SEEDS!!!LEBROWN

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

Orchard Grass. Blue Grass.

Field Peas, Spring Rye, Spring Barley.

W. Y. LAMOREAUX

OR ANY KIND OF SEEDS SEND TO

71 Canal Street,

Grand Rapids, Mich.

Imperial and LaBelle

BAKING POWDERS

And all kinds of

JOBBERS OF

and GROCERS' SUNDRIES.

Grand Rapids.

BEWARE!

It has come to our notice that unscrupulous manufacturers of cigars are putting an Paper Box Factory, 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 "Sil-ver Spots" are to-day the best selling five cent cigar in Michigan. If you don't believe it send us a trial order.

GEO. T. WARREN & Co., Flint, Mich.

BOOK-KEEPING

No Pass Books! No Charging! No Posting! No Writing No Disputing of Accounts! No Change to Makel

TRADESMAN Credit Coupon Book.

THE NEWEST AND BEST SYSTEM ON THE MARKET.

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

MILLING CO.,

Merchant Millers.

Shippers and Dealers in

Red Top, GRAIN and BAILED HAY. Flouring Mill and Office,

> Cor. Court St. and G.R. & I.R.R. Grain Office.

No. 9 Canal Street,

GRAND RAPIDS, MICH.

J. W. CONVERSE,

ESTABLISHED 1866.

159 80. Water Street, Chicago,



We do a General Commission Busine Extracts and Flavorings and offer as inducements twenty years' experience and clear record. The best equip ped and largest salesroom in the business in this city. Ample storage facilities-full TEAS, TOILET SOAPS, CIGARS 20,000 feet of floor space in the center of the best market in the West. Ample capi-THE TRADESMAN. Write us if you wish information, whether to buy or sell. will cost you nothing.

BARNETT BROS.

GRAND RAPIDS

W. W. HUELSTER, Prop.

We make a specialty of

Pigeon Hole File Boxes, Sample Trays Sample Cases. Also Shelf, Shoe, Confec-tionery, Millinery, Dress, Suit and Packing Boxes. Druggists' Slides and all kinds of Fine Work.

All work guaranteed first class and at low prices. Write or call for estimates on anything you may want in my line. Telephone 85Q OFFICE AND FACTORY

11 Pearl St., Grand Rapids, Mick

Voigt, Herpolsheimer & Co. Importers and Jobbers of

DRY GOODS

Staple and Fancy.

Overalls, Pants, Etc., OUR OWN MAKE. A Complete Line of

WIPED OUT! Fancy Crockery® Fancy Woodenware

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

S. T. FISH & CO., FRUITS and PRODUCE,

189 So. Water St., - Chicago.

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

FERMENTUM!

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

Martin's Middlings Purifier Co., GRAND RAPIDS, MICH.

SAFES!

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

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

THURBER, WHYLAND & CO., NEW YORK.

RELIABLE

FOOD PRODUCTS.

HYDRAULIC COMPANY

The Grand Rapids Hydraulic Company is prepared to furnish pure spring water to customers on its pipe lines, under adequate tal and first-class references on file with pressure on all levels, on application at the Company's Office, 76 Ottawa street.

JOHN E. MORE, Secretary.

RDMUND B. DIKEMAN

THE GREAT

Paper Boxes of Every Description Made to Order on Short Notice.

44 CANAL ST.,

Grand Rapids, -

BELKNAP Wagon and Sleigh Co

MANUFACTURERS OF Spring, Freight, Express, Lumber and Farm

WAGONS

Logging Carts and Trucks Mill and Dump Carts, Lumbermen's and River Tools. We carry a large stock of material, and have every facility for making first-class Wagons of all kinds.

Beccal attention given to Repairing, Painting and Lettering

Shops on Front St., Grand Rapids, Mich.

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

THE RIGHT RING. Reports of Delegates at the Cheboygan

Convention. The following are among the reports made by local delegates at the Cheboygan

Grand Rapids (E. J. Herrick)—The work of our local Association has been quite satisfactory for the last year, considering the light attendance, and that the work has been left to a comparatively few members. We contracted with two gentlemen to prosente the work of the callecting deportment. ecute the work of the collecting department with good results, when used. Too few avail themselves of the privileges of this system. One prominent work has been to wage war on "short count" pickles, with good results. Short weight tobaccos, codish and sugar, have since been taken up, which wills we have the correct say we have which evils we hope to correct, as we have in the case of the pickles. In co-operation with the West Michigan Farmers' Club and the Grand River Valley Horticultural Society was hope to convert the research of the control of the con ciety we hope to secure the passage of an ordinance providing for the appointment of an inspector of fruits and meats and milk. means have we forgotten pleasure with our year's work, as we have repeated the annual picnic, which is looked forward to with pleasure by both merchant and clerk. Making our own collections will do away with the evil of letting our goods go out to irresponsible persons by considering the d.-b. list and then not trusting those who appear there. The Association will make better prospects for those we deal with, for it tends to make them honest and intends to have them pay their debts.

We have not been as prosperous, perhaps, as some sister Associations, but we still hold our shoulders to the wheel, to help wage on the principles of the Association And after this meeting we hope and believe we can go home with new and better ideas as to the proper prosecution of Association

Quincy (A. R. McKay)—We organized October 5, 1887, with twenty-five members; our membership is now fifty-two; the amount of accounts placed in the Secretary' hands for collection is \$2,078.94; the number of white letters sent by Secretary is 279: number of red letters sent by Secretary is 259; the amount of accounts settled with Scretary is \$500; number of names placed on delinquent list, 110; number reinstated, 5. After nearly one year's trial we are satisfied that it is an organization that every business man should be a member of, and that every town in the State should have

Owosso (S. E. Parkill)-Itis my privilege

to make the report for the city of Owosso. I say that it is my privilege to make this report, because I am very proud of the busy, thrifty little city I call "home." Our Association has been in existence about eighteen months and we have a membership of between sixty and seventy. During our short life, we have accomplished great results. We have, by our direct efforts, secured several manufacturing concerns, two of which employ hands numbering into the hundreds. We have corrected abuses in our city government and have exerted a senour city government and have exerted a sentiment in favor of public improvement. We have fostered friendly feeling with the farming community and thus extended the limits of our country trade. We have collected \$10,000 of debts which would have otherwise been lost to us. All these things we have accomplished; but we have done more and, to my mind, a far greater work we have elevated the business tone of the community and created a feeling of friend-liness among our city merchants. We have improved the public credit. We, as a city, are peculiarly situated. I don't think that there is a city in the State of Michigan o our size that has as little wealth as the city of Owosso. I don't recall a man in the city who is worth \$100,000, and I can count on the fingers of one hand those worth \$50,000. We have accomplished what we have by united work. And, so, Mr. President, while there may be associations which can make a better report, show a larger increase in population, and more healthy collective department, still we are proud of our work and, like the Apostle Paul, we shall press on to still greater achievements in the

Plainwell (E. A. Owen)—The Business Men's Association of Plainwell was born a year ago last January and from its birth has been healthy and has continued to grow until to-day we have thirty-eight members, comprising pretty much every merchant in town, three doctors and several mechanics

and manufacturers. The collection department of our Association has shown greater efficiency and has been more successful than any of us even hoped for at the start and our members are, consequently, to a man pleased with the result in this direction. We also realize that the moral influence thrown over the community by virtue of the simple fact that a good, strong Business Men's Association exists in our midst, is marked, and of great value. Life-long dead-beats are beginning so realize that their little game is up, and old-time long-winded customers respond more promptly to the little familiar invitations to "please remit." A Business Men's Association is the one thing needful in any Then, again, having been sorely afflicted from time immemorial with those commercial cancers commonly known as peddlers, canvassers and street fakirs of all kinds, which had been preying upon us ever since the flood, eating into our vitals until we had become barely able to stand alone. We came to the conclusion that we must do something to save us from this pestilence. three times each year.

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

Send for descriptive catalogue with testimonials.

Martin's Middlings Purific Co., GRAND RAPIDS, MICH.

Send Rapids are guaranteed to do more this pestilence or else we would be compelled to give up the general good. No politics have so far been number of names published, 372; amount of money collected, as reported by members to the Secretary, after the white letter, a mount of money collected, as reported by members to the Secretary, after the white letter, a mount of money collected, as reported by members to the Secretary, after the white letter, a mount of money collected, as reported by members to the Secretary, after the white letter, a mount of money collected, as reported by members to the Secretary, after the white letter, a mount of money collected, as reported by members to the Secretary, after the white letter, a mount of money collected, as reported by members to the Secretary, after the white letter, a mount of money collected, as reported by members to the Secretary, after the white letter, a mount of money collected, as reported by members to the Secretary, after the white letter, a mount of money collected, as reported by members to the Secretary, after the white letter, for the half we have accomplish something to save us from this pestilence

Ada (D. F. Watson, by letter)—In answer to your notice of the convention to be held at Cheboygan, would say, I am sorry we cannot send a delegate, as requested. But you may safely depend on our hearty co-operation. We notice with much interest the plans you are about to adopt for improvement, especially the organization of a Business Men's Mutual Fire Insurance

Mr. Hoyt—I will wait until after the reper on the peddlers before anywaring that Co. Please accept our apology for not being able to attend.

ing able to attend.

Greenville (Geo. B. Caldwell)—Eleven months have passed since the Greenville B. M. A. made a report to this body. During this period we have met in regular session tentimes and in special session three times. We have held but one regular meeting during the year but what we have added one or more names to our membership. We reported sixty-eight members one year ago. To-day we can report eighty-nine members, representing as many firms doing business in Greenville and vicinity. We have applied as best we could for the past year the principles and purposes of the Association piled as best we could for the past year the principles and purposes of the Association to our every day business. The result of a year's practical efforts is as follows: We have exceeded last year in the collection of bad debts by over \$200. Besides using the two letters of the Association, we have added increased respect for our pledge to the Association, to refuse credit to delinquents, and by so doing have acquired sufficient strenth to make it very binding for a dead-beat to do business with us on other than a cash basis. In this way we have increased the credit of both the buyer and the seller so far that the poor accounts commonly charged to the Dr. side of profit exceed their credits. Business integrity and methods were never better understood or applied in Greenville than they are to-We have aided all legitimate enterprises, secured a factory employing thirty

nen, observed all legal holidays and established two holidays of our own, one in the summer, when we have our annual picnic and one in February, our annual re-union and banquet. We can report a healthy financial condition and a competent and efficient corps of officers. We believe more than ever that every city in Michigan has a common welfare which it is the duty of its business men to improve and protect of its business men to improve and protect and we know of no better way than through this organization. We have confidence that the State Association will deal with the uestions to come before this body in a fair and impartial manner and we are ready to accept any return or recommendation from

o this body for another year and will ask

to share with us the credit for the success we have attained during the year just Dorr (L. N. Fisher, by letter)-Our Association is alive and doing well. Since one year ago we have secured a charter and use of the Blue Letter brought the delin-quents up to the cashier's desk and some tho fail to respond now buy for cash. We respectfully ask the aid of other associations of the State in regulating the peddler and hawker and also in working up a State Business Men's Insurance Company.

have decided that it would be better to have each town organize for itself, as each has tarian. The Democrat, the Republican, talking about the matter of the Standard meet for the same purpose on the same Oil Company and we find that every barrel holds from three to five gallons less than ness. The dollar in business knows no they are gauged and we desire that this church or party. There, gentlemen, exists

Coopersville (R. D. McNaughton)-As representatives of the Coopersville Business of business than any other body of men or-Mdn's Association we have been designated to make a report. We would say that the We are looked upon by our citizens as an to make a report. We would say that the organization is in a flourishing condition, and has been of much benefit to its members, especially in the collection of bad debts. The Association embraces Coopersville, Ravenna, Nunica, Berlin, Lamont, Eastmanville and Allendale, and contains about forty members. At its last meeting at large. As representatives of the Petostwo delegates were elected to attend the meeting of the State Association, and much co-operate with the State Association in any other business of importance transacted, which argues a new spirit of activity and interests of the State of Michigan. promises well for its future success and prosperity. Through the influence and coperation of our Association a grain and provision company was organized at Cooperation of our Association and provision company was organized at Cooperation of the State of Michigan.

Traverse City (Geo. E. Steele)—The Traverse City B. M. A. is in successful operation, with very nearly 100 members. The provision company was organized at Cooperation of the State of Michigan.

Traverse City (Geo. E. Steele)—The Traverse City B. M. A. is in successful operation. The only source of supply of these stones have the state of Michigan.

paper on the peddler before answering that question fully, but I will say that we enforce our ordinances.

LeRoy (A. Wenzel)—In behalf of the LeRoy Association I will say that we started the collection system and some debts that were outlawed have been collected under this system. We wish to continue in this work and see it advance.

Petoskey (C. F. Hankey)—Having been selected by the B. M. A. of Petoskey to make this report, it devolves upon me to do so. I cannot make as flattering report as I would desire in some respects, for I shall not attempt to color up or magnify the workings of our Association, in order to have it appear more prosperous than it

thirty; we now number seventy. We have taken all classes of good business men—bankers, lawyers, hotel keepers, merchants and even down to millers. We think it advisable to have our heavy tax payers and men interested in our fown working with the state of the business men of Michigan. Small as we are, we are there, and we are there men interested in our town working with us. We are then better able to accomplish East Saginaw (Chas. H. Smith)—On becommonly charged to the Dr. side of profit us. We are then better able to accomplish and loss each year by our merchants do not what we could not accomplish otherwise. Half of the Mercantile Association of East There seems to be a general feeling among our citizens that our B. M. A. should lead

> How much good has been accomplished in the short time of our existence, I am not prepared to state here, but I know from experience and the testimony of others that many a dollar has been collected with the to boom anything which benefits the city in Blue Letter and many dollars saved by the any manner. Our organization is mostly

him to get the best of his fellowmen. Men are honest if you have laws to make them was the proper course to pursue.

the Michigan Business Men's Association years in Michigan will bear out this state-ment. The members of our Association Dorr (L. N. Fisher, by letter)—Our Aspociation is alive and doing well. Since one year ago we have secured a charter and iffiliated with the State body. During the year five new members have been added to year five new members have been added to our lists which now numbers seventeen and There is a want of interest. Our business cense. The wholesale dealers sell no goods includes Dorr, Burnip's Corners, Moline, Ross and Corinth. We have compelled one peddler to pay his license and have by the Association is not understood fully. In our opinion there is no organization in existence in the State of Michigan that can bring about better laws, or elevate our State have, during the year, had one banquet and one picnic at Green Lake. We have still some important work ahead of us and would criminal laws, all need more practical, more to as high a standard as this Association. It is the custom among the New York banks to pay the directors a fee of from \$5 to \$10 for attending the meetings of the

common sense, more business, and less theory and guess work. The B. M. A. in Petoskey is the rallying of the millionaire directors come around to post, the hub, so to speak, of all enterprises. Any imp that we are quite well pleased with the work in our Association. We have accomplished to start it?—to the B. M. A. When our The Commercial National pays its directors quite all that we expected in the way of collections. We find that a better feeling hand, they, too, want an expression from Board, which are held weekly. The Third exists among the members of our Association and Manufacturers' the B. M. A. Why is this so—because the National and Merchants' and Manufacturers' exists among the members of our Associa-tion, as we become better acquainted with each other; but we find that we are trying to cover too great a scope of country. We have three of the surrounding towns in the have three of the surrounding towns in the Oceana Business Men's Association. We They then know the will of the tax payer.

its own business interests. We have been the Churchman and the free thinker all level, ready to act for the interest of busi-

good and right to ourselves and neighbors should be our highest aim. If our organization is an advantage to cities and villages it certainly has the same effect on our State movement that will better the business

much good can be accomplished. For instance, we, by such action, succeeded at our town meeting in securing an appropriation of money for the improvement of one of the main roads leading into our town, Then, again, having been sorely afflicted from time is a securing an appropriation of money for the improvement of one of the main roads leading into our town, Then, again, having been sorely afflicted from time is a securing an appropriation of money for the improvement of one of the main roads leading into our town, Then, again, having been sorely afflicted from time is a securing and provision company was organized at Cooppast year it has raised in cash for two manufactories, \$5,000; for a soldiers' reunion, \$2,000; for location of preliminary survey for a railroad, \$100, making a total of \$7,100. The annual banquet was arranged from time is a securing an appropriation of money for the improvement of one of the main roads leading into our town, Then, again, having been sorely afflicted from time is a securing an appropriation of money for the improvement of one of the main roads leading into our town, Then, again, having been sorely afflicted from time is a securing an appropriation of money for the improvement of one of the main roads leading into our town, Then, again, having been sorely afflicted from the company was organized at Cooppast year it has raised in cash for two manufactories, \$5,000; for a soldiers' reunion, \$2,000; for location of preliminary survey for a railroad, \$100, making a total of \$7,100. The annual banquet was arranged from the company was organized at Cooppast year it has raised in cash for two manufactories, \$5,000; for location of preliminary survey for a railroad, \$100, making a total of \$7,100. grain, thus building up a home market and stimulating local trade. This enterprise \$7,100. The annual banquet was arranged be confirmed by the production of large and for, and then posponed, on account of the death of our honored townsman, S. C. Moffatt. men and the town at large. Other enterprising moves are contemplated, and the Coopersville Business Men's Association promises to prove still further beneficial in a model. The fraternal feeling is good, and Flint (G. R. Hoyt)—Our report of work done since January 1st is as follows: Whole number of names reported to Secretary, 443; number of delinquents who paid inside the

found it to be beneficial, not only in a business way, but we have become better acquainted, thereby casting aside a selfish interest that was often manifested before

our organization. We have found that by working together matters of general interest to our town may easily be accomplished. Before it was almost impossible to get our business men interested and united in any undertaking. Through the medium of our collection department we have collected several hundred dollars of slow, and what we had considered worthless accounts. We have about sixty on our black list. Many nearly two years ago. The members are well satisfied with the working plan of the Asso-ciation. We have been much profited by had opposition, but that is being easily clation. overcome, as people better understand the objects of our Association. We have had one picnic, which was well attended. Those of you who have not had a gathering of this kind would be surprised to see the good you can accomplish in this way. Close your stores, invite the farmer and for once a year take a holiday. We have under considera-tion the graveling of the main roads leading into our town and hope to be able to get the farmers who are alike interested to co-op-erate with us. Rockford has a splendid really is.

We started out with a membership of water power and our citizens are ready and willing to aid any good company that will

Saginaw, I will report as follows: We have our citizens that our B. M. A. should lead in every enterprise and therefore we want all our leading citizens associated with us, to have their influence, their advice and called the Business Men's Association which is not auxiliary to the State Associa delinquent list.

There is, however, one class of our citizens (a small percentage) who do not love the B. M. A., for they can no longer enjoy the luxuries in and out of season without paying for them. They have seen their best day, but they are still hovering about, waiting for opportunities to drop in on our merchants to divide profits with them they have never earned.

any manner. Our organization is mostly confined to the interests of the tradesmen of the city. We have collected through the medium of the Blue Letter since February some \$7,500. The use of the Blue Letter by the firm of Burdick & Moore, members of our Association aroused the ire of the other Smith, who had owed the firm some four or five years. They put his name on the dead-beat sheet. He retained as attorneys Messrs. Tarsney & Weadock, who proaccept any return or recommendation from you for the good of the order. We believe the present officers of the State Association are the right men for the right places and would be glad to see them re-elected. I will say in conclusion that your auxiliary at Creenville is ready to renew its allegiance merchants to divide pronts with them they have never earned.

These are the dead-beats, the fault-finders of humanity. The will always be with us, for they cannot be exterminated. The nature of man is such that it is natural for him to get the best of his fellowmen. Men Association, asking him what, in his opinion, was the proper course to pursue. He paid so. The more exemption laws the more stealing, the less exemption the more honest will be your citizen. The history of thirty Like other associations, the business is done by a few, but our members pay their dues

Bank Directors' Pay.

From the Detroit News. criminal laws, all need more practical, more to \$10 for attending the meetings of the board. Some amusing stories are told of the regularity and avidity with which some examined, etc., the work generally requiring the services of the Board for half a day or a whole evening. The compensation is made partially to insure a regular attendance at the meetings and also on the ground that the money is rightfully earned by the directors, who give considerable time, once a week or oftener, for the general benefit Association should take hold of the evil and our power. An organization conducted with prudence and good judgment can do banks of the city, some of which hold dimore to change legislation for the interest rectors' meetings every day, pay their directors nothing for attending the meetings, nor do the savings banks' directors receive any We are looked upon by our citizens as an organization of strength and power to do Detroit National, says the custom of paying directors prevails very generally in England, not only among banks, but other corporate institutions, and he thinks it is gradually being adopted in this country.

> An example of how completely selfsustaining the United States is capable of becoming, when its resouces are fully developed, is furnished in the reported discovery of perfect lithographic stone in large sheets mines have been worked and where it is believed the supply is gradually becoming ex-

PERFECTION SCALE The Latest Improved and Best



DOES NOT REQUIRE DOWN WEIGHT Will Soon Save its Cost on any Counter.

red at the Grand Rapids Post Office.

E. A. STOWE, Editor. WEDNESDAY, AUGUST 29, 1888.

TOO MUCH PROFIT.

THE TRADESMAN maintains that th Standard Oil Co. demands too great a ran som of the mercnants 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 mon-

COST OF WATER WHITE OIL—TANK	s.
Current price in Cleveland	.08
Freight in tanks	.00%
Inspection	.001/4
	00

Total... \$.07 This oil is drawn into tank wagons and 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 .001/4

\$ 08% This oil is sold to the retail trade outside of Grand Rapids at 121/2 cents per gallongiving the monopoly a profit of 3% cents per gallon. When sold through the jobber,

Is it any wonder that the retail trade is any remedy which will relieve it in its location. present distress?

In Utah the Saints seem to be worn out grocery store. 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 Co. in the harness business. 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. Con stant 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 at Fremont. his spirits, and he evidently would be glad of peace upon any terms short of a surrender. But nothing less will the people of Sioux City, Iowa. the United States accept in this matter.

Hayti has varied the monotony of its cor- to retiring from business. rupt and disorderly politics by frightening President Saloman 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 for- ly purchased of Robert Graham. ward to a new presidential election with the confidence that it will get a free vote and a & Underhill's stock of drugs has been paid fair count—things that it was not sure of and the goods are offered for sale. while Mr. Saloman was at the head of affairs. So some one of the many generals commanding the army of 7,000 will be chos- ett, who will continue the business. en 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 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 ealls 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 Knapp was formerly manager for Jones 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 ananciering 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. bank and store room.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

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

The Grand Rapids Packing and Provis ion Co. has enlarged the capacity of its 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 Canal and Bridge streets. Roossineand & 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 the corner of East Bridge and Barclay streets to the corner of East Bridge and

It is J. E. Westlake -not Dr. L. E. Best. as previously stated—who has purchased being the highest bidder. Mrs. Trask the interest of John D. McIntyre in the bought the real estate for \$2, subject to all former drug firm of Westlake & McIntyre. at 8 Canal street.

Clancy streets.

Nick Meyer, who has been engaged in sold to the retail trade of Grand Rapids at 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. Bliven will not act as manager of the oyster department of Putnam & with a capital stock of \$100,000, one-half Brooks this year, having arranged to engage of which has been paid in. The stockholdin business on his own account. He leased it still affords the monopoly a profit of over the Geo. W. Thayer store, on the corner of son, Frank E. Fisher, Frederick A. Forbes Canal and Bridge streets, for a period of Frank E. Smith, Gilbert A. McMillan, five years, but subsequently accepted an George H. Lothrop and Edwin B. Hutch offer of \$500 bonus for the lease, offered by demanding a reform in the methods of the Morris H. Trensch & Co. Up to the presmonopoly-that the trade is clamoring for ent writing, he has not secured another

AROUND THE STATE.

Allegan-Spear & Davis have opened

Evart-V. R. Davy succeeds Dav & Co. in general trade.

Fenton-John Beales succeeds Bush &

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

Muskegon--C. J. Johnson has opened a hardware store at 79 Ottawa street Stanton-M. Stanlon succeeds Mrs. D.

McBirney 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, suceeds Geo. S. Rickaby in the drug business. Allegan-W. Harmon has opened a shoe and notion store. He was formerly in trade

Lawton-E. J. (Mrs. C. H.) Dalton will close out her dry goods stock and remove to

Grand Haven-John T. Persival is closing out his flour and feed stock, preparatory

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 recent-Kalamazoo-The mortgage on Spofford

Nashville-Henry Roe has sold his meat

business to W. W. Burdick and John Ack-South Haven-A. M. Sellors has sold

half-interest in his harness business to E. W. Cook. The style of the new firm is Sellors & Cook. Big Rapids-W. H. Walker has sold his

interest in the furniture business of Walker people would be very much benefited by the & McNaughton to Thos. Skelton. The buschange. But surely we have both the right | iness 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 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. 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

STRAY FACTS.

Muskegon-The Shippy shingle mill, reently destroyed by fire, will not be rebuilt. Paris-J. Davenport's general stock was destroyed by fire on the 22d. Loss, \$3,500; surance, \$2,000.

Paw Paw-G. W. Longwell is building a two-story brick block, to be occupied as a

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

Ishpeming-David J. Gray has assigne his harness stock to C. C. Ely. Assets about \$1,000: liabilities, \$1,200.

Detroit-The Art Stove Ce. has been on ganized with a capital of \$50,000, 20 ent. of which has been paid in.

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

Ionia-Mr. Snyder and J. H. Palme 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 wa 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 f goods to Chas, Eddy, of Grattan, for 42 per cent. of the appraised value, Mr. Eddy this inscription thereon: incumbrances.

MANUFACTURING MATTERS. Reed City-Jackson & Cavis have en raged in the manufacture of cigars.

Detroit-Friesma, Royal & Winter have ngaged in the manufacture of boxes. Kalamazoo-A stock company which ha a capital of \$75,000 and thirty-five acres of ground is going to make Kimble steam en-

gines 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 ers are Hugh McMillan, William A. Jack

Gripsack Brigade. J. L. Strelitsky 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. Strelitsky. W. M. Adams, Western Michigan repre sentative for Miller & Co., of Akron, Ohio, has returned from Dimondale, where he spent a week with friends.

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

ablution. R. P. Bigelow, the Owosso tourist writes THE TRADESMAN as follows: "You have always invited items of interest, and now E. A. Stowe, Grand Rapids: 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 26. Mrs. Wildermuth was inelegant engraved silver water set in appre- August 18. ciation 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 recen ly were somewhat startled to see Frank P. Dodge, a bright young drummer represent ing a Toledo shoe house, give a scrawny loafer a neg 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 days here with friends and relatives last accommodated him. Then he felt in his pocket a minute, looked disappointed, and have you?' I liked his nerve, so I handed over the cigar, but when he laughed and rewinder, so I gave it to him. I asked him to but one cigar a day."

Indisputable Proof.

Traveling men say there is more busines stir 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 "dares" be dull

"Requires Sand to Oppose a Monopoly.

THE MICHIGAN TRADESMAN has come out against the Standard Oil Company, pronouncing its methods as merciless. It requires considerable sand for a trade journal

Gage's Saturday Gazette

The first number of Gage's Saturday onths, 75 cents 6 months, or \$1 per year. Satisfaction guaranteed.

THE TABLES TURNED.

The Flints Defeat the Owosso Travelers. The Trip to Detroit Not a Triumphant Owosso, Aug. 19, 1888.

E. A. Stowe, Grand Rapids: DEAR SIR-August 18 dawned upon the Flint and Owosso base ball teams as perpeople 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 her fect as if it was made to order. The bard. 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

Upon our arrival at Owosso, Ex-Mayor in 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 Lambe 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

WELCOME, FLINT! At the Hotel Merrill another banner was strung across the street with this inscrip-

THE EARTH FOR FLINT. The earth being represented by the globe,

instead of the word.

Mayor Williams escorted the Mayor of Flink 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 in miniature form in the shape of 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 the shady streets of Owosso back to the Merrill for dinner.

After dinner, the Knights Templar 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 commen 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... 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 Drum-ner—Alf. Galbraith. Echoes from the Twine Binder—W. D.

Royce.
Foul Tips—Dan McKercher.

The Water Brigade—Harvey Nye.
The Um-(em)pire—C. A. Muma.
My First and Last Chew—Ed. Withee. Scenes and Incidents in a Drummer's Life—S. E. Parkill.

The Electric Street Railway-Geo. Hub-Why Was Gum 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 UNTO CÆSAR. Owosso, Aug. 25, 1888.

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 assistvited into the parlor and presented with an Flint commercial tourists and citizens on

Owosso Commercial Tourists.

Purely Personal.

L. B. Wells, of Pontiac, is in town for a few days. Fred B. Clark has returned from his trip to Lake Superior.

H. F. Hastings is expected home from Waukesha, Wis., Wednesday. L. A. Boise, buyer for Crosby & Collin

of McBrides, was in town last Friday. Fred Tracy, of Cadillac, spent several

Wm. H. Jennings and family have resaid, 'by the way, you haven't got a cigar, turned from Hicksville, Ohio, where they

have been visiting friends and relatives.

C. F. Nevin, senior member of the firm marked that he was 'much obliged, old of T. H. Nevin & Co., the Pittsburg gaint Easyboy,' I thought he ought to have a side- manufacturers, was in town over Sunday. Jack Cozens, who has been confined to stock to Luther, where he will engage in have another, but he said he never smoked his house by illness for about two weeks, has resumed his duties at the Telfer Spice

> Walter G. Sinclair, Secretary of the Wm. Steele Packing and Provision Co., has removed his family from Spring Lake to this

Jas. C. McAdam, formerly engaged in the dry goods business at Cadillac, has taken a position in the cloak department of here. It stands to reason that trade is good in Fremont—the "grand array" of stores the Bee Hive, at Chicago, the engagement to begin Sept. 1.

O. H. Richmond, the South Division street druggist, left for the North Monday evening in hopes of securing immunity from the hay fever. Checker players should govern themselves accordingly. Dr. H. C. Peckham, the Freeport drug-

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 was in town last Friday on his way to Six Lakes. He was accompanied by Mr. Godfrey, the editor of the Freeport Herald.

Grocers wanting good cheese should or-Gazette will be issued September 7. The der from I. B. Smith & Sooy, proprietors of subscription prices will be 50 cents for 3 the Wayland Cheese Factory, Wayland. IT WAS A FUNERAL.

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 De troit in answer to the base ball challenge issued by the Detroit traveling men. The trip down was one continual round of en joyment. 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 as- games on me, d'ye hear?" and he shook his signed us pleasant quarters at the Wayne Hotel.

Saturday morning, after a good night's est, 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 have you know, sir, that I am-"

two nines w	as as follows:	
Detroit.	Position.	Grand Rapids.
Evans	First base	Robinson
Reynolds	Pitcher	Aldrich
North	Catcher	Van Leuven
Myer	Short stop	McDonald
		McKelvey
Musliner	Second base	Beecher
		Bush
		Freeman
		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.

tend to add to the pleasure of the occasion. As entertainers, the Detroit brethren proved themselves to be experts. NOTES BY THE WAY.

Nothing was left undone which would

Steve Sears went along to catch-schoon A. B. Cole broke the record by not get

ting 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 staning qualities. The burden of entertaining the visitors seemed to fall most heavily on Thos. McLeod, Geo. L. Sampson, Louis Musliner Ed. McCurdy and Charley Evans-and

right royally did they discharge every duty devolving upon them. During the second inning Catcher Var 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 proud. Besides according the crowd reduced rates, Proprietor Meserve and Chief Clerk Schottey were tireless in ministering to the wants of the visitors and will long be held in grateful remembrance in consequence.

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

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

H. Schneider & Co.'s store on Friday even-

ing to make the necessary arrangements.

"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 cele brated "Crescent," "White Rose" and "Royal Patent" brands of flour are manu factured and sold only by the Voigt MillWHAT HE GOT.

"Got anything smaller?"

"No." "Give you your change in a few mintes," and the conductor put the five dollar bill in his pocket and went on through the train

The big, roughly-dressed, trampish-lookng 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 onductor 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:

"What is the fare to Big Rapids?" "Forty cents."

"You only gave me back \$4.10, instead of 4.60," said the passenger. "That's too d-thin. I gave you the

right change," roughly and cholerically. "You did not. Here it is, just as you handed it to me. See?" showing the handful of silver.

"Say-I'm onto you. You've tried to play that flim-flam act on me before. Now, if you don't shut up, I'll put you off this train. You can't come any of your skin head warningly.

"I gave you my money, and here is what you gave me in change. I asked you in a civil way to rectify the error you made and you've insulted me in a blackguardly manner. Because I have poor clothes on is no reason you can treat me like this. I'll

"Oh, rats! You're Vanderbilt, that's who you are. Now, shut up and play your game on some one who ain't so fly as I am," and the conductor passed on.

The train reached Grand Rapids in due season and as the conductor reported he was handed a telegram from the Division Superintendent, which read as follows:

You are laid off for using abusive language The rough-looking man had telegraphed

his case right in and this was the sequel. The conductor was laid off for thirty days, and then only taken back because he was an old hand on the road. Who was the tramp? A United States

ostoffice inspector on duty. JESSE LANGE.

The Echo Was There.

A well-known merchant, whom I will call Colonel for short, was recently bragging about an echo he had on his place, a few miles from the city, claiming that it would repeat whole sentences. So incredulous were some of his hearers that he invited them to accompany him home the next afternoon to test the wonderful echo, which

invitation they accepted. The Colonel found, on getting home, that n the heat of the discussion he had claimed more than the facts justified. Determined not to be beaten, however, he called his Trish laborer.

"Pat," says he, "some gentlemen are oming home with me to-morrow afternoon to hear the echo. Now, I want you to go across the river before time for me to arrive, so you can answer back whatever we

may call out." "You mane for me to play ikker, sorr?" asked Pat. grinning.

"That's it, exactly," said the Colonel. low, do you thorough v understand the you are to answer back exactly

"Oh, vis. sorr: ve can depind on me en toirely." Next afternoon, the Colonel took his

friends to the river bank, and all were ready for the experiment. Making a speaking trumpet of his hands,

the Colonel roared: "Are you there?" Back came the echo with startling dis

inctness: "Vis. sorr: Oi've been here sence 4 av the

clock." NEMO. Breach of Promise by Death.

According to a recent decision of the Court of Queen's Bench, London, which may be accepted as a legal authority and as a precedent the world over, a suit for breach of promise of marriage will lie against a dead man. This extraordinary ruling was developed in the case of an elderly lady named Davies, who sued the estate of William Scale, her dead lover, for damages on the ground that he had died before the promise had been fulfilled. Of course, the ase was contested, the executor of the es tate pleading that as he was already a married man he couldn't be expected to carry out the contract entered into by the deceased, while he didn't see that any damages could be recovered. But the lord chief jus-tice thought otherwise, and so, to save expense, the case was withdrawn from the jury, and the executor agreed to give the maiden \$5,000 because her lover broke his promise by shuffling off this mortal coil.

His Credit Standing. Would-be Customer-Will you trust me

for a few things for a couple of days?

Grocer—Come around in a couple of days Would-be Customer—But I will have the

Grocer-Then is when I would trust you

AGIN' THE STANDARD.

Some Who Would Like to See Compe-

tition in the Oil Business. Among the letters received from merchants indorsing the efforts of THE TRADES-MAN to get an opposition oil house to locate at this market are the following:

DORR, Aug. 24, 1888. E. A. Stowe, Grand Rapids :

DEAR SIR-Count me a solid customer for an opposition oil company. The Standard is too odious for me. Yours truly, L. N. FISHER.

HILLIARDS, Aug. 22, 1888.

E. A. Stowe, Grand Rapids

ndependent oil house. I, for one, would

DEAR SIR-I note what you say in your ast issue regarding the establishment of ar

give such a company my patronage.

Hoping to hear more on the subject, I re-Yours very truly, A. B. FOOTE.

LISBON, Aug. 24, 1888.

E. A. Stowe, Grand Rapids DEAR SIR-We notice your call for merchants who would patronize an inde-pendent oil house. We will and will go even further: If the Standard Oil Co. tries o freeze them out, we will be one house of certain number to combine and pay enough for oil for three months so the independe

house will not be the loser. Yours very truly,
R. B. Gooding & Son.

BURNIP'S CORNERS, Aug. 24, 1888.

3. A. Stowe, Grand Rapids: DEAR SIR-We find by THE TRADES MAN that you desire to ascertain who would patronize and support an independent oil company at Grand Rapids. We hereby give you our assurance that such a company vould receive our entire patronage, as long as their prices would be as lo competitors. We are opposed to all concerns that enter into any combine or trust for the purpose of controlling or advancing

prices, first, last and always.

VISITING BUYERS. The following retail dealers have visited the market during the past week and placed

orders with the various houses:
Martin Gezon, Jamestown W H Wheeler, Cedar Spgs
G M Hartwell, Cannonsbrg Jas Raymond, Berlin
C K Hoyt & Co. Wm Hewit, Campbell Jartin Gezon, Jamestown W. H. S. Warden, S. W. Hartwell, Cannonsbrg Jas Raymond, Berlin W. M. Hewit, Campbell P. DeKraker, Holland John Gunstra, Lamont Jno Kamps, Zutphen A. M. Church, Englishville G. F. Cook, Grove P. VandenBosch. Zeeland

a m. cuaren, Englishville
Hamilton & Morton,
Sand Lake
John Damstra, Gitchell
H VanNoord, Jamestown
A C Barkley, Crosby
J C Baker, LaBarge
W Lovely, Howard
City 1
On A Pelton, Morley
H Deming, Dutton on A Felton, Morey

E H Deming, Dutton

E Gooding& Son, Lisbon

T McLellan, Denison

ohn Kinney, Kinney

H Ballard, Sparta

V McWilliams, Conklin

A Bush, Lowell

e Kruif, Boone & Co, Zeeland

J L Thomas, Cannonsbur Henry Burt, Whitneyvill A D Martin, Bitely Geo A Sage, Rockford Gus Begman, Bauer A C Perigard, Muskegon Nelson Pike, Morley E E Hewitt. Rockford W D Reynolds,

J Martin, Sullivan
Gilbert & Co, Moline
Ilas Miller, Denver
C Benbow, Cannonsburg
V H Struik, Forest Grove F C Stone, Cedar Springs
Irs J Debri, Byron Center J Homrich, Dorr
M Wolf, Hudsonville
Cooper, Jamestown
John Bowers, Reeds
orman Harris, Big Springs John Giles & Co, Lowell

FOR SALE, WANTED, ETC.

FOR SALE. HARDWARE STORE FOR SALE-STOCK OF SHELF HARDWARE STORE FOR SALE—STOCK OF SHELF hardware, stoves, tinware, tinners' tools, glass, oils, paints, sash and doors, pumps, etc., at Elkhart, Indiana; 12,000 inhabitants; live, growing town, increasing business: stock particularly clean and well assorted; stock 35,000 to 86,000, reduced to suit purchasers; no trade. Address proprietors, Fhompson & Co., Elkhart, Ind.

Co., Elkhart, Ind.

776

ROBERT SALE—ONE 9x24 ROWNDS' SECTIONAL ROLLer mill, with elevators and scalpers complete; one
Webster bran duster; one OO Geo. T. Smith purifier.
The above machines are all in good condition. Enquire
of owner, D. C. Briggs, North Branch, Mich.

777 FOR SALE-BAZAAR BUSINESS, WELL ESTAB-lished in one of the liveliest and best business towns in the State. Proprietor's health failing. In-voice about \$1,400. Now is the time to buy for fall and holiday trade. Address A B C office of this paper. 272 FOR SALE—CLEAN GENERAL STOCK Of And store building in a growing railway town sit-uated in excellent farming region. Stock will inven-tory about \$5.000. Reason for selling, too much other business. Will exchange for Grand Rapids property. Address No. 262, care Michigan Tradesman. 262 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 dress A. S. Musselman & Co., Grand Rapids. 260

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

POR SALE—DRUG FIXTURES AND SMALL STOCK of drugs. Address Doctor, Box 242, Rockford. 258

POR 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.

ville, Mich.

FOR SALE—THE DRESS OF TYPE NOW USED ON "The Tradesman"—600 pounds of brevier and 200 pounds of nonparell. A good bargain will be given purchaser. WANTED-BY A YOUNG MAN UNDERSTANDING the meat business, to buy an interest in a meat market in a good town. Address Cleaver, care Michigan Tradesman. 2810 WANTED—SALESMEN TO SELL OUR CHOICE VA-rieties of nursery stock, either on salary or com-mission. Permanent employment to successful men. Address, with references, May Brothers, Nurserymen, Rochester, N. Y.

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.

Rochester, N. Y.

WANTED—A LIVE, ENERGETIC MAN WHO IS SO ber and honest, to consolidate stocks with me, in a No. I location, where a trade of \$20,000 a year can be done. Don't write unless you are all right and mean business. Address Lock Box 129, Collins, Mich. 275

WANTED—PART INTEREST IN DRUG OR GENERAL store by practical registered pharmacist. Ad V store by practical registered pha ress Robert, care Michigan Tradesman WANTED—TO EXCHANGE 80 ACRES OF TIMBER land (pine and black ash), desirable village property and three horses, for clean stock of groceries in some lively town of not less than 1,000 inhabitants. Address, Exchange, care Michigan Tradesman. 270

Address, Exchange, care Michigan Tradesman. 270

WANTED—EVERY STORE-KEEPER WHO READS
this paper to give the Stiliff 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. Albany, N. Y.

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MIDDLETON—WANTS WOOD MANUFACTORIES
in every branch, stave and heading mill preferred. The finest kinds of timber in abundance for
nanufacturing stack work. Address Town Company, Middleton Mich. 269 OUR LEGAL STATUS.

Relation of the Law to the B. M. A. Collection System. GRAND RAPIDS, Aug. 4, 1888.

Mr. E. A. Stowe, Sec'y: DEAR SIR-In answer to inquiries ma DEAR SIR—In answer to inquiries made by you in regard to the liability attached to the publication, by your Association, of the names of delinquent debtors on your delin-quent lists or "Notification Sheets," for dis-tribution among your members, I have to say that it is, no doubt, lawful for merchants, or others whose business demands it, to form associations for the purpose of communicat-ing to each other any information which associations for the purpose of communicating to each other any information which may come to the knowledge of any one of them, regarding the financial standing and reputation of any person likely to have dealings with them, and thus, by giving timely caution, protect each other from persons who do not meet their obligations and the class called "professional dead-beats" or fraudulent debtors. So long as the com-munication is confined to the members of the association, and is treated by them as confidential, and is made in good faith, without malice, and for the sole purpose of mu-tual protection, no action for libel can be maintained by the person about whom it is

Tussell vs. Scarlett, 18 Fed. Rep. 214 It would be what is termed "conditionally privileged," or "authorized," i. e., a "communication," as stated in one case, "made in good faith in answer to one having an interest in the information sought; and it will be privileged, if volunteered, when the party to whom the communication is made has an in terest in it and the party by whom it is made stands in such a relation to him as to make it a reasonable duty, or at least proper that

he should give the information. Sunderlin vs. Bradstreet, 46 N. Y. 188. Eber & Stickler vs. Dun & Co., 4 McCrary C. Ct. 160. Locke vs. Bradstreet, 22 Fed. Rep. 771.

or, in other words, it is one fairly made by a person in the discharge of some public or private duty, whether legal or moral, or in the conduct of his own affairs in matters where his interest is concerned; "it must be made in good faith and believed by the party making it to be true."

Gasset vs. Gilbert et al, 6 Gray 94. As stated by a learned judge in a rece case, "the occasion that makes a commun est in a matter, or a duty in regard to it, or there is a propriety in utterance and he makes a statement, in good faith, to another who has a like interest or duty, and to whom a like propriety attaches to hear the utter

Hamilton vs. Eno. 81 N. Y. 116. The duty need not be a legal one but may be of a "moral or social character of imperfect obligation.'

Bacon vs. M. C. R. R. Co. 33 N. W. Rep. 181. "A privileged communication means nothing more than that the occasion of making it rebuts the *prima facie* inference of malice arising from the publication of matter prejudicial to the character of the plaintiff and throws upon him the onus of proving malice in fact."

Wright vs. Woodgate, 2 Crompton M. & R 573. White vs. Nicholls, 15 U. S. 439.

But such a communication must be shown by the plaintiff to be both false and malious before he can recover.

Bacon vs. M. C. R. R. Co. 33 N. W. Rep. 181 In a suit against your Association, the plaintiff would never be able to prove malice, if the communication is always made in good faith, for the sole purpose of warning other members, to whom the party giving the information is bound, by your articles of association, constitution or by-laws, to give warning of persons unworthy of credit.

It has been held that even if the party who originally furnished the information was actuated by malice, such malice could not be imputed to one standing in the position of your Association, if the officers were ignorant of it, and did not in any way par-ticipate in it, but acted themselves in good

Bradley vs. Cramer, 28 N. W. Rep, 372.

If your officers ever discover any malice toward the debtor on the part of the member furnishing the information, they should towards the person, or it may consist in do-ing a "wrongful act intentionally without just cause or excuse."

Bacon vs. M. C. R. R. Co. 33 N. W. Rep. 181, If either of these forms of malice should enter into the publication and the matter published should prove to be untrue, an acin it roared. The child's mother rose up in tion for libel could be maintained against her seat with a jerk. When she learned the Association.

The publication of your delinquent list can only be justified on the ground of an sympathy by laying him across her knee obligation resting upon the members to furnish information to each other for their mutual protection in business. Your constitu-tion and by-laws should make it obligatory upon every member to furnish to the prope officer of the Association any useful information regarding the financial standing or rep utation of persons dealing with them, an to report cases of the abuse of credit, when-ever they occur, and it should be made the duty of such officer to disseminate such in formation confidentially among all the mem bers, so that there will be a reciprocity be tween them for their mutual interest and ad

You ought always to make sure, so far a you reasonably can, that the information communicated through your Association regarding any person charged with being de linquent is true. You will then be on the safe side. If the debtor honestly disputes the claim of his creditor, he ought not to be published as a delinquent. A publication in such case might be held malicious, and if it itely turned out that the debtor had good defense, the Association might be lia-ble for the publication.

Respectfully, REUBEN HATCH.

How Grocers Are Imposed Upon.

Referring to the system of beggary pract ticed by churches, asylums, orders, associations and other bodies, an interior grocewas relating in a wholesale grocery, the other day, that after he had donated a bar other day, that after he had donated a parrel of crackers to a church fair, fifty pounds of sugar to a Sunday school picnic, half a chest of tea to an old woman's home, 100 pounds of butter to a hospital and \$10 in takes them eight times as long to tell a thing. asked him to give a lift to a helping hand

"Oh, certainly," he pleasantly replied,
"shall I give you the entire contents of the

manufacturing slack work. Address Town Company, Middleton Mich.

North Muskegon-Wants a Live Local newspaper. Address Sec'y B. M. A.

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

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

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

Store?"

'No, sir," she replied with a good deal of dignity; "you can reserve the barrels of molasses and the boxes of clothes pins. If you want to give us the balance of the stock, and will kindly make out an inventory, and pay half the cartage, you can rest imparts the peculiar taste and smell of the real article.

Association Notes.

The special edition of THE TRADESMAN ontaining a verbatim report of the proceedings of the Cheboygan convention will be issued on the 30th, when copies will be promptly forwarded to all who apply for in a dry goods store. same. Secretaries of local organizations can have copies sent to all their member by sending in a full membership list.

Lansing Republican: The Lansing delegates to the Michigan Business Men's Convention will cherish fond recollections of the entertainment accorded the Association by the citizens of Chebovgan. They were received with open arms, given the best that the city could produce and during the entire session were recipients of many little attentions for which the delegates will always remain grateful.

Eaton Rapids Herald: The Business Men's Association held a meeting Monday afternoon, and will hold another Friday evening, Sept. 7, at which time every member should be present. Secretary Coller handed in his resignation, Wm. Emmert being elected in his place. The Association is constantly increasing in numbers, and will soon begin aggressive work in making improvements in roads, insurance,

Cheboygan Tribune: A special meeting of the Chebovgan Business Men's Association was held last Thursday evening to consider what was best to be done in order to secure the building of a railroad from Cheboygan to Levering, on the Grand Rapids & Indiana Railroad. After an interchange of opinion, it was voted to appoint a committee of three to prepare a memorial to be signed by the business men of Cheboygan, the same to be presented to the Grand Rapids Board of Trade. President Frost appointed Dr. A. M. Gerow, James F. Moloney and Wm. McArthur. Upon motion, it was voted that the committee visit Grand Rapids, present the memorial and wait upon the officials of the G. R. & I. Railroad for the purpose of ascertaining what encouragement the move would receive from that company.

She Let Him Have It.

Among the passengers on a north-bound G. R. & I. train, a short time ago, was a much overdressed woman, accompanied by a bright-looking Irish nurse girl, who had the charge of a self-willed, tyrannical two-year-old boy, of whom the overdressed woman was plainly the mother. The mother occupied a seat by herself; the nurse and child were in the seat in front. The child gave such frequent exhibitions of his temper, and kept the car filled with such vicious yells and shrieks that there was a general feeling of indignation. Although he, time aud again, spat in his nurse's face, scratched her hand, and tore at her bonnet, she bore it patiently. The indignation of the passengers was greater pecause the child's mother made no effort o correct him, but on the contrary sharply chided the nurse whenever she manifested any firmness. What ever the boy yelled for, the mother's cry was uniformly, "Let

him have it, Mary."

The child had just slapped the nurse in the face for the hundredth time, and was preparing for a fresh attack, when a wasp from somewhere in the car flew against the window of the nurse's seat. The boy at once made a dive for the wasp as it struggled upward on the glass. The nurse quickly caught his hand and said: "Harry mustn't touch! Bug will bite Harry."

Harry gave a savage yell, and began to kick and slap the nurse. The mother awoke from a nap. She heard her son scream, and, without lifting her head or opening her eyes, called out sharply to the nurse, "Why will you tease that child, Mary? Let him have it!"

ber furnishing the information, they should decline to publish his name as a delinquent.

Mary let go of Harry. The boy clutched at the wasp and caught it. The yell that followed caused joy to the entire car; for the publishing the information, they should decline to publish his name as a delinquent. every eye was on the boy. The mother awoke again.

"Mary," she cried, "let him have it." Mary turned calmly in her seat and said

'Shure, he's got it, mum!" what the matter was, she pulled her boy over the back of her seat, and awoke some and warming him nicely. In ten minutes he was quiet and as meek as a little lamb, and never opened his head until the train reached Petoskey.

Brought Face to Face.

If the world were willing to accept most nen at their own valuation, it would have to go into involuntary bankruptcy in a fort-If the moon were for sale at a bargain

counter half the women in the world would want to buy it, and the one who did would on earth she'd do with it. Most self-made men go through the world as if immediately behind a brass

The only time a woman ever longs to

keep her mouth shut is when she is at the dentist's. The reason some men can't make both

ends meet is because they are too busily engaged in making one end drink. Women carry pet dogs around who w Many a man who is the architect of his

own fortune has nothing to brag of in the structure. "Women's work is never done." Well,

why? Because they stand out in front and talk to each other so long, that's why. He is a bold man who dares always to say what he thinks. Besides being bold, he is generally an awful bore.

Men cling to their wives through habit, as one likes the cosy arm chair he is always certain to find in one place on coming home.
"Silence is the severest criticism," but

most wives don't seem to know it.

FEMININE BREVITY.

A Specimen Exhibited in a Large Dry Goods Store.

"May I leave this letter here?" asked a woman, rushing up to the cashier's desk

"Certainly."
"My husband will call for it. You'll be

sure to give it to him?" "Yes, madame."

"The letter is very important, indeed.
It's about our lost dog Flossy. If I found her I was to leave word here so that he needn't advertise." The cashier wearily stamped a ticket and Gar anded the change to a cash-boy.
"My husband is a tall, blonde man, with

a sandy moustache," pursued the woman, while the cash-boys yelled and struggled around her. "He is sort of stout and middle-aged. You'll be sure not to give it to the wrong person?"

The cashier sighed heavily and nodded

"The reason I'm so particular about the letter is because I'm going away to the country for a few days and I've added a postscript to tell where I hid the silver,"

the woman continued, breathlessly. hope I haven't troubled you." The cashier prevaricated with consum

mate art. decided to go by the Michigan Central, because the depot is so convenient. Well, I must hurry or I'll miss the train. You Spot don't know which is the right car for my

train, do you?"

The cashier pleaded his ignorance concerning street car routes and devoutly prayed that his tormentor would spend the remainder of her life in pastoral scenes. The woman hastened away, laboring under the delusion that she had impressed one man with a sense of the feminine ability to be brief and concise in business interviews.

Wasn't the Business for Him.

en for THE TRADESMAN. I heard a good story the other day about a prosperous storekeeper in a small Michigan town, the name of which has escaped me, who once practised law but who has long since abandoned it. Being met by an old acquaintance, he was selved for all the old acquaintance, he was asked for all the particulars of his giving up the profession.

"Didn't it agree with your health?" "Oh, yes," answered "Uncle Joe," as he was familiarly called by his friends.

"Didn't it pay?" "First-rate."

"Meet with sufficient favor from the courts?" "All I could ask." "Then what was it compelled you to quit

"Well I'll tell you-I was to honest."

A loud laugh from the bystanders aroused "Uncle Joe" into earnestness, and he repeated the strange statement, and nailed it to his shop-counter with his huge fist. But big gross questioner went are

his cross-questioner went on: "When did you find this out?"

"In my very last case." "What was that?"

"One in which I was retained to prose cute a neighbor for killing a dog."

Com. 4 piece, 6 in.....

New American.....

Nicholson's... Heller's Heller's Horse Rasps...

Gate, Clark's, 1, 2, 3......dis

Barn Door KidderMfg. Co., Wood track 50&10 Champion, anti-friction.....dis 60&10

Hemacite dis

Hemacite LOCKS—DOOR.

Russell & Irwin Mfg. Co.'s new list. dis
Mallory, Wheeler & Co.'s. dis
Branford's dis
Norwalk's dis

MAULS. Sperry & Co.'s, Post, handled...

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

MATTOCKS.

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
Stebbin's Genuine dis
Enterprise, self-measuring dis
NAILS—IRON.
Common, Brad and Fencing.

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| Clinch nails, adv. | Clinch nails, adv. | Size-inches | 3 2½ 2 1½ |
| Adv. \$\frac{1}{2}\text{ keg} \cdot \$\frac{1}{2}\text{ 150} \cdot 2 75 200 |
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Zinc or tin, Chase's Patent... Zinc, with brass bottom..... Brass or Copper.....

Ohio Tool Co.'s, fancy.....

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RIVETS.

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....\$16 00 dis 60\$15 00 dis 60 ...\$18 50 dis 20 & 10

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HOES.

HOLLOW WARE.

Champion, anti-friction.....dis Kidder.wood track....dis

Japanned Tin Ware. Granite Iron Ware...

"And he was acquitted? So you lost the case, and gave up your profession discour aged?"

"No. he was convicted."

"Then he was guilty?" "No, he was innocent."

"But didn't the evidence prove his guilt?"

Nos. 16 to 20, 22 and 24, 25 and 26, 27 List 12 13 14 15 Discount, 60. "Certainly it did." "Then why do you say he was innocent? "Because I had killed the dog myself a

GAUGES.
Stanley Rule and Level Co.'s.

HAMMERS.
Maydole & Co.'s.

Kin's few nights before for trepassing on my poultry, and I came to the conclusion that any business that would aid a man to convict a neighbor of his own crimes wasn't the business for me, so I gave it up."

ROBINSON The Habits of a Man of Businesss.

His conduct should be regulated by a saered regard for the principles of justice.

He is strict in keeping his engagements.

He does nothing hastily or carelessly. He does not unwisely reveal his designs

or his business. He leaves nothing to memory which would be more safely committed to writing.

He preserves all important letters received, Gray enameled. 50
HOUSE FURNISHING GOODS.
Stamped Tin Ware. new list 70&10
Japanned Tin Ware. 25 filing them with precision and care.

He keeps copies also of the essential por tions of his own correspondence.

He keeps a memorandum-book in his pocket for current matters.

He keeps everything in its proper place. He will not become a security without prudent consideration of the circumstances He is prompt and decisive with his cuscomers, and does not overtrade his capital. He prefers short credits to long ones, and eash to credit at all times, either in buying

or selling. He never suffers his desk to be confused by many papers lying upon it.

He is always at the head of his business, well knowing that if he leaves it, it will

leave him. He is constantly examining his books and sees through the whole affairs as far as care and attention will enable him.

Origin of the Term "Dongola". From the Shoe and Leather Gazette.

Some of our contemporaries have been giving reasons for the origin of the word "Dongola" as applied to the popular leather thus named, but none of them are right. The Gazette is enabled to give the origin of gloves were concerned. Not wishing to lese the lot, he went to Haverhill, Mass., and found that it could be utilized for shoes. 'What name shall we call it?" enquired the shoe manufacturer. "It was tanned with Dongola oil," was the reply, "and I think that's as good a name as any." So Dongola it was called. And thus to a mistake in tanning the shoe trade is indebted for one of the most popular lines of stock ever thrown on the market.

A Taking Sign. A hardware dealer filled his window with stove-pipe to which was attached this sign:

You do not have Fits when you put our Stove-Pipe together, as it's the Pipe that has the "Fits."

,	Bardware.	"A" Wood's patent planished, Nos. 24 to 27 10 2 "B" Wood's pat. planished, Nos. 25 to 27 9 2 Broken packs 46 28 th extra
ì	These prices are for cash buyers, who pay promptly and buy in full packages. AUGERS AND BITS	Broken packs 1/40 Dextra. ROPES. Sisal, 1/4 in. and larger 10 Manilla. 12
	Ives', old styledis 60 N. H. C. Codis 60	Manilla. 12 Steel and Iron dis 70&1 Try and Bevels dis
•	Pierces'dis 60	Mitre dis 2 SHEET IRON. Com. Smooth. Com. Nos. 10 to 14
	Jennings', genuine	Nos. 15 to 17. 4 20 3 (Nos. 18 to 21. 4 20 3 1 Nos. 22 to 24 4 20 3 1
1	Snell's dis 60	Nos. 10 to 14. \$4 20 \$3 (Nos. 15 to 17. 4 20 3 (Nos. 18 to 21. 4 20 3 (Nos. 22 to 24 4 20 3 (Nos. 25 to 26 4 40 3 2 All sheets No, 18 and lighter, over 2 inches
	BELLS. dis \$ 60&10&10 Cow	wide not less than 2-10 extra. SHEET ZING. In casks of 600 bs, % b
	Call JiF 30&15 Gong uis 25 Door, Sargent dis 60&10	No.1, Refined
No. No.	Carriage new list. dis 70&10 Plow dis 50	TACKS. American, all kinds. dis 6 Steel, all kinds. dis 6
	Sleigh Shoedis 70 Wrought Barrel Boltsdis 60 Cast Barrel Boltsdis 40	Swedes, all kinds dis Gimp and Lace dis Cigar Box Nails dis Finishing Nails dis
	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	Hungarian Nails and Miners' Tacks dis
	Wrought Sunk Flushdis 60 Wrought Bronze and Plated Knob	Leathered Carpet Tacks
	Barber dis \$ 40	IC, 10x14, Charcoal 60006 2 IX, 10x14, Charcoal 78 IC, 12x12, Charcoal 68 IX, 12x12, Charcoal 83
	Backus dis 50&10 Spofford dis 50 Am. Ball dis net	
	Well, plain	11 3 1 1 1 1 1 1 1 1
	BUTTS, CAST. Cast Loose Pin, figured	IC, 14x20, Charcoal 6 8 IX, 14x20, Charcoal 7 8 IXX, 14x20, Charcoal 9 3 IXXX, 14x20, Charcoal 11 3 IXXXX, 14x20, Charcoal 13 1 IX, 20x28, Charcoal 16 1 DC, 100 Plate Charcoal 9 1 DX, 100 Plate Charcoal 9 1 DXX, 100 Plate Charcoal 11 1 DXXX, 100 Plate Charcoal 11 1 DXXX, 100 Plate Charcoal 11 1 Redipped Charcoal Tin Plate add 150 to
	Wrought Loose Pin dis 60&10 Wrought Loose Pin dis 60&10	7 35 rates.
	Wrought Loose Pin, Japanned dis 60% 5 Wrought Loose Pin, Japanned, silver tipped dis 60% 5 Wrought Table dis 60% 5	Roofing, 14x20, IC 54 Roofing, 14x20, IX 70 Roofing, 20x28, IC 12 0 Roofing, 20x28, IX 15 0
	Wrought Inside Blinddis 60&10 Wrought Brassdis 75 Blind, Clark'sdis 70&10	IC, 14x20, choice Charcoal Terne. 6 0 IX, 14x20, choice Charcoal Terne. 7 5 IC, 20x28, choice Charcoal Terne. 12 0 IX, 20x28, choice Charcoal Terne. 15 0
	CAPS.	TRAPS. Steel, Game
	Ely's 1-10. per m \$ 65 Hick's C. F 60 G. D. 35 Musket. 60	Oneida Community, Hawley & Norton's 60&1 Hotchkiss'
	CATRIDGES. Rim Fire, U. M. C. & Winchester new list50 Rim Fire, United States	Mouse, delusion\$1 50 % do WIRE. Bright Market
,	Socket Firmer	Annealed Market dis 70&1 Coppered Market dis 623 Extra Bailing dis 627 Tipped Market dis 627
	Socket Framing dis 70&10	Mouse, delusion
	Barton's Socket Firmers dis 20 Cold net COMBS. Curry, Lawrence's dis 40&10	Rarbed Fence galvanized 4.0
-	Hotchkiss	Copper new list ne Brass new list ne
	Bibb's 60 Beer 40&10 Fenns' 60	Bright
	Planished, 14 oz cut to size	WRENCHES. Baxter's Adjustable, nickeled
,	DRILLS 30	Coe's Ptent A gricultural, wrought, dis Coe's Ptent, malleabledis 75&1 MISCELLANEOUS.
	Morse's Bit Stock. dis 40 Taper and Straight Shank. dis 40 Morse's Taper Shank. dis 40 ELBOWS.	Bird Cages 5 Pumps, Cistern dis 7 Screws, new list 70& Casters, Bed and Plate dis50&10&1

40 Screws, new list...... Casters, Bed and Plate. Dampers, American

Forks, hoes, rakes an all steel goods...d

Conner Bottomsdis 16 &10 HARDWOOD LUMBER. The furniture factories here pay as follow or dry stock, measured merchantable, mi. Basswood, log-run. Birch, log-run. Birch, Nos. 1 and 2. Birch, Nos. 1 and 2.
Black Ash, log-run.
Cherry, log-run.
Cherry, Nos. 1 and 2.
Cherry, cuil.
Maple, log-run.
Maple, soft, log-run.
Maple, Nos. 1 and 2.
Maple, elear, flooring.
Maple, white, selected.
RedOak, log-run.
 Maydole & Co. B.
 dis
 25

 Kip's
 dis
 40&10

 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
 HINGES
 Red Oak, Nos. 1 and 2...... Red Oak, ¼ sawed, 8 in and u Red Oak, "" regular.. Red Oak, No. 1, step plank...

The Real Secret of the unparalleled success of THE CHICAGO DAILY NEWS may be found in two distinguishing characteristics, which more than anything else have contributed to its remarkable growth.

FIRST:—It is a Daily Paper for Busy People.

The people of the busy West appreciate keenly the necessity of an intelligent knowledge of the world's daily doings, but they are too busy to waste valuable time in searching through a cumbrous "blanket sheet" name through a cumbrous " blanket-sheet" news paper for the real news of art, literature science, religion, politics, and the thousand-and-one things which make up modern civlization. They want news-all the newsbut they don't want it concealed in an over powering mass of the trivial and inconsequential. It is because THE CHICAGO DAILY News is "all wheat and no chaff," that its circulation is over "a million a week." SECOND: - It is an Independent, Truth-telling Newspaper. The people demand a fair, impartial, independent newspaper, which gives all the news, and gives it free from the taint

of partisan bias. With no mere political ambition to gratify, no "ax to grind," the im partial, independent newspaper may truly be "guide, philosopher and friend" to honest men of every shade of political faith; and this is why THE CHICAGO DAILY NEWS has to day a circulation of over "a million a week." THE CHICAGO DAILY NEWS now adds to these two comprehensive elements of popularity, a third, in its unparalleled reduction of price to ONE CENT A DAY.

It is always large enough,—never too large.
THE CHICAGO DAILY NEWS is for sale by all newsdealers at One Cent per copy, or will be mailed, postage paid, for \$3.00 per year, or 25 cents per month. The farmer and mechanic can now afford, as well as the merchant and professional man, to have his

Address VICTOR F. LAWSON,

Not One in a Hundred

Weekly "Pointers."

knows there is such a thing as a Peach Parer, but there is a little machine that made its appearance several years ago, which is a complete success as a peach and apple parer. In all probability, a peach is the hardest thing in the line of fruit to pare without waste, but this machine, by the peculiar motion of its knife, makes a nice, clean, thin pare and saves a great deal of labor. Talking about paring nachines, there is that little "O. K." paring knife that is one of the most convenient things about the kitchen. By changing the blade a trifle, it will cut any desired thickness, and you can slice more potatoes "Saratogas" in en minutes than with any other knife in one hour, and have every slice the same thickness or varied at pleasure. Being made of refined steel, will last longer than any other, and can asily be re-sharpened with a carving steel. Handles of hard wood, enameled. Not affected by hot water. Made right and left handed.

oster, Stevens & Co. 10 and 12 Monroe St.,

33, 35, 37, 39 and 41 Louis Street.

Weekly "Pointers.

IT IS LAUGHABLE o see how surprised most people are when Troy Polishing Iron.

The majority of the people have been accus tomed to the nickel-plated polish eems odd to see such a contrast. The TROY polisher has a perforated or rough surface, and will make a gloss on shirts, collars or cuffs in ONE-THIRD the time the old-fashioned smooth iron will. It is used alogether in the laundres and public institutions, and should be in every home where

good ironing is appreciated. Then there is that Taylor's Patent Flour Can. It is quite a novelty: it holds fifty pounds of flour and has a sifter on the bottom or mouth of it, so that you can sift out just as much flour as you like without any waste. It hangs on the wall and takes up no room that could be used for any other purpose.

10 and 12 Monroe St...

33, 35, 37, 39 and 41 Louis Street.

FOSTER SENS Weekly "Pointers.

QUESTIONS without ANSWERS

WHY IS IT-That a universal table beverage like tea or coffee, which may be prepared and served by all as pure and clear as a delicate wine, is so frequently set before us a bit ter, strong, mixed or uncertain and unpalatable decoction?

WHY IS IT-That the "penny wise and pound foolish" policy prevails to such an extent in the domestic economy as to lead so many to purchase tea and coffee pots made of very light and often positively poisonous coke plate with a dangerous alloy of lead, with a mere film of tin coating, which will hardly last

WHY IS IT-That some people, reasonable in other matters, and buying a good article of tea or coffee, expect a delicate and wholesome beverage prepared in these vessels, which are

utterly unfit for civilized beings to use? WHY IS IT-That many people, extremely nice and particular about the most cleanly service in the dining-room, pay so little heed to the impure, poisonous and absolutely un-clean tea-pot or coffee boiler in the kitchen, from which our palates are separated only by the thin mask of a silver urn and a china cup? WHY IS IT-That some people will buy this tinware of "Cheap John" peddlers because it is cheap, when it is the most dangerous and costly thing that could be used about the

We are up to the times in the tinware line and have placed a brand on the market known as the "F. & S. CO." Tinware, made of I. X. X. X. tin plate (our own make), and we guarantee every piece to be first class, and it comes but ittle above the price of this cheap ware.

Foster, Stevens & Co.,

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

The Michigan Tradesman

'Fraid she'll drop If I pop.

Moist of eye, Alas! good-bye Once again On the train.

Dear old place, Ha! new face.

Our National Banks. The dividend record of the Nationa inks of this country during the last ghteen years affords a striking illustration 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 1571 their capital aggregating \$416. number of national banks in the country was 1,571, their capital aggregating \$416,-336,991 and their surplus \$86,118,210. 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 4.27 per cent., with net earnings amounting to 5.77 per cent. Up to September 1st last, the number of banks had increased to 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 as 4.50 per cent., to capital and surplus, and the dividends actually paid amounted to only 3.01 per cent., or \$22,003,820. This was, with one exception, the smallest ratio to capital and 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 earning 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 \$24,822,009. total of \$33,122,000, from which there were paid dividends amounting to \$24,822,009. The lowest point reached in the net earnings was in 1878, 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 \$29,170.816 in the corresponding period

Seasonable Goods.

to depositors was more than doubled. The bonds held as security for circulation were reduced during the same time from \$336,-

to \$29,170,816 in the corresponding period in 1881. Here again a retrograde movement began and for the half year ended

ment 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 \$292,000,000, to less than \$168,000,000, the number of banks having meanwhile increased 969, while the liability to depositors was more than doubled. The

Flom 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 gooes, etc., which form what are known as seasonable 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 unstrucers. The sultry heat of July and customers. The sultry heat of July and August causes the more solid viands to pall august causes the more soft vianus to pan 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 wholeat 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 goeds, such as oatmeal,
crushed wheat and oats, are in request in
the hot weather, many persons being unable 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 necessaries 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

KAMPANE

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

\$10.50 per doz.

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,

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

LEMON, HOOPS & PETERS,

Wholesale Grocers

TEA

IMPORTERS.

GRAND RAPIDS,

MICH.

I. M. GLARK & SON,

MICHIGAN

SWIFT'S Choice Chicago Dressed Beef

MUTTON

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

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

Swift and Company,

- CHICAGO, ILL Union Stock Yards,

PUTNAM & BROOKS,

ANDY

And Heavy Jobbers In

Oranges, Lemons, BANANAS, NUTS,

Dates, Figs, Citrons, Prunells, Etc.

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

PRICES QUOTED AND CORRESPONDENCE SOLICITED

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 injurng 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.

POTATOES, APPLES, DRIED VALLEY CITY COLD STORAGE, 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 Rapide.

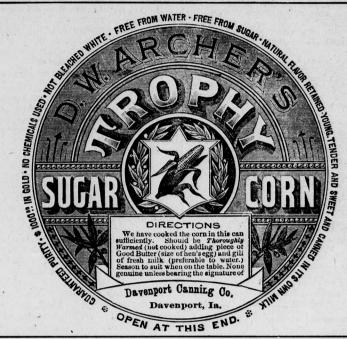
EDWIN FALLAS.

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

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

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Lorillard's New "Smoking or Chewing"

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

20 CENTS per

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., Crand Rapids, Mich., TELEPHONE



At Lowest Summer Prices

A. HIMES

ffice under National City Bank. New Yards, Shawmut Ave., Winter and W. Division Sts.

TELEPHONE CALL 490-2.

E. P. CLARK & SON,

COMMISSION MERCHANTS,

AND DEALERS IN Seeds, Produce, Vegetables, Fruit, Butter, Eggs, Cheese, Etc., Etc.,

Michigan.

The Michigan Tradesman

WEDNESDAY, AUGUST 29, 1888.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT. for THE TRADESMAN.

The extremists of any community are the worst enemies to its progression and prosperity. Conservatism may be carried to an able extent in public as well as private affairs, but conservatism is the balance wheel of all sensibly managed public and private affairs. Extravagance and unreasonable and unreflecting outlay may, in rare cases, prove profitable and fortunate in the end, as applied to community interests, just as in personal ventures ignorant and blind speculators and inexperienced gamblers occasionally "get to the front" in spite of themselves; but, as a rule, it is as unreasonable and unbusinesslike to engage the reckless and unreflecting to conduct your public affairs as it is to entrust your private financial matters to the ignorant speculator or inexperienced gambler.

In trusting your business to the other extremists—the ultra economists—you are safe, but unprogressive, and it almost seems as if the average American had rather retrograde than remain in statu quo. When the question of outlay is not involved, your affairs are usually attended to cheerfully assume his pro rata of its reasconscientiously, but the question of outlay is often a very important one, and a nig-gardly expenditure is at times almost as differ with other units upon the most sensi-ble system for the treasury to draw upon much to be condemned as a reckless and him, but its legitimate drafts are always extravagant one. As an illustration of this, it is a matter of court record that a comes evident to him that the sums decertain Michigan village has a judgment against it for \$3,500, which could have been saved to the taxpayers by the purchase of twenty feet of lumber. The authorities neglected the necessary repairs, because it a rapidly growing, but as yet chaotic, body would have required the services of a teamster a few hours in bringing the plank from the mill. And, as an evidence of the folly of em-

. ploying the other class of extremists—the ultra reckless ones—to transact public business, another Michigan village can be named that is practically bankrupt in consequence of its efforts to assume metropol-

Had conservative individuals been "at the helm" in either of these cases, the taxpayers would to-day have materially less cause for despondency.

The Hon. Mr. Blankblank, in an "interview," the other day, remarked:

the era has arrived when demands for old- norantly blind to the important fact that, time economy in public expenditures is peurile and unstatesmanlike. Instead of and outside of the circle of the capitalists decreasing taxation, rather let us increase and monopolists, there is a feeling of busit Let us decreate the lend with manufactured on the deling of business decreasing taxation, rather let us increase
and monopolists, there is a feeling of busyour dealer for them Manufactured above. As
your dealer for them. Manufactured above. As
JOHN E. KENNING & CO., Grand Rapids it. Let us decorate the land with magnificent monuments to the nation's progress. The people can afford it, and are willing to the farmers, country mechanics and coun-

As an extremist the Hon. Mr. Blankblank, according to current reports, is a can be made for its removal is debatable, double-ender. He is one of the American but it would be superlative folly to place examples of an individual's rising to the any reliance on the Blankblanks for a rank of the millionaire on an official income restoration to a condition that denotes presof a few thousand dollars yearly; yet he is ent and future prosperity. The extremists reported to be excessively mean, miserly will never seek to provide a remedy, and it and extortionate in his private and business is only to the conservatives that we can transactions. It is related of him that a look for relief. recent attack of sickness was caused by some unknown party's passing a counterfeit quarter on him, and the neighbors Roller Mills. Every sack warranted. Voigt around his country house allege that he is in the habit of amusing himself, during his visits home, with sprinkling flour on the backs of his bees, so that he can recognize them, and then taking a stick and killing all other bees that trespass on his clover fields. This is, perhaps, an exaggeration, but it shows that the honorable gentleman is generally regarded as an extreme extremist where his personal affairs are concerned.

Isn't it more than passing strange that all of us have seen more or less cases similar notoriously penurious individuals, who, when entrusted with public interests, were as liberal with other people's money as they are close-fisted with their own? are close-fisted with their own?

But gentlemen of the Blankblank stripe are usually well sheltered from the showers of taxation which they delight in bringing down. If any device or invention for shirking their share of the public burdens exists without their knowledge, they are not to blame for it.

In this connection, it is singular what an almost universal opinion appears to exist that any means taken to circumvent the assessor is legitimate and justifiable. The man who boasts of his wealth eleven months in the year lies himself into a semi-pauper on the twelfth. The party in whose word you have the most implicit confidence discounts Ananias when the supervisor puts in an appearance; and to note how stocks diminish, land becomes valueless and securities disappear at the advent of the assessment blanks is to note a wide-spread and rapidly increasing defect in the American

"In our State," said a gentleman from the East, recently, "property owners are required to make oath regarding their posions, and all indebtedness may be deducted from the total. Our town is principally owned by old Deacon B-, who has a brother in the next state who is just about as wealthy. Deacon B--'s assessment is taken in March and 'Squire B---'s in April. So just before the 1st of March the Deacon mortgages his property to the 'Squire for about it's face value, and complacently testifies to the fact; and about a onth later the 'Squire returns the papers and mortgages his possessions to the Deacon. The Deacon is worth a million. and the rest of the people in the town are not worth half that, combined, yet the devout 'pillar' don't pay one-tenth of the

I notice that a great many Michigan captalists have wealthy relations in other states, for whom they are chronically loaning

Yes, America is a vastly wealthy country, but its wealth is so diffused, and its provisions for adjusting public burdens so wanting in equity, that the Hon. Mr. Blankblank never perpetrated a more colos sal falsehood on "the stump" than he perpetrated during the "interview." in declaring that the people can afford increased taxation and are willing to afford it; and that there is a great yearning among the masse to assist in the erection of magnificent gov ernment works. The masses, leavened a they are by absurd party prejudices, and deluded as they are by the professiona false prophets, have, nevertheless, an in tuitive perception of what constitute their individual duties as citizens. The average unit of the masses clearly realizes the facthat, as governments are instituted for the protection of persons and property, he, as a beneficiary of the government, should onable and necessary expenses. He may differ with other units upon the most sensihonored without protest. But when it bemanded are excessive, and that a portion of his tribute is being wasted in recklessness and extravagance, he speedily developes into a "kicker," and forms another unit in of our citizens, whose mission will be. among other things, to kick the Blankblanks out of office and keep them out. The average unit is selfish, as he has a right to be, in this case. He has no "surplus" awaiting the disposal of the extremists, but if he had he would immeasurably rather use it for a little personal extravagance, or reserve it for unforeseen emergencies.

Notwithstanding the assertion of the "statesman" quoted, I am honestly of the opinion that the average property owner of the country has not, for at least a score of years, found kimself in a worse condition to neet excessive, or even prevailing, taxation. Gentlemen who are supposed to be selected to represent the people, and attend "This is a vastly wealthy country, and to their interests, are either willfully or igoutside of the large manufacturing centers, iness depression that is daily growing in extent. This is especially the case among try merchants. Its reason is obvious; the means by which an adjustment of matters

Buy flour manufactured by the Crescent

TIME TABLES. Grand Rapids & Indiana.

ort Wayne Express. 10:30 a m 11:45 a m inclinant Express. 4:50 p m 5:00 p m raverse City and Mackinaw Ex. 10:46 p m 5:00 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 has Woodruff sleeper for Cincinnati. 6:00 p m train has Woodruff sleeper for Cincinnati. 6:00 p m train has Woodruff sleeper for Cincinnati. 6:00 p m train has Woodruff sleeper for Cincinnati. 6:00 p m train has Woodruff sleeper for Cincinnati. 6:00 p m train has Woodruff sleeper for Cincinnati. 6:00 p m train has Woodruff sleeper for Cincinnati. 6:00 p m train has Woodruff sleeper for Cincinnati. 6:00 p m train has Woodruff sleeper for Cincinnati. 6:00 p m 1:45 a m Muskegon, Grand Rapids & Indiana

M	Michigan Central.
S	Grand Rapids Division.
	Depart.
552	Detroit Express 6:45 a n
8	Day Express 1:10 p n
	New York Express 5.40 n n
d	"Atlantic Express
860	Mixed 6:50 a n
1	ARRIVE.
	*Pacific Express 6:00 a n
-	Local Passenger
r	Grand Rapids Express
8	*Daily. All other daily except Sunday. Sleeping car
	run on Atlantic and Pacific Express trains to and from
t	Detroit. Parlor cars run on Day Express and Grand
m	Rapids Express to and from Detroit. Direct connec
8	tions made at Detroit with all the roll. Direct connec
	tions made at Detroit with all through trains East over
2	M. C. R. R., (Canada Southern Div.)
	O. W. RUGGLES, Gen'l Pass. and Ticket Agt., Chicago.
1	CHAS. H. NORRIS, Gen'l Agent.
•	

Lake Shore & Michigan Southern.

Maramazoo Division.	
	Arrive.
19 3 1	2 4
pm pm am	am p
1:10 3:00 7:45 DpGrand Rapids	9:45 6:
3:25 4:12 9:02 "Allegan	8:28 4:
Frt 5:03 10:00 ArKalamazoo	7:10 3:
6:35 11:35 "White Pigeon	
8:00 12:30 "Elkhart	4:45 1:
7:50 7:10 "Chicago	11:30 8:
pm	
10:25 5:05 "Toledo	11:25 10:
a m	
1:35 9:40 "Cleveland	7:15 5.
a m	n
6:20 3:30 "Buffalo	1.00 11.
Tickets for sale to all principal points	in the II s
Mexico and Canada at Union Ticket Office	GEO. WI
LIAMSON, Agt., Depot Office, M. BOOTZ, Agt.	,
A. J. SMITH, Gen'l Trav. and Pass.	Aprt
Cleve	land, Ohio.
	mini, Omio.
Detroit, Grand Haven & Milw	aukee.
GOING WEST.	
Arrives.	Leave
†Morning Express 1:05 p m	1:10 p
†Through Mail 5:05 p m	5:10 p
†Grand Rapids Express10:40 p m	10:45 p 1
*Night Express 5:25 a.m	5:40 a 1
†Mixed	7:30 a 1

STRAIGH

ASK FOR

BEST IN THE WORLD.

MOSELEY BROS.

Fruits, Seeds, Oysters & Produce,

ALL KINDS OF FIELD SEEDS A SPECIALTY.

to that of the "statesman" mentioned—of If you are in Market to Buy or Sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.

28, 30 & 32 Ottawa Street,

GRAND RAPIDS.

HESTER & FOX. Manufacturers' Agents for SAW AND CRIST MILL MACHINERY

TEAM ENGINES & BOILERS.

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.

MICHIGAN CO CIGAR

PERKINS & HESS Hides, Furs, Wool & Tallow,

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

THEO. B. GOOSSEN.

PRODUCE COMMISSION MERCHANT

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

33 Ottawa Street,

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Order- for Potatoes, Cabbage and Apples in Car Lots solicited. Consignments solicited. Sole Agent for MOLINE CHERSE.

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.

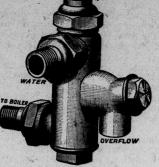
-SELL

Which Holds Trade on Account of Superior Merit Alone.

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

ILWORTH BROTHERS, Proprietors,

PITTSBURGH, Penn.



THE PENBERTHY IMPROVED

Automatic Injector

16,000 in 18 Months Tells the Story, WHY THEY EXCEL

CAN'T BOILER FEEDER BEAT

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

Agents, HFSTER & FOX, Grand Rapids, Mich. removing one plug nut.

Every man is made satisfied, or he don't have to keep the Injector and we don't want him to.

PENBERTHY INJECTOR CO., Manufacturers, DETROIT, Mich.

Successors to CURTISS & DUNTON.

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PAPER WAREHOUSE,

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No. 4 Monroe Street,

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RUBBER BOOTS AND SHOES

Manufactured by

Gandee Rubber Go.

Telephone 464 GRAND RAPIDS, MICH.

CEND FOR



NEAL'S CARRIAGE PAINTS

Sole.

the ORIGINAL, all others are IMITATIONS. More of our brand sold than all the other brands on the market

GRANITE FLOOR PAINTS

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.



Book

BLANKBOOK

TRONGEST

CastorinE AXLE

OII

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, etch, \$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
OLMEV QUITING READ

OLNEY, SHIELDS & CO., Grand Rapids,

WOONSOCKET RUBBER CO.

WOONSOCKET and RHODE ISLAND RUBBERS



Write for Fall Prices and **Discounts**

G. R. MAYHEW,

Grand Rapids,

Boston and Lawrence

Felt and Knit Boots.



MOCHA,

Increase Your SALES AND PROFITS BY HANDLING LION COFFEE.

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.

An Agreement on Granulated Sugar

mited to wholesale grocers, but that ers who are both wholesale and retail ers should be admitted. After the con-tion had been adopted, F. B. Thurber duced a resolution in regard to the su-

introduced a resolution in regard to the su-gar difficulties which, after a long discus-sion, was adopted as follows:

Resolved, That the average expense of do-ing business in the wholesale grocers' trade exceeds 5 per cent. upon sales; that this up-on granulated sugar at 7½ cents per pound is \$1.12½ per barrel of 300 pounds, or ¾ cent per pound; that wholesale grocers archit not to sell below this margin, but in at per pound; that wholesale grocers ight not to sell below this margin, but in der, beyond all question, to be within bunds which will be considered reasonable, empowers its Price Committee to fix the selling price in the territory covered by the Association, until further notice, at ½ cent per pound above refiners' prices; time, thirty days, or ½ per cent off if paid within 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 remens have extended the assistance asked for in the accompanying agreement; the Price Committee to give every member of the Association and the New York sugar remens have extended the assistance asked for in the accompanying agreement; the Price Committee to give every member of the Association and the New York sugar remens have extended the assistance asked for in the accompanying agreement; the Price Committee to give every member of the Association and the New York sugar remens have extended the assistance asked for in the accompanying agreement; the Price Committee to give every member of the Association and the New York sugar remens have extended the assistance asked for in the accompanying agreement; the Price Committee to give every member of the Association and the New York sugar remens have extended the assistance asked for in the accompanying agreement; the Price Committee to give every member of the Association and the New York sugar remens have extended the assistance asked for in the accompanying agreement; the Price Committee to give every member of the Association and the New York sugar remens have extended the assistance asked for in the accompanying agreement; the Price Committee to give every member of the Association and the New York sugar remens have extended the assistance asked for in the Association and the New York sugar remens have extended the assistance asked for in the Association and the New York sugar remens have extended the assistance asked for in the Association and the New York sugar remens have a sugar remens have extended the assistance asked for the Associa 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 distributions markets. ese points are the distributing markets, tside of this territory members are free to meet any price which competitors who wish to do business at a loss may

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 Alleghanies-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 near 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 Simerstook 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 payto 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 gradu ally grow smaller.

The Grocery Market.

Sugar has been practically unchanged during the past week, but the indications are that an advance of 1/2 @1/4c. will be chronicled before the end of the week. The Standard Oil Co. has advanced water white oil another 1/4c., 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 chaser. price of 121/c.; two local jobbers are selling the same grade of oil, procured from opposition oil houses, for 101/2c. Flour advanced 10c. per cwt. Monday, in consequence of the advance in wheat. Layer Valencia raisins continue to stiffen. Other articles are without thange.

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 Ser

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

Respectfully, ARTHUR MEIGS & Co.

The U. S. President. John F. Halladay, the enterprising whole grocer of Battle Creek, has secured nufacturers the agency for the rated "U. S. President Cigar," which ding all other brands in public favor. cigar is a long, fine Havana filler, matra wrapper, made by hand, and eed unflavored. Cigar dealers would ell to send for atrial order of this brand. 20 and 22 Monroe St., Grand Rapids.

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

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 mouths 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 ship-

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 transaction ne 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 necessi

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.

Absolute, 1 is cans, 30 cans in case.

Telfer's ¼ is cans, 3 doz in case.

Telfer's ¼ is cans, 3 doz in case.

Telfer's ¼ is cans, 3 doz in case.

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

HIP

GRAHAM ROYS. - Grand Rapids, Mich LUCIUS C. WEST, PATENTS 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

JUDD & CO., OBBERS of SADDLERY HARDWARE And Full Line Summer Goods. 102 CANA L STREET.

CASH SALE CHECKS.

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

We carry a full 'ine of Seeds of every variety, both for field and garden. Parties in want should

Grand Rapids Seed Store,

FREE-To Merchants Only: An elegant silver-plated Water Pitcher, frosted and richly carved; height, 13 bach hailed the fellow, told him that he inches. Address at once, R. W. Tansill & Co., 55 State St., Chicago.



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.

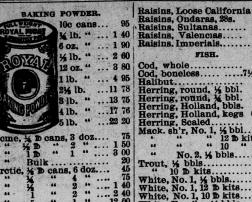


OUR FALL LINE OF

OUR TRAVELERS

J. L. KYMER (of our firm), GEO. H. RAYNOR and GILBERT J. HAAN pon the trade with a complete line of samples.

WHOLESALE PRICE CURRENT.



CHEESE.

COCOANUT

COFFEE-GREEN

Maricabo Costi Rica...... Mexican..... Santos...... Rio, fancy.... Rio, prime....

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

CRACKERS.
Kenosha Butter....
Seymour Butter....
Butter....
Family Butter....

CANNED FISH.

CANNED FRUITS.

Apples, gallons, stand... Blackberries, stand.... Cherries, red standard...

Pears.
Pineapples, 1 400
Quinces.
Raspberries, extra.

Clams, 1 lb, Little Neck... Clam Chowder, 3 lb... Cove Oysters, 1 lb stand... Cove Oysters, 2 lb stand...

Fancy Butter... Butter Biscuit.

Boston City Soda....

oda..... ora Fancy. Oyster...

1s and 1/s.....

1s in tin pails...27%

Michigan full cream.

FLAVORING EXTRACTS.

FARINACEOUS GOODS
Farina, 100 lb. kegs...
Hominy, \$\pi\$ bbl...
Macaroni, dom 12 lb. box
"inported...10
Pearl Barley...
Peas, Green...
Peas, Split...
Sago, German...
Tanjoea, fi'k or p'rl... oca, fl'k or p'rl. Vermicelli, import...
domestic... MATCHES.

MOLASSES.

OATMEAL COFFEES-PACKAGE. 30 lbs 60 bs 100 be PICKLES. bbl.....

RICE. SALERATUS.

Don't Anti-Washboard.
Jaxon.
Queen Anne...
German Family.
Big Bargain. SPICES-WHOLE. " Batavia in bund...
" Saigon in rolls....
Cloves, Amboyna.....
" Zanzibar.....

Mace Batavia....
Nutmegs, fancy
No. 1.
No. 2. Pepper, Singapore, plack. shot. 21
SPICES—GROUND—IN BULK
Allspice. 1.
Cassia, Batavia. 2
and Saigon.

Ginger, African..... Cochin..... Mace Batavia..... Mustard, English and Trie.25 Absolute Pepper,
Cinnamor
Allspice
Cloves
Ginger
Mustard

STARCH. SUGARS. Cut Loaf.
Cubes.
Powdered.
Granulated, Stand...
Off.... Off...
Off...
Off...
Off...
Off...
Off...
Off...
Off...
Off...
No. 1, White Extra C.
No. 2, Extra C.
No. 3 C, golden...
No. 4 C, dark...
SYRUPS.
Corn, barrels...
Corn, ½ bbls...
Corn, ½ bbls...
Corn, kegs...

Corn, barrels..... Corn, ½ bbls...... Corn, kegs..... Pure Sugar, ½ bbl.... PureSugar, ½ bbl...

TOBACCOS-FINE CUT.

vinegar.
30 gr. 40 gr. 50 gr.
9½ 11½ 13
Above are the prices fixed by the pool. Manufacturers outside the pool usually sell 5 gr. stronger goods at same prices. \$1 for barrel.

lows: Tubs, No. 1 ... Pails, No. 1, two hoop...
"three hoop...
Clothespins, 5 gr. boxes...
Bowls, 15s, 17s and 19s...
Baskets, market... splint MISCELLANEOUS. Bath Brick imported ...

Burners, No. 0. do No. 1.. do No. 2.. Cocoa Shells, bulk... Condensed Milk, Eagle... Cream Tartar... Candles, Star... Candles, Hotel. Camphor, oz., 2 to boxes...35 Extract Coffee, V. C.....

CANDY, FRUITS and NUTS Putnam & Brooks quote as follows: Standard, 25 to boxes Twist, do

MIXED.

Royal, 25 fb pails. @
Royal, 200 fb bbls.
Extra, 25 fb pails.
Extra, 25 fb pails.
Extra, 200 fb bbls.
French Cream. 25 fb pails.
Cut loaf, 25 fb cases.
Broken, 25 fb pails.
Broken, 25 fb pails.
Broken, 200 fb bbls.
FANOY—IN 5 fb BOXES.
Lemon Drops.
Sour Drops.
Peppermint Drops.
Chocolate Drops.
H M Chocolyte Drops.
Gum Drops.

ream Bar... Molasses Bar. Hand Made Creams.
Plain Creams.
Decorated Creams.
String Rock.
Burnt Almonds...
Wintergreen Berrie

mperials, in pails.......12 mperials in bbls...... 11

FRUITS.

NUTS.
nds, Tarragona
Ivaca.....
California

OYSTERS AND FISH.

elects...... Fairhaven Counts.. FRESH FISH.

FRESH MEATS.

Extra Mess, warranted 200 bs.

Extra Mess, Chicago Packing.

"Kansas City Packing. BEEF IN BARRELS

SAUSAGE-FRESH AND SMOKED.

n half barrels.. HIDES, PELTS AND FURS.

Perkins & Hess pay as follows:

HIDES.

Green ... \$ 10 4 @ 44 [Calf skins, green Part cured ... 5 @ 5½]
Full cured ... 6 @ 6½ Deacon skins,
Dry hides and kips ... 6 @ 8 WOOL. WOOL.
Fine washed \$\mathbf{D}\$ 20\(\alpha 20\) (20 arse washed ... 18\(\alpha 2\) (20 arse washed ... 12\(\alpha 12\) (10 arse washed ... 12\) (10 arse wash

PRODUCE MARKET.

Apples—25 to 35c per bu.

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

Beets—New, 15c per bu.

Blackberries—8c per qt.

Butter—Good quality is scarce and high.

Dealers pay 15@16c and hold at 18c.

Cabbages—Home grown command 2. per

%c. Cider—10c per gal. Clover Seed—Mammoth or medium, \$4.50 per Cooperage—Pork barrels, \$1.25; produce par

els, ±5c.
Corn-Green, 5c doz.
Corn-Green, 5c doz.
Cucumbers-50c per bu.
Dried Apples-Jobbers hold sun-dried at 7c
nd evaporated at 9c.
Eggs-Jobbers now pay 13c and sell at 14c. Grapes—Ives, 5c per lb. Concords, 6c per lb. Honey—Scare, not equal to the demand. All choice offerings are grabbed up quick at 15c per lb.

Hay—Baled is in small demand at \$15 for No. 2.

Mushmelons—75c per doz.

Onions—Home grown dry stock command 56c per bu.

De per bu.
Peaches—Clingstone, \$1.75@\$2 per bu.
Plums—Michigan, \$2 per bu.
Pop Corn—2%c 署 b.
Potatoes—Jobbing generally at 25c for

Potatoes—Jobbing generally at 25c nome grown.
Squash—Summer, 1c lb.
Tomatoes—70c per bu.
Turnips—25 per bu.
Watermelons—Indiana, 10@15c apiece,
Whortleberries—\$2.75 per bu.

GRAINS AND MILLING PRODUCTS. Wheat—City millers pay 85c for old white and 85c for old red, 85c for new white and 85c for new red.

Corn—Jobbing generally at 58c in 100 bu. lots and 53c in car lots.

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

Rye—50c % bu.
Barley—Brewers pay \$1.30@\$1.40 % cwt.
Flour—Higher. Patent \$5.70 % bblin sacks and \$5.90 in wood. Straight, \$4.70 % bbl. in sacks and \$4.90 in wood.
Meal—Bolted, \$2.80 % bbl. Gran. \$3.50 % 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" ure, Healthful and Reliable, warranted to give satis-action in every particular. For sale by wholesale and retail grocers throughout tht United States. Vouwing BROS., Manufacturers, Cleveland and Chicago.



We also manufacture a full line of Swee Goods. Write for quotations

CASH CAPITAL, \$200,000.

MAGIC COFFEE ROASTER Robt. S. West 150 Long St.,

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.



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. 120 and 122 Jefferson, Ave., DETROIT, - MICHIGAN.

Western Michigan Salesman WALES - GOODYEAR

GEO. F. OWEN, Grand Rapids;

CONNECTICUT Rubbers.



Write for Fall Prices and Discounts.

G. R. MAYHEW,

86 Monroe Street. GRAND RAPIDS.

J. DETTENTHALER

WHOLESALE

AND OYSTERS.

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

MICH. GRAND RAPIDS,

SEND FOR PRICE LIST.

ALFRED J. BROWN.

FOREIGN.

TROPICAL CALIFORNIA



Bananas, Our Specialty.

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

WM. L. ELLIS & CO.



Broker in CANNED GOODS. Salt and Sea Fish.

B. F. EMERY. - Manager: 20 Lyon St., GRAND RAPIDS, MICH.

Telfer Spice Company, SOLE MANUFACTURERS OF ABSOLUTE SPICES

-AND-Absolute Baking Powder.



JOBBERS OF

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

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. FELSENTHAL, GROSS & MILLER, Bankers

FOURTH NATIONAL BANK

Grand Rapids, Mich.

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

- - - \$300,000. CAPITAL, Transacts a general banking business

Make a Specialty of Collections.
of Country Merchants Solici

Drugs & Medicines

and Rapids Pharm

ton County Druggists' Association. nt, A. O. Hunt; Secretary, A. S. Wallace. Charlevoix County Pharmaceutical Society President, H. W. Willard; Secretary, Geo. W. Crouter

Jackson County Pharmaceutical Ass'n. President, C. B. Colwell; Secretary, C. E. Foote. amazoo Pharmaceutical Association. nt, D. O. Roberts; Secretary, D. McDonald. on County Pharmaceutical Society. ent. F. N. Latimer; Secretary, Wm. Heysett. Mecosta County Pharmaceutical Society. resident, C. H. Wagener; Secretary, A. H. Webber. Monroe County Pharmaceutical Society. President, S. M. Sackett; Secretary, Julius Weiss. Muskegon County Pharm. Association, resident, Wm. B. Wilson; Secretary, Geo. Wheeler.

Muskegon Drug Clerks' Association, President, C. 8. Koon; Secretary, Geo. L. LeFevre. Newaygo County Pharmaceutical Society, President, J. F. A. Raider; Secretary, A. G. Clark. Oceana County Pharmaceutical Society. resident, F. W. Fincher; Secretary, Frank Cady. Saginaw County Pharmaceutical Society. President, Jay Smith; Secretary, D. E. Prall.

leroform 500 loroform, Squibbs 01 loral Hyd Orst. 15001 londrus 100 nchonidine, P. & W 150 nchonidine, Ger'an 50

Cudbear
Cupri Sulph
Dextrine
Ether Suiph
Emery, all numbers
Emery, po
Ergota, (po.) 75
Flake White

60&10, less.

Glue, Brown 90 15

Glue, White 130 25

Glycerina 230 26

Grana Paradisi 0 15

Humulus 250 40

Hydrarg Chlor, Mite. 80

Hydrarg Chlor, Cor. 0 70

Hydrarg Ammoniati. 0 10

Hydrarg Unguentum 450 55

Hydrarg Tunguentum 450 65

Os. Sepia.... Pepsin Saac, H. & P. D. Co... Picis Liq, N. C.. ½ gal

Picts Liq., quarts...

Picts Liq., quarts...

Picts Liq., punts...

Pil Hydrarg, (po. 80).

Piper Nigra, (po. 22).

Piper Alba, (po. 35).

Pix Burgun...

Plumbi Acet...

Pyrethrum, pv.....

Quassiae Quinia, S, P. & W.... Quinia, S, German ... Qubia Tinctorum

Rudia Tinetorum.... Saccharum Lactis pv Salacin...

anguis Draconis...

apo, G.... eidlitz Mixture....

inapis inapis, opt.... nuff, Maccaboy, Do.

Noes..... Bnuff, Scotch, Do.

 Spts Vini Rect. bbl.
 2.27)

 2.27)
 @2 37

 Less 5c. gal. cash ten days.
 Strychnia Crystal.
 @1 10

 Sulphur, Subl
 2½@ 3½

 Sulphur, Rell.
 2½@ 3

 Tamarinds
 3@ 10

 ferebenth Venice
 28@ 30

 Theobromae
 59@ 50

 Vanilia
 9 00@16 50

 Vanilia
 9 0.02 6

 Zinci, Sulph
 7@ 8

OILS.

Whale, winter.....

Rhei... Cassia Acutifol.....

 Whale, winter
 70

 Lard, extra
 68

 Lard, No. 1
 45

 Linseed, pure raw
 50

 Linseed, boiled
 53

 Neat's Foot, winter strained
 50

 Spi..ts Turpentine
 41

PAINTS Bbl

Swiss Villa Prepared
Paints

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 70@ 75

Lb

@ 35

Pulvis Ipecac et opii.1 10@1 20 Pyrethrum, boxes, H & P. D. Co., doz..... @1 25

WHOLESALE PRICE CURRENT.

Advanced—Senega root.	
Aceticum 8@ 10 Benzoicum, German 80@1 00	Prussiate 256
Boracie	RADIX.
Hydrochlor 3@ 5 Nitrocum 10@ 12 Oxalicum 10@ 12 Phosphorioum dil 20	Aconitum 200 Althae 250 Anchusa 150 Arum, po 0
Salicylicum 1 7002 05	Gentiana (po. 15)
Sulphuricum 1 1 2 6 5 Tannicum 1 40 6 6 Tartaricum 50 5 5	Glychrrhiza, (pv. 15). 160 Hydrastis Canaden, (po. 35)
Aqua, 16 deg 3@ 5 18 deg 4@ 6 Carbonas	Inula, po
Black	Maranta, ¼s
Brown 80@1 00 Red 45@ 50 Yellow 2 50@3 00	Rhei
BACCAE. Cubebae (po. 1 601 85@2 00 Juniperus	Sanguinaria, (po. 25). Q Serpentaria 30Q
Copaiba 65@ 70	Senega
Peru	Scillae, (po. 35) 100 Symplocarpus, Foe- tidus, po
Abies, Canadian 18 Cassiae 11 Cinchona Flava 18	Valeriana, Eng. (po. 30) (German. 150) Zingiber a 100
Euonymus atropurp 30 Myrica Cerifera, po. 20 Prunus Virgini 12	SEMEN.
Quillaia, grd 12 Sassfras 12	Anisum, (po. 20) @ Apium (graveleons). 10@ Bird, 1s
Ulmus Po (Ground 12)	Apium (graveleons) 10@ Bird, ls
Glycyrrhiza Glabra. 24@ 25 po33@ 35 Haematox, 15 b Dox 11@ 12 " 18 13@ 14	Cannabis Sativa34/20 Cydonium
" ½8 14@ 15 " ½8 16@ 17	Foeniculum
Carbonate Precip @ 15 Citrate and Quinis @ 350 Citrate Soluble @ 80 Ferrocyanidum Sol @ 50	Lobelia
Solut Caloride @ 15	Phalaris Canarian 3%0 Rapa 5@ Sinapis, Albu 8@ " Nigra 11@
Sulphate, com'l 14@ 2 pure @ 7 FLORA. 12@ 14	SPIRITUS. Frumenti, W., D. Co2 00@ Frumenti, D. F. R1 75@
Anthemis	Frumenti 100 Juniperis Co. O. T 175@ Juniperis Co. E 175@ Saacharum N. E 175@ Spt. Vini Galli 175@
Barosma 10@ 12	Saacharum N. E. 1 75@ Spt. Vini Galli 1 75@ Vini Oporto 1 25@
nivelly	Vini Alba 1 25@ SPONGES Florida sheeps' wool
Ura Ursi 8@ 10 GUMMI. Acacia, 1st picked @1 00 2nd " @ 90	Nassau sheeps' wooi
" 3rd " @ 80 " Sifted sorts. @ 65	velvet Extra sheers' wool carriage Extra Yellow sheeps'
.Aloe, Barb, (po, 60) 50@ 60 "Cape, (po. 20) @ 12	Grass sheeps' wool
Catechu, 1s, (½s, 14	carriage
Assafoetida, (po. 30). @ 15 Benzoinum 50@ 55	SYRUPS. Accacia
Camphorae 27@ 30	IpecacFerri IodAuranti Cortes
Galbasum . @ 80 Gamboge, po . 80@ 95 Guaiacum, (po. 45) . @ 35 Kino, (po. 25) . @ 20 Mastic . @ 100 Myrrh, (po. 45)	Rhei Arom Smilax Officinalis Co
	Senega
Shellac	Tolutan Prunus virg TINCTURES.
HERBA—In ounce packages. Absinthium	Aconitum Napellis R
Lobelia	" and myrrh Arnica
Mentha Piperita	Atrope belladonna Benzoin
Calcined Pet 550 80	Sanguinaria Barosma Cantharides
Calcined, Pat 55@ 60 Carbonate, Pat 28@ 22 Carbonate, K. & M 20@ 25 Carbonate, Jennings 35@ 36	CapsicumCardamon
OLEUM.	Castor 1 Catechu Cinchona
Amydalae, Amarae 7 25@7 10 Anisi	Columba
Bergamii	CubebaDigitalis Ergot
Chenopodii	GentianGuaica
	Zingiber
Exechthitos 90@1 00	lodine " Colorless Ferri Chl ridum
Gaultheria	Kino
Hedeoma	" Camphorated
Months World 20000 or	Deodor. 2 Auranti Cortex Quassia
Morrhuge, gal 80@1 00	Rhatany

Red-Haired Mary and Her Horse. Mary had a little horse; Its hair was white as snow, And every place that Mary went The horse was sure to go.

It followed her to school one day,
Which was against the rule.
It made the children prance and pla
To see a horse in school. And so the teacher turned him out, But still he lingered near, And waited patiently about Till Mary did appear.

"What makes the horse love Mary so? The children asked one day. The teacher stroked fair Mary's hair: "I know, but dasn't say." ADULTERATED PAINTS.

Analytical Process for Detecting the

Presence of Adulterants. We present below a scheme for the detec tion of baryta and lime in ready-mixed paints. To understand this scheme it is necessary to bear in mind that baryta and lime are the usual adulterants it light-col-ored paints, and that lead and zinc are the basic pigments of all good light-colored ready-mixed paints. No baryta or lime should be found in white, ready-mixed paint, and whenever their presence is detected the paint is adulterated. Take a can of outside white, agitate it until all the pigment is thereadyly mixed with the light paint. pigment is thoroughly mixed with the oil, fill an ordinary silver tablespoon three-fourths full, and blow upon this with a blow-pipe the flame of a spirit lamp until the oil is completely burned out. A white or straw-colored amorphous mass will re-main; nowder this, weigh it, and introduce or straw-colored amorphous mass will remain; powder this, weigh it, and introduce it into a test tube; add acetic acid one ounce, and boil. If it all dissolves, no sulphate of baryta is present; if it does not all dissolve, decant or filter out the acetic acid; set aside the filtrate for further examination, as it may contain lime. To the residue which acetic acid has failed to dissolve add nitric acid two drams and boil. If it all dissolves, the residue is probably lead soap, and is not an adulterant; but if nitric acid fails to dissolve the residue, it may be considered as settled that the paint conconsidered as settled that the paint contained baryta; it is settled beyond any question that the paint is not a pure lead and zinc paint. To determine whether the residue which acetic and nitric acids have failed to dissolve is baryta or not, wash it with water and fuse with carbonate of soda; wash the fused mass with water to remove sulphate of soda formed in the fusion; then boil the remaining residue, from which the sulphate of soda was removed by washing, with dilute nitric acid, and filter and mix the filtrate with an equal quantity of a perfectly clear solution of sulphate of lime If a precipitate is formed it may be considered as demonstrated that the insoluble residue was sulphate of baryta. We have yet to look for lime. This, if present, will be found in the acetic acid solution, which contains also the lead and zinc. These must be removed before the presence of absence of lime can be determined. To remove the lead and zinc dilute the acetic acid Humulus 256 40
Hydrarg Chlor. Mite. 6 80
Hydrarg Chlor. Cor. 6 70
Hydrarg Chlor. Cor. 70
Hydrarg Chlor. Cor. 70
Hydrarg Ammoniati. 6 10
Hydrarg Unguentum 456 56
Hydrarg Yunum 6 6 56
Hydrarg Yunum 7 56 60
Hoddform 7 550 60
Hoddform 550 60
Liquor Arsen et Hydrarg Iduur Potass Arsinitis 80 80 85
Liquor Potass Arsinitis 80 80 81
Hagnesia Sulph (bb) 86 80 81 10@ 12 evaporating the fluid from which the lead evaporating the fluid from which the lead and zinc was precipitated, and weighing the residue. The residue which acetic and nitric acids failed to dissolve may be sulphate of lead or sulphate of lime, as both of these are sometimes used as adulterants. No matter; the insoluble residue is an adulterant. There are a great many of the sulphate of lead or sulphate of lime, as both of these are sometimes used as adulterants. No matter; the insoluble residue is an adulterant. There are a great many of the fluid from which the lead and zinc was precipitated, and weighing the fluid from which the lead and zinc was precipitated, and weighing the fluid from which the lead and zinc was precipitated, and weighing the fluid from which the lead and zinc was precipitated, and weighing the residue. The residue which acetic and nitric acids failed to dissolve may be sulphate of lead or sulphate of lime, as both of these are sometimes used as adulterants. No matter; the insoluble residue

60% 70 terants. No matter; the insoluble resume is an adulterant. There are a great many things to be considered in work of this kind which we have not noticed, as we wished only to give the most simple process that we have been able to devise which would give a thoroughly reliable result. This scheme will not answer for dark-colored paints, but may be used for lavender, stonegray and all light-colored paints. Any tinted paint—anything but white—must be expected to show a very small residue insoluble in acetic and nitric acid, as nearly all coloring matter for paint contains some silica; therefore, a slight residue in tinted paints should not be considered an adulterant. We have purposely used the old nomenclature in this article for the benefit of the older pharmacists who have not yet be-come familiar with the new. If it is pre-ferred, the pigments may be freed from oil by washing well with ether or the lighter petroleums in lieu of burning, as suggested

> support. We prefer the process as given in the scheme. The Olive Oil Industry.

> above, or may be burned out on a charcoal

One of the most profitable industries Calfornia has to offer is that of growing olives for the oil obtained from them. The oil imported from Italy and Spain has, in recent years, been so much adulterated that the price has been greatly reduced. In California it has been grown and sold by a number of firms. The price for the pure article, it is stated, has been as high as \$5.00. But of late the American olive growers have begun to follow in the way of their foreign rivals and to make either the adulterated article or an imitation of genuine oil. Californians were becoming aware of this, and an investigation was instituted. Seven samples of the so-called California Olive Oil were tested at San Francisco. Five out of the seven were adulterated. The test is made with nitric acid; a few drops are put into a small quanity of the oil, which is then slowly heated. If the oil is pure the whole becomes a straw colored mass; if adulterated with cotton-seed oil it remains

liquid but changes to a dark red color.

The test referred to proved that one of the samples was pure cotton-seed oil; another was sixty per cent. of that article; and another consisted of olive oil twenty-five per cent. peanut and sesame oils twenty-five per cent. and fifty per cent. cotton-seed oil this sample showed much lighter color in the test.

Such adulterations tend to interfere greatly with the industry. But those who manufacture only the genuine article will in the end reap the benefit. There is a demand for the appointment of a committee to break up the traffic of the impure article. Honsekeepers may, to some extent, test the purity of the oil by placing the bottle in the ice box at night, and in the morning, if the oil is impure, it will appear like butter, while the pure article will remain unchanged.

For people to live happy together the real lower in price. Morphia and quinine are ecret is that they should not live too much together.—English Proverb.

The Moral Status of the Druggist.

From the St. Louis Druggist.

No one who reflects upon the question will deny that a druggist or pharmacist occupies a position in society where his moral character is severely tested. Therefor, it becomes important that the subject receive the most serious consideration. It is quite evident that in very many cases errors quite evident that in very many cases errors occur and wrongs are committed for want of a proper appreciation of the situation.

That the world is full of evil doers is too

well known, and when immoral deeds have been committed, especially in sensualities, the druggist is called upon to furnish medi-cines or instruments to hide or destroy the cines or instruments to hide or destroy the natural consequences that follow. The question then arises as to what an honorable druggist should do in such cases. But these are not the only cases where a man's conscience is tested and his moral courage called into requisition. Here is a man or women addicted to inebriety, such as the use of liquors, opiates, etc.; what is the druggist to do in those cases? Here is a proprietary article which contains injurious proprietary article which contains injurious ngredients or is made ostensibly to destroy rms, etc. To a certain extent our laws are trying to prevent such immoral articles from being sold, but the sales are carried on so clanbeing sold, but the sales are carried on so clandestinely that very little is accomplished by the government. Hence, it is all the more praiseworthy if the high character of our profession will discountenance everything that is derogatory to such immoralities. Every man must consult his conscience and bear in mind that nothing escapes the Omparisontent.

nipotent.

The wholesale druggist also occupies a very difficult position. He does not sell to the consumer, but to the retail dealer, and he is not able to judge whether the use of these articles may not have a reasonable exquest for their populations. cuse for their manufacture. Articles that are prohibited by the government should not be kept for sale by jobber or retailer; but in most other cases it is not to be expected that the jobber is to be governed entirely by his own private opinion, unless he is certain that the articles are per se against good morals. Nevertheless, it is an annoying feature to him, and it is not always easy to determine what to do in such cases.

To Mix Different Colored Paints. Brown-Mix together venetian red and

Buff—White, yellow ochre, red. Chestnut—Red, black, yellow. Chocolate—Raw umber, red, black. Copper—Red, yellow, black. Cream—Same as buff, with more white Dove-White, vermilion, blue, yellow. Fawn—White, yellow, red. Flesh—White, yellow ochre, vermilion. Freestone-Red, black, yellow ochre, ver-

French Gray-White, Prussian blue, lake Gray—White lead, black.
Green (dark)—Lamp black, chrome green
Green (pea)—White lead, yellow, red. Green (bronze)—Chrome green,

Gold—White, stone, ochre, red. Lead—White lead, black. Lemon-White, chrome yellow. Limestone-White, yellow ochre, black,

Olive-Yellow, blue, black, white. Orange—Yellow, red. Peach—White, vermilion. Pearl—White, black, blue. Purple—Violet, more red, white. Red—White lead, vermilion, scarlet lake. venetian red, red lead or burnt ochre. Rose—White, madder, lake. Salmon—White lead, blue, yellow, red. Sandstone—White, yellow ochre, black,

Snuff—Yellow, vandyke brown.
Stone—White lead, spruce ochre.
Straw—White lead, yellow.
Violet—Red, blue, white.

That Was a Long Time Ago.

the Detroit Free Press. "I was attorney for the Michigan Central "I was attorney for the Michigan Central Railroad twenty years ago," said a Detroit lawyer the other day, "and one day went out to settle a less with a woman. She and her husband had been struck at a crossing, and while she was badly hurt, he was killed outright and the horses and buggy were outright and the horses and buggy were smashed to pieces. They had the deadwood on us for \$15,000, as the engineer did not signal the crossing. I went out to make an offer of about \$12,000. The widow was not able to sit up, and I stopped at a store in the village and bought some oranges and lemons and took them up. When we finally got around to the matter of damages, she

"Yes, it is a sad thing, and the railroad was to blame, but I don't want to be mean bout it. I suppose the President and all of 'em are worried most to death, and I suppose I could stop all the cars from running, but I want to be just. Your bringing up that fruit proves how kind-hearted you all are, and if you think you could afford to give \$1,000 I'll sign off." "I made her accept \$5,000, and took her

the money myself. When she received it

"Won't the road be crippled?" "Oh. no."

"Cars run just the same?"

"And none of your folks are mad at me?"

"Well, then, I'll take it, but if the road should get hard up and want to borrow, it'll find me ready to lend."

An Exhibit Worth Seeing.

Chas. E. Watson, general traveling representative for S. A. Maxwell & Co., of Chicago, has engaged a suite of rooms at the Hotel Cadillac, at Detroit, where he will display the contents of a couple of dozen sample trunks during the annual convention of the Michigan State Pharmaceutical Association, week after next. His line of holiday goods is the largest he ever carried, including many novelties controlled exclusively by his house. Those who attend the convention without availing themselves of miss the event of a lifetime.

A Smile While You Wait. A. W. Peck, traveling representative for the Hazeltine & Perkins Drug Co., writes

THE TRADESMAN as follows: If any person wants to see S. E. Wait, the genial Traverse City druggist, smile, he should call for 1 cents' worth of nitric acid, bottle to be returned.

The Drug Market.

There are no changes of importance to note this week. Opium is dull and a trifle steady. Borax is very firm and will be Senega root is tending upward.

AMERICAN POCKET BATTERY



For Physicians' and Family Use

ELECTRO-MEDICAL BATTERY CO. KALAMAZOO, MICH.,

LTINE & PERKINS DRUG CO. Grand Rapids, Mich.

Acme White Lead & Color Works, DETROIT,



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 Detroi

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. case of complaint, prompt notice must be given to the dealer.

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

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

GRAND RAPIDS, MICH. DECKHAM'S (ROUP 25 & 50 REMEDY.

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

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

CINSENC ROOT PECK BROS., Wholesale Druggista, GRAND RAPIDS. AZELTINE X

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, Cins, Wines, Rums.

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

We sell Liquors for Medicinal Purposes only. We give our Personal Attention to Mail Orders and Guarntee Satisfaction.

All orders are Shipped and Invoiced the same day we receive them. Send in a trial order.

Hazeltine & Perkins Drug Go.,

GRAND RAPIDS, MICH.

RECOMMENDED BY EMINENT PHYSICIANS Rest Tonic The Best Tonic A CONCENTRATED LIQUID EXTRACT OF MALT & HOPS FOR SALE BY ALL DRUGGISTS

78 Congress St., West.

Detroit, Mich., April 9, 1888. cialty Dept. Ph. Best Brewing Co., GENTLEMEN-I duly received the case of your "Best" Tonic and have since had a great many in this institution. I must say that the beneficial effects on weak and debilitated patients have been most satisfactory, especially to those in a stage of recovery after severe sickness.

vere sickness.

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

Yoars truly,

WM. GRAY, M. D.

Medical Sup't.

Yardley, Pa., March 18, 1888.

Ph. Best Brewing Co., 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. ELIAS WILDMAN, M. D.

Work-House Hospital, Blackwell's Island, Feb. 10, 1888.

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.

Specialty Depart. Ph. Best Brewing Co,, Specialty Depart. Ph. Best Brewing Co.,

DEAR SIRS—Your agent left me a sample of your liquid extract, Malt, and as I use nuch 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 patitable 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.

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.

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. ecialty Depart. Ph. Brewing Co.

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

Very respectfully,
D. BORNIO, M D.

For Sale By

Grand Rapids,

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 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, hie 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, moil, worry and care. While it has become an axiom that "All human power is a compound of time

care. While it has become an axiom that "All human power is a compound of time 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 a manner as this than to go on and on, until 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 In-

saw fit to appoint a Committee on Trade In-terests, 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 oar was given to me, 1 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. Unfortunately for me, my collaborators have failed to come to my aid and assistance to any conlerable extent until too late for the preparation of this paper. No doubt, there was a wealth of un-told 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 Shakes-peare is to the legitimate drama—the begin-ning and the end. The field is so broad that at the most its outer confines only can be touched upon in any paper concise and graphic enough to be read before this gath-

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 is an exhaustive dency to wink at the so-called "minor irregular that sea be calm, and its colors satisfying as the sun gilds its western horizon in the setting.

GEO. E. HOWES.

S. A. HOWES.

C. N. RAPP.

GEO. E. HOWES.

C. N. RAPP.

GEO. E. HOWES.

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 business is, of course, fully understood; while the graver importance of doing our business in fewer hours. compelling ourselves to take more hours, compelling ourselves to take more frequent vacations and seeing that our helpers are considerately cared for, has, I pree, 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-horses which, no matter if they are foundered, must get to the "next relay." The man who has plodded on in a mercantile career antil the significant mile-post of life, bearing the unmistakeable 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 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"—if honorably 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 welltimed 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 repute 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 considerate 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 giv-The results of action taken by the Com

There seems to be an urgent need of giving no inconsiderable thought and discustion to the unjust, unwarranted and annoying feature of trade, so inimical to the intersets 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

The Michigan Tradesman

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 reason. will supply his customers at equitable val-ues, as against the probable taking advan-tage of the average customer's ignorance and trustfulness by the peddler, who, in many cases, literally robs those who are foolish

> 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 considera-tions might be suggested: the highest stand-

ard 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 to courtesies as we desire, if we condescend to

comed 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 tendency to sell by "short count" or "marked tendency to sell by "slack fill," "short count" or "marked tendency to sell or handling to sell or hand up" measures; an inclination to sell or buy by fictitious brands or labels; or any secret or misleading plan involving misrepresenta-tion 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 indiscriminate 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 ubiqui-

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

'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 have a heart so great that, "there shall be no room in it to hold the memory of a wrong?" Honest aspirations are the un-seen 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 trituration resulting 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 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 indefinable mark upon those with whom we commingle, shall we not have laid up in the rich honey combs of our commer-cial 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 impor-tance to himself. When the memories of each day are such that one may draw re-freshments therefrom, as from Zem-Zem the noly well of Mecca, then do we not find

infinite riches in a narrow room?

If we cultivate the habit of remembering with Mr. Carneige'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 Fiametta;" 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 Hymettus tasted of the wild

thyme" from which it was made.

Let us not forget that all the streams of 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 involved to the lays and ponds, must sometime reach the sea:" and let we have a sometime reach the sea:" and let we have a sometime reach the sea:" and let we have a sometime reach the sea:" and let we have a sometime reach the sea:" and let we have a sometime reach the sea:"

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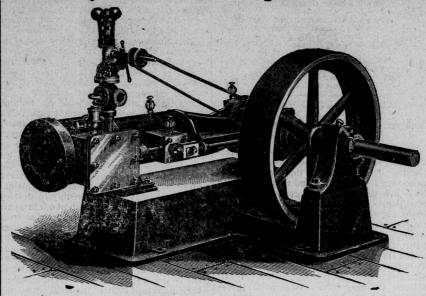
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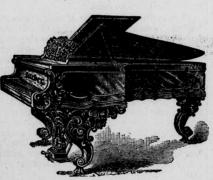
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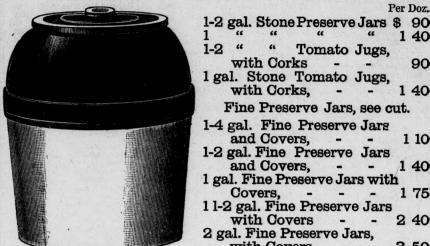
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