BEWARE!

It has come to our notice that unscrupu nufacturers of cigars are putting an inferior brand of cigars on the market under a label so closely imitating our "Silver Spots" as to deceive the general public. At first, we were inclined to feel flattered at this recognition of the superior merits of our "Silver Spots" by a brother manufacturer, knowing full well that it is only artieles 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 the best market in the West. Ample capiworthy of recognition in a community of worthy or respectable citizens. The "Silver Spots" are to-day the best selling five The Tradesman. Write us if you wish cent eigar in Michigan. If you don't be-lieve it send us a trial order.

GEO. T. WARREN & Co.,

HYDRAULIC COMPANY

PURE SPRING WATER

The Grand Rapids Hydraulic Company is prepared to furnish pure spring water to customers on its pipe lines, under adequate constant pure spring water to customers on its pipe lines, under adequate constant pure spring water to customers on its pipe lines, under adequate constant pure spring water to customers on its pipe lines, under adequate constant pure spring water to customers on its pipe lines, under adequate constant pure spring water to customers on its pipe lines, under adequate constant pure spring water to customers on its pipe lines, under adequate constant pure spring water to customers on its pipe lines, under adequate constant pure spring water to customers on its pipe lines, under adequate constant pure spring water to customers on its pipe lines, under adequate constant pure spring water to customers on its pipe lines, under adequate constant pure spring water to customers on its pipe lines, under adequate constant pure spring water to customers on its pipe lines, under adequate constant pure spring water to customers on its pipe lines, under adequate constant pure spring water to customers on its pipe lines, under adequate constant pure spring water to customers on its pipe lines, under adequate constant pure spring water to customers on its pipe lines, under adequate constant pure spring water to customers on its pipe lines, under adequate constant pure spring water to customers on its pipe lines, under adequate constant pure spring water to customers of the constant pure spring water to customers on its pipe lines and the constant pure spring water to customers on its pipe lines and the customers of t pressure on all levels, on application at the Company's Office, 76 Ottawa street.

JOHN E. MORE, Secretary.

BOOK-KEEPING WIPED OUT!

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

TRADESMAN Credit Coupon Book.

ON THE MARKET.

We quote prices as follows:

 Subject to the following discounts:

 ers for 200 or over
 .5 per cen

 " 500
 " 10

 " 1000
 " 20

 nd in sample order and put your busine K. A. STOWE & BRO., Grand Rapids,

Voigt, Herpolsheimer & Co.

DRY GOODS

Staple and Fancy.

Overalls, Pants, Etc., OUR OWN MAKE.

A Complete Line of Fancy Crockery® Fancy Woodenware

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

We make a specialty of handling AP-PLES in car lots and less and would be pleased to open correspondence with a view to receiving your shipments. Will at all times make liberal advances. Prompt returns at top market price," is our

S. T. FISH & CO., 189 So. Water S. CHICAGO.

DEDICATE DIN LINE IN THE INCHES

Reliable Compressed Yeast.
by a Majority of the Grocers ers of Michigan. Send for samprices. L. WINTERNITZ, ent, Grand Rapids.

ESTABLISHED 1866.

159 80. Water Street, Chicago



information, whether to buy or sell. It will cost you nothing.

BARNETT BROS.

SAFES!

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

MANUFACTURERS OF

and GROCERS' SUNDRIES.

Grand Rapids.

THURBER, WHYLAND & CO., NEW YORK,

RELIABLE

FOOD PRODUCTS.

It is both pleasant and profitable for merchants to pocasionally visit New York, and all such are cordially invited to call, look through our establishment, corner West Broadway, Reade and Hudson streets, and make our acquaintance, whether they wish to buy goods or out. Ask for a member of the first

SEEDS!O.E.BROWN

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

Hungarian,

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

OR ANY KIND OF SEEDS SEND TO

71 Canal Street,

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EDMUND B. DIKEMAN THE GREAT

Watch Maker a Jeweler.

44 GANAL ST.,

Grand Rapids, - Mich

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BEST IN THE WORLD.

CASH SALE CHECKS.

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

MILLING CO.,

Merchant Millers.

Shippers and Dealers in

Red Top, GRAIN and

Flouring Mill and Office,

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BELKNAP Wagon and Sleigh Co. MANUFACTURERS OF

Spring, Freight, Express, Lumber and Farm WAGONS!

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

Fig. Special attention given to Repairing, Painting and Lettering.

Shops on Front St., Grand Rapids, Mich.

Grand Rapids, Mich.

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

Offer No. 174. FREE—To Merchants Only: elegant Carving Set (knife, fork and Steel), in satin-lined case. Address at once, R. W. Tansill & Co., 55

THE RIGHT RING.

Reports of Delegates at the Cheboygan

The following are among the reports nade by local delegates at the Cheboygan

Charlevoix (R. W. Kane)-The Association the past year has not made progress numerically. While new members have Imperial and Labelle

BAKING POWDERS

BAKING POWDERS

And all kinds of

We do a General Commission Business and offer as inducements twenty years' experience and clear record. The best equipped and largest salesroom in the business in this city. Ample storage facilities—full 20,000 feet of floor space in the center of the best market in the West. Ample capital and Labelle

TEAS, TOILET SOAPS, CIGARS

To the market in the West. Ample capital and Labelle

BAKING POWDERS

Allegan—I will abbreviate as much as possible, as our time is limited. A gentle-dour ranks, others have gone out of business and we can only report twenty-two members. Our collection department has been maintained with satisfactory results, but we believe the efficiency of this part of the work would be increased by dispensing with the local lists and inserting all the names of delinquents in the State sheet. The Association has also held a banquet, which was a pronounced success in the Association are not made progress numerically. While new members have joined our ranks, others have gone out of business and we can only report twenty-two man said yesterday that he was a delegate. I didn't know until an hour after work would be increased by dispensing with the local lists and inserting all the names of delinquents in the State sheet. The Association has also held a banquet, which was a pronounced success in the Association and the was a pronounced success in the strength of the work would be increased by dispensing with the local lists and inserting all the names of delinquents in the State sheet. The Association has also held a banquet, which was a pronounced success in the twert was one thing that the Secretary wished me to bring before this convention. The remainder of the was a delegate. The Association has also held a banquet, which was a pronounced success in the twent when the state sheet. The Association has been maintained with satisfactory results. The Association has also held a banquet, which was a pronounced success in the creation s cause of the negative compliment it pays the honest man. Soon after the State meeting at Flint, the Charlevoix Association made an attempt to interest the local organ-izations in Northern Michigan in a scheme for advertising the resources and natural advantages of this part of the State, with a view to inducing a better class of settlers to till and develop the large tracts of splen-did farming lands now very poorly culti-vated, as well as to attract capital and manufactories to this part of the country to assist in the development of these resources. In accordance with a call issued by the Charlevoix Association, a convention was held at Petoskey last winter, at which delegates from a number of associations were present; and when the project was quite thoroughly canvassed, and an agreement reached to undertake the work. The committee appointed to take charge of the matter, however, have failed to receive the co-operation of the different associations, which was necessary to the execution of the plan, and the project is now—not dead, we hope, but sleeping. Who shall arouse it and start it on its way to successful accomplishment? plishment? Our meetings have not beer as well attended as we could have hoped and the interest in the other objects of the Association have been to the few enthusias-

tic members painfully slack. We need education in the objects and accomplishments of the Association to stimulate us to more

concerted action. The delegate who attended the State meeting last year found it so profitable that he induced the Association to send three delegates this year, in the hope that the interest may be at least three times what it has been and that the benefits to the Association the next year may be correspondingly increased. Lansing (W. E. Crotty)—The Lansing Business Men's Association was organized in May, 1887, and celebrated the first anniversary of its organization by a very enjoyable banquet at the Lansing House. The

Association. And as half of the present delegation took part in the convention last year, it shows how well we appreciated the proceedings of last year's convention. Our membership is 101, and from expressions from individual members there would seem to be no danger of it being any less. Business and professional men have been admitted to membership and the question has been admitted to membership and the question has been defined as it never has been before.

Nashville (W. S. Powers)—This Association was organized the 22d day of March last, by Mr. Stowe, the State Secretary, with a membership of twenty-one business membership and the question has been defined as it never has been before. mitted to membership and the question has been raised if it would not be better for all concerned to have only the merchants in the main local associations with a membership of twenty-one dustness men, which number has increased to twenty-eight. The organization was perfected, by-laws adopted and duly incorporated according to law. We have but a small viland professional men in a separate body, but auxiliary to the merchants' association. Like all other auxiliary branches, we have suffered from non-attendance at meet-ings, and the subject has been under consideration for some time. It has been suggested if we had a hall of our own it would help. We hold sessions on the first and tion will be beneficial to them individually third Wednesdays of each month in the council chamber. The secretaryship has the same day we left to attend this meeting a delegation of our members left for been filled by a member engaged in business. Finding he could not attend to it as Alma to attend a railroad meeting in the insharply as the business required, an assistsnarply as the business required, an assist-ant was given him, and for the coming year a paid secretary has been engaged, and it is expected by his prompt attention to accounts handed him for collection and other duties pertaining to the office that its importance to even the doubting business importance to even the doubting business man will be demonstrated and he made to man will be demonstrated and he made to feel he cannot get along without the B. M. A. The business men of Lansing do movement of which this is an improvement. not take kindly to bonuses to any institu-tion, but say, "We offer you a central loca-tion, the best of railroad facilities from four different lines, extending to the four cardi-nal points, and a transit railroad from your factory door to these lines of railroad. If your works are built along or near the river, the transit railroad mentioned consists of a regular track of railroad, on which cars are taken at night to or from all the manufac-turing institutions in the city, and there is plenty of room along it for more manufac-tories to locate." A matter of some discus-sion before the Association during the year

was the electric light. We pay \$85 per light for forty lights to 12 o'clock and \$80 per light for four lights, a total of eighty-four lights at an average of about \$82.50 per light. We deemed this price too high and concluded from investigation that \$50 and concluded from investigation that \$50 per year a light would be a liberal sum to pay. We showed the city council that Jackson and Bay City got their light for about one-half what we did, but as the contract had been made with the light company.

the city gets \$300 for the water. If we get water free, we can get sprinkling done for twenty-five cents per week or less. We called the water board's attention to this. they acknowledged its justness and replied that if the council would grant them the expense of same, would so furnish, but they would not be willing to do so free, as it would not make a good showing for the water receives.

water receipts.

Allegan—I will abbreviate as much a iness Men's Association:

ALLEGAN......188

DEAR SIR—Your name has been placed in our hands for investigation, having been reported by our Association as delinquent to the amount of....due.... We trust you will spare us the necessity of publishing your name in the Delinquent List of our Association, to be republished in the State list: sociation, to be republished in the State list; for you have been regarded by us a citizen worthy the confidence of all. And we urge you to reconsider this matter before it is too late. If there is any cause why this account should not be paid, please notify us and we will cheerfully do all in our power to right the wrong, if any exists. For we desire to guard the interests of debtors as well as creditors and will in no case report well as creditors, and will in no case report as delinquent those who have not been fairdealt with, or who, through misfortune, re unable to meet all just demands prompt ly. Let us hear from you on or before... that this matter may be honorably and fair ly adjusted, and your credit unimpaired.

Yours truly, W. J. GARROD, IRVING F. CLAPP, S. S. DRYDEN, Executive Board A. B. M. A.

After the other three letters had run their course, with this they collected 50 per cent. of the debts. That is all I can say of the collective department. We started out with twenty-nine members. We now have sixty-one. We have a population of a lit-tle over 4,000. We have raised in the last year and one-half \$5,355 through the Business Men's Association that has been paid in cash. We have raised \$500 for a new railroad, \$200 for a new court house, raised \$1,500 for the soldiers and sailors' reunion which meets at our town on the 22d of this We raised \$2,650 for an oil well and got the oil—five barrels a day—the only oil well in Michigan with five barrels of oil a day. We raised \$500 for the Fourth of July. I am proud of what we have done. And I would say that there are just as good representation in this convention makes the second time it has had the pleasure of towns in this State—small towns—full of pluck and vim; and if you will send this Secretary out and get them into this Asso-

lage, but for energy, push and enterprise we think it has few equals in the State. The Association is made up of live, energetic business men who fully appreciate the importance of the work such an organiza-tion can accomplish, and all believe and expect that their connection with the Association will be beneficial to them individually organized an association with some of the features of the present one. The meetings were kept up at irregular intervals until the organization of the present Association, when they were both merged into one. We feel confident that the coming year will witness good results from the association.

ness good results from the organization.

Ashley (Geo. E. Clutterbuck, by letter)

—At a regular meeting of the Ashley B. M.

A., it was decided by a unanimous vote that

Jackson and Bay City got their light for about one-half what we did, but as the contract had been made with the light company, no action has yet been taken on our report.

We recommended that a city sealer of weights and measures be appointed, which the council promptly did. We would here add that it is the expression of the Lansing B. M. A. that each city should own its own lighting plant, at least if it is an electric plant. The water works, which are owned by the city, give the best of satisfaction, and we believe at less rate than any where owned by a private company. Another question of interest to local associations, we think, has been discussed by us, "Shall the business man pay all the expense of watering the public streets?" We say, "No." We will pay for sprinkling before our stores, but the city at large should pay for the water. We pay fifty cents per week a store for sprinkling; out of this

ing to \$444.75. One of these accounts had been standing more than fourteen years, be ing among the first contracted by our oldest merchant. We notice a more friendly feeling and greater confidence among the business men and many are the remarks made by customers, as well as the members that many names are on our old list, but particular to the promoter of the second standing more than fourteen years, be do to get more genuine enthusiasm into our Association? The members are all good, business men, but fail to enthuse. We have done considerable collecting, and many names are on our old list, but particular to the promoter of the second standing more than fourteen years, be do to get more genuine enthusiasm into our Association? The members are all good, business men, but fail to enthuse. by customers, as well as the members them-

could scarce expect one of our age to have much to say. Our Business Men's Associamuch to say. Our Business Men's Associa-tion was organized in May, nearly three months ago, and we have hardly got be-yond creeping. We started out with 150 members and now have 160. This com-prises a goodly representation of our best business men—our solid men—the wealthy men in the mercantile and manufacturing deportments and thos we have a lower departments, and then we have a large numper who have no interests to share in that ody; that is, they are not in active mercantile labor or any pursuit that would make the Blue Letter system of any benemake the Blue Letter system of any benefit. I am very sorry that some of the older associations have presented no report. I came here to learn something and was much interested in the reports from the different localities. In speaking of celery, I would say that there is not, in the State of Michigan, any interest that brings as much in cash into the city as celery brings to Kalamazoo. In the matter of wheel vehicles

amazoo. In the matter of wheel vehicles, it is said that we manufacture more than any other place in the world. In the way of local legislation, we have accomplished something, on a point not mentioned in this convention—not the peddler and not the "dead-beat"—but the tramp business man, the man who comes into a town with a the man who comes into a town with a stock of bankrupt goods to sell cheap and settles for business. Our council passed an ordinance that any man establishing himself in any trade, for the sale of any article, should pay a license fee of \$100, and we are going to see if it is good for anything. I am glad to have been here, because of the iasm I hope to convey from this convention to our own Association, and to give them some of the benefits the members might have received had they been able to attend our session.

Fife Lake (P. H. Bernstein)-Your delegate would report as to the workings of the Fife Lake B. M. A. that we have only fif-Fife Lake B. M. A. that we have only fifteen members, the interest in the Association fair. The use of the Blue Letter has proved efficacious and of value. The work of our Association has been of unquestioned value to the town. We have raised \$700 for the purpose of removing the depot from South Fife Lake to the north town and we propose to raise additional money to secure other industries. We hold ourselves willing to offer a liberal premium to a hemlock ing to offer a liberal premium to a hemlock bark extract manufacturer, if he will locate in our town. We have already shipped, or are shipping, 1,000 to 1,500 cords of bark and the chances are good for this kind of business. Our place is unrivalled as a lo-cality for the manufacture of hardwood lumber or other products made from hardwood, as it can be shipped via Traverse City by water or by the G. R. & I. Railway. To all we say, Come, and we will do you good.
Tustin (A. Wenzel)—The Tustin Busi-

ness Men's Association, although small in numbers, is proud of its record during the past year, and in point of energy and interest manifested, we think that it will com-pare favorably with the results attained by larger associations. We have nineteen members and hold regular meetings every second and fourth Monday evening in each month and for the past year there has been a regular attendance of ten and nine sixeenths members. Our Association has rethe collecting department we have all realized that there is great power and efficacy in the Blue Letter. We have brought about a system of water works, which is not yet completed, but will be in the near fathers by the way of the system. In the system of the system o future, by the way of a large cistern centrally located, getting the water there by I tell you that there was something like 250 force pumps driven by the power of a large stumps there, you will see that it was quite wheel, placed in a small creek about forty rods away. The nuisance of a tramp, which is called peddler, is now and then bothering road stock—raised about \$10,000. We have

on August 1, 1887, had grown to fifty-four on August 1, 1888. While we may deplore the fact that such an organization as this originally was, became a necessity, we can not doubt the wisdom of its originators, not doubt the wisdom of its originators, and must with one accord pronounce it a grand success. But now that its object is broadened, its success must necessarily be greater. Aside from the benefits derived by its members incident to the original object of its organization we have actually its of its organization we have actually collector. The members whose advantage ject of its organization we have actually accomplished but little. We have, howaccomplished but little. We have, however, sown seed from which we hope very soon to gather a rich harvest. This seed consists partly in thousands of copies of Cheboygan papers, which have been distributed largely over New York, Pennsylvania, Ohio, Indiana, Illinois and our own State, setting forth the natural facilities of Cheboygan as a manufacturing fown. As In this way we cut off a great many names. Cheboygan as a manufacturing town. As In this way we cut off a great many names Cheboygan as a manufacturing town. As a result of this seed sowing so far, our Secretary has received numbers of letters, asking questions in regard to matters not fully set forth in the newspapers, and we have every reason to believe that very soon we shall have at least two manufactories established here that will rapidly convert into money some of the timber of Northern Michigan, which up to this time has been used for firewood, or simply burned for the purpose of clearing the land. We have purpose of clearing the land. We have been very successful in our collection de-partment and can only wonder from our success that the number of the associations success that the number of the associations chartered by the State Association has not reached 176 instead of 76. We have had no picnics, but we propose to have one before we are through with this convention. Eaton Rapids (Will Emmert)—One year ago, we had 26 members. Now we have thirty-three. The great trouble with us is, to get the members to attend meetings. During the last six months, we have had but one regular, and several special meetings, and no delinquent sheets—either State or local—have been distributed since Feb-

many names are on our old list, but particular good has been done the city by the by customers, as well as the memoers themselves, that this will prove to be one of the most beneficial organizations that ever came into life in Davison.

Kalamazoo (Chauncey Strong) — You could scarce expect one of our age to have could scarce expect one of our age to have ton, but it failed. We celebrated the stores when to say the stores. Fourth, but instead of closing the stores. every merchant wanted to make more money, than at any other time. Our city has also had some experience with the peddler and is liable to stand a suit for arrest and false imprisonment, the Circuit Court declaring a license ordinance "no good," as it discriminates between persons, contrary to the constitution. It might, therefore, be well for ssociations to go slow in prosecuting cases

for imprisoning the peddler, unless their or-dinance has been tested and declared valid. Kalkaska (Alf. G. Drake)—I will make my remarks short. About two years ago, when Messrs. Stowe and Hamilton came to our town, they found it somewhat of a dead place—just existing, like many other towns. In the twenty months which have since elapsed, we have incorporated our town, have much better streets, better sidewalks, etc. We have have taken up a railroad scheme for \$10,000 stock and the survey is completed. In the last three months we have lighted our city with electric light. We have a large factory that engages seventy-five or 100 men and two others on the string. All this has been done by our Business Men's Association. As far as the business men themselves are concerned, we have canceled old accounts, established a better feeling among them socially and otherwise. This is the prosperous condition of things brought about by the Business Men's Association.
Scotts and Climax (E. L. Carbine)—In

ehalf of the Scotts and Climax B. M. A., I beg leave to offer the following report as to our condition, financially and socially. Having been preyed upon for—well, as the brother from Plainwell said, "ever since the flood"—by a class of chronic "long timers" and dead-beats, we began to look around for some means of protection—something that would lead us to do mission work by a consulting time the control of t sionary work by compelling dishonest men-to be honest ones. We examined every collection agency available very carefully and some too carefully to the extent of membership fee, without deriving any benefit. We believed them all no good or unsafe, until we gave the B. M. A. a thorough examination. Then we thought we had found the remedy sought after, and so we found it, and shall continue to find it, if we work together as brothers and true men and ive up to our privileges and the golden rule. We organized on February 22 last with twenty charter members, with nearly solid flanks in both Scotts and Climax. We have gleaned a little closer and added to our number from adjacent villages until we now number twenty-five business firms, constituting about forty individual members. Our population in either village is about 350, although in enterprise and push we number 350,000. We have received grand results from the Association work, collected many accounts we deemed worthless and, in fact, having been so successful, have gone to the garret and cellar, unearthed our old ledgers and begun life over again by collecting old accounts that we had long since buried, sup-posing them dead, but with the B. M. A. work found, to our great delight, we had buried them alive. Hence, brothers, our success lies in union of action, union of sulted in much good in more ways than one. It has been the means of uniting our business men in a more brotherly regard for each others' interests and the general in our town or locality is our enemy. By welfare of our village. We have made our meeting an enjoyable and social affair and warmest friends. Therefore, to advance have reaped much benefit therefrom. In the collecting department we have all ment and pull together. The result will be

us and we respectfully ask the M. B. M. A. to take such steps as to benefit the business men in unincorporated villages as well as corporated towns.

We have not received any new industries, but there are plenty waiting to come as soon as we have our railroad. Through the efforts of the business men, we have induced private the business men, we have induced private individuals to commence a system of water Cheboygan (E. O. Penney)—The B. M. A. individuals to commence a system of water of Cheboygan, from a membership of forty works, which will be completed in about sixty days. A small item coming through the efforts of the Business Men's Association is the establishing of a newspaper for the purpose of booming the city; but, as I am the chief boomer, I will say nothing

a collector. The members whose advantage



DOES NOT REQUIRE DOWN WEIGHT

The Michigan Tradesman

Retail Trade of the Wolverine State.

E. A. STOWE & BRO., Proprietors.

ription Price—One Dollar per year. rtising Rates made known on applicati

ntered at the Grand Rapids Post Office. E. A. STOWE, Editor.

WEDNESDAY, SEPTEMBER 3, 1888.

A BELATED IDEA.

The newsmongers send us a fresh report of a conference of members of the royal caste of Europe, to settle the future of Bulgaria without the slightest reference to the wishes of the Bulgarian people. This time it is the Duke of Cumberland who is to be thrust into the place Prince Ferdinand is ample capital. filling to the apparent satisfaction of all but the Czar. Of course, it would be very handy to have him in Bulgaria as prince. Bismarck would like it, as it would save him from having to restore the Duke to the rights the Chancellor stripped from his father. The royal caste generally would like it as a provision for a rather impecunious member of their set. England might be supposed to like it, as Cumberland is the only descendent in the male line of the House of Hanover, and looks back to the three Georges as his ancestors. But would the Bulgarians like the induction of a vience to Russia, and who belongs to a than for their respect for constitutional obligations and pledges?

The truth is that the royal caste is belated in its ideas. It no longer has the power to transfer kingdoms and principalities by private conference, and to hand over countries to its members by way of reward for merits or compensation for losses. That business came to an end when the rights of nationality obtained distinct recognition in the diplomacy of Europe, and it now is recognized that no settlement of the Bulgarian, the Irish, the Polish, or any other question can be final, unless it is acceptable to the nation it concerns.

Recent developments in the insurance situation - developments which THE TRADESMAN is not at liberty to disclose at present-coupled with the work recently undertaken by the insurance department of the Michigan Business Men's Association. give good grounds for the belief that there will be a revolution in present insurance methods before another year has elapsed. As the old campaigner deems it essential to keep the enemy ignorant of his movements, so the men active in this work find it desirable to make as little noise as possible until the time has arrived to deal the insurance monopoly a death-dealing blow.

The Standard Oil Co. jumped oil up 1/2 cent per per gallon on Monday, in face of the fact that two other oil houses are considering the project of establishing distributing stations at this market. The Standard Oil Co.—acting through its local representative, the West Michigan Oil Co.evidently believes in making hay while the

Tribute to the Traveler. A young lady admirer of the Grinsack

Brigade pays the commercial traveler the

following tribute: Of all men living, the commercial man is one whose varied experience is most interesting, and whose life is one long list of romantic incidents, some extremely sad, in-deed, and some of infinite mirth. No wonder he is a man of resources, and great of heart. He obtains the experience of more people than any other man on the face of the earth. His own experience is the cream of all those poured into his eager, ing ear, or snatched by his watchful His nimble wit is at the command of every man he meets. Are you heartsick and sadly burdened with troubles? His tongue is tipped with humorous philosophy that drives away sorrow and disarms troubles of all their stings. Are you in financial difficulty? His hand flies to his pocket and relieves your monetary distress as easily and as heartily as he does your tal woes. To sum up, he is everything mental woes. To sum up, ne is everything that goes to make up a great and splendid manhood. Of course, there are some "bad ones," but they only serve to enhance and bring out in greater prominence the virtues of the majority. He is a walking encyclopedia of practical, every-day knowledge, and you can get more real, solid, satisfactory information on any subject, be it business or pleasure, from one commer-cial man than you can from ten ordinary men. He is a moving, breathing, hustling edition of Rand-McNally, and his brain is one seething mass of facts, fun and figures. He has been accused of living rapidly. He does, indeed. He eats, drinks and sleeps on the run, and his brain and all ideas move at the same rapid gait. Truly, our commercial friend lives a "fast" life. Never too cial friend lives a "fast" life. Never too fast, though, to hear the cry of distress and pass unheeding by. Never too fast to give up his seat to that aged lady. (For the drummer has a mother somewhere.) Never too fast to amuse that fretful child, and give its poor, weak mother a few moments' rest and quiet. Never, in fact, too fast to do the needful. The commercial man may be fast in a way, but he is a dandy, and I am in love with him.

Gage's Saturday Gazette.

Gage Bros.' new Saturday paper is going to have a good send-off. Among the contributors to the first issue (which will appear next Saturday, the 8th) are Lloyd Brezee, Chas. D. Almy, Dr. Byron Parker, Ensign John Gibbons, U. S. N., and Will C. Graves. of the Detroit Tribune. The price of the Gazette has been fixed at \$1.00 per year or carriage manufacturing firm of C. Walker 50 cents for three months, and it will office with the Daily Dem

AMONG THE TRADE.

GRAND RAPIDS GOSSIP. A. J. Kridler has opened a grocery store at 20 Ellsworth avenue. Lemon, Hoops & Peters furnished the stock.

Cory Bros. & Co. have put in a genera stock near Harrison. Ball, Barnhart & Putman furnished the stock.

J. F. Reed has engaged in the drug bus ness at Walkerton, Ind. The Hazeltine & Perkins Drug Co. furnished the stock.

Louisa Harroun has opened a grocery store on Jefferson avenue, one-half mile below the city limits. Lemon, Hoops & Peters furnished the stock.

THE TRADESMAN has it on good authority that a wholesale hat and cap house is shortly to be established at this market by three gentlemen of long experience and

Wm. Widdicomb, assignee for Thompso & Maclay, sold the stock last week to A. May and Moore & Co., who picked out all they wanted and shipped the balance to Geo. P. Gore & Co., of Chicago, to be sold on commission on their account. The assignee declines to disclose the terms of sale.

Walter E. Cummings and Fred. D. Yale have formed a copartnership under the style of Cummings & Yale for the purpose of engaging in the sale of crockery, glassware and kindred lines, having secured the agency of a number of leading importing prince who would come pledged to subser- and manufacturing houses. The firm has leased three rooms in the Blodgett block, family much more notable for their obstinacy on South Ionia street, and is arranging a line of samples which ought to take well with the trade.

> Fred. A. Wurzburg and Wm. N. Wurzburg, sons of F. W. Wurzburg, and Wm. F. Wurzburg, nephew of F. W. Wurzburg, have formed a copartnership under the style of F. W. Wurzburg's Sons & Co. for the purpose of engaging in the wholesale dry goods business. The firm has leased one half of the second floor of the new McMullin block, on the corner of South Division and Island streets, which will probably be ready for occupancy about October 1.

The remarkable success of the Grand Rapids School Furniture Co. has led many to think that there are large margins connected with the business. The failure of a Detroit seating concern, a few days ago, coupled with the fact that a small concern has been whanging away at school seat manufacture here for the past half-dozen vears, without attaining the dignity of a one-horse factory, rather leads to the opinion that the success of a school seat factory is a question of management wholly and that the profit involved is no greater than in the case of ordinary furniture.

AROUND THE STATE. Belding-H. A. Lamb & Co. have opened grocery store.

Belding-Ingersoll & Sons have opened a

new boot and shoe store. Empire-The Empire Lumber Co. is noving into its new store.

Breedsville-S. E. Brown & Co.'s grocery has been closed by creditors.

Muir-Chas. E. Stevens' general store has been closed by creditors.

Lowell-Geo. T. Howard has moved his stock of clothing to Kalkaska. Pentwater-Frank Harris succeeds L.

Fisher in the harness business Vassar-H. C. Dean succeeds J. R. Baneroft in the hardware business.

Hudson-James Dennis succeeds John R. Bate in the hardware business.

Saranac-Brown Bros., of Charlotte, soon open a branch clothing store. Stanton-J. K. Gillman succeeds Epley

& Gillman in the grocery business. Hartford-Grosse & Son have sold their

meat market to a man named McGlure Lansing-J. Wilson Roe succeeds Wright & Co. in the grocery and stationery bus-

Kalkaska-S. R. Haynes succeeds Haynes & Wadsworth in the grocery and provision

Shephard - Pratt & Robinson succeed

Lansing—A. J. McNeal, formerly of the tired expression in his eyes. Brighton, has opened a general store at 455

Franklin street. Sparta-J. O. Norton has rented the Nash store building and will engage in the

commission business. New Era-Olaf Cedarquist has remove his boot and shoe stock to Ferry, leaving

New Era without a shoe store. Stetson-Dr. A. A. Sherlock and James Bogue have purchased Geo. North's drug stock and will continue the business under the style of Sherlock & Bogue.

Flint-L. J Hitchcock has retired from the produce firm of Hitckcock, Kline & Co. The business will be continued by the remaining partners, Geo. Kline and L. G. opoly a profit of over 2 cents per gallon. Goodenough, under the style of Kline & The Tradesman regards these profits as extortionate and is of ganizing a scheme to maining partners, Geo. Kline and L. G.

STRAY FACTS.

Vicksburg - Rayner & Prentice have started their fruit dryer. Petoskey-E. Grimes & Co. have

hased the Vienna Cafe. Port Huron-Chas. A. Jex, the whole sale confectioner, is dead. Sunfield-L. H. Wood is getting in the

oundation for a new store building. Detroit-Jas. L. Lowrie, of the dry goods ouse of Jas. Lowrie & Sons, is dead. Ann Arbor-Christian Walker, of the

Helm had sold his general stock to Samuel Berry is denied by the former gentleman.

Manton-The Tribune is authority for the statement that the three buyers it that market have paid out over \$1,800 for hemlock bark this season.

Sunfield-Ed. Stinchcomb has begun the erection of a two-story brick block, 40x70 feet in dimensions, which he will occupy with his general stock.

Muskegon-A. V. Mann & Co. have pur chased 100,000 acres of pine land in Arkansas, which they will cut when they will finish that which they have in Osceola and Wexford counties.

Ithaca-Frank P. Merrill's drug stock was destroyed by fire on the night of August 30. The loss is about \$3,000, half covered by insurance. The fire was caused by spontaneous combustion or a lamp explosion in the oil room.

Detroit—The Detroit Seating Co. has filed two chattel mortgages covering all the stock. machinery and other personal property. One is for \$16,151.18 to A. Ives & Son, bankers, and covers six promissory notes. The other is for \$411.15, and runs to the Standard Foundry and Manufacturing Co.. from a suit for \$10,000, on contract, brought ing Co., of Sheboygan, Wis. This suit impaired the credit of the company, and finally forced it into its present position

MANUFACTURING MATTERS. Ionia-J. F. Faude has engaged in the

manufacture of cigars. Adrian-L. Ladd's canning factory has

started up for the season, with a larger force than ever before. Shelby-Paton & Andrus have concluded to remove their sawmill from New Era to

this place and will convert the plant into a

manufacturing establishment another sea-Benton Harbor — The Benton Harbo knitting factory will close down for a spell pretty soon to wait for better demand for knit goods. Some Eastern parties are also trying to gather up an interest in the con-

Detroit—Articles of incorporation of the Michigan Gas Enricher Co. have been filed with the county clerk. The company will engage in the manufacture and sale of a patent invention for purifying and enriching

Detroit—The American Paper Clothing Co., capital stock \$50,000, of which \$40,000 is paid in, is the newest Detroit corporation. The company will manufacture all process. The stockholders are Richard E. Frank T. Collver.

Detroit—The embarassed Frost Lumber on hand worked up, and a permanent course will be decided on.

Gripsack Brigade.

L. L. Loomis is back from Denver, in fairly good health and capital spirits.

Sampson's "Heavy Hitters" are all right. only they couldn't hit Aldrich. That's all. Wm. B. Edmund's infant child lived but two weeks, dying from the effects of

John McIntyre changes his allegiance from Arthur Meigs & Co. to Lemon, Hoops & Peters next Monday.

Vermontville - Browning & Co. will shortly begin the manufacture of furniture in their new factory building.

Sam. B. Morrison is still laid up with his sprained ankle, but hopes to get out among his customers again next week.

G. W. Feldner, traveling representative for Gray Bros., of Syracuse, is spending his

usual summer vacation in this city. The recent sale of a drug stock at Walkerton, Ind., makes two new stocks Cornelius Crawford has put into Hoosierdom

this summer. Perhaps Geo. Seymour hasn't worked like Wellman & Walling in the meat market a beaver for the past five days. Any one

After the Standard.

From the American Artisan

THE MICHIGAN TRADESMAN, of Grand Rapids, figures out the percentage of profit made by the Standard Oil Company's representative in that city. The cost of water white oil in Cleveland is reckoned at 6 cents, freight in tanks 3/4 of a cent, inspection 1/4 of a cent, total cost in tanks at Grand Rapids 7 cents. This is sold to the retail trade at 10 cents, leaving a profit of 3 cents per gallon, out of which is to come the cost of delivery. The cost per gallon in barrels is figured at 8% cents. This oil is sold to the retail trade outside of Grand Rapids at 12% cents per gallon, giving the monopoly a profit of 3% cents per gallon. When sold through the jobber it still affords the mongive the trade competition with the Stan-dard Oil Company's monopoly.

Bank Notes.

Mark D. Bailey has taken the position of Assistant Cashier of the Northern Kent Bank at Cedar Springs.

A national bank will probably be started at Buchanan to succeed the Farmers & Manufacturers' Bank, which is going into voluntary liquidation.

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

IT WAS A WATERLOO.

Grand Rapids Retrieves the Record Made . at Detroit.

Agreeable to previous arrangement, umber of Detroit traveling men arrived in the city last Friday night and were domiciled at Sweet's Hotel. Further accession were received Saturday morning, the fore noon being devoted to visiting the various obbing houses and making the acquaintance of the Grand Rapids traveling men who thronged the hotel. At 2 o'clock p. m., the two nines started via street cars for the Reed's Lake ball grounds, accompanied by Wurzburg & Bronson's brass band.

THE GAME.

When the bells had quit tolling and the remendous sighs of the stricken maidens at the sight of so much handsome manhood had ceased to attract attention, the grand stand was startled by what appeared to be a man wheeling himself out to third base on a VanLeuven, s. s wheelbarrow, but after the dust had settled down it was discovered to be Hi. Robertson taking his position.

The game was by no means a repetition of the game in Detroit the week before, but, of Cleveland. H. T. Thurber, attorney for on the contrary, the 500 spectators were A. Ives & Son, says that the trouble came given an exhibition of ball playing that would not have disgraced professionals. against the company by the Frost Veneer- The position of the players was as follows: DETROIT

.Catcher .. .Second Base... Third Base... Short Stop.. Center Field... Right Field... Left Field... ...Robertson
.VanLeuven
...Bush
...McDonald
...McKelvey

In the first innings, Evans hit the ball for a safe hit and reached second on Boucher's sacrifice, scoring on Musliner's hit to short stop. Boucher couldn't run fast enough to beat the ball to second. Nessen fanned out and Mangum started an easy grounder to first. One run. For Grand Rapids. VanLeuven swiped the first ball that came to him for a base, and Bush covered himself with everlasting glory by knocking the cover off the ball for two elegant bags, bringing in Van. Beecher flew out to right field and Aldrich made a scratch hit for one base, advancing Bush to third. McKay bunted the ball to short and was out at first, Bush scoring. Freeman gave the pitcher an easy liner and the inning was done. Detroit, 1; Grand Rapids, 2.

In the second, Morgan fanned wind three times, but was given his base by McKay letting the ball go by, stole second and scored on wild throw to third by McKay. Morant, Coleman and Carpenter, not having glasses with them, couldn't see the ball and kinds of paper clothing, under a patented fanned the ambient ozone violently three times each and retired the side. For Grand Mudge, Edgar M. Masson, Louis Reed and Rapids, McDonald rolled an easy one to first, and Happy Hi. whirled himself around and bunted the ball to the pitcher, & Woodenware Works have resumed opera- who tossed it to first base before Hi. had tions under the direction of James T. made up his mind to run. McKelvey played Campbell, assignee. About fifty men, out in great luck and reached first by being hit of a former force of eighty-nine, were put by the ball, though it did him no good, as at work. Orders will be filled, and stock Van fouled out to Evans. Detroit, 1; Grand Rapids, 0.

For Detroit, in the third, Mr. Aldrich gave Evans, Nessen and Boucher an assortment of in-and-out shoots and up-and-down shoots and retired them in one-two-three

Musliner thought the ball had shrunk and Johnson's best style. Hi. Robertson rapped hit three times at what was only the shad- the assemblage to order and introduced ow of the ball. Mangum surprised himself Mayor Weston, who welcomed the visitors by knocking a fly to third, which Hi. kindly to the city and expressed the hope that they let fall, falling himself at the same time, might enjoy every moment while here. He

good run. In the seventh, McKelvey winked three times and the umpire said "out." Van took first on five balls and scored on Beecher's base hit. Bush hit for one bag and scored with Beecher on McKay's twobagger. Aldrich went out to first and

Freeman out to short stop. In the eighth and ninth. Detroit made a noble effort, but nineteen men struck out was too much for their nerve and they only added two more ciphers. In the eighth, Grand Rapids made 0.

SCORE-DETROIT.

GRAND RAPIDS.

Grand Rapids -Two-base hits, Bush, Aldrich, McKay. Detroit-Two-base hits, Morgan; double play, Evans, unassisted.

SCORE, BY INNINGS. Innings..... 1 2 3 4 5 6 7 8 9 R.B.H.E Gd. Rapids... 2 0 0 1 1 0 3 0 0-7 7 5 Detroit...... 1 1 0 0 0 0 0 0 0 0-2 4 5 BASE HITS. What's the matter with Grand Rapids

Chorus, "She's all right." Bootblack-Wat's goin' on in Sweet's Hotel, pard?

Newsboy-Prohibition convention. B. B.—Wat they doin', kid?

N. B.—Passin' resolutions. Both together-In glasses, o' course.

Detroit is not very enthusiastic or they would send more than fifteen delegates to this great game. As it was, there were six

committeemen to each visitor. Our boys responded nobly and turned out 500 strong with their wives and ladies to see the game. It takes Grand Rapids travelers to do these affairs up right. Always office—is not to go into trade at all. The ready with money and time to help along other methods of success are graduated by anything that would redound to the honor the ambition of the party in trade. I have of the fraternity.

What a pitcher Fred Aldrich is! Nineteen men struck out is a great record.

or two they would have a varied assortment Happy Hi. did look awfully unhappy as of job lot experience and some one else ne lay in the dust in the fourth inning. would be the owner pro tem. of the bright, Neither his feet nor his nose touched the shining dollars. I have seen others go into ground. As one lady said, "He seems to trade with absolutely nothing and get trusted for their first stock of goods, and in a few have struck a happy medium."

Aldrich throws a wicked ball. He threw once to Hi. and Hi. made a great bluff to stop the ball and did hold it and put a man out. How the grand stand yelled! Some talk of playing Owosso or Flint

traveling men. Getting late in the season, however, for base ball, It is estimated that over \$60,000,000

worth of wholesale houses were represented at the game. And yet we wonder at crime when we see such men as Tom Morant throw a bat at the wind! JESSE LANGE.

THE BANQUET.

After the game, the visitors were introduced at the boat house of the O-Wash-taorder. Bush got to first on passed third nong Club, where some of the party imstrike and error of first base and was put proved the opportunity to take a row on out while running on a foul, which Beecher the lake. The return trip was made withhit to Evans. McKay went out on a little out incident, the evening being spent in one to Boucher to first. Detroit, 0; Grand social enjoyments until about 10 o'clock, when the doors of the dining room were In the fourth, it looked as if Detroit was thrown open and 115 persons sat down to a zoing to make a bushel basket full of runs. collation gotten up and served in Landlord



who doesn't believe he has should look at Mangum reaching first safe. Then Morgan | paid the fraternity due praise for the part found the ball for two bases, but Mangum it played in building up great houses and was out at the home plate on a beautiful large cities and closed by hoping that he throw from center and a great stop by Mc-Kay. Morant lifted his bat up and down similar welcome some time in the future. three times and was out. For Grand Rapids. Freeman got to first on a hot one to short stop and reached third on McDonald's out to first, and scored on a passed ball. to the Soldiers' Home. Some left on the Happy Hi. ambled up to the plate, grunted violently three times and trotted back to his seat. McKelvey, also, might have stayed on the bench, as he three times struck at pleasant memories of their short stay in the ball when it was in the catcher's hand. the Second City. Detroit, 0; Grand Rapids, 1.

In the fifth, Evans was put out at third, after reaching second on muff by centerfield. Coleman and Carpenter fanned wind and another goose egg was added to the Detroit's list. For Grand Rapids, VanLeuven struck out. Bush sent an easy grounder to short-stop and was out. Beecher made a base hit, stole second and came home on Aldrich's safe hit to first. McKay fanning out, left Aldrich on third. Detroit, 0; Grand Rapids, 1.

In the sixth and seventh, Aldrich struck out six Detroit traveling men so quick and easy that not one of them was able to charge up an extra 'bus ride in this week's expense book. For Grand Rapids, in the sixth, Freeman struck out, McDonald popped up a nice soft one to third base, and Hi. surprised everybody by knocking a dandy fly the Wayland Cheese Factory, Wayland. out to center field, which was caught by a Satisfaction guaranteed.

might have the opportunity of extending a

Sunday forenoon was spent in visiting and resting, and in the afternoon a drive was given the visitors around the city and Sunday evening trains and the balance departed the following morning, all bearing with them-The TRADESMAN hopes-

Barnett Bros., the Chicago fruit men whose monogram on our first page is famil iar to all of our readers, write us that the outlook is very favorable for those having Bartlett pears to sell. The New York crop s practically controlled by canners, and but few will come West. From their position as large shippers of fruit all over the Northwest. Barnett Bros. can well gauge the sit uation, and they report a sharp local demand as well as shipping inquiry. If any one is interested as to particulars, a line to the firm would, no doubt, be promptly answered. They also report damage to the peach crop by drought and cool weather, but grapes are looking well.

Grocers wanting good cheese should order from I. B. Smith & Sooy, proprietors of many times. If you have a good position

are employers are doing, and you don't have to lay awake nights wondering how you will meet this or that bill, but you can in trade, the principal one—the one way "Let Smith walk" and know that at the end leading to the glorious finale of clipping of the week your salary has made a net coupons from government bonds in the back profit of so many dollars to you.

JESSE LANGE.

Above His Trade.

yours, Iruly

ESTABLISHED 1872.

the value of your paper at an advitising

medium, the recent publication of the

The Tradesman dissipated my doubte

two hundred letters of inquiry and

fully one hundred volunteer orders

get the agard fast enough to fell orders!

I shall again wail myself of the use of your bolume, publishing a complete list of the dialire who are handling the

As soon as I can complete, arrangemente to

in response to the advantisement.

Grand apriblic bigarros advertischment en

Quar Sirs -

6 Adtown 4 Oro

Advice to Prospective Merchants.

There are numerous ways of succeeding

seen men go into business with a capital of

thousands of bright crisp dollars. In a year

years' time they would have accumulated a

large indebtedness to the wholesale trade

and be either well on their way to Canada

or playing checkers with their nose behind

the bars. But, young and rosy youthlet,

with the abnormal desire to see your fath-

er's son's name painted in eighteen-inch

letters over the door of some emporium, be

not discouraged! He that will must do.

The men that go into trade, simply to open

a store, without a due regard for the want,

necessity or urgency of the town they at-

tack, generally fail. The men that go into

trade and begin operations by selling goods

so much cheaper than their competitors

usually awake some fine, radiant morning,

when the smell of sweet flowers and new-

mown hav fills the air, to receive an intro-

duction to the deputy sheriff and find their

name occupying a reserve seat in Brad-

while his clerk is still enwrapped in balmy

sleep; the man who takes off his coat and

Glowing as are the prospects for success

in trade, gay as is the picture, it takes years

treet's report for the day.

Vritten for THE TRADESMAN.

Grand Rapids M

WHOLESALE TOBACCONIST

COR. MONROE & IONIA STREETS.

DIRECT IMPORTER OF

Grand Rapids, Michaely 24 1886

If I was had any doubte regarding

I have received over

No was an economic man.

No money did he waste.

He took things as they came along,

Nor to get rich made haste;

He lived for years above his store

Where he his money made,

And spiteful people used to say

He was above his trade.

—Cleveland Leader.

J. M. Crossman, whose creamery at Wiliamston was burned to the ground on July 4, expects to rebuild the coming winter, but has not fully decided as to details of arrangement and construction.

By far the handsomest heading ever adorning a Grand Rapids newspaper will appear with the initial issue of Gage's Saturday Gazette this week. It is the handiwork of the Fuller & Stowe Company.

Hester & Fox report the sale of an engine and boilor to Klise & Son, the Sullivan sawmili operators, and a boiler to the Waverly Stone Co., of Holland.

FOR SALE, WANTED, ETC.

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

FOR SALE—WELL-SELECTED GROCERY STOCK, situated on good business corner. Stock and fixtures will inventory about \$3,000. Reason for selling, other business. Address Henry, care Michigan Tradesman, Grand Rapids.

HARDWARE STORE FOR SALE—STOCK OF SHELF hardware, stoves, tinware, tinners' tools, glass. The men who hire two clerks and stand behind the desk all day themselves, or hire three clerks and go to the city every other H ARDWARE STORE FOR SALE—STOCK OF SHELF
hardware, stoves, tinware, tinners' tools, glass,
olls, paints, sash and doors, pumps, etc., at Elkhart,
Indiana; 12,000 inhabitants; live, growing town, increasing business; stock particularly clean and well
assorted; stock \$5,000 to \$6,000, reduced to suit purchasers; no trade. Address proprietors, Fhompson &
Co., Elkhart, Ind.

76
R SALE—ONE 9x24 ROWNDS SECTIONAL ROLLas mill, with elevators and scalers complete complete. day on the thin excuse of picking up bargains, do not usually fill any very conspicuous place in the temple of commercial fame. The men who let the clerks and the fame. The men who let the clerks and the delivery boy tend shop, while they go out with every traveling man that invites them to play pedro, and who are always ready to enter into a political debate in the back of the store, while customers wait in front, do not wear real diamonds, or leave large fortunes to orphan asylums. Take the men who have the chance to do trade and, through cowardice, don't buy enough goods or the right kind; the men that try to palm of the with leave to the store, while customers wait in front, do not wear real diamonds, or leave large fortunes to orphan asylums. Take the men who have the chance to do trade and, through cowardice, don't buy enough goods or the right kind; the men that try to palm 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, 280 or the right kind; the men that try to palm off inferior grades on a public that is becoming every day more and more discern-FOR SALE-DRUG FIXTURES AND SMALL STOCK of drugs. Address Doctor, Box 242, Rockford. 258 of drugs. Address Doctor, Box 242, Rockford. 258

FOR SALE—OR EXCHANGE FOR STOCK IN TRADE,
Grain Elevator, ten carloads capacity; horse
power, large grounds; fine town on C. & G. T. railroad;
good wheat and produce market. Write for particulars, W. B. Tyler, care B. P. & D. A. Co., Grand Rapids,
M. S. Sander, S. San ing-they don't lay awake nights wonder. ing how to dispose of their surplus or passing resolutions to take off the tax on some Mich. 259

ROR 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, Grand-ville, Mich. income so as to reduce their wealth. But the man who opens up his store himself.

TOR SALE—THE DRESS OF TYPE NOW USED ON "The Tradesman"—600 pounds of brevier and 200 pounds of nonpareil. A good bargain will be given purchaser. takes his calisthenics by vigorously chasing the broom up and down the store; the man WANTS.

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. who minds his own business and tries to give honest weight; the man who does not have a big cud of tobacco in his mouth gan Tradesman.

WANTED—SALESMEN TO SELL OUR CHOICE VArieties of nursery stock, either on salary or comwhile selling his wares to ladies-he generally begins in a small way and saves, his money. He invests in trade journals and 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 keeps himself posted on the "leaders" that all wholesale houses advertise, and, when he finds one he can use, he buys it. He makes WANTED-PART INTEREST IN DRUG OR GENERAL WANTED—PART INTEREST IN DRUG OR GENERAL store by practical registered pharmacist. Ad dress Robert, care Michigan Tradesman 271

WANTED—EVERY STORE-KEEPER WHO READS this paper to give the Sutliff coupon system a trial. It will abolish your pass books, do away with all your book-keeping, in many instances save you the expense of one clerk, will bring your business down to a cash basis and save you all the worry and trouble that usually go with the pass-book plan. Start the 1st of the month with the new system and you will never regret it. Having two kinds, both kinds will be sent by addressing (mentioning this paper) J. H. Sutliff, Albany, N. Y. one suit of clothes last a year or more, and, if he has a wife, she helps him, as a rule. Then he moves to a larger store and inreases his stock, and pretty soon he discounts his bills, and before long he retires from trade and goes to Europe for a pleasure trip or stays at home and runs for Con-

MISCELLANEOUS.

Albany, N. Y.

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

of hard work to succeed, and then you may fail. I have seen men who were like Robert Bruce's spider, in "trade" and "busted" many times. If you have a good position and are making even a living only, it is \$1,200 CASH BUYS MANUFACTURE Sons for selling. Address chas, Kynoch more than three-fourths of the men who mi

ASSOCIATION DEPARTMENT.

ent-Frank Wells, Lanving.
fice-President-El. Chambers, Cheboygan.
Vice-President-C. Strong, Kalamazoo.
sry-E. A. Stowe, Grand Rapids.
rey-L. W. Sprague, Greenville.
ive-Board-President; C. L. Whitney, Muskege
k Hamilton, Traverse City; N. B. Blain, Lowe
T. Bridgman, Film; Hiram DeLano, Allego

following auxiliary associations are op-ing under charters granted by the Michi-susiness Men's Association:

No. 1—Traverse City B. M. A. No. 2—Lowell B. M. A.
ddent, N. B. Blain; Secretary, Frank T. King.
No. 3—Sturgis B. M. A.
ldent, H. S. Church; Secretary, Wm. Jorn. No. 3—Sturgis B. M. A.

No. 4—Grand Rapids M. A.

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

No. 5—Muskegon B. M. A.

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

No. 6—Alba B. M. A.

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

No. 7—Dimondale B. M. A.

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

No. 8—Eastport B. M. A.

dent, F. H. Thurston; Secretary, Geo. L. Thurs

No. 9—Lawrence B. M. A. ent, F. H. Thurston; Secretary, Geo. L. Thi No. 9—Lawrence B. M. A. ent, H. M. Marshall; Secretary, J. H. Kelly lent, H. M. Marshall; Secretary, J. H. Kelly.

No. 10—Harbor Springs B. M. A.
lent, W. J. Clark; Secretary, A. L. Thompson

No. 11—Kingsley B. M. A.
dent, H. P. Whipple; Secretary, C. H. Camp.

No. 12—Quincy B. M. A.
lent, C. McKay; Secretary, Thos. Lennon.

No. 13—Sherman B. M. A.
lent, H. B. Sturtevant; Secretary, W. J. Aust

No. 14—No. Muskegon B. M. A.
lent, S. A. Howey; Secretary, G. C. Havens.

No. 15—Boyne City H. M. A.
lent, R. R. Perkins; Secretary, F. M. Chase.

No. 16—Sand Lake B. M. A. No. 16—Sand Lake B. M. A.

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

No. 17—Plainwell B. M. A.

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

No. 18—Owosso B. M., A.

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

No. 19—Ada B. M. A.

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

No. 20—Saugatuck B. M. A.

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

No. 21—Wayland B. M. A.

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

No. 22—Grand Ledge B. M. A.

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

No. 23—Carson City B. M. A.

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

No. 24—Morley H. M. A.

No. 24—Morley H. M. A.

No. 24—Morley B. M. A. sident, J. E. Thurkow; Secretary, W. H. Richme President, J. E. Thurkow; Secretary, W. H. Richmond, No. 25—Pale B. M. A.
President, Chas. B. Johnson; Secretary, H. D. Pew.
No. 26—Greenville E. M. A.
President. S. R. Stevens; Secretary, Geo. B. Caldwell.
No. 27—Dorr B. M. A.
President, E. S. Botsford; Secretary, L. N. Fisher.
No. 28—Cheboygan B. M. A.
President, Fred S. Frost; Secretary, H. G. Dozer. No. 28—Cheboygan B. M. A.
esident, Fred S. Frost; Secretary, H. G. Dozer.
No. 29—Freeport B. M. A.
esident, Wm. Moore; Secretary, A. J. Cheesebroug:
No. 30—Oceana B. M. A.
esident, A. G. Avery; Secretary, E. S. Houghtaling
No. 31—Charlotte B. M. A.
sident, Thos. J. Green; Secretary, A. G. Fleury.
No. 32—Coopers ville B. M. A.
sident, W. G. Barnes; Secretary, J. B. Watson.
No. 33—Charlovoix B. M. A.
sident, L. D. Bartholomew; Secretary, R. W. Kane.

No. 33—Charlevoix B. M. A.

President, L. D. Bartholomew; Secretary, R. W. Kane.

No. 34—Saranac B. M. A.

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

No. 35—Bellaire B. M. A.

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

No. 36—Ithaca B. M. A.

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

No. 37—Battle Creek B. M. A.

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

No. 38—Scottville B. M. A.

President, H. E. Symons; Secretary, D. W. Higgins.

No. 39—Burr Oak B. M. A.

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

No. 40—Eaton Rapids B. M. A.

President, C. T. Hartson; Secretary, Will Emmert.

President, C. T. Hartson; Secretary, Will Emmer No. 41—Breckenridge B. M. A. President, W. O. Watson; Secretary, C. E. Seudde No. 42—Fremont B. M. A. President, Jos. Gerber; Secretary C. J. Rathbun. No. 43—Tustin B. M. A. President, G. A. Estes; Secretary, W. M. Holmes. No. 44—Reed City B. M. A. sident, E. B. Martin; Secretary, W. H. Smith

No. 45—Hoytville B. M. A.
President, D. E. Hallenbeck; Secretary, O. A. Halladay. No. 46-Leslie B. M. A. No. 47—Flint M. U.
ent. G. R. Hoyt; Secretary, W. H. Graham.

ident, G. R. Hoyt; Secretary, W. H. Grandin.

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

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

No. 50—Manistee B. M. A.
ident, A. O. Wheeler; Secretary, J. P. O'Malley.

No. 51—Cedar Springs B. M. A.
ident, L. M. Sellers; Secretary, W. C. Congdon. No. 52—Grand Haven B. M. A.

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

No. 53—Bellevue B. M. A.

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

No. 54—Douglas B. M. A.

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

No. 55—Petoskey B. M. A.

Sident, C. F. Hankey; Secretary, A. C. Bowman.

No. 55—Peteskey B. M. A.

President, C. F. Hankey; Secretary, A. C. Bowman.

No. 56—Bangor B. M. A.

President, N. W. Drake; Secretary, Geo. Chapman.

No. 57—Rockford B. M. A.

President, W. M. G. Tefft; Secretary. E. B. Lapham.

No. 58—Fife Lake B. M. A.

President, E. Hagadorn; Secretary, E. C. Brower.

No. 59—Fennville B. M. A.

President F. S. Raymond: Secretary, P. S. Swarts.

No. 60—South Boardman B. M. A.

President, H. E. Hogan; Secretary, S. E. Neihardt.

No. 61—Hartford B. M. A.

President, V. E. Manley; Secretary, Theo. Kadish.

No. 62—East Naginaw M. A.

President, W. M. Davis; Secretary, C. E. Bell.

No. 63—Evart B. M. A.

President, W. M. Davis; Secretary, C. E. Bell.

No. 64—Merrill B. M. A.

President, C. W. Robertson; Secretary, Wm. Horton.

No. 65—Kalkaska B. M. A.

No. 64—Merra.

President, C. W. Robertson; Secretary, Wm. Hor
No. 65—Kalkaska B. M. A.

President, Alf. G. Drake; Secretary, C. S. Blom.
No. 66—Lansing B. M. A.

President, Frank Wells; Secretary, Clas. Cowle
No. 67—Watervliet B. M. A. No. 67—Watervliet B, M. A.
President, Geo. Parsons; Secretary, J. M. Hall.
No. 68—Allegan B. M. A.
President, A. E. Calkins; Secretary, E. T. VanOstrand.
No. 69—Scotts and Climax B. M. A.
President, Lyman Clark; Secretary, F. S. Willison.
No. 70—Nashville B. M. A.
President, H. M. Lee; Secretary, W. S. Powers.
No. 71—Ashley B. M. A.
President, M. Netzorg; Secretary, Geo. E. Clutterbuck.
No. 72—Edmore B, M. A.

No. 72—Edmore B. M. A.

No. 73—Belding B. M. A.

President, A. L. Spencer; Secretary, O. F. Webster.

No. 74—Davison M. U.

President, J. F. Cartwright; Secretary, L. Gifford.

No. 75—Tecumseh B. M. A.

President, Oscar P. Bills; Secretary, F. Rosacraus.

No. 76—Kalamazoo B. M. A.

President, S. S. McCamly; Secretary, Chauncey Str

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CHEBOYGAN—WANTS WOOD MANUFACTOR iss in every branch to improve the greatest advantages in the State. All kinds of timber of the finest quality in unlimited quantities. Come and we will help you. Address Sec's B. M. A. NORTH MUSKEGON -WANTS A LIVE LOCAL

Needed Changes in Our Exemption Laws. The following paper was read at the Che-

I desire to present for your consideration the subject of exemption laws and to consider the proper steps to be taken to the end that such laws may be amended so that no injustice may be done to the debtor and creditor. The amendment which I shall exercise to the exemption laws of the State ditor. The amendment which I shall pose to the exemption laws of the State if be in the interest of justice and equity, if be designed to keep pace with the proses and advancement of the great State of chigan, in development, in prosperity dip wealth

and in wealth. ld, Mr. Chairman, that a law which does not keep pace with the progress and advancement of a state is not only an un-just law, but in time becomes positively mischievous. As a changed condition of things takes place in the mercantile world,

so the laws pertaining to such business should keep pace with such change.

The exemption law upon our statute books to-day is practically the law as it was passed more than forty years ago; and who can was applicable to the wants of our people forty years ago would to-day be in keeping with the progress and development of our State? The law that was necessary for the pioneer who was building him a home in the forests of our State—when markets were miles away, railroads had not penetrated these forests, the currency of the country was scarce and nearly every transaction was barter, neighbors and friends were miles apart—would not be a law that to-day would be either

necessary or beneficial.

It is not the honest, toiling masses refuse or neglect to pay their honest debts, but the dead-beat, who will not earn his bread by the sweat of his face. "They toil not, neither do they spin;" for such, no law can be too strict, nor too rigid in its requirements. Nor would I advocate the passage of a law which would be a burden or hard-bin area the leaving eless of this State. ship upon the laboring class of this State. Rather would I say that if favors are to be shown, let it be to the honest, toiling mass-es whose brawn and brain have made the wilderness blossom like a rose. I would make a law that would be applicable to ev-ery class and individual. Class legislation has been the bane of our country—it has made paupers and millionaires—but a law which places the debtor and creditor on an equal footing cannot fail to be both equita-

The present law exempts a homestead worth \$1,500; also,

1. Spinning wheels, weaving looms and all stoves kept in a dwelling house.

2. Seat, pew or slip in house of public 3. Cemeteries, tombs and rights o burial.

4. All wearing apparel of every person or family.
5. Library and school books of every

individual, \$150.
6. To each householder, ten sheep with their fleeces; two cows; five swine; provision and fuel for family six months.
7. To each householder, household goods, furniture and utensils not exceeding

in value \$250. 8. Tools, implements, stock, and so forth, to enable any person to carry on his own occupation, etc., not exceeding in value

9. Sufficient quantity of hay, grain, feed, etc., to keep the animals exempted for six

10. One sewing machine kept for use by individual or family.

11. Twenty-five dollars for personal labor. The articles which I have mentioned are exempt from levy and sale for any and all lebts, except debts contracted for personal fair valuation, amount to upwards of

The lawyer, the mechanic, the preacher, the doctor, the farmer or any other person can go into your store and purchase the groceries to save his family from starvation, a coffin for his loved one, clothing and boots and shoes to protect himself and family \$4,000 worth of property and you are pow-erless to touch a single article of such Four years ago THE To

I would not destroy or take away all exfirst setting apart as exempt sufficient property to enable a family to live in luxury and not pay an honest debt, contracted, perchance, for the clothes that they wear or the food they eat. I would make a law that would say to the lawyer, You cannot go dry goods store on the next corner, order and take home a \$75 silk dress for your wife with a promise to pay for it in two weeks, and when called upon to pay, to be able to snap your finger in your creditor's face and say, "If you get it before I do, let me know."

Of course, I shall not present here to-day a perfect draft of a law upon this subject, but will only point out the defects and if properly attended by its members. practical workings of the law as it now exists. I would frame a law that after a final judgment had been obtained, the judgment ebtor could be cited to appear before the court and show cause why, if any, his property should not be applied in payment of such judgment, and in such inquiry the of such judgment, and in such inquiry the debtor be compelled to disclose fully and fairly his circumstances, the cost of living. the expenses actually necessary for the maintenance of his family, and the amount he was earning from his profession, occupa-tion or employment from all sources, and the amount any member of his family were able to contribute towards the support of the family, and then I would authorize the court, after considering all such facts, to make an order that such judgment debtor pay into court, to be applied upon the judgment, such amount, weekly or monthly, as in the discretion and judgment of the court could be done without distressing the family.

family.

I do not know what plea or objection any honest man could make to such a law. I would not have it apply to any one class of individuals, but to every one, no matter what his occupation may be.

I can, sit in my store with more than \$3,000 worth of property which I can have the use and enjoyment of, my partner with the same amount, and together we can do business on a joint capital of upwards of \$6,000, from which we can derive a comfortable income, and go into our neighbor's store, buy furniture, fine clothing, etc., and not one farthing can be collected by law; but if we were compelled to appear before a court and disclose the amount and source of our income, an order could be made that we apply a portion, at least, of such income to the satisfaction of any judgment we might owe. Would there be hardship in

in such a law? I answer, no.
Under the law as it now stands, I can boygan convention by W. S. Powers, of have around me nearly \$4,000 worth of property, have an income of \$100 per month and, if I am careful not to allow more than and, if I am careful not to allow more than \$25 to be owing me at a time, I can defy my creditors, and not one cent can they collect. But, under a law similar to what I have outlined, an honest creditor could collect an honest debt and the whole matter be within the discretion and control of the court, so that no oppression could be prac-

> Another subject of equal importance, and losely connected with exemption laws, the rights and liabilities of a married

While I would not make the wife liable for her husband's debt, neither would I make the husband liable for his wife's debt, except for supplies for the family, and in such cases I would make the prop-erty of both husband and wife chargeable for family expenses, and authorize them to be sued jointly or separately. As the law stands in Michigan, a family may have around them \$10,000 in property, the wife be the nominal owner, and her husband buy here \$1,000 clock size his rate for this her a \$1,000 cloak, give his note for thirty or sixty days and she sign it as his surety and the Supreme Court of the State of Michigan says she will not be liable; that under the statutes of this State a married

woman cannot be surety for her husband. This law is a relic of barbarism, and is no more founded in justice than the old law of wager of battle, which was once in actual practice, when disputes were settled by the parties to the controversy going out and fighting a battle to determine which one was right upon the supposititious idea that was in the right would prevail.

the one who was in the right would prevail.

I hold, Mr. Chairman, that such laws are stumbling blocks in the way of progres and advancement. The laws of our State and country should be in the van of progress, development and education. It is time the business men of this country turned their attention to these stumbling blocks, that an effort was made to weed out the old musty laws that have come down to burdened with the relics of barbarism. and that such laws be enacted that the rapid race of advancement in the commer cial and business world will not be con stantly obstructed and held back in such evelopment. I am glad the Busines Men's Association of Michigan is ready and willing to take hold of this matter, and I ave challenged your attention to only a few of the many needed reforms. I hop to see such an association as this organized and aggressive in every state of this grea republic and hope to see every business interest represented in such an organization hroughout the entire republic, and, when such an organization is perfected, it will wield a power upon the legislation, the business interests of the country far greater than any other organization known. You prosper the business and commercial in-terests, and every thing must prosper. Wise and equitable laws must be the business man's protector. A law which enforces the sacredness of a contract must and always will be a just and equitable law.

And I trust, Mr. Chairman, at the next ession of our Legislature the Michigan Business Men's Association will present to that body some of the inequalities of the laws concerning the commercial interests of our State, to the end that proper laws may

Association Notes.

be enacted.

Lake Odessa business men have decided o organize a B. M. A., as soon as the preliminary arrangements can be perfected.

The special edition of THE TRADESMAN, containing a verbatim report of the recent labor. These articles in the aggregate, at a State convention of business men, is now in the hands of such persons as have applied for it.

The Muskegon B. M. A. has abandoned the project of holding an annual picnic, owing to the lateness of the season. The dozen delegates the Association sent to from the storm, and be the owner of nearly the Cheboygan convention had their picnic

Four years ago THE TRADESMAN began emption laws, but I would so frame them has never regretted the part it has taken in that a debt contracted for the actual necestation of business men and business Walter E. Cummings has gone ganization is a good thing.

Nashville News: Next Monday evening being school meeting, the Nashville Busi- book-keeper for Thompson & Maclay, has into the tailor shop, order a \$50 suit of clothes, put them on, promise to pay for them in ten days and walk out, go into the member will be present. Questions of imness Men's Association will meet Tuesday evening, at which time it is expected every with the Nonatuck Silk Co. portance to every member are discussed at these meetings, changes are made from time to time, and in order to know the changes, protect themselves from violations of the regulations, members should attend every meeting. No organization can be of more benefit to our town than the B. M. A.,

A Good Suggestion.

A correspondent of THE TRADESMAN suggests that the present peddling law should be amended so that every peddler or canvasser, while plying his vocation, should be obliged to wear a badge procured from some officer authorized to issue them; said badge to be numbered and a register kept of it, together with a description of the party, the party they can be more readily traced by the number of the badge. And still further, that no license or badge should be issued to a person who cannot show proof of having a good reputation. Such a law would prevent much of the swindling and other crimes now practiced by the army of that purpose, ostensibly as peddlers or can-

He Had Experience. Proprietor (to clerk)—"What are you hanging them sizes for?"
Clerk—"Why, you see, Miss Snobs is Clerk—"Why, you see, Miss Snobs is coming in to buy a pair of shoes this morning."

Proprietor—"Well, for goodness' sake, ark the six's down to three's instead of Joseph Post, Clarksville: "Please discon tinue your paper to me. I am out of trade and don't need it any more, but can say for your paper that it is a splendid publication for any man to take who is in any kind of mercantile BILL'S BARGAIN.

How He Made a Shopkeeper Do the Honest Thing.

"Bill wuz old Jedge Hiram Cadwell's oldest boy—you recollect the Cadwells—used to live on the toll road near the cemetery. Old Jedge Cadwell wuz about ez shteless a men er Lever see but Bill had a shif'less a man ez I ever see, but Bill hed a great bizniss head—calc'late he must hev inherited it from his mother, who come of the finest stock in Hampshire county. When he wuz a boy, Bill wuz always trad-

in' an' swoppin', an' I s'pose he started out in life with more jack-knives than'd stock a store. An' Bill preserved in manhood all them talents which he exhibited in youth. Thenever you meet a man 'at looked ez if he'd been run through a sieve you'd feel mighty safe in bettin' that he'd been havin' bizniss dealin's with Bill Cadwell.

"One day Bill came into Eastman's store an' allowed as how he'd be powerful glad to git a knittin' needle. His wife wanted one,

he said. "''Mr. Cadwell,' sez Eastman, 'a knittin' needle will cost you just one cent.'
"Bill looked kind uv surprised like, and sez: 'Knittin' needles must hev gone up

sence I come in fur one last winter.'
"'Wall,' sez Eastman, 'after payin'
freight 'nd one thing an' another, I can't afford to let knittin' needles go fur less'n a cent apiece. "Bill didn't say anything fur a minnit of two, but after lookin' out uv the door at the scenery, he turnt 'round and sez: 'Look

here, Mr. Eastman, I'll tell you what I'll do: I'll trade you an egg fur a knittin' "Eastman shook his head. 'Why not?

sez Bill. 'You don't suppose 'at a darned old knittin' needle is wuth ez much ez an egg, do ye?' 'I never heerd uv anybody payin' freight on hens,' sez Eastman; he wuz the most sarcastic cuss in the township, Eastman

wuz.
"'' 'No, nor I never heerd uv feedin' knittin' needles,' sez Bill. 'It don't cost nothin' to raise knittin' needles.'

"Well, Bill an' Eastman argued an' argued fur more'n hour about hens an' knittin' needles an' things, until at last Eastman give in an' sez: 'Wall, I s'pose I might jest ez well swop ez not, although I hate to anybody get the advantage uv me.' Castman give Bill the knittin' needle and

Bill give Eastman the egg.
"But when Bill got to the door he turnt 'round an' come back again an' sez: 'Mr. Eastman, ain't it the custom fur you to treat when you've settled with a customer? You an' me hev hed our dispute, but we've come to a settlement and an understandin'. seems to me it would be the handsome

thing for you to treat.'
"Eastman didn't see it in just that light. but Bill hung on so an' wuz so conciliatin' that finally Eastman handed out a tumbler an' the bottle o' Medford rum.

"'I don't want to seem particular,' sez Bill, pourin' out half a tumblerful uv the liquor, 'but I like to take my rum with an egg in it.'
"Now, this come pretty near breakin'
Eastman's heart. He hed laid the egg on a

shelf behind a counter, an' he reached for t an' handed it to Bill, sayin', 'Wall, I'm in for it, an' there's no use uy kickin'.'
"Bill broke the egg into the rum, and lo

an' behold, it wuz a double-yelk egg! Gosh, but Bill wuz excited! "' 'Mr. Eas'man,' sez he, 'you'v' been a takin' an edvantage over me.'
"'How so?' asked Eastman.

"'Why, this egg has got two yelks." "'What uv that?' sed Bastman.

"'Well, simply this,' sez Bill, 'that ef you're inclined to do the fair thing you'll hand me over another knittin' needle!'

Purely Personal.

L. Winternitz put in several days at Chiago last week. Friend E. Tyron, formerly an active busi-

ness man of Edgerton, was in town one day last week.

sounding the tocsin of organization. It chase a stock of dry goods for the new firm

saries of life would be collected without interests, and is now able to say—with be absent about three weeks. He will Walter E. Cummings has gone north, to greater emphasis than ever before—that or-Peninsula.

> Joel H. Penberthy, for the past year gone to Chicago to take a similar position J. B. Watson, the Coopersville druggist,

who aspires to usurp the proud position now occupied by Will Lamoreaux, waddled around town one day last week. W. A. D. Rose, the Deer Lake hustler for the Osterhout & Fox Lumber Co., was in town for a few hours Saturday. Mr. Rose

walks like a whirlwind and thinks like the lightning. No flies rest on his frame. D. C. Putnam, the Douglas general dealer and fruit grower, was in town last Thursday as a delegate to the congressional con-

L. Winternitz has received intelligence of the death of J. J. Kissinger, General Manager of the Riverdale Distilling Co., of Chicago. He will be succeeded by Frank so that if any misdemeanor is committed by W. Schwartz, who is well qualified to undertake the duties incumbent on the position

A Banana Trust.

An Atlanta dispatch, under date of Au

gust 30, contains the following: A banana trust is the latest. The tropi other crimes now practiced by the army of lawless persons who roam the country for will be unable to get a single banana or plantain save through the courtesy of the trust, which was organized in New Orleans this week. A few days ago a circular was sent to all the fruit men in the country calling them to a secret conference in New Orleans. It was signed by six of the largest fruit-houses in that city. There a trust was formed, representing the combined capital of \$19,000,000. It will purchase the entire offerings of tropical steamers. Members will then fix prices to suit themselves, and have for correspondents in other cities only have for correspondents in other cities only those whom they select. The house of which Mr. Phipps is head is in control of this movement. Six million dollars has been advanced by London capitalists to build railroads in Honduras and elsewhere so as to concentrate the fruit market at certain selected shipping points.

The Pure Food Parade.

We notice that some of our exchanges in the grocery line publish regularly, under the heading "In Favor of Pure Food," a list of persons who have sent in their cash subscriptions to the National Pure Food Association. The tariff on manufacturers and wholesale dealers is \$10 per year, and and wholesale dealers is \$10 per year, and on smaller fry \$1 per year. What purpose the money is to be applied to is not stated, though it would seem to be an empty privilege to pay from \$1 to \$10 a year simply for the privilege of being recorded as in favor of honest dealing. Possibly the grocers who are running the concern have some project in their mind which will some day call for the use of the money thus collected. Russell & Irwin Mfg. Co.'s new list. dis
Mallory, Wheeler & Co.'s. dis
Branford's dis
Norwalk's dis call for the use of the money thus collected but as less than \$150 have been contribute down to this date, it is evident that the grocery trade of the country is not sustain-ing the "movement" with any great degree of earnestness. We presume that the majority of them feel secure in the consciousness that even though their names are not paraded weekly as being "in favor of pure food," it by no means follows that those whose names are omitted are conniving at adulteration.

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

Orders with the various houses:

C Ives & Son, Coopersville F Narregang, Byron Center Alex Denton, Howard City H E Grand-Girard,
W G Tefft, Rockford
H VanNoord, Jamestown
JL Purchase, Bauer
H Dalmon, Allendale
W H Strutik, Forest Grove J & Sheffield & Son
John Damstra, Gitchell
JT Pierson, Irving
M A Hance, Bellevue
DenHerder & Tanis,
W Vriesland
H Thompson, Canada Cors J L Thomas, Cannoftsburg
S M Ballard, Sparta
Levi Fowler, Lake Odessa Geo A Sage, Rockford
C S Judson, Cannonsburg
G Ten Hoor, Forest Grove Stoddard Bros, Reed City
Walling Bros, Lamont
Geo H Walbrink, Allendale
Adam Newell,
Burnips Corners
W Vermeulen, Beaver Dam J B Watson, Coopersville
R T Parrish, Grandville
D C Putnam, Douglas

C P Grand Rapids
R T Parrish, Grandville
D C Putnam, Douglas | Steel Nails—2 10. | OILERS. | Zinc or tin, Chase's Patent | dis60&10 | Zinc, with brass bottom | dis 50 | Brass or Copper | dis 50 | Reaper | per gross, \$12 net Olmstead's | 50&10 | PLANES. | Ohio Tool Co.'s, fancy | dis 40@10 | Sciota Bench | dis @60 | Sandusky Tool Co.'s, fancy | dis 40@10 | Bench, first, quality | dis @60 | Bench, first, quality | dis @60 | Gentlement | Gentlement | dis @60 | Gentlement | Gentlement | dis @60 | Gentlement | Gentlemen Geo H Walbrink, Allendale
Adam Newell,
Burnips Corners

Burnips Corners

N W Crocker,
So Grand Rapide
W Vermeulen, Beaver Dam J B Watson, Coopersville
R T Parrish, Grandville
J N Wait, Hudsonville
J N Wait, Hudsonville
J T Pierson, Irving
Dr H C Peckham, Fruitport J P Cordes, Alpine
Geo P Stark, Cascade
John Glies & Co, Lowell
CH Loomis, Sparta
John Elchele, Lansing
Paton & Andrus, New Era Wm Hewitt, W Campbell
M M Robson, Berlin
F E Campau, Alaska
Wm DePree & Bro, Zeeland J K Flood, Hart
A & E Bergy, Caledonia

bardware.

These prices are for cash buyers, who pay promptly and buy in full packages. AUGERS AND BITS Steel and Iron. dis 70&10
Try and Bevels. dis 60
Mitre dis 20
SHEET IRON. Smooth Com-Nos. 10 to 14. Nos. 15 to 17 Nos. 18 to 21 Nos. 22 to 24. Nos. 25 to 26. In casks of 600 bs. \$\frac{1}{2}\$ b.

In smaller quansities, \$\frac{1}{2}\$ b.

No. 1, Refined...

Market Half-and-half.

Strictly Half-and-half.

TACKS.

60&10 Carriage new list.
Plow
Sleigh Shoe.
Wrought Barrel Bolts.
Cast Barrel Bolts.
Cast Barrel, brass knobs.
Cast Square Spring.
Cast Chain.
Wrought Barrel, brass knob.

Wrought Square Wrought Sunk Flush Wrought Bronze and Plated Knob Flush dis 60&10 dis 60&10 dis 60&10 Ives' Door ... BRACES. BUCKETS. Well, plain. BUTTS, CAST.

Wrought Loose Pin, japanned dis
Wrought Loose Pin, japanned, silver
tipped dis
Wrought Table dis
Wrought Inside Blind dis
Wrought Brass dis
Blind, Clark's dis
Blind, Parker's dis
Blind, Shepard's dis
CAPS. Musket..... CHISELS. Socket Firmer ... Socket Framing Socket Corner Socket Slicks Butchers' Tanged Firmer. Barton's Socket Firmers.

Cold......net Curry, Lawrence's..... COCKS. Brass, Racking's..... vention. He says that more peaches will be shipped from Douglas and Saugatuck this season than ever before.

I. Winterwitz has received intelligence. DRILLS

Clar's, small, \$18 00; large, \$26 00.
Ives', 1, \$18 00; 2, \$24 00; 3, \$30 00.
FILES—New List.
American File Association List...
Disston's
New American
Nicholson's Nicholson 8.... Heller's Heller's Horse Rasps..... Nos. 16 to 20, 22 and 24, 25 and 26, List 12 13 14

Discount, 60.

Stanley Rule and Level Co.'s. Maydole & Co.'sdis .dis Gate, Clark's, 1, 2, 3.....

PLACE
and useful education.) BUSE
GRAND RAPIDS (Mich.) BUSE
NESS COLLEGE. Write for Col
legs Journal. Address, C. G. SWENSBERG.

Walnut, log-run
Walnut, Nos. 1 and 2
Walnuts, culls
Grey Elm, log-run
White Ash, log-run

FOSTER SENS STEVENS

HOLLOW WARE.

Gray enameled. 50

HOUSE FURNISHING GOODS.
Stamped Tin Ware. new list 70&10
Japanned Tin Ware. 25
Granite Iron Ware. 25

Gruph 1

Stanley Rule and Level Co.'s.

MILLS.

nails—Iron.
Common, Brad and Fencing.

Reg \$2

Stebbin's Pattern Stebbin's Genuine Enterprise, self-measuring

Bench, first quality......dis @60 Stanley Rule and Level Co.'s, wood....dis20&10

Fry, Acme. dis 50&10
Common, polished dis60&10
Dripping B D 6½

Com. Smooth \$4 20 4 20 4 20 4 20 4 40 4 40

Strictly Half-and-half

American, all kinds.

Ais Steel, all kinds.

Swedes, all kinds dis Swedes, all kinds dis Gimp and Lace dis Cigar Box Nails.

Cigar Box Nails.

Common and Patent Brads.

Hungarian Nails and Miners' Tacks. dis Hungarian Nails and Miners' Tacks.

Trunk and Clout Nails.

dis Leathered Carpet Tacks.

dis Leathered Carpet Tacks.

IX, 20x28, Charcoal
DC, 100 Plate Charcoal
DX, 100 Plate Charcoal.
DXX, 100 Plate Charcoal.
DXXX, 100 Plate Charcoal
Redipped Charcoal Tin Plate add 1 50 to
7 35 rates.
Roofing, 14x20, IC
Roofing, 14x20, IX

steel, Game. Oneida Community, Newhouse's...... Oneida Community, Hawley & Norton's Hotchkiss'...

Copper new list net Brass new list net WIRE GOODS.

Bright WIRE GOODS.
Screw Eyes dis
Hook's dis
Gate Hooks and Eyes dis

WRENCHES.
Baxter's Adjustable, nickeled.....

Pumps, Cistern..... Screws, new list..... Casters, Bed and Plate...

HARDWOOD LUMBER.

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

Basswood, log-run. 13 00@15 00 Birch, log-run. 15 00@16 00 Birch, Nos. 1 and 2. @22 00 Black Ash, log-run. 14 00@16 5.0 Cherry. log-run. 25 00@25 00

Black Ash, log-run. 14 00@16
Cherry, log-run. 25 00@66
Cherry, Nos. 1 and 2 50 00@66
Cherry, cuil. 212
Maple, log-run. 12 00@14
Maple, soft, log-run. 11 00@13
Maple, Nos. 1 and 2. 220
Maple, Nos. 1 and 2. 225
Maple, white, selected. 225
Red Oak, log-run. 18 00@20
Red Oak, Nos. 1 and 2. 226
Red Oak, X sawed, 8 in and upw'd. 40 00@45
Red Oak, X sawed, 8 in and upw'd. 40 00@45
Red Oak, No. 1, step plank. 225
Red Oak, No. 1, step plank. 255
Red Oak, No. 1 step plank. 255
Red Oak, No.

...dis 621/4

...dis 75&10

TIN—LEADED.

IC, 14x20, choice Charcoal Terne.
IX, 14x20, choice Charcoal Terne.
IX, 20x28, choice Charcoal Terne.
IX, 20x28, choice Charcoal Terne.

Annealed Market
Coppered Market
Extra Bailing
Tinned Market
Tinned Broom
Tinned Mattress

Coppered Spring Steel... Tinned Spring Steel..... Plain Fence.

Bright Market.

Bird Cages...

IX, 14x20, Charcoal... IX, 14x20, Charcoal... IXX, 14x20, Charcoal... IXXX, 14x20, Charcoal... IXXXX, 14x20, Charcoal... IXXXXX, 14x20 Charcoal... IXXXX, 14x20, Charcoal...

d advance..... d fine advance.

Weekly "Pointers

Not One in a Hundred

knows there is such a thing as a Peach Parer, but there is a little machine that made its an pearance 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 ten 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 easily be re-sharpened with a carving steel. Handles of hard wood, enameled. Not affected by hot water. Made right and left handed

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

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



Weekly "Pointers.

IT IS LAUGHABLE to see how surprised most people are when they see the

Troy Polishing Iron.

The majority of the people have been accusomed to the nickel-plated polishers, and it seems odd to see such a contrast.

The TROY polisher has a perforated or ough 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 altogether 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.

Foster, Stevens & Co.,

10 and 12 Monroe St.,

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



dis 62½

0 09

0 8½

0 09

18 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.

a week? 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 little 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

The following paper was read at the Cheoygan convention by Park Mathewson, of

At this, your third annual meeting, when your organization has reached pronounced success, I feel that you will pardon me if for a moment I digress from my subject to dook back six years. At that time, coming as I did to Michigan from a tour through the New England States where I had noted the beginnings of organized efforts of merchants for self-advancement and protection from the many galling burdens that did so oppress and worry them and having also had the privilege of meeting with the Boston Association at their first annual dinner and there looking into the faces of over 500 there looking into the faces of over 500 est, brave merchants, who, with courwriest, brave merchants, who, with courge worthy of their lineage, had dared to
by to all men, "We have come together to
ake our best efforts for honest methods in
usiness; for more reasonable hours of
bor, both for ourselves and our employes;
or an honest, fair profit on all lines of
bods; for reliable goods against fraudulent
bods; for a conflict to the end with all
addresellers" I there saw such a glow of ers," I there saw such a glow of sm that the inspiration had not left enthusiasm that the inspiration had not left me when I reached your borders. In point of fact, I feel that not a few of your merchants had reason to regret that I was quite so full of this subject, for when I got one of them cornered so that escape was difficult, he was generally obliged to hear a long story, the end of which was "Organize." I recall, however, with pleasure those who, if they were busy, very busy, yet took time to listen to the tale of hope I had to unfold. Among the most ready and eager listeners I recollect Paul P. Morgan, of Monroe, and E. J. Herrick, of Grand Rapids, names that will always have an honored place in your Association, for they represent men who have a pioneer courage, a quality that is not a acquirement but is a possession. Your fortunate selection of officers has been attested by your phenomenal success from the first, for who can question the splendid success of the B. M. A. of Michigan?

Now, to return, what shall I say to you of "The Successful Merchant?" One of our best writers has lately said, "Lofty ideals, when not indulged in at the expense of lowly realities, have never been found hurtful to any one." Following on this line of thought, another has observed: "The merchant's function is to provide for the nation. It should no more be his aim to get profit for himself out of that occupastion than it is of the true clergyman to get this salary or the true physician his fee—these are necessary adjuncts but scarcely the chief object in the lives of each. The paster's work is to teach, the physician's, to heal and the merchant's, to provide. In the merchant's case he must understand to the very root the qualities of the things in which he deals, and he has to apply all his sagacity and energy in obtaining and providing it in perfect condition and at the cheapest rates."

Measuring by these statements the merchants of to-day occupy a place of great importance, and relatively their place has never been so important as now. If this is a matter of doubt to any a look into the past a few decades will show how different are the conditions of buying and selling them and now. Comparisons would show. then and now. Comparisons would show, in a general way, that the methods and morals of traffic have been elevated. For instance, some thirty years ago, a boy left his father's farm life for the nearest large town in New York State to become a clerk for a merchant who had been educated for the ministry at a theological school but who thad changed his mind as to his avocation. (This fact is mentioned only to better show that what follows was not done by an ignorant, ill-advised person but was rather in accordance with the ways of that time.)
This clerk was instructed by his employer to lie and to cheat; was told that if he did not do this other clerks and stores would do the business and make the sales; was taught to show a good sample of tea but to deliver one of much less value, and how to measure cloth so as to give less than the quantity charged for. Years afterward, when this clerk had become a merchan when this clerk had become a merchant with a store of his own, an applicant for a clerkship came to him, bringing a letter from a well-known firm of another place. This letter procured the situation. The applicant proved a thief, whose thefts ran through several years before being detected. The sequel of this story contained a somewhat remarkable admission: the senior member of the firm that gave the letter of recommendation after retiring letter of recommendation, after retiring from business and thus being out of harm's reach, said to the unfortunate merchant, reach, said to the unfortunate merchant, the victim of that letter, "It was an error for my firm to have given that reference, as that clerk was discharged for stealing from us." Now, why did that man play the traitor to his fellow-merchant? Because that clerk had damaging knowledge of frauds and dishonest weights and measures being used by them; thus the dishonest thread ran on and on, making weak many garments.

I do not need to say to you, men of business, that no amount of property thus gotten could to-day compensate any firm for the loss of character such practices would involve and that the merchants who have stood the supreme test of the survival of the fittest, upon whose brows the laurels of success gracefully rest, have builded on the granite of integrity. We who have seen years and years pass on, and with them the changes of many names, have more and unore realized that shams and frauds do not hold their place and that it takes pure, enanges of many names, nave more and more realized that shams and frauds do not hold their place and that it takes pure, clean thood to endure to the end of the stace. Now, as never before, the merchant must have special education and experience in the diae in which he proposes to deal. I might dilustrate this by many examples, but one will serve. A prosperous machinist, who, by years of industry, had accumulated several thousand dollars and held a responsible position on one of the railroads of this State, aspiring to become a merchant purchased a grocery stock on Woodward avenue, Detroit. For some years he took upon himself the task of teaching other merchants how the grocery business of that city ought to be run. The sad sequel to this experiment was a dishonest failure, a fugitive from exasperated and swindled from exasperated and swindle in fact, a ruined life. In contra

Looking over the lists of successful business enterprises as they are now being unrolled, it is safe to perdict that the coming "successful merchant" must be possessed of large organizing power, combined with industry, intelligence and integrity. If any question this, such need not go outside of this State to find examples that will fully illustrate this statement—they need go no farther than Traverse City and there make a call on your friend Mr. Barnes, or to Flint and interview Smith, Bridgeman & Co.

The field which your Association has taken—the work you propose to do in that

taken—the work you propose to do in that taken—the work you propose to do in that field—promises the best incentive to every business man of this State to work for good business methods. It says to him: "Not business methods. It says to him: "Not alone have you to wage the struggle against frauds, cutters and liars, against all uncharitables, but rather, you are with the increasing majority, who are ready to second and sustain your individual efforts for the good and the true, by an associated effor that is rising and whose borders are extending in all directions and will surely continue to extend until every state of our continue to extend until every state of our union will be embraced in one common or-

When this result is reached, you men of Michigan will have special cause for pride and joy, being the pioneers of State organized work.



OUR LEADING BRANDS oller Champion Gilt Edge, Matchles

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

OUR SPECIALTIES:

Grand Rapids, Michigan

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

LEMON, HOOPS & PETERS.

Wholesale Grocers

IMPORTERS.

GRAND RAPIDS, MICH.

SWIFTS Choice Chicago Dressed Beef

MUTTON

-AND-

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

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

Swift and Company,

Union Stock Yards, -CHICAGO, ILL

HESTER & FOX,

SAW AND CRIST MILL MACHINERY

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

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



At Lowest Summer Prices

A HIMES

TELEPHONE CALL 490-2.

PUTNAM & BROOKS,

CANDY

And Heavy Jobbers In

Oranges, Lemons, BANANAS, NUTS,

Dates, Figs, Gitrons, Prunells, Ktg.

PRICES QUOTED AND CORRESPONDENCE SOLICITED

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

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Cleveland Saxony Wool Plug Hats, Pearl Color. Harrison

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For Both Parties.

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LOWEST PRICES.

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MICHIGAN

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

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House and Store Shades Made to Order.

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WM. SEARS & CO. Cracker Manufacturers,

Agents for

AMBOY CHEESE

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

AMOS S. MUSSELMAN & CO.,

Wholesale Grocers,

21 & 23 SOUTH IONIA ST., -

GRAND RAPIDS, MICH.

EASY.

SAVES MONEY, TIME. LABOR, STRENGTH, CLOTHES.

5 Cents IS ALL IT COSTS. That's not much if it's bad, and is mighty cheap if it does what is

PREE FROM WATER - FREE FROM SUGAR

HE DOG AND THE SHADOW



mouth, saw his own shadow in the water, and took it for that of another Dog, with a piece of meat double his own in size. He therefore let go his own, and fiercely attacked the other Dog, to get his larger piece from him. He thus lost both. — Esop's Fables.

IT ALWAYS PAYS to hold on to a good thing. People who have tried Santa Claus Soap hold on to it because it is good. Some may think that because there are

other Soaps that give more in bulk for the money, that they are cheaper; but such bulk is made up with rosin. When quality is sacrificed for quantity, such soap is not cheap at any price. Santa Claus Soap is the best, and is sold by all grocers. It is made only by

N. K. FAIRBANK & CO., Chicago, Ill.

The Michigan Tradesman

WEDNESDAY, SEPTEMBER 3, 1888.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

There is an old German legend of a sernaster's interests faithfully and honestly for seven years, and when, at the expiration of that time, he announced a desire to the rights of the masses, subverting the return to his home and kindred, it is related principles that suggested our form of govthat his employer gave him for his wages a piece of gold the size of his head. After forcing back the toilers of the land to a congratulating himself on his marvelous good fortune, he set off on his journey, but speedily becoming tired and annoyed at the weight of his burden, he exchanged it for a horse. After the animal had thrown him two or three times, he was delighted at an opportunity of trading him for a cow. Be- centrated more wealth among two or three coming disgusted at the minute quantity of hundred of the descendants of ancient milk produced by the cow, he found an opportunity of getting a fat pig in exchange for it, but, after trying in vain to steer the dict that, were it not for this fortunate proporker homeward, he was lucky enough to hibition, the reckless spendthrift and the run across a stupid fellow who was willing "Jims" of unfortunate trading propensities, to let him have a goose in its place, and, in that are occasionally created for the express an unguarded moment, the goose was purpose of dissipating the accumulations of allowed to fly away and hide itself in the the American Crossus, that a half-century

Nearly all of us have seen the speculative counterpart of Hans. We have seen eration evaporated as foolishly as Hans' Milling Co. lump of gold by the succeeding one. We have seen long-established and profitable business houses, by a similar change of proprietorship, speedily sink from their oldtime solidity and respectability and finally become swallowed up in a succession of speculative maelstroms; and we have seen beautiful and productive farms, through foolheaded bargainings, transformed from one species of property to another, until they were, perhaps, finally buried under a few feet of earth in the carcass of a dead horse.

can we insure ourselves against stupidity almost equally profound? Perhaps the next time that you and I exchange our money for merchandise, we will find the transfer as senseless as the trade of the horse for the cow, or the cow for the pig. Trade and traffic of any nature is only influenced by our speculative propensities, and who is the infinitely wise individual who can lay down fixed and invariable rules that, if followed, will make our proposed spec ulations unfailingly successful? As long as you and I, with all our years of practical experience, have made, and still continue to make, foolish and unprofitable trades, are we reasonable and consistent in laughing at Hans because his lump of gold degenerated into a runaway goose or sneering at young Subsoil, because the eighty acres left him by his father was finally concentrated in a spavined and incurable

Mentioning the cases of Hans and young Subsoil brings to mind a brief view which I Telephone, Office, 909-1, Yard, 909-3. had of one of their ilk some years ago. I was conversing with a mercantile friend, in one of the smaller cities of the State, when a slouching, ragged and loaferish-looking young man came in and observed:

"Hay, B-, can't I stand you off for dime's worth of tobacco to-day?"

"No, Tim!" answered the proprietor, "you can't stand me off for a copper; but I'll give you a little chewing!"

After the visitor had filled his cheek and departed, my friend remarked:

"You'd hardly think that that fellow, a short time ago, was one of the wealthiest men in this town, would you? No! But it's a fact that he was. It's a little less than five years since his father died and left him what we call the opera house, with three stores under it. It brought him in an annual income of \$2,000 above all expenses, but in a little over twelve months he traded the property, even up; for a hotel that didn't pay over half the rent. About ninety days afterward he exchanged the hotel for a piece of pine land, which to-day would be worth a hundred thousand. After holding the land a short time he found himself hard up for money, and sold it for about five or six thousand, which he invested in goods. Not finding himself successful as a trader. he dickered off his stock for a farm with a big mortgage on it, and, being unable to pay off the indebtedness, he exchanged the farm for a house and lot in town. Then an -oilly-tonged patent right fellow got a deed of the residence for a certain amount of 'territory,' and Jim traded off the 'territory' for a lot of tools for moving buildings, and eventually swapped them off for a stumppulling machine, which got burned up before he ever earned a dollar with it.

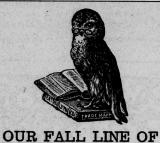
"Now," continued B-, after a brief silence, "you can't lay all this folly, and its result, to the usual cause-intemperance Jim never was a bummer. It is only the come of a foolish mania for trafficking, and the want of what may be termed a balance wheel in his make-up. But no matter what may be the cause, the effect which has transformed the young fellow, in a few years, from a stylish, rather dudish, and often envied, pet of our local society, into the loaferish and slovenly specimen of humanity which recently left us, is certainly If you are in Market to Buy or Sell Clover Seed, Beans or Potaevident to you."

I, of course, have a great deal of sympathy for the "Jims" of adverse speculation who become financially stranded, but I

am nevertheless inclined to believe that the more of this species of "Jim" the country possesses the better it is for the country. If we had a "Jim" Vanderbilt, and a "Jim" Gould, and a "Jim" Astor, and sundry other "Jims" of millionaire ancestry, it would go a good ways toward solving a problem that is rapidly becoming a very erious and complicated one. If the colos sal fortunes of one generation should be vant who labored for his master and his dissipated by the next, the fears which a great many good people entertain that the monied aristocracy of America is menacing ernment, and gradually, but persistently, social and financial position little better than that of their trans-Atlantic, old-time ances tors, would be dissipated.

The originators of our fundamental laws very wisely forbid the entailing of property-a custom which, in England, has conance of the people. And it is safe to premore would witness a similar condition of affairs on this continent.

Buy flour manufactured by the Crescent the lifetime accumulation of the first gen-Roller Mills. Every sack warranted. Voigt



We laugh at poor Hans' stupidity, but School Supplies

OUR TRAVELERS

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

TIME TABLES.

Grand Rapids & Indiana

Muskegon, Grand Rapids & Indiana.

Michigan Central.

Grand Rapids Division.
DEPART.

Lake Shore & Michigan Southern.

			H	Kalamazoo Division.		
					Arrive.	
,	19	3	1		2	4
	pm	pm	a m		am	pr
,	1:10	3:00	7:45	DpGrand Rapids	9:45	6.1
	3:25	4:12	9:02	"Allegan	8:28	4 .5
	Frt	5:03	10:00	ArKalamazoo	7.10	3.5
1		6:35	11:35 p m	"White Pigeon		2:2
		8:00	12:30	"Elkhart	4:45	1:e
	100 5 100	a m			p m	an
Š		7:50 p m		"Chicago	11:30	8:5
		10:25	5:05	"Toledo	11:25	10:0
8		a m				
3		1:35	9:40	"Cleveland,	7:15	5:4
ij			a m	"Buffalo		nn
Ú	1	6:20	3:30	"Винаю	1:00	11:4
g	Ti	ckets	for sa	ale to all principal points in	the 1	U.S.
0	Mex	ico ai	nd Can	ada at Union Ticket Office, G	EO.	WIL
8	LIAI	ISON,	Agt.,	Depot Office, M. BOOTZ, Agt.		
1			A. J. S	MITH, Gen'l Trav. and Pass. Ag Clevelan		io.
3		Date		Grand Haven & Wilson	5 101	

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

MANUFACTURERS OF THE JUSTLY CELEBRATED

The Most Popular 10c cigar, and

WHOLESALE

Fruits, Seeds, Oysters & Produce,

ALL KINDS OF FIELD SEEDS A SPECIALTY.

toes, will be pleased to hear from you.

BIG RAPIDS

28, 30 & 32 Ottawa Street,

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

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CO.,

MICH

AXLE



BAUM'S CastorinE

THE ACKNOWLEDGED KING of AXLE LUBRICANTS. Neither Gums nor Chills, sever runs of the axle and outwears any other known oil or grease.

known oilor grease.

PRICES TO THE TRADE.

Ponys, per gross, \$10. Packed in 3 doz. cases. Retail at 0 cts. each.

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

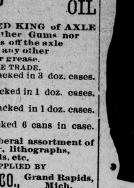
Quarts. per doz., \$4. Packed in 1 doz. cases. Retail at 50 cents each.

Gallons, each, \$1.20 Packed 6 cans in case. Retail at \$150 each

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

THE TRADE SUPPLIED BY

OLNEY, SHIELDS & CO., Grand Rapids





WOONSOCKET and RHODE ISLAND RUBBERS Write for Fall Prices and

G. R. MAYHEW,

Discounts

Grand Rapids, Mich.

Boston and Lawrence Felt and Knit Boots.



NEAL'S CARRIAGE PAINTS

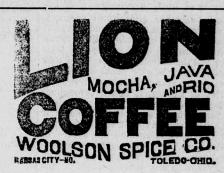
Prepared ready for use. They dry hard in a few hours, and have a beautiful and durable gloss. They are

GRANITE FLOOR PAIN

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.





Increase Your SALES AND PROFITS BY HANDLING LION COFFEE.

IT GIVES ABSOLUTE SATISFACTION

To Consumers, and is, Consequently, a Quick and Easy Seller.

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

L. WINTERNITZ, Resident Agent.

Grand Rapids, Mich.



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.

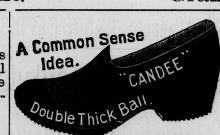
-SELL

Superior Merit Alone.

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

ILWORTH BROTHERS, Proprietors,

PITTSBURGH, Penn.



RUBBER BOOTS AND SHOES

Two Years Couble Wear Sole Ouble Thick Ball

Manufactured by

Gandee Rubber Go. Send for Large Illustrated Catalogue and Price List. Telephone 464.

No. 4 Monroe Street,

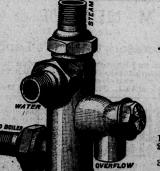
GRAND RAPIDS, MICH.

WHOLESALE

WAREHOUSE,

Houseman Building, Cor. Pearl & Ottawa Sts.,

GRAND RAPIDS, MICH.



THE PENBERTHY IMPROVED Automatic Injector

CAN'T BOILER FEEDER BEAT! 16,000 in 18 Months Tells the Story.

WHY THEY EXCEL

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

GRAND RAPIDS CEND FOR

THEO. B. GOOSSEN. WHOLESALE

PRODUCE COMMISSION MERCHANT Dealer in STOVEWOOD and Jobber of FOREIGN, TROPICAL and

CALIFORNIA FRUITS. 33 Ottawa Street, GRAND RAPIDS, MICH. Orders for Potatoes, Cabbage and Apples in Car Lots solicited. Consignments solicited. Sele Agent for MOLINE CHERSE.

PERKINS & DEALERS IN Hides, Furs, Wool & Tallow.

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

PENBERTHY INJECTOR CO., Manufacturers, DETROIT, Mich.



Broceries.

John and Joe.

as risen before the sun,
lows are milked and his horses fed
somewhere out with his gun,
ing soundly asleep in his bed,
leds are waving in Joseph's field,
and meagre his corn appears;
and meagre will be the yield
in it comes to shucking the shining of

hn pays cash when he has to buy, de never gambles or drinks or bets; e goes on tick till his score runs high, fhen pledges his farm to pay his debts; id each contraption or new device of springs and pulleys for catching fools e buys—no matter how steep the price— To rust and rot with his other tools.

Iohn's garden gives of the best to eat,
He's seldom bothered with doctor's bills;
ioe lives mostly on bread and meat,
Stomach bitters and patent pills.
Iohn works hard with muscle and mind,
Side by side with the world he stands;
ioe is daily falling behind
Losing his grip with both his hands.

This relation is strictly true.

Be no object to tell you a lie:
John and Joe live neighbors to you,
You know 'em just as well as I.
Whether you dwell where Nature fair
Blushes with roses or pales with snow,
John and Joe are sure to be there
Just as I tell you—'specially Joe.

Evaporated Fruit.

Rochester is the recognized center of the evaporated and dried fruit industry of the United States, which during recent years assumed very large proportions, the goods being shipped in large quantities to all of the leading markets of the world. No finer fruit is produced on this continent than is grown in the territory embraced under the name of Western New York, comprising some twelve of the most fertile and richest counties of the Empire State. The cultivation of fruit, especially apples, has Crockery cultivation of fruit, especially apples, has superseded all other agricultural products, and has proved the most remunerative to the growers. The orchards of the farming community are the chief sources of their wealth, and the industry is prosecuted with unabated vigor, largely aided by the experience, skill and resources of the great nurseries of Rochester, famed throughout the world. Whether due to this proximity, the favorite climate and soil, or the superior the favorite climate and soil, or the superior skillful cultivation of the orchardists. one thing is certain, that the apples of Western New York are sought with avid-ity, and bring relatively higher prices than those grown in any other portion of the

The success and magnitude of the evaporation industry is due largely to the fine quality of the fruit, easily and cheaply procurable in abundant quantities, and also to the enterprise of the producers in adopting new and improved evaporators and machinery in place of the crude process in vogue years ago, producing thereby a quality of fruit fully as good and palatable to the sight and taste as though it were in the fresh or uninjured state. Thousands of tons of apples are produced every season from a quality of fruit heretofore wasted and allowed to rot on the ground, and which now forms a plea income to the ground. nice income to the grower. It is in the utilization of these waste products that the dessiccation of fruit becomes a valuable and nsable adjunct to every fruit grower, and the business may be considered as ye

in its infancy.

Within a radius of forty miles of Rochester there are more than 1,500 evaporators, from the small farm house drier, of a ca-pacity of twenty-five bushels a day, to the large steam evaporators, drying 800 to 1,000 bushels of apples each twenty-four hours. These evaporators give employment during the autumn and early winter months to at least 30,000 hands, who average from \$5 to \$12 a week, according to experience and usefulness. New factories are erected every season, proving that the business is profitable when properly and economically conducted. Constant care and scrupulous cleanliness are the first elements af success in evaporating good fruit. The production during the past season, 1887, may be well considered the largest since the inception of the business, some fifteen years ago. A careful estimate places the total quantity at about 30,000,000 pounds, worth at first cost some \$2,000,000. To produce this quantity of apples is required 5,000,000 bushels of apples, 15,000 tons of anthracite coal, and the constant attendance, night and day, of an army of men, women and children numbering 25,000 to 30,000. The water eliminated in the process of evaporation amounted to 225,000 tons, reducing the bulk of the green fruit to about one-eighth of its original weight, each 100 pounds yielding when properly evaporated twelve pounds on an average. The fruit is usually packed in cases of two cubic feet measurement, holding fifty pounds net, the product of say eight and one-half bushels of green ap-

The advantages in freight alone will be apparent from the following comparison, showing the cost of shipping one case to Liverpool, England, which at existing freight rates will cost a little less than thirty cents, while in the green or fresh state in barrels the same quantity would cost \$2.25, and in the canned state almost \$2.10, withand in the canned state almost \$2.10, without considering the deterioration of the green fruit and the dangers of fermentation to the canned article, the apple in the evaporated state being transported without any danger of deterioration or decay. The refuse of the apples, such as the parings and cores, are dried and form the base of all the cheap jellies manufactured at present. The grantity produced last season will aggrequantity produced last season will aggregate some 12,000,000 pounds, so that not a particle of the fruit is wasted.

particle of the fruit is wasted.

The principle consuming countries abroad are Germany, England, Belgium, Holland and France, in which the new product has entirely displaced the old-fashioned sundried fruit. There were shipped alone to France during 1887 some 18,000 barrels of a quality known as chopped or sliced apple, which is dried without being either pared or cored, and is used chiefly for the production of cider, cheap wines and distillation when the vineyards of France suffer from the phylloxera. Some 4,000,000 pounds were exported during the season, of which more than one-half were shipped from Rochester. New York State evaporated fruits have secured a very favorable reputation and strong foothold abroad, and can be had in almost any town or city of importance on the European continent. The goods are also taken in considerable and increasing quantities by the West African and Australian trade every season, and with the popularity and growing demand at home, the success of the business is more than assured.

St. Louis leads every other city in the nited States as a tobacco manufacturing other. The internal revenue collection the district in which St. Louis is situated. ched \$327,000 last July.

After the Peddler.

The Grand Rapids Mercantile Associatio is determined to take some steps looking toward the regulation of the peddler, the call for the regular meeting this evening being as follows:

Do not fail to attend the regular n Do not fail to attend the regular meeting of the Association Tuesday evening, as we need your advice and assistance. The special order of business is the peddling question—how we can best curtail the evil and its accompanying abuses. It has come to that pass that either the legitimate merchant or the illegitimate peddler must take the back seat—it remains for the merchants of Grand Rapids to say which it shall be.

The September delinquent list was sent out to the members along with the call for the meeting.

The Grocery Market.

In fulfillment of the prophesy made by THE TRADESMAN last week, granulated sugar has taken an upward turn. Not to be outdone by the sugar trust, the Standard oil trust has advanced kerosene another 1/4c per gallon. Lard has advanced %c for compound, and 1/4c for kettle rendered. Sauerkraut has put in an appearance, and will be very cheap on account of a large

GUMMINGS & YALE,

Importers and Manufacturers of

Glassware Fancy Goods Bottles Corks, Etc.

Write for prices, with illustrations.
Visiting merchants are requested to call and look over our samples.

19 SO. IONIA STREET, GRAND RAPIDS. - MICH.

TAR **ULLARK** In the **EQUAL** State

Wherever Introduced, It is a Stayer.

TO THE TRADE:

I guarantee "SILVER STARS" to be a long, straight cigar, with Sumatra wrapper, made by union labor, and to give complete satisfaction.

A. S. DAVIS Sole Manufacturer,

70 Canal St., GRAND RAPIDS.

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

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

Send for descriptive catalogue with testimonials.

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

GRAND RAPIDS Paper Box Factory

W. W. HUELSTER, Prop.

Paper Boxes of Every Description Made Order on Short Notice. 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 850 OFFICE AND FACTORY,

11 Pearl St., Grand Rapids, Mick G. M. MUNGER & CO.,

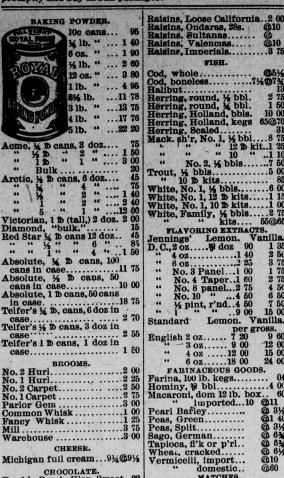
GRAND RAPIDS. Successors to Allen's Laundry. Mail and Express orders attended to with promptness. Nice Work, Quick Time Satisfaction Guaranteed.
W. E. HALL, Jr., - Manager.

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

GRAHAM ROYS. - Grand Ra

WHOLESALE PRICE CURRENT.

The quotations given below are emptly and buy in full packages:



MATCHES. 1s in tin pails...27%

MOLASSES. COFFEE-GREEN

Java..... Patna.....

SALERATUS. DeLand's pure.....

8ALT.
60 Pocket, F F D...
28 Pocket.
100 3 to pockets.....

100 3 to pockets...
Saginaw or Manistee...
Ashton, bu. bags...
Ashton,4 bu. bags...
Higgins' bu. bags...
American, ½ bu. bags...
Rock, bushels...
Warsaw, bu. bags...
"

Dingman, 100 bars.... Don't Anti-Washboard Jaxon. Queen Anne... German Family...

Big Bargain.....

SAUCES. London Relish, 2 doz.....2

SPICES-WHOLE.

SPICES—GROUND—IN BULK

Alispice.
Cassia, Batavia.

Saigon.
Cloves, Amboyna.

Zanzibar.
Ginger, African.

Cochin.

Jamaica.

Mace Batavia.

SWEET GOOD

Ginger Snaps.....8
Sugar Creams.....8
Frosted Creams....
Graham Crackers...
Oatmeal Crackers...

" Saigon in rolls.... Cloves, Amboyna...... " Zanzibar......

PICKLES. COFFEES-PACKAGE. 30 lbs 60 lbs 100 lb Small, bbl RICE. 181/8

Acme.....18 German German, bins. Arbuckle's Ariosa " Avorica McLaughlin's XXXX COFFEES—50 LB. BAGS Arbuckle's Avorica. Quaker City. Best Rio..... Prime Maricab CORDAGE.

COCOANUT

Maltby's

CRACKERS. Kenosha Butter... Seymour Butter... Butter... Boston City Soda Soda Fancy ...

S. Oyster. Clams, 1 b, Little Neck...
Clam Chowder, 3 b.
Cove Oysters, 1 b stand.
Cove Oysters, 2 b stand.
Lobsters, 1 b picnic.
Lobsters, 2 b, picnic...
Lobsters, 2 b star.
Lobsters, 2 b star.
Mackerel in Tomato Sauc

76086087188 95
7rapes 95
7repes 1508 150
Peaches, all yellow, stand 2 65
Peaches, seconds 2 27
Peaches, pie 1 60@1 63

Pineapples, ... 1 40@2 15
Quinces. ... 1 50
Raspberries, extra. ... 1 50
Frawberries. ... 1 50
Strawberries. ... 1 25@1 40
Whortleberries. ... 1 20
CANNED VEGETABLES. ... 1 20
Beans, Lima, stand ... 25 8
Beans, Green Limas. ... 20
Beans, String. ... 1 00@1 20
Beans, Stringless, Erie. ... 90
Beans, Lewis Boston Bak. 1 66
Corn, Archer's Trophy. ... 6 boxes. ... 6 6

TOBACCOS-FINE CUT. TOBACCOS-SMOKING. apan ordinary....

> VINEGAR. 50 gr. 3½ 11½ 13
> Above are the prices fixed by the pool. Manufacturers outside the pool usually sell 5 gr. stronger goods at same prices. \$1 for barrel. WOODENWARE. Curtiss & Co. quote lows: Tubs, No. 1

oung Hyson.

" three hoop ... 1
Clothespins, 5 gr. boxes.
Bowls, 15s, 17s and 19s... 2 !
Baskets, market... 4
" bushel... 1 6 " with covers 1 willow clothes No.15 splint MISCELLANEOUS. Bath Brick imported

Extract Conee, V. C.

Fire Crackers, per box. 1

Gum, Rubber 100 lumps. 2

Gum, Rubber 200 lumps. 3

Gum, Spruce. 3

Jelly, in 30 b pails. 5

Powder, Keg. 2

Sage. 1

bu,
Cooperage—Pork barrels, \$1.25; produce barrels, 25c.
Corn—Green, 6c doz.
Cucumbers—50c per bu.
Dried Apples—Jobbers hold sun-dried at 7c and evaporated at 9c.
Eggs—Jobbers now pay 13½c and sell at 144c. CANDY, FRUITS and NUTS Putnam & Brooks quote as follows:

Standard, 25 % boxes. Twist, do MIXED. MIXED.

Royal, 25 lb pails. @.

Royal, 200 lb bbls.

Extra, 25 lb pails.

Extra, 200 lb bbls.

French Cream 25 lb pails.

Cut loaf, 25 lb cases.

Broken, 25 to pails. Broken, 200 to bbls. FANCY—IN 5 th BOXES.
Lemon Drops.
Sour Drops.
Peppermint Drops.
Chocolate Drops.
H M Chocolate Drops.
Gum Drops. Gum Drops Licorice Drops A B Licorice Drops ...

Lozenges, plain.
Lozenges, printe
Imperials
Mottoes
Cream Bar Molasses Bar. Decorated Creams.... tring Rock.... Burnt Almonds.... Vintergreen Berries.

FANCY—IN BULK.
Lozenges, plain in pails. 13
Lozenges, plain in bbls. 12
Lozenges, printed in pails. 134
Lozenges, printed in bbls. 124
Lozenges, printed in bbls. 124
Chocolate Drops, in pails. 134
Gum Drops in pails. 64
Gum Drops, in bbls. 54
Moss Drops, in bbls. 10
Moss Drops, in bbls. 9
Sour Drops, in pails. 12
Imperials, in pails. 12
Imperials in bbls. 11

Pepper, Singapore, plack...183 FRUITS. Oranges, choice @
Oranges, Florida ... @
Oranges, Naples ... @ 50
Oranges, OO @
Oranges, Unperials ... @
Oranges Valencia ca. @
Lemons, ch'ee to f'cy4 06 75
Lemons ... @

 Mace Batavia.
 .80

 Mustard, English.
 .22

 " and Trie.25
 .27

 Numegs, No. 2.
 .70

 Pepper, Singapore black. 22
 white. 30

 " Cavenne
 .30

Almonds, Tarragona " Ivaca..... " California Pecans, Texas, H. P. Cocoanuts, \$\mathbb{H}\$ 100.... PEANUTS.

OYSTERS AND FISH. J. Dettenthaler quotes as follows: OYSTERS. Selects......25@30 Fairhaven Counts.......40 FRESH FISH.

Black bass. 12%
Trout 7%
Whitefish 7%
" smoked 10'
Frogs' Legs 25@1 25

Goods. Write for quotati

CHAS. A. COYE

MANUFACTURER OF

Horse and Wagon Covers, Awnings and Tents, Flags and Banners, Oiled Clothing, SMOKED MEATS-CANVASSED OR PLAIN.

rage 20 lbs..... 16 lbs..... 12 to 14 lbs.

LARD IN TIN PAILS.

3 Th Pails, 20 in a case.

5 Th Pails, 12 in a case.

10 Th Pails, 6 in a case.

20 Th Pails, 4 pails in case.

Extra Mess, warranted 200 Ths.

Extra Mess, Chicago Packing.

"Kansas City Packing.

oneless, rump butts.

fongue Sausage..... Frankfort Sausage..

Blood Sausage..... Bologna, straight... Bologna, thick.... Head Cheese.....

In half barrels.

LARD IN TIN PAILS.

HIDES, PELTS AND FURS.

50c per bu.

Peaches—\$1.25@\$1.50 per bu,

Pears—Bartlett's or Flemish Beauties, \$1.5

er bu.
Plums—Michigan, \$1.50@\$1.75 per bu.
Pop Corn—2½0 % b.
Potatoes—Jobbing generally at 25c

GRAINS AND MILLING PRODUCTS.

and 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, \$2.30 % 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.

FI AVORING

EXTRACT

ABSOLUTELY PURE TRIPLE STRENGTH

PRIAL

ORDE

SOLICITED

FULL WEIGHT

STRENGTH

FORESTCITI

BAKING POWDER

SOLD IN CANSONLY

THESE GOODS ARE "PAR EXCELLENCE"

Wheat-City millers pay 87c for both white

DRY SALT MEATS. heavy....medium...

Feed Bags, Wide Ducks, etc. Telephone 106. 73 CANAL ST., - GRAND RAPIDS



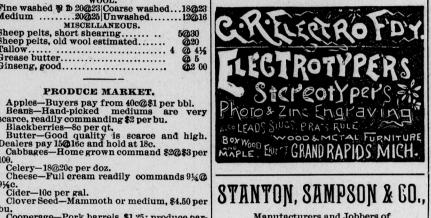
S. F. ASPINWALL, Secy CASH CAPITAL, \$200,000.

MAGIC COFFEE ROASTER



The most practical hand Roaster in the world. Thousands in use—giving satisfaction. They are simple durable and economical. No grocer should be without one. Roasts coffee Robt. S. West.

150 Long St. Cleveland, Ohic



STANTON, SAMPSON & CO.

Men's Furnishing Goods.

Sole Manufacturers of the "Peninsular 14½c. Grapes—Ives, 4c per lb. Concords, 6c per lb. Honey—Scare, not equal to the demand. All choice offerings are grabbed up quick at 17c Brand Pants, Shirts and Overalls.

per 1b. Hay—Baled is in small demand at \$15 for No State agents for Celuloid Collars and Cuffs. 120 and 122 Jefferson, Ave. and \$14 for No. 2. Muskmelons—Osage, 75c per doz. Nutmegs, DETROIT, - MICHIGAN. 50c per doz.
Onions-Home grown dry stock command GEO. F. OWEN, Grand Rapids;

Focatoes—30bling generally at 25c for nome grown. Squash—Hubbard, 1½c lb. Sweet Potatoes—Baltimores, \$4.50 per bbl. Jerseys, \$6.50 per bbl. Tomatoes—25c per bu. Turnips—25 per bu. Watermelons—Indiana, 10@13c apiece, Whortleberries—\$3 per bu.

Western Michigan Salesma

GONNECTICUT

Rubbers.



Write for Fall Prices and Discounts.

G. R. MAYHEW

86 Monroe Street,

GRAND RAPIDS.

P. J. DETTENTHALER WM. L. ELLIS & CO.

WHOLESALE

Lake Fish

AND OYSTERS.

Packing and Warehouse,

37 North Division Street. Office, 117 Monroe St.,

GRAND RAPIDS,

LUCIUS C. WEST.

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

Also enquire of E. J. HORTON, Houseman Block. Telephone 1.

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.

Thompson & Co.,

COMMISSION MERCHANTS. 166 South Water St., CHICAGO.

FELSENTHAL GROSS & MILLER, Bankers

POTATOES, APPLES, DRIED FRUIT, BEANS and all kinds of Produce.

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

EARL BROS. COMMISSION MERCHANTS

157 South Water St., CHICAGO. ference: FIRST NATIONAL BANK, Chicago. MICHIGAN TRADESMAN, Grand Rapide.

EDWIN FALLAS. PROPRIETOR OF

VALLEY CITY COLD STORAGE,

JOBBER OF Oranges, Lemons, Bananas, Butter, Eggs-

No. 1 egg crates, 37c. No. 2 egg crates, 30c. No. 1 fillers, 13c. No. 2 fillers, 10c. I have facilities for handling each line above-amed that are unsurpassed.

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

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

ALFRED J. BROWN,

FOREIGN.

TROPICAL CALIFORNIA

FRUITS.

Bananas, Our Specialty.

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



BRAND

Broker in CANNED GOODS. Salt and Sea Fish.

B. F. KMÆRY, - Manager,

20 Lyon St., GRAND RAPIDS, MICH.

SEND FOR PRICE LIST.

Drugs & Medicines

on County Druggists' Associat, A. O. Hunt; Secretary, A. S. Wall sta County Pharmaceutical Society ent, C. H. Wagener; Secretary, A. H. Webber. eddent, C. H. wagener; secretary, a. h. Wetter Konroe County Pharmaceutical Societ; eddent, S. H. Sackett; Secretary, Julius Weiss. Muskegon County Pharm, Association, eddent, Wm. B. Wilson; Secretary, Geo. Wheeler. Muskegon Drug Clerks' Association, eddent, C. S. Koon; Secretary, Geo. L. Lefevre. Newaygo County Pharmaceutical Soc President, J. F. A. Raider; Secretary, A. G. Clark.

WHOLESALE PRICE CURRENT.

Carboleum		o., quinine German, castor oil.	URRENT.
Bensoloura, German \$60_1 big Cartolium \$60_2 b		Potass Nitras, opt 8@ 10	Capsici Fructus, af
Armun 100 10	Benzoicum, German 80@1 00 Boracic	Prussiate 25@ 28 Sulphate po 15@ 18	Capsici Fructus, B po Caryophyllus, (po. 25) 200 Carmine, No. 40
Salley S	Citricum 60@ 65 Hydrochlor 3@ 5	Aconitum 20@ 25 Althae 25@ 30	Cera Flava 200
Agua, 18 66g	Oxancum 100 12	Anchusa 156 20 Arum, po @ 25 Calamus 20@ 50	Cassia Fructus
Agua, 18 66g	Sulphuricum 13 (25)	Gentiana, (po. 15) 10@ 12 Glychrrhiza, (pv. 15). 16@ 18 Hydrastis Canaden,	Chloroform 500
Private Priv	AMMONIA. Aqua, 16 deg 3@ 5	Hellebore, Alba, po. 100 20	Chondrus 100 Cinchonidine, P. & W 150
Private Priv	Carbonas	Jalapa, pr	cent
Sulphese (po. 1 6a. 1852) 20 10 10 10 10 10 10 10	Black 2 00@2 25	Podophyllum no 15@ 18	Creta, (bbl. 75) 60 Creta prep 50
Comparison Com		" cut	Creta Rubra 186
Dopaths	Cubebae (po. 1 601 85@2 00 Juniperus 8@ 10 Xanthoxylum 25@ 30	Sanguinaria, (po. 25). @ 20 Serpentaria 30@ 35	Cudbear
Ables, Canadian. 18	Copaiba	Smilax, Officinalis, H @ 40	Emery, all numbers 6
Syrica Cerifers, po 20 Anisum (po 20) 20 15 16 16 16 17 16 17 17 17	Terabin, Canada 50@ 55 Tolutan 45@ 50	Ormalogowana Foo-	Emery, po
Syrica Cerifers, po 20 Anisum (po 20) 20 15 16 16 16 17 16 17 17 17	Abies, Canadian 18 Cassiae 11	German. 15@ 20 Zingiber a 10@ 15	Gambier
Aprille Apri	Egonymus atropurp 30	Anisum (no. 20) @ 15	60&10, less.
Coriandrum	Quillaia, grd 12 Sassfras 12	Apium (graveleons), 100 12	Glycorine
Dipperix Odorate 1762 15 15 16 16 16 16 16 16	Ulmus Po (Ground 12) EXTRACTUM.	Cardamom 1 00@1 25 Coriandrum 10@ 12 Cannabis Sativa 34@ 44	Humulus 256 Hydrarg Chlor. Mite. Hydrarg Chlor. Cor.
Total Carbonate Precip. 45 166 17 167	# po 33@ 35 Haematox, 15 b box 11@ 12	Cydonium 75@1 00 Chenopodium 10@ 12 Dipterix Odorate 1 75@1 85	Hydrarg Ox. Rubrum Hydrarg Ammoniati. Hydrarg Unguentum
Carbonate Freein	" ½8 14@ 15 " ½8 16@ 17	Foeniculum	Ichthyocolla, Am1 25@
Solut Chloride	Carbonate Precip @ 15 Citrate and Quinia @3 50	Lini, grd, (bbl, 3) 34@ 4 Lobelia 35@ 40 Phalaris Canarian 34@44	100010rm (
Sulphare, County Surre S	Ferrocyanidum Sol. @ 50 Solut Chloride @ 15	Rapa	Lycopodium 55@ Macis 80@
Matricaris FOLIA 100 12 100 12 100 13	Bulphate, com 1 1750 2 pure 2 7	Frumenti, W., D. Co2 00@2 50	drarg Iod
Salvia officinalis, #5	Anthemis 45@ 50 Matricaria 30@ 35	Frumenti, D. F. R	Magnesia, Sulph, (bbl
Salvia officinalis, #5	Barosma 10@ 12 Cassia Acutifol, Tin-	Saacharum N. E	Morphia, S. P. & W 2 256 Morphia, S. N. Y. Q.
Trailing	Salvia officinalis, 48	Vini Alba 1 25@2 00	Myristica, No. 1 600
Carriage	Ura Ursi 80 10	Florida sheeps' wool	Os. Sepia
## Sifted sorts. 75@1 08	Acacia, 1st picked 21 00 2 90 4 3rd 4 2 80	Velvet Extra sheers'	Picis Liq, N. C., ½ gal
Scootr, (po. 60) Cartriage	Sifted sorts. @ 65 po	Extra Yellow sheeps'	
Assarbetida, (po. 30)	" Cape, (po. 20) @ 12 " Socotri', (po. 60) @ 50 "Catechu. 18. (%8, 14	Hard for slate use 75	Piper Nigra, (po. 22). Piper Alba, (po. 35). Pix Burgun
Camphorbium, po. 350 40 Ferri Iod. 50 Quinia, S. P. & W. 50 Quinia, S.	Ammoniae 25@ 30 Assafoetida (po. 30). @ 15	use 40	I divis ipcouc of opini i iou
Auranti Cortes Solar Sol	Camphorae 27@ 30	Zingiber	& P. D. Co., doz
Mastic	Gamboge, po 800 95	Auranti Cortes 50 Rhei Arom 50	Rudia Tinctorum 120
Opn. (po. 4 30)	Kino. (po. 25) @ 20	Senega 50	Salacin
Absinthium	0 0000	" Co 50 Tolutan 50	Santonine
Solar Sola	HERBY-III Office hacyagos.	TINCTURES.	Sinanis
Mentha Piperita	Rupatorium 20	" and myrrh 60	Snuff, Maccaboy, Do.
MAGNESIA Calcined, Pat. 280 22 22 22 22 22 22 2	Mentha Piperita 23 "Vir 25	Atrope belladonna 60	Voes
Calcined, Pat. 256 60 Carbarides 75 Capsicum 56 Capsicum 56 Capsicum 56 Capsicum 56 Capsicum 57 Carbonate, Pat. 226 22 Cardamon 75 C		" Co 50 Sanguinaria 50	Soda et Potoss Tart. 33@ Soda Carb 2@ Soda. Bi-Carb 4@
Absinthum. 5 00@5 50 Amygdalae, Dulc. 45@ 75 Amydalae, Amarae. 7 25@7 10 Anisi . 1 85@1 95 Auranti Cortex. @2 50 Columba . 50 Strychnia Crystal. Sulphur, Rell. 24 Sulphur, Rell. 24 Sulphur, Rell. 24 Carjophylli . 20 00 Cedar. 3 6 65 Co. 6 60 Columba . 50 Centian .	Calcined, Pat 55@ 60 Carbonate, Pat 20@ 22	Capsicum	Soda Suiphas @ Spts. Ether Co 500
Absinthum 5 00@5 75 Amygdalse, Dule 456 75 Amydalse, Amarae 7 25@7 10 Anist 1 85@1 95 Auranti Cortex	Carbonate, K. & M. 200 25 Carbonate, Jennings 350 36	Castor 1 00	Spts. Myrcia Dom @ Spts, Myrcia Imp @ Spts Vini Rect. bbl
Chenopodii	Absinthum 5 00@5 50 Amygdalae, Dule 45@ 75 Amydalae, Amarae 7 25@7 10	Cinchona. 50 Cinchona 60	Less 5c. gal. cash ten d Strychnia Crystal
Chenopodii	Anisi	Conium 50 Cubeba 50	Sulphur, Subl 24@ Sulphur, Rell 24@ Tamarinds
Chenopodii	Cajiputi 90@1 00 Caryophylli @2 00	Ergot	Vanilla 9 00@1
Conjum Mac 35@ 65 Hyoscyamus 50 Whale, winter 75 Lard, extra 60 Cubebae 15 50@16 00 Excepthitos 90@1 00 Erri Chi ridum 35 Lard, pure raw 56 Linseed, building 56 Capalibaria 3 25@ 38 Kino 50 Chapalibaria 3 25@ 38 Capalibaria 3 25@ 38 Capalibar	Chenopodii 61 75	Guaica	OILS.
Rrechthitos. 90@1 00 Ferri Chi ridum 35 Lard, No. 1 4 Erigeron 1 20@1 36 Kino 55 Linseed, pure raw 55 Linseed, boiled 55 Linseed, boiled 55	Conium Mac	Hyoscyamus 50 Iodine 75	Whale, winter 70
CONTRACTOR OF THE PROPERTY OF	Exechthitos	Colorless 75 Ferri Chi ridum 35 Kino 50	Lard, No. 1
Geranium, 3	Geranium, 3	Nux Vomica 50	Neat's Foot, winter strained

. Co...

New York Shipping List.
ces from all important distributing throughout the country continue to centers throughout the country continue to bear testimony to the expanding volume of trade and the cheerful sentiment that prevades all departments of commercial activity. Clearing house statistics are becoming more satisfactory and indicate a heavier volume of business than was in progress at this time last year; the demand for merchandise from jobbers as well as manufacturers is widening in nearly-all directions and reflects a feeling of confidence respecting the future that is full of significance, ing the future that is full of significance, while speculation is under the influence of stimulating features that are both legitimate and healthy. Crop prospects continue to improve and are highly encouraging, and the ricultural prosperity of the country seems sured, although the corn crop has not yet ached maturity, and in some localities the

reached maturity, and in some localities the outlook is not as promising as a few weeks ago. What is of equal importance is the serious damage that has occurred to the wheat and rye crops of France and Great Britain, which appear to be going from bad to worse, and which will create a large deficiency, to be supplied from Russia, India and this country. The two former localities are likely to have an abundant yield, but, with only an average crop in the United States, there is reason to expect a ready market at comparatively high prices for all States, there is reason to expect a ready market at comparatively high prices for all the available surplus. Efforts to discount this condition of affairs accounts for the feverish and excited condition of the wheat market last week and the rapid advance in prices that took place—an advance that thus far has not checked foreign buying and has been in full sympathy with the bullish temper of foreign markets, although the fluctuations of the past three days have been irregular, and indicate a feverish and unsettled market. In other departments of speculative activity there is evidence of a growing feeling of confidence—as, for growing feeling of confidence—as, for instance, the strong undertone that underlies the stock market and neutralizes every effort of the bears to establish a decline, the

effort of the pears to establish a decline, and firm tone of petroleum and the bouyant temper of coffee speculation. The stock market is a very good indication of the con-servative feeling that still predominates, for notwithstanding the bullish feeling that generally prevails in Wall street, together with the stimulating influence of an unprecedented demand for coal, a distinct improvement in the relations of warring roads in the West, increased earnings and an easy money market, the volume of business transacted from day to day has been comparatively moderate, and there seems to have been very little disposition on the part of the bulls to undertake aggressive opera-tions. This is due no doubt to the fact that those who have bought for a rise are patiently waiting for the out-ide public to come into the market and relieve them of their accumulations at a profit, and thus far the outside interest in the market has been comparatively narrow. There is, neverthe-

ess, a confident expectation that increased activity will be experienced in a few weeks in tesponse to the very favorable and encouraging outlook that is so generally admitted. The advance in coal, which takes effect on the 1st of September, is not considered a very wise step on the part of the selling agents, and may result in checking the demand, which, up to the present, has been unprecedented at this season of the year, and may be made the basis for a de-mand for increased wages from the miners. The experience of last winter has no doubt led dealers and consumers very generally to stock up freely during the summer months, so as to guard against a repetition of being caught in a similar position, but there is a possibility that a stiffening up of prices may curtail the demand, especially in view of the unsatisfactory condition of the iron

continued easy with abundant offerings, notwithstanding a better demand for mercantile as well as speculative purposes and the shipment of currency to the interior, which has commenced to deplete the bank reserves, which, however, are nearly five times greater than at this time last year. Conservative bankers are of the opinion that the Western demand for money from continued easy with abundant offerings, notwithstanding a better demand for mercantile as well as speculative purposes and the shipment of currency to the interior, which has commenced to deplete the bank al 20 last year, not only because of the increased volume in circulation, but also, because the interior banks are better supplied with available funds, and hence an easy money market is predicted during the autumn months. Foreign exchange has ruled firm, because of the scarcity of commercial bills, as the want of tonnage interferes with the shipments of produce, but the prospect of increasing exports promises to prevent higher rates, if thay do not result in lower rates that would bring about importations of gold. The large foreign investments within the past year in American railroad ecurities is an important element in regu lating foreign exchange, as anything that might lead foreign holders to realize would suddenly turn the current against us unless there should be a material increase in the exports of produce sufficient to turn the alance of trade in our favor.

Detroit Ready for Her Guests.

The American Pharmaceutical Society nasn't met in Detroit for twenty-two years. It has at last come to know the error of its It has at last come to know the error of its ways and will open a session next Monday in the Light Infantry armory. A gorgeous exposition of drugs and druggists' goods will be held in the Detroit rink. One exhibitor will show \$4,000 worth of sponges. It will be the finest display of the kind ever made in the west. The parlors of the Infantry armory will be reserved for visiting ladies, and a local committee will be on hand to take care of the strangers and make things as pleasant for them as possible things as pleasant for them as possible while the gentlemen are engaged at the

There will be no complimentary entertain-There will be no complimentary entertainments. Everything has been placed upon the regular list, and each member will have the comfortable knowledge that his \$3 badge pays for everything he gets. The badge is a very neat affair. It is made of an inch square chip of celluloid, bearing a graduated scale and the member's number on the front and the initials of both societies on the back. One badge admits one person and and the initials of both societies on the back. One badge admits one person and ladies must have badges of their own. Blue will distinguish local druggists, red outside druggists and yellow those belonging to the State. Members are requested not to wear their badges in their trousers' pockets, but to pin them on conspicuously so that brother druggists and doortenders may know them.

PAINTS Bbl

Green, Peninsular.
Lead, red. "white.
Whiting, white Span
Whiting, Gilders'.
White, Paris Amer'n
Whiting, Paris Eng.

Pioneer Prepared

As soon as members come to town it is expected that they will register with the Local Secretary in the exhibition building, and take out cards entitling them to purchase badges for themselves and ladies.

They are requested to buy badges at once so that a personal register may be issued and entertainment provided for the proper number. 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 ed reporter.
"Don't I, though? Why, I have a pair

Don't Fail to See It.

Druggists visiting Detroit this week to attend the two conventions should not fail

to call at the Hotel Cadillac and inspect the immense line of holiday and fancy goods there displayed by Charles E. Watson, Michigan traveling representative for S. A. Maxwell & Co., of Chicago. The display

occupies two rooms, and is the largest in

quantity and the finest in quality ever shown by any house in the West. Mr.

Watson has taken especial pains with this year's exhibit and any one who misses

seeing his display will deprive themselves

The Drug Market.

lower for foreign brands. Balsam copaiba is very firm and tending higher. Borax and

camphor gum are both firm. Gum shellac are advancing. Linseed oil is very firm and

will be higher. Castor oil has declined 1/2

Nearly 2,000 tons of watermelons have

been plucked this year in that portion of southeast Missouri of which Charleston is

Manufacturers of the Ce ebrated

ACME PREPARED PAINTS.

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

F. J. WURZBURG

WHOLESALE AGENT,

GRAND RAPIDS, - MICH.

PIONEER PREPARED PAINTS

The ONLY Paint sold on a GUARANTEE.

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

Write for Sample Cards and Prices. We

and for more than eight years and

have Supplied our Trade with this P. P. P.

is all the manufacturers claim for it.

Hazeltine & Perkins Drug Co.

GENERAL AGENTS. GRAND RAPIDS, MICH.

We sell it on a GUARANTEE.

Grand Rapids,

the principal shipping point.

DETROIT,

of a pleasure they will always have occa-

sion to regret.

cent per pound.

The exhibition building will be open at all times to members and a public promenade concert will be given there on Thursday afternoon. Local Secretary James Vernor will be glad to hear what members are coming, and how many ladies with each.

The printing is very tasteful and expensive. It includes a circular letter, a hotel directory, a reception programme and a general programme of the week, consisting of nine leaves of cardboard strung on a heavy silk cord. The programme is especially neat. Local Secretary James Vernor is to be congratulated upon his arrangement.

Tributes to Women.

It was with a true appreciation of the eminine mind that Sir Walter Scott wrote in his poem, "Marmion:"

"O, women, in our hours of ease,
Uncertain, coy and hard to please,
And variable as the shade
By the light quivering aspen made,
When pain or anguish wrings the brow,
A ministering angel thou!"

Herder-Woman is the crown of crea

Voltaire-Women teach us repose, civility and dignity.

John Quincy Adams—All that I am my mother made me. Lessing-Nature meant to make woman

Lamartine-There is a woman at the be ginning of all great things. Whittier-If woman lost

as she alone restore it. F. S. Barrett-Woman is last at the cross and earliest at the grave.

Beecher-No man can either live piously or die virtuous without a wife.

N. P. Willis—The sweetest thing in life is the unclouded welcome of a wife. Voltaire-All the reasonings of men are not worth one sentiment of a woman.

Beecher-Women are a new race, re created since the world received Christianity. Leopold Schefer—But one thing on earth is better than a wife—that is a mother.

Shakespeare—For where is any author in the world who teaches such beauty as a woman's eyes?

Michelet—Woman is the Sunday of man; not his repose only, but his joy, the salt of Louis Desnoyers-A woman may be ugly,

ill-shaped, wicked, ignorant, silly and stu-pid, but hardly ever ridiculous.

Malherbe—There are only two beautiful things in the world—women and roses; and only two sweet things—women and mel-

Bulwer-Lytton—O, women! in ordinary cases so mere a mortal, how in the great and rare events of life dost thou swell into Saville-Women have more strength in

their looks than we have in our laws; and more power by their tears than we by our Emerson-A beautiful woman is a prac-

tical poet; taming her savage mate, planting tenderness, hope and eloquence in all whom she approaches. Anna Cora Mowatt-Misfortune sprinkles ashes on the heart of the men, but falls like dew on the head of the women and brings forth germs of strength of which she herself had no conscious possession.

How Homes Are Wrecked. from the Chicago News.

A brief dispatch throws another high light on a social evil which, while it works curtail the demand, especially in view of the unsatisfactory condition of the iron trade. The monetary situation has undergone no important change since the close of last week. The rates on call loans have continued easy with abundant offerings.

that the Western demand for money from this center will not be as urgent as it was in Chicago bundred of beauty. Here in Chicago, hundreds of homes have been desolated through this medical crime, which is not limited to prescribing whisky, but all forms of stimulants and intoxicants

chloral, hasheesh, morphine, bromidia, etc.
The dipsomaniac is bad enough, but the slave of the opium habit or chloral is infinitely worse. There is nothing too degrading, no trick or art which human ingenuity can invent, no crime, even too monstrous, to which the devotees of these infernal drugs will not resort to obtain the timulant, narcotic or intoxicant. And in immensely the greater proportion they have been led to their terrible fate by the pre-

scription of the family doctor.

A writer in the September number of the Popular Science Monthly, describing how the opium habit is acquired, suggests certain tain means of preventing the spread of that form of this social evil. We would extend his suggestion so as to include alcoholic liquor as well as opium, and require that no prescription calling for any of this class of agents should be filled more than once by a druggist without having the physician specifically renew the prescription. This would undoubtedly do much to check the spread of these enslaving and insidious habits.

Tights Are So Comfortable! rom the New York Telegram

"These are the very latest," said a de-mure little girl in a Fourteenth street dry

goods store yesterday.

The three weuld-be purchasers raised their hands in astonishment.

"Yes, madam," continued the girl, "they are becoming very popular; you would be surprised to learn what a number of nen-professional women are wearing tights just

ess man. What would he say to them?"
"I really don't know, madam; but you'll ness man. find silk tights the nicest thing to wear this

The lady bought a pair "just to try," and one of her companions did likewise.

When the customers had taken their de-

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. parture, a reporter accosted the shop girl:
"Do any so-called fashionable women re-"Do any so-called fashionable women really wear tights?" he asked, with an unbusiness-like blush, which the girl reciprocated. "Indeed, they do. Lots of women like them because of the novelty and because they think it is a little bit racy to wear them. Others, who are going into the new, bustle-bereft style of clothing at full tilt, wear tights so that they can show off their shapes more completely than in the old style of underwear."

"You don't say so!" gasped the astounded reporter. DRUGGISTS Should send \$1 to E. A. Stowe & Bro. GRAND RAFIDS, for one of their Improved

LIQUOR & POISON RECORDS HAZELTINE

CINSENC ROOT. PECK BROS., Wholesale Druggist GRAND RAPIDS. AZELTINE DERKINS

Importers and Jobbers of

--- DRUGS---

Chemicals and Druggists' Sundries. Gum opium is a trifle lower. Quinine is

Dealers in

Patent Medicines, Paints, Oils, Varnishes.

We are Sole Proprietors of

Acme White Lead & Color Works, WEATHERLY'S MICHIGAN CATARRH

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 Rye Whisky.

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



Hazeltine & Perkins Drug Co. FOR SALE BY ALL DRUGGISTS 78 Congress St., West. And the Wholesale Druggists of Detro Detroit, Mich., April 9, 1888.

lty Dept. Ph. Best Brewing Co. GENTLEMEN-I duly received the case of our "Best" Tonic and have since had a great many in this institution. I must say that the peneficial effects on weak and debilitated patients have been most satisfactory, especially to those in a stage of recovery after se-

vere sickness.

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

Yoars truly,

WM. GRAY, M. D.

Medical Sup't.

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

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

Very respectfully,

J. M. JOHNSON, M. D.

Yardley, Pa., March 18, 1888. Ph. Best Brewing Co.,

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.

Blackwell's Island, Feb. 10, 1888.

Ph. Best Brewing Co.,

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

Very truly yours,

E. W. FLEMING, M. D.

Troy, New York, January 26, 1888.

Specialty Depart. Ph. Best Brewing Co.,

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

Yours truly,

E. JAY FISE, M. D.

East Genessee Street. Buffalo, N. Y., Feb. 17, 1888. pecialty Depart. Ph. Best Brewing Co.

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

WM. O. JAEGER.

322 South Fifth Street Philadelphia, Feb. 4, 1888. Ph. Best Brewing Co., 28 College Place, N. Y.,

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.

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

New Orleans, La., April 6, 1888.

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

Very respectfully,
D. Bornio, M. D. pecialty Depart. Ph. Brewing Co.

For Sale By

Grand Rapids.

Lowell (N. B. Blain)—The Lowell Business Men's Association reports that it is growing. We are not meeting with so much opposition as formerly, but whether to ascribe that to a better knowledge of our objects or to our apathy we are unable to determine. We have held eleven meetings in the last year, are having good results from the use of the Blue Letter, have placed no names on the delinquent list, but have about twenty candidates for the next meeting of the Executive Board. We have had two picnics, one on our own hook, assisted by the Grand Ledge Ladies' Band, and one jointly with the Saranac B. M. A. on July 4—both successful. We have raised \$2,500 for the improvement of wagon roads in the past year.

Tremont (W. J. Hopper)—As our Secre-

for the improvement of wagon roads in the past year.

Fremont (W. J. Hopper)—As our Secretary failed to provide me with a report, I shall be able only to give a brief verbal one, as I cannot recall facts and figures which I should like presented. Our Association is one year old the present month and present week. We have thirty-four members. We have succeeded in suppressing ill feeling on the part of our farming community, an account of which was given in the columns of THE TRADESMAN some time since. We have organized a stock company with a subscribed capital of \$500 to put in a fruit evaporating establishment, work on which has already commenced. We have had excellent success with the collection system. We hope to see the idea of a Business Men's Mutual Fire Insurance Co. bear fruit, as we believe it to be of great importance. We also hope the peddler will receive his full share of attention.

Saranac (H. T. Johnson)—The Saranac Protective Association was organized two years ago by our Secretary, Mr. Stowe, and held that name until last November, when it was changed to the Saranac Business Men's Association and received charter No. 34 from the State body. We have a member-

was changed to the Saranac Business Men's Association and received charter No. 34 from the State body. We have a membership of twenty. We secured two wool buyers for our market during the last season and in that way secured double the amount of wool that has been marketed in Saranac for years. We have secured a new wheat buyer also for the coming season. We held a picnic with the Lowell Association on July 4, all the places of business in both towns closing during the day—the first time such a thing ever happened in Saranac. Least, but not last, we make peddlers pay a license to peddle in our section, although it was a hard battle. We have driven one man to the point of paying a fine or his license, he taking out a license for one month and I will say right here that that gentleman will continue to pay that that gentleman will continue to pay a license or will get in trouble, for we are after them all. We find also a lack in some of our members of using the collection sys-

Duties of Local Officers.

The following paper was read at the Cheboygan convention by Stanley E. Parkill, of

The duties of officers of local associations are so well known, if we may judge by the results that have been accomplished, that it

results that have been accomplished, that it seems very much like carrying coals to Newcastle to descant on the subject here.

The great object of these associations is to attain the greatest degree of usefulness and to accomplish the greatest amount of good for the city or town in which the members live. The first and most important thing to secure this end is harmonious work. Both officers and committee men must work together, dropping matters of personal likes and dislikes and selfish interests and pulling together for the accom-plishment of the work on hand.

plishment of the work on hand.

The work and success of an association depend very largely on its presiding officer, and for that reason I maintain that the man who fills that office should be chosen solely because of his fitness for its duties. The place should not be a reward for goodfellowship or for some special service rendered to the association unless at the same time the person has the qualifications necessary to make a good presiding officer. Good meetings are absolutely essential to a vigorous existence, and good meetings are impossible unless the association is well officered.

ble unless the association is well officered.

My own experience is too brief to allow of my laying down any set of rules for the guidance of a presiding officer, and what I have to say is said in the hope that it will bring out discussions from more experi-enced persons that will be of value to us

In the first place, do the business of your meetings in a business-like way. While you are at your business make a business of it and be as parliamentary about it as possible without areas and a business. you are at your business make a business of it and be as parliamentary about it as possible without appearing pedantic. Create all the interest in meetings possible; nothing will do this better than general discussions. Most men enjoy meetings best when they take part in them; as a rule, however, a few members in an association will do most of the talking. To make the discussions more general, call on some of the silent ones for expressions of opinion. The more men you get into a discussion, the more members there are present who have enjoyed the meeting and will feel inclined to come next time. Keep your committees at work by calling for reports of their work at every meeting. Stir up interest by announcing subjects for discussion beforehand. Appoint members to make reports on special subjects. "Rush on, keep moving," or, rather, "Keep things moving," is a good motto for the president of a business men's association.

But, after all, perhaps the antithesis of its question is a more profitable one for iscussion, viz., the duties of members of cal associations. It makes no difference well officered an association may be, e president may have all the genius of a rilisle for presiding, the eloquence of a ebster and the power of a Grant for ornization, unless the members of the association take hold and push things nothing be done. Do not think that because have officers they must, as a matter of

The Michigan Tradesman

THE RIGHT RING.

CONCLUDED FROM FIRSE PAGE.)

an advanced step in the past year. We have done a great deal of internal improvement. Our streets, covered with sand and sawdust, have been improved by putting down a good many miles of cedar block pavement, so we are getting as good a system of streets as anywhere. We have added two lines of railroad to our city in the last two years. We have a slim attendance at our regular meetings. They are willing that a certain few should do all the work, and I feel certain that is the trouble with our Business Men's Associations all over the country.

Lowell (N. B. Blain)—The Lowell Business Men's Association reports that it is growing. We are not meeting with so much opposition as formerly, but whether to ascribe that to a better knowledge of our objects or to our apathy delever meetings and the step of the country.

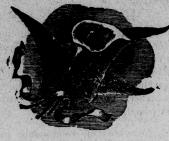
We have held elivery meetings and orderly city. Stand by your association and orderly city. Stand by your association which is one of the strongest links in the chain that holds you together. Above all, stand faitfully by your organization—other societies, ignorant of your work, jealous of your success or through antagonism to the cannot have been improved by putting and your actions, but, since your organization contemplates nothing that is not business-like, honest and for the good of the whole community, if you hang together and calmly pursue the even tenor of your way, they can do you no harm.

This is the ideal association—where every officer knows his duties and attends to them and where every member earnestly supports the organization, both by attendance at meetings and support of its measures—and wherever such an association is found in all probability you will soon hear that that city has a boom.



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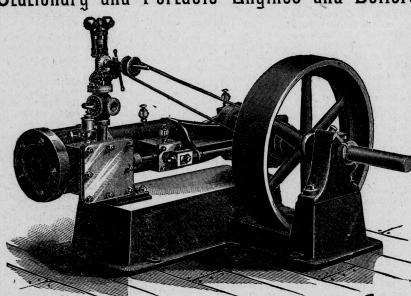
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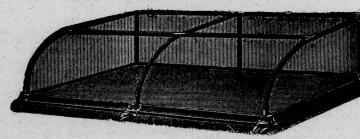


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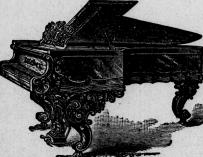
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