & M	20@ 25
Carbonate, Jennings	35@ 36
OLEUM.	
Absinthium	5 00@5 50
Amygdalae, Dulc	45@ 75
Amygdalae, Amarae	7 25@7 10
Anisi	1 85@1 95
Auranti Cortex	@2 50
Bergamii	2 75@3 25
Cajiputi	90@1 00
Caryophylli	@2 00
Cedar	35@ 65
Chenopodii	@1 75
Cinnamonii	85@ 90
Citronella	@ 75
Conium Mac	35@ 65
Copaiba	90@ 1 00
Cubebae	15 50@16 00
Exechthitos	90@1 00
Erigeron	1 20@1 30
Gaultheria	2 25@2 35
Geranium, ℥	@ 75
Gossipii, Sem, gal	55@ 75
Hedeoma	1 15@1 25
Juniperi	50@2 00
Lavendula	90@2 00
Limonis	1 75@2 25
Mentha Piper	2 25@3 30
Mentha Verid	3 00@3 25
Morrhuae, gal	80@1 00
Myrcia, ℥	50@ 60
Olive	1 00@2 75
Picis Liquida, (gal. 35)	10@ 12
Ricini	1 18@1 28
Rosmarini	75@1 00
Rosae, ℥	@6 00
Succini	40@45
Sabina	90@1 00
Santal	3 50@7 00
Sassafras	62@ 66
Sinapis, ess, ℥	@ 65
Tiglii	@1 50
Thyme	40@ 50
" opt	@ 60
Theobromas	15@ 20
POTASSIUM.	
Bi Carb	15@ 18
Bichromate	13@ 15
Bromide	32@ 40
Carb	12@ 15
Chlorate, (Po. 20)	18@ 20
Cyanide	50@ 55
Iodide	2 85@3 00
Potassa, Bitart, pure	37@ 39
Potassa, Bitart, com	@ 15

Article	Price
Potass Nitras, opt	8@ 10
Potass Nitras	7@ 9
Prussiate	25@ 28
Sulphate po	15@ 18
RADIX.	
Aconitum	20@ 25
Althae	25@ 30
Anchusa	15@ 20
Arum, po	@ 25
Calamus	20@ 50
Gentiana, (po. 15)	10@ 12
Glychrrhiza, (pv. 15)	16@ 18
Hydrastis Canaden, (po. 35)	@ 30
Hellebore, Alba, po	15@ 20
Inula, po	15@ 20
Ipecac, po	2 15@2 30
Iris plox (po. 20@22)	18@ 20
Jalapa, pr	25@ 30
Maranta, ¼s	@ 35
Podophyllum, po	15@ 18
Rhei	75@1 00
" cut	@1 75
" pv	75@1 35
Spigelia	48@ 53
Sanguinaria, (po. 25)	@ 20
Serpentaria	30@ 35
Senega	45@ 50
Smilax, Officinalis, H	@ 40
" " M	@ 20
Scillae, (po. 35)	10@ 12
Symplocarpus, Foetidus, po	@ 25
Valeriana, Eng. (po. 30)	@ 25
" German	15@ 20
Zingiber a	10@ 15
Zingiber j	18@ 22
SEMEN.	
Anisum, (po. 20)	@ 15
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 85
Foeniculum	@ 15
Foenugreek, po	6@ 8
Lini	3½@ 4
Lini, grd, (bbl, 3)	3½@ 4
Lobelia	35@ 40
Phalaris Canarian	3¾@4½
Rapa	5@ 6
Sinapis, Albu	8@ 9
" Nigra	11@ 12
SPIRITUS.	
Frumenti, W., D. Co	2 00@2 50
Frumenti, D. F. R	1 75@2 00
Frumenti	1 10@1 50
Juniperis Co. O. T	1 75@1 75
Juniperis Co	1 75@3 50
Saacharum N. E	1 75@2 09
Spt. Vini Galli	1 75@6 50
Vini Oporto	1 25@2 00
Vini Alba	1 25@2 00
SPONGES	
Florida sheeps' wool carriage	2 25@2 50
Nassau sheeps' wool carriage	2 00
Velvet Extra sheeps' wool carriage	1 10
Extra Yellow sheeps' carriage	85
Grass sheeps' wool carriage	65
Hard for slate use	75
Yellow Reef, for slate use	40
SYRUPS.	
Accacia	50
Zingiber	50
Ipecac	60
Ferri Iod	50
Auranti Cortes	50
Rhei Arom	50
Smilax Officinalis	60
" " Co.	50
Senega	50
Scillae	50
" Co	50
Tolutan	50
Prunus virg	50
TINCTURES.	
Aconitum Napellis R	60
" " F	50
Aloes	60
" and myrrh	60
Arnica	50
Asafœtida	50
Atrope belladonna	60
Benzoin	60
" Co	50
Sanguinaria	50
Barosma	50
Cantharides	75
Capsicum	50
Cardamon	75
" Co	75
Castor	1 00
Catechu	50
Cinchona	50
" Co	60
Columba	50
Conium	50
Cubeba	50
Digitalis	50
Ergot	50
Gentian	50
" Co	60
Guaica	50
" ammon	60
Zingiber	50
Hyoscyamus	50
Iodine	75
" Colorless	75
Ferri Chloridum	35
Kino	50
Lobelia	50
Myrrh	50
Nux Vomica	50
Opi	85
" Camphorated	50
" Deodor	2 00
Auranti Cortex	50
Quassia	50
Rhatany	50
Rhei	50
Cassia Acutifol	50
" " Co	50
Serpentaria	50
Stromonium	60
Tolutan	60
Valerian	50
Veratrum Veride	50
MISCELLANEOUS.	
Æther, Spts Nit, 3 F	26@ 28
Æther, Spts Nit, 4 F	30@ 32
Alumen	2½@ 3½
Alumen, ground, (po. 7)	3@ 4
Annatto	55@ 60
Antimoni, po	4@ 5
Antimoni et Potass T	55@ 60
Antipyrin	1 35@1 40
Argenti Nitras, ℥	@ 68
Arsenicum	5@ 7
Balm Gilead Bud	38@ 40
Bismuth S. N	2 15@2 20
Calcium Chlor, 1s, (½s 11; ¼s, 12)	@ 9
Cantharides Russian, po	@2 10

Article	Price
Capsici Fructus, af	@ 15
Capsici Fructus, po	@ 16
Capsici Fructus, B po	@ 14
Caryophyllus, (po. 25)	20@ 22
Carmine, No. 40	@3 75
Cera Alba, S. & F	50@ 55
Cera Flava	28@ 30
Coccus	@ 40
Cassia Fructus	@ 15
Centraria	@ 10
Cetaceum	@ 40
Chloroform	50@ 55
Chloroform, Squibbs	@1 00
Chloral Hyd Crst	1 50@1 75
Chondrus	10@ 12
Cinchonidine, P. & W	15@ 20
Cinchonidine, Ger'an	5@ 12
Corks, list, dis. per cent	40
Creasotum	@ 50
Creta, (bbl. 75)	@ 2
Creta prep	5@ 6
Creta, precip	8@ 10
Creta Rubra	@ 8
Crocus	18@ 20
Cudbear	@ 24
Cupri Sulph	6@ 7
Dextrine	10@ 12
Ether Sulph	68@ 70
Emery, all numbers	@ 8
Emery, po	@ 6
Ergota, (po.) 75	70@ 75
Flake White	12@ 15
Galla	@ 23
Gambier	7@ 8
Gelatin, Coopor	@ 90
Gelatin, French	40@ 60
Glassware flint, 70&10 by box. 60&10, less.	
Glue, Brown	9@ 15
Glue, White	13@ 25
Glycerina	23@ 26
Grana Paradisi	@ 15
Humulus	25@ 40
Hydrarg Chlor. Mite	@ 80
Hydrarg Chlor. Cor.	@ 70
Hydrarg Ox. Rubrum	@ 90
Hydrarg Ammoniati	@1 10
Hydrarg Unguentum	45@ 55
Hydrargyrum	@ 65
Ichthyocolla, Am	1 25@1 50
Indigo	75@1 00
Iodine, Resubl	4 00@4 10
Iodoform	@5 15
Lupuline	85@1 00
Lycopodium	55@ 60
Macis	80@ 85
Liquor Arsen et Hydrarg Iod	@ 27
Liquor Potass Arsinitis	10@ 12
Magnesia, Sulph, (bbl 1¼)	2@ 3
Mannia, S. F	90@1 00
Morphia, S. P. & W	2 25@2 50
Morphia, S. N. Y. Q. & C. Co	2 15@2 40
Moschus Canton	@ 40
Myristica, No. 1	60@ 70
Nux Vomica, (po. 20)	@ 15
Os. Sepia	27@ 29
Pepsin Saac, H. & P. D. Co	@2 00
Picis Liq, N. C. ½ gal doz	@2 70
Picis Liq., quarts	@1 40
Picis Liq., pints	@ 85
Pil Hydrarg, (po. 80)	@ 50
Piper Nigra, (po. 22)	@ 18
Piper Alba, (po. 35)	@ 35
Pix Burgun	@ 7
Plumbi Acet	14@ 15
Pulvis Ipecac et opii	1 10@1 20
Pyrethrum, boxes, H & P. D. Co., doz	@1 25
Pyrethrum, pv	60@ 65
Quassiae	8@ 10
Quinia, S. P. & W	50@ 55
Quinia, S. German	38@ 48
Rubia Tinctorum	12@ 13
Saccharum Lactis pv	@ 35
Salacin	3 40@3 50
Sanguis Draconis	40@ 50
Santonine	@4 50
Sapo, W	12@ 14
Sapo, M	8@ 10
Sapo, G	@ 15
Seidlitz Mixture	@ 28
Sinapis	@ 18
Sinapis, opt	@ 30
Snuff, Maccaboy, De Voes	@ 35
Snuff, Scotch, De Voes	@ 35
Soda Boras, (po 11)	10 @ 11
Soda et Potoss Tart	33@ 35
Soda Carb	2@ 2½
Soda, Bi-Carb	4@ 5
Soda, Ash	3@ 4
Soda Sulphas	@ 2
Spts. Æther Co	50@ 55
Spts. Myrcia Dom	@2 00
Spts, Myrcia Imp	@2 50
Spts Vini Rect. bbl. 2.27)	@2 37
Less 5c. gal. cash ten days.	
Strychnia Crystal	@1 10
Sulphur, Subl	2¾@ 3½
Sulphur, Roll	2¼@ 3
Tamarinds	8@ 10
Terebenth Venice	28@ 30
Theobromae	50@ 55
Vanilla	9 00@16 00
Zinci Sulph	7@ 8

OILS.	Bbl	Gal
Whale, winter	70	75
Lard, extra	68	72
Lard, No. 1	45	50
Linseed, pure raw	50	53
Linseed, boiled	53	56
Neat's Foot, winter strained	50	60
Spirits Turpentine	41	45

PAINTS	Bbl	Lb
Red Venetian	1¾	2@3
Ochre, yellow Mars	1¾	2@3
Ochre, yellow Ber	1¾	2@3
Putty, commercial	2¼	2¼@3
Putty, strictly pure	2½	2¾@3
Vermilion prime American		13@16
Vermilion, English		70@75
Green, Peninsular		16@17
Lead, red		5¼@5¾
" white		5¼@5¾
Whiting, white Span		@70
Whiting, Gilders'		@90
White, Paris Amer'n		1 10
Whiting, Paris Eng. cliff		1 40
Pioneer Prepared Paints		1 20@1 40
Swiss Villa Prepared Paints		1 00@1 20

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

Formulary of Proprietary Articles.

H. W. Snow, in *The New Idea*, presents the following approximate formulæ for certain well known proprietary preparations:

Recamier Cream, manufactured by Harriet Hubbard Ayer:

Zinz oxide........2 tr ozs.
Glycerine........6¼ fl. drs.
Water........2½ fl. drs.
Spirit of rose (4 dr. per pint)........1 fl. dr.

Triturate together until perfectly smooth.

Hanson's Magic Corn Salve—Examination shows it to be simply an ointment base, consisting wholly or chiefly of lard, with salicylic acid as a preservative agent. It contains no other ingredients having positive properties.

Tolu chewing gum:

Balsam of tolu........4 ozs.
White resin........12 ozs.
White wax........1 oz.
Paraffin........1 oz.

If too sticky, increase the proportion of white wax and paraffin.

Warner's Safe Cure—C. O. Baker says, "There is a domestic recipe said to be identical with Warner's Cure, that we quite frequently compound here." (Hamilton, Ont.)

Liverwort 1 oz., glycerine and alcohol each 2¼ ozs., saltpeter ¾ oz., ess. wintergreen 40 drops, and sufficient water to make 1 pint finished product.

Solution of Roses suitable for giving a rose color to either acid or alkaline mixtures:

Carmine 1 drm., water q. s., liq. ammonfort, q. s. Rub down the carmine with about 1 oz. water and ammonia until the color is well developed, and heat to drive off the ammonia; then add simple syrup 2 ozs., aq. rosar. conc. 2 ozs., and make up to 20 ozs. with distilled water.

Martin Fire-proofing Process—Prof. H. A. Mott has recently reported the results of a series of severe tests of the efficiency of the Martin process of fire-proofing as applied to various inflammable materials. Articles which had been kept after treatment seven months in a drying oven were found to be still as absolutely incombustible as ever. Such materials as paper, cotton wadding, exelsior, etc., after treatment, cannot be set on fire, although they may of course be charred by the direct application of flame. The following is the composition of one of the mixtures employed:

Glycerine 28° B........9.71 per ct.
Ammonium carbonate........4.85 " "
Ammonium chloride........38.84 " "
Potassium bi-tartrate........3.84 " "
Potassium oxalate........3.84 " "
Boracic acid........38.84 " "

The materials to be treated are dipped into a solution of the "glycero" (above) and left there about 15 minutes, after which they are allowed to dry, or ironed dry, if desired.

Malto—A formula recommended by Leo Eliel as equal if not superior to malto is:

Extract malt (Trommer's)........2 ozs.
Acin phosphoric dil........2 "
Syr. Simplex........12 "
Aqua aurant. flor........¼ oz.
Extract vrnilla........10 m.

Zinc Glue—(*Ry. Mt. Dr.*)

Zinc oxide........5 parts.
Gelatine........5 "
Water........6 "
Glycerin........8 "

Ely's Cream Balm—The *Medical Record* states that this preparation consists of vaseline 1 ounce, thymol 3 grains, carb. bismuth 15 grains, oil wintergreen 2 minims.

Quina Laroche Ferrugineux, a wellknown French specialty, is said to be nothing more than a good bitter wine containing one per cent, of pyrophosphate of iron with ammonium citrate. A good formula is:

Cort. Cinct., Succirubræ jav........50
Aq. depuratæ........1000
Vin. Hyspanici........1000
Spiritus (50 per cent.)........500
Sacchari albi........800

Infundatur lege artis; fiat vinum.

Furniture Paste.—Hard paraffin 7 ozs. vaseline 2 ozs., yellow wax 3 ozs., alkane, root 1 oz., turpentine 12 ozs. Place the first three ingredients with 5 drachms solution of potash in a vessel and melt with gentle heat, then add the others, digest an hour and strain.

FORMULAS FROM THE NATIONAL FORMULARY:

Elixir Aramaticum.—(Aromatic Elixir.)

Aromatic spirit........16 fl. oz.
Syrup........24 " "
Water........24 " "
Purified Talcum........1 tr. oz

Mix the aromatic spirit with 12 fl. oz. of syrup and add the water. Incorporate the purified talcum thoroughly with the mixture, set aside a few days, if possible, occasionally agitating, then stir it well and filter it through a wetted filtsr, returning the first portions of the filtrate until it runs through clear. Finaly mix the filtrate with the remainder of the syrup.

If it is desired to color this elixir, two fluid drachms of compound tincture of cudbear may be added to each pint.

Spiritus Aromaticus.—(Aromatic Spirit)

Compound spirit of orange........8 fl. oz.
Deodorized alcohol........enough to make 1 gal.

Keep in well stoppered bottles, completely filled, and stored in a cool dark place.

[The following alternative formula may be used if fresh essential oils cannot be procured. The product, however, cannot be emqloyed in mixtures or elixirs containing *iron.*

Sweet orange peel, fresh and deprived of the white inner portion........16 tr. oz.
Lemon peel, fresh........2 " "
Coriander, bruised........2 " "
Oil of star anise........16 minims.

Deodorised alcohol, enough to make 1 gallon. Macerate the solids 4 days with one gallon of deodorised alcohol, then add the oil of star anise, filter and pass enough deodorized alcohol through the filter to make the product measure 1 gallon.]

Tinctura Persionis Composita.—(Compound Tincture of Cudbear.)

Cudbear........120 grs.
Caramel........1½ tr. oz.
Alcohol
Water........of each sufficient.

Mix one volume of alcohol with two volumes of water, macerate the cudbear with 12 fl. ozs. of the mixture during 12 hours, agitating occasionally, and then filter through paper and add the caramel previously dissolved in 2 fl. ozs. of water. Then pass through the filter enough of the above menstruum to make up one pint.

Elixir Taraxaci Compositum.—(Compound Elixir of Taraxacum.)

Taraxacum........1 tr. oz.
Wild cherry........1 " "
Sweht orange peel, recently dried........1 " "
Glycyrrhiza, Russian, peeled........3 " "
Cinnamon Saigon........120 grs.
Cardamom........120 "
Canada snake root........120 "
Caraway........120 "
Cloves........40 "
Alcohol
Water........of each sufficient.
Syrup........32 fl. oz.

Reduce the solids to a No. 40 powder and percolate with a mixture of one volume of alcohol and two volumes of water until sixteen fluid ounces of precolate are obtained. Lastly add the syrup, let the mixture stand a few days, if possible, and filter. If a precipitate should make its appearance in this elixir on standing, it should be removed by filtration.

Lafayette Mixture.—Dr. Keyes modified the formula as follows;

Citrate of potasium........2 to 6 drms.
Copaiba........3 to 6 fl. drms.
Fluid ext. henbane........½ to 2 fl. drms.
Syr. acacia........1¼ fl. oz.
Peppermint water q. s. to make 3 fl. oz.

M. Sig. Shake. A teaspoonful in water.

Detroit Drug Notes.

At the last meeting of the M. S. P. A., it was decided to present a gold medal to the firm making the most instructive exhibit at the meeting to be held in 1888. The officers of the Association also decided to present to the person obtaining the most new members a gold medal. The medals have just been completed and are on exhibition at the drug store of Frank Inglis. They are beauties, worthy of being worn on the manly bosom of any druggist.

THE TRADESMAN'S suggestion of Mr. Vernor's name for the Presidency of the M. S. P. A. is a good one. If he would become a candidate, he would undoubtedly be elected by a rousing majority and fill the position to perfection; but, with his usual modesty, he positively refuses the use of his name in this connection.

The committee of Detroit ladies appointed to look after the interests of visiting ladies held a meeting at the Hotel Cadillac last Friday.

It will be well for Michigan members to make application for rooms at hotels at an early date and avoid trouble and confusion at the last moment.

Presentation Medals.

Messrs. Roehm & Son, jewelers, Woodward avenue and Grand Circus Park, Detroit, have just completed two unique and handsome medals. These medals are for presentation, by the Michigan State Pharmaceutical Association, to the member obtaining the largest number of new members and to the one making the most instructive exhibit. The latter is made of heavy 14 K. gold, Roman finish, a wreath of red gold overlaid in recess made by projecting rim around disc. In the center of this is a skeleton monogram, "M. S. P. A.," of red polished gold. The other disc contains the inscription, while the bar is left plain for the winner's name.

The medal for adding largest number of members, etc., is of same general style, the left disc bearing inscription, and bar plain for owner's name. The right disc has the letters, "M. S. P. A.," handsomely engraved upon a raised polished gold ribbon, this surrounded by a raised red gold wreath.

Both are neat, heavy and of finest hand workmanship—not struck up by machinery.

Messrs. Roehm & Son announce that they will issue, for distribution, a complete list of all members in attendance upon the meetings of the two associations, stating where each is from and at what hotel each is registered upon day of arrival.

Opium Assay Methods.

From the American Druggist.

Prof. Cornwall concludes a paper on this subject with the following summary:

Squibb's method, owing to the limited washing, is liable to give too high results.

Stillwell's method provides the means of arriving with certainty at correct results with opium of any grade.

The U. S. P. method, while open to theoretical objections, appears to be well adapted to opium of average quality, if very carefully carried out. Error is less liable to occur with extracts and tinctures of opium.

Dieterich's methods, as improved by himself, are accurate for extracts and tinctures, but too low for opium itself.

Dietrich's method, with the complete extraction finally adopted by the writer, gives accurate results with opium, and is the method least liable to error in unskilled hands.

Kremel's method gives too low results, and is much inferior to Dieterich's.

Attend the Convention.

The Pharmaceutical meetings in Detroit next month will undoubtedly bring together a larger number of druggists than have ever before gathered in convention in the United States. The Secretary of the Michigan Association earnestly urges all druggists of the State to attend the convention and give to the visitors a reception that will make the meeting memorable. Leading men in the profession from nearly every state in the Union will be present, and a thousand or more Michigan druggists are wanted here to welcome them.

Study of Objects.

From the Fliegende Blat.

Examination. — Professor — How many legs have insects?

Candidate—Sixty-five per cent. of insects have no legs at all, eleven per cent. have one, fourteen per cent. two or three, ten per cent four or five, but one six.

Professor—How in the world did you get this answer?

Candidate—By carefully examining the collection belonging to the university.

The Drug Market.

Opium is quiet but unchanged in price. Quinine is without change. Borax has advanced a fraction. Balsam copaiba is very firm and advancing, on account of scarcity. Oil wintergreen is hardening in price. Oil sassafras continues scarce. Linseed oil has declined.

D. D. COOK,
PROPRIETOR OF THE
Valley City Show Case Factory,
MANUFACTURER OF
SHOW CASES
—AND—
Prescription Cases,
My Prices are Lower than any of My Competitors. Send for Catalogues.
21 Scribner Street, Grand Rapids.
TELEPHONE 374.

DRUGGISTS Should send $1 to E. A. Stowe & Bro. GRAND RAPIDS, for one of their Improved
LIQUOR & POISON RECORDS

Acme White Lead & Color Works,
DETROIT, - MICH.

Manufacturers of the Celebrated
ACME PREPARED PAINTS,
Which for Durability, Elasticity, Beauty and Economy are Absolutely Unsurpassed.
F. J. WURZBURG,
WHOLESALE AGENT,
Grand Rapids, - Mich.

TRADE SUPPLIED BY THE
Hazeltine & Perkins Drug Co.
GRAND RAPIDS, - MICH.
And the Wholesale Druggists of Detroit and Chicago.

THE IMPROVED
AMERICAN POCKET BATTERY

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

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PIONEER PREPARED PAINTS
The ONLY Paint sold on a GUARANTEE.
When two or more coats of our PIONEER PREPARED PAINT is applied as received in original packages, and if in three years it should crack or peel off, thus failing to give satisfaction, we agree to re-paint the building at our expense, with the best White Lead or such other paint as the owner may select. In case of complaint, prompt notice must be given to the dealer.
Write for Sample Cards and Prices. We have Supplied our Trade with this
P. P. P.
Brand for more than eight years and it is all the manufacturers claim for it.
We sell it on a GUARANTEE.
Hazeltine & Perkins Drug Co.
GENERAL AGENTS,
GRAND RAPIDS, MICH.

USE PECKHAM'S CROUP REMEDY. 25¢ & 50¢
25c size........per doz, $2.00
50c "........" 3.50
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.

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

GINSENG ROOT.
We pay the highest price for it. Address
PECK BROS., Wholesale Druggists, GRAND RAPIDS.

HAZELTINE & PERKINS
DRUG CO.
Importers and Jobbers of
---DRUGS---
Chemicals and Druggists' Sundries.
Dealers in
Patent Medicines, Paints, Oils, Varnishes.

We are Sole Proprietors of
WEATHERLY'S MICHIGAN CATARRH REMEDY.

We have in stock and offer a full line of
Whiskies, Brandies,
Gins, Wines, Rums.

We are Sole Agents in Michigan for W. D. & Co., Henderson County, Hand Made Sour Mash Whisky and Druggists' Favorite Rye Whisky.

We sell Liquors for Medicinal Purposes only.
We give our Personal Attention to Mail Orders and Guarantee Satisfaction.
All orders are Shipped and Invoiced the same day we receive them. Send in a trial order.

Hazeltine & Perkins Drug Co.,
GRAND RAPIDS, MICH.

RECOMMENDED BY EMINENT PHYSICIANS
PURITY AGE STRENGTH B
The "Best" Tonic
A CONCENTRATED LIQUID EXTRACT OF
MALT & HOPS
FOR SALE BY ALL DRUGGISTS.

78 Congress St., West,
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.
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.
ELIAS WILDMAN, M. D.

Work-House Hospital,
Blackwell's Island, Feb. 10, 1888.
Ph. Best Brewing Co.,
GENTLEMEN—As a matter of personal interest, I have used your "Best" Tonic in several cases of impaired nutritition. The results indicate that it is an agreeable and doubtless, highly efficacious remedy. I am,
Very truly yours,
E. W. FLEMING, M. D.

Troy, New York, January 26, 1888.
Specialty Depart. Ph. Best Brewing Co,,
DEAR SIRS—Your agent left me a sample of your liquid extract, Malt, and as I use much such in my practice, I thought to compare your product with some from another house I had on hand; and finding yours superior in the great essential, the *palitable nutriant* as well as in tonic stimulant properties, felt anxious to know about what it can be furnished the dispensing physician.
Yours truly,
E. JAY FISK, M. D.

East Genessee Street,
Buffalo, N. Y., Feb. 17, 1888.
Specialty Depart. Ph. Best Brewing Co.,
GENTLEMEN—I have used the "Best" Tonic with most gratifying results in my case of dyspepsia. My case was a bad one, I had no appetite; headache in the morning; sour stomach; looking as though I had consumption, and after taking this tonic I never felt better in my life. I think it will cure a bad case of dyspepsia. You may recommend it for that case.
WM. O. JAEGER.

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

New Orleans, La., April 6, 1888.
Specialty Depart. Ph. Brewing Co.,
GENTLEMEN—Having tried your "Best" Tonic to a great extent amongst my practice, I will state in its behalf that I have had the best results with nursing mothers who were deficient in milk, increasing its fluids and secreting a more nourishing food for the infant, also increasing the appetite and in every way satisfactory for such cases.
Very respectfully,
D. BORNIO, M. D.

For Sale By
HAZELTINE & PERKINS DRUG CO.,
Grand Rapids, - Mich.

The Trend of the Grocers' Movement.

At the recent convention of the New Jersey Retail Merchants' Association, Artemus Ward, the able editor of the Philadelphia *Grocer*, spoke as follows on the subject given in above caption:

I would like to have spent an hour in preparing to address you on such a wide subject, but I have been confined to minutes taken out of a busy life. It was the trend of the grocery movement which was suggested to me by your worthy Secretary as the subject, and as I came rattling down here in the train—one of the highest achievements of modern progress and force, facilitating commerce, revising freight charges, saving time, coming all the way from New York here in a little over an hour—I could not help thinking that the trend of that train should be to me something of an inspiration with regard to the trend of the grocery movement.

But there was a day when the train did not travel so fast. There was a time when the facilities were not so great, when men shook their heads and said, If they try to go faster there will surely be an accident; if they attempt too much, surely there will follow disaster. Now, gentlemen, the grocers' movement is in an earlier stage. Its tendency is onward, always progressing; but as yet the resolutions have not been very strong and the results not very considerable, and many of us should not attempt too much. That is good advice. Don't go too far. Very good advice; but when for one moment you let such advice as that make you think that there may after all be nothing in this movement, and that you may after all be just as well outside of the ranks, that is a great mistake.

I feel sure that you are practical men. I feel sure that your business makes you so. Now, if you are practical in the affairs of your associated work, surely you will get the benefit of Association work.

New Jersey, I think, may be addressed in one sense as one of the younger children in the grocery movement, profiting, therefore, by the experience of others; and I can say, after having visited many of your associations, that I have found none that were less tinged by any personal feeling. I have found several of our gentlemen unite in the remark that there seemed to be a harmony beyond all experience in the grocery movement of this place. This is the birth of a young idea, this grocery movement. It is new in the grocerymen, and it remains a question, just as it does when a child is born, will it grow to maturity? Now, I know that there are many years of uncertainty with that child; many weaknesses to overcome; many things to impart; many mistakes made; many tumbles and falls; many rough usages of the world; but, after all, when the child comes to full growth and stature, then there is strength—there is power.

In the same sense it is with you. I wish you would put out of your hearts doubts with regard to the future of this movement, and what the future of this movement may be. Other movements of the kind have done great service for their respective trades. Little bodies of merchants met together, and have finally developed into great exchanges of our city, so that the whole business world finds this system revolutionized. Would it have been possible to have believed a century ago that men would rush madly into that exchange and cry out at the top of their lungs that they would take 28,000 shares of St. Paul for so much money, and other men simply slap their hand and say done, and it would be a bargain? No paper signed and good faith holding the whole. Well, this is the record of the Stock Exchange. In a similar way it is the record of the grain exchanges to-day. In the old days, when business was done more deliberately; when men signed and sealed everything they did; went slowly and carefully and crossed their t's and dotted their i's with great exactness, such a thing would not be possible.

Now, in the same sense, there are things in this grocery movement that seem impossible to-day. There are many impossibilities that will come—many improvements, many rights that will be acquired that it would be only foolish to suggest to you now. Time will develop them if you are only men and stand together in the earnest work that you have begun.

The grocery trade for many years was almost the only one that had no organization, and up to the present month the wholesale grocery trade has never had any national organization. They have been in small bodies in the different cities.

I had the privilege of speaking to the convention of wholesale grocers, and reminded them in a humorous way that the waiters who waited on them at the banquet had an organization before they had, and I think it is a proud matter for the retail grocers to realize that they have been in this thing in advance of the wholesale grocers of the country. Yet, how much easier it would have been for them to have organized, being but some 2,000 strong where we are 100,000 in number.

That is a movement from which I think you will need entertain no fear, if it results in a permanent organization. I believe that if you put fear out of your hearts and meet the wholesale grocers in their organization through your organization, such things as wholesalers and retailers—such questions as there are between them will resolve themselves into their equity.

Now, in organization you understand that you can accomplish very many things that you have been unable to accomplish in the past—many things you have already accomplished. There are advances in everything that is undertaken, and I think that there is nothing good in life that is acquired without a great effort except it may be forgiveness; and if the grocery trade is forgiven for the past neglect and improves the present opportunity, then I think there will be forgiveness meted out to it, and that you will be able to go on prospering. There are many things that I would suggest to you as benefits to be derived from this movement—one is the necessity of being somewhat liberal. I mean liberal with your Association. Don't, when you put a dollar, or whatever the tax may be upon you individually, don't say, What do I get for that dollar? and then look at the thing, and if your own profits have not been immediately increased, begin to think that you have been in some way injured. I have known men to subscribe a dollar to the heathen, and then wonder that the missionaries did not all go out at once and go right ahead and Christianize the heathens at once.

There are some things that are impossible, and I think they should be relegated to the background. Try the easier ones first; don't try too much. There are some things that are inadvisable—that you had better not undertake too much in. Now, one of these questions that has been agitated some months in the trade is the question of mixed food. I do not say pure food, for I am a very strong advocate of that. But it reminds me of a story.

The Shah of Persia had an English physician who once found it necessary to prescribe for the Shah a seidlitz powder, and, in telling him how to take it, he told him to put this powder in one glass and that in another, and pour them together and drink them. The Shah was quite a well-lettered man and said: "I know that this mixed food is a terrible evil and I am not going to take it in that way." So he took one of the mixtures first and then the other, and the explosion occurred inside. He thought it was dynamite, and in the morning that English physician had his head struck off. All occurred about a little misunderstanding of impure food.

This is only one of the questions that might come before you in a deserving way. When it does come, stand for the purity of food; stand for the honor of your trade; stand for right at all times, and don't trouble yourselves with conundrums. The world is very often puzzled about this food. It looks to the grocer for it. Is the grocer equal to the trust imposed?

The New York associations have been very active with regard to the question of oleomargarine. When Mr. Van Volkenberg started out, he stated that the farmer is the most honest man in his handling of the milk, the middlemen were the next honest men, and the grocers were the biggest rascals of all. That is the sort of comfort that you will get in working up this question, where your side is not the side that the other fellow represents. Now, I believe in that very question—that it is time for you to consider whether, under the laws that pertain to food products in the country and food-selling in the city, you are not liable to find that the granger is arrayed against the grocer. If the granger is a friend of the grocer, I have yet to learn it. I believe that the granger is conducting himself in such a way as to crowd out the middlemen, and that includes the grocer. I know that in my correspondence I receive letters to the effect that granger stores are being established. What would you suggest? It is the granger, you see. Well, now, when the granger comes to you and tells you about his produce and about his rights as the producer, I think it would be very wise for the grain of the grocery movement to turn its track away from that direction, and rattle on on its own business, letting him take care of his. But there will come a time when people will sit in judgment on what has been done, when those grocers who succeed these before me will say: Well this Association made a mistake in 1888 that they did not do such and such a thing. And they will say: In this it was very successful; in that it was lame. I think of a story of a dervish who was going across the desert, and a man came running up and asked him if he had seen a camel astray around there, and the dervish said, Was he blind in one eye? Yes. Had he lost a tooth in the upper right side? Yes, one. Lame in one foot? Yes. He was loaded with sugar on one side and grain on the other? Yes, yes. Well, I have not seen him.

Well, the strange man was perfectly astounded. He sought his brethren and had this man pulled up before the nearest justice that he could find and demanded how it was that he could explain all about this camel and had not seen him. Why, he said, I have been out before and I have watched the road and found he had gone across to the right side of the path and knew he was blind in the left eye, and wherever he bit the grass he left one tuft, and I knew that he had lost one tooth, and the prints of his tracks made a stronger imprint on one side than the other, and I knew he was lame on one side, and on one side the flies gathered and on the other the ants, so I knew there was sugar on one side and on the other side grain.

Now, I don't want anything of that sort; don't want any camel in the grocery movement; you want just that shape that I first gave you to-day, the express train that brought me here; it came with force and unity of purpose, and to which you can add harmony, and I believe you are here to progress; you want to take pride in your sphere in life just as any other sphere; let the groceryman believe that he is equally good and equally strong with anyone else. Don't forget that you are a power in the land. Often and often I come back to it again and again with pleasure, telling grocers that they must remember that they are the best located men to influence the popular mind; perhaps the certain assurance of having on his side thrift and honesty and intelligence the grocer has the advantage over any other society. I believe that if the grocer understood how to use this power it would be greatly to his advantage; that, located as he is, he can be a power of good not only to himself but to others, and I would very much like to see the grocery movement educated above the idea that it was run simply for the pockets of those concerned. I think it is for their hearts, it is for their mind. It is, I think, for the good-fellowship; I think it is for their good pleasure, and as such I trust that its future, its trend, will be all that you can expect of it.

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