

The Michigan Tradesman

Yarns Spun by Drummers.

Written for THE TRADESMAN.

The bald-headed man, the tall passenger, a little man with a red goatee and a tall, dark man were playing pedro. At Holland two fashionable-looking ladies came aboard and took seats ahead of the quartette. At New Richmond an old lady and a little girl carrying a bird cage with a little yellow bird in it took seats between the fine ladies and our friends. Pretty soon the little man with the red goatee, surprised by picking up a hand containing the nine and ten spot, jack, queen, king and ace of spades, gave a little warble that sounded just like a trained canary. The two fine ladies turned around in their seat, as did others in the car, and looked for the source of the music. Noting the sensation he had created, the little man with the red goatee repeated his warble, and one of the ladies arose, walked down the aisle and, stopping at the seat in which sat the old woman and little girl, said:

"Will you sell your bird?"

"Ma'am?"

"What will you take for the bird?"

"Tain't for sale. The little girl's sister give it to her and she wouldn't care to sell it."

The fine lady returned to her place, but a little later the beautiful warble again rang through the car, sounding high and clear above the rumble of the car wheels and the clatter of loosened fish-plates. Again the lady came to the old woman's side and said:

"My friend is highly impressed with your bird, and will give you \$10 for it. Won't you sell it?"

"Why, if she wants it as bad as all that, even if it is a keepsake from Lize, she can have it."

So a crisp, new ten-dollar bill was carefully tied up in the old lady's cotton kerchief and the fine lady walked down the aisle, faintly holding away from her silk dress the little rusted bird-cage. The bird warbled no more, the little girl, who was weeping loudly, was hushed by her grandmother, saying, "Shut up! We can buy a hundred yellow birds for \$10." And four traveling men adjourned to the smoker, nearly dead with suppressed laughter.

"The first time I went on the road was fourteen years ago, for the Clinton Woolen Mills. I was green as grass in them days, and thought it would be lots of fun. Well, I made Grand Rapids and Muskegon, and then went to Milwaukee. I had a list of the house's customers and, leaving my samples at the hotel, started out to look them up. My! but I was scared when I saw who they wanted me to call on! Houses that could buy and sell us ten times over—large wholesale concerns in marble fronts. Well, I didn't call on them, but instead called on a few of the smaller dealers and sold a few small bills. Then I went to Racine, then to Madison, and so on to Green Bay, with but little success and terribly discouraged. At Madison I had written in and told the house that they had better call me in, as I was sure I would never make a success as a traveling man; that I would go on up to Minnesota and see the country; that I would do what I could and ask no salary, hoping that I could sell enough goods to pay expenses. At Green Bay I heard from them. Billy—the manager, was an intimate friend of mine, and here is what he wrote:

You d— fool, we hired you for a year to sell our goods on the road, and a year you'll travel for us. Why in h— didn't you call on the parties whose names I gave you, in Milwaukee? Go right back and call on them, and call on everybody I told you to.

I made the jump back to Milwaukee, called on the largest concern there in our line, and sold them \$2,500 worth of goods. Say, boys, I sold over \$14,000 worth that trip!" and the big man with the black moustache put a fresh piece of gum into his mouth.

"Did any of you ever know Hank B—?" "Should say we did," came the reply from three or four.

"Well, he's back on the road." "No?"

"Yes. From the top to the bottom—from a \$5,000 salary to shooting snipes in the gutter—and then straightening out is a little bit the strangest thing I ever heard of. Four years ago Hank was selling goods for the best house in his line in this part of the country—selling enough to warrant his getting \$5,000 a year. He was a perfect gentleman when sober, and a low brute when drunk, and it got so that about three years ago he was full half the time. He would get into Kalamazoo, stay a week, get drunk and sober up, and go to Grand Rapids and do the same thing, and, as the manager of his firm once said, about half the time Hank was out they had to be wiring the whole territory to find him. At last, about two years ago, he got his walking papers while on a protracted hurrah in Toledo, and about six months after he was bounced and had fallen so low that he was sweeping out saloons for his board and whisky. No one would give him money, because he spent it for rum about as fast as he could drink. I have seen him, while under the influence of whisky, strike an inoffensive boy for merely looking at him. I have seen him deliberately step upon a lady's dress and tear it. As he is a great big fellow, people were afraid of him. And yet I've seen him share his last cent with a hungry or thirsty tramp. While laying in Toledo, a customer and friend of his found him

way down in the gutter. This man headed a subscription, raised money and sent Hank to the Washington Home of Inebriates at Chicago, and in a year's time his old firm offered him his old place at the old salary, and to-day Hank B— is selling goods on the road again, and is a devoted follower of Fiske and Brookes." And the little man with the red goatee took himself, his bird-warble and his grip off the train.

JESSE LANGE.

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

EDWIN FALLAS,
PROPRIETOR OF
VALLEY CITY COLD STORAGE,
JOBBER OF

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

No. 1 egg crates, 37c. No. 2 egg crates, 30c. No. 1 fillers, 13c. No. 2 fillers, 10c.

I have facilities for handling each line above named that are unsurpassed.

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

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

P. STEKETEE & SONS,

JOBBERS IN

DRY GOODS,

AND NOTIONS,

88 Monroe St.,

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

GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers
American and Stark A Bags } A Specialty.

HESTER & FOX,

Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY,

Send for Catalogue and Prices.

LATLAS ENGINE WORKS

INDIANAPOLIS, IND., U. S. A.

MANUFACTURERS OF

STEAM ENGINES & BOILERS.

Cast-iron Engines and Boilers in Stock for immediate delivery.

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

And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for Sample Pulley and become convinced of their superiority.

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

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

GEO. E. HOWES & CO.,

JOBBERS IN

Apples, Potatoes AND Onions.

SPECIALTIES:

Oranges, Lemons, Bananas.

3 Ionia St., GRAND RAPIDS, MICH.

USE JAXON SOAP. SAYS WOMEN. SAYS CLOTHES. SAYS GROCER. SAYS WASHING. SAYS EASY. SAYS QUICK PROCESS. SAYS INSIST ON TRYING IT ONCE.



Crown Prince!

THE FAVORITE BRAND With Grocers.

Orders from Retail Trade Solicited.

Newaygo Roller Mills
NEWAYGO, MICH.

WM. SEARS & CO.

Cracker Manufacturers,

Agents for

AMBOY CHEESE.

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

I. M. CLARK & SON,

—THE—

LEADING TEA HOUSE

—IN—

MICHIGAN

KAMPANE GOODS

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

\$10.50 per doz.

Lapel Buttons

For Both Parties.

MEDALS, ETC. LOWEST PRICES.

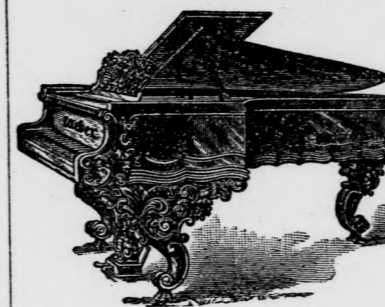
Did you get our Fall Catalogue? If not, send for one.

I. C. LEVI,

34 to 42 Canal Street.

WEBER

Grand, Square and Upright Pianos.



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

The Weber Stands Unrivaled.

Sheet music and musical merchandise. Everything in the musical line.

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

JULIUS A. J. FRIEDRICH,

(Successor to Friedrich Bros.)

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

The Standard of Excellence

KINGSFORD'S

OSWEGO PURE AND "Silver Gloss" STARCH.

Kingsford's Oswego CORN STARCH for Puddings, Custards, Blanc-Mange, etc.

THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME!

ALWAYS ASK YOUR GROCER FOR THESE GOODS.

W. STEELE PACKING & PROVISION CO.

WHOLESALE DEALERS IN

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

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

Pickled Pigs' Feet, Tripe, Etc.

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

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

Write us for prices

Grand Rapids, Mich.

JENNINGS'

"CELEBRATED"

Flavoring Extracts.

Are put up in all sizes, from 1 oz. to 1 gal. bottles.

1872 Sixteen Years on the Market. 1888

SOLD BY ALL JOBBERS.

MANUFACTURED ONLY BY

JENNINGS & SMITH,

38 and 40 Louis St.,

Grand Rapids, Mich.

WHEN ORDERING Ask For 'JENNINGS' EXTRACTS'

ASSOCIATION DEPARTMENT.

Michigan Business Men's Association. President—Frank Wells, Lansing. First Vice-President—C. Strong, Kalamazoo. Second Vice-President—C. Strong, Kalamazoo.

- No. 1—Traverse City B. M. A. President, Geo. E. Steele; Secretary, L. Roberts. No. 2—Lowell B. M. A. President, N. B. Blain; Secretary, H. A. King.

Association Notes.

C. I. Rathbun, Secretary of the Fremont B. M. A., was in town last Friday on his way home from the Columbus encampment.

The second meeting of the Ohio Retail Merchants' Association will be held at Cincinnati on Oct. 10 and 11. A cordial invitation is extended to all Michigan association workers.

The Per Capita Tax Now Due.

The following circular was mailed from the office of the State Secretary last Saturday: GRAND RAPIDS, September 15, 1888.

We take this means of informing you that your connection with the M. B. M. A. ceases on Sept. 30, 1888, and that to secure the benefits of re-affiliation for the fiscal year running from Oct. 1, 1888, to Sept. 30, 1889, it will be necessary for you to remit annual per capita dues of 50 cents for as many names as you have on your membership book.

Danger in High Prices.

General business already feels the benefit effect of the higher prices of wheat in this country. That same cause ought, in the natural course of events, to grow in influence for months yet and to give us an era of great prosperity.

SECTION 1.—The City of Kalamazoo Ordinance—That, hereafter, all persons, who shall establish themselves in the city of Kalamazoo for the purpose of trading in, or selling any goods, wares or merchandise at wholesale or retail from any store, stand, shop or building shall, before commencing such business of trading or selling aforesaid, pay to the City Clerk the sum of one hundred dollars as and for a license for the privilege of doing the business aforesaid.

To Head off Itinerant Merchants.

A patron of THE TRADESMAN asks that the ordinance recently enacted by the Kalamazoo Common Council for the purpose of heading off itinerant merchants be published; also that a statement as to how well the new measure is working be made.

These prices are for cash buyers, who pay promptly and buy in full packages, who pay for freight and augers and bits. Iron's, old style, per 100 lbs. \$14.00. Railroad Bars, per 100 lbs. \$14.00.

Special Enterprises Wanted.

BURR OAK, MICH.—WANTS A FACTORY TO employ ten hands five years. Bonus, \$1,000. CHEBOYGAN—WANTS WOOD MANUFACTURING plant in every branch to improve the greatest advantages in the State.

Good Report from South Haven.

SOUTH HAVEN, SEPT. 13, 1888. DEAR SIR—We had a good meeting last evening. Our Association is doing well in all departments. The collection part is a grand success.

Meeting of the Insurance Committee.

Geo. B. Caldwell, chairman of the Insurance Committee of the M. B. M. A., has called a meeting of that Committee, to be held in this city on September 19, to prepare a draft of working plans for the Michigan Business Men's Fire Insurance Co., or whatever name may be adopted for the new organization.

Two Jokes in One.

From the Chicago Herald. A lady who is refined to the extent that her lord's big money has been made in lard, entered one of the big dry goods houses yesterday afternoon and approached the dapper young man who presides over the south end of the hosiery counter.

In Competition with Sole Leather.

Judge—So you stole a sandwich from the counter in the railway station, did you? Tramp—Yes, your Honor. J.—Were you hungry? Tramp—No, your Honor. J.—Then what service could the sandwich do you?

Boot Track Advertising.

A novel advertising scheme, it is said, was introduced some time since by a merchant in a town in Central Illinois. A series of prodigious boot tracks were painted, leading from each side of the public square to his establishment.

Hardware Market.

Nails have advanced 10 cents per keg, with prospect of still another advance before the end of the month. Iron is very firm and sheet iron is very scarce and high.

Hardware Market.

Nails have advanced 10 cents per keg, with prospect of still another advance before the end of the month. Iron is very firm and sheet iron is very scarce and high.



Weekly "Pointers."

Manual Education for Boys.

Happiness in a boy is contagious. If your boy is a little fellow, you cannot please him better than by getting him a little hammer and a few wire nails. We have just the assortment put up in a tin box, about 500 nails of different sizes, just what older people will find extremely useful.

Foster, Stevens & Co., 10 and 12 Monroe St., 33, 35, 37, 39 and 41 Louis Street.



Weekly "Pointers."

A Great Literary Rarity!

Shakespeare's Sonnets. Edition of 1600. Large, sound, beautiful and perfect copy. Net \$5,000. As we read the above the other day, the thought came into mind how different are the lines of business. Suppose that we should advertise

A GREAT STOVE RARITY!

and ask you to buy of us at a high price a heating or cook stove of the first pattern never made because of its greatness. Would you do it? No, sir. You want the most recent and improved make. We aim to have always on sale the latest and best goods in our line and it gives us pleasure to hear people familiar with our business methods say: "If you cannot find what you want at Foster, Stevens & Co., you need not look elsewhere."

Foster, Stevens & Co., 10 and 12 Monroe St., 33, 35, 37, 39 and 41 Louis Street.



Weekly "Pointers."

The Adjustable Strainer and Fruit Funnel.

This is a recent invention which an enthusiastic housekeeper pronounced the most valuable combination ever invented! Read the following advantages: First—By unscrewing the cap you have a perfect fruit jar filter or funnel.

Foster, Stevens & Co., 10 and 12 Monroe St., 33, 35, 37, 39 and 41 Louis Street.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written for THE TRADESMAN.

Interview 100 men and ask them for a candid opinion of what each considers a fair degree of business honesty, and you will have almost a hundred different views on the subject.

And, with so many diverse opinions among the masses, there seems to be no way of arriving at a standard of honesty that will be accepted by the public, and hence, when we conclude to label a man either honest or dishonest, it must be done with the knowledge that he will probably have as many defenders or accusers as we shall have supporters and believers.

When I commenced this article, my purpose was to call attention to a certain trader—a type of a certain class; to try him, and pronounce judgment from my preconceived ideas of his character; but, upon reflection, I have thought it best to leave the matter to a jury of the casual readers of these papers.

While looking over a paper, the other day, I saw, among those who had contributed to the campaign fund of a political party the name of Caleb Strong. Now, under ordinary circumstances, myself, or the public at large, would have the same right to object to the price Caleb paid for his clothes, as to the amount he should give for "hooping'er up" politically, but I propose to ask the jury I have empaneled whether his circumstances, as they now are, justify the act.

A number of months ago Caleb found it necessary—as he claimed—to make an assignment "for the benefit of his creditors." A Detroit firm, with which I had long and somewhat intimate relations, wrote me regarding the failure, saying that an offer of twenty-five per cent. had been made; that their traveler who usually attended to such matters was sick; that if there was nothing tricky or dishonest about the affair, they would place no obstacle in the way of the assignor's settlement, and requesting me, as a personal favor, to go over to Caleb's town and find out the true inwardness of the matter.

Strong was very methodical in his habits, and the statement of his affairs was clear and easily comprehended. His liabilities were \$3,800, and assets (cost prices) \$2,900. To show the reasons for his failure, he took out a pass book and read: "Year's sales, \$7,500; profits, \$1,500; store expenses, \$900; family ditto, \$650; assets and indebtedness at beginning of year, about even."

"Well, according to your own statement, there is still \$850 unaccounted for." "I'm just coming to that," said Caleb, complacently. "Here it is: Subscription to Bogville Theological Seminary, \$200; ditto for repairing church, \$100; ditto for minister's salary, \$100; ditto for fitting out Miss Bogg for a missionary to China, \$100; ditto for prosecuting violations of the liquor laws of Iowa and Kansas, \$75; wife's expenses to National convention of temperance workers, \$75; expenses of self to National church conference, \$80; sundry donations, charities, etc., which are all here itemized, \$125; making a total of \$855, and not a cent squandered or wasted, as you see."

I don't know the exact basis of Caleb's settlement, but presume it to be at a discount of about seventy per cent. And now, after this compromise, he feels able to pay \$125 toward a campaign fund.

Now, I want to premise that Caleb has more than a local reputation for all of the Christian virtues. He could get more than half of his community to testify to his immaculate reputation, and he is the head-center of several societies and has been nominated for several important offices; but, if there is among the jurors I have selected any of his former creditors, I want to ask them whether, in their opinion, his remarkably liberal use of their money was any more honorable, or excusable, or moral, or equitable, than as if he had "dropped it" in wheat margins or horse racing?

If the jobbers were the only sufferers

from the "misfortune" or dishonesty—as you please—of individuals of the Caleb stripe, we could view their methods with more equanimity; but, unfortunately, after the wholesaler has been disposed of, their business competitors come in for a share of the "calamity." Two or three thousand dollars' worth of goods thrown on the market of a small town, at prices which enable thirty per cent. assignors to realize enormous profits, but at prices that hundred-per-cent. dealers cannot reasonably meet, has the effect of seriously demoralizing trade for an indefinite period, and it is no rare instance where the thirty per cent. fellow drives his competitor to other localities and monopolizes the business himself.

A few years ago a little hamlet started up, in this section of the State, and two general stores were opened, almost simultaneously. Time and experience soon demonstrated that there was hardly room for one, and, as is usual in such cases, a fierce rivalry and foolish cutting of prices began. One day one of the competitors, who had been reflecting upon the utter folly of conducting business in such an unremunerative manner, walked over to his rival's establishment and proposed a cessation of hostilities.

"I came in, Smith," said he, "to propose a change of programme. Neither of us has made a dollar for the past six months, and there's no reason or sense in such work. One or the other of us will have to surrender, in the end, and I hardly think it will be me, because every dollar's worth I've got is paid for, and you're pretty heavily involved."

"Well, Jones," said Smith, grinning, "if you hadn't given yourself away so badly we might have compromised, but it's very evident that you're the fellow that's got to git. The trouble with you, Jones, is that you haven't posted yourself on the matter of discounts. Now, what do you get off by paying cash, on the average?"

"Oh, about three or four per cent!" "Great Caesar! a man that knows no more about business than that proposes to drive me off these corners. Jones, you're too fresh! I've just made arrangements with my creditors for a discount of, not three or four per cent., Mr. Jones, but sixty-five per cent., and goods will keep tumbling 'till you tumble out of this section." And Jones shortly tumbled out.

No, we can't establish a standard of business honesty; we can't prevent fools of knives from flooding the market with bankrupt stocks, and we can't avoid occasionally coming into competition with the twenty-five per cent. assignors; but perhaps, by continued and persistent hammering, we can eventually persuade the jobbers that those who have conclusively proven themselves, by their actions, to be either knaves or fools, are entitled to a trifle less attention and consideration than those who fulfill their obligations and contracts to the letter.

TIME TABLES.

Grand Rapids & Indiana. All Trains daily except Sunday. GOING NORTH. Arrives. Leaves. Traverse City & Mackinaw..... 7:30 a.m. 8:00 a.m.

Muskegon, Grand Rapids & Indiana. Arrive. Leave. 7:45 a.m. 10:45 a.m. 11:15 a.m. 5:30 p.m.

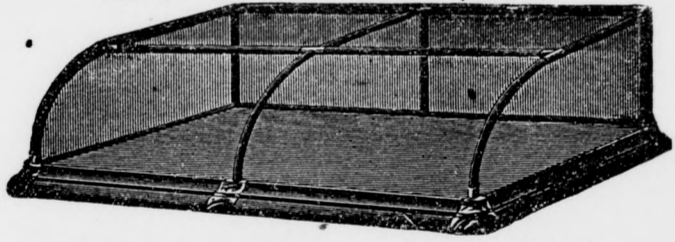
Michigan Central. Grand Rapids Division. DEPART. Detroit Express..... 6:45 a.m. Day Express..... 1:10 p.m.

Lake Shore & Michigan Southern. Kalamazoo Division. Arrive. Leave. 10:30 a.m. 11:30 a.m.

Detroit, Grand Haven & Milwaukee. GOING WEST. Arrive. Leave. Morning Express..... 1:05 p.m. Through Mail..... 3:00 p.m.

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

DO YOU WANT A

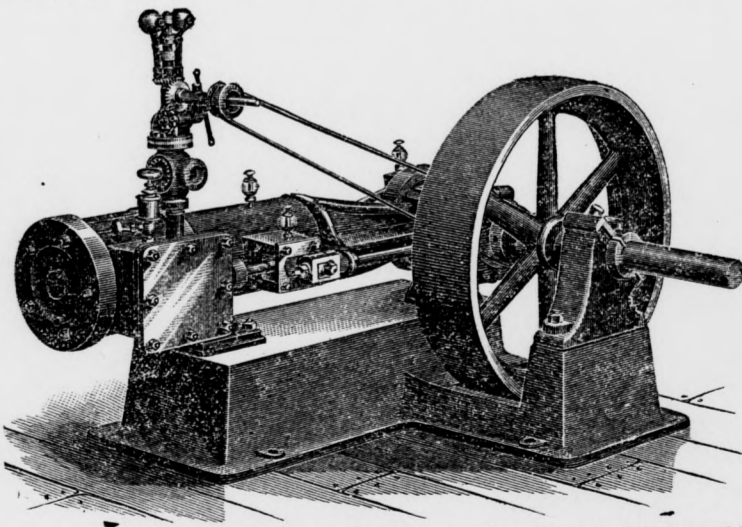


If so, send for Catalogue and Price-List to

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

W. C. DENISON, GENERAL DEALER IN

Stationary and Portable Engines and Boilers.



Vertical, Horizontal, Hoisting and Marine Engines. Steam Pumps, Blowers and Exhaust Fans. SAW MILLS, any Size or Capacity Wanted.

88, 90 and 92 SOUTH DIVISION ST., GRAND RAPIDS, MICH.

MOSELEY BROS., WHOLESALE

Fruits, Seeds, Oysters & Produce, ALL KINDS OF FIELD SEEDS A SPECIALTY.

If you are in Market to Buy or Sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.

26 28, 30 & 32 Ottawa Street, GRAND RAPIDS.

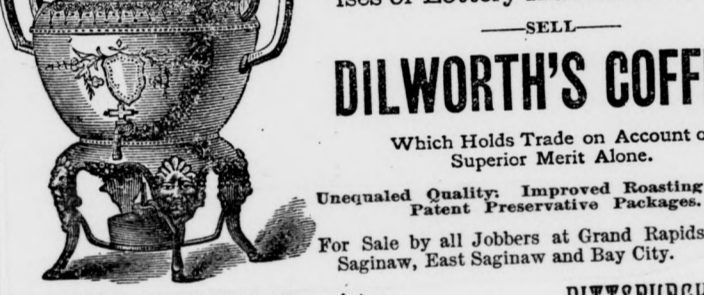


Mistress Mary (quite contrary) How does the washing go; With dainty lace, and pillow-case, And dresses all in a row? Their whiteness surely shames the snow 'Twas Santa Claus Soap that made them so!

All Grocers sell SANTA CLAUS SOAP. Made by N. K. FAIRBANK & CO., CHICAGO.



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.



DILWORTH'S COFFEE, Which Holds Trade on Account of Superior Merit Alone. Unequaled Quality. Improved Roasting Process. Patent Preservative Packages.

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

DILWORTH BROTHERS, Proprietors, PITTSBURGH, Penn.

CURTISS & CO., Successors to CURTISS & DUNTON.

WHOLESALE

PAPER WAREHOUSE,

Houseman Building, Cor. Pearl & Ottawa Sts., GRAND RAPIDS, MICH.

GRAND RAPIDS, MICH.

A Common Sense Idea. CANDEE Double Thick Ball

Two Years TEST. CANDEE Double Wear on the Sole Double Thick Ball

E. G. STUDLEY, Wholesale Dealer in RUBBER BOOTS AND SHOES

Manufactured by Candee Rubber Co.

Send for Large Illustrated Catalogue and Price List. Telephone 434.

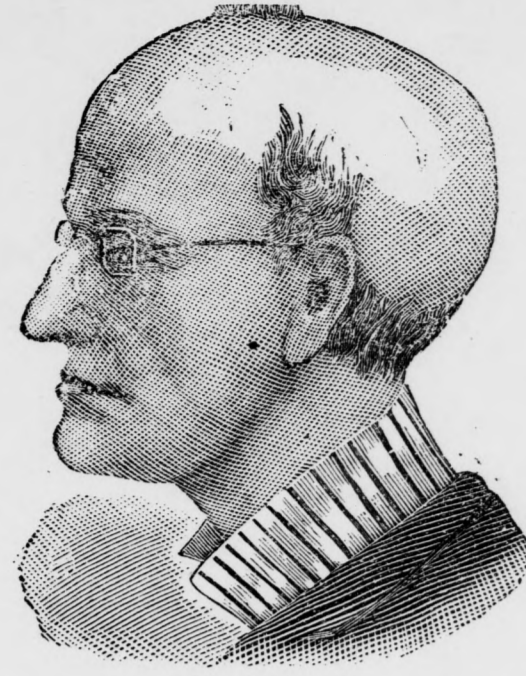
No. 4 Monroe Street, GRAND RAPIDS, MICH.

LORELLARD'S STANDARD FIRST GRADE PLUG TOBACCO

CLIMAX Can now be bought at the following exceptionally LOW FIGURES:

Table with columns for POUNDS, Packages, Less than 50 lbs., 50 lbs. or over, and Ass't lot any quantity. Rows include CLUBS, FIVES, and TWIN FOURS.

A MILLION A MONTH!

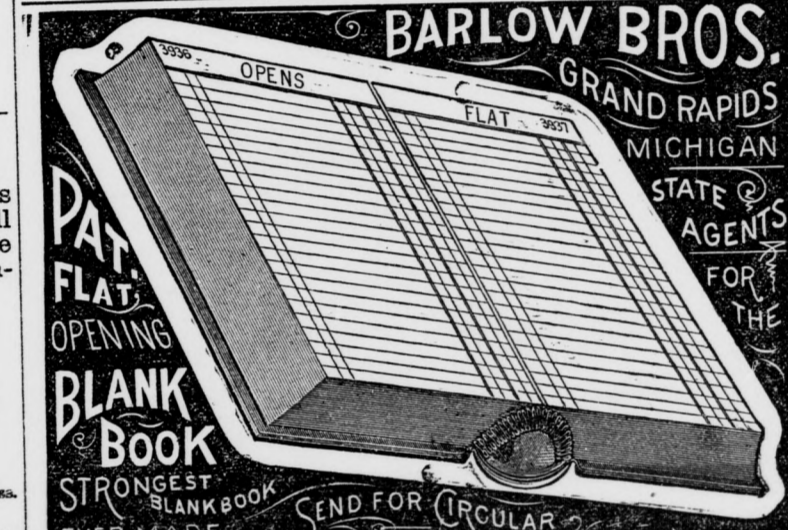


BILL NYE CIGAR

The Best Selling Brand on the Market!

A. EATON & CO., Sole Agents for Mich.

Grand Rapids.



THE PENBERTHY IMPROVED Automatic Injector

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

WHY THEY EXCEL

- 1 They cost less than other injectors. 2 You don't have to watch them. If they break they will RESTART automatically. 3 By sending the number to factory on the Injector you can have parts renewed at any time. 4 They are lifting and non-lifting. 5 Hot pipes don't bother them and the parts drop out by removing one plug nut. 6 Every man is made satisfied, or he don't have to keep the Injector and we don't want him to.

Agents, HESTER & FOX, Grand Rapids, Mich. PENBERTHY INJECTOR CO., Manufacturers, DETROIT, Mich.

REEDER, PALMER & CO., Wholesale Boots and Shoes.

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

KOAL AND WOOD

E. A. HAMILTON, 101 Ottawa St., Ledyard Block.

Telephone, Office, 966-1, Yard, 969-3.

E. P. CLARK & SON, WHOLESALE

COMMISSION MERCHANTS, AND DEALERS IN

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

Big Rapids, Michigan.

PEACHES! PEACHES!! PEACHES!!!

Send your orders for them to

THEO. B. GOOSSEN, WHOLESALE

PRODUCE COMMISSION MERCHANT

33 Ottawa Street, GRAND RAPIDS, MICH.

Groceries.

The Coffee Movement.

From the New York Shipping List. Two months ago the prediction that a speculative squeeze in September would run the price of coffee up to 40 cents would have been laughed at, not because of the supposed impossibility of manipulating the market so as to create such a corner, but because of the improbability of the accomplishment of such a result upon the very threshold of one of the largest crops that the empire of Brazil has ever produced, and at a time when the marketing of the crop was very naturally expected to be at its height, and yet such an event transpired last week. The corner was certainly unique as a speculative squeeze, and its effects are likely to prove disastrous to the trade in Hamburg, and perhaps in other quarters that have been more or less intimately connected with that market; but it is not the corner or its results that we would draw attention to, but to the course of trade in the principal markets of the world since the present crop year opened, and which have led up to this corner. The last crop year closed with the world's supply of coffee very materially reduced, as was shown by the statistical position on the 1st of July, and by the admitted fact that the invisible supply had been cut down to the smallest proportions. In other words, the new crop year came with the principal distributive markets and dealers virtually bare of stocks. The crop had been forehadsovered as likely to prove of enormous proportions, a real deluge compared with the meager yield of the previous year, and for that reason as well, perhaps, because of the recent discomfiture that had come to the bulls during the closing months of the previous campaign, the bear interest began to receive accessions and buyers seemed to be impressed with the belief that the receipts would soon swell to overwhelming proportions and that lower prices would be the natural and inevitable consequence. Two months of the new crop year have now passed and a careful examination of the statistical position of supplies on the 1st of September shows how bitter and disastrous has been the disappointment of the bears, simply because they neglected to recognize the fact that the impoverished condition of trade in all consuming countries was likely to absorb a large amount of stock before the statistical position would be affected thereby. To what extent this absorbing process has been in progress may be gathered from the fact that during July and August the receipts in Rio de Janeiro have been more than double what they were last year for the same time, and yet the stock there has not increased. The proportionate increase in the receipts in Santos has not been as great, but, with this exception, the same remark applies to that market. The stock in eight principal European ports has been steadily decreasing since July 1st, the deliveries having aggregated 999,700 bags, while the receipts amounted to only 874,400 bags, a condition of affairs that easily explains a speculative corner, when taken in connection with the additional fact that on the first of September only 270,000 bags, or about two weeks' consumption, was afloat for Europe from Brazil. The condition of affairs in this country is no better. The deliveries for the past two months have been 105,000 bags in excess of the arrivals, and stocks have been reduced from 265,700 bags on the 1st of July to 161,200 bags on the 1st of the current month. In other words, Rio and Santos, as well as consuming countries, are really worse off to-day, so far as supplies are concerned, than before the new crop year commenced, and yet the total receipts in Rio and Santos have been 1,082,000 bags, against 470,000 bags for the same time last year. It is no matter of surprise, therefore, that prices have responded to this condition of affairs, and are now very considerably higher than on the 1st of July, but this advance has been due almost wholly to natural and entirely legitimate influences, and it is only within the past few days that the speculative flurry in Europe has put upon prices a speculative edge that they previously lacked. That this absorbing process has yet reached its climax is scarcely probable in view of the present position of the world's supplies, and while it is impossible to foresee what complications or disturbance may come out of the liquidation of the Hamburg corner, it is pretty easy to foreshadow that however large the receipts in Rio and Santos may be during the current month they will all be required to supply the actual requirements of consumption and at the same time prevent a further reduction in the working stocks of the principal distributive markets. The appetite of the coffee trade of the world thus far has been much better than the bears were willing to believe, and there is reason to expect that it will maintain a good direction for some time to come. Under these circumstances, it is easy to perceive the speculative possibilities and thereby the danger of the present position, especially after the experience in Hamburg last week, and the position here is really an open invitation to speculative bulls to assume control and attempt a squeeze of the luckless September shorts.

Fresh Meat Depot at Muskegon.

The success of their fresh meat station in this city has impelled Swift and Company to establish a fresh meat station at Muskegon, which they expect to open in a few weeks. Their refrigerator is enclosed in a handsome brick edifice, which is an ornament to the city as well as a convenience to the people. As Swift and Company never sell their meats to consumers under any circumstances, their locating at Muskegon will be the cause of universal rejoicing among the trade.

The Grocery Market.

Sugar is firmer, granulated having gone a fraction higher. Rio and Santos coffees continue to advance, in consequence of which the package manufacturers have raised their prices 1/2c. The jelly manufacturers are endeavoring to form a combination. Other articles are without material change. The merchants of Michigan are well acquainted with the merits of the celebrated "Anchor" brand of oysters and the demand is already so great that Dettenhaler's facilities are taxed to their utmost capacity to fill all orders as fast as received. Grocers wanting good cheese should order from I. B. Smith & Son, proprietors of the Wayland Cheese Factory, Wayland. Satisfaction guaranteed.

WHOLESALE PRICE CURRENT.

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

Table with multiple columns listing various goods such as Raisins, Coffee, Flour, and other commodities with their respective prices.

PROVISIONS.

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

Table listing various provisions including Pork, Beef, Mutton, and other meats with their prices.

PATENTS.

LUCIUS C. WEST, Attorney at Patent Law and Solicitor of American and Foreign Patents.

JUDD & CO., JOBBERS OF SADDLERY HARDWARE.

Full line. Cash prices this month. GRAHAM ROYS, Grand Rapids, Mich. 102 CANAL STREET.

WHIPS.

Full line. Cash prices this month. GRAHAM ROYS, Grand Rapids, Mich. 102 CANAL STREET.

Best PLACE to secure a thorough and useful education is at the GRAND RAPIDS (MICH.) BUSINESS COLLEGE.

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.

DRUG DRAWERS.

FRIST'S PATENT BOX FASTENER.

Patented June 18th. Richmond & Seymour, MFGS. OF ALL KINDS Packing Boxes, Shipping Cases, Egg Crates, etc. 4 and 6 Erie St., GRAND RAPIDS.

MAGIC COFFEE ROASTER.

The most practical hand roaster in the world. Thousands in use giving satisfaction. They are simple, durable and economical. No grease. Send for circulars.

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

SYANTON, SAMPSON & CO., Manufacturers and Jobbers of Men's Furnishing Goods.

Sole Manufacturers of the "Peninsular" Brand Pants, Shirts and Overalls. Manufacturers of the following well-known brands of SOAPS!

DETROIT, MICHIGAN.

QUEEN ANNE, MOTTLED GERMAN, MICHIGAN, ROYAL BAR, TRUE BLUE, SUPERIOR, CZAR, MONDAY, PEWENIX, WABASH, CAMERO, AND OTHERS. For quotations address Geo. F. Owen, Grand Rapids; Western Michigan Salesman.

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

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

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

NO. 123 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN. WE CARRY A STOCK OF CURE TALLOW FOR MILL USE.

WALES - GOODYEAR - AND - CONNECTICUT Rubbers.

OUR FALL LINE OF School Supplies AND Fine Stationery.

IS NOW COMPLETE. OUR TRAVELERS J. L. KYMER (of our firm), GEO. H. RAYBOR and GILBERT J. HAAN will soon call upon the trade with a complete line of samples.

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

EATON, LYON & CO., 20 and 22 Monroe St., Grand Rapids.

GRAND RAPIDS MILLERS, Attention GUMMINES & YALE, Importers and Manufacturers of Crockery Glassware Fancy Goods Bottles Corks, Etc. Write for prices, with illustrations. Visiting merchants are requested to call and look over our samples. 19 50. IONIA STREET, GRAND RAPIDS, MICH.

MARKETMEN.

About November 1 we will open our Refrigerator and Salesroom, Cor. Third St. and C. & W. M. R. R., Muskegon, where you will find at all times a fresh and full supply of

SWIFT'S Chicago Dressed Beef MUTTON AND PORK

Of a quality and price to suit all. NO MEATS OF ANY KIND SOLD TO CONSUMERS.

Swift and Company, Union Stock Yards, CHICAGO.

RINDGE, BERTSCH & CO., MANUFACTURERS AND WHOLESALE DEALERS IN BOOTS AND SHOES.

AGENTS FOR THE BOSTON RUBBER SHOE CO. 14 and 16 Pearl Street, - Grand Rapids, Mich.

SYANTON, SAMPSON & CO., Manufacturers and Jobbers of Men's Furnishing Goods.

Sole Manufacturers of the "Peninsular" Brand Pants, Shirts and Overalls. Manufacturers of the following well-known brands of SOAPS!

DETROIT, MICHIGAN. QUEEN ANNE, MOTTLED GERMAN, MICHIGAN, ROYAL BAR, TRUE BLUE, SUPERIOR, CZAR, MONDAY, PEWENIX, WABASH, CAMERO, AND OTHERS. For quotations address Geo. F. Owen, Grand Rapids; Western Michigan Salesman.

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The BEST CRACKER Made. TRIAL ORDER SOLICITED.

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



THESE GOODS ARE "PAR EXCELLENCE" Pure, Healthy and Reliable, warranted to give satisfaction in every particular. For sale by wholesale and retail grocers throughout the United States. Vorwitz Bros., Manufacturers, Cleveland and Chicago.

WANTED!

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

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

EARL BROS., COMMISSION MERCHANTS

157 South Water St., CHICAGO. Reference: FIRST NATIONAL BANK, Chicago. MICHIGAN TRADESMAN, Grand Rapids.

GRAND RAPIDS Paper Box Factory,

W. W. HUELSTYER, Prop. Paper Boxes of Every Description Made to Order on Short Notice. We make a specialty of Confectionery, Millinery and Shelf Boxes. All work guaranteed first class and at low prices. Write or call for estimates on anything you may want in my line. Telephone 553. OFFICE AND FACTORY, 11 Pearl St., Grand Rapids, Mich.

Drugs & Medicines

State Board of Pharmacy.
Three Years—James Vernon, Detroit.
Four Years—Otmar Eberbach, Ann Arbor.
Five Years—Geo. McDonald, Kalamazoo.
President—Geo. McDonald, Kalamazoo.
Secretary—Jacob Jesson.
Treasurer—Jas. Vernon.

Detroit Pharmaceutical Society.
President—J. W. Caldwell.
First Vice-President—F. W. R. Perry.
Second Vice-President—J. D. Stevens.

TOBACCO USING.

Both Sides of the Question Stated.
In every land and in every clime where the use of tobacco prevails it causes degeneration, degradation, debasement—physical, mental and moral—disease and death.

To Keep Cider Sweet.

Put the barrel in position when it comes from the mill. When the cider has fairly settled and commenced to work so that the foam comes out over the bung-hole, draw off carefully all that will run clear of dregs.



HAYZELTINE & PERKINS DRUG CO.
Patent Medicines, Paints, Oils, Varnishes.
---DRUGS---
Chemicals and Druggists' Sundries.

WHOLESALE PRICE CURRENT.

Table listing various medicinal ingredients and their prices, including Aceticum, Benzoinum, Capsicum, and others.

Salicylic Acid in Beer.

The Paris Court of Appeals has just declared that the addition of salicylic acid to beer constitutes an adulteration.

Peppermint Oil on the Boom.

Graham Roys, who is on a trip through the "peppermint district" in St. Joseph and Kalamazoo counties, informs THE TRADESMAN that the long drought has curtailed the mint crop very materially.



Acme White Lead & Color Works, DETROIT, - MICH.
We are Sole Proprietors of WEATHERLY'S MICHIGAN CATARRH REMEDY.

Want to Be Doctors, Too.

A Springfield, Ill., dispatch, under date of Aug. 30, is as follows: An important movement is on foot among the Illinois druggists which is expected to materialize some time within the next six months.

The Drug Market.

Quinine, German, has advanced and is very firm. Opium is also a little higher. Morphine is unchanged. Oxalic acid has advanced.

Advertisement for 'The Best Tonic' (P.P.P.) and 'Deekham's Croup Remedy'.

Advertisement for 'The Best Tonic' (P.P.P.) and 'Deekham's Croup Remedy'.

How to Cleanse Chamois.

Make a weak solution of soda and warm water; rub plenty of soft soap into the leather, and allow it to remain in soak for two hours.

Errors of Inexperience.

"Did you save anything out of the week?" asked the friend. "Nothing to speak of," replied the honest bankrupt, gloomily. "I lost heavily by my own folly."

Advertisement for 'Grand Rapids Michigan Fire Insurance Co.' and 'Electrotypers'.

Advertisement for 'The Best Tonic' and 'Deekham's Croup Remedy'.

Visiting Buyers.

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

Should send \$1 to...

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

Advertisement for 'Grand Rapids Michigan Fire Insurance Co.' and 'Electrotypers'.

Advertisement for 'The Best Tonic' and 'Deekham's Croup Remedy'.

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

VERBAL CHATTEL MORTGAGE VALID.
Where a guest at a hotel being indebted to the hotel keeper for board agreed with the latter that his goods and effects in his room should not be removed therefrom but should be security for his board, the Supreme Court of Kansas held (Well vs. Itys) that the agreement constituted a valid verbal mortgage.

SALE OF GOODS—ILLEGAL SCALES.
In the case of Bisbee et al. vs. McAllen the Supreme Court of Minnesota held that the provision for a penalty in a section of the General Statutes of the state, for selling or disposing of goods, wares or merchandise by unsealed or unproved scales or measures implies a prohibition, and that such scales being in violation of law no recovery could be had for the price against the purchaser.

BANK—DEPOSIT OF NOTE—RECEIVER.
The Farmers and Mechanics' Bank of Fairmount, Md., deposited a note for \$10,000 in the Fidelity National Bank, was given credit for that amount, and drew against it to the sum of \$1,000 before the latter bank passed into the hands of a receiver. Judge Sage, of the United States Circuit Court at Cincinnati, has just rendered a decision to the effect that the first mentioned bank could not now take its note from the receiver by paying the sum checked out, but must pay the note and take its place among the creditors and get whatever dividend may be declared.

INSURANCE—RISKS—AGENT—NOTICE.
The general agent of two insurance companies notified a subordinate clerk in the office of a local agent of the companies in Minneapolis not to take any risks for the companies in or upon certain business buildings located in a certain block in that city. The clerk did not notify his employer personally, but in the usual course of business entered the direction in the "block book" of the latter, which contained a record of the lots and blocks of the city and buildings located thereon, and upon which entries and memoranda affecting insurance risks and renewals were made. In making the entry, however, he omitted a reference to the buildings, simply making an entry generally notifying the agent to take no new risks in the block in question. The local agent's managing agent, owing to the general nature of the notice, disregarded it and took a risk for the insurance companies on the buildings referred to. The Supreme Court of Minnesota held, in the case of the Hanover Fire Insurance Company et al. vs. Ames, that the notice as actually entered was sufficient to put the agent on inquiry and was binding on him.

TELEGRAPH COMPANY'S LIABILITY.
The local agent of a telegraph company, who was also the agent of an express company at the same place, sent a forged dispatch to a merchant in a neighboring city requesting him to forward money to his correspondent at the former place to be used in buying grain. The telegram was received in due course and the money was forwarded in good faith in response to the telegram. The agent who had sent the forged dispatch, however, intercepted the money sent and converted it to his own use. In an action against the express company the Supreme Court of Minnesota held that the transmission of the forged dispatch was the proximate cause of the loss and that the telegraph company was liable therefor.

BONDS—PLEDGE—RECOVERY.
The owner of bonds issued by a corporation allowed them to remain in the custody of a broker, who about three years after receiving the bonds deposited bonds of the same corporation with a bank as collateral security for a loan for himself. The Supreme Court of Pennsylvania held, in Klein's Appeal, reported in the Central Reporter, that the owner of the bonds left with the broker was not entitled to the bonds deposited by the broker with the bank in the absence of proof as to their identity, and that even if identified he could not recover them from the bank without paying the bank the amount loaned thereon where they were received by the bank as security for a contemporaneous and not an antecedent debt, and without notice of any defect in the broker's title thereto.

How To Grind Coffee.
It may not be generally known that the degree of fineness or coarseness to which coffee is ground will materially affect the character of the liquid, but if anyone doubts the truth of it he can easily test it for himself. Let him make coffee by the boiling process and use pulverized coffee, or by percolation (with a French pot) and use it coarsely ground, and see if it does not in the former instance produce a muddy decoction which it is almost impossible to clear, and in the latter a weak, flat liquid not deserving the name of beverage. Coffee makers should distinctly bear in mind the difference between the two methods of making coffee and grind their coffee accordingly, or order it from their grocer, either ground "coarse" or "pulverized." They should not depend upon the grocery clerk to remember their usual method, but should order it distinctly every time. Many conscientious dealers have been blamed for furnishing unsatisfactory coffee when the real fault lay in the failure of the purchaser to understand the above difference. But it would be better for the coffee to be freshly ground as wanted, and this can be easily done, as family coffee mills are now made which pulverize the coffee perfectly and easily.

A Business Man's Mascot.
From the Boston Gazette.
We saw a wealthy merchant on Friday who wore the coat in which he was married twenty-five years ago. In reply to a question as to the reason why he appeared in that particular garment, he said it was his mascot; that whenever he entered upon a new speculation, or made a new investment, or took any important step in domestic or business life, he had always donned that coat, and that its charm of luck had never yet deserted him.

Owing to the withdrawal of one mill and the refusal of another to join, the cotton "combine" has resolved for the present to leave prices open for all the mills to deal with as they think best.

Buy flour manufactured by the Crescent Roller Mills. Every sack warranted. Veigt Milling Co.

WE HAVE STRUCK OUR GAIT!

75,000 Per Month.



A. EATON & CO., Sole Agents for Michigan, Grand Rapids.
WOONSOCKET and RHODE ISLAND RUBBERS



Write for Fall Prices and Discounts
G. R. MAYHEW,
Grand Rapids, Mich.
Boston and Lawrence
Felt and Knit Boots.

AMOS S. MUSSELMAN & CO.,

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

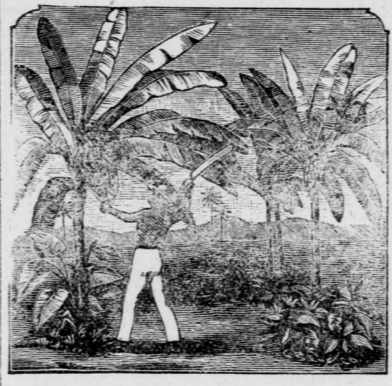
J. S. FARREN & CO.,

Celebrated Baltimore
OYSTERS

We are Agents for the above well-known goods and claim
**THE BEST STOCK
BEST FILLED CANS
PROMPT ATTENTION
AND AMPLE SUPPLY.**
ASK FOR PRICES AT ANY TIME.
PUTNAM & BROOKS,
13, 15, 17 So. Ionia Street,
13, 15, 17 Railroad Place,
GRAND RAPIDS.

WHO URGES YOU TO KEEP SAPOLIO? THE PUBLIC!
By splendid and expensive advertising the manufacturers create a demand, and only ask the trade to keep the goods in stock so as to supply the orders sent to them. Without effort on the grocer's part the goods sell themselves, bring purchasers to the store, and help sell less known goods.
ANY JOBBER WILL BE GLAD TO FILL YOUR ORDERS.

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



F'RUITS.
Bananas, Our Specialty.
16 and 18 No. Division St.,
GRAND RAPIDS, - MICH.

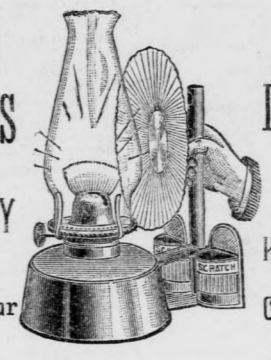
Telfer Spice Company,
SOLE MANUFACTURERS OF
ABSOLUTE SPICES,
—AND—
Absolute Baking Powder.

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

H. LEONARD & SONS,

Grand Rapids, Mich.

Large Assortment
Library Lamps
FOR
FALL and HOLIDAY
TRADE
Now Displayed in our
Sample Room.



Headquarters for
**LANTERNS
and GLOBES**
FOR
HARRISON and MORTON
AND
CLEVELAND & THURMAN
Lamp Chimneys.

The New "WIDE-A-WAKE" Kitchen or Factory Side Lamp
With Moveable Reflector, as shown above.

All the NOVELTIES. All the STAPLES.

Don't fail to visit our Salesroom and examine our display of
HOLIDAY GOODS
While taking in the WEST MICHIGAN STATE FAIR.

REDUCTION IN FRUIT JARS.
Now is the time to order MASON'S PORCELAIN TOP, or the "LIGHTNING" GLASS COVER, or the GLOBE FRUIT JARS. Never so low as to-day, prices SUBJECT TO CHANGE.

Mason's Porcelain Lined, pts.	\$ 7.50 gro
" " " " qts.	8.50 "
" " " " 1/2 gal.	11.50 "
" " " " or Globe, glass covered, pts.	11.00 "
" " " " " " qts.	12.00 "
" " " " " " 1/2 gal.	16.00 "
Rubbers, Mason's Best Quality	.65 "
" " " " " " " " " "	1.25 "

H. LEONARD & SONS.

LION
MOCHA JAVA ANDRIO
COFFEE
WOOLSON SPICE CO.
KANSAS CITY-80. TOLEDO-OHIO.

LION
MOCHA JAVA ANDRIO
COFFEE
WOOLSON SPICE CO.
KANSAS CITY-80. TOLEDO-OHIO.

LION
MOCHA JAVA ANDRIO
COFFEE
WOOLSON SPICE CO.
KANSAS CITY-80. TOLEDO-OHIO.

MERCHANTS! Increase Your SALES AND PROFITS BY HANDLING **LION COFFEE.**

IT GIVES ABSOLUTE SATISFACTION
To Consumers, and is, Consequently, a Quick and Easy Seller.

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

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



NEAL'S CARRIAGE PAINTS
Re-paint your old buggy and make it look like new for LESS THAN ONE DOLLAR. Eight beautiful shades. Prepared ready for use. They dry hard in a few hours, and have a beautiful and durable gloss. They are the ORIGINAL, all others are IMITATIONS. More of our brand sold than all the other brands on the market.
GRANITE FLOOR PAINTS
The Great Invention. Six Handsome Shades. Ready for use. DRY HARD OVER NIGHT, and are very durable. Give them a trial, and you will be convinced that it does not pay to mix the paint yourself.
ACME WHITE LEAD & COLOR WORKS
DETROIT,
Dry Color Makers, Paint and Varnish Manufacturers.
CUT THIS ADVERTISEMENT OUT AND TAKE IT TO YOUR DEALER, IT WILL SECURE YOU A PRIZE.

POTATOES.
We give prompt personal attention to the sale of POTATOES, APPLES, BEANS and ONIONS in car lots. We offer best facilities and watchful attention. Consignments respectfully solicited. Liberal cash advances on Car Lots when desired.
Wm. H. Thompson & Co.,
COMMISSION MERCHANTS,
166 South Water St., CHICAGO.
Reference
FELSENTHAL, GROSS & MILLER, Bankers, Chicago.

MICHIGAN CIGAR CO.,
MANUFACTURERS OF THE JUSTLY CELEBRATED
"M. C. C.,"
The Most Popular 10c cigar, and
"YUM YUM,"
The Best Selling 5c Cigar in the Market. Send for trial order.
BIG RAPIDS, - MICH.

WALL PAPER & WINDOW SHADES
House and Store Shades Made to Order.
NELSON BROS. & CO.,
68 Monroe Street, - Grand Rapids.