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We make a specialty of handling AP-PLES in car lots and less and would

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Successors to Allen's Laundry.

Mail and Express orders attended to with promptness. Nice Work, Quick Time

Satisfaction Guaranteed. W. E. HALL, Jr., - - Manager

And Full Line Summer Goods. 102 CANAL STREET.

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HIP

JOHN NICHOLSON'S TROUBLES.

The above head-line does not refer to the great leaders in the political parties, but to two of the GREATEST SELLING Cigars on the mar-ket to-day—namely:

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# Warren's 'Silver Spots.'

The "Speckled Havanas" for a Ten Cent Cigar, and the "Silver Spots" for a Fine Cigars should secure these two brands, as they are TRADE WINNERS. Full particulars in regard to prices, terms, etc., can be had by addressing

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High Grade Cigars, FLINT, MICHIGAN.



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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-

## STANTON, SAMPSON & CO.,

CHAPTER I. IN WHICH JOHN SOWS THE WIND

John Varey Nicholson was stupid; yet stupider men than he are now sprawling in Parliament, and lauding themselves as the authors of their own distinction. He was of a fat habit, even from boyhood, and inclined to a cheerful and cursory reading of the face of life; and, possibly, this attitude of mind was the original cause of his misfortunes. Beyond this hint, philosophy is silent on his career, and superstition steps in with the more ready explanation that he was detested

His father-that iron gentleman-had long ago enthroned himself on the heights of the Disruption Principles. What these are (and in spite of their grim name they are quite innocent) no Five Cent Cigar, stand without rivals array of terms would render thinkable to wherever introduced. Every dealer in the American intelligence; but to the Scotch they often prove unctuously nour-ishing, and Mr. Nicholson found in them the milk of lions. About the period when the churches convene at Edinburgh in their annual assemblies, he was to be seen descending the mound in the company of divers red-headed clergymen these voluble, he only contributing orac ular nods, brief negatives and the austere spectacle of his stretched upper lip. A stranger to the tight little theologica kingdom of Scotland might have listened and gathered literally nothing. And Mr. Nicholson (who was not a dull man) knew this, and raged at it. He knew there was a vast world outside, to whom this was as the chatter of tree-top apes; the paper brought him chill whiffs from it: he had met Englishmen who had asked lightly if he did not belong to the Church of Scotland, and then had failed to be much interested by his elucidation of that nice point; it was an evil, wild rebellious world, lying sunk in "dozened ness," for nothing short of a Scotch word will point this Scotchman's feelings. And when he entered into his own house in behind him, his heart swelled with se pregnable by right-hand defections of left-hand extremes. Here was a family where prayers came at the same hour, peachably selected, where the guest who was instantly set down, and over which there reigned all the week, and grew denser on Sundays, a silence that was

> Mrs. Nicholson had died at about the age of thirty, and left him with three children-a daughter of two years, and a son about eight years younger than John; and John himself, the unlucky bearer of a name infamous in English history. The daughter, Maria, was a good girl-dutiful, pious, dull, but se easily startled that to speak to her wa quite a perilous enterprise. "I don' think I care to talk about that, if you please," she would say, and strike the boldest speechless by her unmistakable pain; this upon all topics—dress, pleasure, morality, politics, in which the formula was changed to "my papa thinks otherwise," and even religion, unless it was approached with a particular whining tone of voice. Alexander, the younger brother, was sickly, clever, fond of books and drawing, and full of satirical femarks. In the midst of these, imagine that natural, clumsy, unintelligent and mirthful animal, John; well-behaved in comparison with other lads, although not up to the mark of the house in Randolph Crescent; full of a sort of blundering affection, full of caresses which were never very warmly received; full of sudden and loud laughter which rang out it that still house like curses. Mr. Nicholson himself had a great fund of humor, of the Scotch order—intellectual, turning on the observation of men; his own char-acter, for instance—if he could have seen it in another—would have been a rare feast to him; but his son's empty guffaws over a broken plate, and empty,

found comfortable.

almost light-hearted, remarks, struck him with pain as the indices of a weak mind. Outside of the family, John had early attached himself (much as a dog may follow a king) to the steps of Alan Houston, a lad about a year older than himself, idle, a trifle wild, the heir to a er than any other house representing first-class work. Second-hand safes always on of a rigorous guardian, and so content with himself that he took John's devo tion as a matter of course. The inti macy was gall to Mr. Nicholson; it took his son from the house, and he was a jealous parent; it kept him from the office, and he was a martinet; lastly, Mr. Nicholson was ambitious for his family and he hated to see a son of his play se and fiddle to an idler. After some hesitation, he ordered that the friendship should cease—an unfair command, although seemingly inspired by the spirit of prophecy; and John, saying nothing, ontinued to disobey the order, under the

John was nearly nineteen when he was one day dismissed rather earlier than usual from his father's office, where he was studying the practice of the law. It was Saturday; and except that he had a matter of nearly \$2,000 in his pocket, which it was his duty to hand over to the DETROIT, - MICHIGAN.

GEO. F. OWEN, Grand Rapids;

White Michigan Salvara

was instantly greeted by his friend, cue "Nicholson," said he, "I want you to

lend me ten dollars until Monday." "You've come to the right shop, haven't you?" returned John. "I have

"Oh, yes, I dare say," said John. "And how about my father?" "How is he to know? He doesn't

wind it up for you at night, does he? inquired Alan, at which John guffawed. "No. seriously; I am in a fix," continued the tempter. "I have lost some money to a man here. I'll give it to you toservice, after all. I would do a good deal more for you.

Wherupon John went forth and pawned his gold watch, under the assumed name of John Froggs. But the nervousness that assailed him at the door of tha inglorious haunt—a pawnshop—and the effort necessary to invent the pseudonym (which, somehow, seemed to him a necessary part of the procedure), had taken nore time than he imagined; and when ne returned to the billiard room with the poils, the bank had already closed its

This was a shrewd knock. "A piece of business had been neglected." He heard these words in his father's trenchant voice, and trembled, and then dodged the thought. After all, who was to know? He must carry \$2,000 about with him until Monday, when the neglect could be surreptitiously repaired; and meanwhile he was free to pass the after-noon in the billiard-room, smoking, sipping a pint of ale, and enjoying to the nast-head the modest pleasures of admiration.

off attitude of waiting; aye, and down to his shirt-sleeves and wrist-links, were seen by John through a luxurious glory. He valued himself by the possession of that royal friend, hugged himself upon the thought, and swam in warm azure: his own defects, like vanquished difficulties, becoming things on which to dume himself. Only when he thought of Miss Mackenzie there fell upon his mind a shadow of regret; that young lady was worthy of better things than plain John Nicholson, still known among schoolmates by the derisive name of "Fatty:" and he felt that if he could chalk a cue, or stand at ease, with such a careless grace as Alan, he could approach the object of his sentiments with a less

rushing sense of inferiority.

Before they parted, Alan made a proposal that was startling in the extreme. He would be at Colette's that night about 12, he said. Why would not John come there and get the money? To go to Colette's was to see life, indeed: it was wrong; it was against the laws; it partook, in a very dingy manner, of adventure. Were it known, it was the sort of ture. Were it known, it was the sort of exploit that made a young man disreputable with the more serious classes, bu gave him a standing with the riotous. And yet Colette's was not a hell; it could not come, without vaulting hyperbole, under the rubric of a gilded saloon; and if it were a sin to go there, the sin was fnerely local and municipal. Colette was simply an unlicensed saloon-keeper, who gave suppers after 11 at night, the Edinburgh hour of closing. If you belonged to a club, you could get a much better supper at the same hour, and lose not a iot in public esteem. But if you lacked that qualification, and were an hungered or inclined toward conviviality at unlaw ful hours. Colette's was your only port. You were very ill-supplied. The company was not recruited from the Senate or the Church, though the Bar was very well represented on the only occasion on which I flew in the face of my country's laws and, taking my reputation in my hand, penetrated into that grim supper-house. And Colette's frequenters, thrillingly conscious of wrong-doing and "that two handed engine (the policeman) at the what feverish excess. But the place was in no sense a very bad one; and it is somewhat strange to me, at this distance

of time, how it had acquired its danger ous repute. In precisely the same spirit as a man may debate a project to cross Africa John considered Alan's proposal, and greatly daring, accepted it. As he walked home the thoughts of this exeursion on of the safe places of life into the and arduous, stirred and struggled in his imagination with the image of Miss Mackenzie—incongrous and yet kindred thoughts, for did not each imply unusual tightening of the pegs of resolution? did not each woo him forth and warn him

back again into himself? Between these two considerations, at east, he was more than usually moved: and when he got home he quite forgot the \$2,000 in the inner pocket of his over-coat, hung it up, with its rich freight, upon his particular pin of the hat-stand: and in the very action sealed his doom.

CHAPTER II. IN WHICH JOHN REAPS THE WHIRLWIND

About half-past ten, it was John's good the terrace and tumbled the green trees fortune to offer his arm to Miss Mackenin the gardens. The band was playing zie, and escort her home. The night was down in the valley, and when it came to turn of the pipers, he heard their wild the different gardens rustled and looked ounds with a stirring of the blood. black. Up Leith Walk, when they came something distantly martial woke in him; to cross it, the breeze made a rush and and he thought of Miss Mackenzie, whom he was to meet that day at dinner. set the flames of the street-lamps quivering; and when at last they had mounted Now, it is undeniable that he should to the Royal Terrace, where Captain have gone directly to the bank, but right Mackenzie lived, a great salt freshness in the way stood the billiard-room of the hotel where Alan was almost certain to phases of the walk remained written on Full line. Cash prices this month.

GRAHAM ROYS, - Grand Rapids, Mich.

be found: and the temptation proved too John' memory each emphasized by the walls and maculate table linen, and even touch of that light hand on his arm; and down to Colette's villainous casters, seem-

behind all these aspects of the nocturnal ed like objects in a nightmare. And just city he saw, in his mind's eye, a picture of the lighted drawing-room at home where he had sat talking to Flora; and Calton Hill, appeared upon the scene; his father, from the other end, had looked on with a kind and ironical smile. John with their glasses at their elbow, were haven't you? returned some seventy-five cents."

"Nonsense," said Alan. "You can get some. Go and borrow it—they all do it. Or, I'll tell you what—pawn your of the contempt o had read the significance of that smile, which might have escaped a stranger. and all duly summoned to appear as wit-

At the captain's door, the girl held out her hand, with a certain emphasis; and were private and particular horrors on John took it and kept it a little longer, the minds of individuals. Alan stood in and said, "Good-night, Flora, dear," and dread of his guardian, already sorely was instantly thrown into much fear by his presumption. But she only laughed, country minister, another of a judge night, and you can get the watch out again on Monday. Come: it's a small while she was waiting for the door to Nicholson to father, the idea of facing open, kept close in the porch, and talked to him from that point as out of a fortification. She had a knitted shawl over her head; her blue eyes took the light from the neighboring street-lamp and sparkled; and when the door opened and

doubtful mind. Over the crown of Calton Hill to his left, lay the way to Colette's, where Alan would soon be ooking for his arrival, and where he than he would have wilfully wallowed in sleeve, and the kindly light in his father's eyes, both loudly forbidding. But right before him was the way home, which pointed only to bed, a place of litto the lyrical pitch, and whose not very ardent heart was just then tumultuously moved. The hill-top, the cool air of the night, the company of the great monuments, the sight of the city under his feet, with its hills and valleys and cross Of all youth's passions and pleasures, ing files of lamps, drew him by all he this is the most common and least alloyed; and every flash of Alan's black way; and, by that quite innocent deflection, ripened the crop of his venial erevery graceful reach, every easy, standing files of lamps, drew him by all he

On a seat on the hill he sat for perhaps half an hour, looking down upon the lamps, and up at the stars of heaven. Wonderful were the resolves he formed; beautiful and kindly were the vistas of future life that sped before him. He utinto the daylight in diminished luster tered to himself the name of Flora in so many touching and dramatic keys that he itory notes from the groves of the town became at length fairly melted with ten- gardens-went each his own way with derness and could have sung aloud. that juncture, a certain creasing in his overcoat caught his attention. He put his hand into his pocket, pulled forth the envelope that held the money, and sat prodigal. John's pass-key was a recent stupefied. Calton Hill, about this period, had an ill name, and to be sitting there with \$2,000 that did not belong to him was hardly wise. He looked up. was a man a little on one side of him apparently looking at the scenery; from a slept; the gas in the hall had been left little on the other, a second night-walker was very quietly drawing near. Up jumped John. The envelope fell from his hands; he stooped to get it and at the his hands had he had ame moment both men ran in and closed hall, waiting and counting the minutes

A little after, he got to his feet very sore and shaken, the poorer by a purse begin to be about, he instantly lost heart which contained exactly one postage and fled to his own room, where he threw stamp, by a cambric handkerchief, and by the all-important envelope.

Here was a young man, on whom, at the highest point of loverly exaltation, there had fallen a blow too sharp to be supported alone; and not many hundred ting at supper—ay, and even expecting him. Was it not in the nature of man that he should go there? He went in quest of sympathy—in quest of that droll article that we all suppose ourselves to want when in a strait, and have agreed to call advice; and he went, besides, with vague but rather splendid expectations of relief. Alan was rich, or would be so when he came of age. By a stroke of the pen he might remedy this misfortune and avert that dreaded interview with Mr. in imagination as the hand draws back

Close under Calton Hill there runs certain narrow avenue, part street, part by-road. The head of it faces the doors of the prison; its tail descends into the sunless slums of Low Calton. On one hand it is overhung by the crags of the hill, on the other by an old grave-yard. Between these two the road-way runs in trench, sparsely lighted at night, sparse y frequented by day, and bordered, when he place was cleared of tombs, by dingy and ambiguous houses. One of these was the house of Colette; and at his door our ill-starred John was presently beating for admittance. In an evil hour, he satisfied the jealous inquiries of the contraband saloon-keeper; in an evil hour, he penetrated into the somewhat unsavory interior. Alan, to be sure, was there, seated in a room lighted by noisy gasjets, beside a dirty table-cloth, engaged on a coarse lunch, and in the company of several tipsy members of the bar. But Alan was not sober; he had lost upon horse-race, had received the news at dinher-time, and was now, in default of any possible means of extrication, drowning the memory of his predicament. He to help John! The thing was impossible: he couldn't help himself. "If you have a beast of a father," said

he, "I can tell you I have a brute of a guardian.

"I'm not going to hear my father called a beast," said John, with a beating heart, feeling that he had risked the last to life.

But Alan was quite good-natured.
"All right, old fellow," said he. "Mos respec'able man, your father." And he introduced his friend to his companion as "old Nicholson the what-d'ye-call-um"

John sat in dumb agony. Colette's foul

then there came a knock and a scurrying; nesses in the consequent case against that

It was a sorrowful and a mightily so bered company that came forth again. The vague terror of public opinion whom on such a scandalous subject was physically sickening. They stood awhile consulting; then they adjourned to the lodgings of one of the number where, for that matter, they might have had quite as good a supper, and far better drink, than osed upon her, John felt cruelly alone. In the dangerous paradise from which the proceeded slowly back along the they had been routed. There, over an street in a tender glow; and when he almost tearful glass, they debated their came to Greenside Church, he halted in a position. Each explained that he had the world to lose if the affair went on, and he appeared as a witness. It was remarkable what bright prospects were just then would now have no more consented to go that little company of youths, and what bog: the touch of the girl's hand on his their families began now to well from Each, moreover, was in an odd state of destitution. Not one could bear his share of the fine; not one but evinced a wonderful twinkle of hope that each of the others, in succession, was the man who could step in to make good the deficit. One took a high hand; if it went to a trial, he should bolt. oranched out into touching details about his family, and was not listened to. John a the midst of this disorderly competiion of poverty and meanness, sat stunned ontemplating the mountain bulk of his

At last, upon a pledge that each should apply to his family with a common frankess, this convention of unhappy young asses broke up, went down the common stair, and in the gray of the spring morning, with the streets lying dead and emp-He ut- into the daylight in diminished luster.

bowed head and echoing footfall. The rooks were awake in Randolph Prescent; but the windows looked down, privilege; this was the first time it had been used; and, oh! with what a sickening sense of his unworthiness he now in-serted it into the well-oiled lock and enlonging for any human countenance. But when, at last, he heard the servants

himself upon the bed. CONTINUED NEXT WEEK.

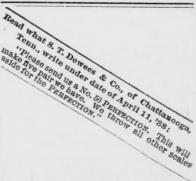
At the commencement of his nent let there be a free and candid state nent of what is to be expected of him; the rules of the store and what delin uencies will not be tolerated. The em ployer can always say, at the start, things that later on are difficult to reach. A full and free understanding at the beginning

s sure to save trouble in the future. Take time and exercise patience in making the newcomer acquainted with the stock, the peculiarities of trade, the whims of customers, the policy of the ails and methods of keeping accounts. making of gifts and many details, simple in themselves, yet more or less puzzling

o a new clerk. Establish a community of interests, making the clerk feel the prosperity of the proprietor means the prosperity of the clerk. A word of encouragement is a wonderful lever to develop work in an

#### ambitious youth.

All Night Groceries. Some of the retail groceries are said to e considering the advisability of follownight-bell. Boarding-house keepers have forgotten something over night which is essential to the comfort of the breaklast table and want to make up for the omission. Naturally, they will prefer to patronize during the day a store which ministers to their comfort in time of emergency. Their early custom is not sufficient in amount to warrant the gro-er in keeping open all night, but it is thought to be well worth while to have a clerk sleep on the premises, so that this spasmodic buying may be attended to.



## Retail Trade of the Wolverine State, Clark.

E. A. STOWE & BRO., Proprietors.

Subscription Price, One Dollar per year. Advertising Rates made known on application.

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

#### WEDNESDAY, OCTOBER 17, 1888.

#### OUR PUBLIC DOMAIN.

The General Land Office once played a very important part in the revenue sys tem of the country. In Jackson's time it was the disposal of the revenue from Lemon, Hoops & Peters furnished the this source which Mr. Clay took up as a solution of the surplus question. Both then and afterward the Southern States kept the price of public lands as high as possible, and tried to prevent the extension of surveys until all the land already surveyed, whatever its quality, should be sold. Under the homestead policy the office has sunk in fiscal and has risen in social importance, as it has been the means of locating millions of Americans and immigrants on the public domain. The Commissioner reports that in the year ending with June there were 8,605,194 acres of land conveyed by the government to private or corporate ownership, of which 829,162 went to railroad companies. On the other hand, 83,158,990 acres have been restored to the public domain within three years as being parts of lapsed grants. In most cases this was merely a formal proceeding, as the companies to which the grants had been made never existed except upon paper, and the finest of the kind in the city. only served to withhold lands from actual settlers by their paper claims Besides this, the office has recommended other restorations which would bring the aggregate up to 148,179,528 acres. On the other hand, there are claims to 25,429,866 acres pending on behalf of railroads and a large amount on behalf of states, schools and individuals. These figures not only give some notion of the scale of our national operations in real estate, but they seem to show that the Land Office is hopelessly behind in its business. And yet the Commissioner opposes the erection of a court of land claims to relieve him of the duty of passing upon contested cases.

### OUTCAST LONDON.

The horrible murders in London, by which eight poor women have been slaughtered under circumstances of especial atrocity, have attracted attention police system, but to the condition of the wretched class to which all or most of the victims belonged. Such tragedies awaken the sense of kinship to their victims throughout society, and in this case it has had the good effect to cause inquiry as to the way in which such women sink J. S. Brown in the confectionery busto their sad level. In the cases whose his- iness. tory was traced it appeared that the pressure of grinding poverty was the cause of their fall, neither seduction nor iness. passion having anything to do with it. The destruction of the poor is their poverty," and the safeguard of natural modesty is refused to children who have grown up in such surroundings as make up the East End of London. Even the of sale. aristocratic Morning Post has spoken out lives these poor women lived, and de- business were more horrible than their deaths, and Bliven & Warren. these murders have done so much good as to have lighted up as by a flash of lightning the desperate condition of outcast London, and revived some of the impressions produced by that remarkable pamphlet two years ago.

#### THE RIGHT RING.

At a recent meeting of the New York field's grocery store. Retail Grocers' Union, the following resolution was unanimously adopted:

Resolved, That it is the sense of this meeting of the New York Retail Grocers' Union that the habit of settling the debts of merchants failing in business at 50 cent on the dollar, and permitting them to continue in business, is a direct blow against honest merchants, and is a pre mium on fraud.

This resolution has the right ring. If merchants generally took a decided stand on this abuse, it would result to the lasting benefit of all concerned.

THE TRADESMAN is very much in favor of the policy of depositing government & Co. money in the national banks, when it cannot be at once disposed of in the payment of obligations or the purchase of bonds. That is one of the few approximations to civilized finance which the United States Treasury has made within the last forty years. It is just the step some \$70 stolen. The front of the buildwhich has made the collection of revenue less burdensome to the business commu- this way is quite heavy. Mr. Silver is nity in our Northern States and cities, as it avoids abstracting money from the channels of business, while it puts it system of equal distribution among all the banks, or among some of them on some ground of principle, and without McKinstry, M. F. Parrish, M. W. Parin is a man of long and varied experience in the safe business and orders intrusted favoritism of any sort.

#### AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

terests at Washburn, Wis., to M. J. Amos S. Musselman & Co. furnished

the grocery stock to W. D. Hopkinson, Agt., at Paris. Amos S. Musselman & Co. foreclosed

their mortgage on the grocery stock of & Butters in the manufacture of loops. T. Crane & Son on Monday. G. A. Doremus has engaged in the gro-

eery business at Elkhart, Ind. Hawkins & Perry furnished the stock. P. J. Sheedy has engaged in the grocery business at Sault Ste. Marie.

Wm. R. Keeler has removed his wholesale confectionery, fruit and nut business

from 5 Third street to 416 South Division | Charles Johnson. Josiah W. Sherwood has purchased the grocery stock of H. A. Hydorn at the corner of West Bridge and Scribner

Andrews & Andrews have sold their grocery stock at 119 Plainfield avenue to Misner & Misner, who will continue the

S. K. Snodgrass has retired from the drug firm of Peck Bros. The business will be continued by Thos. Peck and John Peck under the same style as before

Lemon, Hoops & Peters have made number of betterments in their business office, such as paint, varnish and linoleum will afford, making the room one of

AROUND THE STATE. Marshall-Milton Powell succeeds F. R.

Amler in the drug business. Kendall-L. M. Lee succeeds Allen O'Dill in the meat business.

Soule-B. W. Boyd is closing out his stock of general merchandise.

Detroit-Chas. E. Caryl succeeds H. I Vanderbilt in the meat business.

Muskegon-J. G. Anderson has retired from the firm of Johnson & Anderson.

Niles-E. Allen & Co. have assigned their dry goods stock to Henry Settler. Oscoda-John W. Deuel succeeds Deuel & Deuel in the tea and coffee business. Big Rapids-D. F. Emerson has pur chased the bakery business of E. Kuyers. Orangeville Mills-Henry Arbour has old his drug stock to Merrill T. Arbour. Harrison-J. C. Lee & Bro. succeed R. B. Stephens in the hardware business. Hanover - Wm. Stevens succeeds not only to the inefficiency of the English Hughes & Stevens in the meat business Petoskey-G. Manning succeeds Lampson & Manning in the grocery business. Newaygo--Lou. I. Thompson has opened an exclusive crockery and glassware

Ludington - William Stitt succeeds

Rochester-Arthur F. Newberry succeeds W. F. Switzer in the grocery bus-

Bay City-H. G. Staggall succeeds Staggall & Allen in the blacksmith bus-

Riverdale-W. H. Taft's stock of gen eral merchandise has been taken on bill

as to the responsibility of society for the ceed L. Nelson in the grocery and bakery Blissfield-F. D. Lamb & Co. have sold

Lansing-Haugawout & Co

their grocery stock to Geo. A. Cockborn late of Big Rapids. Bay City-Valerie Bergevin succeeds

Ephraim Bergevin in the grocery, liquor and meat business. Bloomingdale-J. C. Spircher has pur-

chased a half interest in Frank Merri-Whitehall-W. H. Baker has sold his

drug stock to Wm. B Conley and will remove to Kansas City. Shelby-L. A. Shirts has started a branch jewelry store at Ferry, placing

T. P. Landon in charge. Plainwell- J. Parks has bought a meat market at Kendallville, Ind., and will remove to that place as soon as he can

close his business relations here. Newaygo-Chas. C. Kritzer and Leslie Bennett have formed a copartnership and engaged in the grocery business. The stock was furnished by J. H. Thompson

#### STRAY FACTS.

Manistee-M. R. Denning is arranging to erect a building suitable for a savings

Acme-C. E. Silver's safe was blown postmaster and the safe was in his store.

Detroit-A graphite mine recently found in Baraga county, near L'anse, where it can be had as fast as wanted. will be developed by a corporation composed of Detroit gentlemen and named managed rightly, there should be some The Baraga Graphite Mining Co. The in the West on bank and county work. stockholders embrace C. F. Conrad, the banks, or among some of them on Dwight McIntyre, M. P. Thatcher, Robert rish, S. J Tomlinson, S. E. Engle, G. J. 140 him are sure to prove satisfactory.

Hiller, R. A. Parker, C. C. Chadwick, R. A. McCarty, Homer Warren, E. O. Durfee, F. C. Trowbridge, A. A. Boutelle, J. M. Lane has assigned his lumber inand C. W. Bristol. M. P. Thatcher, the Secretary and organizer, bought the 880 acres on which the mine is situated, and

MANUFACTURING MATTERS.

is understood to hold a controlling inter-

Ludington-E. Seaton succeeds Seaton Manistee-Carl E. Joys, who assigned about three months ago, is offering to

compromise at 25 per cent. Eastlake-The R. G. Peters Salt and Lumber Co. is erecting a warehouse, 40x 130 feet in dimensions, on the site of the

one burned. Whitehall-John Miller has retired from the shingle manufacturing firm of Johnson & Miller. The business will be continued by the remaining partner,

Detroit-The Grant Car Pusher Co. has the purpose of manufacturing car pushers or movers. The incorporators are B. Franklin Nelson, Sigmund Simon, Wm. F. Heames, P. H. Dwyer, Edward Brennan and Murtagh P. Brennan.

#### Purely Personal.

F. A. Earl, the Rodney jeweler, is in own for a couple of days.

Frank E. Pickett, the Hilliards cheese nanufacturer, was in town Monday.

W. H. Chilson, senior member of the firm of W. H. Chilson & Son, general dealers at West Sebewa, was in town a couple of days last week.

Samuel M. Lemon, L. E. Hawkins Wm. Judson and Heman G. Barlow were in Lansing Monday to attend the meeting of Michigan wholesale grocers.

F. D. Yale, of the firm of Cummings & Yale, is doing Southern Michigan this week and will Sunday with Mrs. Yale, who is visiting her mother at Lansing.

S. K. Snodgrass, late of the firm of Peck Bros., has gone to Delaware, Ohio, where he will inspect his business interests, going thence to California, where he will spend the winter.

Geo. Vernier, the Crystal hardware dealer, was in town a couple of days last week in attendance on the Odd Fellows' encampment. It was the first time he had been in Grand Rapids for about four

Niel B. Campbell, the La Grange, Ind., grocer, was in town a couple of days last week, accompanied by his wife. Although he has been buying goods in this market for several years, he had never visited the city before and was agreeably surprised with its size and importance.

#### Gripsack Brigade.

G. H. McWilliams has taken the position of city salesman for Ball, Barnhart & Putman.

"Hub" Baker says that W. J. Lewis new hotel at Boyne City is a dandy—and "Hub" ought to know.

J. W. Weinburg has closed out his stock at Battle Creek and gone on the road for D. S. Newburg, of New York. J. L. Anthony, Secretary of the San-

dusky Steamboat and Fishing Co., has engaged to travel for F. J. Dettenthaler. Frederick C. Waters, now on the road for a Toledo boot and shoe house, will remove here about the first of the year and open a retail shoe store. Mr. Waters Menominee-Larson Bros. & Co. suc- married a daughter of the late Wm. B.

It is understood that Will Campbell is something of an adept in hunting mud

were never seen "any more any more." John Garvey, traveling representative for the Grand Rapids Packing & Provision Co., received a telegram one day ast week bearing the tidings, "He's all right." The "he" referred to is a brand new boy who will henceforth make

#### things lively at the Garvey mansion. Large Business in Safes and Vault Work.

Ed. A. Lee, Manager of the Western salesmen of the Detroit Safe Co., is meet- and other consumers. The report proved ing with exceptional suecess, having eight men under his direct personal supervision, as follows: O. A. Perry, who covers Southern Dakota; A. O. Freeman, who travels in Wisconsin; Murray Hosom, who covers Montana; A. F. Mertz, who cares for Northern Dakota; R. P. Hosner, who looks after Southern Michigan; Chas. D. Crandall, who has Northern Michigan as his territory, and H. W. Cole, who attends to the office and the wants of the Grand Rapids trade. Mr. Lee may properly be termed "traveler at large," although he is just now paying particular attention to Kansas and Nebraska. Among the large contracts which he and his men have taken of late open by burglars about ten days ago and are the following: Vault and door for the Merchants' Bank of Helena, Montana, ing was badly wrecked, and the loss in \$4,000; vault and door for Deadwood National Bank, \$2,000; vault lining and door for Houghton National Bank, \$1,-600; vault, vault door and burglar proof safe for Northern Kent Bank, of Cedar Springs, over \$1,000; jail at Bessemer, \$3,000. Mr. Lee is having a large trade besides selling many safes here in the State from the Grand Rapids agency. He

#### RAILROAD RUMORS.

New Roads in Prospect - Changes in Management.

The coming season promises to witness more railroad building in this State than has been the case for several years past. Several lines enjoying an established run their own business, and prefer so business are to be paralleled and a number of unoccupied fields are to be invaded. The Tradesman has made a careful study of the situation and takes pleasure in presenting a number of new who is not afraid to put in a little extra undertakings which are reasonably sure of being consummated.

different railroad systems is Manistee. his temper even if his employer loses his It is very generally conceded that Man-own, now and then? istee is tributary to more pine than any his being smart!" was suggested.

other town in the Lower Peninsula and "Well, to tell the truth," was the rather other town in the Lower Peninsula and there is likely to be very lively bidding hesitating answer, "that's about the last for the lumber traffic of the place. But for the lumber traffic of the place. But boy is modest, prompt, pleasant, industor the apathy of the lumber manufactrious and honest, he's about as smart as turers of Manistee, the city would have had a number of outlets years ago. The fact! been organized, with \$6,000 capital, for mill men have failed to appreciate the advantages of a rail trade over cargo shipments—and the same is true to a considerable extent to-day. The experience of Muskegon, however, coupled with a realization of the fact that the years of the pine supply of the Manistee valley around again. Merchants who do not are numbered, have set the lumbermen to figuring and they are beginning to swindler a wide berth. reach the conclusion that they can just as well put their product into the retail yards of the country as to submit to the exactions of the wholesale middlemen at Chicago and other markets.

Such a determination having been eached, the railroads will not be slow in taking advantage of the situation. Already the G. R. & I. is arranging to push to completion its Manistee branch, which will require the closing of but a short gap. The C. & W. M., too, will undoubtedly extend its line from Baldwin to the lake port with as much expedition as possible-probably to the abandonment of the proposed extension to Traverse City. The strangest undertaking of the three, however, is the extension of the line now being surveyed from Mt. Pleasant to Big Rapids on to Manistee. This project is backed by the same men who own the Cincinnati, Wabash & Michigan Railway, but will propably eventually pass into the hands of the T., A. A.

& N. M. Railway. One of the largest undertakings of the season will be the beginning of the extension of the D., L. & N. to Kalkaska, to connect with the line now being constructed between Charlevoix and Kalkaska. The recent purchase of extenkaska. The recent purchase of extensive dockage properties at St. Ignace by the Mulliken management plainly foreshadows the establishment of a line of boats between Charlevoix and St. Ignace,

holiday trade. Address A B C office of this paper. 2:2

FOR SALE—CLEAN GROCERY, DRY GOODS AND Crockery stock, situated in a railway town, with good line of customers. Stock will inventory about good line of customers. Address A S. Musselman & Co., Grand Rapids. 260

FOR SALE—DRUG FIXTURES AND SMALL STOCK of drugs. Address Doctor, Box 242, Rockford. 258 boats between Charlevoix and St. Ignace, the traffic of the Upper Peninsula, which is destined to become very extensive.

One of the most important changes which has ever occurred in Michigan railway circles will unquestionably be brought about by the action of A. W. Wright in identifying himself with the T., A. A. & N. M. Railway, as the backing afforded by his immense wealth will give the road a standing it has never had before. Under his direction the Cadillac branch will be extended to Frankfort, a branch will be constructed from Ann Arbor to Detroit, and the recently-acquired line running from Durand to East Saginaw will eventually be extended to

the straits. THE TRADESMAN does not wish to be the poor of London. In truth, their lives their grocery stock and meat market to hens, having recently shot twelve out of understood as stating that the above are a possible ten. He is sure he killed all the new railroads which will be conhem, because they dove in the water and structed in Michigan during 1889, but were never seen "any more any more." most skeptical that the activity in this direction will be little less than phenom-

#### No Meat Sold to Consumers.

When Swift and Company announced their intention of starting a fresh meat station here, the string butchers at tempted to create antagonism against them by reporting that they would sell fresh meat direct to hotels, restaurants to be wholly groundless, but that does not prevent the string butchers of Muskegon from employing the same tactics now that Swift and Company are about starting a fresh meat station there. A

## Man Want?

"What kind of a boy does a busines man want?" repeated a shrewd, practical man of many concerns, the other day "Well, I will tell you. In the first place he wants a boy who doesn't know too much; business men generally like to one who will listen to their way, rather quantities of than try to teach them new kinds; se ondly, they want a prompt boy-one who understands 7 o'clock as exactly 7, not 30 work in case of need; fourth, an honest boy-honest in his service, as well as in the matter of dollars and cents; and, The objective point of at least three fifth, a good-natured boy who will keep

> "But you haven't said a word about thing we worry over. The fact is, if a we care about generally-and that's a

#### The "Anchor" Brand.

The "Anchor" brand of oysters has now been before the public about two years and is now more popular than ever

The paper sack advertising fraud is care to be victimized should give the

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

FOR SALE-TWO GOOD, SECOND-HAND RE-SAWS; 36-inch wheel band saw; knife grinder; mortiser; rip saw table, etc.; also full line of new machinery. B. Wiggins & Co., Machinery Depot, East Saginaw,

FOR SALE OR RENT-A DESIRABLE LOCATION for a druggist or a physician, or both. New brief for a druggist or a physician, or both. New brie idding on a frequented corner. Good rooms abox r residence purposes. Te becation is a good one als ra grocery bushings, and an adjoining store could be simble tenant, or will sell at a bargain for cash o equivalent or take a choice farm in part payment e property will return a revenue of \$1.500 to \$3.00 ranum. Address James A. Jones, Butler Block troit, Mich.

Por Sale—A CLEAN, WELL-ASSORTED STOCK O

FOR SALE—A CLEAN, WELL-ASSORTED STOCK O

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Locate
Locate SALE CHEAP—18-HORSE POWER ENGINE 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. OR SALE-GOOD RESIDENCE LOT ON ONE Of the most pleasant streets "on the hill." Will ex

for stock in any good institution. chigan Tradesman. OR SALE-WELL-SELECTED GROCERY STOCK situated on good business corner. Stock and fix-es will inventory about \$3,000. Reason for selling, er business. Address Henry, care Michigan Trades-n, Grand Rapids.

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TOR SALE—THE DRESS OF TYPE NOW USED OF "The Tradesman"—600 pounds of brevier and 20 pounds of nonpareil. A good bargain will be give 2006.

WANTED-SITUATION BY EXPERIENCED PHAR macist. Speaks Holland. Registered by exami-nation. Best of references. Address Box 158, Morley

W RENCE MORITZ, Aarwood.

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

MISCELLANEOUS. OR RENT-THREE FLOORS AND BASEMENT AT 40 Ottawa street, especially adapted for jobbing of mimission business. Apply to Telfer Spice Co., 03 and DRUG STORES AND MEDICAL PRACTICES BOUGHT DRUGISTORES AND MEDICAL PRACTICES BOUGHT and sold. Partnerships arranged. Assistant and substitutes provided. Particulars free. Address The Medical Transfer Bureau," Lynn, Mass. 303

29-ACRE FRUIT FARM NEAR BENTON HARBOR, handy to Chicago market, will sell or exchange for Grand Rapids real estate worth \$1,200. Address Or. W. Ryno, Coloma, Mich.

\$2,500 IN CASH OR GOOD PAPER WILL SE-cure a thriving hardware business without competition in Meredith. Address Lock Draw-er 25, Evart, Mich. er 25, Evart, Mich.

1,200 CASH BUYS MANUFACTURING BUSIness paying 100 per cent. Best of reasons for selling. Address Chas. Kynoch, St. Ignace, A BARGAIN that is A BARGAIN.

few weeks' experience, however, will set at rest the fears of the trade and plainly demonstrate that the maligners, in making such baseless claims, are actuated by malice and venom.

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CRUSADE BLEND A skilful blending of strong, fla-coffees. Warranted not to contain a single Rio bean, and guaranteed to suit your taste as no other coffee will, at a moderate price. Always packed whole roasted (unground), in 1 lb. air-tight parchment packages. TEST FREE We are exclusively an importing house, selling opportunity of testing our famous coffee before buying, we will, upon receipt of 0 cents in stamps to cover the cost of can and postage, send free by mail a 1-4 pound of Seal Brand Coffee. Address

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NORTH MUSKEGON-WANTS A LIVE LOCAL newspaper. Address Sec'y B. M. A. 2

MUTUAL INSURANCE.

Further Explanations of Our Proposed Plans.

...B. M. A. In following our recent recommendain following our recent recommenda-tion with this circular, it is to more fully outline the plan proposed for a Michigan Business Men's Mutual Fire Insurance Co., as determined at the Cheboygan con-

—security and cash. A glance at the fire insurance business in Michigan in 1887 shows over \$3,311,000 received by 137 stock companies for fire premiums alone. Add to this the security to the great credit business of this State, meaning our merchants and business men, and we can realize something of the commercial importance of this question and the uncertain and unsettled state of affairs that would follow any tendency to lessen the degree of security already established.

This defines for us the first element of greatness to become a successful insurer, namely—security. On the other hand, we, being buyers rather than sellers of that article, find the question of eash of no small importance, as \$3,311,000 is no small amount for the people of Michigan to pay annually for fire insurance alone. It means that many of us pay annually for insurance as much as for store rent or clerk hire and must suffer a loss to get any of it back. We have, then, as business men contemplating an insurance company of our own, this question before us: "How to furnish absolute security at cost?" Your committee having this matter in charge have examined different insurance companies reports and examined the plans of different mutual companies doing business on the assessment and premium note plan, both in Michigan and other States. We find merchants' mutuals, millers' mutuals, manufacturers' mutuals, druggists' mutuals and farmers' mutuals. We did not find a plan, nor could we combine the many good features of them all in one company and recommend it as just what we want as business men.

We find, on examining the Insurance Commissioner's report for 1887, only six-ty-two mutual companies doing business in Michigan, against 137 stock companies, and forty-five of these are farmers' mutuals. We also find the stock companies have always figured in the majority, both

in numbers and the amount of business they do, while their rates have always been higher than the mutuals. We can allow for this in no other way than because they furnish the better security. Few of us, if any, desire to become members of mutual companies, assume the reponsibility of the amount of our premium note or of confiscating our proper-ty at some future time in settlement of the losses and expenditures of a careless and extravagant management. Hence is s that the mutual companies are largely farm mutuals and cut but a small figure

o far as business men are concerned. Further than the limited degree of se curity afforded by mutual companies, we have no criticism to make. The results to far as fire losses are concerned, are largely in ther favor. In New England, where the stock companies withdrew and many mutual companies succeeded, the results have been eminently satisfactory. The ratio in cost per thousand for insur ance shows a saving of from 50 per cent. to as high as 80 per cent. So, also, with manufacturers' mutuals doing business in Michigan. They are reducing expensand losses and saving their members 50 per cent. of what they were formerly

es and losses and saving their members 50 per cent. of what they were formerly paying stock companies.

In reviewing this condition of things, it was something of a question with your Committee how to furnish absolute security at cost. We at last hit upon the plan already laid before you through The Tradesman. We found that if we organized a stock company with \$100,000 capital, we could avail ourselves of the present law regulating the business of fire insurance, thus avoiding any special legislation or agitation of this question, besides having that security we ought to have and which stock companies alone furnish.

We next turned to the question of mutuality and embodied that by making every policy holder a stock holder, to at least one share of stock (\$25,00) and by also allowing him to participate in the profits as policy holder as well. This

profits as policy holder as well. makes you your own insurer, and w ould conceive of nothing more mutual.

We further recommend the issuing of all policies from the home office at National Underwriters' rates. This would save us the local agency expenses, which, considering the books, stationery, printing and advertising matter furnished and commissions and brokerage, amounts to 25 per cent. of premium receipts—and in many cases more. This we aim to save, while our inspectors or special agents need be no more numerous than with other stock companies. We advocate frequent inspection of risks and the study and promulgation of facts relating fires and how to reduce them. This, coupled with the mutual feeling that must necessarily exist, cannot fail to reduce the fire losses to a minimum, so that where the stock companies are paying 40 per cent. of premium receipts for expens es and 50 per cent, for fire losses, we expect to reduce this one-half and return No. 71—Ashley B. M. A. [\_\_]
President, M. Netzorg; Secretary, Geo. E. Clutterbuck. the residue annually to our policy holders and stock holders as dividends.

The Commissioner of Insurance furnishes us with the expenditures of the three Michigan stock companies for 1887, which I herewith submit to you:

Paid for Commission and Brokerage...
"Officer's Salaries..... Taxes..... Printing and Advertising. Dividends.....

Total expenditures outside of fire losses,\$187,183.08 While their premium receipts on their Michigan business were only \$227,233. You can readily see the burden of their expense is commission and brokerage—and

could conduct the insurance business after the methods of stock companies as we know them with, perhaps, any better results, but we do claim that, if our recom-FIFE LAKE—WANTS ANYKIND OF HARDWOOD factories. Address See'y B.M. A. Boociation but by business men gener-stead of our enemies, as they now are, local business men gener-stead of our enemies, as they now are, local business men gener-stead of our enemies, as they now are, local business men gener-stead of our enemies, as they now are, local business men gener-stead of our enemies, as they now are, local business men gener-stead of our enemies, as they now are, local business men gener-stead of our enemies, as they now are, local business men gener-stead of our enemies, as they now are, local business men gener-stead of our enemies, as they now are, local business men gener-stead of our enemies, as they now are, local business men gener-stead of our enemies, as they now are, local business men gener-stead of our enemies, as they now are, local business men gener-stead of our enemies, as they now are, local business men gener-stead of our enemies, as they now are, local business men gener-stead of our enemies, as they now are, local business men gener-stead of our enemies, as they now are, local business men gener-stead of our enemies, as they now are, local business men gener-stead of our enemies, as they now are, local business men gener-stead of our enemies, local business men gener-stead of our enemies men gener-stead of our enemies are local business men gener-stead of our enemies are local business men gener mendation is carried out and supported, mind in regard to our profession

ally throughout the State, it will acconithen, cent. and the furnishing of good securi-ty at cost. It will put a class of business Comi on our books that will remain there without the attention of the local agent in policies of from \$1,000 to \$10,000 on the best class of risks in Michigan. To-day, fire insurance as conducted by the union companies is the only business in which The insurance problem, its relation to business men and owners of perishable property, may be expressed in two words—security and cash. A glance at the fire insurance business men had business men and owners of perishable property, may be expressed in two words—insurance business. A glance at the fire insurance business. ample fire protection, the burden of pulling the companies out of the fire each year from their excess of losses over premium receipts on special hazards. The day has arrived for business men and merchants to gain something in this direction by organized effort and the making of your own risk a specialty. This will discriminate between the just and unjust and will correct, to a great extent, the irregularities we have alluded to in the matter of fire insurance.

is no opportunity now open to enterpris-ing business men to make a profit to hemselves and their associates as great as that presented in the problem of sav ng a part of the actual waste by fire and a part of the excessive cost of conducting the present system of insurance." Your Committee believes this is true and ecommend this method to the Executive will meet your hearty approval and sup-

Having waged war on this question last cess. Failure in an undertaking of this kind cannot help but expose our weakness and be hailed with delight by our opponents, and even though we cannot say how much an insurance company shall have for what they have to sell, yet we can, with your co-operation and support, have an organization January 1, 1889, that will furnish its members insurance at cost; increase the growth of our B. M. A.; bind our business men together like an iron band, and be a giant of strength in suppressing the evils of the

oresent system of insurance.
All this we recommend, as your Insurance Committee, for the good of the order and hope we may have special cause for joy and pride in being the pioneers in State organized work.

GEO. B. CALDWELL, Chairman Ins. Com.

## VISITING BUYERS.

Cutler & Lauster, Ionia
E S Botsford, Dorr
W E Hinman, Sparta
Keeler Bros., Middleville
Griswold Bros., Griswold
Wm H Wheeler, Cedar Spgs
J F Connell, Fowler
Chas Darling, Sparta-Ghaap
John Rutgers, Graafschaap
Wm Barker, San Traversec
Pank Barker, San Traversec
Chas Darling, Sparta-Ghaap
Wm Muntley, Reno
P H Bernesteine, Fife Lake
Woodward & Polland,
Ashland
C J Westerland, Muskegon
E Hogadorn. Fife Lake
Geo Weitz, Caledonia
J B Perham, Spring Lake
J R Campbell, Big Rapids
H Van Noord, Jameston
Wm Vermeulen, Beaver
Champion & Hayward,
Jon Kruisenga, Holland
On Kruisenga, Holla

#### Found the Philosopher's Stone.

At the recent annual convention of th Fire Underwriters' Association of th Northwest, held at Chicago, the President of the organization, C. B. Whiting, paid the following tribute to the participation plan of fire insurance, as recommended by the Insurance Committee of the Mich igan Business Men's Association:

It may be said, as the stock companie are now hardly making a living, there would be nothing to divide. I claim that by this means the moral hazard would be largely eliminated, and that even with the present rates the profit would be much greater than now. With the hold we would then have upon the people. could get improvements made where now we entirely fail. It would easier to get fire departments improv and the water supply increased, for eve insurer would be pecuniarily interested With all the companies issuing only p ticipating policies, I see a glorious cess. The opposition to an advance rates would nearly, if not quite, cease soon as the assured comprehended he verto be reimbursed by a portion of the ea ings. Restrictive legislation would repealed just as soon as the people lear ed that their profits were endanger thereby. The eloquent rural represent tive would have to spread himself out u on some other subject. We would the be in the same position as the mutual We would have votes behind us. On thing is certain, something must be detoward the education of the people or business will be ruined. I have broug printing and advertising—a local agency expense we should save.

We do not make the claim that we duce the effect which I predict, if system of education which is sugges supplemented by participation, which itself is a good educator, brings abou more healthy sentiment in the pul

plish all we prophecy—a reduction of the Philosopher's Stone, we certainly have fire losses and expenses at least 50 per found something that looks very much

Coming from such a source, this recommendation is entitled to great weight, as it plainly foreshadows a change which all Ca insurance companies will have to bring about, sooner or later.

#### Association Notes.

W. F. Baxter having resigned the Secretaryship of the Battle Creek B. M. A., E. W. Moore has been elected to fill the vacancy.

The State Organizer has arranged to form a new B. M. A. at Sunfield on Wednesday evening of this week. It is Bi reported that the Shaytown business men Bi will join with their Sunfield brethren in G the organization.

Theo. Kadish, having removed from East Saginaw to Chicago, has resigned the position of Secretary of the East Saginaw Mercantile Association. Chas. Edward Atkinson, father of mutual insurance in New England, says: "There sociation the first year of its existence." sociation the first year of its existence, has been elected to fill the vacancy.

#### A Good Young Man.

Applicant-I would like a position, in your store. Merchant-Have you any references oung man?

Applicant—No, sir, but I think I would suit you. I have have been care-Board of the Michigan Business Men's would suit you. I have have been care Association, confident that if adopted it fully raised, and my habits are unexcep tionable. I have no vices. I don' know one card from another. I don't know what tea, coffee, tobacco, or liquor year, it is becoming of us to back up and support such measures as will aid us to Never saw the inside of a billiard saloon

or tenpin alley.

Merchant (dubiously)—I'll take you oung man, but I'm afraid I shall not be able to keep you long. You will have a situation as a shining angel before many years-you're too good for such a world a

#### Two of a Kind.

Tekonsha has two drug stores, two hardvare stores, two grocery stores, two boot and shoe stores, two dry goods stores two photograph galleries, two hotels, two blacksmith shops, two harness shops, two butcher shops, two barber shops, two saw mills, two drays, two ball clubs, two doctors, two ministers and two ceme

#### A Good Move.

N. K. Fairbanks & Co. announce that hereafter their refined lard will be branded "Refined Lard Compound." They do this that there may be no misapprehension on the part of the purchaser as to the character of their pro-

## LETTER COPYING BOOK.

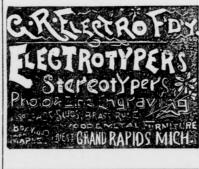
A new SELF-MOISTENING leaf book, requiring no brush or blotters. Forty leaves can be sept moist for days, ready for instant copy. THE LYMAN AGENCY, Kalamazoo, Mich

# BUTTER EGGS

We are receiving daily and offer to the trade a choice lot of BUTTER

FRESH EGGS. Call at our store. We guarantee stock and prices to suit.

71 Canal Street.



#### HARDWARE.

The	se price	s are	for cas	sh bu	yers,	who
pay pr	omptly	and	buy in	full	pack	ages.
	1	UGURS	AND BI	rs.		dis.
Ives', o	ld style					60
Snell's.						60
Cook's	gs', genui gs', imita					40
Jennin	gs', genui	ne				25
Jennin	gs', imita	tion				50&10
		A	XES.			
First Q	uality, S.	B. Bro	nze			\$ 7 00
	D.	B. Bro	nze			11 00
	D. S. D	B. S. S	teel			12 00
	1).	D. Ste	e1			19 00
Comina	Ď, d	BAL	ANCES.			018.
Spring						30
Doilnos	a	BAF	RROWS.			14.00
Garden					net	23 00
Garden						12-
Hand		El	ELLS.		20.8	108-10
Cow					. 000	70
Call						30&15
Gong .	argent					25
Door, S	argent					60&10
	e new lis	Be	DLTS.			dis.
Stove .						\$ 0
Carriag	e new lis	t				70&10
Plow .						50
Sleigh	shoe	D. 1				70
Wroug.	nt Barrel	Bolts.				40
Cast B	arrell Bolt	S	he			40
Cast So	uare Spri	no	,,,,,,,,,,			60
Cast Cl	ain					40
Wroug	ht Barrel	. brass	knob			60
	ht Square					

Barber Brace	s. dis.	40	Fry, Acme dis. 50& Common, polished dis. 60&	10
Barber. Brace Backus Spofford Am. Ball		50 et	Iron and Tinned dis.	55
Well, plain	4	00	Copper Rivets and Burs.  PATENT FLANISHED IRON.  "A" Wood's patent planished, Nos. 24 to 27 10  "B" Wood's pat, planished, Nos. 25 to 27 9	20
BUTTS, C. Cast Loose Pin, figured Cast Loose Pin, Berlin broi Cast Loose Joint, genuine b	70& nzed		Broken packs ½c per pound extra, ROPES.	
Cast Loose Pin, Berlin broi Cast Loose Joint, genuine b Wrought Narrow, bright 5a Wrought Loose Pin. Wrought Loose Pin, acorn	st joint	10 10 05	Sisal, ½ inch and larger       10         Manilla       12         Second Se	1/2
Wrought Loose Pin, japann Wrought Loose Pin, japann Wrought Table	ed, silvertipped .60&	:05 :05 :10	Mitre	10 60 20
Wrought Loose Pin. Wrought Loose Pin, acorn i Wrought Loose Pin, iapann Wrought Loose Pin, japann Wrought Table. Wrought Table. Wrought Brass. Blind, Clark's. Blind, Clark's. Blind, Shepard's		75 10 10	SHEET IRON. Com. Smooth, Cor Nos. 10 to 14. \$4 20 \$3 Nos. 15 to 17 4 20 3	00
Blind, Shepard's	5.	70	You 10 to 01 4 90 9	101
CARPET SWE	EPERS.	00	Nos. 22 to 24 4 20 3 Nos. 25 to 25 4 4 20 3 Nos. 25 to 26 4 4 60 3 No. 27 4 60 3 All sheets No. 18 and lighter, over 30 inch wide not less than 2-10 extra	35 es
Bissell No. 7, new drop pan Bissell, Grand Grand Rapids		00 00 00	List acct. 19, '86	20
Grain CRADLE	es. dis. 50&	:02	Silver Lake, White Alist "Drab A"	50 55 50
Cast Steel		04 31/2	" Drab B" " White C" Discount, 10.	55 35
Ely's 1-10	per m	65 60 35	Solid Eyes	25
Musket		50	SAUSAGE SUUFFERS OR FILLERS.  Miles' "Challenge" per doz. \$20, dis. 50@50& Perry per doz. %0, 1, \$15; No, 0, \$21; dis. 50@50&	£5
Central Fire		25	Braw Cit 10. 40. 40. 40. 40. 40. 40. 40. 40. 40. 4	30
Socket Firmer		210	SAWS. dis.  Disston's Circular	&5 &5
Socket Slicks	708	40 20	"Cross Cut. 45%454 "Hand 25@25 *Extras sometimes given by jobbers. Atkins' Circular. dis. "Silver Steel Dia. X Cuts, per foot,	9 70
Cold	s. dis	10 k10	" Special Steel Dex X Cuts, per foot " Special Steel Dia, X Cuts, per foot " Champion and Electric Tooth X Cuts, per foot	50 30
White Crayons, per gross.	7	- 1	Cuts, per foot	28
Rross Racking's	8.	60		60 60 60
Bibb's Beer Fenns'	400	&10 60	Cigar Box Nails	50 50 50
Planished, 14 oz cut to siz: 14x52, 14x56, 14x Cold Rolled, 14x56 and 14x Cold Rolled, 14x48	e per pound	33 31 29	Steel, all Kinds Swedes, all kinds Gimp and Lace Cigar Box Nails Finishing Nails Common and Patent Brads Hungarian Fails and Miners' Tacks Trunk and Clout Nails Tinned Trunk and Clout Nails Leathered Carnet Tacks	50 50 45 35
Bottoms	die die	29 30 s.	Leathered curpet racas	
Morse's Taper Shank		40 40 40	TRAPS   GIS	\$10 \$10 \$10
Small sizes, ser pound Large sizes, per pound		07 61/4	Mouse, choker	oz.
Com. 4 piece, 6 in	ws doz. net dis. 20&10	75 &10	Mouse, delusion. \$1.50 per d Bright Market. di Bright Market. 6 Annealed Market. 70 Coppered Market. 6 Extra Bailing Tinned Market. 6 Tinned Broom. per pound Tinned Broom. per pound Coppered Spring Steel Tinned Spring Steel Tinned Spring Steel. 4 Plain Fence. per pound Barbed Fence, galvanized. \$ Copper named and spring Steel Barses. ""  WIRE GOODS. di	%10 %10 %21%
Clark's, small, \$18; large,	E BITS. di	s. 30	Extra Bailing Tinned Market Tinned Broom per pounce	55 32½ 1 09
FILES—No American File Association	ew List. di n List	s. 60	Tinned Mattress	8½ 50 &10
New American Nicholson's		60 60 50	Barbed Fence, galvanized	4 00 3 25 net
Heller's Horse Rasps	ED IRON.	50	Brass	s.
List 12 13 Discount, 60.	14 15	18	WIRE GOODS.   dil	&10 &10 &10
Stanley Rule and Level C	ers. dis.	50	Gate Hooks and Eyes. 70&10  Baxter's Adjustable, nickeled Coe's Genuine Coe's Patent Agricultural, wrought, Coe's Patent, malleable. 75  MISCELLANEOUS. di Bird Cages	s. 30 50
Kip's Yerkes & Plumb's Mason's Solid Cast Steel		25 0&10 st 50	Coe's Patent Agricultural, wrought,	75 &10
Blacksmith's Solid Cast &	Steel, Hand 30c 40 GES dis.	60	MISCELLANEOUS. di Bird Cages	50 75 805
Gate, Clark's, 1, 2, 3 State Screw Hook and Strap, t	o 12 in. 4½ 14 and	2 50 7½ 10	Casters, Bed and Plate	40 66%
Screw Hook and Eye, ½.  Screw Hook and Eye, ½.  """  """  """  """  """  """  """	net	81/2	METALS.	30e
Strap and T	ERS. d	70 is.	Pig LargePig Bars	.28c .30c
Barn Door Kidder Mfg. C Champion, anti-friction Kidder, wood track		0&10 0&10 40	Duty: Pig, Bar and Ingot, 4c; Old Copper Manufactured (including all articles of wh Copper is a component of chief value), 45	, 3c
Pots. Hollow Kettles	6	0.8:10	quotations are shaded:	ving
Spiders Gray enameled HOUSE FURNIS Stamped Tin Ware			"Anchor" Brand	181/2
Japanned Tin Ware Granite Iron Ware	new list a	25 25	Duty: Sheet, 2½c per pound, 600 pound casks.	.61/2
Grub 1	s	is. 60	1711	
Au Sable Horse Putnam Northwestern	NAILS, dis, 25&10@25&1	0&10	Duty: Pig. \$2 per 100 pounds. Old Lead, 2c pound. Pipe and Sheets 3c per pound. American 6. Newark 6. Bar 8c Sheet 8c, di	0.51/2 0.51/2
Putnam Northwestern	dis. 5&10&2½ dis. 10&10& New List.	&21/2 &5&3	Sheet	s. 20
Door, mineral, jap. trimn Door, porcelain, jap. trin Door, porcelain, plated to	rimmings	- 36	solder in the market indicated by private bra	
Door, porcelvin, trimmir Drawer and Shutter, por Picture, H. L. Judd & Co	rcelain	7( 0&10	solder in the market indicated by private bravary according to composition.  ANTIMONY.  Cookson	14%
Locks- Russell & Irwin Mfg. Co. Mallory, Wheeler & Co.	-DOOR. d	lis. 50	Vary according to composition.  ANTIMONY.  Cookson	6 00
Branford's Norwalk's	ELS, d	50 50 11s		6 00 6 25 10 00
Stanley Rule and Level  MATT	Co.'s	70	10x14 1X, "	7 75 7 75 8 00
Adze Eye Hunt Eye Hunt's	\$15.00, di \$18.50, dis. 20 Ls. d		14x14 IX,	12 50
Sperry & Co.'s, Post, han	dled	50	TIN-ALLAWAY GRADE.	5 40 5 40
Coffee, Parkers Co.'s P. S. & W. Mfg. Co. Landers, Ferry & Enterprise		40	29x28 IC, 1	
Stehhin's Pattern	S GATES.	lis.	14x20 1X, 0 12x12 1X, 0 14x14 1X	7 15
Stebbin's Genuine Enterprise, self-measurin NAI Advance above 12d nai	ils.	25	ROOFING PLATES.	14 80
50d to 60d	D BRADS.	2:	14x20 IC, Terne M. F	7 60 5 75 5 50
8d and 9d 6d and 7d 4d and 5d		46	1 29x28 IC, " 1 14x20 IC. " Allaway Grade	
2d		1 50	14x20 IX, " " "	0 50

20x28 IC, 20x28 IX,

14x28 IX 14x31 IX

dis. .60&i0 .50 .50

out:
Basswood, log-run
Birch, log-run
Birch, Nos, 1 and 2
Black Ash, log-run
Cherry log run

12 net | Red Oak, No. 1, 55, 10 | Walnut, log run | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ... | ..

.20&10 White Oak, log-run

Black Ash, log-run
Cherry, log-run
Cherry, Nos. 1 and 2.
Cherry, Cull
Maple, log-run
Maple, soft, log-run
Maple, Nos. 1 and 2.
Maple, clear, flooring
Maple, white, selected.
Red Oak, log-run
Red Oak, Nos. 1 and 2.
Red Oak, ½ sawed, 8 inch and u
Red Oak, ½ sawed, regular.
Red Oak, No. 1, step plank
Walnut, log run.

FINE BLUED

CASTING AND BOX

CLINCH.

1½ and 1¾ inch. 2 and 2¼ " 2½ and 2¾ " 3 inch.....

44 and 4½ inch... Each half keg 10 cents extra.

Rinc or tin, Chase's Patent.
Zinc, with brass bottom
Brass or Copper.
Reaper
Olmstead's

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

BOILER SIZE TIN PLATE.

HARDWOOD LUMBER.

The furniture factories here pay as follows for dry stock, measured merchantable, mill culls

14x31 IX 14x56 IX, for No. 8 Boilers, per pound 14x60 IX, " 9 " per pound

13 50

# Weekly "Pointers."

## We are Exclusive Agents in Western Michigan

## John Van Range Co.

Manufacturers of

## Van's Pat. Wrought Steel Portable Range

We carry them in stock for house use as well as hotels, ranging in price from \$60 to \$800.

We take special pride in showing them and would consider it a favor if you come in some day and look them over.

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

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

# FOSTER SENS

Weekly "Pointers.

#### The Poor Man's Filter. We have neglected to speak of Tap Fil-

ters. They, in a great measure, take the place of the regular family filter, and can be used with it to excellent advantage. It is not claimed that they are a perfect substitute for a good filter, but they are much better than none at all. They will remove most of the impurities from the water, keeping them from getting into the large filter and making it last longer. The filtering medium is prepared charcoal, is self-cleansing by simply reversing the filter. It is screwed on to the kitchen faucet, takes up no room and only costs

half a dollar. Star Pie Pans--Perfection at Last. No more soggy, wet pie crust, if you use this pan. The pan being finely perforated and elevated, allows the dampness to evaporate, leaving the bottom crust dry, light and crisp. The pie will

never burn or stick. The only pan that

will burn properly. Buy it, try it.

# Foster, Stevens & Co.

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

Weekly "Pointers."

#### Screw Drivers

IN SETS. Clark's Patent, Best Quality Screw Drivers. Sets of four sizes, 5-16, 3-8, 7-16, 9-16. All fitted in the same handle. Goodell's Spoke Shave. The circular shape of this tool enables it to work in smaller circles than other shaves. The angle of the knife is such that it cuts in Stead of scraping the grain of the wood.

14 00616 00
25 00635 00
50 00600 00
cramped places. stead of scraping the grain of the wood.

Adjustable File and Tool Handle. Will hold anything from a small brad awl to a 10-inch file.

## Foster, Stevens & Co.,

10 and 12 Monroe St.,

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

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

MARRIED WOMAN-BUSINESS-LIABILITY □ In Louisiana in order to bind a married woman as a public merchant the busines must be conducted in her name and must be separate from that of her husband, according to a recent decision of the Supreme Court.

PROMISSORY NOTE-SIGNATURE-LIABILITY.

A promissory note reading "We proma promissory note reading we promise to pay," etc., without further naming the maker, and signed by a person with the addition of the word "president," is the personal note of the signer, and the word added is a mere descriptio personæ, according to the decision of the Supreme Court of California.

EMPLOYER'S LIABILITY-"MACHINERY." A section of the Alabama Code makes the employer liable for injuries to an employee as if he were a stranger, when the injury is caused by any defect in the machinery used in the business of the employer. The Supreme Court of Alabama lately decided, in the case of the Georgia Pacific Railway vs. Brooks, that a hammer used for driving spikes into crossties on a rail-road was not "machinery", within the meaning of this section.

PARTNERSHIP--CORPORATION--CREDITORS The members of a partnership entered into an agreement with a corporation composed of themselves and others to transfer the firm property to the corporation, for which shares of stock should be issued to the several partners in certain proportions. The contract was not fully consummated until after one of the partners had died and a debt of the had been proved against his estate. The Supreme Court of Illinois held, in the case of Singer et al. vs. Carpenter et al. that under the circumstances stock issued to the deceased partner was not partnership property, and that creditors of the firm were not entitled to have the proceeds of such stock applied in payment of their claims to the exclusion of individual creditors of the deceased partner

MARRIED WOMAN-BUSINESS-CREDITORS. In New Jersey, where a married wo-man having purchased a business refuses to have it conducted in her name, but permits her husband to carry it on in his name in a bulding owned by her but with-out her having anything to do with the management or conduct thereof, the business will be considered the husband's and not the wife's, and the profits can be fol-lowed and the fixtures and the property of the business procured therewith and real estate of the wife purchased or benefited thereby can be subjected in supplemen tary proceedings to the payment of a judgment against the husband to the extent of such profits received by the wife over and above family living expens-So held by the New Jersey Court of Chancery.

Books for a Country Store.

For purchases, paste the invoice in an invoice book, extend the amount out into the column and post to the credit of the person's account in the ledger. Keep the book footed, and post footing at the end of each month to the debit of mdse. ac- and offer as inducements twenty years' excount. Mdse. will answer the purpose of perience and clear record. The best equipall regular purchases from wholesale ped and largest salesroom in the business houses. For produce, freight and other cash payments for the account of mdse., entries are made in the cash book and the amount placed in the mdse. column, the footing of which is posted at the end of each month. The freight bills or receipts should be placed in a file or pasted in a receipt book.

For cash, I would recommend a three-column cash book. On the Dr. side, head the columns. Sundries. Mdse., Amount On the Cr. side, Sundries, Mdse. and Expense. For the sales, I have used two methods. For a moderate-sized business I would recommend a two-column book, in which the salesman will make the entry of each sale on account, or, if oods were delivered by store's wagons all entries, keeping accounts in the firs column. The book-keeper will extend all amounts sold on account into the second column, and post these amounts to the debit of the parties' accounts in the ledger. The footing of each book should be posted to the credit of mase, at the end of each month.

Two or more sales books would be required, owing to the size of the business The second method, and the one which I prefer, is to have an index file, by which invoices can be placed and conveniently referred to. Place an invoice on the file surpassed. Oysters guaranteed fresh for each customer, as fast as they start an account during the current month, and post from the blotter to these invoices each day, in good copying ink, the items bought by each customer. At the end of the month, take these invoices from the file, foot them, extend the amount into second column and take an impression in an impression sales book. Post the footing of each of the bills to the debit of the customer's account, and deliver the bills to the customer for an itemized state-ment of his purchases for the month. Foot this book, and post footing to the credit of mase. For irregular entries, settling accounts by notes, etc., a small two or four column journal would be needed in connection with above books.

The ledger I prefer to have divided in-

to three parts: First, for investment, real and speculative accounts; second, for personal accounts of the parties to whom we sell goods; third, for personal accounts from whom we buy goods. Each part should be separated by a leaf of tag board. By this division we can tell at the end of each month the amount of personal accounts due us and the amount

#### Mary and Cully.

Commercial Traveler (in a fascinating tone of voice, to pretty waitress)—Steak and baked potatoes, Mary. Pretty Waitress (haughtily)-My name

Commercial Traveler-Well, don't get

E. P. CLARK & SON,

Commission Merchants,

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

#### Michigan. Big Rapids, THEO. B. GOOSSEN,

WHOLESALE Produce Commission Merchant, BROKER IN LUMBER.

Orders for Potatoes, Cabbage and Apples, in Car Lots, solicited. Butter and Eggs, Oranges Lemons and Bananas a specialty.

GRAND RAPIDS, MICH.

Geo. E. Howes & Co.,

SPECIALTIES:

Oranges, Lemons, Bananas.

3 Ionia Street, Grand Rapids, Mich. Paper Box Factory,

MOSELEY BROS.,

Wholesale

Fruits, Seeds, Oysters & Produce,

ALL KINDS OF FIELD SEEDS A SPECIALTY.

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

26 28, 30 & 32 Ottawa Street,

Alfred J. Brown

ESTABLISHED 1866.

159 So, Water Street, Chicago.



We do a General Commission 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 capi-THE TRADESMAN. Write us if you wish information, whether to buy or sell. It will cost you nothing.

BARNETT BROS.

FOREIGN,

TROPICAL CALIFORNIA



FRUITS

Bananas, Our Specialty.

16 and 18 No. Division St..

amount and

will try to buy them

W. T. LAMOREAUX,

71 Canal Street.

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.

Merchants should remember that the

elebrated "Crescent," "White Rose" and

'Royal Patent' brands of flour are man-

ufactured and sold only by the Voigt

MICHIGAN TRADESMAN, Grand Rapide.

Reference: FIRST NATIONAL BANK, Chicago

GRAND RAPIDS, - MICH.

If you have any

samples

EDWIN FALLAS

Valley City Cold Storage. Packer and Jobber of

THE POPULAR SOLID Daisy Brand

OF OYSTERS.

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 abouted that are unsurpassed.

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

Salesroom, No. 9 N. Ionia Street, GRAND RAPIDS.

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. Libera advances on Car Lots when desired.

Wm. H. Thompson & Co., COMMISSION MERCHANTS, 166 South Water St., CHICAGO.

FELSENTHAL, GROSS & MILLER, Bankers, mad about it, dear. My name ain't Cully. Chicago.

Increase Your SALES AND PROFITS BY HANDLING LION COFFEE.

GIVES ABSOLUTE SATISFACTION

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

Lion Coffee has more actual Merit than any Roasted Coffee sold at the price either in Packages or in Bulk and storekeepers all over the State of Michigan and elsewhere who are not already handling Lion are urged to give it a trial. We cheerfully Apples, Potatoes & Onions, 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.

WOONSOCKET and RHODE ISLAND RUBBERS

L. WINTERNITZ, Resident Agent.

Grand Rapids, Mich.

GRAND RAPIDS

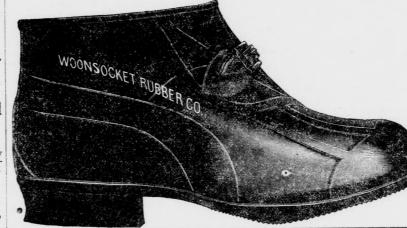
W. W. HUELSTER, Prop.

Paper Boxes of Every Description Made to

We make a specialty of Confectionery, Millinery and

Shelf Boxes. All work guaranteed first class and at low prices. Write or call for estimates on any-thing you may want in my line. Telephone 850

OFFICE AND FACTORY, GRAND RAPIDS. 11 Pearl St., Grand Rapids, Mick.



Write for Fall Prices and Discounts

G. R. MAYHEW,

Grand Rapids,

Boston and Lawrence Felt and Knit Boots.



## 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.

rable. Give them a trial, and you will be convinced that it does not pay to mix the paint yourself. ACME WHITE LEAD & COLOR WORKS DETROIT,

Dry Color Makers, Paint and Varnish Manufacturers. CUT THIS ADVERTISEMENT OUT AND TAKE IT TO YOUR DEALER, IT WILL SECURE YOU A PRIZE.

Grand, Square and Upright Pianos.



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

Weber Stands Unrivaled Sheet music and musical merchandise

Everything in the musical line.

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

> JULIUS A. J. FRIEDRICH (Successor to Friedrich Bros.)

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

ESTABLISHED 1864.

King's Quick-Rising

IS THE BEST!



100 lb. Cases, containing either 20-5 lb. pkgs | \$5 50

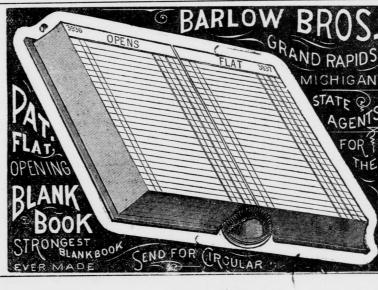
or 40-214 80 lb. Cases, containing either 16-5 lb. pkgs | 84 65

QUOTATIONS.

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FOR COMMERCIAL PRINTING

Fuller-Stowe Company





RETAIL GROCERS

Who wish to serve their Customers with GOOD COFFEE would do well to avoid Brands that require the support of Gift Schemes, Prize Promises or Lottery Inducements. SELL-

Superior Merit Alone.

Unequaled Quality. Improved Roasting Process Patent Preservative Packages. AMOS S. MUSSELMAN & CO., Sole Agents for Grand Rapids

DILWORTH BROTHERS, Proprietors,

PITTSBURGH, Penn.

REEDER, PALMER & CO.,

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

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

PERKINS & HESS Hides, Furs, Wool & Tallow,

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

DWEDNESDAY, OCTOBER 17, 1888.

LEISURE HOUR JOTTINGS.

on for THE TRADESMAN. BY A COUNTRY MERCHANT.

Nine-tenths of the people who have been financially successful-no matter how, when or where their competence was acquired-are wont to wax eloquent over the unnecessary and culpable impecuniosity of their less successful fellowmen. To these nine-tenths every failure in life is avoidable, and every obstrucion to success the fault of the party who fails to surmount it. They may, perhaps, admit that "good luck" is demonstrable, but "bad luck" is invariably the result of some mental or moral disease of the individual afflicted with it. And when the "poor rate" inflates the taxes, and when demands for charity are made, the dissertations on the reckless ness, shiftlessness, improvidence and carelessness of the poor, grow in volume in proportion to the inroads upon the

An educated tramp, in reading the announcement that the Rev. Joseph Cook would lecture on "How to Succeed," remarked: "I don't see where the Boston gentleman gets his hearers. There isn't wealthy person who hasn't delivered the address himself, hundreds of times. or a poor one who hasn't heard it until the very thought of it is nauseating. It's the wormiest chestnut in the lecture

his income cannot attribute the unfortunate fact to any dearth of advice. He will meet with the injunction to do so in half of the papers and periodicals that he reads; hear it in his every-day conversation, and receive the admonition from almost numberless sources, but can everybody follow this generally diffused advice? Undoubtedly multitudes can, who do not, but for this ought we to class everybody who fails to live according to the maxim as inexcusably reckless and reprehensively extravagant? These remarks apply to those people who, at some period of their lives, have an income of some kind, but one that is gradually dissipated, until its possessor joins the grand army of the impecunious, and becomes one of the subjects for the perorations of the successful man.

"If." said an acquaintance once, who is pretty "well fixed" financially, I had adhered to the belief that an individual who allows himself and family to eat up and wear out a fair income, is placed be yond the pale of sympathy or assist ance, I should have missed the satisfaction of performing an action that has always been a matter of self-congratulation to me, as it enabled me to pay an old debt of gratitude, and demonstrate at the same time that the dissipation of property, in the manner mentioned, does no always prove that the unlucky owner is unworthy of assistance and incapable of

We were of about the same age, and came from the same locality, and home. had a passing acquaintance at home, but F- had powerful friends, and rapidly the commander and his undecorated subwas brought before him for some viola- had attempted to rob me was Col. F-I actually did hate him when, on another fit of the 'jim-jams.' occasion, and for another offense, he set me to carrying a rail, for a couple of hours, before his quarters.

out for active work in the field. We the liquor in his system had about evap marched, with hardly an interval, for orated and he began to act something like twenty-four hours, and then I was drawn for picket duty. We were immediately was penitent and more than grateful, and straight filler, with Sumatra wrapper, made twenty-four hours, and then I was drawn a man again. You may depend that he in the face of the enemy, and I was enjoined to keep the strictest watch, and I did what my friends called an extremely guard carefully against a surprise. But-I couldn't possibly help it, I was tired his legs again, I set him up in a small bus out and worn out, and naturally of a very sommolent nature-in less than an hour I was fast asleep. How long I had got back my investmen? with big interest. been slumbering I don't know, but I was suddenly awakened by somebody's jerk- gardly economy with which F--- coning my musket from my hands, and was dueted his affairs for the first few years horrified to discover that it was the officer after he emerged from the gutter, and it of the day. I was speedily brought before the Colonel, and my offense explained.

"My God. B-- " said my com mander, is that you, and do you know what you've done? If this gets to the if appearances are not deceptive. But General, it's a court-martial, a volley and about four feet of earth. Captain, who knows of this unfortunate affair?"

"Myself, this soldier, the man put in his place, and the corporal of the guard.' ... Kindly go and get the other two parties, Captain, and report here imme-

had been sitting on his bunk with his is down."

face in his hands during all this time,

" 'Captain, it's my duty and your duty, preport this case, but I'll be d-d if 'll do it. Boys, do you want your comrade shot? No, I thought not! Captain, Saginaw Express can I rely upon you, as a personal favor, if nothing else? Well, then, silence, every one, and God forgive us if we've done wrong !

"In fifteen minutes I was back to my ost, and in a little over a year Fand I were mustered out of service with

"On our return, Fthe same town. There was still a wide difference in the social status of the Colonel and myself, inasmuch as he was 1:15 a the possessor of a liberal income, while I engaged in a one-horse business that required years to build up to any importance. F-'s wife was the leader of the local society, and I tell you she was a 'highflyer.' I don't believe the Queen of Sheba took half as much pride in dress and style. Finally F--- began to see that her extravagance would even tually ruin him if not checked, and he commenced to remonstrate, but the more he said the worse she got, until finally he was forced to notify the traders that he would have no more goods charged to him. This produced a family disruption, but not until she had visited other towns and run his credit to its full extent. The matter culminated in a divorce, and the osts, alimony and the settling of the debts reduced the Colonel's finances to a very low ebb. Then he got married again, and shortly afterward his second wife was taken sick, and had to be sent Any person who fails to live within to an expensive medical institution, from which she eventually came home to die. Not satisfied with his matrimonial experience, he tried a third partner, who proved proportionately to his circumstances, as bad as the first, and who finally eloped with his last few dollars

> "F---- had always been strictly honorable and exceptionally temperate, but now he began rapidly to run down hill until he eventually became a chronic beat and beggar, and a saloon bummer.

"In the meantime I had been prosper ing financially, and very often helped F-- to a few dollars, but he finally descended so low in the scale that every cent went for drink, and I eventually had to cut off the supplies for his own

"While on my way home one very dark night, and while walking under the shadow of some large maples, a man stepped suddenly from behind one of the trees, presented a pistol at my head, and demanded my money. I had quite a goodly roll of greenbacks with me and didn't feel much like parting with it; and as I had, that very day, bought a heavy cane to protect myself against an unfriendly dog on my route, I determined on resistance. By a quick upward stroke of my stick, I knocked the weapon out of the robber's hand, then, using all my strength, I gave him a blow on the head Roller Champion, that knocked him flat on the sidewalk, and then I yelled for the night watch. Something like twenty-two years ago, and pretty soon the two fellows employed I was a private in the regiment of Col. on that duty came running up, and I turned the man over to them and went

"The next morning, in going down town, I picked up the pistol which had rose to the top of the regimental ladder, while I continued for a long time at the played-out, worthless affair that sugalways used me with gested no danger whatever. Arriving at courtesy, but in a manner to indicate that my place of business, I found one of the there was nothing in common between parties who had conveyed my assailant to the lock-up awaiting me, and he as ordinate, and when, on one occasion, I tonished me by saying that the party who tion of duty, and he reprimanded me who had first denied all knowledge of the sharply, I almost began to hate him, and alleged crime, and then went off into

"Of course, I didn't appear against him, and furthermore paid a pretty round doctor's bill for him. When he "Well, one midnight, we were routed had entirely recovered from the injury, upon his solemn promise of reformation, foolish thing. To put the poor fellow on iness up north. Well, he began to pick up slowly but surely, and I eventually

"It was almost pitiful to see the nigis certain that he has ever since lived FINEST and LARGEST SMOKE within his income. But there isn't much merit in that now, for he's one of the lumber lords of the West, and will shortly become one of the mining kings, through all his later years of success he has never forgotten me, and it's an exceptional twelve months that I don't re-

reminders of it. "There is nothing sensational or ex citable in my little story," concluded -, "but it is true, and it is, there-"In about half an hour the three put fore, evidence that we may often make a in an appearance, and the Colonel, who serious mistake in kicking a man when he

ceive a half-dozen or more valuable

## TIME TABLES.

Grand Rapids & Indiana.

m, train has sleeping car for Petoskey and aw City.

ty: \$2 to Cincinnati. All Trains daily except Sunday. Muskegon, Grand Rapids & Indiana

#### Michigan Central. Grand Rapids Division

1	DEPART.
1	6:45 a m
j	Detroit Express
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1	
1	
1	Mixed 6:50 a m
1	
1	*D -: 6 - Express 6:00 a m
ì	Local Passenger
١	Local Passenger 3-15 p m
d	Mail
1	
d	Mixed 5:30 p m
1	
	Rapids Express to and from Detroit. Direct connec-
	Rapids Express to and from Detroigh trains East over tions made at Detroit with all through trains East over
	tions made at Detroit with all through trans
	M. C. R. R., (Canada Southern Div.)
	O. W. Ruggles, Gen'l Pass, and Ticket Age., Chicago.
	FRED M. BRIGGS, Gen'l Agent.

#### Lake Shore & Michigan Southern

			H	alamazoo Division.				
			-		Arri	ive.		
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۱	1:10	3:00	7:45	DpGrand Rapids	8.98	4:5		
i	3:25	4:12	9:02	"Allegan	7.10	3:5		
i	Frt	5:03	10:00	ArKalamazoo	1:10	2:2		
		6:35	11:35	"White Pigeon		4		
			pm					
		8:00	12:30	"Elkhart	4:40	1:0		
		a m			p m	1 35		
		7:50	7:10	"Chicago	11:30	8:		
		10:25	5:05	"Toledo	11:25	10:0		
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	LIAB	ISON,	Agt.,	SMITH, Gen'l Trav. and Pass. Ag	zt			
			A. J.	Clevelar	nd O	hio.		

D C I Herran & Milwo	nkee.
Detroit, Grand Haven & Milwa	unco.
GOING WEST.	
Arrives.	Leaves.
	1:10 p m
Morning Express 1:05 p m	5:10 p m
+Through Mail 5:05 p m	10:45 p m
+Grand Rapids Express	
*Night Express 5:25 a m	5:40 a m
†Mixed	7:30 a m
GOING EAST.	
GUING EAST.	6:50 a m
+Detroit Express 6:45 a m	10:30 a m
+Through Mail	
+Evening Express 3:50 p m	3:50 p m
*Limited Express 6:25 p m	6:30 p m
+Daily, Sundays excepted. *Daily.	
Detroit Express has parlor car to Detro	it making
Detroit Express has parlor car to bette	ing in You
direct connections for all points East, arriv	The think
Valle 10.10 a m payt day Limited EXDIESS	. Last, mas
through clooner Grand Rapids to Nat	gara rails.
connecting at Milwaukee Junction with	h through



OUR LEADING BRANDS

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

OUR SPECIALTIES:

Grand Rapids, Michigan.

# SILVER STARS

No Equal in the State.

Wherever Introduced it is a Stayer

TO THE TRADE:

by union labor, and to give complete satis

S. DAVIS.

70 Ganal St., GRAND RAPIDS 10 C STRAIGHT

For the money in the U.S. Put up 50 in a box. Ask your dealer for them. Manufactured only by JOHN E. KENNING & CO., Grand Rapids. Send for prices.

DO YOU WANT A SHOWCASE?



D. COOK, 21 SCRIBNER STREET,

Grand Rapids, - Michigan.

#### The three wise men of Gotham Would not have

been so wise, Had they not sought for knowledge, And used their ears and eyes In getting information

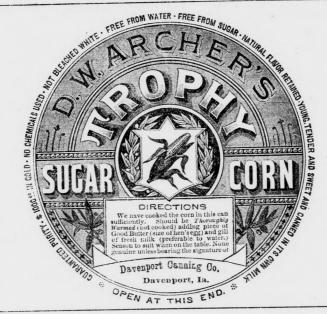
Of every sort and kind, Instead of going through the world Like men both deaf and blind,

And you can be as wise as they, If you but choose to buy
The Soap that's called the Santa Claus—

Its good effects to try. Because 'twill help you through your work

At such a rapid rate, That you'll have time to master all you care to undertake. All Grocers sell SANTA CLAUS SOAP.

Made by N. K. FAIRBANK & CO., CHICAGO.



# CURTISS &

Successors to CURTISS & DUNTON.

WHOLESALE

# Paper Warehouse,

Houseman Building, Cor. Pearl & Ottawa Sts.,

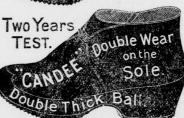
GRAND RAPIDS,

MICHIGAN.



E. G. STUDLEY

RUBBER BOOTS



Manufactured by Gandee Rubber Go.

Send for Large Illustrated Catalogue and Price List. Telephone 464.

No. 4 Monroe Street,

GRAND RAPIDS, MICH.

#### LORILLARD'S STANDARD FIRST GRADE PLUG TOBACCO CLIMAX

Can now be bought at the following exceptionally

LOW FIGURES:

CLUBS, 12 x 2, 16 ox., 6 cuts, CLUBS, 12 x 2, 8 oz., 6 cuts, CLUBS, 12 x 2, 8 oz., 6 cuts, FOURS, 6 x 2, 4 oz. . 12 x 3, 16 oz., 6 cuts, 40, 28 & 12 lbs. 2 x 2, 16 ox., 6 cuts, 42, 30 & 12 " .41 .41 THESE PRICES LOOK TOO GOOD TO LAST.

RINDGE, BERTSCH & CO.

## and SHOES

Boston Rubber Shoe Co., 12, 14 & 16 Pearl Street, Grand Rapids, Mich.

Wholesale A. HIMES. and Retail

Yards, Shawmut Avenue, Winter and Office under Nat'l City Bank. Telephone Call 490-2. CAR LOTS A SPECIALTY.

# JENNINGS'

# Flavoring Extracts.

1888 Sixteen Years on the Market.

BY ALL JOBBERS.

MANUFACTURED ONLY BY

## Jennings & Smith,

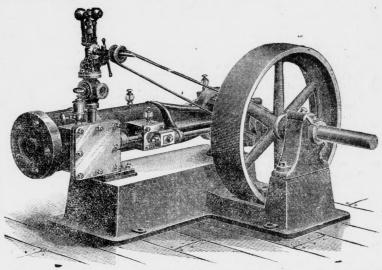
38 and 40 Louis St.,

Grand Rapids, Mich.

WHEN ORDERING Ask For 'JENNINGS' EXTRACTS'

## W. C. DENISON,

Stationary and Portable Engines and Boilers,



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

Estimates Given on Complete Outfits 88,90 and 92 SOUTH DIVISION ST., - GRAND RAPIDS, MICH

HESTER & FOX,

SAW AND CRIST MILL MACHINERY.

TEAM ENGINES & BOILERS.

Planers, Matchers, Moulders and all kinds of Wood-Working Machinery,

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

DO YOU WANT A



If so, send for Catalogue and Price-List to

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

## RISING SUN BUCKWHEAY.

Guaranteed Absolutely Pure.

NEWAYGO ROLLER MILLS.

Newaygo, - Mich.

MICHIGAN CIGAR CO.

BIG RAPIDS

MICH

#### Various Phases of Life Noted by an Old Conductor.

"Yes," said an old conductor to a re porter recently, "we see all manifesta-tions of human happiness and sorrow here in the course of a few months. Sometimes we carry a funeral party in one part of the train and a lot of roistering pleasure seekers on another. We become accustomed to such scenes, and the hurry and worry of our work prevents our sympathizing or rejoicing with them no matter how much we might feel so disposed. And did you ever observe how people there are who manifest any breeding when traveling? People who would be called cultured at home will sometimes act in the most shocking manner aboard a train. How frequently we see men, and even women, with their feet upon the velvet cushions in front of them. Men who would be ashamed to have it known that they use the weed will spit tobacco juice over the foot-rest and floor until they render the place they occupy useless for decent people. These coaches are scrubbed, dusted and polished every trip, but people don't seem to appreciate

"It's a fine place to study human na-"It's a fine place to study human hature. For instance, look at that man curled up in the space usually occupied by four passengers. He thinks that because he takes his boots off he has the right to project his big dirty feet into the aisle as far as he pleases. But no mature of the place o ter. I can squeeze by them when necessary, and perhaps give his legs a whack now and then that will make him think we have been telescoped.

"But all people are not boors. You can distinguish the true lady and gentle"They are never ham prices...."

Shoulders Should man here as elsewhere. They are never impertinent, drunk, nor sprawling dead impertinent, drunk, nor sprawling dead asleep over the seats. They seem to take it for granted that all is being done for their speed and comfort that is possible, and are satisfied. Coarse men, women, and old people make us the most trouble. They seldom know exactly what they want and so are never at ease. The latter the for hymanity's sake class we can tolerate for humanity's sake
but the men! Why, I feel like pitching them from the train sometimes.
They imagine their little slip of pasteboard entitles them to all the room they can occupy and a voice in the train management besides.

We see all sorts of partings, of course, but there is one kind I shall never get but there is one kind I shall never get used to, and that is a square manly young fellow leaving his old father and moth-er or sweetheart. I tell you the 'God bless you.' and 'Be a good boy.' and the tears mean something then, and don't you forget it. When he takes his seat he has plenty to think about, and you can tell by a glance at his face that life for him has begun in dead earnest. May be you have been there yourself? I have," and seizing his lantern he left me to my

#### What Sustains Trusts.

From the Detroit News. An attempt is being made in the New York courts to annul the charter of the Havemeyer & Elder Sugar Refining Co on the ground that it is a member of th on the ground that it is a member of its a member of the Sugar Trust, organized against public in terests, contrary to the laws of the Stat of New York. Proceedings have begun before the Supreme Court by the state of the

Attorney General.

It is very improbable that such pr ceedings will succeed in anything except in demonstrating the impotence of the law. Even should the court annul the company's charter, it does not affect the company's charter, it does not aneet the trust. The Havemeyer company can continue its business without a charter as an ordinary partnership. The trust cannot be destroyed by the courts, for it has no charter nor any organization cognizable by the law. It is simply an agreement between a certain number of refineries that they shall pay no more than a certain price for raw sugar, and sell refined sugar for no less than a certain price. That is all. Certainly any two or more workingmen, any two or more merchants, any two or more farmers, any two or more manufacturers, are privileged to make such an agreement as that. In fact, it is precisely what the workingmen of the country t That they do not succeed as well as the sugar refiners is due simply to th fact that labor is an article not so easil cornered as sugar, and because the Uni ed States government does not use all it naval and military power to assist the la bor trusts as it does to back up the sugar trust and other trusts. A man may bring in all the labor he pleases, and no one in-terferes; but if he is caught bringing in a ton of refined sugar to the country to compete with the sugar trust, he is fined half its value. So with copper, iron, half its value. So with copper, iron, steel and everything else which is "trust-

#### The Grocery Market.

Sugar is without especial change and there is no probability of any marked change for a month to come. Through some combination of circumstances, The TRADESMAN quoted granulated at 7%c. last week, whereas the price should have been 7%c. "Mistakes are liable to happen in the best regulated families," and as The Tradesman does not set itself up as a model of perfection, it is liable to make a false step once in a while. It is a source of congratulation, however, that such lapses as that of last week are not of frequent occurrence. Green Rios are higher, which gives ground for expecting an advance in the package brands before the week is out. Crackers and sweet goods have been advanced 1/2c. by the combination. Cheese has taken a strong upward turn, being actually worth 11/2c. more than a week ago, owing to the discovery that the brisk export demand has kept stocks down, while the dry weather and cold fall has curtailed production very considerably. Pickles are lower. Walnuts, Grenoble Rice is higher. Wheat is lower, but Pecans, Texas, H. P. Cocoanuts, per 100. flour is held at the old quotations.

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

### PRODUCE MARKET.

Apples—Fall fruit commands \$1.50@\$1.75 per bl. Winter fruit is in fair demand at \$1.50@\$2

bbl. Winter fruit is in fair demand at \$1.00%\$2
per bbl.

Beans—The new crop is coming in freely, commanding \$1@\$1,25 per bu, for unpicked and \$1.50
for hand-picked.

Butter—Good quality is scarce and high. Dealers pay 16@20c and hold at 18@20c.
Cabbages—Home grown command \$3 per 100.
Celery—20@20c per doz.
Cider—8@10c per gal.
Cooperage—Pork barrels, \$1.25; produce barrels
25c.

Cranberries—\$7 for Bell and Cherry and \$8 for Cranberries—87 for Bell and Cherry and as for Bell and Bugle.
Dried Apples—Commission men hold sun-dried at 5½c and evaporated at 7c.
Eggs—Strictly fresh are scarce, jobbers willingly paying 16e and selling at 18c.
Grapes—Concords, 2c per lb. Wordens, 3c.
Niagaras, 5c. Delawares, 4@5c.
Honey—Scarce and hard to get, readily commanding 18c per lb.
Onions—Home grown dry stock command 35@40c, per bu.

Onions—Home grown dry stock command 336, 40c, per bu.
Pop Corn—2½c per lb.
Potatoes—In small demand, both at home and abroad, local dealers being unable to find any outlet for the crop. Those thrown on the market are dull and slow sale at 256,35c.
Quinces—\$2 per bu.
Squash—Hubbard, 1c per lb.
Sweet Potatoes—Baltimores, \$2.50 per bbl. Jerseys, \$3.25 per bbl.
Tomatoes—About out of market.
Turnips—25c per bu.

PROVISIONS. The Grand Rapids Packing and Provi-

sion	Co. que	otes as	10	116	,,	1:	•									
		PORK	IN	BA	R	R	EI	S							040	00
Mess															 \$10	U
Short	t cut															
Chant	tout Mor	crom														00
Date	a clear ni	or short	CI	it.											 - 19	Ut
Rost	on clear	short c	п												 1.0	CA
Stane	dard clea	r, short	eu	t, l	be	st									 . 19	00
1	ONOTER	AFT AME	_0	an	37	98	186	od	0	11	P	113	ai	m		
Ham	s, averag	o 20 lbs								٠.					 1	2
**	**	16 108													 	14 /4
66	44	12 to 1	4 1h	S.											 1	2/
120	- 10-10														. 1	0

DRY SALT MEATS. Long Clears, heavy.... medium... light..... LARD-Kettle Rendered

LARD-Compound.

Extra Mess, warranted 200 lbs... Extra Mess, Chicago packing.... SAUSAGE-Fresh and Smoked.

#### OYSTERS and FISH. F. J. Dettenthaler quotes as follows:

r. s. Dette							_																
	0.7		T	Ŀ	к	8	1	7		U.	A	~	0										
Standards																				0			
Anchors																	,		ď	(6)	100	20	
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Fairhaven Cour	nts						٠	٠												(0)	10	80	
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Standards																					1		10
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Clams																					1		2
		F	F	E	8	Н		F	I	91	H												
Black Bass																				0			
Trout															. ,	. ,				0	b.	7	1/
Whitefish																				6	à	7	1/

Black	Bass
Trout	Dass
White	fich (CL 4
**	smoked. @10 2½@4
Perch	21/2@ 4
	FRESH MEATS.
Dock	4 @ 5
Beer,	carcass
**	nind quarters
**	fore " 3 @ 4
Hogs.	0.7
Pork	loins
44	shoulders @ 8
	na @ 5
Frank	fort causage @ 8
	liver and head sausage

ood, liver and head sausage	6 @
CANDIES, FRUITS and	
Putnam & Brooks quote as	follows:

У	Putnam & Brooks quote as follows:	
e	STICK.	
e	Standard, 25 lb. boxes	. 91
5	Twist, 25 "	.10
e	Cut Loaf, 25 "	.11
1-	MIXED.	
11	Royal, 25 lb. pails	.10
	200 lb, bbls	. 9
e	Extra, 25 lb. pails	.11
v	" 200 lb. bbls	.10
y t-	French Cream, 25 lb. pails	.12
-	Cut Loaf, 25 lb, cases	.11
S	Broken, 25 lb. Pails	.11
1-	200 lb. bbls	.10

Cut Loaf, 25 lb. cases	.11
Broken, 25 lb. Pails	.11
200 lb, bbls	16
200 10. 0015	
FANCY—In 5 lb. boxes.	
Lemon Drops	. 13
Sour Drops	. 14
Pennermint Drops	1.
Chocolate Drops	. 13
H. M. Chocolate Drops	. 18
Gum Drops	. 10
Licorice Drops.	1
Licorice Drops	1
A. B. Licorice Drops	. I
Lozenges, plain	1
" printed	1
Imperials	1
Mottoes	1
Cream Bar	1
Molasses Bar	. 1
Caramels	1
Carameis	1
Hand Made Creams	
Plain ('reams	1

	Molasses Bar1
1	Caramels1
	Hand Made Creams
	Plain Creams
	Decorated Creams
	String Rock
	Burnt Almonds
	Wintergreen Berries
	FANCY-In bulk.
	Lozenges, plain, in pails
	" " in bbls
	" printed, in pails
	" in bbls
	Chocolate Drops, in pails
	Gum Drops, in pails
	" " in bbls
	Moss Drops, in pails
	mose probe, in benefit

" in bbls	1
" printed in pails	1
" printed, in pails in bbls	1
Chocolate Drops, in pails	1
Gum Drops, in pails	
" " in bbls	
Moss Drops, in pails	1
" " in bbls	
Sour Drops, in pails	1
Imperials, in pails	1
" in bbls	
In bois	
FRUITS.	
Bananas 1 2	500
Bananas 1 2 Oranges, Jamaica, bbls	a'
Lemons, choice	(a)
" fancy	(0)
Figs, layers, new16	@
" Bags, 50 lb	@
Dates, frails, 50 lb	00
" 1/4 frails, 50 lb	@
" Fard 10-lb box	@
Fard, 10-lb. box	@
" Persian, 50-lb, box	@
I Cloudy of the source	-
NUTS.	
Almonds, Tarragona	@
" Ivaca	@
" California	@

pay promptly and buy in full packages. BAKING POWDER. Apricots, Blackberries

Wholesale Price Current.

.24 Currants.
Lemon Peel
Orange Peel
Prunes, Turkey.
" Imperial
Raisins, Dehesia
" Layers' 

Red Star, <sup>1</sup>4 lb. cans, 12 doz ... <sup>1</sup>6 lb. ... 6 ... ... 1 lb. ... 4 ... split.
sago, German
l'apioca, fl'k or p'rl.
Wheat, cracked.
Vermicelli, import.
domestic. American, 2 doz. in case. No. 2 Hurl ... No. 1 ... No. 2 Carpet ... No. 1 ... Parlor Gem.... Common Whisk Common V Fancy Mill ..... Warehous BUCKWHEAT.
Kings 100 lb, cases

Dairy, solid packed....rolls.... Creamery, solid packed...rolls.... CANDLES. Hotel, 40 lb, boxes,... Hotel, 40 11., Doxes.
Star, 40
Paraffine
Wicking.
CANNED GOODS—Fish.
Clams, 1 1b, Little Neck.
Clam Chowder, 3 1b.
Cove Oysters, 1 lb. stand
...
2 1b.
Lobsters, 1 lb, pienie...
2 1b. ..55@65 LAMP BURNERS.

LAMP CHIMNEYS. lb. Columbia. MINCE MEAT.

ROLLED OATS.

SAUERKRAUT.

Silver Thread, 30 gal.

Kegs, English.....spices—Whole.

Allspice

Allspice

Batavia in mats...

Batavia in bund

Salgon in rolls.

Cloves, Amboyna.

Zanzibar.

Zanzibar.

STARCH.

Kingsford's
Silver Gloss, 1 lb. pkgs.
" 6 lb. boxes.
" bulk.....

shot.. 

6 bbl .

Medium.

Small, bbl ½ bbl.

Mustard ½s.
imported ¼s. 16
spiced, ½s. 10
Trout, 3 lb. brook.
CANNED GOODS-Fruits.
Apples, gallons, stand.
Blackberries, stand.
Cherries, red standard.
pitted 1066
Damsons 1256 orto Rico..... few Orleans, good. Egg Plums, stand. One-half barrels, 3 Barrels ..... Half barrels.

Secon Pie . . Michigan Test.... Water White. Pears..... Pineapples Barrels...... Half barrels.

No. 1 Table
2 Head Carolina.
2 Fancy Carolina.
3 Choice
2 Japan.
SALERATUS.
DeLand's, pure.
Church's, Cap Sheaf.
Dwight's.
Taylor's.
SALT. es, Red Coat. 25 | 25 | SALT. |
Good Enough 1 10 | Ben Har. 1 10 | stand br. 1 05@1 10 | cHEESE. | 61 | CHEESE. CHEESE.

New York Full Cream @11½
Michigan " 10½@11
Michigan " 8 @ 9½

Rubber, 100 lumps, 200 Spruce. CHICORY Bulk.. Red.. coffee-Green

Scotch, in bladders.... Maccaboy, in jars... French Rappee, in Jars. SOAP. Dingman, 100 bars... Don't Anti-Washboard... Jaxon Mexican & Guatemala 17 Queen Anne... German family. Big Bargain...

coffees—Package. Arbuckle's Ariosa Arbuckle's Arbosa.

"Avorica 183/
McLaughlin's XXXX 203/
COFFEES—50 lb. bags.
Arbuckle's Avorica 18
"Quaker City 19
"Best Rio 20
"Prime Maricabo 224/

Valley City.....Feltx.... CLOTHES LINES. 40 ft.....per doz. 1 25 1 25 Sargon Sargon 1 50 Cloves, Amboyna 2 00 Ginger, African Cochin Jamaica 1 15 Mace Batavia Mustard, English 7 60 CONDENSED MILK.

Jute Eagle...... Anglo-Swiss. " Cayenne ....
Absolute Pepper, doz ...
Cinnamon doz ...
Allspice " ...
Cloves " ...
Ginger " ...
Mustard " ... Seymour "Butter....." family. "fancy." biscuit Boston.... City Soda... Soda.... City Oyster, XXX Picnie... Fancy Oyster....

The quotations given below are such as are ordinarily offered cash buyers who

Off...
Confectionery A...
Standard A...
No. 1, White Extra C
No. 2 Extra C...
No. 3 C, golden
No. 4 C, dark...
No. 5 C... SYRUPS. Ginger Snaps.

Clipper Corner Stone.....
Double Pedro.....
Whopper .....
Peach Pie.....
Wedding Cake, blk.

.12 @15 .16 @20 .24 @28 .30 @33

ommon to fair...
ommon to fair...
Superior to fine...
ooloxo.
Common to fair...
Superior to fine...
Superior to fine...
Siperior to fine...
Siperi Best ..... Tea Dust.

Tea Du.t. 8
Tobaccos—Fine Cut.
Tobaccos—Fine Cut.
Sweet Pippin.
Five and Seven
Hiawatha
Sweet Cuba.
Petoskey Chief.
Sweet Russet.
Thistle.
Thistle.
Florida.
Florida.
Red Domino.
Swamp Angel. Swamp Angel Capper....
TOBACCOS—Smoking.
Rob Roy....
Peerless

\$10, ... ... ... ... 3 00 \$10, ... ... ... 4 00 \$20, ... ... ... 5 00 Subject to the following dis-

200 or over. 500 ... | 12% | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1

Curtiss & Co. quote a follows: Straw Light Weight.

Red Express, No. 1. No. 2.

Tube V " No. 2... " No. 3... Pails, No. 1, two-hoop... " No. 1, three-hoop

willow cl'ths, No.

GRAINS and FEEDSTUFFS 3 85 2 40 1 87 Patent Straight, in sacks... barrels.

Screenings ... Middlings ... Mixed Feed. Small lots... Small lots...

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

Deacon skins...... 1/4 off for No. 2. The full list will appear later MISCELLANEOUS,
Tallow 4½@ 5
Grease butter 8 @ 8½
Ginsens

LUCIUS C. WEST, 1 A I I I I I DAttorney at Patent Law and Solicitor
165 E. Main St., Kalamazoo, Mich, U. S. A. Branch of
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Mill, Store and Dwelling for Sale. high, painted white, two run of stone, two bolts, good cleaning apparatus, power corn sheller, and all machinery necessary for doing a good custom business. Ample power, the whole of Flat river. Several acres of ground; store and dwelling combined, also on same premises. No incumbrance on property.

H. B. FALLASS.
Fallass & Swarthout's Law Office, National City Bank Block.

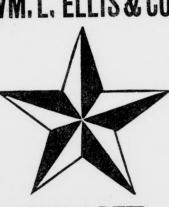
MAGIC COFFEE ROASTER C. F. Marple,



and samples. Jackson Cracker Co.,



THESE GOODS ARE "PAR EXCELLENCE"



BRAND

Broker in CANNED GOODS. Salt and Sea Fish.

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DETTENTHALER,



STERS ---AND---

SALT FISH. Mail Orders Receive Prompt

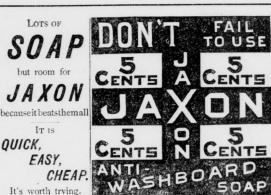
Attention. See Quotations in Another Column.

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Wholesale Grocers,

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SAVES MONEY, TIME. LABOR, STRENGTH. CLOTHES.

Cents IS ALL IT

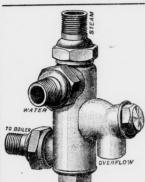
COSTS. That's not much if 's bad, and is mighty

WHO URGES YOU TO KEEP

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. 🗢



- -AS A---CAN'T BOILER FEEDER BEAT!

THE PENBERTHY IMPROVED

Automatic Injector

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

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

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

PENBERTHY INJECTOR CO., Manufacturers, DETROIT, Mich.



Celebrated "BIG F." Brand of Oysters of OCEAN FISH, SHELL CLAMS and OYSTER

The Standard of Excellence KINGSFORD'S



STARCE.

Kingsford's Oswego CORN STARCH for Puddings Custards, Blanc-Mange, etc. THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME!

ALWAYS ASK YOUR GROCER FOR THESE GOODS.

#### Drugs Medicines.

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—James Vernor, Detroit.

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—Geo. McDonald, Kalamazoo.

—Geo. McDonald, Wosso.

—Janob Jesson.

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Grand Rapids Pharmaceutical Society. rand Kapids rias indeceded to observations of observations of the control of the

of Trustees—The President, John E. Peck, Geoeketee, A. F. Hazeltine and F. J. Wurzburg.
Isaac Watts, Wm. E. White and Wm. L. White,
ittee on Trade Matters—Jonn Peck, F. J. Wurzw. H. Tibbs. M. B. Kimm.
Regular Meetings-First Thursday evening in each month. Annual Meeting-First Thursday evening in November.

## Detroit Pharmaceutical Society.

Detroit Pharmacoutical Society.

Organism October, 1883.

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cond Vice-President—F. D. Stevens.
cretary and Treasure.—E. W. Fatterson.
sistant Secretary and Treasurer—G. S. Purvis.
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How to Achieve Success in Pharmacy. pharmacists should cultivate who aspire

Success in commerce depends mainly on two factors—getting good value for money paid, and giving good value for money received. It is only by due ob-servance of the latter factor that custom money paid, and giving good value for money received. It is only by due observance of the latter factor that custom can be commanded, and the seller who can give the best value is of necessity the man who buys to the best advantage; the man who buys to the best advantage; by buying to the best advantage we paralleled in the history of Michigan mean, of course, buying the best articles at the lowest possible price, not buying world, and generally known as shrewdness, the other a product of training, and according to the nature of the business in hand one or other is in the ascendant. In the practice of pharmacy the latter ought naturally to be the most highly developed; but this, be it noticed, does not necessarily imply a lack of the former.

The second factor necessary to commercial success is giving good value for money received. If a draper sells bad material at a price for which good ought.

Grand Banids Democratical successions of the neatest, been in the country, a recognition of the neatest, been the country, a recognition of the neatest, and the country of the neatest, and the neatest of the ne to be bought, the majority of buyers will detect the fraud and transfer their custom. The pharmacist who sells at a penny an ounce Epsom Salts which can be bought at the grocers for fourpence a pound cannot reasonably hope for better treatment than his treatment than his treatment. treatment than his trading neighbors: unless, indeed, he can prove to the satisfaction of his customers that his Epsom per, The Michigan Tradesman, is out salts are worth the extra price an ounce from the fact that they are better. Here, we contend, lies the whole strength of TRADEMAN is one of the best newspaper plants in the State and a most ably content. with the eyes of commerce only. But do ducted journal. St. Louis She representatives of the pharmacist—always supply the most nearly perfect arthis week in a brand new dress, which is ticle? For the credit of our profession we would fain hope so, but our faith is sometimes sadly shaken by reports of well. We predict a great future for our sometimes sadly shaken by reports of law court transactions and evidence given Michigan contemporary. therein. We hold that pharmacists owe it as a duty to themselves and to their profession to supply the most nearly persulphur, or Friar's balsam.

We are not of those who maintain the tests. Pharmacopæias are only official which might better have been called the fingerposts along a track, much of which Automatic Pharmacist, since the machine has been, but much more of which yet remains to be explored. The official pro cess book should be to pharmacists not a hangman's whip, but rather a guide to what can be attained. The interaction of the egotistic and altruistic principles which underlie all conduct may be nowhere better seen than in the conscien tious pharmacist, who for his own credit and that of his profession supplies preparations most calculated to benefit their consumers, and who in turn receives increased patronage and ever deepening

#### Pharmaceutical Education. Dr. R. G. Eccles in Druggists' Bulletin.

A most important question is the unprominence given in colleges and boards of pharmacy to topics and facts which the examined persons will never be called upon to use in practical life. The evil permeates every department of study, from chemistry to toxicology. Would it not be much better for them to know actual shop doses about iodide of potassium, quinine, morphine and Rochelle salts in a thorough manner, rather than a smattering of everything from cigar! these, paraldehyde, resorcin and xylol. The test of true education is not a crammed memory, containing a mass of since and unable to work.

useless lumber that can never be brought into requisition. It is, instead, the intelligent appreciation of principles and laws with a knowledge of the kind of data on which these principles and laws are founded. Young men should be taught to depend on books more and memory less for the doses and particulars of rarely used drugs and medicines. They should learn the way to discover where and how knowledge can be found, rather than make them imagine their heads con-

tain it all. Our graduates are too self-confident where they should act with fear and trembling. Professors should enforce facts about common things by repeated iteration, and principles by successive illustration. Students should be reillustration. Students should be required to know the things in the former and the principles only in the latter. Should rare drugs be mentioned in making clear a principle, the student should only be expected to remember enough to show that he knows what was talked Now that he knows what was tarked about, and the selection should be optimize on Trade Matters—John Peck, F. J. Wurz-tional as to the facts. Lectures should be more discursive than they are, so as the facts of the more discursive than they are, so as to arouse and uphold interest in the listen on Pharmacy—W. L. White, John Muir, the selection should be more discursive than they are, so as to arouse and uphold interest in the listen of the selection should be more discursive than they are, so as to arouse and uphold interest in the listen of the selection should be optimized. teners. To accomplish this, however, the discursiveness must be methodical and aim at enforcing important principles. Many lectures now given are soulless and wearying, because the material presented is indiscreet and disjointed.

presented is indiscreet and disjointed.

It may be that my ideas are not sufficiently lucid. Summed up they call for practical, everyday, store-useful facts, drilled into and demanded of all who would wield the pestle, and the confining of the ornamental and progressive part of their education to a clear appreciation of leading laws, embracing principles and fairly established theories. The first part fits them for real work. The second is as a well of water, springing up in the vales of life. It creates dissatisfaction with present human attainments and spurs them on to original

ments and spurs them on to original thought and work.

thought and work.

The majority of the very best pharmacists in America would be unable to pass many of the present pharmacy and college examinations. The propounders of their questions could not themselves run the query gauntlet of their colleagues, nine times out of ten. Something should be done to stop this; it is an outrage on common sense. They are making mental dyspepties instead of educated men and women. They are robbing them of the fitness nature has endowed them the fitness nature has endowed them with. They are teaching them to loathe study, and by making them imagine they know the doses of all dangerous remedies without asking that the contents of How to Achieve Success in Pharmacy.

Under the title of "The Pharmacist's Duty to Himself," the *Pharmaceutical Journal* points out the qualities which these suggestions into other directions, but your patience would be over-taxed.

#### How the New Type is Viewed by the Profession.

journalism.

Mancelona Herald: The Michigan indiscriminately the cheapest articles. In the successful buyer may be recognized two qualities—one a product of character polished by contact with the which the paper has attained is almost which this paper has attained is almost which this paper has attained is almost the paper has attained in the pap unprecedented and is due wholly to the untiring efforts of the publishers. The generally defined as technical skill.

Tradesman has an enormous patronage, and as every dollar of it is merited, nothby side, are seldom developed equally; ing pleases us better than to note the continued success of this journal.

Grand Rapids Eagle: THE MICHIGAN TRADESMAN appears this week in a brand new dress of type, and presents a handsome appearance. The Tradesman is one of the neatest, best trade papers in the country, a recognized authority in its department, and a power among

Grand Rapids Democrat: The Mich-GAN TRADESMAN looks brighter than

Fremont Indicator: That popular pa pharmacist's position, even if viewed | plants in the State, and a most ably con

St. Louis Shoe and Leather Gazette

A New Invention-The Automatic Doctor laudanum, sweet spirits of nitre, milk of spired by the undignified advertising theobromas sulphur, or Friar's balsam. dodge of an American pill manufacturer, Bi Carb. infallibility of all official processes and gives birth to the following doggerel,

dispenses rather than prescribes: Note the ailment that you've got,

Cardiac or else hepatic.
Put a penny in the slot.
Lo: the action's automatic.
Out there comes for every ill,
Physic, funniest of notions,
Here a powder, there a pill,
But it draws the line at lotions.

Should a maiden chance to feel

That her frame needs restoration,
There's a section labeled "Steel,"
Which requires no explanation.
Here the Iron Doctor stands;
For the few or for the many;
Curing, with his liberal hands,
All diseases—for a penny.

Yonder gentleman a drug Seeks, we'll say, for torpid liver; There the pills are lying snug, This machine's a liberal giver. There's no need for guinea fees, Or for any drug concoctor; Just a penny gives you ease From the Automatic Doctor!

Why He Hadn't Paid. Grocer-See here, you haven't settled your bill yet. Last month you paid promptly on the last day of the month. Customer—Yes, and you gave me a sult will be watched with considerable.

Grocer-Well? Customer-Why, I've been sick ever with other manufacturers in case it suc-

#### Wholesale Price Current.

arnica flowers, turpentine, linseed oil, flax seed, flax seed ground

Advanced—Gum camphor, ar	nica flowers, turpentine, linseed	oil, flax seed, flax seed ground.
inche con		Antipyrin
Aceticum	Oyanide	Argenti Nitras, ounce (6 88 Arsenicum
Carbolicum 45@ 50	Potassa Ritart. com @ 15	Calcium Chlor, 1s, (1/2s
Hydrochlor 3@ 5 Nitrocum 10@ 12		11: ¼s, 12)
	Sulphate po 15@ 18	Capsici Fructus, af @ 18 po @ 16
Sulphuricum	Althon 95@ 30 0	Caryophyllus, (po. 28) 22@ 25 Carmine, No. 40 @3 75
Tartaricum	Anchusa 15@ 20   Arum, po @ 25	Cera Alba, S. & F 50@ 55 Cera Flava 28@ 30
Aqua, 16 deg 3@ 5	Calamus	Coccus       @ 40         Cassia Fructus       @ 15         Centraria       @ 10
	Hydrastis Canaden, (po. 60)	Cetaceum
Black 2 00@2 25	Hellebore, Ala, po 13@ 20 Inula, po 15@ 20	squibbs @1 00 Chloral Hyd Crst 1 50@1 75 Chondrus 10@ 12
Brown         80@1 00           Red         45@ 50           Yellow         2 50@3 00	Iris plox (po. 20@22) 18@ .20	Cinehonidine, P. & W 15@ 20 "German 5@ 12
BACCAE.	Podophyllum no laga 131	Corks, list, dis. per cent
Cubeae (po. 1 60       1 85@2 00         Juniperus       8@ 10         Xanthoxylum       25@ 30	Rhei	Creta, (bbl. 75) @ 2 " prep 5@ 5
BALSAMUM.	Spigelia	" precip 8@ 10 " Rubra @ 8 Crocus 22@ 25
Copaiba       65@ 70         Peru       @1 30         Terabin, Canada       50@ 55		Cudbear
Tolutan 45@ 50	" M @ 20 Scillae, (po. 35) 10@ 12	Dextrine       10@ 12         Ether Sulph       68@ 70         Emery, all numbers       @ 8
Abies, Canadian	Symplocarpus, Fœti- dus, po	" 100 (17. 6)
Cinchona Flava	German. 15@ 20 Zingiber a 10@ 15 Zingiber j 18@ 22	Ergota, (po.) 45     40@ 45       Flake White     12@ 15       Galla     @ 23       Gambier     7@ 8
Myrica Cerifera, po. 20 Prunus Virgini 12 Quillaia, grd 12 Sassafras 12	SEMEN.	Gelatin, Cooper
Sassafras	Anisum, (po. 20) @ 15 Apium (graveleons) 10@ 12 Bird, 1s 4@ 6	hy hoy 662/ less
EXTRACTUM. Glycyrrhiza Glabra 24@ 25	Carui, (po. 18) 12@ 15 Cardamon 1 00@1 25	" White 13@ 25 Glycerina 23@ 26
" po 33@ 35	Corlandrum 100 12	Hydrang Chlor Mite. @ 80
" 18 13@ 14 " 18 13@ 14 " ½8 14@ 15 " ½8 16@ 17	Cydonium 75@1 00 Chenopodium 10@ 12 Dipterix Odorate 175@1 85	
FERRUM.		" Unguentum. 45@ 55 Hydrargyrum @ 65
Citrate and Quinia @3 50 Citrate Soluble @ 80	Lini, grd, $(bbl, 3\frac{1}{2}) \dots 3\frac{1}{2}$ @ 4 Lobelia 35@ 40	Ichthyobolla, Am       1 25@1 50         Indigo       75@1 00         Iodine, Resubl       4 00@4 10
Ferrocyanidum Sol. 650 Solut Chloride 615 Sulphate, com'l. 1½62 2	Rapa 5@ t	Iodoform
" pure @ '	Sinapis, Albu 8@ 5. " Nigra 11@ 1- spiritus.	Lycopodium 556 60 Macis 806 85 Liquor Arsen et Hydrarg Iod 62 Liquor Potass Arsinitis 106 13 Macis 804b 4bb
FLORA.  Arnica	Frumenti, W., D. Co., 2 00@2 5	drarg Iod
Anthemis	" D. F. R	
Barosma 10@ 12 Cassia Acutifol, Tin-	Saacharum N. E	Mannia, S. F. 9061 0 Morphia, S. P. & W. 2 55@2 80 S. N. Y. Q. & C. Co 2 55@2 7 Morphia Cauton 4
nivelly	Saacharum N. E.     1 75@2 00       Spt. Vini Galli     1 75@6 50       Vini Oporto     1 25@2 00       Vini Alba     1 25@2 00	C. Co
Salvia officinalis, ½s and ½s	SPONGES. Florida sheeps' wool	Nux Vomica, (po 20)
GUMMI. Acacia, 1st picked @1 00	Carriage	Co
" 2d " @ 99 " 3d " @ 80	Velvet extra sheeps'	Picis Liq., quarts @1 00
sifted sorts @ 65 " po 75@1 00 Aloe, Barb, (po, 60) 50@ 60	woof carriage	Pil Hydrarg, (po. 80) @ 50 Piper Nigra, (po. 22) @ 18
" Cape, (po. 20) @ 12 " Socotri, (po. 60). @ 50	Grass sheeps' wool car- riage	Piper Nigra, (po. 22)
Catechu, 1s, (½s, 14 ½s, 16)	Yellow Reef, for slate use	Pulvis Ipecac et opii1 10@1 20 Pyrethrum, boxes H
Assafætida, (po. 30) @ 15 Benzoinum 50@ 55	8YRUPS. Accacia	& P. D. Co., doz @1 2: Pyrethrum, by 55@ 60
Euphorbium, po 35@ 10	Zingiber	Quinia, S. P. & W 50% 55 S. German 38% 48
Gafbanum	Ferri Iod       50         Auranti Cortes       50         Rhei Arom       50	Rubia Tinetorum       12@ 1         Saccharum Lactis pv       @ 3         Salacin       3 40@3 5
Mastic	Similax Officinalis 60 " Co 50	Sanguis Draconis 400 50
Mastic @1 00 Myrrh, (po. 45) @40 Opii, (po. 5 00) 3 25@3 30 Shellac 25@3 30 bleached 25@3	Senega 50 Scillae 50 " Co 50	Sapo, W 12@ 1-
Tragacanth 30@ 75	Tolutan	Sinapis
Absinthium 25	TINCTURES.  Aconitum Napellis R 60	opt @ 3 Snuff, Maccaboy, De Voes @ 3
Lobelia 25	" F 50 Aloes 60	Snuff, Scotch, De. Voes @ 3 Soda Boras, (po. 11) 10@ 1
" Vir 25	" and myrrh 60 Arnica 50 Asafœtida 50	Soda et Potass Tart
Rue 30 Tanacetum, V 22 Thymus, V 25	Atrope Belladonna 60 Benzoin 60	Soda, Ash
Calcined, Pat	" Co. 50 Sanguinaria 50 Barosma 50	Spts. Ether Co
Carbonate, Pat 20@ 22 Carbonate, K. & M 20@ 25 Carbonate, Jenning5 35@ 36	Cantharides	" Vini Rect. bbl. 2 27)
OLEUM. Absinthium	Cardamon 75 Co 75 Castor 100	Strychnia Crystal @1 1 Sulphur, Subl 234@ 31
Amygdalae, Dulc 45@ 75	Catechu 50	Roll 2½@ 3 Tamarinds 8@ 1 Terebeuth Venice 28@ 3
S Amydaiac, Amarac (2502) 30 Anisi 18521 15 Auranti Cortex 62 50 Bergamii 2 7562 50 Caryophylli 62 60 Caryophylli 62 60 Cellonoodii 64 75	Columba 50 Conium 50	Theobromae
Caryophylli	Cubeba	oils.
Cinnamonii 85@ 90	" Co	Whale, winter 70 Lard, extra 86
		Lard No 1 50
W Cubebae	Hyoseyamus 50 Iodine 75	Neat's Foot, winter strained
Gaultheria	Ferri Chloridum	Spirits Turp entine 481/2
Geranium, ounce	Myrrh 50	Red Venetian
	Nux Vomica	Putty, commercial 2½ 2½ " strictly pure 2½ 2¾@ Vermilion Prime Amer
E Lavendula 9662 20 Limonis 17562 2 - Mentha Piper 2 2563 77 Mentha Verid 3 0063 2 Montha Verid 8862 10	Deodor 2 00 Auranti Cortex 50	Vermilion Prime American 13@ Vermilion, English 70@
: Myrcia, ounce @ 50	Rhatany 50	Green, Peninsular 700 Lead, red 63407 white 63407
it   Pieis Liquida, (gal. 35) 1003 13	Cassia Acutifol	white 634@7 Whiting, white Span @ Whiting, Gilders @ White, Paris American
i- Rosmarini 75@1 00 Rosae, ounce @6 00 Succini 40@ 4	Serpentaria 50 Stromonium 60 Tolutan 60	White, Paris American Whiting, Paris Eng.
Sabina 90@1 00 Santal 3 50@7 00	Valerian 50	Dianger Propagad Paints 2021
Sassafras	MISCELLANEOUS.	Paints 1 00@1
1- Thyme 40@ 50 1- opt @ 60 Theobroms 15@ 20	4F 300 3	No. 1 Turp Coach

4 May 20 Alumen 4 F 306 32 No. 1 Turp Coach 156 20 Turp Coach 156 18 Annatto 556 60 Eutra Turk Damar 1376 40 Coach 15 Japan Dryer, No. 1 Turp Furn et Potass T 556 60 Turp Turk Damar 1376 40 Turp Lura 156 60 Turp Turk Damar 1576 40 Turk Damar 1 7000 7

E. A. HAMILTON.

taria and golden seal roots are advancing. Telephone, Vard, 909-1, Yard, 909-3.

The Drug Market.

Opium and morphia are very firm at

the late advance. Quinine is dull and

without change. Gum camphor is ad-

vancing daily. Refiners will not con-

tract. The reported loss of a cargo of

about 500,000 pounds of crude tends to

to excite the market. Senega, serpen-

Trying the Proprietary System.

The agreement entered into between the Wholesale Grocers' Association of

New York and vicinity and the manufacturers of Royal Baking Powder went in

to effect Oct. 1. The result of the agree

ment, if it is kept, will be to allow the

ceeds.

#### Arnica flowers have again advanced. Turpentine has been advanced again by the Standard Oil Co., who control it Linseed oil advanced 2c. on the 12th inst. Flax seed, whole and ground, is higher

House and Store Shades Made to Order.

Nelson bros. & Co., HAZELTINE interest, as it is expected to be followed by a long list of similar arrangements

68 Monroe Street.

## CINSENC ROOT.

PECK BROS., Wholesale Druggists GRAND RAPIDS.

LIQUOR & POISON RECORDS



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

The ONLY Paint sold on a GUARANTEE. The UNDI Faint soil on a GUAKANTEE.

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

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

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

GENERAL AGENTS, GRAND RAPIDS, MICH.



Hazeltine & Perkins Drug Co. GRAND RAPIDS, - MICH. And the Wholesale Druggists of Detroit

Acme White Lead & Color Works DETROIT. -



facturers of the Celebrated

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

F. J. WURZBURG. .1 00@1 10 .1 55@1 60 WHOLESALE AGENT,

Grand Rapids, - Mich.

101 Ottawa St., Ledyard Block.

Grand Rapids.

## HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

## --- DRUGS---

25c size......per doz, \$2.00 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.

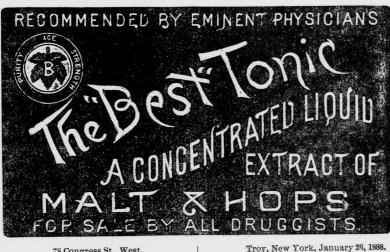
We are Sole Agents in Michigan for W. D. & Co., Henderson County, Hand Made Sour Mash Whisky and Druggists' Favorite Rye Whisky.

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, Detroit, Mich., April 9, 1888.

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 siekness.

ially to those in a seep over sickness.

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

Yoars truly,

WM. GRAY, M. D.

Medical Sup't.

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

Very respectfully,

J. M. JOHNSON, M. D.

Yardley, Pa., March 18, 1888

Ph. Best Brewing Co.

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. rapid and permanent.

ELIAS WILDMAN, M. D.

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

Specialty Depart. Ph. Best Brewing Co,,

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

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

WM. O. JAEGER. ecialty Depart, Ph. Best Brewing Co.,

322 South Fifth Street,

Philadelphia, Feb. 4, 1888. Ph. Best Brewing Co., 28 College Place, N. Y., GENTLEMEN—I have tested the sample of "Concentrated Liquid Extract of Malt and Hops" you sent me, and find in my humble judgment that it is a very pure and safe article. I will not hesitate to recommend it in every case of debility where a Tonic of that kind is indicated.

Respectfully.

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

New Orleans, La., April 6, 1888. ecialty Depart. Ph. Brewing Co.

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

Ph. Best 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
est results with nursing mothers who were
deficient in milk, increasing its fluids and secases of impaired nutritition. The results indicate that it is an agreeable and doubtless,
highly efficacious remedy. 1 am,
Very truly yours,
E. W. FIEMING, M. D.

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
est results with nursing mothers who were
deficient in milk, increasing its fluids and secerting a more nourishing food for the infant,
also increasing the appetite and in every way
satisfactory for such cases.
Very respectfully,
D. Bornio, M. D.

For Sale By

Mich. Grand Rapids,

The Desirability of a Clean Record. Written for THE TRADESMAN.

"Young man, keep your record clean!" were the last words of that famous temperance worker, John B. Gough.

"I earn that I may eat; I get that I my revolver and he drew out his bowle-may wear; I owe no man hate; I envy knife, and then I took the lead from the "I earn that I may eat; I get that I no man his happiness," says Shakes-

Yet the average young man of to-day starts out in life with the (perhaps unexpressed) wish to "get" without earning and thereby blackens his record, only

too often, hopelessly. The most complicated of all our commercial systems is our credit system. It is the alpha and the omega of the commercial world. The young man starting out in life, whether in business for himself or as one of the factors of labor, scarcely realizes the importance of keeping his credit above reproach. All that binds our immense commercial fabric together to-day is simply the confidence that exists between buyer and seller. Let that slender thread be shaken ever so little, and it strains and breaks. The merchant in wholesale trade watches just as closely the private life of his customer as does the little dealer yonder. who refuses John Jones credit because he spends two-thirds of his wages in drink and riotous living. The merchant who Saw Setts and Files trusts to the tender mercy of his clerks and spends his time in trips to the city, or other mild or wild dissipations, is no safe man to give a line of credit to. The dealer who, out of tender-heartedness, takes the word of every one who has a soft story to tell soon discovers by woeful experience that he is a loser, not only of his goods and chattels, but of his eredit, because "he that handles pitch will be defiled." The man who fails in trade through the misfortunes which surround us all - illness, accident and death-has the sympathy of the commercial world, and can start again, but woe to the man who makes a practice, or who follows the example of others and fails either by reason of folly or for the sake of settling for so many cents on the dollar. Every such failure shakes the thread that binds the confidence of the buyer and seller, and it must be said that such failures are not as frequent as they were twenty years ago, from the fact that the credit clerks of our large wholesale houses are watching more carefully every day the record of the business men with whom they deal, and our commercial agencies report in detail the previous career of men who are starting in trade. Many an order is "turned down" in the house because the report says "drinks" or "gambles," or "fast." As a matter of fact, our country is in a prosperous condition. There are various avenues open to young men to make a start in life, but it must be with a clean record, or with no record, and with a firm resolve to "keep the record clean," if they would succeed. To make a pretense of doing a large trade, and thereby trust out a half or two-thirds of your stock, means failure. To buy in large quantities and lose one-half your purchase by reason of decay or age, just for the sake of buying cheaper than your neighbor and so undersell him, means failure. To buy on eredit, just because you can get the goods and fill your store with surplus

Axioms for Merchants to Remember. If your store is not attractive, customers will not enter it.

If your goods are not well assorted.

stock, means failure—the bills come due and must be paid some time. To buy a piano for your little girl whom you dearly love may be very paternal, but it

don't pay the note that is due next week. To contribute largely to public enter-

prise may be good citizenship and a poor

money that should pay honest debts, it is

poor merchanteraft, and, combined or

singly, these things can only add a stain

JESSE LANGE.

to your "record."

you cannot supply their demands.

If you do not have what they want they will go elsewhere.

If they do not see what they want, they

If they do not see what they want, they yery often go away without asking for it. Stores should be made cool and inviting in summer time.

Goods should be well displayed to attract the eyes and remind customers of what they want.

Do not deceive customers.

Do not give short weight.

Do not try to pass off an inferior arti-

cle as "just as good."

Customers are not fools, and if the

dealer makes misstatements, and thereby proves untrustworthy, he may make a temporary gain and lose a permanent Moderate prices and quick sales are

better than high prices and slow sales.

Most people want the worth of their
money, but they do not object to a dealer making a profit.

A reputation for fair dealing and honesty will build up any man's trade, providing he has an attractive store, and a proper assortment of goods.

#### Gresham Tells Eli Perkins a Story.

"One day," said the General, in a re cent interview with Eli Perkins, "I met an old soldier who had been wounded in his face, and when I asked him in what battle he had been injured he said:

'I got it the first day at Shiloh, sir.'
"'But how could you get hit in the face

at Shiloh?' I asked.
'Well, sir,' said he, half apologetically,

This story reminds me of how one of Ellsworth's fire zouaves killed his first confederate. He said that he marched out to the battle of Bull Run and when about half way there he met a Johnny Reb in ambush

start and kept it clear into Washington City, and-

··· What did you do then?' I asked. ··· Well, sir.' he answered, 'I drew out

"'But how did you kill the man?'
"'Run him to death, sir,' was the re

Grocers wanting good cheese should order from I. B. Smith & Sooy, proprietors of the Wayland Cheese Factory Wayland. Satisfaction guaranteed. 267

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Leather Belting Rubber Belting Raw Hide Lace Packings of all kinds Circular & Band Saws

**Emery Wheels** Emery Wheel Dressers Babbitt Metals Shingle Bands Lath Yarn Hide Rope Hay Rope Tube Cord Fodder Twine

Asbestos Goods, Pipe Covering Grease and Oil Cups, Greases of all kinds, Lard, Machinery, Cylinder and Rub-bing Oils, Oil Tanks.

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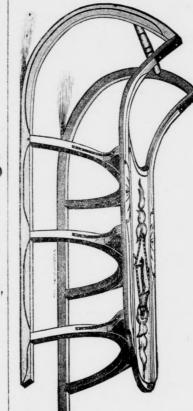
WHOLESALE DEALERS IN

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we would say that they are the most profitable goods possible to handle, and our stock this season is not eqalled in assortment by any other house in the entire West.

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