

TOO MUCH PROFIT.

THE TRADESMAN maintains that the Standard Oil Co. demands too great a ransom of the merchants of Western Michigan, and in proof of this statement submits the following figures, showing the margin made by the West Michigan Oil Co., the local representative of the Standard monopoly:

COST OF WATER WHITE OIL—TANKS.	
Current price in Cleveland.....	\$.06
Freight in tanks.....	.0034
Inspection.....	.0034
Total.....	\$.07

This oil is drawn into tank wagons and sold to the retail trade of Grand Rapids at 10 cents per gallon—a clear profit of 3 cents per gallon, not counting cost of delivery.

COST OF WATER WHITE OIL—BARRELS.	
Current price in Cleveland.....	\$.06
Freight in barrels.....	.01
Cost of barrels.....	.0134
Inspection.....	.0034
Total.....	\$.0834

This oil is sold to the retail trade outside of Grand Rapids at 12½ cents per gallon—giving the monopoly a profit of 3½ cents per gallon. When sold through the jobber, it still affords the monopoly a profit of over 2 cents per gallon.

Is it any wonder that the retail trade is demanding a reform in the methods of the monopoly—that the trade is clamoring for any remedy which will relieve it in its present distress?

In Utah the Saints seem to be worn out with the strict application of the Edmunds law against polygamy. The President of the Church admits that the government is too much for them, and that they can find no way to get around the cohabitation clause of the law. He seems to say that the Church will have to yield in abandoning the practice of plural marriage, but he insists that it will not give up the doctrine of its rightfulness. He sees no way out of the difficulty. The Saints cannot emigrate to Mexico, because they would sacrifice too much of the fruits of their industry in abandoning Utah. He does not suggest that it is possible for the Church to have a fresh revelation on the subject, but it is noticeable that his tone is very despondent. He has nothing of the defiant air which used to characterize Brigham Young. Constant hiding from the officers of the law, and the burden of the troubles of his subjects, who appeal to him for advice when any of them are arrested, have told upon his spirits, and he evidently would be glad of peace upon any terms short of a surrender. But nothing less will the people of the United States accept in this matter.

Hayti has varied the monotony of its corrupt and disorderly politics by frightening President Salomon into flight. He has taken refuge on board a British vessel, a provisional government has been organized under a man of character who has friends in both parties, and the country is moving forward to a new presidential election with the confidence that it will get a free vote and a fair count—things that it was not sure of while Mr. Salomon was at the head of affairs. So some one of the many generals commanding the army of 7,000 will be chosen president by the voters of a population of less than 600,000. Were it not for the Monroe doctrine, Hayti would have been swallowed up by England or France long ago. The condition of the black population of Jamaica does not go to show that the people would be very much benefited by the change. But surely we have both the right and the duty to exercise some kind of restraining influence over states like this, which exist only by our forbidding anyone else to meddle with them.

Referring to the attempt on the part of Representative Regan to suppress trusts by legislation, the New York *Shipping List* calls attention to the fact that the copper trust, which is the most gigantic combination on the globe, is operated in Paris in the very face and under the shadow of a most stringent law against conspiracy and commercial combinations. As Regan's measure is patterned after the French law, people cannot be blamed if they persist in considering the Regan movement as a political maneuver.

THE TRADESMAN is under obligations to Chauncey Strong, City Clerk of Kalamazoo, for a copy of the annual report of the officers of that model municipality. The reports bear evidence of that economical financiering which has always been a distinguishing feature of the Celery City, while the typographical appearance of the volume could hardly be surpassed.

He whose throws himself under the bench will be left to lie there.—Danish Proverb.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Sessions & Hanna succeed F. Hale Sessions in the grocery business on Monroe street.

The Grand Rapids Packing and Provision Co. has enlarged the capacity of its office.

Austin Miles has removed his grocery stock from Wayland to this city, locating at 13 North Coit avenue.

Morris H. Treusch & Bro. will shortly open a retail cigar store at the corner of Canal and Bridge streets.

Rossineand & Musk, late of Ludington, have opened a clothing and furnishing goods store at 19 West Bridge street.

Bauer & Curtiss expect to move their drug stock, about September 15, from the corner of East Bridge and Barclay streets to the corner of East Bridge and Clancy streets.

It is J. E. Westlake—not Dr. L. E. Best, as previously stated—who has purchased the interest of John D. McIntyre in the former drug firm of Westlake & McIntyre, at 8 Canal street.

Nick Meyer, who has been engaged in the grocery business at the corner of East and Sherman streets for about two years, has concluded to retire as soon as his stock can be closed out.

John Harkema, whose store and grocery stock on the corner of West Leonard and White streets were recently destroyed by fire—probably of incendiary origin—will not re-engage in trade.

Henry M. Bilven will not act as manager of the oyster department of Putnam & Brooks this year, having arranged to engage in business on his own account. He leased the Geo. W. Thayer store, on the corner of Canal and Bridge streets, for a period of five years, but subsequently accepted an offer of \$500 bonus for the lease, offered by Morris H. Treusch & Co. Up to the present writing, he has not secured another location.

AROUND THE STATE.

Allegan—Spear & Davis have opened a grocery store.

Evart—V. R. Davy succeeds Day & Co. in general trade.

Fenton—John Beales succeeds Bush & Co. in the harness business.

Niles—E. D. Mann's boot and shoe stock has been taken by the mortgagees.

Muskegon—C. J. Johnson has opened a hardware store at 72 Ottawa street.

Stanton—M. Stanlon succeeds Mrs. D. L. McBrien in the restaurant business.

Milford—Taggett Bros. succeed Livius Tenney in the boot and shoe business.

Kalamo—Colton & Cessna, meat dealers, have dissolved, each continuing alone.

Charlotte—Herbst & Reine, merchant tailors, have dissolved, both continuing.

Big Rapids—Mrs. A. Gingrich has purchased the Phoenix Laundry of L. E. Lowe. St. Joseph—W. W. Colby, of Niles, succeeds Geo. S. Rickaby in the drug business.

Allegan—W. Harmon has opened a shoe and notion store. He was formerly in trade at Fremont.

Lawton—E. J. (Mrs. C. H.) Dalton will close out her dry goods stock and remove to Sioux City, Iowa.

Grand Haven—John T. Persival is closing out his flour and feed stock, preparatory to retiring from business.

South Haven—A. P. Chaddock has purchased the grocery stock of Taylor Hance and will continue the business.

Coopersville—Warren Reynolds has added considerably to the grocery stock he recently purchased of Robert Graham.

Kalamazoo—The mortgage on Spofford & Underhill's stock of drugs has been paid and the goods are offered for sale.

Nashville—Henry Roe has sold his meat business to W. W. Burdick and John Ackett, who will continue the business.

South Haven—A. M. Sellers has sold a half-interest in his harness business to E. W. Cook. The style of the new firm is Sellers & Cook.

Big Rapids—W. H. Walker has sold his interest in the furniture business of Walker & McNaughton to Thos. Skelton. The business will be continued under the style of McNaughton & Skelton.

Morley—Lon A. Pelton has sold his building and fixtures to J. S. Barker, of Grand Rapids, who will move his hardware stock to this place. Mr. Pelton will remove his stock to Luther, where he will engage in business.

East Saginaw—Fred C. Knapp and Harry G. Hamilton have formed a copartnership under the style of F. C. Knapp & Co. and engaged in the crockery and glassware business at 507 Genesee avenue. Mr. Knapp was formerly manager for Jones Bros. in their tea store.

Muskegon—F. B. Aldrich has purchased a half interest in the grocery firm of J. O. Broner & Co., at the corner of Jefferson street and Clay avenue. The business will be conducted under the firm name of Broner & Aldrich. Mr. Aldrich has been with the grocery firm of Christie & Co. for the past three years.

STRAY FACTS.

Muskegon—The Shippy shingle mill, recently destroyed by fire, will not be rebuilt.

Paris—J. Davenport's general stock was destroyed by fire on the 23d. Loss, \$8,500; insurance, \$2,000.

Paw Paw—G. W. Longwell is building a two-story brick block, to be occupied as a bank and store room.

Mt. Pleasant—Carr & Grayer have completed their grain elevator, which has a capacity of 60,000 bushels.

Ishpeming—David J. Gray has assigned his harness stock to C. C. Ely. Assets, about \$1,000; liabilities, \$1,200.

Detroit—The Art Stove Co. has been organized with a capital of \$50,000, 30 per cent. of which has been paid in.

Holland—R. Kanters is erecting a two-story brick building, opposite his present hardware store, and expects to be able to occupy it about October 1.

Ionla—Mr. Snyder and J. H. Palmer have formed a copartnership under the style of Snyder & Co. to engage in the jobbing of butter, eggs, apples, etc.

Paw Paw—Fred. Bilsborrow, who was burned out by the fire of last February, has just gotten settled in his new brick block, which is 26x90 feet in dimensions and two stories high.

Grattan—A. Norton, assignee for J. R. Trask, has closed out the remaining stock of goods to Chas. Eddy, of Grattan, for 42 per cent. of the appraised value. Mr. Eddy being the highest bidder. Mrs. Trask bought the real estate for \$2, subject to all incumbrances.

MANUFACTURING MATTERS.

Reed City—Jackson & Cavis have engaged in the manufacture of cigars.

Detroit—Friesma, Royal & Winter have engaged in the manufacture of boxes.

Kalamazoo—A stock company which has a capital of \$75,000 and thirty-five acres of ground is going to make Kimble steam engines and do a general foundry business at Comstock, four miles east of this place.

Detroit—The Fisher Electric Motor Co., which will manufacture and sell electric motor appliances, has been incorporated with a capital stock of \$100,000, one-half of which has been paid in. The stockholders are Hugh McMillan, William A. Jackson, Frank E. Fisher, Frederick A. Forbes, Frank E. Smith, Gilbert A. McMillan, George H. Lothrop and Edwin B. Hutchinson.

Gripsock Brigade.

J. L. Streltisky is paralyzing the trade of the Saginaw Valley this week.

F. H. Lester writes THE TRADESMAN that he sold a grocery stock, one day last week, to G. A. Doremus, of Elkhart, Ind.

J. H. Miller and wife went to Battle Creek Saturday to visit the former's parents. Mrs. Miller will remain at Battle Creek about two weeks.

The McNeil & Higgins Co., of Chicago, has paid the judgment recently obtained against the corporation in Justice Westfall's court by J. L. Streltisky.

W. M. Adams, Western Michigan representative for Miller & Co., of Akron, Ohio, has returned from Dimondale, where he spent a week with friends.

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In view of the score at the traveling men's game at Detroit last Saturday, THE TRADESMAN suggests that the Grand Rapids boys hire an amateur club to meet the Detroit nine at the next encounter.

Chas. S. Robinson ought to be given a good postoffice. His father and Grover Cleveland's father were clerks in the same store. Moreover, Grover Cleveland's mother was present at Charley's birth and officiated as master of ceremonies at the process of ablation.

R. P. Bigelow, the Owosso tourist writes THE TRADESMAN as follows: "You have always invited items of interest, and now we have one that gives us pleasure to record for you. At the close of our financial meeting, held at the Wildermuth Hotel on Sunday, August 20, Mrs. Wildermuth was invited into the parlor and presented with an elegant engraved silver water set in appreciation of her untiring efforts to please our visitors on August 18, and as a token of the high esteem with which she is regarded as a lady and hostess by all Owosso commercial travelers."

People on the street at Kalamazoo recently were somewhat startled to see Frank P. Dodge, a bright young drummer representing a Toledo shoe house, give a scrawny loafer a peg in the ear that placed him in the gutter. "The fellow asked me for a match," said Dodge, with a grin, as he explained himself to the on-lookers, "and I accommodated him. Then he felt in his pocket a minute, looked disappointed, and said, 'by the way, you haven't got a cigar, have you?' I liked his nerve, so I handed over the cigar, but when he laughed and remarked that he was 'much obliged, old Easyboy,' I thought he ought to have a side-winder, so I gave it to him. I asked him to have another, but he said he never smoked but one cigar a day."

Indisputable Proof.

From the Fremont Indicator.

Traveling men say there is more business still in Fremont than most any other village of its size in the State. Look at the large number of stores in this town, consider how much it takes to support them all; then ask yourself whether trade "dries" be dull here. It stands to reason that trade is good in Fremont—the "grand array" of stores prove it so.

"Requires Sand to Oppose a Monopoly." From the Shelby Herald.

THE MICHIGAN TRADESMAN has come out against the Standard Oil Company, pronouncing its methods as merciless. It requires considerable sand for a trade journal to oppose this great monopoly, but from our knowledge of the paper and its editor, E. A. Stowe, we are free to assert that this quality will not be lacking.

Gage's Saturday Gazette.

The first number of Gage's Saturday Gazette will be issued September 7. The subscription prices will be 50 cents for 3 months, 75 cents 6 months, or \$1 per year.

THE TABLES TURNED.

The Flints Defeat the Owosso Travelers. Owosso, Aug. 19, 1888.

R. A. Stowe, Grand Rapids: DEAR SIR—August 18 dawned upon the Flint and Owosso base ball teams as perfect as if it was made to order. The Flint people came over in their own car, about eighty in number, all wearing blaine hats, except H. Nye, who had on a Mother Hubbard. All were decorated with bouquets, made of good-sized sunflowers. The Flint delegation were met at Durand by a reception committee from Owosso, who were armed with badges and a supply of meal tickets for those who forgot to bring their lunch baskets.

Upon our arrival at Owosso, Ex-Mayor Nelson took his Honor, Mayor McCall, of Flint, by proxy, and managed to get his Honor, Williams, Mayor of Owosso, to notice him—in fact, he invited McCall to ride up into the city with him. Mascot Sid Laube was invited to ride with the Owosso mascot, Billy Rooker, who met him with his 2x4 mule and chariot covered all over with mosquito bar, decorated in words, "No Flies On Us."

On reaching the first brick block, our visitors found a banner across the street with this inscription thereon:

WELCOME, FLINT!

At the Hotel Merrill another banner was strung across the street with this inscription:

THE EARTH FOR FLINT.

The earth being represented by the globe, in the center.

Mayor Williams escorted the Mayor of Flint to a cool and shady nook and gave him a brief address of welcome, at the same time presenting him with a token of the earth in miniature form in the shape of a globe about a foot in diameter, on which the countries were represented, the principal sites of which were Flint and Owosso. The globe rested on a standard set in an octagon base with a picket fence all about the outside except on the panel, which was made into a gate with an arch over it, on which was inscribed the words, "The way to the earth is Owosso."

Mayor McCall very kindly thanked our Mayor in behalf of the Flint delegation, when about 100 gentlemen took a ride through some of the shady streets of Owosso back to the Merrill for dinner.

After dinner, the Knights Templar band called the boys to the Hotel Wildermuth, two blocks away, where the ball players began to appear in uniform. At 2 o'clock the band escorted us to the ball ground, with the help of the cadets. At 3 o'clock the trouble for the Owosso boys commenced before about 2,000 people. But for the band keeping us encouraged with strains of music, I don't think you would have had any report of this game from this source. At the close of the game the score stood as follows:

Innings.....	1	2	3	4	5	6	7	8	9
Flints.....	7	1	0	1	1	4	5	3	—25
Owosso.....	1	0	3	1	0	0	1	5	—11

On returning from the scene of conflict, all hands reported to the Hotel Wildermuth, where a sumptuous banquet was served. Before the guests were allowed to depart, the following intellectual programme was thrown at them:

The City of Flint—Dr. H. H. Bordwell. Why We are Victorious—A. D. Slaght. The Business Missionary: The Drummer—Alf. Galbraith.

Echoes from the Twine Binder—W. D. Royce.

Foul Tips—Dan Kercher.

The Water Brigade—Harvey Nye.

The U. C. (emphatic)—C. A. Munia.

My First and Last Cheer—Ed. Withee.

Scenes and Incidents in a Drummer's Life—S. E. Parkhill.

The Electric Street Railway—Geo. Hubbard.

Why Was Gumb Invented—Wm. Tracy.

The Home Run—J. J. Carton.

At 9 o'clock we escorted our visitors to the train and sent them home rejoicing.

R. P. BIGELOW.

RENDERING UP TO CEAR.

OWOSSO, AUG. 25, 1888.

R. A. Stowe, Grand Rapids:

DEAR SIR—In behalf of the Owosso commercial tourists, we take this means of returning our sincere thanks to the Owosso business men for their kind and very efficient help, financially and socially, in assisting us to obtain our mutual friends, the Flint commercial tourists and citizens on August 18.

OWOSSO COMMERCIAL TOURISTS.

OWOSSO, AUG. 25, 1888.

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IT WAS A FUNERAL.

The Trip to Detroit Not a Triumphant Victory.

About seventy-five Grand Rapids traveling men boarded the special car placed at their disposal by the D., G. H. & M. Railway, last Friday evening, and proceeded to Detroit in answer to the base ball challenge issued by the Detroit traveling men. The trip down was one continual round of enlivened jokes, stories, songs, laughter and smoke floated in the air in hilarious confusion. James Campbell, the genial agent of the railway, who accompanied us, partook of the enthusiasm and looked after the comfort of the party in a manner the boys will not forget. When our train reached Owosso, Mr. Merrill, of the Merrill House, presented the boys with a box of choice Havanas, and his thoughtfulness was duly appreciated. Further down the line a gentleman sent in a bouquet to be presented to the biggest liar in the crowd. A grand rush was made for Dick Warner, and George Seymour performed the ceremony of pinning it to his button-hole. There was an envious look on Joe Reed's face and even Happy Hi. looked a little jealous. As we neared Detroit, Thomas McLeod came on board and welcomed us in behalf of the traveling men of Detroit and assigned us pleasant quarters at the Wayne Hotel.

Saturday morning, after a good night's rest, the nine proceeded to Recreation Park and allowed the Detroit drummers' nine to mop the ground with them to the tune of 33 to 12; but, then, it is not lucky to win the first game! The composition of the two nines was as follows:

Detroit.	Position.	Grand Rapids.
Brans.	First base.	Robinson
Reynolds.	Pitcher.	Aldrich
North.	Catcher.	Van Leuven
Meyer.	Short stop.	McDonald
Borcher.	Third base.	McKelvey
Muslin.	Second base.	Beecher
Oliver.	Center field.	Bush
Manum.	Left field.	Freeman
Morgan.	Right field.	Morrison

In the afternoon two avenues of enjoyment were thrown open to us—a drive around the city or a ticket to the league game at Recreation Park. Most of the crowd took in the latter feature.

The evening was spent in visiting the theaters and taking in the sights, and Sunday morning most of the crowd went to Belle Isle and then to Windsor. Sunday afternoon the visitors and as many more guests boarded the *Sappho* and sailed to St. Clair Flats, where a toothsome fish supper was served at the Star Island House with the compliments of Thos. McLeod and Geo. L. Sampson. This event was a fitting close to the most successful and hilarious occasion ever participated in by the Grand Rapids traveling men.

The boys left for home on the late train Sunday evening, arriving in Grand Rapids in time to start out on the early Monday morning trains.

Nothing was left undone which would tend to add to the pleasure of the occasion. As entertainers, the Detroit brethren proved themselves to be experts.

NOTES BY THE WAY.

Steve Sears went along to catch—schooners.

A. B. Cole broke the record by not getting injured.

Wm. Boughton was accorded the grand laugh on discovering that he had left his valise at home, bringing his wife's instead.

Fred Aldrich was voted the champion for his staying qualities.

The burden of entertaining the visitors seemed to fall most heavily on Thos. McLeod, Geo. L. Sampson, Louis Muslinier, Ed. McCurdy and Charley Evans—and right royally did they discharge every duty devolving upon them.

During the second inning Catcher Van Leuven had a finger broken by a hot ball from the pitcher, which disabled the nine, Pitcher Aldrich being obliged to catch during the remainder of the game, there being no one to catch his twist balls.

Sam Morrison had the misfortune to sprain his ankle, which will lay him up for several days.

The defeat of our nine had a demoralizing effect on many of the boys. It is positively known that John Uttman seasoned his soup with sugar.

Claud Freeman went along to look after his boy Tommy.

The Wayne Hotel, where the visitors were quartered, did the boys reduced rates. Besides according the crowd reduced rates, Proprietor Meserve and Chief Clerk Schotman were tireless in ministering to the wants of the visitors and will long be held in grateful remembrance in consequence.

FRED.

THE RETURN GAME.

It is expected that the return game will be played here on Saturday. All Grand Rapids travelers are requested to meet at H. Schneider & Co.'s store on Friday evening to make the necessary arrangements.

Full of Business.

"Mr. Sampson asked me to be his wife last night, papa."

"And what did you say?"

"I told him he must give me a little time, and he said I could have the usual 30 days, or 5 per cent. off for cash, and then he stopped and apologized. What am I to think of him, papa?"

"Think of him?" shouted the old man, "That young fellow is full of business and you can't say 'yes' too quick."

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.

WHAT HE GOT.

Written for THE TRADESMAN.

"Got anything smaller?"

"No."

"Give you your change in a few minutes," and the conductor put the five dollar bill in his pocket and went on through the train.

The big, roughly-dressed, trampish-looking man, who had tendered the money in payment of his fare from Reed City to Big Rapids, picked up his paper again and read until after the train passed Paris, when the conductor in passing by him handed him his change. He counted it over and recounted it, and then held it in his hand until the "con." came back again, when he said to him:

The Drummer's Pastime.

From the train.
Once again.
Same old place;
Has new face.
Eyes of blue,
Neat tennis shoe,
Silken stocking
As she's rocking.
Soul to soul,
Moonlight stroll.
Charming dance,
Shy, sweet glance.
'Fraid she'll drop
If I pop.
Moist of eye,
Alas! good-bye,
Once again
On the train.
Dear old place,
Has new face.

Our National Banks.

From Philadelphia Commercial List.

The dividend record of the National banks of this country during the last eighteen years affords a striking illustration of the tendency of interest rates to decrease, a subject which is just now attracting a large share of attention, because of the reductions recently made in dividends by several of the larger railroad systems. The reports of the Comptroller of the Currency shows that on March 1, 1870, the total number of national banks in the country was 1,571, their capital aggregating \$416,336,991 and their surplus \$38,118,210. During the half year ended on that date the ratio of dividends to capital was 5.16 per cent., while the ratio to capital and surplus was 4.37 per cent., with net earnings amounting to 5.77 per cent. Up to September 1st last, the number of banks had increased to 2,942, with an aggregate capital of \$558,544,541, and a surplus amounting to \$171,254,553. Their total net earnings for the half year were only 4.50 per cent., to capital and surplus, and the dividends actually paid amounted to only 3.01 per cent., or \$22,003,830. This was, with one exception, the smallest ratio to capital and surplus ever paid during corresponding previous periods. The rate was the same for the six months ended with September, 1885, when, however, the net earnings were only 3.28 per cent. The ratio of earnings to capital and surplus has several times fallen below the level of last year, though, of course, owing to the increase in the number of banks and the amount of capital employed, the aggregate earnings has not often been exceeded. In fact, in only one half year, that ended September 1, 1873, were the net earnings greater in amount than those of last year. Then, with a capital of \$70,000,000 less in amount, the earnings reached a total of \$33,122,000, from which there were paid dividends amounting to \$24,923,009. The lowest point reached in the net earnings was in 1873, when for the six months ending September 1st, the total was \$13,658,893, the decline having been continuous up to that date, as a result of the financial and business depression following the panic of 1873. They cannot be said to have become nearly normal until 1880, when for the first six months, March to September, they amounted to \$24,033,250, getting up to \$28,170,516 in the corresponding period in 1881. Here again a retrograde movement began and for the half year ended with March, 1885, the total was only \$21,601,202, from which the advance has been steady, as indicated above. The lessened profits of the business of banking are well illustrated by the column showing the ratio of earnings to capital and surplus, a fact which will be better appreciated when it is stated that in the ten years to October last, as shown by the Comptroller's reports, the National bank note circulation has decreased from \$392,000,000, to less than \$168,000,000, the number of banks having meanwhile increased 960, while the liability to depositors was more than doubled. The bonds held as security for circulation were reduced during the same time from \$336,800,090 to \$189,100,100.

Seasonable Goods.

From the Merchants' Review.

It is, perhaps, unnecessary to call the attention of the more experienced merchants who belong to our army of readers to the necessity of making preparations for the usual summer demand for such goods as olive oil, salad dressing, canned goods, etc., which form what are known as seasonable goods during warm weather. But many dealers will appreciate our desire to see this trade extended to the utmost limits by a proper display of the articles, as well as by keeping in stock only first-class goods. Our climate is so peculiar in its extremes of heat and cold that a wide difference exists between most of the delicacies in demand in summer and in winter, much more so than in Europe, the birthplace of many of our retail grocers, and all dealers catering for a choice trade are compelled to rearrange their stocks every six months in order to meet the wants of the better class of customers. The sultry heat of July and August causes the more solid viands to pall upon the palates of many persons, and it is then that the dealer has an opportunity to dispose of delicacies which afford him a much better profit than many staple goods. The summer, too, is the season for picnics when the demand for the finer grades of canned articles suitable for this purpose is at its height. Manufacturers and wholesalers have been assiduous in supplying this demand, and never before were there so many choice brands on the market. The retailer has certainly a long list to select from if he deals with one of the leading jobbing houses; it includes domestic canned fruits, vegetables, meats and soups; French vegetables, olives, sardines, pates de foie gras and olive oil; pickles and sauces; salad dressing, jellies, ginger ale, soda water, sarsaparilla, cider, fruit juices, root beer extract and other cooling beverages, for which the demand can be greatly extended with but little trouble. The various prepared farinaceous goods, such as oatmeal, crushed wheat and oats, are in request in the hot weather, many persons being unable to eat a meat diet in the dog days. The merchants who make the neatest and yet the most extensive display of delicacies invariably capture the largest trade. As a rule, the public need to have their attention directed to such articles; the necessities of life will always be sought out when needed, and the consumption is extended only by increase of population or by an increase of the earnings of the people, but with the class of goods referred to above the case is very different. Their sale depends almost wholly upon the retail dealer, and he can increase their consumption at will and without taking trade away from competitors.

KAMPANE GOODS

Cleveland Saxony Wool Plug Hats, Pearl Color.
Harrison " " " " Light Brown.

\$10.50 per doz.

Lapel Buttons

For Both Parties.

MEDALS, ETC. LOWEST PRICES.

Did you get our Fall Catalogue? If not,
send for one.

I. C. LEVI,

34 to 42 Canal Street.

P. STEKETEE & SONS,

JOBBER 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.

LEMON, HOOPS & PETERS,

Wholesale Grocers

AND

TEA

IMPORTERS.

GRAND RAPIDS, - MICH.

I. M. CLARK & SON,

—THE—

LEADING TEA HOUSE

—IN—

MICHIGAN

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 dealers 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.

PUTNAM & BROOKS,

WHOLESALE MANUFACTURERS OF

CANDY

And Heavy Jobbers In

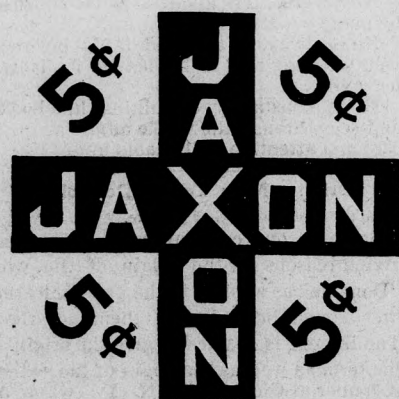
Oranges, Lemons,

BANANAS, NUTS,

Dates, Figs, Citrons, Prunells, Etc.

PRICES QUOTED AND CORRESPONDENCE SOLICITED

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



DON'T BE A SLAVE

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

JAXON ANTI-WASHBOARD SOAP.

It loosens and separates the dirt without injuring the fabric, instead of eating up the dirt and thereby rotting the cloth. Don't be put off with something claimed to be "just as good," but insist on having the genuine and prove for yourself the advantages of this soap.

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

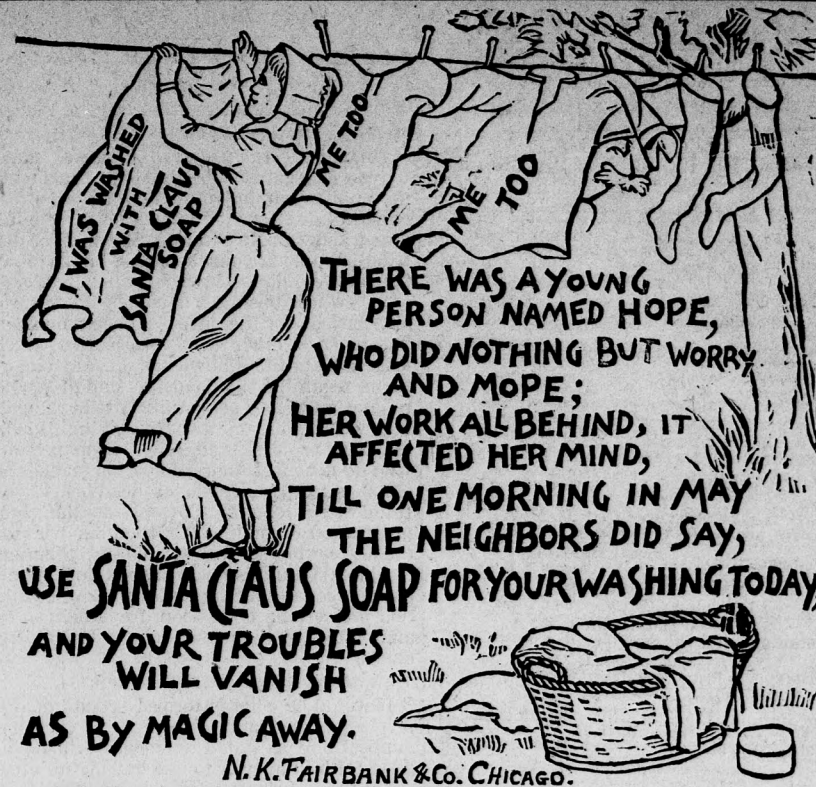
Oranges, Lemons, Bananas, Butter, Eggs and Egg Crates.

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 prices. A liberal discount on Egg Crates and fillers in large lots.

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



WM. SEARS & CO.

Cracker Manufacturers,

Agents for

AMBOY CHEESE.

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

AMOS S. MUSSELMAN & CO.,

Wholesale Grocers,

21 & 23 SOUTH IONIA 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.

REEDER, PALMER & CO.,

Wholesale Boots and Shoes.

STATE AGENTS FOR LYCOMING RUBBER CO.,

24 Pearl St., Grand Rapids, Mich., TELEPHONE NO. 998.



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.

E. P. CLARK & SON,

WHOLESALE

COMMISSION MERCHANTS,

AND DEALERS IN

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

CONSIGNMENTS SOLICITED.

Big Rapids, - - - Michigan.

Groceries.

An Agreement on Granulated Sugar.

From the New York Tribune, August 23.

The Wholesale Grocers' Association of New York and its vicinity met at the New York Mercantile Exchange yesterday and completed its permanent organization. It was decided that the Association should be limited to wholesale grocers, but that grocers who are both wholesale and retail dealers should be admitted. After the constitution had been adopted, F. B. Thurber introduced a resolution in regard to the sugar difficulties which, after a long discussion, was adopted as follows:

Resolved, That the average expense of doing business in the wholesale grocers' trade exceeds 5 per cent. upon sales; that this expense is \$1.12 1/2 per barrel of 300 pounds, or 3 1/2 cents per pound; that wholesale grocers ought not to sell below this margin, but in order, beyond all question, to be within bounds which will be considered reasonable, the Wholesale Grocers' Association hereby empowers its Price Committee to fix the selling price in the territory covered by the Association, until further notice, at 1/4 cent per pound above removers' prices; time, ten days, seven cents per barrel cartage to be charged; these prices to take effect when three-fourths of the wholesale grocers of New York and its vicinity have joined the Association and the New York sugar removers have extended the assistance asked for in the accompanying agreement; the Price Committee to give every member of the Association notice of this and daily notice of the selling price within the territory of the Association, which, for the present, is hereby decided to be New York, Brooklyn, Jersey City, Newark and all places for which these points are the distributing markets, but outside of this territory members are free to meet any price which competitors who wish to do business at a loss may make.

ESTABLISHED 1795.

The New York Shipping and Commercial List is the oldest newspaper published in this country that is devoted exclusively to mercantile interests. It has always been acknowledged as the very best exponent of the markets for general merchandise, and its figures are quoted widely and its Review is accepted everywhere as an accurate reflex of the markets—and acknowledged as official by the courts. They are based, whenever possible, upon actual transactions. Sensationalism, predictions, etc., are studiously eliminated from its columns. Its information is gleaned from reliable sources and written by a corps of reporters trained to the business. Hence, it has gained the proud prominence of being the first Commercial Newspaper in the country. Its circulation extends to almost every country on the globe, rendering it the very best medium for advertising extant. No man doing a mercantile business can afford to do without it. The Shipping List has the largest circulation west of the Alleghenies—of any commercial paper published in the East.

Served Him Right.

Christian Simersbach, the East Bridge street grocer, recently detected a passer by in the act of pilfering a California pear. The pear was not worth over 5 cents, but Simersbach was tired of being continually subjected to such small losses and decided to put an end to them. So the next time the man happened along that way Simersbach hailed the fellow, told him that he took a pear without paying for it, and that the price of the pear was \$1. The fellow expostulated, but Simersbach stood his ground, giving the man the option of paying \$1 for a 5 cent pear or being subjected to arrest and prosecution on a charge of petit larceny. The man finally came down with the cash, but he walks on the other side of the street now and no longer covets Simersbach's pears.

THE TRADESMAN is of the opinion that if more grocers would pursue the same course the horde of pilferers would gradually grow smaller.

The Grocery Market.

Sugar has been practically unchanged during the past week, but the indications are that an advance of 1/4 to 1/2 c. will be chronic before the end of the week. The Standard Oil Co. has advanced water white oil another 1/4 c., evidently for no other reason than to squeeze the market as much as possible before active competition compels the octopus to drop the price down to living limits. The West Michigan Oil Co. is holding water white at the extreme price of 13 1/2 c.; two local jobbers are selling the same grade of oil, procured from opposition oil houses, for 10 1/2 c. Flour advanced 10 c. per cwt. Monday, in consequence of the advance in wheat. Layer Valencia raisins continue to stiffen. Other articles are without change.

Notice to Our Trade.

We take this means of informing our friends and patrons that we have disposed of our wholesale grocery stock and will retire from the grocery business about September 10.

While it is not our intention to distress any of our customers in our debt, it is desirable for all to make arrangements to meet their accounts when same fall due.

Respectfully,

ARTHUR MEIGS & Co.

The U. S. President.

John F. Halladay, the enterprising wholesale grocer of Battle Creek, has secured from the manufacturers the agency for the celebrated "U. S. President Cigar," which is leading all other brands in public favor. This cigar is a long, fine Havana filler, with Sumatra wrapper, made by hand, and guaranteed unflavored. Cigar dealers would do well to send for a trial order of this brand.

The Term of Credit in Different Countries.

In France a four months' acceptance is required to be sent in settlement of the invoice.

In Italy but little credit business is done, and none without good security being given. In Cuba the time fixed for payment is from four to five months after the delivery of the goods.

In the Bermudas accounts are settled but once a year. June 30 is the day usually fixed for the payments.

In England a payment of the price of goods delivered is required at the end of three months, dating from the day of shipment.

In Canada settlements are made at the end of thirty days with a discount of five per cent. Sometimes a credit of from three to six months is allowed, but in this case there is no discount.

In Australia it is scarcely possible to do business without allowing a long credit, which is usually one to six months.

In Spain four-fifths of the transactions are done on a cash basis, while in Portugal great liberality is shown and quite a long credit is generally allowed.

In Turkey even objects of prime necessity are sold on credit, and in this country, as well as in Russia, the time allowed in most cases is twelve months.

In Mexico the large commercial houses willingly give credit from six to eight months, and in real estate trade long terms are given customers in which to settle accounts.

In China it is not customary to give credit. Money is obtained from lenders, who exact an interest of from 8 to 12 per cent. Business is nearly always conducted upon a cash basis.

"Millions In It."

The Chemist and Druggist publishes the report of a correspondent to the effect that Carlsbad "sprudel" water contains gold. Possibly the spring from which "sprudel" is drawn must in its course have become combined with a subterranean well which has passed through a gold-bearing stratum. —Med. and Surg. Rep.

PLACE to secure a thorough and useful education at the GRAND RAPIDS (MICH.) BUSINESS COLLEGE. Write for Catalogue. Address, C. G. SWENBERG.

WHIPS

Full line. Cash prices this month.

GRAHAM ROYS, - Grand Rapids, Mich.

PATENTS

Attorneys Patent Law and Solicitors of American and Foreign Patents.

105 E. Main St., Grand Rapids, Mich., U. S. A. Branch of London, Eng. Practice in U. S. Courts. Circulars free.

JUDD & CO.,

JOBBERS OF SADDLERY HARDWARE

And Full Line Saddle Goods.

102 CANAL STREET.

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.

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.

FREE-TO-MERCHANTS ONLY.

An elegant silver-plated Water Pitcher, frosted and richly carved; height, 13 inches. Address at once, R. W. Tansill & Co., 55 State St., Chicago.

DRUG PATENT

PAT. NO. 1,197,187

For all kinds of

Packing Boxes, Shipping Cases, 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.

OUR FALL LINE OF

School Supplies

AND

Fine Stationery

—IS NOW COMPLETE—

OUR TRAVELERS

J. L. KYMER (of our firm),

GEO. H. RAYNOR

AND GILBERT J. HAAN

Will soon call upon the trade with a complete line of samples.

EATON, LYON & CO.,

20 and 22 Monroe St., Grand Rapids.

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.	Raisins, Loose California.	Climax.
100 cans, 3 doz. 95	Raisins, Ondara, 28s. 1.85	Corner Stone. 30c/41
1 lb. " 1.40	Raisins, Valencia. 1.00	Double Redro. 30
6 oz. " 1.00	Raisins, Imperial. 3.75	Whopper. 40
12 oz. " 3.80		Peach Pie. 40
1 lb. " 4.95		Wedding Cake, blk. 40
2 1/2 lb. " 11.75		Red Fox. 30c/32
3 lb. " 13.75		Sweet Russet. 30c/32
4 lb. " 17.75		
5 lb. " 22.20		
	FISH.	TOBACCO—FINE CUT.
ACME, 1/2 doz. cans, 3 doz.	Cod, whole. 05 1/2	Sweet Pippin. 50
" 1/2 doz. " 1.50	Cod, Jonathan. 75c/77	Five and Seven. 50
" Bulk. 1.00	Halibut. 13	Hiawatha. 50
ARCTIC, 1/2 doz. cans, 3 doz.	Herring, round, 1/2 bbl. 2.75	Sweet Cuba. 45
" 1/2 doz. " 1.50	Herring, round, 1/2 bbl. 10.00	Potoskey Chief. 55
" Bulk. 1.00	Herring, Holland, kegs 65c/70	Red Fox. 30c/32
ARCTIC, 1/2 doz. cans, 3 doz.	Herring, Scalloped. 81	Florida. 45
" 1/2 doz. " 1.50	MacK. sh., No. 1, 1/2 bbl. 1.35	Red Domino. 45
" Bulk. 1.00	" No. 2, 1/2 bbl. 1.10	Swamp Angel. 40
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 1/2 bbl. 0.00	Stag. 33
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	Copper. 45
" Bulk. 1.00	White, Family, 1/2 bbl. 2.75	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 1/2 bbl. 1.00	TOBACCO—SMOKING.
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	Rob Roy. 25
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	Peerless. 25
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	Uncle Sam. 30
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	Jack Pine. 30
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	Sensation. 40
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	Yellow Jacket. 20
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	Sweet Conqueror. 30c/32
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	TEAS.
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	Japan ordinary. 18c/20
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	Japan fair to good. 25c/30
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	Japan fine. 35c/45
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	Japan dust. 12c/20
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	Young Hyson. 35c/50
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	Gunpowder. 35c/50
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	Congo. 35c/50
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	VINEGAR.
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	30 gr. 40 gr. 50 gr.
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	9 1/2 11 1/2 13 1/2
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
ARCTIC, 1/2 doz. cans, 3 doz.	White, No. 1, 10 lb. kits. 1.00	
" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
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" 1/2 doz. " 1.50	White, No. 1, 10 lb. kits. 1.00	
" Bulk. 1.00	White, No. 1, 10 lb. kits. 1.00	
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Drugs & Medicines

State Board of Pharmacy.
Six Years—James J. Vernon, Michigan.
Three Years—Omar E. Thibault, Ann Arbor.
Four Years—Geo. McDonald, Kalamazoo.
Five Years—Stanley H. Perrell, Owasco.
President—Geo. McDonald.
Secretary—James J. Vernon.
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—H. B. Fairchild, Grand Rapids.
Second Vice-President—Henry Kephart, Berrien Springs.
Third Vice-President—Wm. J. Wurtz, Waukegan.
Executive Committee—Geo. Gundrum, Frank Ingels, A. H. Lyman, John E. Peck, E. T. Webb.
Local Secretary—James Vernon, Detroit.
Next Meeting—At Detroit, September 4, 5 and 7.

Grand Rapids Pharmaceutical Society.
Organized October 9, 1884.
President—H. T. Loecherer.
Vice-President—J. W. Hayward.
Secretary—Frank H. Root.
Treasurer—Henry B. Fairchild.
Board of Censors—President, Vice-President and Secretary.

Board of Trustees—The President, John E. Peck, Geo. S. Seckman, A. F. Haseltine and F. J. Wurtz.
Committee on Trade Matters—John Peck, F. J. Wurtz, Wm. J. Wurtz.
Committee on Legislation—J. W. Hayward, Geo. S. Seckman, W. H. B. Fairchild, Wm. J. Wurtz.
Committee on Pharmacy—W. L. White, John Muir, M. B. Kinn.
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—Y. R. Perry.
Second Vice-President—F. D. Stevens.
Secretary and Treasurer—R. 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. Russell.

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, W. J. Willard; Secretary, Geo. W. Cronter.

Tonia County Pharmaceutical Society.
President, W. H. Butler; 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. Lathimer; Secretary, Wm. Hayett.

Monroe County Pharmaceutical Society.
President, C. H. Wagner; Secretary, A. H. Wether.

Muskegon County Pharmacy Association.
President, Wm. E. Wilson; Secretary, Geo. Wheeler.

Muskegon Drug Clerks' Association.
President, C. S. Koon; Secretary, Geo. L. LeFevre.

Newaygo County Pharmaceutical Society.
President, J. A. Baiden; Secretary, G. C. Clark.

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

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

WHOLESALE PRICE CURRENT.

Advanced—Senega root.

ACIDUM.					
Aceticum	82 10	Potass Nitras, opt.	82 10	Capsici Fructus, ar.	15
Benzolium	80 10	Potass Nitras.	72 9	Capsici Fructus, po.	16
Boricum	30	Potass Nitras.	15 10	Celastrus	20
Carbolicum	45 10	RADIX.	20 10	Caryophylli, (po. 25)	20 22
Chlorium	40	Aconitum	20 10	Carmine, No. 4.	35 75
Hydrochlor	40	Althaea	20 10	Cera Alba, S. & F.	50 15
Nitricum	10 12	Anchusa	15 10	Cera Flava.	30
Oxalicum	10 10	Arum, po.	20 10	Cocculus	40
Phosphoricum dil.	10 10	Calamita	20 10	Cocculus Fructus.	15
Salicylicum	1 70 25	Gentiana, (po. 15)	10 12	Centauria	10
Sulphuricum	10 10	Glycerhiza, (pv. 15)	10 12	Cetaceum	40
Tannicum	1 40 10	Hydrastis Canad.	20 10	Chloroform	50 15
Tartaricum	50 15	(po. 35).	20 10	Chloroform Squibbs	50 15
ACIDUM.					
Aqua, 18 deg.	30 5	Hellebore, Alba, po.	15 10	Chloral Hyd Orl.	1 50 10
" 12 deg.	40 16	Indula, po.	15 10	Chondrus	10 12
Carbonas.	11 12	Ipecac, po.	15 10	Cinchonide, P. & W.	15
Chloridum	12 14	Iris plox (po. 20/22).	15 10	Cinchonide, Geran	15 12
ANILINE.		Jalap, pr.	25 10	Coris, list, dis. per	40
Black.	2 00 25	Maranta, k.	30 10	Cressatum	40
Brown.	2 00 25	Podophyllum, po.	15 10	Creta, (tbl. 75).	2 50
Red.	4 50 10	Rhei	75 10	Creta prep.	5 6
Yellow.	2 50 10	" pv.	75 10	Creta Precip. & W.	5 6
BACCAE.		Spigelia.	40 15	Creta Rubra.	8
Cubebae (po. 1 50).	18 10	Sanguinaria, (po. 25).	30 15	Crocus	15 20
Juniperus	30 10	Serpentaria.	30 15	Cudbear	20
Xanthoxylium	25 10	Senega.	50 15	Cupri Sulph.	7
Capilla.	60 10	Smilax, Officialis, H.	50 15	Dextrose	10 12
Peru.	21 10	Scilla, (po. 35).	10 12	Emer, all numbers.	70
Terrabina, Canada.	45 10	Symplocarpus, Foe.	25	Emer, po.	6
Tolutan.	45 10	Valeriana, Eng. (po. 30).	25	Ergota, (po. 75).	70 15
Cortex.	18	Zingiber, J.	10	Galla.	23
Abies, Canadian.	18	Zingiber J.	10	Gambier	70
Cassia	18	SEMEN.	15	Galat.	40
Cinchona Flava.	18	Anisum, (po. 20).	15	Gelatine, French.	40 60
Euconymus atropurp	18	Apium (graveolens).	10 12	Glassware flint, 70x10 by box.	60
Myrica Cerifera, po.	18	Asafoetida.	10 12		
Prunus Virgin.	18	Bird, Is. 15	12 15		
Quillaia, grd.	18	Carul, (po. 18).	12 15		
Ulmus.	18	Cardamom.	10 10 25		
Ulmus Po (Ground 12).	18	Cardiandum.	10 10 25		
EXTRACTUM.		Cannabis Sativa.	3 10 4 4		
Glycerhiza Glabra.	24 25	Cydonium	75 10 10		
" po.	33 35	Cassia, S. & F.	10 10		
Haematox, 1/2 doz.	11 12	Cayenne.	10 10		
" 1/4 doz.	11 12	Ceylonopodium.	10 10		
" 1/8 doz.	11 12	Dipterix Odorata.	10 10		
" 1/16 doz.	11 12	Foeniculum.	10 10		
" 1/32 doz.	11 12	Foenugreek, po.	10 10		
Carbonate Precip.	15	Indigo, Res. (tbl. 3).	34 10		
Citrate and Quilla.	25 50	Lobelia.	34 10		
Citrate Soluble.	25 50	Phalaris Canarian.	34 10		
Ferrocyandum.	25 50	Rapa.	34 10		
Solut Chloride.	15	Sinapis, Albu.	80 10		
Sulphate, com'l.	14 10	Sinapis, Nigra.	11 10		
" pur.	14 10	FRUMENTI, W. D. Co. 2	00 10		
FLORA.	7	Frumentum, D. F. R.	1 10		
Arnica.	15	Frumentum, O. T.	1 10		
Antemum.	15	Juniperis Co.	1 10		
Marrubium.	30	Juniperis Co.	1 10		
FOLIA.	15	Saccharum N. E.	1 10		
Barosma.	10	Spt. Vini Gall.	1 10		
Cassia Aout, Tin.	10	Vini Oporto.	1 10		
Cassia, nively.	10	Vini Alba.	1 10		
Salvia officinalis.	10	FLORIDA SHEEPS' WOOL	2 10		
And 45.	10	Nassau sheeps' wool	2 10		
Uta Ursi.	10	Velvet Extra sheeps'	2 10		
ACACIA, list piked.	21 10	wool carriage.	2 10		
" 2nd	21 10	Extra Yellow sheeps'	2 10		
" 3rd	21 10	carriage.	2 10		
" Sifted sorts.	21 10	Grass sheeps' wool	2 10		
" po.	75 10 10	carriage.	2 10		
Albica Barb.	10 12	Hard for state use	2 10		
" Cape, (po. 20).	10 12	Yellow Reef, forstate	2 10		
" Socotri, (po. 60)	10 13	use.	2 10		
Catechu, 15, (54, 14)	10 13	ACACIA.	2 10		
" 15, (54, 14)	10 13	Zingiber.	2 10		
Ammonia	25 10	Ipecac.	2 10		
Asafoetida, (po. 30).	10 15	Peru.	2 10		
Camphora	27 10	Rhei.	2 10		
Euphorbium, po.	35 10	Aurant Cortes.	2 10		
Galbanum	30 10	Rhei Arom.	2 10		
Gargore, po.	30 10	Smilax Officinalis.	2 10		
Guaiacum, (po. 45)	10 35	Senega.	2 10		
Kino, (po. 25).	10 40	Scilla.	2 10		
Myrr, (po. 45)	10 40	Tolutan.	2 10		
Opi, (po. 45)	10 40	Prunus Virg.	2 10		
" 15, (54, 14)	10 40	Aconitum Napellus R.	2 10		
" bleached.	25 30	Aloe.	2 10		
Tragacanth	30 75	Arnica.	2 10		
HERBA—In ounce packages.		Asafoetida.	2 10		
Aconitum	25	Atropa belladonna.	2 10		
Eupatorium	25	Benzo.	2 10		
Lobelia	25	Camphora.	2 10		
Matricaria	25	Carui.	2 10		
Mentha Piper.	25	Cassia.	2 10		
" Vir.	25	Cayenne.	2 10		
Thymus, V.	25	Ceylonopodium.	2 10		
Tanacetum	25	Chenopodium.	2 10		
Thymus, V.	25	Dipterix Odorata.	2 10		
MAGNESIA.		Foeniculum.	2 10		
Calcined, Fat.	55 10	Foenugreek.	2 10		
Carbonate, Fat.	20 22	Indigo.	2 10		
Carbonate, K. & M.	20 22	Iodoform.	2 10		
Carbonate, Jennings.	50 35	Lupuline.	2 10		
LEUCUM.		Lycopodium.	2 10		
Aberinthium	5 00 25 50	Macer.	2 10		
Amnydalae, Dulc.	45 10 75	Liquor Arsen et Hy-	2 10		
Amnydalae, Amarae.	7 25 10 75	Liquor Potass. Acet.	2 10		
Anis.	10 10	Magnesia, Sulph. (tbl)	2 10		
Aurant Cortes.	2 30 50	Mannia, S. F.	2 10		
Bergamini.	12 75 10 25	Morphia, S. P. & W.	2 10		
Matricaria	25 10	Morphia, S. N. Y. Co.	2 10		
Caryophylli	20 10	Myristica, No. 1.	2 10		
Cedar.	30 10	Nux. Vomica, (po. 20)	2 10		
Chenopodi.	30 10	Os. Serp.	2 10		
Cinnamon.	30 10	Pepsin Saag, H. & P.	2 10		
Citronella.	30 10	P. D. Co.	2 10		
Citronum Mac.	30 10	Pleis Lq. N. C. 1/2 gal	2 10		
Cuscuta.	30 10	Pleis Lq. N. C. 1/2 gal	2 10		
Cubebae.	15 50 10 18	Pleis Lq. N. C. 1/2 gal	2 10		
Echinopsis.	10 10 10	Pleis Lq. N. C. 1/2 gal	2 10		
Euphorbia.	12 10 10	Pleis Lq. N. C. 1/2 gal	2 10		
Galutharia.	12 25 10 25	Pleis Lq. N. C. 1/2 gal	2 10		
Seranium.	10 75	Pleis Lq. N. C. 1/2 gal	2 10		
Scilla, Bot. Som. gal.	10 10	Pleis Lq. N. C. 1/2 gal	2 10		
Ulmus.	1 10 10 15	Pleis Lq. N. C. 1/2 gal	2 10		
Unperi.	50 10 10	Pleis Lq. N. C. 1/2 gal	2 10		
Yarvenda.	10 10 10	Pleis Lq. N. C. 1/2 gal	2 10		
Zingiber.	10 10 10	Pleis Lq. N. C. 1/2 gal	2 10		
Mentha Piper.	2 25 10 31	Pleis Lq. N. C. 1/2 gal	2 10		
Cassia Verid.	3 00 25 35	Pleis Lq. N. C. 1/2 gal	2 10		
Stemum.	3 00 25 35	Pleis Lq. N. C. 1/2 gal	2 10		
Myrra.	3 00 25 35	Pleis Lq. N. C. 1/2 gal	2 10		
Myrra.	3 00 25 35	Pleis Lq. N. C. 1/2 gal	2 10		
Myrra.	3 00 25 35	Pleis Lq. N. C. 1/2 gal	2 10		
Myrra.	3 00 25 35	Pleis Lq. N. C. 1/2 gal	2 10		
Myrra.	3 00 25 35	Pleis Lq. N. C. 1/2 gal	2 10		
Myrra.	3 00 25 35	Pleis Lq. N. C. 1/2 gal	2 10		
Myrra.	3 00 25 35	Pleis Lq. N. C. 1/2 gal	2 10		
Myrra.	3 00 25 35	Pleis Lq. N. C. 1/2 gal	2 10		
Myrra.	3 00 25 35	Pleis Lq. N. C. 1/2 gal	2 10		
Myrra.	3 00 25 35	Pleis Lq. N. C. 1/2 gal	2 10		
Myrra.	3 00 25 35	Pleis Lq. N. C. 1/2 gal	2 10		
Myrra.	3 00 25 35	Pleis Lq. N. C. 1/2 gal	2 10		
Myrra.	3 00 25 35	Pleis Lq. N. C. 1/2 gal	2 10		
Myrra.	3 00 25 35	Pleis Lq. N. C. 1/2 gal	2 10		
Myrra.	3 00 25 35	Pleis Lq. N. C. 1/2 gal	2 10		
Myrra.	3 00 25 35	Pleis Lq. N. C. 1/2 gal	2 10		
Myrra.	3 00 25 35	Pleis Lq. N. C. 1/2 gal	2 10		
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The Michigan Tradesman

TRADE INTERESTS

Report of Chairman Barnes at the Cheboygan Convention.

Time brings us together in this enterprising, bustling and open-handed town, whose citizens have literally "taken us in" and are now "doing for us" in a way not to be forgotten by those who are fortunate enough to be members of the M. B. M. A., domiciled among such royal good fellows as Cheboygan brings to the fore. The ozone of the straits, laden with the balsam of Cheboygan county pines, has largely to do with the enlargement of the heart with which our entertainers seem to be seriously afflicted. Let us hope that each one may survive its effects and that in no case it may prove fatal. When thoughtful, hardworking, intelligent and experienced business men decide to leave the treadmill of daily duty, they themselves away to this "fair north country" and clasp hands with their brothers of the mercantile fraternity in Michigan, it certainly indicates a step forward.

There are but few, if any, of us, I imagine, but that, with Balzac, feel the spur of that cruel rider—necessity—which, in too many cases, is allowed to keep us continually in the one rut of toil, worry and care. While it has become an axiom that "All man power is a compound of action and patience," there is such a thing as adhering too closely to the principles laid down. The unbending of the bow which carries the arrow of our hopes and desires straight and unwaveringly to the high mark of our earnest aspirations is what gives it renewed strength and keeps it from becoming a powerless tool in our hands. Is it not wiser to give ourselves a rest in some such manner as this than to go on and on, until our overtaxed energies succumb from sheer exhaustion?

Permit me, as a single representative of a large number of tradesmen, to proffer my congratulations to this body of gentlemen here convened, for having dropped their "tools of trade" and helped to make up the sea of intelligent faces which sparkle around and about me.

The Executive Board of this Association saw fit to appoint a Committee on Trade Interests, made up of Mr. Fargo, of Muskegon, Mr. Bridgeman, of Flint, and myself. By just what casting of the dice of Fate it should have happened that the laboring arm was given to me, I am unable to determine, when Flint is one of the old towns in the State and Muskegon the greatest lumber town, not only in Michigan but in the world, as applied to its manufacture. Unfortunates for me, my collaborators have failed to come to my aid and assistance to any considerable extent until too late for the preparation of this paper. No doubt, there was a wealth of untold ideas in reserve, but alas! they have not been as freely transmitted as I could have wished.

"Trade interests" are, as applied to this Association, in my opinion, much as Shakespeare is to the legitimate drama—the beginning and the end. The field is broad, but at the most its outer confines only can be touched upon in any paper concise and graphic enough to be read before this gathering. Its indices have been pointed out in previous conventions, in quite an exhaustive manner, by different ones who have given it particular attention.

The broad superstructure upon which the entire fabric of trade must rest is conceded by all to be honesty, integrity, earnest endeavor, close application, purity of purpose, no misrepresentation, justice to all, and a full comprehension that each, in his place, is an integral part of an honorable whole, known as the live, pushing and trustworthy merchants of 1888.

The importance of a completer system in the detail of general merchandizing, and a more thorough training for the vocation of a merchant is, no doubt, a foregone conclusion with those present. The necessity of close application to make a success of a business is, of course, fully understood; while the greater importance of doing our business in fewer hours, compelling ourselves to take more frequent vacations and seeing that our helpers are considerably cared for, has, I presume, sunk deeply into our minds. If we expect the most promising results from those whom we employ, we must see to it that they are not treated like post-horn which, no matter if they are foundered, must get to the "next relay." The man who has plodded on in a mercantile career until the significant mile-post of life, bearing the unmistakable letters of three score or more years, is passed, can hardly avoid a sense of gratulation as he sees the hours for business reduced from sixteen to twelve. None the less will he be pleased to see that improved methods in untold ways are taking the place of the older and cruder ones.

When the thinking merchant sees a constantly awakening tendency to sell good goods or none; to call things by the name that they should bear; to avoid any leaning towards misrepresentation; to speak of his competitors in terms of manly courtesy; to avoid the insinuation or belittling fling toward a neighboring tradesman, who has just as good a right to "serve the public" as he has—done—as any other one; and the endeavor on the part of each to get all the "juice out of the orange" of a business life, day by day, that it is possible to do—then is not one fairly warranted in saying that the dealer of to-day is beginning to see and practice the things and ways which tend to enlarge, make broad and develop the better part of man's nature?

The results of action taken by the Committee on Insurance in securing such a control of insurance combinations as has been done by their protracted efforts and push is one of the things this body has to congratulate itself upon, and which will, no doubt, inure to the benefit of dealers at large. Like beneficial results have accrued from the well-timed and persistent efforts of the Committee on Transportation—both by rail and steam—for which they are entitled to just commendation. The gentlemen of the Committee on Legislation have made for themselves an estimable reputation in getting well to the front with our State Legislature and in making it understood that there is a M. B. M. A., which, through its efficient Committee, has secured an intelligent hearing on subjects vital to its organization. No doubt the Committee on Building and Loan Associations has made itself felt in the considerable pursuit of all legitimate measures to advance the interests of this Association, through the valuable medium of these Associations.

There seems to be an urgent need of giving no inconsiderable thought and discussion to the unjust, unwarranted and annoying feature of trade, so inimical to the interests of the "cross-roads dealer," who pays for all he gets in the way of State, county and town protection and benefit, when he pays his taxes, as against the peripatetic peddler, who goes "scot free" from all taxation and who has become a veritable "thorn in the

flesh" to the resident dealer, who supplies the farming community at fair prices with the merchandise it daily needs. The unfairness of non-protection is painfully apparent as a first reason; while, as a second reason, is the known fact that the merchant will supply his customers at equitable values, as against the probable taking advantage of the average customer's ignorance and trustfulness by the peddler, who, in many cases, literally robs those who are foolish enough to be his patrons, in more ways than one.

The stimulating by theory and daily practice those methods which shall beget a standard of commercial ethics, which has for its object and aim the very best obtainable results as between seller and buyer—not forgetting the relations that should exist between dealers and their competitors—your Committee deems one of the measures which should receive careful attention from every member of this Association, as well as the brotherhood of merchants the country through. Foremost among these considerations might be suggested: the highest standard of commercial integrity, probity, candor, truthfulness, courtesy, justice and equity. Let us aspire to a repute so golden that any statement, private or public, that we may make shall be readily taken as true beyond question. If we look for confidence to be reposed in our word we must speak the truth only. Can we expect to receive such courtesies as we desire, if we condescend to the means, manners and verbiage of the street huckster who uses billingsgate and personal reflections as a stock in trade? A legitimate inference is that what one receives in confidence and courtesy out of one's business depends very much on what he carries into it. Any combination of forces which shall forever banish the habit of misrepresentation, direct or implied, in the selling of goods to our patrons should be welcomed most warmly.

Our united efforts should be concentrated against the selling of goods of inferior grade unless they are sold as such; against the handling of adulterated goods; against a tendency to sell by "short weights" or to buy by "slack fill," "short count" or "marked up" measures; an inclination to sell or buy by fictitious brands or labels; or any secret or misleading plan involving misrepresentation in any form, which we hold should be made so obnoxious that "it smells to heaven." The union of strength in "scotching the serpent" of indiscrimination and miscellaneous credit—the bane of the business system of our fair State—has resulted in reducing, if not eliminating, the danger to which so many of our younger merchants have been exposed. Will it not be wise to urge the importance of avoiding this maelstrom of commercial destruction by adhering even more closely to "ready pay" and giving that "other fellow" the chance to retire on the profits (?) made out of the "clever customer" who is "always going to pay"—the ubiquitous "dead-beat"?

A important element in the concentration of association efforts is the wise endeavor to encourage manufacturing enterprises to locate in our towns as a means to stimulate their growth and increase the larger distribution of merchandise.

The man who thinks will see that the example he sets before his employees should rigidly coincide with the precepts he advocates and the rules he lays down. It is somewhat feared that there may be a tendency to wink at the so-called "minor irregularities" on the part of employees by which a dollar can now and again be made, which

we look upon as the dangerous quicksand that saps the foundation of any business structure.

It amounts to offering a premium to dishonesty and frequently results in defalcation and theft, together with the ruin of the party involved. If we can by our influence raise the standard of mercantile excellence on to a plane above that upon which we found it, when we became dealers, ought we not to take a laudable pride in doing so? Should we not try to so train ourselves that like the lamented Lincoln we, too, shall have a heart so great that, "there shall be no room in it to hold the memory of a wrong?" Honest aspirations are the unseen key that winds up the machinery which propels our daily acts.

While it is probably true that as a body of men we might be "stirred up together in the alembic of circumstances with the spoon of opportunity for years, and the two chemicals would be inert and isolated," there can be no question but what the trifling results from these social meetings will produce the most perfect chemical affinity, as well as a ready assimilation. "Hope, whose face is always shadowed by a colored cloud," holds out her golden promises inviting us to reach out our hands and make them our own. Let us act only as men can act without a chain upon our brains and with naught but kindness and pure purposes in our hearts. If over our personal habits and daily intercourse with the world a veil of elegant courtesy has been cast, which has left an indefinite mark upon those with whom we come in contact, shall we not have laid up in the rich honey combs of our commercial cabinet a legend woven in many colored threads for our successors to ponder over and, mayhap, to imitate?

Let our brains take counsel of our hearts and remember that the happiness of giving happiness is far greater than a pleasure we receive direct. Politeness has been well defined as benevolence in small things. Every man's affairs, however small, are of importance to himself. When the memories of each day are such that one may draw refreshments therefrom, as from Zen-Zen the holy well of Mecca, then do we not find infinite riches in a narrow room?

If we cultivate the habit of remembering with Mr. Carnegie's old friend in Scotland that "nine-tenths of the troubles we have had in life have never happened," and of letting our thoughts flow as far as may be through Fairyland, where the stream murmurs and laughs while the banks grow green and the vines blossom; where one may drink the waters of forgetfulness from the vase of Flanetta; where when we are relieved from business cares which we should train ourselves to leave behind us, that our dreams may be as soft "as the feathers on the wings of sleep"—then we certainly may hope that "when the fruits of our brief early season of three or four score years have given us all they can impart for our happiness, that the abiding felicities of our later life season may far more than compensate us for all that have taken their flight." A busy business man's life should be so spent "as to breathe its own peculiar fragrance, as the honey of Hyacinthus tasted of the wild thyme" from which it was made.

Let us not forget that all the streams of our life, "no matter how long they wander, turn and curve, amid the hills and rocks, or linger amid the lakes and ponds, must sometime reach the sea" and let us hope that that sea be calm, and its colors satisfying as the sun gilds its western horizon in the setting.

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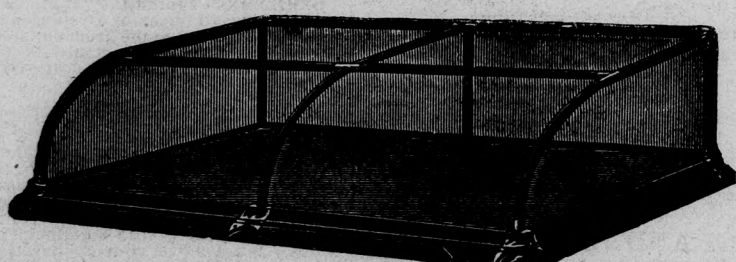
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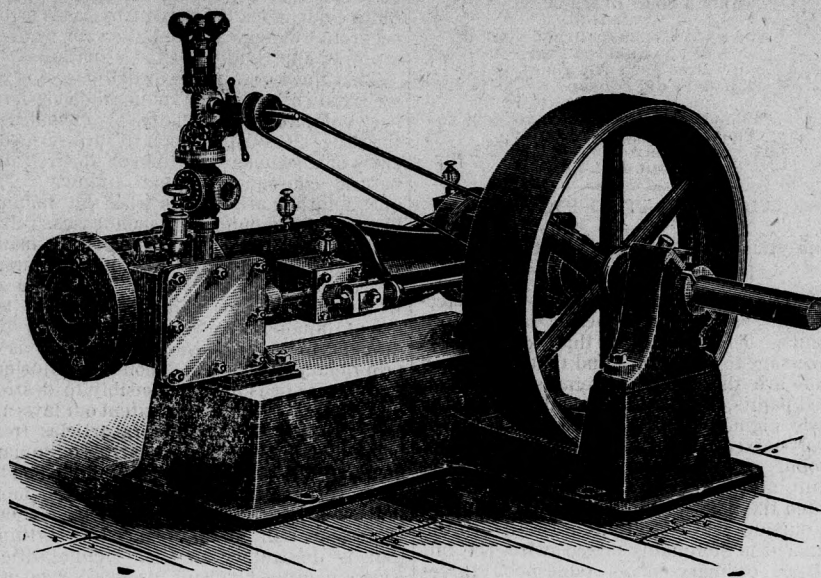
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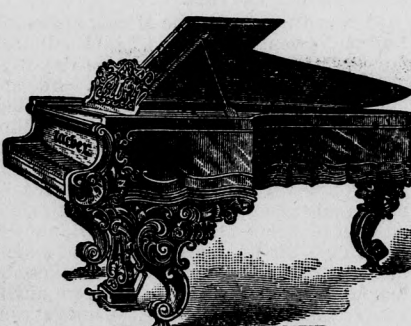
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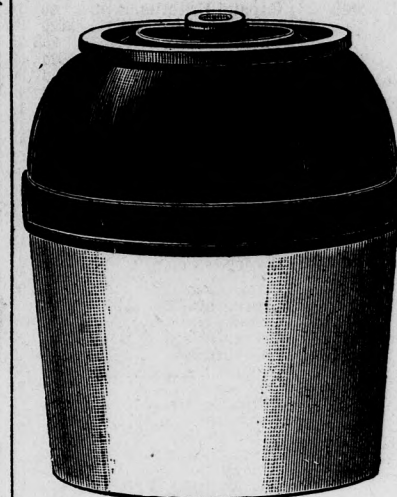
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1-2 " " " " " "	1 40
1-2 " " Tomato Jugs,	
with Corks	90
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and Covers,	1 10
1-2 gal. Fine Preserve Jars	
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Covers,	1 75
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