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 St.

### STANTON, SAMPSON & CO.

Men's Furnishing Goods.

Sole Manufacturers of the "Peninsular Brand Pants, Shirts and Overalls.

State agents for Celuloid Collars and Cuffs. 120 and 122 Jefferson, Ave., DETROIT, - MICHIGAN. GEO. F. OWEN, Grand Rapids;

Western Michigan Salesman.

### BEWARE!

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

GEO. T. WARREN & Co.,

running book accounts by using Cash Sale Checks. For sale at 50 cents per 100 by E. A. STOWE & BRO., Grand Rapids.

ASK FOR

Anyone in want of a first-class Fire o Burglar Proof Safe of the Cincinnati Safe

C. M. GOODRICH & CO.,

With Safety Deposit Co., Basement of Wid-

NEW YORK,

FOOD PRODUCTS

Grand Rapids, Mich.

GEO. C. PIERCE, Vice President.

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

# WANTED

POTATOES, APPLES, DRIED FRUIT, BEANS

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

EARL BROS.,

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

ESTABLISHED 1866.

159 80. Water Street, Chicago.



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 first-class references on file with THE TRADESMAN. Write us if you wish information, whether to buy or sell. It

BARNETT BROS.

### CASH SALE CHECKS.

Encourage your trade to pay cash instead of

MUSTARD School Supplies

BEST IN THE WORLD.

# SAFES!

and Lock Co. manufacture will find it to his advantage to write or call on us. We have light expenses, and are able to sell low-er than any other house representing first-class work. Second-hand safes always on

THURBER, WHYLAND & CO.,

# FOURTH NATIONAL BANK EDMUND B. DIKEMAN

44 CANAL ST.,

Grand Rapids, - Mich.

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. Inspection Solicited. Chicago and Detroit Prices Guaranteed.

# KLEIN GLOVE EMPORIUM Gloves and Mittens

Buckskin, Dogskin, Napha and Sheepskin.

IMPORTED AND DOMESTIC KID GLOVES A SPECIALTY.

-Full Line of-MISSES AND YOUTHS' GLOVES.

Mail Orders will receive Prompt Attention

OTTO KLEIN, Manager, 79 PEARL STREET,

Grand Rapids,



OUR TRAVELERS J. L. KYMER (of our firm),
GEO. H. RAYNOR
and GILBERT J. HAAN Will soon call upon the trade with a complete line of samples.

20 and 22 Monroe St., Grand Rapids.



Broker in CANNED GOODS. Salt and Sea Fish.

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

Absolute Baking Powder.



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

# BOOK-KEEPING

WIPED OUT! No Pass Books!

No Charging! No Posting! No Change to Make!

## TRADESMAN Credit Coupon Book.

THE NEWEST AND BEST SYSTEM ON THE MARKET.

We quote prices as follows: pons, per hundred..... Subject to the following discounts:

The old Cow.

The old cow walked by the dairy shed,
And she said, in her ruminant way, she said:

"I am feeling about as fine as silk,
But I'd like a drink of my own good milk."
And, looking around, she presently spied
A pail a-standing the door beside—
It was buttermilk, about two days old,
But the aged vaccine hadn't been told,
So she only remarked: "Its mean to bilk
An industrious cow of her own good milk."
And she took a drink, and looked surprised,
She walked away, and that cow surmised;
She surmised about half way down the lane,
And said, in astonishment mixed with pain:
"To judge by the flavor of that 'ere milk."
can't be feeling as fine as silk;

### AN UNPLEASANT BED.

A good many years ago, when quite a small lad, I had the great misfertune to get machine. I say my misfortune, but it was

I was told not to put my hands so near the revolving teeth-told two or three times-but out of sheer contrariness I thrust them down still closer, and my right hand was caught and mangled.

It healed up at last, but there was only an odd-looking and worthless sort of claw, with three fingers pointing in as many different directions. Several of my dear friends, who saw the accident, were frank enough to say that it served me right. Their opinion may have been lacking in But I expect you go well 'heeled?""

sympathetic quality, but it was true enough. That claw hand was what led me to become a peddler, for I was provided by nature with a good pair of legs.

I bow to the prejudices of the people who have seen all they wish to see of peddlers, and refrain from entering upon a de scription of the hawker's life; but some of my adventures may be worth recounting.

One night in the month of May, 1877eleven years ago-I came to a solitary house, twelve or fifteen miles south of Independence, Kan. The house stood out on the prairie, and there was not another human habitation in sight from it; and, in fact, the road leading to it was merely a trail over the prairie. But good roads were not then to be looked for in those parts. and that was something in my favor, for the more remote a house was, the better trade would be apt to be.

It struck me as a rather queer-looking place, for there was a good-sized frame house, not very old, but no out-buildings to indicate that farming or any other kind of business was done.

hair hanging down her back. She was thick and broad-shouldered for a woman, with rather coarse features, black eyes and

"Good evening, miss!" I said. "I'm a goods and jewelry to show you."

moment or two, ran her eye over my cloth- were firm boards down to the floor. ng, glanced at my bulky pack, then said: 'I reckon, mister. Come in."

house?

made chairs. In the far end of the room them. an old woman sat smoking a corn-cob pipe,

a very good supper for those parts. The between them. young woman prepared it and waited on the table, but spoke scarcely a word.

After the table was cleared up I opened my pack and commenced displaying its attractions. The old crone bought a "mourning" silk handkerchief. The younger woman purchased a few yards of ribbon and two napkins, worth in all about \$1.50, tect the fact and let him drop into the and in paying for them displayed a pocketbook containing a roll of bills. Seeing this, I immediately opened the jewelry compart-No Disputing of Accounts! ment of my pack and exhibited a pretty little gold watch of Geneva manufacture, bracelets, rings and watch chains; my entire stock, in fact. At length she brought out from a cupboard three pairs of gentlemen's cuff-buttons-two solid gold, the third native gold nuggets, such as miners

Noting my look of inquiry, she said:

to swap with me for a pair of bracelets. Mich. E. A. STOWE & BRO., Grand Rapids. "Was this your brother's?" I asked.

ooking me in the face keenly. "That was about the cook stove. give me by one o' my beaus."

"Jane, what are you talking about?" exclaimed the old crone, in what sounded like an angry tone.

"Nothin', mau," said the daughter, careessly. Then to me, in a lower voice: "Mau's allus dead agin my havin' a beau." I decided not to take the second-hand watch, and seeing that no more trading was likely to be effected that evening, I asked to be shown to my sleeping-room, saying that I was rather tired.

The young woman took up the small kerjoining the one we were in, upon the ground sitting up on the floor! It seemed to come my right hand torn to pieces in a threshing floor, but in the rear of the house. It was from directly under where I lay, as if some a good-sized room, but very bare, having one had dropped an ax or a hammer on a wholly a result of my own wilfulness; I only a bed, one chair, a dirty little wash- bare plank floor. I listened for a moment, factory which turns out over a million, and had no business at the thresher, but, boy- stand, and a large chest, which stood but heard nothing further. As my eyes like, I wanted to feed some grain into the against the wall on the back side. I brought roved about in the darkness of the room, I in my pack and set it down near the head thought that there was a light spot where of the bed.

on the chest, as if to talk for a moment.

"Yes," I replied. "I should like to have all there is in that pack," she continued. "Ain't you sometimes afraid of bein' robbed?"

"Oh. no." I said. "I should be," she remarked. "I should be scairt to death sleepin' in strange houses.

see I've got a good stout stick for my pack." "I'll bet you've got a pistol," she said. To this remark I made no reply, but inquired if she and her mother lived alone.

"No," she answered, after hesitating an instant. "But pop and my brother's gone down into the abyss thus suddenly opened. up to town after grub stuff. They may get | There lay the mattress and chest. A lanhum to-night, or mebbe not till to-morrer." I made no reply, and she rose to go out,

taking the lamp. "Please leave the light," I said.

the one we've got, and I've work to do for

There was but one window. I felt my way into the darkness. Then I heard a muttered to the sash, and tried to raise it; apparently oath, followed by the noise of quick footit was nailed down, and, as no light came in, I concluded that there was a closed up the cellar stairs. shutter outside the glass.

sitting room came in through the keyhole. my hand coming in contact with the jewor twenty-four years old, dressed in a soiled a clamp, called a "burglar lock," for fasten- coat, then turning to the door stood, reapplied it as well as I could in the dark.

Then I went to the bed and felt that over. It stood in the corner of the room and there remarkably heavy eyebrows, yet by no was a curtain around the front side and foot a rush. One of them seemed to throw of it. Continuing my investigations, I discovered that, instead of having an open find it unfastened. The knob was violently peddler. Can you put me up for the night? space under it, the bedstead was like a I've something handsome in the way of large box with the mattress laid on top of it and the curtain nailed against the side The woman looked me full in the face a and end, for behind the thin calico there

Somewhat mystified by this queer arrangement, I attempted to lift the edge of left hand. Something in her manner led me to ask, the mattress-to learn what was beneathas I followed her in, "Is this a public but found that it was fastened down. I which the mattress had fallen. There was could not even raise a corner of it, front or no one in the cellar now, though the lantern "Wal, stranger, we puts up sech as comes back. I next lay down on the bed experistill hung there. An idea—a wild thought our way," replied the woman. She opened mentally. It was rather hard, and moved the door into a room which contained a laterally with a slight, vibrating motion, the ruffian had time to repeat his ax-stroke, table, a rude lounge and a number of home- like that of scales when one first steps on

Of course, a peddler finds all sorts of I darted forward to them. with her foot on the tender of a cooking- beds in a newly settled country, but this one struck me as very queer. I felt it all Taking out her pipe, she looked me over over again; the mattress and whatever it with the same unpleasant, calculating scru- was so tightly fastened to would jog extiny which I had noted in the younger actly like the platform of scales, and woman, but at length said: "Make yer-plainly was not attached to the boxlike sides already in my room, and the young woman self comf'table, stranger," and resumed her of the bedstead, though fitting them so pipe. In about an hour supper was ready— closely that I could not get my fingers down

"This may be all right," I said to myself, 'but I'm not going to sleep on it."

My fancy began to seek solutions of the "Perhaps it is really a kind of trap-door and scales combined," I thought, "so that when a person lies down on it they can de-

cellar." I put the bedclothing on the floor and lay down thereon, having first placed my revolver beside the pillow, and taken the package containing the most valuable articles of jewelry from my big pack and laid that beside the pistol.

I often did this, for, of course, a man courageous as one with two.

The light still came in at the keyhole, and "Them belonged to my poor brother Bill;" after some time I heard the tramping of saw nothing more of them but her tone led me to distrust the state- heavy boots on the doorsteps, and then As soon as it was light I got my bearings, \$2.50 ment. She wished to swap the buttons for men's voices in the outer room. Still as and during the day reached Vinita. I had ment. She wished to shap the condition ment. The condition ment to shap the condition ment. The a lady's gold watch-chain, and, thinking broad awake as ever, I went tiptoe to the a pretty straight story to tell, but I was She next produced a gentleman' silver and set the back of it before the keyhole posse and make a raid on the house of my watch, somewhat worn, which she wanted and throw a coat across it, evidently with would-be assassins. the design of obstructing the view.

"No," she replied, flushing a little, but sound of low conversation and whispering have even the satisfaction of seeing the

turned, but I thought the precaution of aught I know to the contrary. blinding the keyhole and the whispering a little suspicious. However, I lay down the purpose of making away with travelers, again, then by a sudden impulse I rose once and how many ill-starred "guests" of the more, took the chest and set it on the mat- house may have been disposed of in that tress of the bed. It was quite heavy, and cellar will never be known. As for myself, would pretty nearly represent the weight of I never went that way again. a man on the bed.

At last I fell into a drowse, and, after waking a dozen times, at least, fell soundly asleep.

But a sudden noise awakened me and osene lamp and led the way into a room ad- startled me so much that I found myself the curtains of the bed should be.

"That must be a lug for you, all day long!" the woman remarked, and sat down there was really a ray of lamplight coming long. The poorer kinds can be bought as through a crack between the boards of the low as eighty cents a dozen wholesale; these through a crack between the boards of the boxlike bedstead. Some one surely was in better kinds cost \$2.25 per dozen wholesale,

might enlarge it a little, I took out my entirely of wood, and our washerwomen pocketknife and was cautiously opening the used to pound the dirt out of the clothes with a stick by laying them on the heard small blade when there came the sound and jar of a heavy blow close beneath where I upon the market about twenty-five years "Not particularly," I replied. "But you lay. The mattress and chest started, sank a little, stuck for an instant, then fell with a loud clatter into a great lighted hole beneath!

In an instant I was on my feet, staring tern, hanging from a peg in the cellar wall, threw its light over them.

There was a slight noise, and then I saw \$20,000 worth of eggs, placed there last the heads and shoulders of two men, one spring, have been spoiled by the impregna-"Do you mind?" she asked. "It's all with an ax in his hands, the other holding a Winchester.

They stood for an instant, with their eyes I said, "All right," but I did mind a good deal, for the room as as dark as pitch.

There was but one window. I felt at room as a dark as pitch.

There was but one window. I felt at room as a dark as pitch. steps, first over the planks and then coming

All this had happened within five seconds I went to the door and felt for the key; of time. With a wild impulse of self-here was none, but a ray of light from the preservation, I reached for my pistol, and there was none, but a ray of light from the preservation, I reached for my pistol, and ter mixture. No coffee is grown in Mocha, there was none, but a ray of light from the preservation, I reached for my pistol, and But I was used to this sort of experience. elry package at the same instant, I clutched the door—a woman apparently twenty-three I had in my pack a little patent device, with that and thrust it into the pocket of my calico gown, with a mass of tangled black ing a door on the inside. 1 got it out and volver in hand, at bay, but resolved, since I must fight, to sell my life as dearly as I could.

> In a moment they came at the door with himself against it, probably expecting to turned, but my little safety clamp held well. curse he stepped back and struck a heavy blow against it with the ax.

The clamp would hold but a moment or two longer. My chances were small, indeed, for I never shot very well with may

eft hand.

Boy—Yessir; he is in de back room
readin' de news. of escape-occurred to me, and even before anxious to see some of 'em. I was down in the cellar! The lantern showed me where the cellar stairs were, and

At the same instant, I heard the door overhead go down with a crash. I stole up the stairs and came into the room which I had first entered. The two men were stood in the doorway leading into it, with to stood in the doorway leading into it, with to still further benefit by the deliberations her back to me. Pausing but long enough of the intelligent and progressive merchants to locate the outside door of the house, I made a dash for it, still on tiptoe. But the ture New Jersey and Michigan will be drawn closer together by the formation of woman heard me open it, and turning a National Association; and your Association, having been first in the field, should tion, having been first in the field, should

"Here he is!" Before the words were out of her mouth, I was outside the house and running at my best pace. It was still quite dark. I started across the prairie in the direction I large quantities of mail matter to distant had come and had gone seventy or eighty parts of the world find that they can save a great deal of money by sending their mail yards when the men opened fire.

straight. They must have snot more at the amounts to \$3,000 a year, and there is a sound of my steps than at anything they loud demand for reform in the British rates. could see: vet they sent four or five bullets whizzing past me more closely than I liked to have them. I changed my course and ran PERFECTION SCALE in another direction. I did not cease runwith but one hand doesn't feel quite as ning until I had gone a mile or two, for I expected that the rascals would dog my steps and try to make an end of me. But l

time to see the young woman fetch a chair ward could I induce the Sheriff to collect a DOES NOT REQUIRE DOWN WEIGHT

I lost over \$200 worth of goods in my

family brought to justice. It may have "Pop" and the brother had evidently re- been the notorious "Bender family" for

Plainly, that bedstead was contrived for

### A Talk on Washboards.

A traveling agent of one of the largest washboard factories in the United States gave a reporter the following interesting statistics and information for the Cleveland Leader. He said that millions of boards are made and sold in the United States every year, and at least 7,200,000 are sold yearly between the Allegheny Mountains and Missouri River. There is one at least two factories which make 700,000 and 800,000 a year. There are at least twenty varieties of washboards, and the best are made in the West. The Eastern factories make their washboards out of pine. Hard wood is undoubtedly the best. the cellar or room beneath, and the light and double washboards—those that have came up through the floor under the bed. I placed my eye at the crack, but the opening was very narrow. Thinking that I more. The first washboards were made

### Points For Grocers.

The mustard crop in California is a light

The butter pack of California is soon to be all changed from rolls into square blocks. The national Cigar Manufacturers' Association has voted to establish an annual tobacco exposition.

In a California cold storage warehouse tion of some chemical. A new way to secure a fulfillment of one's

commissions has been adopted by a lady in

Doodle:"

Vanilla, sugar, cheese and beans, Salt pork and fish for chowder The most satisfactory mixture of Mocha and Java coffee, is one-third Mocha and twothe fruit bearing its name coming from an Arabian province, Yeman, of which Mocha is the export town. It is claimed that no real Mocha gets farther from Yeman than Constantinople, and that our Mocha coffee

### is grown in East India, Africa and Brazil.

A Christian Spirit. Mr. Isaacstein—I sells you dot coat, my frent, for sayventeen tollar; you dake hum

along! Customer—I thought, Mr. Isaacstein, that you didn't do business on Saturday. Isn't this your Sunday?

Mr. Isaacstein (in a low, reverent tone of

voice)—My frent, to sell a coat like dot for sayventeen tollar vas not peesness; dot vos

tor in?

charity. Will Call and See Them. Customer (to grocer's boy) - Proprie-

Customer—Is he a society man? Boy-No, sir; but he's got lots o' swell customers, an' he wants to find out when

### in' back to town. He's wery

That Railroad Sandwich. "Look here," said a traveling man at a railway eating counter, "there is something

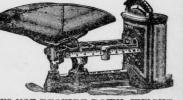
wrong with this sandwich."

"Guess not," said the youth in charge.

"But there is. I can tell. Why, its so soft that I can bite right through with ease." The State Association of New Jersey has profited materially by the pioneer work done by your Association in Michigan, and hope take the initiative, with a view to consoli

dating and cementing the interests of retail merchants throughout the United States. English business men who have to send in bulk to Belgium and posting it there, the But it was too dark for them to shoot rates being so much cheaper. It is said that the saving to one firm alone by this course arounds to \$2,000 a year and there is a

## The Latest Improved and Best.



Will Soon Save its Cost on any Counter. For Sale by GEO. C. WETHERBEE & CO., Detroit.

HAWKINS & PERRY, Grand Rapids

McCAUSLAND & CO., E. Sagin Then for a long time I could hear the pack, which I never recovered, nor did I and by Wholesale Grocers generally. Send for Illustrated Catalogue.

# The Michigan Tradesman of Michigan Business Men's Association.

### Retail Trade of the Wolverine State.

E. A. STOWE & BRO., Proprietors.

Subscription Price—One Dollar per year. Advertising Rates made known on applicatio Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, SEPTEMBER 26, 1888.

AN EMERGENCY FUND. The appropriation of \$100,000 by Congress for the relief of vellow fever sufferers at Jacksonville naturally suggests the thought that if the adjournment had taken place at the usual time, no aid from the national treasury would have been obtainable. In the judgment of THE TRADESMAN, Congress never should adjourn without placing an emergency fund of at least half a million & Co. furnished the stock. of dollars in the hands of the President and his Cabinet to meet sudden emergencies of this nature, which occur most commonly when the session is over. Two years ago, there was not a penny of national aid to the sufferers by the earthquake in the South Atlantic States, although the Treasury was the people with sympathy. Of course, the wealthy people of our great cities can connational brotherhood in times of special streets. local distress by a gift from the common

The epidemic in Jacksonville has raged in a climate where frost comes seldom, until it has spent its force. Yet, thanks to and J. N. Louckes. modern sanitary appliances, the infection 100 a day. Possibly the disease itself has use. lost something of its old virulence, as is the case with some other maladies.

regulate the price of bread in the interest necessary preliminaries can be arranged of the consumer, after the fashion which Mr. Bowne's name and standing would be a was universal in Europe two centuries ago. tower of strength to Lowell in her present But the government has overdone the bus-predicament. mess by putting the price of the loaf so low that the bakers find it better worth while to shut their shops than to go on. As a consequence, there have been bread riots stock to his grocery business. in Paris, not unlike those which were the first forerunners of the Revolution of 1789. It is a significant fact that the most demo eratic country in Europe shows such read- the grocery stock of G. Krenger. iness to return to just those methods of government interference with individual & Cargill in the grocery business. liberty of action which have been regarded as characteristic of meddlesome monarchy. It shows how far the popular faith in personal liberty has been undermined by socialistic agitation. And no policy is so certain to prepare a country for a master as that grocery store at 200 Madison street. which trains its people to comply in such matters as this with the will of the major- J. Freeman in the furniture business. ity, rather than follow their own judgments. When a nation beckons in this way M. E. Boynton in the grocery business. for a master, the despot is sure not to be

welcome the intelligence published on another page relative to the action taken by signed his grocery stock to R. G. Healey. the Insurance Committee of the Michigan plan of insurance which shall be as good as possess more of the elements of mutuality ness. return to the policy holders a considerable | East Saginaw-H. Hansler succeeds Auproportion of the net profits left after pay- gust Scholtke in the merchant tailoring bus ing all losses and expenses of management, iness. of its originators and, if carried into effect, business. would undoubtedly meet with a hearty reception and patronage at the hands of busi- second hand furniture, has been closed on ness men everywhere.

the form of insurance policy now under Thompson. consideration by the Insurance Policy Comvisions would work injustice to the insur- cery business. ing public. As its adoption would be a State, THE TRADESMAN is satisfied that by Geo. Jenne. both Attorney General Taggart and President Buncher will oppose the measure in its a store, preparatory to re-engaging in the present form, as both gentlemen have here- drug business. tofore given ample evidence of their sympathy with the insuring public.

The Cleveland Retail Grocers' Association adopted the Blue Letter of the Michigan street and Broadway. Business Men's Association and recom-Association in place of the circular letter charge of the drug business. now used for the same purpose. New Jersey adopted the entire working plans of the bought the meat business of J. D. Clogvson Michigan organization and other states are and will continue the business. gradually copying the good features of the Ola-J. V. Blair expects to remove his Wolverine system.

Business men all over the State will be nation for Representative in the Legislaopponent of all forms of monopoly, his ad- notions.

### AMONG THE TRADE.

GRAND RAPIDS GOSSIP. A. McKinnon has opened a harness shop

at 44 Stocking street. The mortgage on Buchanan & Co.'s news

and stationery stock has been discharged. Bradley & Herrick have purchased the grocery stock of A. Bunnell at 600 South Division street.

D. D. Dorman has engaged in the dry goods and notion business at Cedar Springs. Voigt, Herpolsheimer & Co. furnished the

C A Miller has engaged in the grocery business at the corner of West Bridge and meat market. Stocking streets. Amos S. Musselman & Co. furnished the stock.

Mrs. K. E. Pray has opened a dry goods and notion store at the corner of Plainfield and Coit avenues. Voigt, Herpolsheimer

G. W. Hueston has engaged in the grocery and crockery business at McBain. Hawkins & Perry furnished the groceries and H. Leonard & Sons the crockery.

John Goebel & Co. have sold their boot and shoe stock at 62 West Bridge street to overflowing with money and the hearts of Thielsen & Brogger, who will continue the business at the same location.

D. Winter & Son, druggists at 210 East tribute independently, as they are now Bridge street, will soon occupy the corner doing. What is needed is to enable the store in the new Knowlson block, situated whole country to emphasize the principle of at the juncture of Barclay and East Bridge

C. B. Metzger, late of Sturgis, has engaged in the wholesale fruit and produce for weeks, with no prospects of abatement business at 3 North Ionia street. He will be represented on the road by J. G. Klinger

Grand Rapids has 1,150 telephones in use, and the mortality both fall far below what making it the banner telephone town in the Philadelphia endured in 1793, when the country in proportion to population. Degeneral stock. M. B. Thomas and John death rate in a population not twice as troit, with over twice the population of McCord have formed a copartnership under large as that of Jacksonville was sometimes Grand Rapids, has but 2,700 instruments in the style of Thomas & McCord and engaged

A. J. Bowne, President of the Fourth establishing a private bank at Lowell, to be The French Republic has undertaken to merged into a national bank as soon as the

### AROUND THE STATE.

Vestaburg-E. F. Owen has added a drug

Memphis-Stewart & Streeter Coburn & Son in general trade.

Bay City-Amelia Keinath has bough Ludington-Moon & Smith succeed Moon

Greenville-Spout & Co. succeed Stilson & Spout in the dry goods business.

Menominee-Young & Taft have bought the grocery stock of Bela Harrison. Bay City-Mrs. F. C. Miller has opened a

Mancelona-Clark & Mattison succeed H

Lake City-Boynton & Hastings succee

Newaygo-D. E. Soper has sold his news and confectionery stock to C. H. Burrell. Flint-W. C. Durant has bought the drug There are few business men who will not and tobacco stock of E. H. Morse & Co.

Minden City-J. P. O'Connor has as Sheridan—Alfred Short, who is just over

Business Men's Association in preparing a from England, has opened a grocery store. Allegan-C. E. Smith succeeds Smith that furnished by the old companies, but Bros. in the agricultural implement busi-

Manistee-Warren B. Marsh, dealer in execution.

Port Austin-W. H. Cooper & Co. have

Chesaning - Perot & Goetzen succeed mission plainly shows that many of its pro- Adolph J. Perot in the dry goods and gro-

Cedar Run-Benton Molar has put a

Freeport-A. M. Herrington is fitting up

Cannonsburg-Chas. S. Judson has sold his general stock to James Degan, who will territory. He will continue to reside at continue the business. Bay City-Frank A. Tepoorten has opened

knows a good thing when it sees it, having a drug store at the corner of Twenty-third ken management has actually granted the

mended it to the Ohio Retail Merchants' to Middleville, leaving his son, Homer, in belief that everything is within the grasp

Sheridan - Stearns & Gallagher have

general stock to Ashley as soon as his new store at that place is completed. Muskegon-G. L. Veenstra, who recently

pleased to learn that Hon. Miner T. Cole, removed his boot and shoe stock to Muskeof Palmyra, has again been placed in nom- gon, has moved it back to Montague again. Ashland-J. E. Mills, late of Muskegon, ure. Mr. Cole established a reputation in has purchased the grocery stock of David the last Legislature of being the persistent Crawford and added a line of dry goods and

ing to Grand Ledge, where he will re-

engage in trade.

Saranac-Lewis J. Burke, of Lakeview and S. A. Welch, of Keene, have purchased the Central meat market and will take posession about October 1.

Ithaca-Frank P. Merrill, whose drug purchased the drug stock of Dr. L. S.

Kalamo-Colton & Cessna, dealers in general merchandise and meats, have dissolved. Will Cessna will continue to conduct the store and Colton will attend to the

### STRAY FACTS.

Union City-E. L. Lee, the harness maker and carriage dealer, is dead.

East Saginaw - Whitbeck Bros. have bought the business of the Saginaw Oil House.

Union City-Assignee Saunders has sold the C. C. Tucker grocery stock to Henry Semour at 77 per cent. of inventory value.

Sault Ste. Marie-E. W. Agar has retired be continued by Guss Mathews under the

Wyandotte-J. T. Hurst has sold to B. E. Montmorency county, estimated to cut 25,000,000 feet, for \$130,000.

Eastlake-Touchett's double stores and general stock burned to the ground last Thursday, involving a loss of about \$7,500. The firm had \$3,400 insurance on stock and \$2,000 on building.

McCord-This is a new town-in prospect-located on the G. R., L. & D. Railway, fifteen miles southeast of Grand Rapids. Frayermuth & Calkins are building a two-story frame building, 20 x 40 feet in dimensions, which they will occupy with a in the produce busines, using the depot for a store house, until their elevator is com-National Bank, is considering the project of pleted, when they will buy grain of all kinds. The men who are building up the place expect to be able to get the postoffice away from Whitneyville, which is about a mile distant.

> MANUFACTURING MATTERS. Holly-Wilhelm Bros, have established a oox factory.

Big Rapids-E. P. Shankwiler has sold to P. A. Erikson the shingle mill he had on his hands growing out of the Danforth failure.

Petoskey-W. L. McManus has purchased the entire lumber interest of R. H. Hunger ford, including his yards and lumber stock at Petoskey, Boyne Falls and Carp Lake.

### Gripsack Brigade.

Walter E. Cummings is spending the week among the trade of the Upper Penin-Mrs. A. D. Baker has returned from

Traverse City, where she spent several weeks with friends. Why is C. Crawford like a cabbage head?

One year's subscription to THE TRADESMAN for a correct solution to this query.

Renselaer Van Ness expects to get into his handsome new residence on South College avenue about November 20.

Will J. Jones, traveling salesman for the Michigan Cigar Co., was married at Big Rapids last Wednesday to Maud E. Irish. The honeymoon is being spent in the East. N. A. Parker, traveling representative for

Daniel Lynch, spent several days at the house last week, for the first time in six months. Mr. Parker makes his home at

Hi. Robertson and M. M. Mallory have While not yet fully perfected, the plan | Logan-Wm. H. Pardee is closing out his | Hi. takes his old territory down the lake | Rindge. gives evidence of careful study on the part grocery stock, preparatory to retiring from shore and Mallory takes the northern trade formerly covered by Scott Swigart.

It is understood that Geo. F. Owen always either on Tuesday or Thursday, in order to obtain a short interview with a person who The opinion of Hon. N. A. Fletcher on assigned their general stock to Chas. E. is otherwise engaged the other days of the

Scott Swigart has severed his connection with Olney, Shields & Co. to take the position of Michigan traveling representative for the National Tobacco Works of Louismisfortune to the business interests of the general stock into the store recently vacated ville, making Grand Rapids his head-

quarters. Duff Jennings, formerly with the Dingman Soap Co., is now on the road for Hawkins & Perry, taking the Saginaw Valley, T., S. & M. and D., L. & N. roads as his Sheridan.

Will wonders never cease? The Mulli-Elk Rapids-Dr. A. Hanlon has returned by the usual sneer. There is ground for of the traveler from this time on.

W. H. Downs has been confined to his house for the past two months with a bowel san, tarried a day at Grand Rapids last trouble, which has greatly reduced him in flesh and spirits. He is gradually improving, however, and hopes to be able to get or backward and propel everybody and out again before the end of another month.

Ed. Pike was made the happy father of a nine-pound youngster of the male persuasion on the 19th. If anyone thinks Ed. isn't the happiest man in town, one glance at the smile which hovers around his phys- lady, to whom he was engaged fourteen iognomy will satisfy even the most skep- years ago. Family views and arrangements

ductors on that line.

Fifty-six traveling men met at the Morton to the residence of the late Major Watson in extending congratulations. to view the remains. The circumstance so stock was recently destroyed by fire, has touched the sympathy of Mrs. Watson in her bereavement that she requested a list with gratitude, was married at Kalamazoo Weaver, at Alma, and removed it to this of the visitors, which was subsequently last week to Miss Lourettie E. Stevens, of furnished her.

> Farrand, Williams & Co., but more recently ed back about October 1. manager of the Peninsular White Lead & Color Works, will shortly engage in the G. W. Longwell.

ston county, on February 17, 1845, thus gives credence to the story. coming within three days of being a valentine. When he was five years old his parents removed to Detroit, where he attended school for fifteen years, when his parents removed to Corunna, where he entered the employ of the dry goods firm of Hulick & from the Soo Paper Co. The business will Harper. In 1866 his father was elected sheriff of Shiawassee county and for the tion was embraced. four years following he served under him as under sheriff. He next worked in the Warren, of Bay City, a tract of pine in dry goods store of Alexander Cummin for two years and the general store of Elon Pond for three years, when he engaged in general trade on his own account, continuing for six years. He then accepted an offer to go on the road for the wholesale paper house of J. W. Fales & Co., of Detroit, with whom he remained one year, subsequently traveling the same length of time for the Flint Cracker Co. For four years thereafter he carried grips for E. C. DeCou, of Detroit, when he engaged with Daniel Lynch, for whom he has traveled over a year and with whom he is likely to

### Purely Personal.

H. M. Lee, the Nashville merchant, was in town last week.

remain for some time.

M. S. Scoville, the Kalamazoo grocer took in the fair here last week. Frank E. Hibbard, the East Saginaw

druggist, was in town on Monday. Geo. H. Reeder leaves next week for tour of the shoe factories in the vicinity of

E. S. Houghtaling, the Hart grocer and beechnut king, was in town several days

B. S. Harris and B. F. Emery have gone to Chicago to take in the exposition and-

D. R. Parish, the grocer and cider and vinegar manufacturer, is out with a new delivery wagon. Richard Gannon, the oblong White Cloud

butcher, beamed on his Grand Rapids friends on Monday. Jas. Vernor, the Detroit druggist, was in

town Sunday to attend the obsequies of the late Major Watson. H. D. Harvey, who recently sold his drug stock at Bangor, put in a couple of days at

Grand Rapids last week. Byron S. Davenport, formerly engaged in trade at Paris, has come to Grand Rapids to live and may enter the employ of Reeder,

Palmer & Co. Capt. H. N. Moore, President of the Grand Rapids Packing & Provision Co., is spending a few days in Chicago, bent on

both business and pleasure. W. T. Lamoreaux walks on crutches now, in consequence of a slightly damaged knee pan. There are no flies on Lamoreaux-he

carried three accident insurance policies. L. J. Rindge, wife and daughter has returned from Nantasket Beach, where they spent three weeks, principally for the benegaged to travel for Olney, Shields & Co. fit the change worked in the health of Miss

W. E. Watson, the Mancelona merchant, was a passenger in the same car in which the late Major Watson started for Chicago. strikes the Northern Hotel, at Big Rapids, helped him to a seat and rendered such

other assistance as lay at his command. M. D. Bentley, manager of the Bentley Oil Co., of Detroit, was in town several days last week, superintending the inaugu-

A. B. Schumacher, who has been engaged in the drug business for twenty-four years, sixteen of which he has spent at Grand Ledge, was in town a couple of days last week. Mr. Schumacher is probably the oldest druggist of his age in the State.

Smith Barnes, General Manager of the Hannah & Lay Mercantile Co., has returned from a visit to Marquette, Ishpeming, Houghton, Hancock, Lake Linden, Calutraveling men a concession, unaccompanied met and several other towns in the iron and copper regions. He reports an enjoyable

> Daniel Stern, the able and enterprising editor and publisher of the American Artiweek. Mr. Stern is a steam engine in disguise, with a capacity to run either forward

everything connected with him and his splendid publication.

Robert M. Floyd, who has an extensive acquaintance among the Michigan trade, and the alter a Philadelphia Mich.

without competition in Merculai. And 284

FOR RENT—TWO WELL LOCATED STORES ON South Division street. Size 22 x 80 feet. G. K. Nelson, 88 Monroe street. 279

1, 200 CASH BUYS MANUFACTURING BUSI-ness paying 100 per cent. Best of reasons for selling. Address Chas. Kynoch, St. Ignace, Mich. 284

Lowell-H. T. M. Treglown is reducing Shore road, with a view to securing the and unusual mental attainments, a charmhis dry goods stock, preparatory to remov- adoption of short-line mileage between ing conversationalist, a story writer of Kalamazoo and Grand Rapids, instead of merit, whose strong and amiable native the long-line rate now demanded by con- qualities have been ripened and enriched by extensive travel and unusual social advantages, both in this country and abroad. House Sunday noon and marched in a body | THE TRADESMAN joins with many others

> Myron H. Walker, whom the B. M. A workers of the State have reason to regard Lowell and the happy couple are now enjoy-D. A. Harrison, formerly on the road for ing life in Massachusetts. They are expect-

W. S. Brown, Traveling Passenger Agent for the Lake Shore & Michigan Southern drug business at Paw Paw in company with Railway, put in several days in this city his brother-in-law. The firm will occupy a last week. Mr. Brown has the reputation store in the brick block now being built by of having a "heye like a heagle" and the fact that he recognized an old friend here N. A. Parker was born at Marion, Living- whom he had not seen for twenty years

Judge Ramsdell, of Traverse City, President of the West Michigan fair, complimented the Michigan Business Men's Association by sending all the officers and committees a season ticket to the fair. The courtesy was appreciated and in several cases the opportunity of seeing the exhibi-

A correspondent of the Hastings Banner writes as follows concerning the veteran general dealer at Orangeville Mills: "Will wonders never cease! Wonder if olden times are returning to us in this the nineteenth century! Mr. and Mrs. Eli Nichols, of Orangeville, have become parents to a fine boy. Mr. Nichols is 56 years of age and Mrs. Nichols is 53. About thirty years ago they had a child born to them, but it survived but a short time, and now, after more than thirty years, they are again parents. May the young fellow live, thrive, and be the main stay of the old folks."

Attention is directed to the advertisement of Samuel Lyon on another page. Anyone who has ever dealt with that house couldn't be pulled away to an opposition establish ment by a ten elephant power.

## FOR SALE, WANTED, ETC.

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

### FOR SALE.

 $\overline{F}^{
m OR}$  SALE CHEAP - 18-HORSE POWER ENGINE Good as new. Address 298, this office. F Good as new. Address 298, this office.

298

FOR SALE-THE JEFFERSON FLOURING MILL
Best water power in the State. Inquire of N. G.
King, Brooklyn, Mich.

294 KING, Brooklyn, Mich. 294

FOR SALE—DRUG STOCK WHOSE AVERAGE DAIL
sales is \$17. Splendid opening for physician
Good reasons for selling. Address No. 289, care Michi
gan Tradesman.

TOR SALE OR RENT—HARDWARE AND GROCERY store, dwelling and lodge room above. Address Box 24, Merrill, Mich.

FOR SALE—WELL-ESTABLISHED IMPLEMENT BUSINESS, choice location, in rich farming country. Capital required—about 85,000. Profits about 8500 per month. A golden opportunity for live man. Address Jno. T. Marriott, Agt., Wakefield, Neb.

FOR SALE—GOOD RESIDENCE LOT ON ONE OF the most pleasant streets "on the hill." Will exchange for stock in any good institution. Address 286, care Michigan Tradesman.

care Michigan Tradesman. 286

POR SALE—WELL-SELECTED GROCERY STOCK
situated on good business corner. Stock and fix
tures will inventory about \$3,000. Reason for selling
other business. Address Henry, care Michigan Trades
man, Grand Rapids. 282 man, Grand Rapids.

FOR SALE—ONE 9x24 ROWNDS SECTIONAL ROLLer mill, with elevators and scalpers complete; one
Webster bran duster; one OG Geo. T. Smith purifier.
The above machines are all in good condition. Enquire
of owner, b. C. Briggs, North Branch, Mich.

27 FOR SALE—BAZAAR BUSINESS, WELL ESTABlished in one of the livellest and best business
towns in the State. Proprietor's health failing. Inholiday trade. Address & B.C. office of this paper. 272

Holiday trade. Address A B C office of this paper. 272

FOR SALE—CLEAN GROCERY, DRY GOODS AND
Crockery stock, situated in a railway town, with
good line of customers. Stock will inventory about
\$2,000, Will take part cash and balance on time. Address A. S. Musselman & Co., Grand Rapids. FOR SALE-DRUG FIXTURES AND SMALL STOCK of drugs. Address Doctor, Box 242, Rockford. 25
FOR SALE—OR EXCHANGE FOR STOCK IN TRADE
Grain Elevator, ten carloads capacity; horse
power, large grounds; fine town on C. & G. T. railroad
good wheat and produce market. Write for particulars,
W. B. Tyler, care B. P. & D. A. Co., Grand Rapids
Mich. 950

FOR SALE—GENERAL STOCK, GOOD TRADE, LONG
or short lease of store. A bargain for some one
Must sell. Want to go South. Address Box 12, Grand
ville, Mich. 242 Must sell. Want to go south. 24z ville, Mich. 24z ville,

### WANTS.

WANTED-WE WANT A GOOD MAN IN EACH town to sell door plates, door bells, house numbers and alarms Liberal commissions. Address, Russell & Hunter, Grand Rapids, Mich. 297

WANTED-WE WANTE ARGISTERED PHARMACIST. PERMARMACIST. PER WANTED—A REGISTERED FRANKACIST FERRAL
Byron Center, Mich.

WANTED—SITUATION ON THE ROAD BY MAN OF
six years' experience. Best of reference. Address J. E. F. care Michigan Tradesman 293

WANTED—A LIVE, ENERGETIC MAN WHO IS SOber and honest, to consolidate grocery or general stocks with me, in a No. 1 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. days last week, superintending the inauguration of business by the Grand Rapids, Tank Line Co., of which he is also manager ager

Tank Line Co., of which he is also manager ager

Collins, Mich.

WANTED-IN EXCHANGE FOR VALUABLE REAL estate, a stock of merchandise. Address 287, 287

Tradesman onfice, Grand Rapids, Mich.

WANTED-BY A YOUNG MAN UNDERSTANDING the meat business, to buy an interest in a meat market in a good town. Address Cleaver, care Michingan Tradesman. 280 WANTED—SALESMEN TO SELL OUR CHOICE VA-rieties of nursery stock sixths.

Rochester, N.Y.

278

WANTED-PART INTEREST IN DRUG OR GENERAL 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.

W rieties of nursery stock, either on salary or commission. Permanent employment to successful men address, with references, May Brothers, Nurserymen tochester, N. Y.

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 MISCELLANEOUS.

A 20-ACRE FRUIT FARM NEAR BENTON HARBOR handy to Chicago market, will sell or exchang for Grand Rapids real estate worth \$1,200. Addres Dr. W. Ryno, Coloma, Mich. 295 LOST-AT FAIR GROUNDS, THURSDAY, A GRAN cashmere shawl. Finder will be rewarded by leaving at this office. \$2,500 IN CASH OR GOOD PAPER WILL SE-without competition in Meredith. Address Lock Draw-er 25, Evart, Mich.

A BARGAIN that is A BARGAIN. intervened to prevent their marriage, since GROCERY FOR SALE—A leading Grocery opponent of all forms of monopoly, his advocacy of the anti-compact insurance measure, which became a law, entitling him to the gratitude of every policy holder in Michigan.

Intervened to prevent their marriage, since which time each has been married and wideling the cession from the C. & W. M. and D., L. & N. Railways, it is now in order for the boys to concentrate their energies on the Lake of \$40,000 population, with gas, electric light, store \$6,000 population, with \$

## GRAND RAPIDS TANK LINE CO.,

# Water White and Prime White Illuminating Oil

GASOLINE and NAPTHA.

Works, G. R. & I. and D. & M. Junc. Office, No. 4 Blodgett Blk.

CORRESPONDENCE SOLICITED. QUOTATIONS FURNISHED ON APPLICATION

### PEACHES! PEACHES!!!

Send your orders for them to

THEO. B. GOOSSEN.

PRODUCE COMMISSION MERCHANT 33 Ottawa Street, GRAND RAPIDS, MICH.



## At Lowest Summer Prices

A. HIMES Office under National City Bank. New Yards, Shawmut Ave., Winter and W. Division Sts.

TELEPHONE CALL 490-2.

## REEDER, PALMER & CO.

Wholesale Boots and Shoes. STATE AGENTS FOR LYCOMING RUBBER CO.,

24 Pearl St., Grand Rapids, Mich., TELEPHONE

# WALES - GOODYEAR

GONNECTIGUT

I have removed my stock from 40 and 42 South Division Street to

where five floors and a basement afford me better facilities than ever before for the proper prosecution

19 S. Ionia St.

## of my business. Daniel Lynch,

FRED D. YALE & CO.

# EDWIN FALLASS.

# Valley City Cold Storage.

The Popular Solid DAISY

Brands of Ousters. My facilities for handling Oysters are unsurpassed. Oysters guaranteed fresh every time. Send in your orders, which will be

filled at lowest market price. 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 abov amed that are unsurpassed.

I aim to handle the best that can be obtaine Mail orders filled promptly at lowest market price. liberal discount on Egg Crates and fillers in large lo SALESROOM, - No. 9 Ionia St., Grand Rapids

# Millers, Attention

We are making a Middlings Purifier and Flour Dresser that Purifier and Flour Dresser that NO YOU WANT A SHOWCASE? 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 cata logue with testimonials.

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



Write for Fall Prices and Discounts G. R. MAYHEW.



The Finest 5-ct. Cigar Manufactured, LONG HAVANA FILLER.
THEY HAVE NO EQUAL.

\*

S. DAVIS. 70 Canal St., Grand Rapids, Mich. BELKNAP Wagon and Sleigh Co.

MANUFACTURERS OF Spring, Freight, Express, Lumber and Farm

f 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.

See Special attention given to Repairing, Painting and Lettering.

Shops on Front St., Grand Rapids, Mich.



SPECIAL OFFER—This style or oval case; best quality; all glass, heavy double thick; panel doors

D. D. COOK. 21 SCRIBNER STREET,

Grand Rapids, - Michigan.

FOSTER WENS

Weekly "Pointers.

AMSTERDAM, HOLLAND.

The King's Palace is a wonderful building:

to give you an idea of the size, the audience room is 150 feet long, 30 wide and 100 feet high.

The roof is supported by an arch. The Crown coom is not quite so large, but is magnificent.

and here all the Kings and Queens are crown

ed. In the King's bed-room, I found a stove

from the Detroit Stove Works, also, in the

breakfast room, I found one, of a larger size

I think Frank Graves must have been in Am

(The above is an extract from a letter of

We are Agents for the De-

### ASSOCIATION DEPARTMENT.

Michigan Business Men's Association.

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ittee on Building and Loan Associations—Chaun-trong, Kalamazoo; Will Emmert, Eaton Rapids; cey Strong, Kalamazoo, W. E. Crotty, Lansing. Local Secretary-P. J. Connell, Muskegon. Official Organ—The Michigan Tradesman.

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### Special Enterprises Wanted.

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

CHEBOYGAN-WANTS WOOD MANUFACTOR

A POOR FORM.

Some Flaws in the Proposed Standard Fire Insurance Policy.

When the Legislature delegated to a Commission the preparation of a standard form of fire insurance policy, the Michigan Business Men's Association engaged Hon. N. A. Fletcher to represent the business the gratitude of the insuring public by being the originator of the anti-compact insurance next meeting:

GRAND RAPIDS, Sept. 22, 1888.

Hon. Moses Taggart, Attorney General:

DEAR SIR-I have examined the New York standard form of fire insurance policy, which is under consideration by the Insurance Policy Commission, and I submit the criticisms which I have to make upon it: 1. The clause in lines 2 and 3, "Said

ascertainment or estimate shall be made by the insured and this company, or, if they differ, then by appraisers, as hereinafter provided;" and the clause in lines 86 to 91 nclusive, which provides for an arbitration of the amount of the loss, should be stricken out. It would be very unjust for the Commission to compel every man who takes out a policy of insurance to enter into a contract by which he agrees to forego the privilege of a trial by jury as to the amount of his damage in a loss by fire. As the matter now stands, it is undoubtedly true that most policies of insurance contain such an agreement, but no man who is obtaining insurance is obliged to make such a contract. If this form of policy should be adopted, it would amount to a legal requirement that it must be done in every case. Aside from the question of policy, there is no doubt whatever in my mind that the Legislature itself has no power to pass a law depriving a man of his right to a trial by jury of a question of that kind, and even if the power, it could not delegate to the Comon authority to make such an enactment.

The courts have always held that it was not within the power of parties to make a contract which would take away the jurisdiction of the courts to pass upon the question whether an insurance company was liable in any given case. They have held, however, that the parties might, if they chose, contract that the amount of damages should be ascertained by arbitration, making such an arbitration a condition precedent to the commencement of suit. If this policy is adopted with these clauses in it, there will be no escape for any person who desires nsurance from submitting to a contract in-

volving this condition.
2. The words "and a warranty by the insured" should be stricken out of lines 45 and 46. No policy of insurance should include a warranty, and in a number of states statutes have been passed providing that no such policy shall include a warranty, no matter what its provisions may be. The effect of a warranty is to avoid the policy, if an untrue statement is made about any thing whatever relating to the insurance, no matter how immaterial it may be or how honestly the statement may have been made. All the statements made to a company for the purpose of obtaining insurance should be treated as representations the effect of which would be to avoid the policy if any one was untrue in a material respect. This policy in lines 7 to 10 provides that it shall be avoided if there is any misrepresentation or concealment of a material fact. In this clause of the policy the statements are treated as representations. That is perfectly right. But having treated the statements, in lines 7 to 10, as representations, it is absurd to provide in lines 45 and 46 that they shall be warranties and it would be unjust, as well as absurd, to leave this clause in the policy. There is no other one way in which so much injustice has been done by insurance companies as by getting contracts which amount to warranties from unsuspecting persons and then insisting on avoiding their policies on account of immaterial mis-statements. A company is fully protected if it can avoid its policy whenever a mis-statement or misrepresen-

"In any matter relating to this insulative no person unless duly authorized in writing, shall be deemed the agent of this company."

It is simply absurd to enact as a law that is sin the simply absurd to enact as a law that is simply absurd to en an insurance company may send a man to solicit insurance and take risks, and reap the solicit insurance and take risks, and reap the to do so and then repudiate his agency as to all acts to its disadvantage, simply because the insured is not able to show that his authority is in writing. So far as the question of agency is concerned, the policy should leave insurance companies in exactly the same situation that any other person or corporation is left who sends out an agent to do its business. If it adopts his acts so far as they are advantageous to it, it should be held responsible for everything that he says or does which is fairly within the scope of his authority. There is no reason what-ever for making the case of insurance companies exceptional or putting them on any other footing than other persons who are obliged to use agents in the transaction of

4. The policy ought not to provide as it does in lines 78, 79 and 80 that the insured, in case it is demanded by the company, must furnish a certificate of the justice of posed. the peace or notary public living nearest the place of the fire that he has examined the circumstances and believes the insured has honestly sustained loss. It sometimes happens that the only officer who is within the terms of such a provision is the personal enemy of the insured and will not make any certificate, and the companies are not CHEBOYGAN—WANTS WOOD MANUFACTOR. Os in every branch to improve the greatest advantages in the State. All kinds of timber of the flest help you. Address See'y B. M. A. 2

NORTH MUSKEGON—WANTS ALIVE LOCAL newspaper. Address See'y B. M. A. 2

WAYLAND—OFFERS UNEXCEPTIONABLE IN. A. ducements of a cannery. Address See'y B. M. A. 2

WAYLAND—OFFERS UNEXCEPTIONABLE IN. A. ducements of a cannery. Address See'y B. M. A. 5

The Oceana B. M. A. will probably dispand at the next meeting and re-organize into three distinct associations—one for Hart, one for Shelby and one for Pentangular and the next meeting and re-organize into three distinct associations—one for Hart, one for Shelby and one for Pentangular and the next meeting and re-organize into three distinct associations—one for Hart, one for Shelby and one for Pentangular and the next meeting and re-organize into three distinct associations—one for Hart, one for Shelby and one for Pentangular and the next meeting and re-organize into three distinct associations—one for Hart, one for Shelby and one for Pentangular and the next meeting and re-organize into three distinct associations—one for Hart, one for Shelby and one for Pentangular and the next meeting and re-organize into three distinct associations—one for Hart, one for Shelby and one for Pentangular and the next meeting and re-organize into three distinct associations—one for Hart, one for Shelby and one for Pentangular and the next meeting and re-organize into three distinct associations—one for Hart, one for Shelby and one for Pentangular and the next meeting and re-organize into three distinct associations—one for Hart, one for Shelby and one for Pentangular and the next meeting and re-organize into three distinct associations—one for Hart, one for Shelby and one for Pentangular and the next meeting and re-organize into three distinct associations—one for Hart, one for Shelby and one for Pentangular and the next meeting and re-organize into three distinct associations—one for Hart, one for Shelby and one for Pe

should not be restricted to the certificate of the nearest justice of the peace or notary public. There should be no condition in The Insurance Plan Adopted by the Insurance the policy which it might be impossible for the insured to comply with, even though his loss was perfectly honest.

out and forwarded to them. Our Supreme Court held that, knowing as they did at the time they made this demand and while the the conditions of the policy which had avoided it, they waived the right to insist upon the condition. These decisions are so manifestly just on their face that the Coma form of policy which would have the effect of annulling them. The court applied to the case of insurance companies, in these cases, the rule to which it would have subjected any individual in any other kind of business. Nothing should be done which would take insurance companies out of the Nothing should be done which operation of the principle.

6. The clause in lines 96 to 101, except the last sentence, should be stricken out entirely. If that clause was left in the policy, it would lead to such results as the following: A man has a stock of goods worth \$20,000, insured for \$10,000 in ten different companies, each of which carries a \$1,000 of the companies have become insolvent or that for some reason their policies are inholder; that we solicit only mercantile inholder; that we solicit only mercantile inholder; that we solicit only mercantile inholder. premiums on that amount. This possible result shows the injustice of the provision. No wrong would be done the solvent companies in such a case if they were compelled to pay the full amount of their policies.

7. The clause in lines 106 and 107, limitthe time of bringing an action to one year, should be stricken out. In the first place, there is no reason why an action on a contract of insurance should be limited to one year when actions on all other contracts may be brought in six years. If it is said that a man should sue in one year, if he wants to sue at all, my reply is that the same objection could be made to our present statute of limitations in relation to any other contract. If the present period of limitation should be reduced to one year as to policies of insurance, the same rule should be applied to other contracts. In surance companies should not be given an advantage which no other creditor has.

But if it were wise to give insurance companies such an advantage, there is the further objection that the Commission has no power to do it. It must be remembered that this policy is to have the force of a law, and it is manifest that the Legislature could not delegate to the Commission authority to abridge the period of the statute of lim tations as to any contract or class of con tracts. If this clause or the clause retating to the amount of loss is retained in the policy, the work of the Commission will be futile, as the first blast it receives from the courts will destroy it.

8. I hear that it is urged that the claus exempting mutual insurance companies from the obligation to conform to the terms of this policy should be stricken out. It this is done, it will destroy the business of the mutual insurance companies in this State. I have not the form of a mutual policy at hand, or I could easily demonstrate the truth of this statement. All you need to do is to take up a policy of the Kent County Mutual Insurance Company and examine it and you will see that it is utterly impossible for that company to write a policy on this form. I remember whenever a mis-statement or misrepresentation is made about a material fact.

3. The clause in lines 47 and 48 should also be stricken out. It is in these words:
"In any matter relating to this insurance with any matter relating to this insurance of the farmers' companies throughout the percapita our Association, which was unanimously the farmers' companies throughout the percapita our Association, which was unanimously to the farmers' companies throughout the percapita our Association, which was unanimously voted at our September regular meeting.

> ance policy, or anything which nearly resembles it, is to be adopted by the Commission, it would be far better, in my judgment, if the work was left entirely alone. As the matter now stands a person who is obtaining insurance is not obliged to submit to such contracts as the insurance companies generally try to impose upon their patrons; but if this form is adopted, nearly every unjust provision which has ever been incorporated in an insurance policy will have to be sub mitted to by any person who is obtaining insurance, whether he wants to do it or not I fail to see that any advantage whatever would by gained by a standard form of policy, which would begin to counterbalance the disadvantages which would follow the adoption by law of the form which is pro-

Yours truly, N. A. FLETCHER.

Sunfield merchants should beware of Ira Hartwell, a painter, who has lately removed to that place. He is entitled to wear the badge of the Grand Army of Dead-beats.

DOUBLY MUTUAL.

ance Committee.

In response to the call of Chairman Cald-5. The provision in lines 92 and 93, that well, the Insurance Committee of the Mich-"this company shall not be held to have igan Business Men's Association met at waived any provision or condition of this Grand Rapids on Sept 19 for the purpose of policy or any forfeiture thereof by any requirement, act or proceeding on its part remen of the State in combatting the adoption of a form that would not be absolutely just to all parties concerned. Mr. Fletcher is to all parties concerned. Mr. Fletcher is particularly adapted to plead the cause of the business public, as he has made the insurance question a life study and has won the gratitude of the insuring public by being the stricker out. To adopt it would be defined and the meeting was particularly adapted to plead the cause of the business public, as he has made the insurance Company, 31 N. W. Rep., 291, and the gratitude of the insuring public by being the cause of the cause of the decisions of our own Supreme Court, which may be found in Marthinson vs. In-surance Company, 31 N. W. Rep., 291, and the particularly adapted to plead the cause of the decisions of our own Supreme Court, which may be found in Marthinson vs. In-surance Company, 31 N. W. Rep., 291, and the particularly adapted to plead the cause of the decisions of our own Supreme Court, which may be found in Marthinson vs. In-surance Company, 31 N. W. Rep., 291, and plead the particularly adapted to plead the cause of the decisions of our own Supreme Court, which may be found in Marthinson vs. In-surance Company, 31 N. W. Rep., 291, and plead the particularly adapted to plead the cause of the decisions of our own Supreme Court, which may be found in Marthinson vs. In-surance Company, 31 N. W. Rep., 291, and plead the particularly adapted to plead the cause of the decisions of our own Supreme Court, which may be found in Marthinson vs. In-surance Company, 31 N. W. Rep., 291, and 292. In these cases the insurance company are companies to the case of the ca passed aside as impracticable. It was finalpanies went to the scene of the fire to examine the loss. They at once ascertained by decided to adopt a combination stock amine the loss. They at once ascertained facts which showed that the policy had been at the first meeting of the Commission, but has prepared the following caustic criticism of the form now under consideration by the Commission, which will be presented at the commission of the activation of the form of the facts which showed that the policy had been avoided and that the assured could recover nothing. Notwithstanding this, they demanded that the assured should incur the expense of having inventories of his property made and complete proofs of loss made all over the through the profits, instead of turning the margins all over the stockholders, as is the case in our and formwarded to them. Our Suprementation accounts the facts which showed that the policy had been avoided and that the assured could recover nothing. Notwithstanding this, they demanded that the assured should incur the expense of having inventories of his property made and complete proofs of loss made and that the assured should incur the expense of having inventories of his property made and complete proofs of loss made and that the assured should incur the expense of having inventories of his property made and complete proofs of loss made and that the assured should incur the expense of having inventories of his property made and complete proofs of loss made and that the assured should incur the expense of having inventories of his property made and complete proofs of loss made and that the assured should incur the expense of having inventories of his property made and complete proofs of loss made and complete proofs of loss made and the proofs o stock companies, pure and simple. This plan is substantially the same as that of the Mutual Fire Insurance Co. of New York, assured was incurring the expense of complying with it, that he had violated one of which is one of the most successful assurance associations in the country, the returns to the policy holders averaging about 50 per cent. of the premiums paid in, which mission should not undertake to prescribe are usually below the rates established by the so-called board companies.

The report adopted by the Committee is as follows:

GENTLEMEN-At a meeting of the Insurance Committee, held at Grand Rapids, Sept. 19, we discussed the question of the organization of a Michigan Business Men's Mutual Fire Insurance Co. and recommend

for your consideration and action as follows:
That an effort be made to organize a company to be known as the Michigan Business Men's Mutual Fire Insurance Co., with an policy. A fire occurs and he is damaged to the extent of \$5,000. It turns out that five \$100,000 be paid in, in shares of \$25 each valid, and so he can only collect from five surance at the National Underwriters' rates of his ten companies. Under the form of the policy as proposed he can only collect from each of the companies one-tenth of his icy holders, either in cash or scrip, which loss, which would be \$500, and from all of the solvent companies he could collect only per cent. until paid; that the capital stock \$2,500, although they would be carrying policies for \$5,000 and had received their of the company, when such earnings do not would be constant. exceed 10 per cent.; that all subscriptions to stock after \$100,000 is subscribed be accompanied by a written application for insur-

It is our intent to comply with the present insurance law, regulating the business of stock fire insurance, and do business un-We can find nothing preventing our idea of mutuality herein recommended, namely, of making each policy holder a stock holder and of then declaring one-half of the net earnings when they do not exceed 10 per cent. on the stock, the balance to the policy holder. The issuing of scrip for this dividend to stockholders allows us to retain a cash surplus, which we can diminish or allow to increase as our experience demands. We would make no policy holder liable further than a policy holder in other stock companies, as now prescribed by

In this recommendation we do not claim perfection, but after investigating the plans of the several manufacturers' and mercan tile mutuals based on the premium note and assessment plans, we can find nothing that commends itself to us as a safer or more economical plan of insurance and in no way o mutual as this plan.

Asking your early consideration and advice, that we may early accomplish some good in this direction and lay the matter beore the various local associations, we await your action.

GEO. B. CALDWELL, Chairman OREN STONE, W. S. Powers Committee on Insurance

Chairman Caldwell has notified President Wells that the Committee is ready to report to the Executive Board, and the sooner the latter body is called together, the more promptly the Insurance Committee will be able to act in perfecting its plan of insurance, in case it is approved by the Board.

Owosso Will Promptly Re-affiliate. Owosso, Sept. 19, 1888.

voted at our September regular meeting, Allow me to congratulate you and tender sincere thanks in behalf of our members

I certainly hope that before you conclude to strike that clause from the form you may adopt you will examine some policies of different farmers' companies.

If the New York standard form of insurance policy, or anything which nearly resemance thanks in behalf of our members Socket for your verbatim report of proceedings of Socket the third annual convention. It is a masterpiece and shows the energy and enthusiasm displayed by you for the welfare and progress of the Association. There is a great deal of valuable knowledge to be derived by its careful perusal angewer work. rived by its careful perusal, and every member should avail himself of the opportunity and read and preserve the same carefully, at the same time appreciating the skill and labor which you have so generously offered without pecuniary reward in compiling and publishing the same for the benefit, advancement and prosperity of the Associa-

Yours very truly, S. Lamfrom, Sec'y. Association Notes.

Alma will probably organize a B. M. A. on Friday night.

The Cleveland Retail Grocers' AssociaHeller's Horse Rasps. tion has adopted the Blue Letter of the Michigan Business Men's Association. The committee making the recommendation said. Philadelphia Groeer: Our Michigan committee making the recommendation said,

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1XXXX, 14x20 Charcoal
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Sandusky Tool Co.'s, fancy.
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Rich and tasty trimmings play an important  $\begin{bmatrix} \mathbf{b} & 3 \\ 4 & 00 \end{bmatrix}$  part in the appearance of a house. That so staple an article of hardware, to endure for list net all time, should be subject to the changeable new list net rule of fashion may seem strange, but is true What, a few years ago, was the correct style is now shelved to make room for more popular dis 70&10&10 designs. We have always aimed to have the most complete line of bronze in the State, and, of course, have odd lots left, rich and artistic designs, not enough to trim a large house or block in one style, but otherwise very desira-75&10 ble patterns.

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Bronze Front Door Sets from \$1 to \$2. Ditto rich "Damascene" finish, \$3.25.

Solid Bronze Bell Pulls, Levers and Knobs. Solid Bronze Butts, 4 x 5, 4½ x 4½, 5 x 5, 13 00@15 00
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Understand that these are bargains and must not be confounded with the complete assortment of new designs in our show cases.

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

A universal reply to the question, "How is business?" has come to be, "Business is good but collections are slow." This reply may be varied as concerns business, but collections seem to be chronically slow. Collections follow as one of the many troublesome sequences of granting credit, seems to be with most and granting credit seems to be with most merchants a necessary concomitant to bus-

The evils of credit are frequently set forth in our trade exchanges, and articles are often published describing successful with the frequently stills. These years methods of collecting bills. These vary from the shotgun policy to the soft-soap policy, but one thing stands out very plainly on them all; they are undignified,

Merchants who are burdened with slow-paying customers universally regret that they have a credit system, and as universally declare it to be a necessary evil connected with merchandising. We are prepared to admit that credit is, in many cases, a necessary adjunct to a mercantile business, but we cannot admit that it need always be an evil. It simply lies within the merchant's power to make his credit customers a disappointing and profitless features.

3. The co-operation which the law will give in the collection of the account, if necessary to proceed to law. It is well to know the extent of protection the law to know the extent of protection of the account, if necessary to proceed to law. It is well to know the extent of protection of the account, if necessary to proceed to law. It is well to know the extent of protection of the account, if necessary to proceed to law. It is well to know the extent of protection of the account, if necessary to proceed to law. It is well to know the extent of protection of the account, if necessary to proceed to law. It is well to know the extent of protection the law to know the extent of protection the law to know the extent of protection of the account, if necessary to proceed to law. It is well to know the ext

their blackmailing schemes, must be very humiliating to a merchant. It is an evi-dence that he has placed confidence in undence that he has placed confidence in unworthy persons, and that his judgment is not to be relied upon. It is an evidence that he did not give that attention to the details of his business which would enable him to conduct it without giving his goods away. It is an evidence that the consumer was a little too sharp for the dealer.

was a little too sharp for the dealer.

We are well aware that some of our readers who have made bad debts will not thank us for taking this view of the case, but if they will be patient, we will endeavor to show them that our position is correct. To do this we must consider for a moment what credit is. There should be no difficulty in understanding the nature of credit. It is a loan of salable commodities without security. The merchant who trusts a man for a barrel of flour, furnishes the man material barrel of flour, furnishes the man material on which to live while he earns money to pay for it, the flour being consumed when the payment is made. Credit thus permits us to wear out cloth-

Credit thus permits us to wear out clothing before it is paid for, to consume groceries without having given anything for them, and—in other words—to eat our chickens before they are hatched. The merchants who grant credit place themselves in the position of philanthropic persons who enable their customers to live before they have earned the right to live. There are cases of deserving poor who are temporarily under the position of the control of the co of deserving poor who are temporarily unable to pay for the means of sustaining life, but merchants who feel charitable should support such persons purely as a charity and not as a business policy.

charity and not as a business policy.

Consider for a moment the position which you, as a storekeeper, occupy. You have invested your money in a stock of goods. If the goods have been paid for, they belong to you absolutely. They are to you the results of saving, thrift and economy. Those goods you can give away if you like, but you possess them because you believe

those goods you can give away it you like, but you possess them because you believe that you can profitably exchange them for commodities you need.

In this exchanging process money need not necessarily enter, as your goods could be directly bartered for other goods—as they recoverity one for butter aggs, and two be directly bartered for other goods—as they frequently are for butter, eggs and produce—without any money passing between you and your customers. Money only enters as a convenient and reasonable equivalent for commodities, and your goods should purchase as much money as you originally exchanged for them, plus a sum which will recompense you for placing your services at the command of the public. By taking this view of the transaction, you will see that you might as well loan a man \$10 without security, note, or other evidence of debt, as to trust him for goods which you could exchange for \$10.

ould exchange for \$10.

At the risk of being wearisome, let us impress this fact thoroughly on your mind. Colwell, a writer of great insight, thus contrasted the credit and cash systems:

"Under the credit system, no equivalent is given at the time of sale, the payment being postponed for a time, definite or indefinite. This is in direct contrast with the cash or money system, in which every article is either paid for in the precious metals (or their paper equivalents) at the time of delivery, or at some time afterward," the last phrase referring to purchasing of wholesalers, payment being made on receipt of bill.

ceipt of bill.

Credit is the general belief entertained of men that their action will correspond to their promises, and is based on the belief in the existence of money actually or prospectively in the possession of the person to whom credit is given.

to whom credit is given.

Let us suppose now that the stock of goods in your store is not entirely paid for. You took what money you had saved and went to the wholesale dealer for your stock of goods, which you desired should equal twice, perhaps, the money you had saved. Did you simply select your goods, pay what money you had and order the balance charged to your account? Ah no! we charged to your account? Ah, no! we have no doubt you remember your interview with the credit man! Did you not have to unbosom yourself quite freely, and did not the firm find out your standing from the various commercial agencies be-fore any goods were delivered? Certainly. You remember it well. Did you take it as an affront and an imputation on your hon-esty? Not at all. We dare say you fur-nished all the information asked for willingly, as you should have done, and that you have been careful to maintain your credit ever since.

Let us now come from generalities to

particulars. On general principles we prefer a cash business. It is more speedy, more profitable and less annoying, but we realize that a credit business is much preferred in some localities. Granting this much, we propose to take the ground that a merchant can do a credit business without loss, and without trouble and anxiety. In order to accomplish this, however, he must conduct his credit business as a bank loans money—with

As a rule, accounts are forced on a store-keeper. Few customers ever directly ask

Credit should largely rest on a knowledge of a man's financial history and condition. It should not be refused to a man who all his life has met every engagement, nor should it be extended to one who has regularly failed therein. Your own judgment of the man's character should not be relied up-on to guide you in this matter, because there is a natural inclination in the human mind to magnify that which is not certain, and we are apt, therefore, to ascribe more means to a man than he really possesses. A merchant should be guided in granting

credit to a person by:

1. The positive amount of capital pos

essed or the ability to earn wages. 2. The general fidelity displayed in past

evil. It simply lies within the merchant's power to make his credit customers a disappointing and profitless feature of his business, or a prompt, reliable class whose payments may be reasonably relied on.

To a certain degree the necessity of expending commissions to collection agencies, whose effectiveness in many cases is due to their black realing schemes, must be very obliging, etc., and maintain a stiff control of your credit. If a person tries to enforce credit on you, stop right there and have a plain talk with him, or, if easier, have your talk printed. It might be well to ask him if he wished to open an account, and to tell him, if he does, to make application in regular form as do all your credit customers. On this form there should be a statement something like this:

The Michigan Tradesman

The Question of Credit is a Good Cane but a Bad Crutch.

From the American Storekeeper.

A universal reply to the question, "How

In again, or they buy more than they can pay for and ask you to "remember the balance," There are hundreds of ways to do it, but the merchant should present a bold front at the first attack. He should not refuse any person credit unless he is prepared to do a cash business, but upon the first application for credit he should have his would-be debtor understand distinctly what credit at his store involves.

Credit should largely rest on a knowledge application for credit, I shall be pleased to

their purchases, and should willingly furnish information on which I can base an opinion as to their financial responsibility. I do not desire poor paying customers. If you are prepared to submit the following application for credit, I shall be pleased to consider it.

"Application for Credit.—I desire to apply for credit for groceries to a sum not to exceed ten dollars a month. I agree to pay promptly on the first of each month and will pay six per cent. interest on the amount of my purchases. I am employed by John Smith and have been with him for two years. Previous to that I worked for John Brown. I rent my house of John Green to whom I refer you. I buy my dry goods of John Black and my meat of John White. In case I do not pay my bills promptly on the first of each month, you are authorized to use this as an order on John Smith for my wages. Very respectfully.

JOHN REDDING."

In this blank form the words in italics

In this blank form the words in italics are those which the applicant is to write. are those which the applicant is to write. The form can be varied indefinitely or not used at all, but the principle remains the same: investigation before trusting people with your goods. You not only submit to it in buying but expect it, and the same principle should govern you in selling. Credit is impossible without confidence, and are fidence is disectory, without knowledge.

onfidence is disastrous without knowledge We undertake to say that there would be fewer victimized merchants if some such redit investigation were universal. There is no reason why it should not become universal, because it is just, and honest men admire justice.

Always remember and teach your custom-

ers to remember that "money talks," and that "credit is an excellent walking stick, but a treacherous crutch."

Merchants should remember that the cele brated "Crescent," "White Rose" and "Royal Patent" brands of flour are manu-"To our Customers: We endeavor to sell only the best goods and at the best factured and sold only by the Voigt Millprices. These prices are based upon a cash ing Co.

### FERMENTUM!

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

We carry a full line of Seeds of every variety, both for field and garden. Grand Rapids Seed Store,

# 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  $\,$ 

# GEO. E. HOWES & CO.,

Apples, Potatoes 2 Onions. SPECIALTIES:

Oranges, Lemons, Bananas. 3 Ionia St., CRAND RAPIDS, MICH.



With Grocers.

Orders from Retail Trade Solicited. Newaygo Roller Mills

# WM. SEARS & CO. Cracker Manufacturers,

Agents for

AMBOY CHEESE

to open accounts.

They send children after things with a lisped request to charge the goods. They ask you to make up a slip until they come a strong the goods. They are the goods as the goods of the goods and the goods of the goods. They are the goods of the goods

# LEMON, HOOPS & PETERS,

Wholesale Grocers

# TEA

IMPORTERS.

MICH. GRAND RAPIDS,

KAMPHNK

Cleveland Saxony Wool Plug Hats, Pearl Color.

\$10.50 per doz.

For Both Parties.

Did you get our Fall Catalogue? If not,

send for one.

34 to 42 Canal Street.

I. M. GLARK & SON,

MICHIGAN

C. LEVI,

MEDALS, ETC.

LOWEST PRICES.

STARCIE.

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The Standard of Excellence

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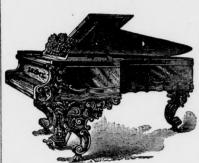
Custards, Blanc-Mange, etc. THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME!

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ALWAYS ASK YOUR GROCER FOR THESE GOODS.

Grand, Square and Upright Pianos.



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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 ver-

### The Weber Stands Unrivaled

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

Weber Pianos, Smith Pianos, Estey Organs,

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## JULIUS A. J. FRIEDRICH,

(Successor to Friedrich Bros.)

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

# 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 in every instance.

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

Grand Rapids, Mich.

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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,

CHICAGO. Union Stock Yards,

### The Michigan Tradesman

WEDNESDAY, SEPTEMBER 26, 1888.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT. Written for THE TRADESMAN.

If there is, among the civilized or semicivilized nationalities of the globe, one containing a larger proportion of idolaters than our own, it is one of which I am as yet ignorant. We haven't, to be sure, among our people a very large number of individuals who can be classed among religious idolaters, but we have legions, nevertheless, who, by their words and acts, proclaim themselves as abject worshippers of mundane deities as any pagan population. The idols of our Yankee devotees, it cannot be denied, are immeasurably superior in their construction to those of the heathen, but they are none the less idols, and those who bow down before them violate a very peremptory Mosaic injunction.

The American idol is formed of ordinary human flesh and blood. He may be gilded by his gold, or magnified by his political power, or elevated above the common ator emulation, he is no more entitled to wor- gambling. ship than the wooden images of the Hindoos or the porcelain deities of the Chinese.

or hundreds of thousands. His every moveof a new comet are noted by the astronadorers there is ever around and about him a glamour of more than earthly perfection, and after death he is canonized and becomes the titular saint of his followers.

It is only to blind and unreasoning idol worship that I object. If an individual has honestly earned the gratitude and affection of his countrymen by genuine statesmanship, unselfish philanthropy, or true heroism, I wouldn't detract from a generous tender of that gratitude and affection, but I protest, even in exceptional cases like this, against its degenerating into worship. The best of men, and those actuated by exceptionally pure motives, are not worthy of anything approaching adoration, and anything approaching adoration dwarfs manhood and debases the adorer.

But the great-hearted, brainy and patriotic are seldom elevated upon the idol's pedestal. Your true man worshipper is not given to analyzing motives or studying the causes that produce effects. The glare and glitter and tinsel of life attract him like the moth to the candle, and the shysters, hypocrites and humbugs who have gained prominence by the showman's, rather than than the statesman's, tactics, are the idols before whom he delights to prostrate himself.

One of this, too numerous, class of American man-worshippers was old Jo. Gregg, of I---. Gregg had picked up a nice little property through the medium of trade, and, at about the age of sixty, finding himself in a situation that warranted him in retiring from business, and finding a favorable chance for converting his assets into cash, he availed himself of the oppor-

Gregg determined to bank his money, and take a pleasure trip, before looking up the subject of investments, and during its continuance he promised himself the bliss of coming into contact with sundry idols of his creation, which he had heretofore wor shipped afar off. He had an intense desired to meet the Hon. Mr. Flapdoodle in particular, and his first steps were directed toward that "statesman's" locality. On arriving at the shrine, he found that Flapdoodle had gone to a neighboring summer resort, and at once followed in his wake. After ascertaining which hotel the great man was ornamenting, Gregg registered at the same house, but some days passed without a glimpse of Flapdoodle, whose meals were served in his private apartments, and who kept himself rigidly secluded from the vulgar crowd. Favored guests came and went, and sounds arose at night that indicated that something besides a prayer meeting or religious revival was in progress, but nothing occurred that seemed likely to give Gregg the open sesame to the mogul's door.

At last, however, luck-or call it what you choose-smiled on the anxious devotee. By some chance he fell in with a very "fly" young fellow who was officiating as the "statesman's" private secretary. Through the medium of unlimited quantities of cigars, sherry cobblers, champagne, etc., he obtained the good-will of the attache, and finally acknowledged his devotion to the great Flapdoodle and solicited an introduction.

The secretary shook his head. "I'd like to oblige you, Gregg," he remarked; "you're i give this young decoy duck a kick or two!"

I give this young decoy duck a kick or two!"

Flapdoodle was too cowardly to come to business about you, but the fact is, Flap. would kick. He won't make new acquaintances except during election time."

During the discussion of sundry cooling drinks which followed, the great man's familiar found out Gregg's financial standing pretty accurately, sized up his weak points, and finally observed:

"How are you on handling the paste boards, eh, Gregg ?"

"Cards, you mean? Don't know much about 'em! Can play a little euchre or pedro after a fashion!

"Ever see poker played? Yes! Well, then, I can pest you thoroughly in ten minutes! I was thinking what you said about meeting the old man up stairs. You see, Gregg, all big guns have their flaws or cracks, and Flap. is no exception. Flap.'s crack is a foolish mania for poker, and he's as cross as the devil this very minute because none of the fellows he likes to play with have been around to-day. Now, if I could introduce you as a sort of gentleman sport—no professional for him, you know and a rich old covey who don't care whether he wins or loses-just plays for the amuse ment, you see-perhaps I could get you to gether. Flap. thinks he's a player, but he loses five dollars where he wins one; so you needn't be afraid of getting cut open particularly!"

After some hesitation, Gregg finally ssented to this novel method of meeting his political divinity, and was duly initiated into the mysteries of the great American game by the secretary.

The momentous meeting took place. Flapdoodle was very gracious and almost familiar, and cheerfully gave the enraptured mosphere by an exceptionally successful use Gregg a few of the pearls of his oratory. of exceptionally natural "gifts," but yet he But much too soon for the visitor a game of is of earth earthy, and although he may, poker was proposed and he reluctantly perhaps, be an object worthy of admiration found himself, for the first time, engaged in

The playing lasted a couple of hours, and as it progressed Gregg began to get interested; the more so, perhaps, because, in And yet he is worshipped by thousands stead of losing as he expected, he won something like a hundred dollars. In the evenment is noted as closely as the movements ing another session was held and he again rose a winner. After a morning "seance," omers. His every utterance is received and with a like favorable result, Gregg found treasured as devoutly as the utterance of himseif more infatuated with cards than an oriental prophet are received and treas- with his opponent, and the time that elapsed ured by his ignorant devotees. To his before the next meeting seemed almost in terminable.

> But as this is a practically truthful narra tive, and I have no desire, if I had the ability, to embellish it or lengthen it, it is perhaps as well to note at this point that Gregg was simply the victim of a scheme concocted between the "statesman" and his follower. After winning for a period, and after becoming thoroughly inoculated with the gambling mania, he began to lose steadily, and in gradually increasing sums. Check after check was given on the home bank, and indorsed and negotiated by Flapdoodle, and still Gregg persisted in his determination to win back all his losses, and with a big addition besides.

> "Now, old fellow!" said Flapdoodle, on the third night, "I've got to leave you in the morning, but I'll see you in the fall, as I'm billed for some campaiging in your section. and I want you to go around there with me. Let's have one more bout with the cards, and I sincerely hope you'll get re-

> The game opened in Gregg's favor, but, as usual, fortune speedily deserted him, and he shortly added a goodly sum to the bulk of his losses.

At last Gregg drew four queens and put a hundred dollars on the "ante." The politician "raised" him four hundred. Gregg went five hundred "better." Flapdoodle made it an even five thousand, and Gregg went twenty-five hundred "better."

"Tell you what I'll do!" said the "states man," "give me that ten-spot on top of the pack, there, and I'll double the bet, if you'll agree not to go higher!"

"Ah ha!" said Gregg to himself, chuckling, "that'll maks him a ten full!" He appeared to reflect for a moment, however, and then accepted the proposition.

"Fifteen thousand!" exclaimed Flap doodle, taking up the card. "I call!" said Gregg, laying down his

four queens and an ace. "Flapdoodle calmly placed four kings and

ten on the table. "Great Heavens!" gasped the victim; 'what in thunder did you want that ten

"As bait for a sucker!" said the distin guished blackleg, insolently.

Gregg got up from the table angrily, and as he turned around he met the grinning face of the secretary, who was immediately behind him. In the hand of that individual was a card, which, in the excitement of the heavy betting, he had neglected to con ceal, and on that card was written in large characters, "4 O."

He took in the situation at a glance, and turning to the table he caught up the checks he had given and tore them into fragments. The young fellow sprang forward to rescu them and received a backhanded blow that laid him on the floor. Placing his foot on the prostrate man, and assuming an attitude that invited an attack from the "statesman. Gregg remarked, slowly and deliberately:

"Flapdoodle! you're a d-d, low, sneak ng, dirty, shameless swindler! You've got a little of my money, but I think it well invested, for you've cured me of gambling, and you've cured me of a silly, degrading and disgusting habit! I've been an infernal, peaked-headed, brainless belly-crawler and lickspittler, and you've made me see

### G. M. MUNGER & CO. GRAND RAPIDS.

Successors to Allen's Laundry.

Gregg retired unmolested.

### TIME TABLES.

Grand Rapids & Indiana. All Trains daily except Sunday.

Michigan Central.

1	Grand Rapids Division,
1	DEPART.
1	Detroit Express 6:45 a 1
1	Day Evnress 1:10 p i
1	New York Express 5:40 p r
1	*Atlantic Express
1	Mixed 6:50 a r
1	MIXEGARRIVE.
1	ABRIVE.
1	*Pacific Express 6:00 a r
١	Local Passenger
1	Moil 5:19 p 1
1	Grand Rapids Express
١	Mixed 5:30 p :
ı	*Daily. All other daily except Sunday. Sleeping car
1	*Daily. All other daily except bunday, blooping on
ı	run on Atlantic and Pacific Express trains to and from
1	Detroit. Parlor cars run on Day Express and Gran
1	Rapids Express to and from Detroit. Direct connec
1	tions made at Detroit with all through trains East over
J	W C P P (Canada Southern Div.)
1	O. W. RUGGLES, Gen'l Pass. and Ticket Agt., Chicago.
ı	CHAS, H. NORRIS, Gen'l Agent.
ł	CHAS. H. NORRIS, Gen I Agent.

	La	ke Sh	ore & Michigan Southern.		
		K	alamazoo Division.		
			Arri	Arrive.	
19	8	1	2	4	
p m	n m	a m	a m	p m	
1:10	8.00	7.45 T	pGrand Rapids 9:45	6:10	
3:25	4.19	0.09	Allegan 8:28	4:55	
		10.00	ArKalamazoo 7:10	3:52	
Frt	6:35	11:35	"White Pigeon	2:25	
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	10:25	5:05	"Toledo11:25	10:00	
	a m			= 45	
	1:35	9:40	"Cleveland 7:15	9:40	
		a m		p m	
	6:20	3:30	"Buffalo 1:00	11:40	
Ti	ckets	for sa	le to all principal points in the	U. S.,	
Max	rico a	nd Can	ada at Union Ticket Office, GEO.	WIL	
LIA	MEON	Agt I	Denot Office, M. BOOTZ, Agt.		
*****	,	A. J. S.	MITH. Gen'l Trav. and Pass. Agt.,		
			Cleveland, Ol	110.	

Detroit, Grand Haven & Milwaukee.

	Arrives.	Leaves.
Morning Express	1:05 p m	1:10 p m
+Through Mail	5:05 p m	5:10 p m
+Grand Ranids Expr	ess10:40 p m	10:45 p m
Wight Express	5:25 a m	5:40 a m
+Mixed		7:30 a m
mixeu	GOING EAST.	
ADotroit Evaross	6:45 a m	6:50 a m
AThrough Mail	10:20 a m	10:30 a m
+Evening Express	3:25 p m	3:50 p m
#I imited Express	6:25 p m	6:30 p m
†Daily, Sundays ex	cented *Daily.	
Detroit Express	has parlor car to Detro	it, making
direct connections f	or all points East, arriv	ving in New
Wards 10.10 a m por	tday. Limited Express	East, has
York 10:10 a. m. nex	Grand Rapids to Nia	gara Falls.
through sleeper	waukee Junction wit	h through
	waukee Junetion with	. uniough
sleeper to Toronto.	nd sleeping car berth	secured at
Inrough tickets a	dces, 23 Menroe St., and a	tthedenot
D., G. H. & M. R. y OH	CAMPBELL, City Passeng	er Agent
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Asbestos Goods, Pipe Covering Grease and Oil Cups, Greases of all kinds. Eard, Machinery, Cylinder and Rubbing Oils, Oil Tanks.

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the assistance of his accomplice, and, after the promised punishment had been inflicted, ing done in the best manner.

Cor. Waterloo and Louis Sts. Mail and Express orders attended to with promptness. Nice Work, Quick Time Satisfaction Guaranteed.
W. E. HALL, Jr., Manager.

Manager.

GRAND RAPIDS, - MICH.

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

### JAXON ANTI-WASHBOARD SOAP.

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

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PITTSBURGH, Penn.

Successors to CURTISS & DUNTON.

WHOLESALE

Houseman Building, Cor. Pearl & Ottawa Sts.,

## GRAND RAPIDS, MICH



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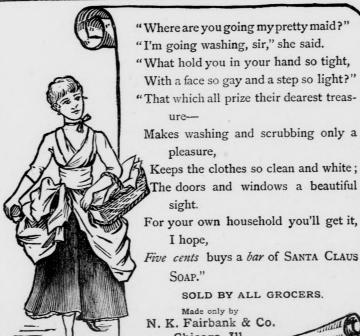
Gandee Rubber Go.

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No. 4 Monroe Street,

GRAND RAPIDS, MICH.





"Where are you going my pretty maid?"

"I'm going washing, sir," she said. "What hold you in your hand so tight, With a face so gay and a step so light?"

"That which all prize their dearest treasure--

Keeps the clothes so clean and white; The doors and windows a beautiful

For your own household you'll get it, I hope.

Five cents buys a bar of SANTA CLAUS SOAP."

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PERKINS & HESS

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Michigan.

E. P. CLARK & SON.

COMMISSION MERCHANTS, AND DEALERS IN

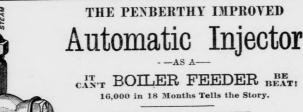
Seeds, Produce, Vegetables, Fruit, Butter, Eggs, Cheese, Etc., Etc., CONSIGNMENTS SOLICITED.

LORILLARD'S

STANDARD FIRST GRADE PLUG TOBACCO --: CLIMAX:--

Can now be bought at the following exceptionally LOW FIGURES:

Less than 56 lbs. 56 lbs. or over. any quantity Packages.
CLUBS, 12 x 3, 16 oz., 6 cuts, 40, 28 & 12 lbs.
CLUBS, 12 x 2, 16 ox., 6 cuts, 42, 30 & 12 "
CLUBS, 12 x 2, 8 oz., 6 cuts, 42, 30 & 12 "
FOURS, 6 x 2, 4 oz., 42, 30 & 12 "
FOURS, 6 x 2, 4 oz., 45, 254 & 16 "
TWIN FOURS, 3 x 2, 7 to lb, 41, 27 & 13½ "
FIGS, 3 x 1, 14 to lb., 41, 27 & 13½ "
THESE PRICES LOOK TOO GOOD TO LAST. .41



WHY THEY EXCEL 1 They cost less than other Injectors.
2 You don't have to watch them. If they break they will RE-START automatically.
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.

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





# NYE CIGAR

The Best Selling Brand on the Market!

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

## The Exhibition a Success in Every Res-

The West Michigan fair, held in this city last week, was fully up to the most successful fairs of other years, in point of exhibits, attendance and financial results. Among the noteworthy exhibits noticed by The TRADESMAN were the following:

HESTER & FOX,

The well-known farm implement, mill machinery, wagon and carriage dealers, of 44, 46 and 48 South Division street, exhibited a full line of the above named articles, displayed just east of Manufacturers' Hall, and both partners were on the ground, receiving their customers and friends.

NELSON, MATTER & CO.

occupied their customary space in Art Hall and nothing more delicate and rich in quality or more harmoniously grouped than Nelson, Matter & Co.'s display of fine furniture, lace curtains, tapestries and decorations could well be imagined. It was a work of art throughout and fitly represented and symbolized the magnificent house making it, whose name long since became a household term throughout this country, and is familiar in nearly all foreign lands.

In the west corner of the north wing of Art Hall, Mr. Friedrich occupied the space B. F. Archer, Shelly, Tustin B. F. Archer, Shelly, F. Archer, Shelly, F. Arche the has had for several years in the display of his musical stock. This year, his exhib-it consisted of pianos, two Weber, two Fischer and one Hazelton; organs, the A. B. Chase, Farrand and Votey; and in small musical instruments, wherever there was a place to put one, there rested some sort of an instrument. The arrangement of the articles was a special feature. The walls back of the display were covered with finely decorated piano and organ spreads, and the in-struments were arranged in such an artistic manner that the eye was caught immediately on entering the door. The exhibit was under the direct control of Mr. Frank Steinman, a young man who has been in the employ of this house many years. The down town office is at 30 and 32 Canal street.

The display made by the above firm in Manufacturers' Hall was not intended to make and artistic show, taken as a whole, but each piece separately was put up for a sample of what is offered for sale by them in their down town store on Canal street, comprising everything that is needful to furnish a house, for the convenience of the people who are to occupy it, with every article, useful and ornamental, that will be required in every department of the manticle, useful and ornamental, that will be required in every department of the manision, from cellar to garret. Everything is sold on easy payments.

THE WM. A. BERKEY FURNITURE CO. made a display in the east end of Manufac-turers' Hall, which was a very good repre-sentation of what the corporation makes, the show of writing desks and china cupboards being the most complete of any on the grounds this year. The desks and tables are made of quarter oak and other woods that will take a high polish and are beauties in design, superiority of finish and excellence of workmanship.

COLBY, CRAIG & CO.

This firm, with factory and office on Front street, west end of Fulton street bridge, had three wagons in the Carriage Hall, all of their own make, one an under-taking wagon and the other two delivery wagons—one finished and the other shown in the white, so the visitors could see just how they were made and what kind of tim ber was used in making them.

THE WINEGAR FURNITURE CO. showed a fine line of goods, useful and or-namental, comprising parlor and plainer furniture, finished in several different styles. The exhibit was well arranged and tastil

THE NOYES CART CO.,

of Kalamazoo, took first premium on thill, of Kalamazoo, took first premium on thin, pole and speeding carts, and speeding prize for finest exhibit of carts on the ground.

Manager Stone, who had charge of the exhibit, showed a handsome pole cart built for D. A. Greener and a fine thill cart built for Supt. Bush, of the M. C. Railroad.

THE TELFER SPICE CO.

showed a fine line of the celebrated "Absolute" brand of spices, baking powder and coffee and gave all an opportunity of testing the merits of "Absolute" coffee and biscuits made by "Absolute" baking powder.

The Tradesman Credit Coupon.

Numerous improvements have been effeeted in keeping accounts since the pres-sure of business requires greater dispatch, and it is now possible for retail merchants to handle many small accounts without carrying them through journal and ledger. One of the latest and best things on the market is the "Tradermon Cradition". is the "Tradesman Credit Coupon" book got-ten out by Messrs. E. A. Stowe & Bro., proprietors of The Michigan Tradesman. It does away at once with pass-books, charging, posting and making change, and leaves no possibility of disputed accounts, Prices quoted elsewhere are very low, and retailers will find it to their advantage to consult the

In the Memphis Appeal the report of a coroner's jury is that "the investigation developed the fact that the dead woman's skull was cracked, exposing the brain. The mother, husband and little child of the dead woman were all examined by the jury, but their evidence, failed to show the cause dead woman were all examined by the cause but their evidence failed to show the cause but the cause but the cause of the cause but the cause but the cause but the cause of the cause but of the strange opening in the skull. There being no further evidence in sight, the jury retired for deliberation, and returned its verdict, which was that the woman died suddenly from a natural cause, produced by expansion of the skull."

The Grocery Market.

Hard sugars are without material change, but yellows are about 1/3c higher. Rio and Santos coffees are higher, occasioning an advance of 1/3c on the part of manufacturers of machine parts of machine parts. of package goods.

HIPS ne. Cash prices this month.

GRAHAM ROYS. - Grand Rapids, Mich. PLACE to secure a thorough and useful education is at the GRAND RAPIDS (Mich.) BUSI-SESS COLLEGE. write for College Journal. Address, C. G. SWENSBERG.

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

le Bachel
L V Knowies, Volney
D C Carlin, Greenville
G B Andrus, Pierson
M McCormick, Fennville
y Eli Runnels, Corning
I A Mitchell, Lowell
W G Hastings, Keut City
F W Greiner, Greenville
F W Greiner, Greenville
Smith & Erist, Ada
C K Hoyt & Co.
Hudsonvill L M Wolf, Hudsonville Boynton & Hastings, Lake City S D Thompson, Newaygo Frank Dreese, Edmore H M Lee, Fashville W DHopkinson, Paris Nienhuis Bros, Zeeland J Meijering, Noordeloos J T Pierson, Irving

rving Hudson East Saginaw Kellogg & Wooden, Kal E Hibbard, East Saginaw A Owen, Plainwell V M Seger, Assyrla Gilbert & Co, Moline I H Fargo, Muskegon E Nickerson, Lacey Charlestenson, Makkegon Charlestenson, Makkegon Charlestenson, Lake Odeste Vity, Caledonia Lartin Gezon, Jamestown A Scoville, Clarksville J Quick, Allendale R Ballard, Sparta Flanagan, Marion v Kellogg & Wooden, Kall ka
T J Sharp, Big Rapids
L Hoekstra, Kalamazoc
W W Peiree, Moline
C Coburn, Pierson
L Coburn, Pierson
F C Bend, Howell
F C Bend, Howell
F A Bowen, Kent Sity
J Wissenan, Nunica
Wm Mines, Nunica
Wm Sheppard, Martin
W D Reynolds,
Coopersy i J Quick, Allendale S H Ballard, Sparta A Flanagan, Marion Wm Barker, Sand Lake A S Frey, Slocum's Grove C M Bradish, Augusta S Sheldon, Pterson Jas Raymond, Berlin

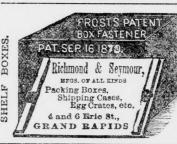
W D Reynolds.

Coopersvill
D M Skidmore, Alto
F Kollema, Holland
B Volmari, Fillmore Ctr
M J Butler, Sand Lake
D D Dorman, Cedar Spgs
SMcNitt & Co. Byron Cent.
S N Smith, LeRoy
JW verHoeks&Co. GdHavn
B Frookin Lumber Co.
G TenHoor, Forest Grove
Cole & Chaple, Ada
John Damstra, Gifehell
P Mulder & Co. Graafsehap
G Fferetzinger, E Sangatuek C B Bailey, Manton
D F Clement, Spring Lake C
Walter Lusk, West Owosso J
F E Piper, Charlotte
J C Benbow, Cannonsburg
G Wm Abbott, W Campbell
DenHerder & Tanis,
Vriesland
E H Festor, Fife J

No. 2 Hurl No. 1 Hurl No. 2 Carpet No. 1 Carpet Parlor Gena Common Whisk

JUDD & CO. JOBBERS of SADDLERY HARDWARE

Co, Rockford







IF YOU WANT

Medium Clover, Mammoth Clover, Timothy,

Alsike, Alfalfa,

Orchard Grass, Blue Grass,

WHOLESALE PRICE CURRENT.

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

FISH.



English 2 oz. 7 20 9 6

" 3 oz. 9 00 12 0

" 4 oz. 12 00 15 0

" 6 oz. 18 00 24 0

FARINACEOUS GOODS.
Farina, 100 lb. kegs. 04
Hominy, \$\frac{1}{2}\$ bbl. 4 00
Macaroni, dom 12 lb. box. 60

" 'uported...10 21
Pearl Barley 23 3½
Peas, Green 21 40
Peas, Split. 23 3½
Peas, German 26 6%
Tapioca, fl'k or p'rl. 26 8%
Wheat, cracked 26 6%
Wermicelli, import. 26 00

MATCHES. Michigan full cream ... 9 COCOANUT 1s in tin pails.

OATS-ROLLED.

PICKLES.

SALERATUS.

Church's
Taylor's G. M.
Dwight's
Sea Foam.
Cap Sheaf.
%c less in 5 box lots.

American, ½ bu. bags... Rock, bushels... Warsaw, bu. bags...

SOAP.

Dingman, 100 bars...

Don't Anti-Washboard...

Jaxon...

Queen Anne...

German Family...

Jin Paragin

SPICES-WHOLE.

| Allspice | 8 | Cassia, China in mats | 7 | Batavia in bund | 11 | " Saigon in rolls | 42 | Cloves, Amboyna | 36 | " Zanzibar | 22 | Mace Batavia | 70 | Nutmegs, fancy | 70 | " No. 1 | 65 | " No. 2 | 60 |

Pepper, Singapore, plack..181/2 white.28

# Shot. | Shot

and Trie.2

Warsaw, 54 "SAUCES.
London Relish, 2 doz.
SOAP.
SOAP.

Half barrels.

Java..

Patna..

Rangoon... Broken... Japan....

½ bbl.

Manhattan, pails.. COFFEE-GREEN New Orleans, fancy.... ½ bbls. 3c extra G Java. Barrels...... Half barrels.. Small, bbl...

Fancy Whisk .

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

Grapes
Green Gages, 1
Green Gages, 1
Peaches, all yellow, stand I
Peaches, seconds 1
Peaches, pie 1

Blue Grass, Red Top, Reaches, all yellow, stand. 150 Feaches, pie models. 150 Feaches, pie model

The Grand Rapids Packing & Provision Co. quote as follows: Whopper... Peach Pie... Wedding Cake, blk... Red Fox... Sweet Russet TOBACCOS-FINE CUT. Sweet Pippin.
Five and Seven.
Hiawatha.
Sweet Cuba.
Petoskey Chief.
Sweet Russet.
Thistle.
Florida. TOBACCOS-SMOKING. Tierces ..... 30 and 50 to Tubs ... 30 gr. 40 gr. 50 gr. 9½ 11½ 13
Above are the prices fixed by the pool. Manufacturers outside the pool usually sell 5 gr. stronger goods at same prices. \$1 for barrel. WOODENWARE.

Curtiss & Co. quote as fol-Tubs, No. 1. " 3 5 76
Pails, No.1, two hoop 1 60
" three hoop 1 75
Clothespins, 5 gr. boxes 60
Bowls, 15s, 17s and 19s. 2 50
Baskets, market 40
" bushel 1 60
" with covers 1 90
" willow clothes No.1 5 50
" " 2 6 00
" 3 7 00
" 3 7 00
" 5 plint " 13 50
" 2 4 25
" 3 5 00

MISCELLANEOUS. MISCELLANEOUS. Bath Brick imported ....

do Amer Burners, No. 0. do No. 1... do No. 2... Chimneys, No. 0. Cocoa Shells, bulk.... Condensed Milk, Eagle... Cream Tartar

Camphor, oz., 2 b boxes. 35 Extract Coffee, V. C. do Felix 1 1 Gum, Rubber 100 lumps. 25 Gum, Spruce.

Jelly, in 30 b pails.

Powder, Keg.

Powder, ½ Keg.

Sage

CANDY, FRUITS and NUTS Putnam & Brooks quote as follows: Standard, 25 lb boxes. Twist, do Cut Loaf do 

FANCY—IN 5 TO BOXES. Lemon Drops..... Lemon Drops.
Sour Drops.
Peppermint Drops.
Chocolate Drops.
H M Chocolate Drops.
Gum Drops
Licorice Drops.
A B Licorice Drops.
Lozenezs, plajin Lozenges, printed

Caramels..... Hand Made Creams. Decorated Creams. Wintergreen Berries.

FANCY—IN BULK.

Lozenges, plain in pails. 13
Lozenges, plain in bbls. 12
Lozenges, printed in pails. 134
Lozenges, printed in pails. 134
Lozenges, printed in bbls. 124
Chocolate Drops, in pails. 134
Gum Drops in pails. 54
Moss Drops, in pails. 10
Moss Drops, in pails. 10
Moss Drops, in bbls. 9
Sour Drops, in bbls. 9
Sour Drops, in pails. 12 Imperials, in pails.... Imperials in bbls..... FRUITS.

Almonds, Tarragona "Ivaca..... California

PEANUTS.
Prime Red, raw # D

do

do

do OYSTERS AND FISH.

F. J. Dettenthaler quotes as follows: OYSTERS. CRACI FRESH FISH.
Black bass...
Trout...
Whitefish... Trout 77/4
Whitefish 71/4
Whitefish 71/4
Frogs' Legs 25@1 25

FRESH MEATS. Bologna. Frankfort sausage.... Blood, liv, h'd saus'g ...

Clear back, short cut...... Standard clear, short cut, best. SMOKED MEATS-CANVASSED OR PLAIN. 20 fbs..... 16 fbs..... 12 to 14 fbs... DRY SALT MEATS.
Long Clears, heavy...
" medium...
" light...

PROVISIONS.

PORK IN BARRELS.

LARD IN TIN PAILS.

3 th Pails, 20 in a case.
5 th Pails, 22 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.
Plate. Extra Plate. oneless, rump butts... SAUSAGE—FRESH AND SMOKED.
Pork Sausage.
Ham Sausage. Tangue Sausage.
Frankfort Sausage.
Blood Sausage.
Bologna, straight.
Bologna, thick.
Head Cheese. In half barrels

HIDES, PELTS AND FURS. Perkins & Hess pay as follows:

PRODUCE MARKET.

Apples—Buyers pay from 75c@\$1 per bbl. Beans—The new grop is coming in free Beans—The new crop is coming in freely, commanding \$1@\$1.25 per bu. for unpicked and \$1.75 for handpicked.

Butter—Good quality is scarce and high. Dealers pay 16@17c and hold at 18@20c. Cabbages—Home grown command \$3@\$4 per 100.

Clery—20c per doz.

Cheese—Full cream readily commands 9@ 10c.

Cooperage—Pork barrels, \$1.25; produce bar els, 25c. Dried Apples—Jobbers hold sun-dried at 7c nd evaporated at 9c. Eggs—Jobbers now pay 14c and sell at

5c.
Grapes—Concords, 3c per lb. Wordens, 4c
Nagaras, 6c. Delawares, 4c. Brightons, 4c.
Honey—More plenty, the price having dropjed to 15c.
Hay—Baled is in small demand at \$14 for No.
and \$15 for No. 2.
Muskmeions—Nutmegs, 30c per doz.
Onions—Home grown dry stock command

Pears—Bartlett's or Flemish Beauties, \$2 per bu.

Plums—Damsons, \$3@\$3.50 per bu.

Plums—Damsons, \$3@\$3.50 per bu.

Pop Corn—24%c & b.

Potatoes—Jobbing generally at 35c for lone grown.

Squash—Hubbard, le lb.

Sweet Potatoes—Baltimores, \$2.75 per bbl.

lerseys, \$3.50 per bbl.

Tomatoes—35c per bu.

Turnips—25 per bu.

Watermelons—About out of market.

GRAINS AND MULLING PROPERTY.

GRAINS AND MILLING PRODUCTS.

Wheat-City millers pay 88c for both white

nd red. Corn—Jobbing generally at 52c in 100 bu. ots and 47c in car lots. Oats—White, 33c in small lots and 28c in

Oats—White, 33c in Shall car lots.

Rye—50c B bu.

Barley—Brewers pay \$\( \begin{array}{c} 230\% \)\$1.40 \( \beta \) cwt.

Flour—Higher. Patent \$5.80 \( \beta \) bbl in sacks and \$\( \beta \).00 in wood. Straight, \$\( \beta \).80 \( \beta \) bbl. in sacks and \$\( \beta \).00 in wood. Meal—Bolted, \$\( \beta \).80 \( \beta \) bbl. Gran. \$3.50 \( \beta \) bbl. Mill Feed—Screenings, \$15 \( \beta \) ton. Middlings, \$1'\( \beta \) ton. Corn and Oats, \$21 \( \beta \) ton.



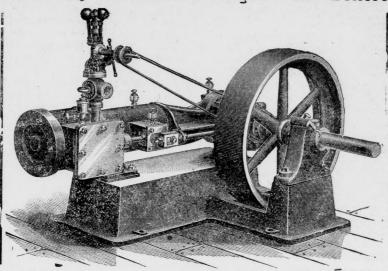
THESE GOODS ARE "PAR EXCELLENCE"



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

W. C. DENISON,

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, 2MICH



If so, send for Catalogue and Price-List to

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

HESTER & FOX.



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.

WHO URGES YOU

THE PUBLIC!

By splendid and expensive advertising the manufacturers cre ate 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.

BOOTS AND

BOSTON RUBBER SHOE CO.

14 and 16 Pearl Street,

Grand Rapids, Mich.

MASCOTTE.

MICH. DETROIT, EUR Manufacturers of the following well-known brands of

TRUE BLUE. SUPERIOR. CZAR. PHŒNIX, WABASH,

AND OTHERS, For quotations address W. G. HAWKINS, Lock Box 173, - GRAND RAPIDS.

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.

### Drugs & Medicines

Staie Board of Pharmacy.
ix Years—Jacob Jesson, Muskegon.
wo Years—James Vernor, Detroit.
three Years—Ottmar Eberbach, Ann Arbor.
Years—Geo. McDonald, Kalamazoo.
President—Geo. McDonald
President—Geo. McDonald

President—Geo, McDonau Secretary—Jacob Jesson. Treasurer—Jacs Vernor. Next Meeting—At Lansing, on November 6, 7 and 8 Candidates will please report at 9 a.m. the second day Michigan State Pharmaceutical Ass'n.

President—Geo. Gundrum, Ionia.
First Vice-President—F. M. Alsdorf, Lansing.
iecond Vice-Bresident—H. M. Dean, Niles.
Inird Vice-President—H. M. Dean, Niles.
iecretary—H. J. Brown, Ann Arbor.
iecretary—H. J. Brown, Ann Arbor.
Ireasurer—Wm Dupont, Detroit.
Ixecutive Committee—A. H. Lyman, Manistee; A. Bas sett. Detroit; F. J. Wurzburg, Grand Rapids; W. A. Hall, Greenville; E. T. Webb, Jackson, ocal Secretary—A. Bassett, Detroit.

Grand Rapids Pharmaceutical Society.

ORGANIZED OCTOBER 9, 1834.
President—H. E. Locher.
Vice-President—J. W. Hayward.
Secretary—Frank H. Escott.
Treasurer—Henry B. Fairchild.
ard of Censors—President. Vice-President and Sec

Board of Censors—Fresident, vice-Fresident and Sec-retary.

Sound of Trustees—The President, John E. Peck, Geo.
G. Steketee, A. F. Hazeltine and F. J. Wurzburg.
wen, Isaac Watts, Wm. E. White and Wm. L. White.
Committee on Trade Matters—John Peck, F. J. Wurzburg, W. H. Tibbs.
Committee on Legislation—J. W. Hayward, Theo.
Kemink, W. H. Van Leuwen.
Committee on Pharmacy—W. L. White, John Muir,
M. B. Kimm.
Regular Meetings—First Thursday evening in each
month. ## AMMONIA | 16 deg | 40 deg | monun. Annual Meeting-First Thursday evening in November.

### Detroit Pharmaceutical Society.

President—J. W. Caldwell.
First Vice-President—F. W. R. Perry.
Second Vice-President—F. D. Stevens.
Secretary and Treasurer—B. W. Stevens.
Secretary and Treasurer—B. W. Stevens.
Assistant Secretary and The Wednesday in June.
Regular Meetings—First Wednesday in June.

Central Michigan Druggists' Association. President, J. W. Dunlop; Secretary, R. M. Mussell. Berrien County Pharmaceutical Society.
President, H. M. Dean; Secretary, Henry Kephart. Clinton County Druggists' Association, resident, A. O. Hunt; Secretary, A. S. Wallace. Charlevoix County Pharmaceutical Society President, H. W. Willard; Secretary, Geo. W. Crouter. Ionia County Pharmaceutical Society. Jackson County Pharmaceutical Ass'n, resident C. B. Colwell: Secretary, C. E. Foote. Kalamazoo Pharmaceutical Association. President, D. O. Roberts; Secretary, D. McDonald.

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

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

Monroe County Pharmaceutical Society.
President, S. M. Sackett; Secretary, Julius Weiss. Muskegon County Pharm, Association, esident, Wm. B. Wilson; Secretary, Geo. Wheeler.

Muskegon Drug Clerks' Association. sident, C. S. Koon; Secretary, Geo. L. LeFevre. Newaygo County Pharmaceutical Society. Oceana County Pharmaceutical Society. Saginaw County Pharmaceutical Society. President, Jay Smith; Secretary, D. E. Prall.

Chloroform ....... 50% Chloroform, Squibbs @1 Chloral Hyd Crst..... 150%

Lard, extra.
Lard, No. 1
Linseed, pure raw
Linseed, boiled
Neat's Foot, winter
strained

strained...... 50 Sp...ts Turpentine... 41

Pharmacy.

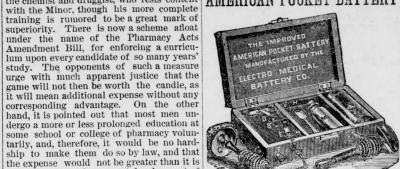
London Correspondence Pharmaceutical Era.

The condition of pharmacy in England to-day is a subject of considerable importance. Evidences are not wanting to indicate that a great wave of change is rolling across the lend which that a great wave of change is rolling across the land, which seems likely to carry away with it many existing landmarks, and which there can be no doubt only prepares the way for a very considerable alteration that way for a very considerable alteration is the land. For enforcing a curriculum upon every candidate of so many years' study. The opponents of such a measure with much apparent justice that the land, which seems likely to carry away with it many existing landmarks, and which there can be no doubt only prepares the way for a very considerable alteration is the way for a very considerable way for a very co in the aspect of things pharmaceutical. Among the forces most prominently at work, we must reckon first the progressive tenon the part of the pharmacist generally to conform to it; and secondly, the development of the "store" system and "cutting prices." A visitor to England would notice in his travels, particularly in London, at least five different classes of those who deal in drugs. First, his attention would be attracted by the elegantly appointed pharmacy, with the window left for the most part unoccupied, save, perhaps, with a few large specie jars and some chemical apparatus. Over the door or painted under the window he would read the name of the window he would read the name of ome one of our high class pharmacists with the letters M. P. S. (the meaning of which I shall presently explain) after it. Dis-pensing constitutes the main occupation of those who are engaged here; the retail trade being regarded as of secondary importance and not encouraged. In such establish-ments, also, would generally be found more

or less extensive laboratories where purely scientific or manufacturing work is carried en. From a number of these places a considerable variety of ideal pharmaceutical preparations are sent out. Then there is, secondly, the "shop" of the chemist and druggist who does a mixed business. Here the window is made to look as attractive as the window is made to foot as attractive as possible, stocked with toilet articles, per-fumery, etc., with a few more elegant med-icines and surgical appliances. Such bus-inesses as these are the training ground of inesses as these are the training ground of
the rising generation of pharmacists, where
to the apprentice and assistant may acquire
the apprentice and assistant may acquire
the apprentice and assistant may acquire
the some familiarity not only with the principles of pharmacy, but also of dispensing.
Thirdly, our visitor would observe here and
there shops of a more or less dingy appearance, the windows of which are a happy
thunting ground for the spider and the fly;
where poppy heads, respirators, chest protectors and uninviting bottles of cod liver
oil and chemical food form the principal
display through all the seasons. Here prescriptions are the exception; there is some
doubt whether the proprietor would know
the display through all the seasons. Here prescriptions are the exception; there is some
doubt whether the proprietor would know
that to do with one if he received it, and
the character of the business is mostly re-

Action of the control of the control

poysology, and is entirely viva voce. fee is three guineas. The Minor diplomate PAINTS Bbl Lb has the title of chemist and druggist, and is entitled to registration as an associate of the Society, which includes the payment of an annual subscription of one guinea. Such a man has various privileges in the Society, such as a vote for the Council, etc., and is



For Physicians and remaining the man in the following points of superiority: A Patent Enuber, Removable Screw Top Cel (like a pocket and), containing the Carbon and Zinc elements occarried in the pocket charged ready for use e-right, no leaking; for durability, compactness the contract of the property of the contract of the contract

Secretary Brown will receive a salary of ELECTRO-MEDICAL BATTERY CO. \$225, which also remunerates him for edit-KALAMAZOO, MICH.,

ing the published proceedings. Ex-Secretary Parkill's annual report showed receipts of \$1,250.70, expenditures of \$1,141.03 and a cash balance of \$632.98. During the year eight members died, six resigned and seventy were dropped for nonpayment of dues.

Echoes of the Recent Convention.

The Committee on Insurance presented no report.

The question as to who is the owner of a prescription elicited considerable discussion, when it was decided that the druggist should retain the original copy.

The practice of wholesale druggists sellng at retail was condemned.

It being the general opinion that the price printed on patent medicine labels is too low,

acquaintance with the Pharmacopæa and on Friday. Morphia advanced 15 cents per ounce on Saturday.

### After Mutual Insurance.

The Wisconsin Pharmaceutical Association has taken steps to organize a druggists' come tired of enduring the exactions of the



For Physicians' and Family Use.

Or HAZELTINE & PERKINS DRUG CO., Grand Rapids, Mich.







mutual fire insurance company, having become tired of enduring the exactions of the regular board companies.

American Artisan: The Michigan Tradesman is entitled to congratulation Tradesman is entitled to congratulation.

# AMERICAN POCKET BATTERY ANDRUG DRUG DRUG OC.

Importers and Jobbers of

# -- DRUGS--

Chemicals and Druggists' Sundries.

Dealers in

Patent Medicines, Paints, Oils, Varnishes.

We are Sole Proprietors of

WEATHERLY'S MICHIGAN CATARRH REMEDY.

We have in stock and offer a full line of

Whiskies, Brandies, Cins. Wines. Rums.

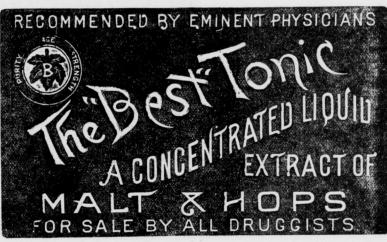
We are Sole Agents in Michigan for W. D. & Co., Henderson County, Hand Made Sour Mash Whisky and Druggists' Favorite Rye Whisky.

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

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

# Hazeltine & Perkins Drug Go.,

GRAND RAPIDS, MICH.



78 Congress St., West.

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.

Voors truly. Yoars truly, WM. GRAY, M. D. Medical Sup't.

Midville, Geo., Feb. 24, 1888. Specialty Depart. Ph. Best Brewing Co.,
GENTLEMEN—I think the "Tonic" a splendid medicine for all forms of Dyspepsia and Indigestion. It is giving me great satisfactiou.
Yery 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.

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

Ph. Best Brewing Co.,

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

Very truly yours,

E. W. FLEMING, M. D.

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

I write this thinking you wint to the second of the your induite extract, mait, and as I doe made such in my practice, I thought to compare your product with some from another house I had on hand; and finding yours superior in the great essential, the palitable nutriant as well as in tonic stimulant properties, felt anxious to know about what it can be furnished the dispensing physician.

Yours truly,

E. JAY FISK, M. D.

Buffalo, N. Y., Feb. 17, 1888.

pecialty Depart. Ph. Best Brewing Co.,
GENTLEMEN—I have used the "Best" Tonic WM. O. JAEGER.

Philadelphia, Feb. 4, 1888.

Fr. 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 creting a more also increasing the appears also increasing the appears satisfactory for such cases.

Very respectfully,

D. BORNIO, M D.

For Sale By

Grand Rapids, - Mich. PROHIBITORY LAW-MANUFACTURE OF CI-DER.

According to a decision recently rendered by Judge Ney at Waterloo, Iowa, a person cannot, under the State prohibitory law, lawfully manufacture cider for use in his

HUSBAND AND WIFE-CONVEYANCE.

Where a person paid for land out of his wife's separate estate, but took the title in his own name, held it for five years, and then conveyed it to her, the Supreme Court of Pennsylvania held that as against his creditors he held the property as a resulting trust in favor of his wife.

PRESCRIPTION-RENT-PAYMENT.

The Supreme Court of Pennsylvania late ly declared constitutional the act passed by the State Legislature in April, 1856, making the non-payment of ground rent for twentyone years on the one side and the failure to claim any for the same length of time on the other presumption of payment.

MARRIED WOMAN'S NOTE-ESTOPPEL.

Where the real consideration for a note executed by a married woman jointly with her husband is a loan to the husband by the payee, she is not estopped by a recital in the note to the effect that the sum borrowed is produced for her benefit, according to the decision of the Supreme Court of Errors of

FIRM-CORPORATION-CREDITORS.

When a firm forms a corporation and transfers to it real and personal property belonging to the firm, and each partner receives corporate stock in payment, the stock is individual property, and a firm creditor is not entitled to have his debt satisfied out of the proceeds of such stock received we one of the proteons in progression of the processing development. ceived by one of the partners in preference to individual creditors, according to the de-cision of the Supreme Court of Illinois.

MEASURE OF DAMAGES-BUSINESS PROFITS In the case of Todd et al. vs. Minneapolis & St. Louis Railway Company, decided re-cently by the Supreme Court of Minnesota, it appeared that the plaintiff used to buy wheat at a warehouse owned by them on a line of the defendants' railway, manufacture the same into flour at their mill, and sell the flour at the warehouse. They brought suit against the company to recover damages for interruption to their business caused by the obstruction of a street leading to their place by the cars and trains of the company. The court ruled out as incompetent in estimating plaintiffs' damages evidence of the dimunition of the profits of their business, simply including the manufacture of flour. Such evidence, the court said, embraced too many elements of uncertainty to form a basis for estimating dam-

INSURANCE-APPLICATION-EVIDENCE.

An act passed by the Legislature of Pennsylvania in May, 1881, required that in all cases where a policy of insurance contained a reference to the application the company should attach a correct copy of such application as signed by the applicant to the policy and provided that ynders so attached icy, and provided that unless so attached and accompanying the policy no such appli-cation should be received in evidence in any controversy between the parties to the policy, or should be considered a part of the policy or snound be considered a part of the policy or contract between the parties. The Supreme Court of Pennsylvania held, in the case of the New Era Life Association of Philadelphia vs. Musser, that the act in question was constitutional, and that in passing it the Legislature only exercised the elegistry recognized power of the State to recognized power of the State to recognized. clearly recognized power of the State to reg-ulate the mode in which contracts shall be made and proved.

A Commendable Enterprise. m the Business World.

THE MICHIGAN TRADESMAN has pub ished in very neat form (about the size of the Business World) a supplement containing a verbatim report of the third annual convention of the Michigan Business Men's Association, held at Cheboygan, in August. Most of the addresses and papers have been already published from time to time in the regular issues of THE TRADESMAN but this will afford a most compact and convenient form for their preservation by the members -a convenience which will no doubt be duly appreciated. And now that these lighter papers are out on the way, we shall doubt-less have in The Tradesman an early re-sumption of those grave and weighty chron-icles of history(?)by "Relluf," and "Jesse Lange" in which the historians aforesaid never allow themselves to be the least em-persessed by the foots barrassed by the facts.

An enterprising cigar dealer in New York has hit upon a scheme whereby he earns a neat little sum aside from his regular business receipts. He buys up all the cigarette pictures he can lay hands on, purchasing them from boys and men at from one to five cents apiece. People, especially ladies, who are making collections of pictures of ball players, actresses, and the like, will pay liberally for missing portraits. Ball play-ers and race horses are in greatest demand. He generally disposes of his pictures at from ten to twenty-five cents apiece.

A number of tailors in New York have recently been victimized by a smooth gang of sharpers, who conduct their thieving operations with great success. A pair of them enter a store, and while one of them has his measure taken for a suit of clothes the other, who usually carries an overcoat on his arm, manages to slip a bolt of cloth un-der it and disappears. The scheme is worked with so much gentlemanly assurance and boldness that it takes the tailor some time to account for the loss of his

clothes. The Scotchman has been long noted for his fondness for vowels, a peculiarity in Instruction of the control of the co whether the coat was all wool and all one wool, the answer being "yes," to both

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

## J. S. FARREN & CO.,

Celebrated Baltimore

# YSTERS

We are Agents for the above well-known goods and claim

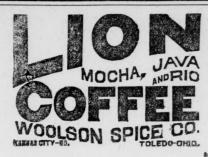
THE BEST STOCK BEST FILLED CANS PROMPT ATTENTION AND AMPLE SUPPLY.

ASK FOR PRICES AT ANY TIME.

### PUTNAM & BROOKS.

GRAND RAPIDS.





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.

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

# Thompson & Co.,

COMMISSION MERCHANTS, 166 South Water St., CHICAGO.

FELSENTHAL, GROSS & MILLER, Bankers,



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.

### 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.

# AMOS S. MUSSELMAN & CO.,

Wholesale Grocers.

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

### CO MICHIGAN

MANUFACTURERS OF THE JUSTLY CELEBRATED

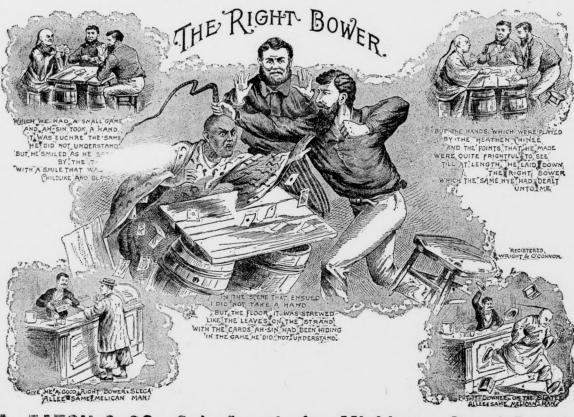
The Most Popular 10c cigar, and

The Best Selling 5c Cigar in the Market.

BIG RAPIDS

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75,000 Per Month



# A. EATON & CO., Sole Agents for Michigan, Grand Rapids. Flavoring Extracts.

WOONSOCKET and RHODE ISLAND RUBBERS



Write for Fall Prices and Discounts

# G. R. MAYHEW,

Grand Rapids,

Boston and Lawrence Felt and Knit Boots.



# YSTERS

SALT FISH.

Mail Orders Receive Prompt Attention.

See Quotations in Another

Grand Rapids, Mich.

Large Assortment

FALL and HOLIDAY

Now Displayed in our Sample Room.

and GLOBES HARRISON and MORTON CLEVELAND & THURMAN

Headquarters for

The New "WIDE-AWAKE" 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.... Rubbers, Mason's Best Quality.....

# LEONARD & SONS.

# JENNINGS'

"CELEBRATED"

Sixteen Years on the Market. 1888

BY ALL JOBBERS.

MANUFACTURED ONLY BY

### JENNINGS & SMITH

38 and 40 Louis St.,

Grand Rapids, Mich.

WHEN ORDERING Ask For 'JENNINGS' EXTRACTS'

ALFRED J. BROWN.

FOREIGN,

TROPICAL CALIFORNIA



RUITS

Bananas, Our Specialty.

16 and 18 No. Division St..

GRAND RAPIDS, - MICH.