# The Michigan Tradesman.

VOL. 6.

GRAND RAPIDS, WEDNESDAY, JANUARY 23, 1889.

NO. 279.

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### CREOLE STRAIGHT CUT

Which has recently been introduced into the Which has recently been introduced into discounties that is becoming very popular, it being the only straight cut sold for five cents, thus giving the dealer a cigarette with which he may please all classes of cigarette smokers. The same are nicely put up in packages of ten and packed with actresses' photos. There is also a variety of other inducements, a notice of which is contained in each package.

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### BEANS

but also ALL KINDS OF PRODUCE. We can sell as well as anyone. BARNETT BROS.

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

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BUYROLLED OATS IF YOU WANT BEST! THE

light of dawn steal over the slumbering valley and heard the cock crow from the other side of the mist-breathing brook. The "hours" were delightfully irregular in Yule's establishment, and Mrs. Yule never complained. If a confirmed bachelor were ever to marry (which is absurd) he ought to get just such a wife as

Our conversation turned a good deal upon that class of phenomena known as the supernatural. Yule's stock of ghost stories was unusually copious. There was a spectre—audible but not visible in his own study; a former occupant had committed suicide there, and sometimes in the dead of night Yule affirmed that he had heard a stirring on the carpet as of a dying man writhing in the agonies Yule had a theory about everything, and used to argue in favor of ghosts with much ingenuity, and sometimes toward 3 o'clock in the morning he has nearly succeeded in convincing me that a ghost was the most probable and natural thing in the world—or out of it. But, to confess the truth, I am rather fond of marvels and seldom allow a good one to go to waste for lack of a little

certain house in the neighborhood which was said to be haunted, and we cherished a chronic intention of going thither to inspect the apparition. The road on which the house stood made a sharp bend, and it was only from the apex of this bend that the dingy eastern gable could be seen. The edifice itself was otherwise concealed behind a screen of trees and bushes which had sprouted up since the period at which it became haunted. It stood on a low eminence about eighty yards back from the highway. Broad, low meadows lay on either side the ghostly precincts. There was a carriage-drive winding up from the road to the house door, but it had been so long disused that turf and shrubbery had overgrown it. At one corner of the demesne a black signboard lurching for-ward toward the passer-by informed him in white lettering that the premises were on sale for building purposes. But so old and weatherbeaten was this sign-board it seemed to form a part of the didition to ordinary doorways there were seen, and in addition to ordinary doorways there were seen, and in addition to ordinary doorways there were natural order of things, and was as unnoticeable as a dead tree would have been. It only served to add to the prevailing impression of human abandon ment which the whole place produced. One June day, when the sky was ten

der blue and the sun warm, I said to

"Suppose we go over and investigate nat house behind the trees."
"All right," Yule replied. "A good

innovation, too, to approach it by day-light. I have always questioned the conventional notion that ghosts were visible only in darkness. I maintain that a ghost is as liable to appear to you and me, at this present moment, say, as at any other of day or night; for it is not so much that they appear as that our might occur at any time. Yes, let us be follow in a couple of hours with the lunch-

We set forth, but instead of approaching the house by the road, we took a short cut across the fields, and having clambered over a couple of fences found ourselves in a thick and tangled plantaneous cut of each other's sight and reach.

Days to the steps. The Colonel bent over her, lifted her in his arms and staggered into the house, carrying her. A few minutes later the Indian valet came from behind the house and led the horses to the stable. Then everything was considered to the general black-list of the door receives a description of her, so that when from behind the house and led the horses to the stable. Then everything was chases elsewhere. The proprietor went along.' way through this for some time and coming to nothing, I inquired of my companon whether he had any idea where we

fountain.

hort and pointed.

Following the direction of his finger, I saw, between masses of foliage, a flat wall rising directly across our path. It was of a dull gray hue, but the rains of seeming to derive vigor from its decay. We advanced a little further and stood almost under the eaves of the edifice we had come to investigate. The panes of the lower windows were mostly broken, but had been replaced by boards, now rotten. The upper windows were not boarded up, but the dust was so thick upon them that they were no longer transparent. In the very threshold of the kitchen doorway (we were at the back of the house) was growing an elm which could not have been less than thirty years old. Its lower branches were flattened against the wall, its upper ones lay upon the roof. Circumventing the house we came round to the front.
Here was a similar intrusiveness of un"Confirmation of what?" I asked. Here was a similar intrusiveness of un-kempt vegetation; tall, shaggy shrubs terior. A low terrace descended to the same to have nappened. Let us go back to the ante-room and sit down on that pile of lumber, and there you worth two.

If a word spoken in its time is worth one piece of money, silence in its time is the most valuable of intellectual attainments.

rusty knocker hanging somewhat awry lame and communicated to me the folupon it. Many a year must have 
passed since any human hand had 
lifted that knocker and rapped for admittance against that mouldering but 
rank, and his career in India had been 
brill sturdy door.

tion. Her victory would soon be complete, but meanwhile the potential energy of the conflict was in ugly contrast with the dank and unwholesome stillness

dispelling it, tended rather to enhance.

All the lower windows being barred there was nothing for it but to attempt a burglarious ascent to the upper story Returning to the back, we discovered an iron hook projecting above one of the window frames; by means of this hook it was possible to reach the sill of an upper window, and the rest was easy. In a few minutes we were standing, breathless and dirty, in what appeared to have first time in no one could tell how long.

The interior had been partially dis-

that accompanied it, and which the soft brightness of the June day, so far from

mantled and much defaced; heaps of rub-bish lay here and there; there were holes in the floor and the ceilings looked insecure. The arrangement of the rooms was peculiarly bewildering. They were none of them upon the same level; they were of various sizes and the oddest shapes. So complicated a system of exits sliding panels in the walls admitting to secret passages in the thickness of the brick work. The house was a deliberate system of ambuscades. I could scarcely divest myself of the persuasion that some appaling event was about to occur. As we entered room after room I invol untarily braced my nerves for the shock. In those of the chambers that were not wainscoted strips of wall paper dangled downwards in ugly tatters. Yet the house was not so ancient that the horror of which it had been the scene might not have occurred within living memory, if indeed we had not ourselves been in some way connected with it. What was yonder stain upon the dusty floor? was it eyes are opened to behold them, and that been present when it was made? Why was it that, as we paced curiously hither eon basket. And you'd better put this candle-end in your pocket. Now come moment before to have been tenanted by some lurking presence. There was company in these vacant rooms and empty

"Not far from the house," he answered. This young forest covers what was originally the garden belonging to it. See, here are traces of former gravel walks. Look there—that little flight of steps; and voyder is the house, it is also little flight of ground floor of the building to evalore. piece to which it was fastened was l yonder is the basin of the old We shall be all right in a the cupola was directly over the well of the year the sound of carriage wheels—" steps; and yonder is the basin of the old ground floor of the building to explore. the staircase, which last was broad and minute."

We struggled forward, pushing aside easy, the bannisters being handsomely the branches and catching our feet in the underbrush, and I was on the point of quoting something from Tennyson's lower windows excluding the light. Inuoting something from Tennyson's lower windows excluding the light. In Sleeping Beauty," when Yule stopped to this darkness we stepped cautiously a damp, torpid air preathed upon us, and a damp, torpid air breathed upon us, and slimy. I took out the candle-end I had brought and lighted it. The circle of its illumination was small, and the choice. was of a dull gray hue, but the rains of many seasons had tinged it with streaks of mouldy green. Fragments of the seeing the floor immediately under our seeing the floor immediately under our seeing the floor immediately under our sounded, followed by the fall of some plaster had fallen here and there, dischein the unsightly substratum of feet; nevertheless, it was some safeclosing the unsightly substratum of brick. Thick grass of a peculiarly dark hue grew along the base of the wall, seeming to dark or the state of the wall or th cast along the wans, and the strange as pect it gave to ordinary objects, kept our what devil's pranks were being played in nerves on the alert. The general charthis haunted house? Hark! nerves on the alert. The general character of these rooms was similar to that of the upper ones. In a corner of the dining-hall we found a large heap of dusty papers which, upon examination, proved to be carefully-executed drawings of buildings in India. A draught of air coming through an aperture in the wall sighed through the room and rustled the papers on the floor. On the back of one of the sheets we deciphered a name. written in faded ink, "Colonel Robert Ilgode. Yule seemed impressed by this discov-

lay upon the roof. Circumventing some difficulty the eastern wing of he remarked, "and in connection with

"Well, it is not a long story, and it could nowhere be so fittingly told as here

In 1874 I was in the habit of leaving London ogcasionally to spend a night with a friend of mine who lived in a secluded villa about twelve miles from Hyde Park Corner. He was a literary man and had a charming wife and two children. Our talks were generally protracted to a late hour, and more than once in summer we have risen from our whisky and water and our tobacco, and pushing aside the curtains have seen the light of dawn steal over the slumbering

still sturdy door.

The genius of decaying loneliness brooded over this house; though the sunshine rested upon it, it seemed to be invested with a spectral gloom; there was a strikingly handsome man—tall, erect, with black eyebrows and Napovested with a spectral gloom; there was a strikingly handsome man—tall, erect, with black eyebrows and Napovested with a spectral gloom; there was a strikingly handsome man—tall, erect, with black eyebrows and Napovested with a point of the day, a contain Postricular of the day of the d stealthy hush about it, and a clammy dinginess of aspect peculiarly repulsive. No being with a heart still capable of human sympathies had any right to be there. The walls were slowly rotting forty sight may have been handsomer forty sight may have been handsomer. beneath the influence of a curse; the house was a corpse, affronting heaven still at five-and-thirty, and perhaps more still at five-and-thirty, and perhaps more reckless and impassioned. And some with its unburied squalor. But nature reckless and impassioned. And some was making vigorous efforts to give it Indian women are ravishingly beautiful decent interment. She assaulted it with and fascinating in a degree we can winds and storms, with heat and cold; scarcely conceive of in this climate. Add scarcely conceive of in this climate. Add to this that the Colonel was rumored to have killed an Indian prince for no osdry rot; she strangled it with the writh-tensible reason, and you will know as ing growth of rank and insolent vegeta-much as was ever known about the romuch as was ever known about the romantic secret of his Indian career. "After he and his wife had occupied this house in apparent felicity for a year,

Mrs. Ilgode's mother fell dangerously ill and the daughter went to London to take care of her. The Colonel drove her into town in his carriage and pair, returning the same day. He then took the singular course of dismissing all his servants, with the exception of a valet whom he had brought with him from India. many days after this general house-clearing, however, the report went about that the Colonel and his valet were not the only occupants of the place. countryman passing along the road late one night heard a female voice talking at been a bedchamber. The privacy of the a high and furious pitch and in a strange haunted house had been invaded for the tongue, and saw through the lighted window two figures in violent altercation. Suddenly the light was extinguished, the balcony window was burst open and a struggle seemed to be going on there, though whether the Colonel were trying to throw the woman out or to prevent her from throwing herself out, the spectator could not tell. After a few min-

utes the struggle ended, the window was losed, and all was still.
"After this sort of thing had gone or for about three weeks and had got to be the whispered topic of the neighborhood, the Colonel was seen one afternoon driving rapidly toward London in his carriage and pair. It was midnight before he returned, and then he was seen by only one person. This was a boy who had been setting snares for rabbits in the adjoining grounds and who was hiding behind a clump of bushes opposite the house entrance. He saw the Colonel drive up the avenue, the wheels crunching along the graveled track, and pull up his horses at the door. Mrs. Ilgode sat beside him. The Colonel got donw, mounted the steps of the porch, beat a tattoo with the knocker, and then returned to the carriage and helped his wife faney, or some indistinct recollection that inspired us with the notion that we had been present when it was made? Why to her husband. At that moment the door opened and a strange black-haired might occur at any time. 1es, let us be was it that, as we paced curious, might off at once; Mrs. Yule and the kids shall and thither, a footstep seemed to tread woman, looking, as the boy expressed it, follow in a couple of hours with the lunch-behind us? and that each darksome cormore like a gipsy than a Christian, appeared on the threshold. She held something in her right hand; a flash and a sharp explosion came from it and Mrs. sharp explosion came from a word, fell ligode, without uttering a word, fell back down the steps. The Colonel bent to the general black-list of the dry goods to the general black-list of the dry goods. up a ladder into a sort of cupola that dominated the roof, and in which hung a large, rusty bell. The wooden can be found to the stable. Then everything was quiet again and the boy made his way home more dead than alive with tarrow

the house was empty, and nothing ever

We stared at each other. We had both heard it—that dull, low sound like heard it—that dull, low sould like wheels passing over gravel. Yet for a generation past that drive had been inches thick with turf. We held our breath. Then we heard steps ascend to the front door and three distinct raps echoed through the house and struck a

"Frank, are you there?" exclaimed woman's voice on the porch. "What is all that racket? Open the door."

Yule drew a long breath. "It is not the Colonel's wife," he said. "It's mine!"

He struck a match and we went inte the hall. There lay the great bell which had broken from its fastenings in the cupola, and so tumbled from the top of the house to the bottom.

"I never in my life heard of two such geese!" Mrs. Yule declared when she heard the story "If you had been with us, my dear, I think you would have quaked, too,'

her husband replied. JULIAN HAWTHORNE.

mass, and the millions who live in close contiguity to the metropolis stream in from Hoboken, Jersey City, Williamsourg, and the myriad towns and villages The crush and struggle in the big haberclerks are cruelly overworked, and neces sarily great quantities of goods must lie upon the counter in great confusion. Every element is in favor of the shop-lifter, and she never fails to improve her opportunities. In the private office of the owner of one of the largest shops in New York, the head of the firm told me that he had for the past seven years lost at Christmas time goods to the amount of over \$3,000 by this light-fingered

"But," said he, "I think we have found a means of at least checking this great leak. The shop-lifter who habitually steals is suppressed by this method and those just beginning in their career are frightened by it into reform. All the merchants are adopting it. It was

my idea, but I was glad to give it to the others, and now we circulate between one another a black-list of habitual offenders, so that the professionals are finding this a pretty hard season. Here comes one of them now," he said, as a large, stern-looking man appeared in the doorway, accompanying a well-dressed woman, who looked half sullen, half

"The same thing, I suppose," said the proprietor.
"Yes," said the large man, who proved

to be one of the firm's detectives, and a very acute and active one. "She is an old hand. This is the third time she has been caught in the act. It was handkerchiefs at the bargain counter this time; the time before it was Christmas cards nd the time before that jewelry.

"It isn't true," said the "It's all a mistake and I'll make you

"There are two clerks outside as witnesses," explained the detective, loftily, to the proprietor, totally ignoring the

"I'll pay for the handkerchiefs," said he somewhat more humbly.
"No, madam," answered the proprie-

tor; "we don't care for your custom. It's too expensive. All we wish is that you should sign this paper."

The woman took it reluctantly, read it over, and flew into a fury, declaring she would never put her name to such a doc-

ument. After some persuasion, however, accompanied with a clear statement of the alternative of arrest and imprisonment, she put her name to it and was conducted to the door of the shop by the letective. Then the proprietor let me detective. Then the proprietor ead the paper she had signed. It ran ike this:

ike this:

"I, the undersigned, hereby confess that upon he 22d day of December in 1888 I stole handker-hiefs and other small articles from the dry goods shop of—and was arrested with these tricles in my possession. I make this confession with full knowledge and understanding that it is to be used against me if ever I again set foot in said shop. Mrs. Frances S———9th Street, New York City"

Then he folded it up and slipped it into a pigeon hole of his desk, where were some twenty more papers of the sort. "All similar confessions," he told me, and that as soon as a woman signs on to say that the fact of these confessions being in his hands had terrified the shoplifters to such an extent that he found his losses this holiday season diminished by one half as compared with previous years. His floor-walkers had been shown the women who had been detected and they warned them out of the shop whenever they entered it, and he found the plan to work better than to prosecute the offenders—in the first place, because not a few of the signatures on the documents in his possession were names that he did not wish to drag into the law courts, but that old offenders, as soon as they got out of jail, came back, and he had it all to do over again, whereas while he had their signed confessions they kept out of the way.

Food for Thought.

Everything good in man leans on what Not all a man's millions can buy a mo-

nent's delay. If thou tellest thy secret to three perons ten know it.

The boneless tongue, so small and weak, can crush and kill. The tongue destroys a greater horde than does the sword

The camel desired horns and his ears vere taken from him. The way to get out of a very small place is to be very efficient in it.

It is probably the attention paid it that makes the weather-vane. Two pieces of coin in one bag make nore noise than a hundred.

The doctor who prescribes gratuitously rives a worthless prescription.

If a man has brass he can get along with a very moderate supply of tin.

Man sees the mote in his neighbor's

ye, but knows not the beam in his

### The Michigan Tradesman rgan of Michigan Business Men's Associatio

A WEEKLY JOURNAL DEVOTED TO THE

### Retail Trade of the Wolverine State.

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, JANUARY 23, 1889.

### MUST ACT IN FIVE WEEKS.

The business men of Michigan nov have until March 1 to decide whether they want to put into operation the insurance plan devised by the Insurance Committee of the Michigan Business Men's Association and approved by the Executive Board of that organization. If they want it, they must put their hands down in their pockets for \$100,000, as a guarantee that they will patronize the company and as a guarantee that fact, it was inherently unlawful, as tendthese who do patronize it will get the in demnity they pay for, in the event of a loss. Wealthy men stand ready to advance the necessary amount, confident that the investment would be a good one. but The Tradesman prefers to see the men who will furnish the business for the company hold the stock.

### THE SENATE TARIFF BILL.

The Senate is making such progres with the revenue bill as indicates that it can be passed and sent to the House within the time agreed upon. It is true that the sugar, wool and lumber schedules, which still await discussion, are among the most important in the bill and the most likely to be attacked by the minority. The fish schedule has been much improved by placing fresh fish of all kinds under a duty of half a cent a pound. At present it comes in free of duty even when preserved by ice, which was not the intention of the authors of the present duty. The committee which drafted the Senate bill proposed a duty of half a cent on fresh fish preserved in ice, whereupon Mr. Plumb objected that this was a discrimination in favor of the seaboard States, as they still would ge fresh fish free of duty. The represent atives of the seaboard States were very glad of the suggestion. They agreed to put freshly caught fish under the same duty as refrigerated fish, when it is the take of Canadians or other foreigners. So all Canadian fish will be under a duty sufficient to countervail the bounties paid Canadian fishermen out of the Halifax

As to lumber, a few of the Western Senators are disposed to put it on the free list, to please the farmers. One Minnesota and one Kansas Senator are believed to favor this. It ought to be easy for the managers of the bill to show that the repeal of the duty would effect no cheapening of lumber to American consumers. It merely would enable the Canadian government to charge the higher rent for its timber lands, and thus divert the duty out of our treasury into nishes that the whole question of trusts that of the Dominion.

The opposition of these Senators to the lumber duties probably will be the weaker, as they have been propitiated in the matter of sugar. Mr. Allison and the cane.

the proposal by instancing France as a who might happen to regard the objects country where the people consume sugar of a meeting as treasonable. threat of discrimination against such their membership by myriads and drew business.

sign the agreement. No doubt it was the highest these "bounties" which led our contemporary into its mistake.

### A SWEEPING DECISION.

The decision of Judge Barrett, of the reference was made by The Tradesman trust-is one of the most important judicial acts of our time. The points raised by the defense were that the acts of the stockholders of the company were not the acts of the corporation itself. that there was no law against the consolresponsible for it, and that certain acts of the state did authorize consolidation of corporations. The Judge overruled all of these pleas. He refused to make any such distinction between an agreement of stockholders and one of the corporations themselves. He showed that the law forbade consolidation except for certain specified purposes and within specified limits. And he declared the present consolidation was not one of ing toward a monopoly such as it is the public interest to prevent. He said:

It is not a case where a few individuals in a limited locality have united for mutual protection against ruinous com-It is the case of great capitalpetition ists uniting their enormous wealth in mighty corporations and utilizing the franchises granted to them by the people to oppress the people. First, they utilize the corporate franchises to guard themselves against the dangers incident to personal association; and second, they centralize these franchises in a single gigantic and irresponsible power furnished with every delegated facility for regulating and controlling at will, not only in the State, but throughout the entire country, the production and the price of a particular and necessary article of commerce. When I say an irresponsible power. I mean no reflection apon the gentlemen personally in whom the power is vested. I mean a body of individuals who, in their trust capacity, are entirely outside of the corporate are subject to no legislative power. Combinations that were pigmies in comparison with the present have been repeatedly denounced by the courts and ced to be unlawful, as tending

to breed monopolies. In conclusion, he pronounced for dissolution of the company and forfeiture of its charter. Of course, the several partners could go on as a partnership in the business of refining sngar, but only on the basis of unlimited responsibility for the debts and obligations of the company. They would be exactly in the position of the stockholders of the Glasgow Bank, if the company should fail.

Nobody can tell what will be the final

outcome of any suit prosecuted before the complicated court system of New York, until several courts have been heard from. This case has been appealed from the "Supreme" to the Court of Appeals of the State, and in the meantime the defendants go on with their business on the present footing until they are assured that appeals are of no use. But the adverse opinion of so able a jurist as Judge Barrett, and the weight of authorities and precedents with which he sustained it, have caused no small consternation to the members of this and other trusts. This is a gratifying result, as is the evidence which the decision furcan be disposed of in a legal way.

### ONE LAW FOR ALL.

Judge Tuley of Chicago has decided very properly that the Anarchists have his committee have agreed to supplement the same rights of free speech as other the reduction of the sugar duties by a people, so long as they do not abuse i bounty on home-grown sugar of all kinds. by the direct incitement of crime. Since Mr. Plumb is very confident of the fu- the Haymarket tragedy there has been a ture of Kansas as a sugar-producing very strong feeling among the orderly State, and every patriot would be de- classes against the party, and the police, lighted to see his expectations realized. who were the especial sufferers, took A bounty will not be easily administered, steps to prevent their obtaining the use but if the experiments with sorghum at of any hall in the city. Judge Tuley finds Fort Scott are any indication of indus- that the present constitution of the Astrial possibilities, it may not be needed sociation contains nothing which points permanently. The West may soon sup- to the use of violence for the overthrow ply our whole sugar demands at a lower of the social order; and he declares that price than we ever have had sugar from under the Bill of Rights in the State constitution they have the same right to One of The Tradesman's exchanges- meet for the peaceable diffusion of their which is evidently not familiar with the principles as any other body of citizens. history of the beet sugar industry of He declines to place this natural right of Europe—thinks to give edge to a sneer at free speech at the mercy of policemen

produced under a bounty. The beet sugar | This is not only the justest but the consumed in France, Germany and Aus- most prudent disposal of the matter. tria-Hungary gets now not a penny of Nothing would be gained by driving the bounty from the government. Under the Anarchists to secrecy. If they still stimulus of the bounty system begun by think murder a justifiable instrument of Napoleon, but abolished long ago as reform, they would not abandon it beneedless, the production of beet sugar cause they found there was one law for on the continent of Europe has become a them and another for other men. They vigorous and independent industry. It merely would make their preparations has driven cane sugar out of the field, under the cloak of greater concealment, and, instead of getting anything from and the kind of evidence on which Spies the government, it contributes its full and his associates were hung would not share to the taxes. To stimulate its ex- be forthcoming. It was their speeches Thomas Rollinson in the furniture bus clerk. port, France and several other nations paid at public meetings which proved their iness. an export bounty which was merely a re- responsibility for the Haymarket murmission of taxation. It was this policy ders. And as for making converts, ex- ness business to Mr. Terrill, late of now running steadily again under the armory, where the dance will be held. which nearly ruined the sugar-refining perience has shown that secret and pro- Muir. business of Great Britain, drove cane hibited societies grow more rapidly than | Escanaba—The mortgage on the John | Ionia — Williams, Crookshank & Co. paper of the marriage of Perley W. Hall sugar out of that market, and led the any other. Their position as outlaws G. Walters grocery stock has been fore- are succeeded in the planing mill busi- to Mrs. Almira Lamereaux was without present British ministry to secure an makes membership in them attractive to closed. agreement that no more such bounties a great number of ill-regulated minds. should be paid. It effected this by a The Camorra and the Carbonari counted Anthony Leach in the grocery and saloon Williams and Crookshank and Harry T perpetrated by a couple of Benton Har-

sugar-producing countries as would not upon all ranks in the social scale below

### HOW TO CURTAIL CREDIT.

special committee to devise some plan to to Tacoma. curtail the credit business of that town in credit transactions. The committee is late of Charlotte. last week in a reference to the sugar a unit in the belief that settlements ought to be made as often as once a month, but is confronted by the deplor- Genesee street. able fact that most of the people insist on taking a year or more to adjust their accounts. How to bring about the reform without inducing unnecessary fricidation even if the corporation were held tion is the problem now seeking solution his grocery and provision business to at the hands of the committee.

It occurs to THE TRADESMAN that some of its readers may have met with a similar experience and thus be able to throw some light on the subject. Those who can offer suggestions in the premall of the afflicted may be benefited

Morley evidently has a man who re sembles Chauncey Depew in his liking trade. those the law had contemplated. In for a banquet, if the following extract from the proceedings of the last meeting of the local B. M. A. is any criterion: John Pierdon offered the following resolution: WHEREAS, A year has rolled around since our ast banquet: therefore, Resolved, That we again banquet.

The directness manifested in the wordng of his resolution shows that either Mr. Pierdon is very hungry or else he farm in payment. has a brotherly feeling for the other members of the Association. If the

as the first one was, the members will Fuller. have good grounds for congratulating themselves.

### AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Alex. Dodds is succeeded in the machinery business by the Dodds Machine Co.

Olney, Shields & Co. have begun suit against B. F. Reed & Sons, of Montague, for \$296.77.

Tournell & Co. succeed Peterson Bros. in the grocery business at the corner of Fifth and Stocking streets.

Geo. W. Reed has re-engaged in the & Perry furnished the stock.

Morris H. Treusch & Bro, have rented March 1. The firm will discontinue the have disabled the assaulting forces. retail business, devoting themselves ter forth on the road.

Rapids School Furniture Co., the old directors were re-elected for the ensuing year and the directors, in turn, re-elected the same officers which have served the company since its inception. The past year has been a very successful one with the corporation and the coming year promises to be even more so.

George G. Steketee & Co. will open a

### AROUND THE STATE.

pened a jewelry store. Hudson-E. J. Williams, the harness

maker and dealer, is dead. his general store until April 1.

Berlamont-E. H. Luce succeeds Burkolder & Luce in general trade. Northport-Ludwig Selig succeeds Se-

ig & Barth in the meat business. Morenci-John Hanna succeeds Downer

& Hanna in the harness business. is general stock to E. K. Simonds.

East Saginaw-Samuel J. Scott has old his grocery stock to H. J. Weil.

nardware stock to H. S. Holmes & Co. old his grocery stock to James Doud. Warren-Cartwright & Danes succeed Oliver Barton in the grocery business.

Jackson — Geo. S. Dewey succeeds LcLain & Dewey in the drug business. Alma-H. L. Lockwood succeeds Lock wood & Moore in the grocery business. Bronson-P. A. Buck has sold his building and groceries to Frank Norton. Detroit-N. P. Raths & Bro. succeed N. P. Raths & Co. in the grocery business.

Petoskev-W. S. Canfield's oyster and

The Morley B. M. A. has appointed a his boot and shoe stock and will remove

Supreme Court of New York—to which by shortening the time usually allowed his confectionery stock to T. A. Brown, President and Superintendent, and G. R.

Saginaw City-L. Chappell has opened a confectionery and grocery store at 410

East Jordan-F. J. Cutter's confectionery and restaurant has been closed on chattel mortgrge.

Pontiac-Joseph Nusbaumer has sold Jno. Kallenbach. Manistee-Fred. W. Cron has sold his half-interest in the upholstering business

of Cron Bros. to A Baumann Wexford-J. A. Purvis has sold his hardware stock to Geo. Cook and will ises are invited to do so, to the end that engage in the same business at Manistee. Grand Ledge — Geo. H. Sheets has days last week. bought the clothing stock of G. B. Griswold. The latter continues in general

> Nunica-J. J. Wiseman has sold his grocery stock to Jubb & Needham, who will continue the business. Mr. Wise man intends removing to Oregon.

Davisburg-James McKibbin, who ha past ten years, has traded his store and friends here. stock of goods to Mr. Newman, taking a

Hastings-E. Y. Hogle has sold his grocery stock to Spary E. Phillips and second annual banquet of the Morley B. Will Fuller, who will continue the bus-M. A. proves to be as successful an event iness under the style of Phillips &

### STRAY FACTS.

Dimondale-H. M. Towsley is buying grain again.

Muir-Z. Chase has bought W. Burden's harness stock for 8600.

Dimondale-D. R. French has bought I. D. North's agricultural implement stock.

Detroit-Wayton & Rogers are suc eeded in the plumbing business by the Western Plumbing & Heating Co.

Red Jacket-All the business men in Red Jacket except one firm agreed to close their stores at 8 p. m. Yelowstein & Sons held out, but the other night the salesmen of all the other stores armed grocery business at Stanwood. Hawkins themselves with "twofers," Houghton "stinkers" and "Early York Fillers." and, taking possession of the Yelowstein the store at 46 Ottawa street, formerly store, literally smoked the customers out. occupied by the Telfer Spice Co., and They affirm that they will keep it up unwill take possession of the same about til the firm surrenders or the bad cigars

Chebovgan-D. H. Molonev created entirely to the jobbing trade. Morris stampede to his grocery store last week will buckle on the armor again and saun- by lighting a big candle and soliciting guesses as to how long it would burn. There were 9.878 guesses recorded, and twenty-five prizes were given. J. H. Clune, formerly of Traverse City, won the first prize, guessing to a second the exact time, which was 105 hours, 22 minutes, 30 seconds. The prize was a handsome gold watch. Another party guessed within one second and took second prize. The guesses ranged all the way from nine hours to 1,000.

St. Johns-The Republican is responsibranch drug store on the corner of Turner | ble for the following: A good story is and West Leonard streets, under the being told of one of St. Johns' young management of Albert G. Steketee and business men, and a prominent member goods on the market as there is this Dennis Baker. John G. Steketee and of society. Not long since a fair, rosy spring. He secured the agency of two George G. Steketee, Jr., enter the firm cheeked, bright-eyed young lady, and more factories, the Northwood Glass Co. and will be found at the main store, 84 one of the belles of the city, entered one and the U.S. Stoneware Co., which Monroe street. The Hazeltine & Perkins of the stores under his charge and asked makes this agency now consist of eight Drug Co. furnishes the stock for the new to look at a corset. The clerks were all factories and three importers. busy at the time, and the gentleman in question, although not able to distin-Benton Harbor-E. H. Goldman has guish a corset from a hoopskirt, tackled the job with a manly spirit. The size Detroit trade this week. wanted was ascertained, and without looking at the style or make, a box was of weeks in the Saginaw Valley. Manistee-Louis Sands has closed up thrown on the counter and opened. The garment was no sooner exposed to view trade this week for the Newaygo Roller than the fair damsel began to alternately Mills. turn the colors of a stained glass window. while the would-be salesman looked ill with malarial fever, his wife having redder than the waistbands of his under- barely recovered from an illness of the clothing. The young lady finally ven- same nature. tured to remark that she was afraid it Northville-J. R. Carson has assigned wouldn't fit, and guessed she'd look else- Detroit, arranging his sample trunks-in where. She left the store, while a case he decides to allow Stanton, Samppained expression of mingled consterna- son & Co. to remain with him another tion and fear reigned supreme on the year. Chelsea-Jabez Bacon has sold his face of our hero, who sadly gathered up Geo. F. Owen requests THE TRADES the cause of his trouble and silently MAN to state that any traveling men who Mackinac Island-Geo. T. Arnold has placed it back in the box, over the face wish their friends invited to the fifth anof which was the innocent looking word nual social party should send in their "Nursing." He thereupon called a no- names to him without unnecessary de tary public and registered a solemn vow delay. that, hereafter, the corset department | Chas. B. Elliott, formerly traveling will be left in charge of those familiar representative for the Haney Manufacwith the goods.

### MANUFACTURING MATTERS.

engaged in the manufacture of pumps. Rapids School Furniture Co. Ionia-The Cochrane & Miller Furni-

Sunfield-J. H. Rose has sold his har- which has been idle for a year past, is served in Elk's hall, directly below the supervision of McWatters & Rogers.

West Bay City-F. W. Wheeler & Co. have printed and circulated 300 anfish stock has been foreclosed on chattel is a new corporation of ship-builders nouncements of the ceremony. Perley just organized with a capital stock of says he enjoys a joke as much as anyone. Manistee-E. P. Snyder is closing out \$500,000. The incorporators are Con- but he'd rather be allowed to send out gressman Wheeler, William Forbes and the invitations to his own wedding, when-George F. Williams. Mr. Wheeler has ever the time arrives for that event to be Eaton Rapids—Geo. Seaman has sold been elected President; Williams, Vice- celebrated. Goodfellow, Secretary and Treasurer.

### Purely Personal.

A. G. Clark, the White Cloud druggist. was in town Saturday.

Henry S. Church, the veteran Sturgis grocer, was in town last Wednesday.

Frank Inglis, the Detroit druggist, was in town a couple of days last week J. E. Thurkow, President of the Mor

lev B. M. A., was in town last Friday. Chas. C. Kritzer, proprietor of the Newaygo Roller Mills, was in town Mon-

"Nate" Stoddard, the Reed City hardware merchent, was in town a couple of

Henry J. Hopkins, the Marquette hardware dealer, was in town last week, in attendance on the Masonic meeting. Geo. E. Parker and Edward O. Elv hav

come on from Boston to attend the annual meeting of the Peninsular Novelty Co. Herbert Montague, manager of the grocery department of the Hannah & been in the grocery business here for the Lay Mercantile Co., spent Sunday with

> Frank Hamilton, of Traverse City, was in town last week on his way to the Association meetings at Lansing and Owosso.

C. B. Atwood, manager of the shoe de partment of the Hannah & Lay Mercantile Co., is looking up new goods in the Eastern markets.

O. B. Pickett, who has a happy smile for every traveling man who visits M. V. Gundrum & Co., at Leroy, was in town one day last week.

Wm. R. Keeler will put a confectionery wagon on the road next week, presided over by Frank Englewood, for the past nine years with C. C. Comstock.

Mr. Varnes, of the hardware firm of

Wise & Varnes, at Middlebury, Ind., was in town one day last week with his bride whom he married at Mancelona the day before. A. Crandall, the South Frankfort gro

cer, C. H. Saunders, the Monroe dry goods dealer, and John Wiseman, the Marshall grocer, were in town last week on Masonic business.

M. V. Gundrum, who was in trade for many years at Leroy, and still maintains his interest in a general store there, is now conducting a large general store at Evansville, Ind., where he lived for several years previous to his coming to this State.

Capt. C. G. Perkins arrived Friday from Henderson, Ky., to attend the annual meetings of the Hazeltine & Perkins Drug Co. and the Peninsular Novelty Co., in both of which corporations he is a heavy stockholder. He was called to Cincinnati Saturday by the death of his mother, but will return to-day, both meetings having been adjourned one day in order to have him present.

W. E. Cummings, of the firm of Cum mings & Yale, has retured from a visit to the factories which they represent and says he never saw as beautiful a line of

### Gripsack Brigade.

Walter E. Cummings is visiting the

Scott S. Swigart is putting in a couple

W. W. Tenney is working the city

Both of Jas. N. Bradford's children are Geo. F. Owen is spending the week in

turing Co. in the State of Kansas, is in town for a few days as a witness in the suit brought by Haney against Messrs.

Perkins, Hess and Peregrine, of the Grand Rapids School Furniture Co.

Arrangements have been made with Manufacturers

Me Bare Extensive We have three Western factories, in each of which we make Special Lines of goods on the theory of merit, without Eastern shoddy. In one we make Ladies', Misses' and Children's Shoes; in another, Men and Boys' Fine Sewed Shoes and, in the third, Men's, Boys' and Youths' heavier grades of Boots and Shoes. It will prove to your advantage to give our goods a trial. Manton-The Pepple Pump Co. has Perkins, Hess and Peregrine, of the Grand

Marshall - Snyder & Pryor succeed ture Co. has filed articles with the county the Women's Exchange to furnish a supper the night of the annual dance for 75 Davisburg-The Davisburg grist mill, cents per plate. The supper will be

The announcement in last week's ness by the Williams Manufacturing Co. authorization on the part of Mr. Hall, Mt. Clemens-Ackert & Essig succeed The latter is composed of Messrs. being the outcome of a practical joke bor gentlemen, who went so far as to

### Bank Notes.

M. B. Divine has disposed of his banking business to the Belding Savings Bank. Frank L. Fuller, proprietor of the Northern Kent Bank, at Cedar Springs, was in town one day last week.

The banks belonging to the local clearing house have agreed to charge all customers for exchange on and after Feb. ruary 1.

Fred H. Clark has severed his connec tion as book-keeper with the Second National Bank of Owosso. He is not yet fully decided as to his future movements.

The Second National Bank of Ionia has gone into voluntary liquidation. The business will be continued by Geo. W. Webber and A. J. Webber under the style of Webber Bros.

Corunna Independent: J. D. Leland having resigned his position as Cashier of the First National Bank, refused to accept the position of Assistant Cashier, to which he was elected, and thereby severs his entire connection with the bank. Mr. Leland has been actively connected with the bank for the past nineteen years.

### Sherwood Starts a B. M. A.

SHERWOOD, Jan. 16, 1889. . A. Stowe, Grand Rapids: DEAR SIR—After a hard pull, I have succe a getting united the business men and we in getting united the business men and we want the charter, constitution and full instructions for joining the State B. M. A. Please send by return mail, as we have another meeting on Tuesday, Jan. 22, to perfect the organization. Yours truly, W. R. MANDIGO.

1000 Cigars Free! e at \$33.90 per thousand. Now we want a NAME cigar, and want it badly. Hence we make the ffer of 1000 of these cigars (the first thousand o uny wholesale or retail dealer who will send iglual name that will be acceptable, subject to

nark patent. 2nd. The name must to us upon a letter head, bill 2nd or eard of the firm or member of the firm sending r card of the firm or member of the firm sending e firm must be a bona fide retail or wholesal in cigars. Names from all others will be re

jected. 3rd. This name must not reach us later than March 15th, 1889, as the award will be made on March 31st, or th, 1889, as the award will be made on March 31st, or soon thereafter as possible.

4th. The award or salection of the name will be left a committee of three (3) consisting of the editors of the following papers published in this city: The Flint vening Journal, The Wolverine Citizen, The Flint tobe. We shall accept the name selected this committee, and if upon investigation, we find has never been used as a cigar brand, we will forard to the winner one thousand cigars by express, arges prepaid.

Mfrs. High Grade Cigars. Flint, Mich J. S. WALKER,

MANUFACTURER OF PICKLES AND CATSUPS

And Jobber of VINEGAR, PRESERVES and JELLIES.

I quote the trade the following rock bott prices on Pickles; Mediums, in bbls... Sweet Gherkin, in bbls... Mixed, in bbls...

These goods are sold on 30 days time and war-ranted to be pure, home-made pickles. Satisfac-tion guaranteed or no sale.

### J. S. WALKER.

P. O. Box 471.

Grand Rapids, Mich

### " A Great Success." From the East Jordan Enterprise

D. C. Loveday is now using the credit coupon system advocated by The Michi-GAN TRADESMAN. He pronounces it a great success, and we would advise all our merchants to look it up.

### FOR SALE, WANTED, ETC.

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

### FOR SALE.

FOR SALE-STOCK OF CLOTHING AND GENTS' furnishing goods, located in a good town of 1,300 people in southern Michigan. But one other place in town handles clothing for particulars address "C&T," care Michigan Tradesman. CHEATEST INVENTION OUT ENGAGE YOUR
CHETICST INVENTION OUT ENGAGE YOUR
CHETICOTY and realize a few thousand dollars
quickly and easily. Sample sixty cents. Remember
the above! E. A. Foster, inventor, Fort Clinton, O. 358
TO EXCHANGE—GOOD IMPROVED FARMS IN THE
Leautiful and productive Republican Valley
county in Nebraska for merchandise of any kind. E.
W. Giles, Real Estate and Loans, Oxford Neb. 259 FOR SALE-STOCK OF DRUGS AND FIXTURES FINE enough for any city. Invoice \$1.860 to \$2,000. will trade for Grand Rapids city or farm property. Address, "Druggist," case Tradesman. FOR SALE - DESIRABLE BAKERY AND CONFEC tionery establishment, including oven and all sary fixtures. Seven years in trade. Good run stom. Correspondence solicited. Address No. are Michigan Tradesman. 350

350. care Michigan Tradesman.

1 OR SALE—HOTEL IN GOOD RESORT TOWN, WITH Infected beds. House furnished complete. Price \$3,500. \$2,000 down, balance on time to suit. Poor health, reason or selling. Barn, 3x506. Sample room and livery office. 16x24, good livery. Mail and stage line in barn. House paying \$100 per month now. For particular, address "Hotel," care Tradesman.

FOR SALE-OUR RETAIL STOCK OF GROCERIES at 110 Monroe street, Grand Rapids. Goods are all new. The stand is in the best location in town and can be leased. Benus Bros. n be leased. Bemis Bros. 307

"OBS SALE—A CLEAN, WELL-ASSORTED STOCK OF
general hardware, stoves and tinware. Tin shop
connection. Will inventory about \$8,000. Located
ntrally and one of the best points for retail business
the city. Good reasons for selling. Address Hardure, care Michigan Tradesman. 300

"OR SALE—GOOD RESIDENCE LOT ON ONE OF
the most pleasant streets "on the hill." Will ex-

nge for stock in any good institution. Address 286

WANTED-A position as bookkeeper. Four years experience- Best of references given. Address WANTED-TO EXCHANGE 100 ACRES OF TIM
bered 1-nd in Southern Illinois for horses

W ASTED—10 EACHANGE 100 ACRES OF TIMhardwood timber lands in Michigan or stock merchandise. Address G. 228 Michigan screet, Chicago. 43

WANTED—TO EXCHANGE OR SELL & GOOD BUSlands property and stock of drugs. Real estate
consists of two frame stores well located for business on corner. One store, 24 x 80, with nice living rooms
on corner. One store, 24 x 80, with nice living rooms
perfect. No incumbrance. The occupant is n w carrying on a general store and doing a good business,
but is anxious to make a change. Satisfactory reasons
given. Will sell or exchange for a good business property in some lively railroad town in this state. Correspondence solicited. Address, 338, care Michigan Tradesman.

338

CITUATION WANTED-A COMMERCIAL TRAVELER WANTED-EVERY STORE-KEEPER WHO READS

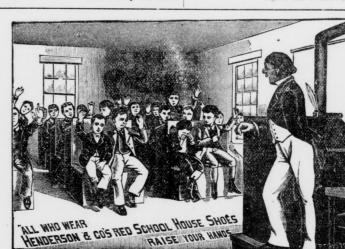
MISCELLANEOUS.

### The Hammond Type Writer.



miression, beauty of work and changeable type. Its work is always in sight of the operator. Its work is always in sight of the operator. Has fewer keys to learn, and produces more haracters than any other type writer. Send for circular, or call upon me at my office, oom 60 New Houseman 'Building, where the lammond Type Writers are in constant use. Full line of sumilies on hand

HENRY F. WALCH.



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### "Red School House" Shoes ONE OF OUR SPECIALTIES.

Headquarters for the Celebrated Wales-Goodyear Rubbers,

FACTORIES: Fond du Lac, Wis. Dixon, Ill.

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### WILLARD H. JAMES,

P. O. address, Morton House, Grand Rapids, Mich.

We furnish electrotypes of our Specialties for Customers.

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Second Vice-Fresident-H. Chambers, Cheboygan.
Second Vice-Fresident-C. Strong, Kalamazoo.
Second Vice-Fresident-C. Strong, Kalamazoo.
Frescher, W. Sprague, Greenville,
Treasurite Board-President; C. L. Whitney, Muskegon
Frank Hamilton, Traverse City, N. B. Blain, Lowell
Chas. T. Bridgman, Flint; Hiram DeLano, Allegan
Secretary.

Secretary.

Committee on Insurance—Geo. B. Caldwell, Greer ville; W. S. Powers, Nashville; Oren Stone, Flint.

Committee on Legislation—S. E. Parkill, Owosso; H. A. Hydorn, Grand Rapids; H. H. Pope, Allegan.

Committee on Trade Interests—Smith Barne-, Traverse City; Geo. R. Hoyt, East Saginaw; H. B. Fargo, Muskegon.

O. F. CORKIRI, GERBA RAPAUS, C. F. BOCK, BALLE Creek,
Committee on Building and Loan Associations—Chaun-wy E. Crotty, Lansing.
Local Secretary—P. J. Connell, Muskeger,
Official Organ—The Michigas Tradesnas.

The following auxiliary associations are op-erating under charters granted by the Michi-gan Business Men's Association:
No. 1—Trayers City, R. M. A.

gan Business Men's Association:

No. 1—Traverse City B. M. A.

President, J. W. Milliken; Secretary, E. W. Hastin,

No. 2—Lowell B. M. A.

President, N. B. Blain; Secretary, Frank T. King.

No. 3—Sturgis B. M. A.

President, H. S. Church; Secretary, Wm. Jorn.

No. 4—Grand Rapids M. A.
President, E. J. Herrick; Secretary, E. A. Stowe No. 5-Muskegon B. M. A.

President, John A. Miller; Secretary, C. L. Whitney No. 6-Alba B. M. A.

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

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President, J. E. Thurkow; Secretary, W. H. Richmond

No. 24 - Meriey B. M. A.

President, J. E. Thurkow; Secretary, W. H. Richmond
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No. 35-Bellaire B. M. A.
President, H. M. Hemstraat, San B. M. A. President, H. M. Hemstreet; Secretary, C. E. Densmore

Ne. 36-Ithaca B. M. A.

President, O. F. Jackson; Secretary, John M. Everden No. 37-Battle Creek B. M. A. President, Chas. F. Bock; Secretary, E. W. Moore

No. 38—Scottville B. M. A.

President, H. E. Symons; Secretary, D. W. Higgins President, H. E. Symons; Secretary, D. W. Higgins
No. 39 -Burr Oak B. M. A.
President, W. S. Willer; Secretary, F. W. Sheldon. No. 40—Eaton Rapids B. M. A.

President, C. T. Hartson: Secretary, W. W. Shelde President, C. T. Hartson: Secretary, Will Emmert No. 41—Breckenridge B. M. A. President, W. O. Watson: Secretary, C. E. Scudder No. 42—Fremont B. M. A.
President. Jos. Gerber; Secretary C. J. Rathbun

No. 43—Tustin B. M. A.

\*\*President, Frank J. Luick; Secretary, J. A. Lindstro resident, Frank J. Luick; Secretary, J. A. Lin
No. 44—Reed City B. M. A.
President, E. B. Martin; Secretary, W. H. Smith President, E. B. Martin; Secretary, W. H. Smith.

No. 45—Hoytville B. M. A.

President, D. E. Hallenbeck; Secretary, O. A. Halladay. No. 46-Leslie B. M. A. President, Wm. Hutchins; Secretary, B. M. Gould.

No. 47-Flint M. U.

President, W. C. Pierce; Secretary, W. H. Graham. t, W. C. Pierce; Secretary, W. H. Grah No. 48—Hubbardston B. M. A. President, Boyd Redner; Secretary, W. J. Tabor
No. 49—Leroy B. M. A.
President, A. Wenzell; Secretary, Frank Smith.

No. 50—Manistee B. M. A.

President, A. O. Wheeler, Search B. M. A. No. 51-Cedar Springs B. M. A. No. 52-Grand Haven B. M. A. No, 53—Bellevue B. M. A.

President, Frank Phelps; Secretary, John H. York. No. 54-Douglas B. M. A.
No. 54-Douglas B. M. A.

No. 56-Bangor B. M. A.
President, N. W. Drake; Secretary, Geo. Chapman No. 57—Rockford B. M. A.
President, Wm. G. Tefft; Secretary, E. B. Lapham No. 58-Fife Lake B. M. A. President, L. S. Walter; Secretar; C.C. Plak No. 59-Fennville B. M. A. No. 60-South Boardman B. M. A. lent, H. E. Hogan; Secretary, S. E. Neihardt No. 61-Hartford B. M. A.
President, V. E. Manley, Sagnatary, J. D. A.

No 62-East Saginaw M. A. President, G. W. Meyer; Secretary C. W. Mey No. 63-Evart B. M. A.
President, C. V. Priest; Secretary C. F. Date No. 64-Merrill B. M. A. sident, C. W. Robertson, Sagrata No. 65-Kalkaska B. M. A.

No. 69-Scotts and Climax B. M. A. No. 70-Nashville B. M. A, dent, H. M. Lee; Secretary, W. S. B. No. 71-Ashley B. M. A

No. 72-Edmore B. M. A. No. 73-Belding B. M. A.

No. 77-South Haven B. M. A.

No. 79—Mast Jordan and So Arm B. M. A. No. 80-Bay City and W. Bay City B. M. A.

Two Opportunities for B. M. A. Effort. James Kelly, of Newark, Ohio, owns a boiler works plant which he wishes to remove to some Michigan town. What town wants such an es-

The following advertisement appeared in a recent issue of the Detroit Fre Press: We are desirous of locating a factory for the manufacture of a full line of bells and builders hardware in some enterprising city with good shipping facilities. Correspondence solicited. Address box 1,077, Battle Creek, Mich.

### THE PLAN APPROVED.

The Executive Board Endorses the Report

of the Insurance Committee. The Executive Board of the Michigan Bu ness Men's Association met in the Pioneer hall n the Capitol at Lansing last Wednesday morn ing, all the members of the Board being present except Hiram DeLano of Allegan. The principal eature of the meeting was the consideration of the insurance project and all the members of the surance Committee were present except Oren one, of Flint. Stanley E. Parkill, Chairman of e Legislative Committee, and O. F. Conklin, of the Transportation Committee, were also present

t the meeting.

President Wells congratulated the Board on ne status of the State and local bodies, the enefits already secured by both and the oppornities presented for future exertion.

The Secretary reported a balance of \$162.75 in is hands and in the hands of the Treasurer. On motion of Mr. Whitney, the action of the Secretary in the case of the Kalamazoo B. M. A. was approved and he was authorized to receive a half year's dues from any association prefer

ring to remit in that way.

The Eastport B. M. A. having ceased to exist the Secretary was instructed to request the

return of charter No. 8. The following communication was read and referred to the Committee on Insurance:

EAST SAGINAW, Jan. 15, 1889.

EAST SAGINAW, Jan. 15, 1889.

To the Executive Board, M. B. M. A.

Accepting your urgent request to have every-body who has anything to suggest on the question of the Michigan Business Men's Insurance Co.—that is to be—I give you my views, hoping they will prove to be only one among many and by mutual discussion be able to glean something that will be of interest to all. While we recognize the difficulties in the way of forming an insurance company that will meet with the approval of everyone and appreciate the Committee's earnest efforts to frame something that will be satisfactory to the business men and at the same time guarantee him first-class protection, we also feel that too much care cannot be taken to start right.

time gnarantee him first-class protection. We calso feel that too much care cannot be taken to start right.

Your plan would generally meet with our approval, but think that some of its features could be improved on. One of the main objections to your plan, as now proposed, is that you have no limit to sales of stock to any one party or parties. Anyone wanting to invest in good-paying stock, such as you seem to think this would be, could buy up a controlling interest and then have the complete control of its management without regard to the wishes of policy holders or minority stockholders, thereby making it an ordinary stock company and, perhaps, finally pooling with other companies, when, as regards insurance, we would be no better off than we are now. What we would advise its to form a company as nearly mutual as possible and render it impossible for any one person or clique of persons to obtain control of its stock and management. To do this we would suggest that the sale of stock be limited to four shares to any one person and if possible allow each policy holder one vote, same as the stockholder; that its officers be elected at each annual convention of the Michigan Business Men's Association—in fact, have it as nearly as possible a Mutual Michigan Business Men's Insurance Co. We think that this would, if properly conducted, beget their confidence, insure their support and prove a bond of mutual interest that would unite the business men of the State; would give first-class protection and prove a first-class business venture.

We think a dividend of 7 to 8 per cent, on the

iness venture.

We think a dividend of 7 to 8 per cent, on the stock enough, as it is not the stock that we expect to get our benefits from but from the reduction in the cost of insurance by mutually bearing its losses and participating in its profits as policy holders—the stock being a secondary consideration and a necessity in order to obtain first-class protection. We think that the proper plan would be to allow the stockholder a fair rate of interest on his money, say 7 per cent, establish a reserve fund from the profits, said reserve fund to be always in ratio to risks incurred, as has been proved necessary by insurance statistics, the ratio to be determined by a careful investigation of insurance history—the balance, after providing for interest on stock and establishing reserve fund, to be returned pro rata to policy holders.

We would have all losses adjusted promptly and paid at once, without waiting the sixty days customary in old line companies. This course would cause the company to be regarded as a strictly honorable dealing one and would greatly add to its popularity and the volume of its business.

As regards your plan of having only a general We think a dividend of 7 to 8 per cent, on the

strictly honorable dealing one and would great by add to its popularity and the volume of its business.

As regards your plan of having only a general office and no paid agents outside of that office, we think it would prove to be a hazardous experiment and would result in securing many bad risks which would incur heavy losses to the company. If the business be done through one office, would suggest that the company have traveling agents enough to visit each risk at least quarterly. Would like better to have an agent appointed by each local association to solicit risks, salary to be paid by commission on business secured. We think in this way we would have a man thoroughly acquainted with each risk in his locality and would not be as likely to take as many poor risks as in other plan. Would secure the services of men of known ability in insurance matters.

We think, then, that by having each policy holder directly interested in the company's success, we would be in the front franks of insurance companies in a short time.

Hoping these suggestions may awaken interest on this all important subject, causing a full discussion, and that we may finally succeed in getting a company satisfactory to all, I remain, Yours truly,

Jos. H. Moore.

The Secretary reported the receipt of an inritation from the Grand Rapids Board of Trade ee from that body and a similar committee from the Merchants and Manufacturers' Exchange of Detroit in the preparation of an exemption bill to supplant the present very in perfect and very unjust law.

The invitation was received and ado when W. S. Powers, Frank Wells, Frank Hamilton and E. A. Stowe were appointed such committee, who will receive their traveling expenses on the occasion of the joint meeting.

Chairman Caldwell then presented the report of the Insurance Committee, which was put in

Mr. Hamilton offered the following resolution.

which was adopted: Resolved, That the Insurance Committee be in-structed to notify the local associations that the naturance plan has been approved by the Ex-centive Board, which has granted the Insurance

The following bills were presented and audited: F. Hamilton, traveling expenses, L. Whitney, N. B. Blain, o. B. Caldwell. C. T. Bridgeman. " E. A. Stowe, Geo. B. Caldwell, postage, etc.,

E. F. Grabill, printing circulars, The advisability of holding a mass convention at Lansing some time during March was discussed, and the matter left to the discretion of

The meeting then adjourned. During lhe afternoon session an adjourn

Governor Luce and at the conclusion of the meet- itude to The Tradesman that he assumes for ing the President escorted the gentlemen to his own beautiful home, opposite the Capitol, where a hearty welcome and a toothsome spread awaited the visitors. Governo Luce and daughter were present by invitation and assisted the genial President and his handsome daughter (both are beautiful, but the elder one is meant this time) in carrying out the programme. No vote of thanks was necessary to attest the appreciation of President Wells' hospitality.

### SOMEWHAT MIXED.

Status of the Muskegon Association on The Insurance Question.

From the Muskegon News, Jan. 17.

A number of business men yesterday in discussing the organizations in this city known as the Muskegon Business Men's Association and the Muskegon Business Men's Association and the Muskegon Board of Trade, were deploring the manifest lack of interest that the great majority of business men have, regarding the two societies. "I see by the News," said one of the gentlemen "that the official organ of the Michigan Business Men's Association, The Michigan Business Men's Association, The Michigan Guision of a handful of gentlemen in this city regarding the insurance question, publishes it as the action and expression of the business men of Muskegon. Now we all know that it is a fact that the Business Men's Association, comprising nearly 200 members, has at its meetings but a few members—not on the average a score, and when the insurance matter was desided there were present but twelve or fifteen persons. Moreover, it will be noticed that of those present, some of the most active are theorists, rather than hustling, hard knocking business men. Let us see: Were the live, very wide awake boot and shoe dealers; the eager, active, shrewd, clothing merchants; the successful dry goods merchant; the progressive hotel men; any of the representatives of the great lumbering and man ufacturing interests—in short, were the recognized leaders of any of the many branches of business that have made Muskegon a 'hustling' metropolis, present, when 'the Muskegon business men' decided upon a certain style or class of insurance? The Association is a good one; I am a member of it, but I insist that the action of a few of the members on insurance to other members on insurance to the business men of Muskegon. Of course, the absences have no ground for 'kicking.' They should have been present. I speak of the maiter merely to show the apathy of the majority of men when they become members of such organizations. Afew men 'resolve,' and 'do,' and the musical member of the successfully as a municipal Board of Tr

OPINION OF A MEMBER.

The following communication appeared in the News of the 18th, from the pen of M. (

the News of the 18th, from the pen of M. C. Kelley:

Permit me a few words in reply to The Michan Trandesman and your anonymous critic in this morning's paper, on the insurance question. The Trandesman basing its article upon your account of the action of the Muskegon Business Men's Association, which was not quite full and complete, proceeds in a very impolite and overbearing manner to crack its journalistic whip over the heads of the Muskegon Association in a way which would do credit to the former slave drivers of the South. It complains that the average Muskegonite is "forever unsatisfied." Thanks; we accept the compliment. Discontent is, and always has been, the pioneer of progress. It then complains that "the plan" submitted by the State Association, which it claims has been accepted by fifty associations throughout the State (doubtless without discussion by experienced men), should be rejected by the Muskegon Association, after full discussion, with the assistance of all the insurance agents in the city, who pronounced its statements untrue, the state Association says: "If this does not satisfy you, and you can amend or offer a substitute, let us hear from you." The Muskegon Association would doubtless have this privilege if not offered—then how insolent and insinuating is The Tradesman's statement that the Muskegon Association would be untrue to its record if they did not reject the proposed plantand substitute in its place a scheme of its own." Does The Tradesman mean that the Muskegon Association only recommended that the State Association apopt a real "mutual insurance plan," adapted to the whole State, instead of the stock plan recommended, and only as a dernier resort to form a mutual company of three counties. That such a company would be better than any stock company is continued by the stock plan recommended, and only as a dernier resort to form a mutual company of three counties. That such a company would be better than any stock company is continued by the counties, printed by The Tradesman. T

of the Insurance Committee, which was put in the hands of every association member in the State, introducing at the same time a number of letters and resolutions from local associations, favoring the plan.

On motion of Mr. Hamilton, the report was accepted and the Secretary instructed to read it, section by section. It was gone over carefully and discussed at some length. But two changes were made—"Present underwriters' rates" in the third paragraph being changed to "current rates of other responsible stock companies," and "share and share alike," in the same paragraph, to "pro rata." The plan was then approved and the Committee given until March 1 to see how much subscriptions to stock can be secured.

Mr. Hamilton offered the following resolution.

Mr. Hamilton offered the following resolution.

adopted by all present except the insurance agents, who evidently thought the establishment of any sort of insurance company would affect the profits of their business, and therefore should be opposed. The result of that meeting would without doubt be endorsed by nine-tenths of the business men of the city if they could be got together for that purpose.

It is to be expected that insurance corporations I is to be expected that insurance corporations will oppose anything that is likely to compete with their interests, and seek to impair confidence in the action of any number of business men who seek cheaper insurance. From the time of Alexander the coppersmith, to the last railway syndicate, every vested interest, or association of similar interests, has cried out against anything which threatens their profits, and if the insurance interests represented in Markegon can defeat the action of the Business Men's Association by sneers, innuendo and depreciation, or otherwise, they will doubtless do so, and it only remains for the business men to keep their eyes wide open and properly appreciate the tactics resorted to, and not leave their insurance interests to be throttled or defeated by a trust or association of insurance corporations.

The unfairness of Mr. Kelley's statements and

The unfairness of Mr. Kelley's statements and the injustice of his references to The Tradesman Sault Ste. Marie Agitating Organization. will be readily apparent to all. He assumes to criticise the plan of insurance presented by the Insurance Committee, and approved by the Excorpsilization of a R TRADESMAN the privilege of criticising the plan substituted by the Muskegon Association. substituted by the Muskegon Association-in

was taken for a short time to make a call on other words, he refuses to accord the same lat-

Grand Rapids Mercantile Association.

The annual meeting of the Grand Rapids Mer ntile Association was held at THE TRADESMAN

office last Tuesday evening, but owing to the

bers of the Association, membership to date

Treasurer Harris presented his report and an

estimate was made of the expense necessary to maintain the Association for the ensuing year,

An arrangement was entered into with Joseph H. Terrell to collect the dues up to January 1, of

all members delinquent in this respect; also to solicit the applications of new members.

The insurance project put forth by the State body was discussed at considerable length. All

present favored the project, but definite action

Annual Meeting of the Morley Association.

E. A Stowe, Grand Rapids:

E. A Stowe, Grand Rapids:

DEAR SIR—An adjourned meeting of the Morley B. M. A. was held on the 14th inst., President J. E. Thurkow presiding. The minutes of the last meeting were read and approved. The Exceutive Committee reported a settlement with the Treasurer, as follows: Total amount of money received since last annual settlement, \$44.62; paid out, as per vouchers, \$41.82, leaving a balance on hand at this date of \$2.80. On motion the report was accepted.

to balance on hand at this date of \$2.90. On moion, the report was accepted.

Moved and carried that the Executive Comnittee be empowered to fix the compensation of
the Secretary for the past year.
On motion, made and carried, the President
appointed P. Hanson and W. H. Richmond a
committee to make an estimate as to the cost of
compiling the delinquent list and report at the
next meeting.

HARDWARE.

The Hardware Market. Manilla rope has advanced to 15c. in New York and 16c in Grand Rapids.

Other articles in the hardware line are

Prices Current.

These prices are for cash buyers, who pay promptly and buy in full packages.

BALANCES.

without material change.

ght Barrel, brass knob

Ordinary Tackle, list April 17, '85. Bissell No. 5.

Bissell No. 7, new drop pan

Sissell, Grand

rand Rapids.

White Crayons, per gross

Planished, 14 oz cut to siz

Paper and straight Shank.
Morse's Taper Shank.

DRIPPING PANS.

Grain ..

Jennings', ma.

AXES.

First Quality, S. B. Bronze.
D. B. Bronze.
S. B. S. Steel.
Steel.

Hand.

was deferred until the next meeting.

to \$2 per year, payable quarterly in advance.

Regarding the charge that The Tradesman is "impolite" in its references, Mr. Kelley is invit-ed to peruse the closing paragraph of the article fact that the attendance was not as full as was n question, which begins as follows:

until the first Tuesday ih February. THE TRADESMAN does not wish any of its read-ers to take its jocular references to Muskegon people in seriousness, etc.

It is not to be wondered at that a man who is

nable to distinguish a joke, when it is plainly labeled, should work himself up to fever heat ver an imaginary affront.

THE TRADESMAN is the organ of the Michigan Business Men's Association, and as such is in duty bound to further the ends sought to complished by that organization. At no time has the Association and The TRADES-MAN been more thoroughly in accord than in the present stage of the insurance agitation, and no ount of legal invective on the part of recent equisitions to the ranks of the organization-in which THE TRADESMAN has grown gray in the service-can swerve the paper from the path it has chosen to follow in hopes of leading the in suring public out of the wilderness.

### YEARLY REVIEW

Of the Work Accomplished by the Muskegon B. M. A.

The officers of the Muskegon B. M. A. have The officers of the Muskegon B. A. A. the sissued the following address to the members:

The officers of your Association heartily congratulate all members upon the growth and success of our organization during the past year and the favorable prospects of the present year. OUR GROWTH

during the year just past, 1888, has been good, steady and permanent. We had about eighty members at the beginning of the year and have now one hundred and eighty members with the prospect of the addition of several more in the near future, maintaining our position as the largest organization of the kind in the State, and there are over eighty others. You can do much to continue the growth and increase our numbers still more by circulating copies of the constitution and by-laws among our worthy citizens and informing them of the objects of the Association and taking their applications. Blank applications, copies of the constitution, etc., can be had of the Secretary on application. OUR MEETINGS,

attended and give promise of good results. They are held regularly on the first and third wednesdays of each month at 8 p. m. in the rooms of the Association, 109 Western avenue.

THE EXECUTIVE COMMITTEE, THE EXECUTIVE COMMITTEE, to more fully meet the requirements of the organization, will hold a regular meeting on the second Wednesday of each month at 7:30 p. m.—and when necessary will meet on first and third Wednesday at 7:30 p. m.—at the Association rooms

THE SECRETARY has arranged to be at the rooms every Wednes-day at 7:30 p. m., when business relating to his office can be done and information, blanks, etc., can be obtained.

can be obtained.

THE COLLECTION DEPARTMENT
has more than met the expectation of the Association during the year. The letter system, using the Blue Letter and second or white letter, has aided much in collection of bad and outlawed accounts. Sixty-six members have used this system, sending 911 Blue Letters for the amount of \$2,450, with the slight expense of postage, which will not exceed \$20 in all, securing fully 18 per cent. of the claims. Better results would have been had if the second or White Letter had been also sent, the names having been duly reported to the Secretary.

We are pleased to announce that improved, revised forms of Blue Letter and Second Letter have been prepared and are ready for use. The Blue Letter, to be sent by the creditor, can be had in blocks of fifty, bound stubs, at 25 cents per block of the Secretary. In using the Blue Letter, be careful to fill the blanks on the stub and send in an envelope printed with address and a request to "return in 10 days if not called for." If this letter is not answered in 15 or 20 days you should report the name and amount to the Secretary of this Association upon the proper blanks furnished by him and he will prepare the second or White Letter for you to send and will keep a record of the same. If the debtor does not give the matter attention in ten days the third letter from the Executive Committee will be sent and then in due time the name of the person still delinquent will be placed upon the delinquent list and a copy sent to every member. The last delinquent will contains the names of Eighteen names that were reported for the former lists have been removed from this list, their accounts having been settled.

A COLLECTOR

Stove
Carriage new list.
Plow
Sleigh shoe.
Wrought Barrel Bolts.
Cast Barrell, brass knobs.
Cast Barrell, brass knobs.
Cast Chain
Wrought Barrel brass knobs.
Wrought Rarrel brass knobs.

was employed by some of the members of the Association by an agreement made in April last, when bonds were duly executed. Since then, as the collector's report shows, eighty-three mem bers have placed accounts to the amount of \$20,928 in his hands for collection, of which he reports \$3,074 collected and he is still collecting from the accounts in his hands. The collector's year will close April 1, when further arrangements will need be made.

has much in store for us. The collection system will be useful as we use it.

The important question of how to prevent bad debts is a most essential one and will take much of the time and attention of the Association. Every member should be interested in it.

The matter of increasing our manufacturing facilities is an all important one and upon it will depend the future of our city.

Questions relating to transportation and harbor will be brought before the meetings at an early day and require any careful attention.

Backus .... Spofford ... Well, plain ... Well, plain ... Well, swivel.

Cast Loose Pi Cast Loose Pi Cast Loose Pi Cast Loose Pi Cast Loose Jo Wrought Var Wrought Loo.

asy and require our careful attention.

rance is a theme now being discussed by similar association in the State and a less Men's Insurance Company may result

from it.

City extention and improvements, including the improvement of highways and streets, parks, etc., will come in for a share of our time and need careful thought and discussion.

The trade interests of all look to the establish ment of a public city market and the restricting and regulating of peddling of all kinds upon the streets.

The State Association, representing ove ghty local associations, will meet here in July August—a most important gathering for this ty. With all these great questions and import-it measures before us, is it not the duty of tery member of this Association to be up and g-attend all meetings and aid in every way ible to further all of the objects of this or Our motto should be "whatever we find to do,

rive to do well."
Your officers wish you all abundant success
or them I subscribe myself.

### Bangor Pays Her Second Year's Dues. Bangor, Jan. 16, 1889.

BANGOR, 48th. 16, 1889.

E. A. Stowe, Grand Rapids:

Dear Sir—Enclosed please find draft for \$19.50 as payment in full of State per capita dues for the year ending Sept. 30, 1889. We would be pleased to receive the delinquent list for this year (in book form) as soon as convenient. We are a little late in sending our dues, but trust that even at the last hour we will be entitled to full fellowship, for it is said, "The last shall be first." We will try and be more prompt in the future and think there will be no danger of it occurring again, as our members are beginning to more fully understand the necessity of being associated with the State department. I am satisfied that the B. M. A. will be more appreciated the more fully it is understood by the working classes. Our Association has done considerable work in trying to get some manufacturing concern to locate here, but have failed thus far, although we still have hopes and if there are any such that are contemplating a move to some other location I am satisfied that it would be to their interest to give Bangor a call first. Will let you hear from here occasionally and hope to be able to send a good report.

Respectfully yours,

Geo. Chapman, Sec'y.

Yours truly, Jas. E. Wirt & Co.

Office of

Foster, Stevens & Co., WHOLESALE HARDWARE.

Grand Rapids, Mich., Jan. 16, 1889.

The fiber from which Sisal and Manilla Rope is made is now 'cornered' and very high. The price of rope in New York towhen it was decided to reduce the dues from \$3

Sisal, 12 1-2 cents per pound.

Manilla, 14 1-2 cents per pound.

EXPANSIVE BITS.

Our price in Grand Rapids is ONE CENT ABOVE THESE PRICES. We have in stock a new rope called

### NEW PROCESS.

Its superiority to Sisal in every respect is now universally admitted, and where it has been substituted for Manilla, favorably impresses the purchaser with confidence in its utility and success. It is manufactured in all sizes, the smaller coils being made up in a ball cord shape, thus avoiding the necessity of a reel. We keep in stock "New Process" from 1-4 up to 5-8 inclusive, and our price to-day is only 9 cents a pound for any size. This price, however, will not hold and must go higher if Sisal and Manilla keep advancing.

A trial coil will convince you the days of Sisal rope are nbered. FOSTER, STEVENS & CO. numbered. committee to make an estimate as to the cost of compiling the delinquent list and report at the next meeting.

John Pierdon offered the following resolution: Whereas, A year has rolled around since our last banquet; therefore,

Resolved, That we again banquet.

On motion, made and carried, the resolution was received and adopled.

On motien, made and carried, the chair appointed H. Strope, J. Pierdon and Dr. B. F. Brown a committee to make the necessary arrangements for the banquet.

The election of officers for the ensuing year resulted as follows:
President—J. E. Thurkòw.

Vice-President—Dr. B. F. Brown.
Secretary—W. H. Richmond.
Treasurer—H. Strope.
Executive Committee—W. O. Lake, J. Pierdon and J. B. Loshbough.

It was moved and carried that P. Hanson, J. E. Thurkòw and H. Strope be a committee to devise some means to curtail the credit system.

W. H. Richmond, See'y. 10 and 12 Monroe-St., 33, 35, 37 39 and 41 Louis-St

dis. SAND PAPER.

e resolution	EXPANSIVE BITS. dis.  Clark's, small, \$18; large, \$26	List acct. 19, '86
e chair ap-	FILES—New List. dis.  American File Association List	Silver Lake, White Alist 50
Dr. B. F. ecessary ar-	Disston's	" White B " 50
uing year re	Nicholson's   60&10   Heller's   50   Heller's Horse Rasps   50	" White C " 35 Discount, 10.  SASH WEIGHTS.
	a continue that	Solid Eyes
, J. Pierdon	Nos. 16 to 20; 22 and 24; 25 and 26; 27 28 List 12 13 14 15 18 Discount, 60	
P. Hanson, J. mittee to de-	Stanley Rule and Level Co.'s	Miles "Chairenge" per doz. \$20, dis. 506505050 Perry per doz. \$0, 1, \$15; No. 0, \$21; dis. 50650&5 Draw Cut No. 4 each, \$30, 610 30 Enterprise Mfg. Co dis. 20&10630 Silver's dis. 40&10
t system.	Naydole & Co.'s	saws. dis.
P.E.	Kip's         dis.         25           Yerkes & Plumb's         dis. 40&10           Mason's Solid Cast Steel         30c list 50           Blacksmith's Solid Cast Steel, Hand         30c 40&10	Disston's Circular     45@45&5       " Cross Cut     45@45&5       " Hand     25@25&5
	HINGRO	"Hand
et.	Gate, Clark's, 1, 2, 3	"Silver Steel Dia, X Cuts, per foot, 70 "Special Steel Dia, X Cuts, per foot 50 "Special Steel Dia, X Cuts, per foot 30 "Champion and Electric Tooth X
nd Rapids.	Screw Hook and Eye, ½ net 10 10 8½	Cuts, per 100t
e line are	Strept and T	American, all kinds
	HANGERS. dis. Barn Door Kidder Mfg. Co., Wood track 50&10 Champion, anti-friction	Swedes, all kinds         60           Gimp and Lace         60           Cigar Box Nails         50
nt.	Kidder, wood track 40	Cigar Box Nails.         50           Finishing Nails.         50           Common and Patent Brads.         50           Hungarian Fails and Miners' Tacks.         50
uyers, who l packages.	HOLLOW WARE	Trunk and Clout Nails
dis.	Spiders 60&10 Gray enameled 50	Leathered Carpet Tacks
	HOUSE FURNISHING GOODS. Stamped Tin Warenew list 70&10 Japanned Tin Ware25	Steel, Game
	Granite Iron Ware 25	Hotchkiss'. 70 P. S. & W. Mfg. Co.'s 70 Mouse choker 186 per doz.
\$ 7 00 11 00 8 50 13 00	Grub 1	Mouse, delusion. \$1.50 per doz.  WIRE. dis.
dis.	HORSE NAILS.	Wire. dis.   Bright Market.   67½   Annealed Market.   70&10   Coppered Market.   02½
dis. \$ 14 00 net 33 00	Au Sable       dis, 25&10@25&10&10         Putnam       dis, 5&10&2½&2½         Northwestern       dis, 10&10&5	Extra Bailing
60&10&10	KNOBS—New List. dis. Door, mineral, jap. trimmings	Tinned Broom per pound 09 Tinned Broom per pound 8½ Coppered Spring Steel per pound 8½ Tinned Spring Steel 40&10
30&15	Door, porcelain, plated trimmings. 55 Door, porcelain, trimmings. 55	Tinned Spring Steel
	Drawer and Shutter, porcelain. 70 Picture, H. L. Judd & Co.'s. 40&10 Hemacite 45	Trained Spring Steel
\$ 0 70&10	Russell & Irwin Mfg, Co.'s new list 55	WIRE GOODS, dis,
	Mallory, Wheeler & Co,'s. 55 Branford's 55 Norwalk's 55	Screw Eyes
	LEVELS, dis. Stanley Rule and Level Co.'s. 70	WRENCHES. dis. Baxter's Adjustable, nickeled
	Adze Eve	Coe's Patent Agricultural, wrought
Flush 60&10	Hunt's \$18.50, dis. 20&10.	MISCELL ANEOUS dis
dis,	Sperry & Co.'s, Post, handled	District City Control of the City Control of t
50&10		Casters, Bed and Plate50&10&10
He	" Landers, Ferry & Clark's 40	Forks, hoes, rakes and all steel goods 66%
\$ 3 50	" Enterprise	Forks, hoes, rakes and all steel goods
\$ 3 50 4 00 dis.	Enterprise	METALS, PIG TIN.
\$ 3 50 4 00 dis. 70& 70& 60& 60&	Molasses gates   25	METALS.   Pig Tin.   28c   Pig Bars.   30c   COPPER.
\$ 3 56 4 00 dis. 70& 70& 60& 60&1 60&16	MOLASSES GATES.   dis.	METALS, Pig Large
\$ 3 56 4 00 dis. 70& 60& 60&1 60&1 60&0 ertipped.60&0	## Enterprise ## ## ## ## ## ## ## ## ## ## ## ## ##	METALS, Pig Large
\$ 3 5/4 00 dis.	MOLASSES GATES   25	METALS,  Pig Large
\$ 3 56 4 00 dis. 70& 60& 60&1 60&1 60&0 60&0 ertipped 60&0 60&1 60&1	MOLASSES GATES   25	METALS,  Pig Large
\$ 3 5/4 00 dis.	MOLASSES GATES.   Gis.	METALS,  Pig Large
\$ 3 5/4 00 dis.	MOLASSES GATES   368	METALS,  Pig Large. PiG TIN. 28c Pig Bars. 30c  Duty: Pig, Bar and Ingot, 4c; Old Copper, 3c Manufactured (including all articles of which Copper is a component of chief value), 45 per cent ad valorem. For large lots the following quotations are shaded:  INGOT.  Lake. 18½ "Anchor" Brand 18  ZINC.  Duty: Sheet, 2½c per pound. 600 pound casks. 6½c Per pound. 7667½
\$ 3 5/4 00 dis.	MOLASSES GATES   25	METALS,  Pig Large Pig Tin.  Pig Large 30c  COPPER.  Duty: Pig, Bar and Ingot, 4c; Old Copper, 3c  Manufactured (including all articles of which Copper is a component of chief value), 45 per cent ad valorem. For large lots the following quotations are shaded:  INGOT.  Lake 18½  "Anchor" Brand 18  ZINC.  Duty: Sheet, 2½c per pound.  600 pound casks 6½  Per pound 1647  LEAD.  Duty: Pig, \$2 per 100 pounds. Old Lead, 2c per pound. Pipe and Sheets 3c per pound.
\$ 3 5/4 00 dis.	MOLASSES GATES   368	METALS,  Pig Large Pig Tin.  Pig Bars 30c  COPPER.  Duty: Pig, Bar and Ingot, 4c; Old Copper, 3c  Manufactured (including all articles of which Copper is a component of chief value), 45 per cent ad valorem. For large lots the following quotations are shaded:  INGOT.  Lake 18½  "Anchor" Brand 18  ZINC.  Duty: Sheet, 2½c per pound. 690 pound casks 6½  Per pound 7767½  LEAD.  Duty: Pig, \$2 per 100 pounds. Old Lead, 2c per pound. Pipe and Sheets 3c per pound. American 65  Newark 65  Bar 65  Sheet 8c, dis. 20
\$ 3 5/4 00 dis.	MOLASSES GATES   25	METALS   Pig Large   Pig Tin.   28c
\$ 3 5/4 00 dis. 4 00 dis. 70& 70& 60& 60& 60& 60& 60& 60& 60& 60& 60& 6	MOLASSES GATES   25	METALS   Pig Large   Pig Tin.   28c
\$ 3 5/4 00 dis.	Molasses gates	METALS,  Pig Large. Pig Tin. 28c Pig Bars. 30c  Duty: Pig, Bar and Ingot, 4c; Old Copper, 3c Manufactured (including all articles of which Copper is a component of chief value), 45 per cent ad valorem. For large lots the following quotations are shaded:  INGOT.  Lake. 18½ "Anchor" Brand 18  ZINC.  Duty: Sheet, 2½c per pound. 600 pound casks. 6½2 Per pound. 767½  Duty: Pig, \$2 per 100 pounds. Old Lead, 2c per pound. Pipe and Sheets 3c per pound. American 65 Newark 65 Bar 6. Solder. 8c, dis, 20  Solder. 13½  The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.  ANTIMONY. Cookson. ber pound 14½
\$ 3 5/4 00 dis.	MOLASSES GATES   Gis.	METALS, Pig Large. Pig Tin. 28c Pig Bars. 30c  Duty: Pig, Bar and Ingot, 4c; Old Copper, 3c Manufactured (including all articles of which Copper is a component of chief value), 45 per cent ad valorem. For large lots the following quotations are shaded:  INGOT.  Lake. 18½ "Anchor" Brand. 18  ZINC. Duty: Sheet, 2½c per pound. 600 pound casks. 767½ Per pound. 187½  Duty: Pig, \$2 per 100 pounds. Old Lead, 2c per pound. Pipe and Sheets 3c per pound. American 65 Newark 65 Bar. 65 Sheet 8c, dis, 20  LEAD. EXTRA Wiping 16 EXTRA Wiping 16 EXTRA Wiping 16 Solder in the market indicated by private brands vary according to composition.  ANTIMONY. Cookson per pound 14½ Hallett's 11½  Cookson per pound per pound 14½ Hallett's 11½  Cookson per pound per pound 14½ Hallett's 11½  Cookson per pound per pound 14½  Cookson per pound pe
\$ 3 54 00 dis. 4 00 dis. 70 c	## MOLASSES GATES   368, Stebbin's Pattern   60&16    Stebbin's Genuine   60&16    Enterprise, self-measuring   22    NALLS   Advance above 12d nails, FENCE AND BRADS    10d   9d   22    6d and 7d   44    4d and 5d   6d   10    2d   15    2d   51    CASTING AND BOX   15    12d to 30d   52    12d to 30d   50    12d t	METALS, Pig Large. Pig Tin. 28c Pig Bars. 30c  Duty: Pig, Bar and Ingot, 4c; Old Copper, 3c Manufactured (including all articles of which Copper is a component of chief value), 45 per cent ad valorem. For large lots the following quotations are shaded:  INGOT.  Lake. 18½ "Anchor" Brand 18  ZINC. Duty: Sheet, 2½c per pound. 600 pound casks. 6½2 Per pound. 767½  Duty: Pig, \$2 per 100 pounds. Old Lead, 2c per pound. Pipe and Sheets 3c per pound. American 65 Newark 65 Bar 6. Solder. 8c, dis, 20  Solder in the market indicated by private brands vary according to composition.  ANTIMONY. Cookson 1914 Tin—melyn grade. \$6 00  19xi4 IC, Charcoal. \$6 00  Pig Large. Pig Tin. 28c Pig T
\$ 3 5/4 00 dis.	Molasses gates	METALS   Pig Large   Pig Tin.   28c
\$ 3 5/4 00 dis.	## MOLASSES GATES   36	METALS   Pig Large   Pig Tin.   28c
\$ 3 5/4 00 dis. 4 00 dis. 70& 60& 60& 60& 60& 60& 60& 60& 60& 60& 6	Molasses gates	METALS
\$ 3 5/4 00 dis.	## MOLASSES GATES   Gis. Stebbin's Pattern   Golding Stebbin's Genuine   Golding Enterprise, self-measuring   Golding Enterprise, self-measuring   NALLS    Advance above 12d nails.   FENCE AND BRADS.    50d to 60d   Gis Golding   Gis Golding   Go	METALS   Pig Large   Pig Tin.   28c
\$ 3 5/4 00 dis. 4 00 dis. 70& 60&1 60&1 60&1 60&1 60&6 60&1 60&6 60&1 70&1 70&1 70&1 70&1 70&1 70&1 70&1 7	MOLASSES GATES	METALS
\$ 3 5/4 00 dis.	## MOLASSES GATES   Gis. Stebbin's Pattern   Go&fit Stebbin's Genuine   Go&fit Enterprise, self-measuring   SNALIS    Advance above 12d nails.   FENCE AND BRADS.    50d to 60d   Gist	METALS   Pig Large   Pig Tin.   28c
\$ 3 5/4 00 dis. 4 00 dis. 70& 60& 60& 60& 60& 60& 60& 60& 60& 60& 6	MOLASSES GATES   Gis.	METALS
\$ 3 54 4 00 dis. 70&c 70&c 60&c 60&c 60&c 60&c 60&c 60&c 60&c 6	## MOLASSES GATES   Gis. Stebbin's Pattern   Go&fit   Stebbin's Genuine   Go&fit   Enterprise, self-measuring   So&fit   Enterprise, self-measuring   So   NALLS   Advance above 12d nails.   FENCE AND BRADS.   10d   Gis   Gis   Gis   Gis   Gis   Gis   10d   Gis   Gis   Gis   Gis   Gis   10d   Gis   G	METALS
\$ 3 54 4 00 dis. 70& 70& 70& 60& 60& 60& 60& 60& 60& 60& 60& 60& 6	MOLASSES GATES   Gis.	METALS
\$ 3 54 4 00 dis. 4 00 dis. 70 0c 60	MOLASSES GATES   Gis.	METALS
\$ 3 54 4 00 dis. 70& 70& 60& 60& 60& 60& 60& 60& 60& 60& 60& 6	MOLASSES GATES   Gis.	METALS
\$ 3 54 4 00 dis. 70&c 70&c 60&c 60&c 60&c 60&c 60&c 60&c 60&c 6	MOLASSES GATES   368	METALS
\$ 3 54 4 00 dis. 70&c 70&c 60&c 60&c 60&c 60&c 60&c 60&c 60&c 6	MOLASSES GATES   368	METALS

Written for THE TRADESMAN.

"Well, dear, what did you do to-day?" asked my wife this evening after I had returned from a trip out in the country. "Oh, nothing much. I collected."

"Yes, of course; but tell me about it. What were you doing all day and where did you go, and did you see anyone I

"Hold on. You are asking questions faster than I can answer. Let's see, I was riding all day, I went over into Balsam township and I did see somebody you know. Is that satisfactory?"

"Charles!" exclaimed my wife, looking very severe, "will you never have done with your nonsense? Now, go on and tell me what happened." right buying of goods, and the right display of the same in windows and upon the shelves. Now, the storekeeper is very severe, "will you never have done tell me what happened."

"So you make your demand with some show of authority, do you? Well, I suppose I shall have to acquiesce. Nothing happened."

"Now, Charlie, see here. You know there was never a day of your life but something happened, and, of course, you know that whatever happens to you interests me. I am prepared to listen;

"No, my dear. I shall this time adhere strictly to facts, though I believe I could make my narrative much more interesting by enlarging a little occasionally. But here goes:

"In the first place, I had to see old man Butler. You know what a beastly piece of road there is through that Butler swamp. Well, when I got about half way through there. I met the old fellow coming towards town with a load of wheat. Just before I met him, his wagon got stuck in the mud and he couldn't get his cattle to pull it out.

"I waited a few minutes to see what he'd do, and when, at last, he had to unload most of the wheat to get out of the scrape, I turned in and helped him.

"At Jim Watson's they were in a peck

of trouble. Watson was away from home and the horses had got out of the barn yard and were having things their own way. The women were trying to catch them and they weren't helping matters a particle. The rain water barrel had been tipped over and one end of the pig pen was broken open so that the hogs had all escaped. Their big dog was running around promiscuously, barking at every thing and everybody, and the whole cavthing and everybody, and the whole cav-alcade was charging back and forth ner of selling the same. And right here through the currant bushes and other small fruit in the garden. So it at once became my duty to help them out of the scrape. This I did with becoming dignity. I don't think there was more than ten dollars' worth of damage done to the

"At Pete Upham's the boys had a woodchuck holed. There were three of them and all were digging away for dear life. A woodchuck hunt is a good enough thing for me and so I hunted woodchuck until Mrs. Upham called us in to dinner. We didn't get the animal. either. It had two ends to its hole. which we discovered after we had dug clear through."

"Good!" exclaimed Mrs. Charles. I don't see why you men always want to kill everything you see. I'm glad that

thing."

"Oh! Haven't you finished?"

"No. Of course not."

"Well, go on."

"I don't care to. You're tired now. "No; I'm not. I am awfully interested. Now please finish."

"Well, Walsh's folks had a fire and Peter's people had the meas-" "Oh! Did they have a fire?"

"Yes.

"Well, what about it?"

"The fire?" "Yes, of course."

"Why, it burned."

"Oh! Agravation! What did it burn?" "Wood, I suppose, since they have no

"You provoking wretch. Didn't their

house burn, then?" "No, certainly not. What made you think their house might have burned?"

"You said they had a fire." "They did. I went in to get warm

and I was just thinking it is getting chilly here. "You are the worst tease I ever saw."

"Now, Molly, you're not sorry that Mr. Walsh's house isn't a bed of ashes, are

"Ye-no; I'm not. But I wish you wouldn't talk that way again."

"Then why don't you put some wood in the stove?"

"I saw Daniels, and Smith, and the other Smith, and Smith with the wooden leg and the Williams, and Conroy, and Jacobs, and-and-and-"

"You saw lots of people. How much money did you get?"

"How much what?" "Money, goose."

"Money?"

"Didn't get any. Why should I?" "Why, you were out collecting, weren't

you?"

"Oh! Yes, of course, but my dear little wife you must know that above all things one never gets any money when Z U he goes collecting."

"Not get money! Then what does one

"He gets left."

A Good Storekeeper.

It has long been a subject for debate in country lyceums, whether tact or talent was the superior endowment. But for a stoorkeeper the question can be de-cided without debate; for whatever else he may have or may lack in the line of qualifications, unless he has tact in dealing with customers, he has nothing. In previous articles we have dwelt upon the ready to deal directly with those who

wish to buy.

There is such a thing as unconscious influence, emanating from a human personality, which exerts more power over others than all studied efforts in the same This silent radiation of power and influence from a human spirit, is sometimes called a man's atmosphere—that unseen canopy which encircles or surrounds one without the person himself knowing it. It is just this atmosphere but, Charlie, please don't tell me any exuding from the personality which in shockingly untrue stories." low, popular and sought after, and in another case makes him repellant and shunned.

Some men attract others to themselves as clover blossoms attract bees. They do nothing in particular to create and gain confidence, but it comes to them unsought. People like them without being able to tell why. Their atmosphere is winning. Generally such people are easy-going and good-natured, laugh and joke a good deal, but not always; for laughing and joking are dangerous ele-ments to deal with unless a storekeeper knows exactly when and how to use them. Enemies are frequently made in this way and mortal offense given, when nothing of the kind was intended.

If a storekeeper is the fortunate possessor of the quality we are trying to describe, he will get along well, whatever else he may have or lack in the way of ability; for people will like him, and, as a rule, when people like a storekeeper they will also like his store and will patronize it, if they are treated at all decently. Such a person can be more careless of himself and of his store than would be entirely fatal to the other man who does not radiate an agreeable influ-

When a man unconsciously to himself, exerts a repellant influence upon customers, it requires the most careful man-agement to hold his trade. If he cannot draw people to his store by his personal qualities, then he must draw them by his comes in the value and importance of tact. The storekeeper who is not blessed with a winning personality, will be com-pelled to work harder than his neighbor whom everybody styles a good fellow, but he can make his power felt by able management, notwithstanding.

In order to deal with customers propery a storekeeper should know them thoroughly; all their little weaknesses and peculiarities, their foibles and failngs, as well as their good points and commendable traits. And when once in possession of this knowledge, he will vary his manner to suit the customer's nature. As Paul the Apostle said he became all things to all men that he might by all means win some to a belief in Christianity, so a good storekeeper will exhibit the same fertility and versa-tility in resources in winning patronage for his store. It is often said there is no friendship in trade, but there is certainly omething that is closely akin to it.

No one knows what human nature is

kill everything you see. I'm glad that he get away."

"Now, see here, wife," I remarked, "if you are going to moralize on everything I do, I shan't tell you another thing."

No one knows what numan hature is in all its many-sidedness, until he has had an oportunity to study its commercial side from behind the counter of a store. The essential meanness and littleness of people are never fully displayed until they go into a store to trade. Then it all they go into a store to trade. Then it all the many-sidedness, until he has had an oportunity to study its commercial side from behind the counter of a store. comes out. To save five cents they will -nve cents of expense, and four times that amount of trouble. Just as in sailing a boat the least deflection in its course will land it wide of its proposed destination; so in making a trade with some customers, the least little thing coming up before the bargain is completed, will wreck the entire transaction unless the storekeeper' tact, like a skilful pilot, brings the head of the boat round again to its straight

and proper course.

In short, the occasions for the exercise of tact in a storekeeper's life and work are numberless, and unless he can make up his mind to accommodate himself to the whims and notions of the people, and frequently yield in the sense of stooping to conquer, he had better sell out at the first opportunity, and go into some other kind of business.

Buy flour manufactured by the Cresent Roller Mills. Every sack warran ed VoigtMilling Co.



THESE GOODS ARE "PAR EXCELLENCE"

DO YOU HANDLE IT?

HEG ERMAN MEDICATED MAI STOCK TOOD KZ 山

HOG CHOLERA.—Cause, Cure and Prevention. Cir-culars & Testimonials Free For sale by Druggists, Gro-

Horses, Cattle, Hogs, Sheep, Colts, Calves, Pigs, Lambs. Has the finest line of illustrated advertising and most attractive Lithograph Label. List price reduced August 1, 1888. A 75 cent. cash guarantee on every box you sell, 1,000 illus. rated circulars in each case. Rubber stamp as elf-inking pad free with your first order throug obber. Special directions for building up type trade with every children. trade with every shipment. Our Hog Cholera—Cause, Cure lar, "Hog Cholera-Cause, Cure and Preventive," is attracting universal attention. Contains the most scientific and practical facts in regard to this terrible disease, and only known positively successful treatment. Gives valuable information in regard to swine-raising for large profit. See ather circulars for all kinds of stock. The facts contained in these circulars are worth many dollars to every enterprising farmer or stockman. Dealers! We have withdrawn our salesmen and solicit a continu ance of your trade through prominent jobbers.

SOLE MANUFACTURERS: The German Medicine Comp'y Minneapolis, Minn.

For sale in Grand Rapids, Mich., by Hazeltin & Perkins Drug Co. and Hawkins & Perry, whole ale grocers.



To the Merchants of Michigan - We offer

Monuments

at a closer margin of profit than any concern in the State. Write for estimates on Building Stone or Semetery work. First class material and work-manship only.

SAM'L MOFFETT, Manager.

If you have any to offer send samples

amount and will try to buy them W. T. LAMOREAUX

71 Canal Street.

or to FRED D. YALE & CO., Manufacturer of

Flavoring Extracts, Baking Powder, Bluing, Etc.

And Jobber of Grocers and Druggists' Sundries

Call and inspect our new establishment when in the city.

19 S. IONIA ST.

ATTENTION, RETAIL MERCHANTS!

Increase your Cigar Trade by selling the

Named in Compliment to the

Michigan Business Men's Association,

> And especially adapted, both in Quality and Price, to the requirements of the RETAIL GROCERY TRADE.

Absolutely THE BEST 5 Cent Cigar on Earth! PRICE, \$30 PER THOUSAND.

The Telfer Spice Company,

MANUFACTURERS' AGENTS, GRAND RAPIDS.

# BOOK-KEEPING

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

TRADESMAN Gredit GOUPON Book

THE NEWEST AND BEST SYSTEM ON THE MARKET.

Subject to the following discounts:

Send in sample order and put your busine on a cash basis. E. A. STOWE & BRO., Grand Rapids.

WANTED.

FRUIT, BEANS and all kinds of Produce. If you have any of the above goods to tip, or anything in the Produce line, let is hear from you. Liberal cash advances

EARL BROS.,

157 South Water St., CHICAGO.

deference: FIRST NATIONAL BANK, Chicago.

Cranberries, Sweet Potatoes

and Grapes. Bananas, Our Specialty.

Foreign, Tropical and California

16 and 18 No. Division St..



COMMISSION MERCHANTS | Every garment bearing the above ticket i WARRANTED NOT TO RIP, and, if not as re

MICHIGAN TRADESMAN, Grand Rapide. STANTON, SAMPSON & CO. Manufacturers, Detroit, Mich.

We carry a large stock of all Mice Inder Nat'l City Bank. kinds of Foreign and Domestic Nuts and are prepared to sell in any quantity.

PUTNAM & BROOKS



The Best Fitting Stocking Rubber in the Market.

Geo. H. Reeder, Sole Agents, Grand Rapids, - Mich

*HEAVENRICH* BROTHERS

Wholesale Clothiers

Perfect-Fitting Tailor-Made Clothing AT LOWEST PRICES. 138-140 Jefferson Ave., 34-36 Woodbridge St., Detroit,

MAIL ORDERS sent in care L. W. ATKINS will receive PROMPT ATTENTION

Alfred J. Brown

Morse Elevator Works, Philadelphia, New York and Detroit. Morse, Williams & Co., proprietors. FRUITS

(FOR PASSENGERS AND FREIGHT.) — Detroit office, Some ave. Telephone 1032. H. MIDDLEBROOK, Agent. Detroit office, 91 Jefferson

WHEN IN MUSKEGON

Fletcher's City Creamery For the BEST LUNCH to be had in the State, W. H. FLETCHER, - 54 W. WESTERN AVENUE.

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.

PUTNAM & BROOKS, Packers. GRAND RAPIDS, - MICH. Detroit Soap Co.,

DETROIT, MICH.

EN ANNE, MOTTLED GERMAN, MIC LUE BLUE, SUPERIOR, O MONDAY, PHENIX, AND OTHERS, For quotations address W. G. HAWKINS, Lock Box 173, - GRAND RAPIDS

Wholesale A. HIMES, and Retail

Telephone Call 490-2. CAR LOTS A SPECIALTY,

Yards, Shawmut Avenue, Winter and W. Division Sts.

LORILLARD'S STANDARD FIRST GRADE PLUG TOBACCO CLIMAX

Can now be bought at the following exceptionally

LOW FIGURES: POUNDS, 12 x 3, 16 oz., 6 cuts, 40, 28 & 12 lbs CLUBS, 12 x 2, 16 ox., 6 cuts, 42, 30 & 12 " .39 CLUBS, 12 x 2, 8 oz., 6 cuts, 42, 30 & 12 "
FOURS, 6 x 2, 4 oz., 42, 30 & 12 "
FIVES, 6 x 14, 3 1-5 oz., 45, 254 & 16 "
TWIN FOURS, 3 x 2, 7 to lb, 41, 27 & 134 "
FIGS, 3 x 1, 14 to lb., 41, 21 & 17 " .41 .41 THESE PRICES LOOK TOO GOOD TO LAST.

HESTER & FOX, Manufacturers' Agents for

saw and crist mill machinery



Planers, Matchers, Moulders and all kinds of Wood-Working Machinery, Saws, Belting and Oils. And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for Sample Pulley and become convinced of their superiority.

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

Written for THE TRADESMAN.

BY A COUNTRY MERCHANT.

It is a little singular that, after years of experience with the modern system of sensational advertising, so many people that pattern of Christian virtue and replace almost implicit reliance in every announcement of the nature which appears in print. How a person of ordinary thinking capacity can follow the proclamations of, say, a clothing dealer who advertises a "cost" sale for three months; a "half-off" sale for another three months; a "fearful slaughter" for the third three months; fiils up the balance of the year by offering "goods at two-thirds off manufacturers' prices,' and repeats the programme season after season, and have the remotest faith in his honesty and truthfulness, is almost incomprehensible. Yet these traders will often retain the same customers, by means of their great bargain offers, for year after year. These customers know that traffic in any species of merchandise is conducted with a view to money earning instead of money squandering; they see the sensational advertisers apparently prosperous, yet they fail to use the sense they may possess in easily con vincing themselves that any business conducted as the advertisers announce that their own is conducted, could, by no possibility, be made self-sustaining.

What oceans of useless patent nos trums have been poured into the human stomach; what cords of foolish and unneeded trumpery has been piled up in American homes: what mountains of frothy and pernicious "literature" are accumulating for the demoralization of the rising generation; what vast amount of bogus "premium" grain, and bogu "blooded" stock, are being purchased how the snide patent right sharks flour ish, and the various grades of confidence men luxuriate on their ill-gotten gains through the medium of sensational and alluring appeals to that class of people who are perennially looking for individuals who are doing business for philanthropic reasons, and with no desire whatever to profit by their labors. Yet, while the swindles, devices and frauds of the advertisers are so conspicuous that any one but an imbecile should detect them imbeciles, in the great army of victims are by no means in a majority.

"I thought, three or four years ago, said my friend Howdy, "that old man Gripper had started a crusade for exter minating untruthful advertising, but I guess it was only an effort to extori money, after all. The last time Bbig show was here, I had a youngste who was terribly anxious to see his first circus, and myself and a half-dozer adult members of the family generously resolved to surrender our personal inclinations for his enjoyment. When we got into the animal tent, I was astonished to see Gripper, with his wife and whole family, making the rounds. Anxious to learn what had induced the old fellow to indulge in such an unwonted extravagance, I left my party to interview him. As I approached, I noticed that Gripper was checking off from a show bill, while his oldest boy was making minutes in an old memorandum book. Then I heard Gripper say:

"'What's your last item, Isaac?" youth.

"'Correct! Now put down, 'for injury palmed off on me and them a little onetwelve-foot snake thirty feet long! I'll learn 'em to swindle the public! Now, 'Tilda, and you children, keep these things in your mind, so you can testify to 'em!'

"Then the old man turned to an attendant and asked where the crocodile from witness that what he said was true; he the Nile was located, and, on being cour-

"T've been wanting to see a crocodile ing people that it was an hour behind schedule time. all my life, and this fraud hurts me more'n all the rest! Make that an even misrepresentation do the railroad com-\$5, my son! This bill says there's a hundred parrots in one cage; count'em! Thirty-five, eh? Well, charge 'em a dollar for their and now let's go into the lar for that; and now let's go into the employee tells them about delayed trains. circus, and look up the rest of the swin- It would be some comfort to a man wait

ness of Howdy's little narrative, but, if trains.

I started this paper with the idea of suggesting more truthfulness and less buncombe in business advertising, but I GRAIN, find myself incapable of manufacturing any suggestions that will practically dove-tail in with the times. I thought of strongly intimating to Mr. Slimmerspected pillar of the sanctuary—that his professions and practice, were drifting widely apart in the matter of announc ing his attractions for the buying public; but does any one imagine for a moment that Mr. Slimmer would appreciate my motives, and adopt my recommendations if I should submit to him that something like the following "ad" would be more consistent with his moral "pose" than the one he is now running?

"I cordially invite the public to come in and look over my stock of \$6,500 (not \$20,000, Mr. S.) worth of Dry Goods But about a quarter of the assortment is new (you say it is all new, Mr. S.), but among the old 'shop-keepers' you will find my genuine bargians. Of course, I don't keep a very large line of fine dress goods, but what I have are offered at an average profit of about thirty per cent. (not close to jobber's prices, Mr. S.). I have a good variety of calicos and cheap dress goods, but I trust that customers will make the selection of a dress, on which there is only ten cents profit, inside of an hour. (You say it is no trouble to show goods, Mr. S.)"

But I will cut Mr. Slimmer's proposed announcement short. Finished, it would bring Mr. S. before the public as a party whose practices and professions coin cided, but I fear that Mr. S. is of earth too earthy to confine himself to absolute truthfulness in advertising matters.

### The Railroad Liar.

It has always been a source of wonder to me what a railway corporation expects to gain by keeping the movements of its trains profound mysteries from the traveling public, especially during periods of sudden emergencies, accidents and annoy ng delays. The passengers on the train the waiting friends and expectant pas engers at the stations are alike snubbed. intentionally misinformed. All this nakes the delay doubly exasperating to the waiting people, and it doesn't move doesn't add to the popularity of the road.

When the recent flurry of snow and poreal winds and Arctic cold swept over the land I waited at a great city of one of the greatest railroads in America for a train due at 5 o'clock p. m. I suspected the train would be late. By diliin the uniform of the railroad company employes, who assured me that the didn't know anything about that train. Well, as a general thing, a railro man is not expected to know anything about the trains on his own road I suppose. If that is so, these five neatly uniformed men in the handsomest station in America filled the bill to perfection That is what the brakeman Melias and onductor Hanford knew, and they have got into trouble and an indictment for i

continued my search, and u

arthed one or two more uniformed sp remotely pertaining to the railroad, of coat and brightest buttons, express trains at all on the road that day. Pr ently I found a liar, who deliberately minutes behind time. I afterward le that he was not the regular liar, but wa supernumerary who was just learning parts when the regular liar was sick But on this occasion there were so many anxious people asking questions that the company was on the stage at once, a sisted by the full strength of the entire ballet. I met most of them. I found a light comedy liar who, when I asked him low much was "22" behind, said it was "Four elephants short, \$2,' replied the finished telling a nervous old woman that the train would be in before morning, and then when I asked him where it was to feelings of self and family, by having now he said his watch had stopped, and went away to tell another passenger it would be along in twenty minutes. At horse seal as a sea lion, \$3.' Got it? last I found the premiere liar, who is Well, now charge 'em up a dollar for substituting a stuffed hippopotamus for polite, always direct, and never ill-natured. He looked me straight in the eyes, and in tones earnest with conviction told me at 7:30 p. m. the train was only one hour late. He told me the same thing again at 8 o'clock; quietly and earnestly he repeated this declaration a 9:15 p. m.; at 10:20 he re-affirmed it; he stuck to it at 11; when midnight pause in the sky he called upon the stars to stuck to it at 1 a. m.; and at last, at a o'clock in the morning, that train came teously informed that it had died a few days previously, remarked to Isaac:

| October in the minimum, and the predict in, ten hours behind time, and the predict in the minimum, and the predict in the minimum and the mi

Now what good did all this deceit and ing for a train to know about how long "At this point I lost sight of the Griphours, he will go home and start next per family," continued the narrator, "but it's an actual fact that the old man had the manager of the show arrested for obtaining money under false pretenses and as the matter never several tenses and as the matter never several tenses. tenses, and, as the matter never came to the waiting, impatient, restless crowd trial, it is a general opinion in the community that the showman paid Gripper's bill rather than subject himself to the absurdities and enverynces of defording. absurdities and annoyances of defending There is need of a great reform here, and such a case." The casual reader will please take notice that I do not youch for the truthful-

SEEDS,

BALED HAY,

MILL FEED and PRODUCE.

BALED HAY A SPECIALTY.

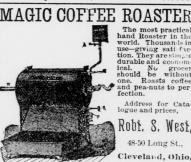
HOLLAND, - MICH. NING AND TENTS.



Chas. A. Coye,



WM. REID, 73 & 75 Larned Street West, DETROIT, MICH. Grand Rapids Store, 61 Waterloo Street,



G. M. MUNGER & CO Successors to Allen's Laundry. Mail and Express orders attended to with p omptness. Nice Work, Quick Time Satisfaction Guaranteed. W. E. HALL, Jr., - - Manager.





### TIME TABLES. Grand Rapids & Indiana

Traverse City & Mackinaw	7:00 a m
Traverse City & Mackinaw9:05 a m	11:30 a m
From Cincinnati	
For Petoskey & Mackinaw City3:55 p m	5:00 p m
Saginaw Express11:30 a m	7:20 a m
" "10:30 p m.	4:10 p m
Saginaw express runs through solid.	
7:00 a. m. train has chair car to Traverse Ci	tv.
11:30 a. m. train has chair car for Petoskey	and Mack
inaw City.	wild black
5:00 p. m, train has sleeping car for Pete	nekey and
Mackinaw City.	oskey and
GOING SOUTH.	
Cincinnati Express	7:15 a m
Fort Wayne Express10:30 a m	11:45 a m
Cincinnati Express 4:40 p m	5:00 p m
From Traverse City10:40 p m	
7:15 a m train has parlor chair car for C	incinnati
5:00 p m train has Woodruff sleeper for Cir	einnati.
5:00 p. m. train connects with M. C. R. R. a	t Kalama.
zoo for Battle Creek, Jackson, Detroit and	Canadian
points, arriving in Detroit at 10:45 p. m.	Canadian
Sleeping car rates—\$1.50 to Petoskey or	Maalrinam
City; \$2 to Cincinnati.	mackina w
orty, or to cincinnati.	

at Bridge street depot 7 min <u>Michigan Centrai</u>

Il Trains daily except Sunday. Muskegon, Grand Rapids & Indiana

# The Niagara Falls Route.

Detroit Express 6:45 a
Day Express 1:10 p
New York Express 5:40 p
*Atlantic Express
Mixed
Mixed 6:50 a
ARRIVE.
*Pacific Express 6:00 a
Local Passenger
Mail
Grand Rapids Express
Mired
Mixed 5:30 p
*Daily. All other daily except Sunday. Sleeping ca
run on Atlantic and Pacific Express trains to and from
Detroit. Parlor cars run on Day Express and Gran
Rapids Express to and from Detroit. Direct conne
tions made at Detroit with all through trains East over
M. C. D. D. (Control with all through trains East over
M. C. R. R., (Canada Southern Div.)
O. W. RUGGLES, Gen'l Pass, and Ticket Agt., Chicago.
FRED M. BRIGGS, Gen'l Agent.
And the second s

# Detroit, Grand Haven & Milwaukee.

	GOING WEST.	
	Arrives.	Leaves.
d	†Morning Express 1:05 p m	1:10 p m
f	†Through Mail 4:55 p m	5:10 p m
	tGrand Rapids Express10:40 p m	P
	*Night Express 6:40 a.m	7:00 a m
	†Mixed	7:45 a m
y	GOING EAST.	
k	†Detroit Express	6:50 a m
t	†Through Mail	10:30 a m
11	†Evening Express 3:40 p m	3:50 p m
	*Limited Express	10:55 p m
d	†Daily, Sundays excepted. *Daily.	
u	Detroit Express has parlor car to Detro	it, making
e	direct connections for all points East, arriv	ing in New
	York 10:10 a. m. next day. Limited Express	, East, has
d	through sleeper Grand Rapids to Nias	gara Falls,
d	connecting at Milwaukee Junction with	through
	sleeper to Toronto.	
d	Through tickets and sleeping car berths	secured at
	D., G. H. & M.R'y offices, 23 Monroe St., and a	t the depot.
	JAS. CAMPBELL, City Passeng	er Agent.

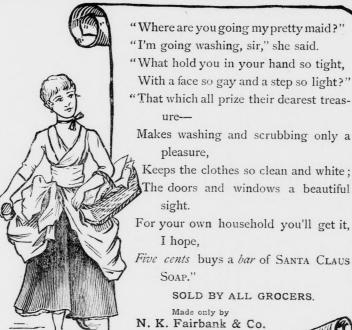
### WANTED!

We want stocks of goods in exchange for \$100,000 worth of productive real estate in Lansing city property and improved farms.

R. A. CLARK & CO.
Real Estate Brokers Lansing Mich.



PUTNAM & BROOKS. Grand Rapids, Mich.







TEST

CANDEE

No. 4 Monroe Street,

E. G. SYUDLEY,

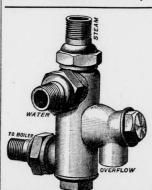
RUBBER BOOTS

Double Wear onthe Sole. Ouble Thick Ball

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

Manufactured by

GRAND RAPIDS, MICH.



THE PENBERTHY IMPROVED Automatic Injector

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

WHY THEY EXCEL

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

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

\$1,000 REWARD!!

THE LARGEST AND BEST CLEAR LONG HAVANA FILLED SUMATRA WRAPPED CIGAR SOLD FOR 5 CENTS.

World?

the

in

Starch

Sticking

No



Amos S. Musselman & Co.

GRAND RAPIDS, MICH.

We manufacture a full line, and warrant our goods to be pure and first class in every particu-

"What hold you in your hand so tight, With a face so gay and a step so light?' "That which all prize their dearest treas-Makes washing and scrubbing only a Keeps the clothes so clean and white;

The doors and windows a beautiful

Chicago, Ill.



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

ere sickness.

I write this thinking you might like to have I write this thinking you high that of warmy 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. 21, 1000.
> Specialty Depart. Ph. Best Brewing Co.,
> GENTLEMEN—I think the "Tonic" a splendid
> medicine for all forms of Dyspepsia and Indigestion. It is giving me great satisfactiou.
> Very respectfully,
> J. M. JOHNSON, M. D. Midville, Geo., Feb. 24, 1888.

Yardiey, 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 functions are exhausted and there is a loss of functions are exhausted, and there is a loss of the nerve vital force, I found its action to be rapid and permanent. ELIAS WILDMAN, M. D.

Blackwell's Island, Feb. 10, 1888. Ph. Best Brewing Co

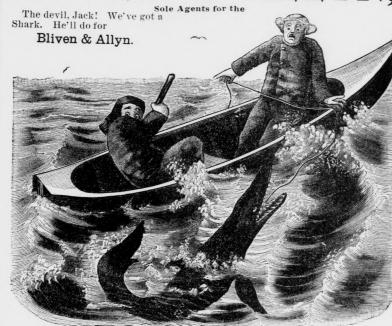
Seller!

BLIVEN & ALLYN.

MINNEAPOLIS, MINN.

MYSTIC STARCH

REQUIRES NO COOKING.



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

H. M. BLIVEN, Manager. 63 PEARL STREET.

RECOMMENDED BY EMINENT PHYSICIANS A CONCENTRATED LIQUID MALT & HOPS

Detroit, Mich., April 9, 1888. | Specialty Depart. Ph. Best Brewing Co.

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

Buffalo, N. Y., Feb. 17, 1800.

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

WM. O. JAEGER.

322 South Fifth Street. Philadelphia, Feb. 4, 1888.

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

Respectfully

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

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

GENTLEMEN—Having tried your "Best" Tonic to a great extent amongst my practice, I will state in its behalf that I have had the Ph. Best Brewing Co.,

GENTLEMEN—As a matter of personal interest, I have used your "Best" Tonic in several cases of impaired nutritition. The results indicate that it is an agreeable and doubtless, highly efficacious remedy. 1 am,

Very truly yours,

E. W. FIEMING, M. D.

I will state in its behalf that I have had the best results with nursing mothers who were deficient in milk, increasing its fluids and secreting a more nourishing food for the infant, also increasing the appetite and in every way satisfactory for such cases.

Very respectfully,

D. BORNIO, M. D.

For Sale By

Mich.

Grand Rapids,

### GROCERIES. The Grocery Market.

Sugars continue to decline, which leads the consumer to hope that more decisions of the same tenor as Judge Barrett's may Coffees are firmer, induc ing an advance of 1/2c in package brands people propose to give their ew competitors a lively tilt. The latter 1/4c to the city trade, which im-Standard to reduce their 1/2c to both the city and country trade on Monday. Some of the grocery jobbers expect to see prices go down to 6c unless a truce is patched up. Of course, the retail trade would unite in

There are no changes to note in the prices of oranges, lemons, dates, figs or nuts, except peanuts, which are strong and higher prices are looked for at any moment. Bananas will be plenty this

### Hides, Pelts and Furs.

The wool market is firm at quotations but manufacturers buy only for imme diate wants, having obtained no advance on cloths over last year's prices, although they have sold freely of the new open

Hides are lifeless and tanners are sluggish buyers at the heavy decline, not knowing they are cheap, even at lower prices than have ruled for years, simply waiting for the shoe men to take their leather that will yield them a margin. The past year's outcome is not satisfac

Pelts are some lower in the absence any speculative feeling.

Tallow and grease are lower, in sym pathy with lard. Plenty of tallow, plenty of lard and cotton seed oil, and nothing to warrant any higher prices.

Furs are in demand, with considerable excitement and higher prices, which are likely to be changed by the London sales beginning the 22d.

### Card From Mr. Lamoreaux.

GRAND RAPIDS, Jan. 18, 1889. E. A. Stowe, Grand Rapids:

DEAR SIR-As so much has been said of late regarding the Preferred Mutual Accident Association of New York, of which I am at present interested, I want to say a word or two. When I met with my accident last fall, I was carrying three accident policies—one in the Preferred Mutual of New York; one in the Travelers' Preferred of Chicago, and one in the Fidelity and Casualty of New York. As you well know, I was unable around except on crutches for two months. The Fidelity and Casualty of New York, when I put in my claim, sent me a check in full for in demnity for eight weeks and one day \$203.57, in less than ten days after proof of accident was filed.

Now, what did the other companies do: From the reading of their letters to me one would be led to believe that they had agreed between themselves to fight my claim, which they have and are now doing. They each offered me \$25 to setwhich I returned with my best re gards, saying if I was not entitled to full compensation, I was not entitled to any thing. Since then the Travelers' Pre-ferred have through their attorney sent insisting I should receive it in full for all claims. I have written them I would give them credit for \$25 on account, but

Now, what does the Preferred Mutua do? Because I insist on their paying me in full and because I have written them that if they did not pay me I would advertise them as to their manner of doing business, they write to the Insur-ance Commissioner at Lansing that they roing to commence action against me for blackmail. What do you think of such a company as that? You know, as well as I or anyone else can know by writing the Commissioner of Insurance at Lansing, that this Preferred Mutual Accident Association of New York has not complied with the laws of the State of Michigan, and has no right to do business in our State—that they cannot be sued because there is no one in Michigan to sue, so that a claim against them is worthless unless they choose to pay you, and as they have three unsettled to be much on the pay—because they don't have to! Yours very truly,
W. T. LAMOREAUN.

East Saginaw Jottings.

It is rumored that one of our wholesale per who has recently gone out of trade men who has recently gone out of trade will start in the merchandise brokerage business—six wholesale grocers and our brokers. Room for two more. brokers. Room for two more.

This kind of weather makes Jim Mack eel sad.

Our lumbermen are looking forward ith much places.

feel sad.

with much pleasure to the visit their A with much pleasure to the brother dealers have promised them.

Will tell you next week whether they enjoyed themselves or not.

G. F. Stevens reports a cedar fence posts, house blocks, etc. ne will start another camp near Coleman week, with about five cars per week G. F. Stevens reports a big trade in

### Annual Meeting of the Tustin B M. A.

Annual Meeting of the Tustin B M. A. From the Tustin Echo.

At the annual meeting of the Tustin Business Men's Association, held at the Echo office last Monday evening, the following officers were elected for the ensuing year:
President—Frank J. Luick.
Vice-President—R. H. Jones.
Secretary—J. A. Lindstrom.
Treasurer—G. D. DeGoit.
Executive Committee—G. A. Estes, John Grove, Geo. Skaglin and the President and Secretary.
There has been much interest manifested by the members of the Association in the past year.
The regular attendance has been large, and all are highly pleased with the benefits derived.

### AGITATING INSURANCE.

### ackson Business Men Favor The Mutual

Plan. At the annual meeting of the Merchants' and Manufacturers' Association of Jackson, the subject of mutual insurance seems to have been oretty fully discussed, if the following newspa-

report is any criterion:

per report is any criterion:

Mayor Loennecker brought up the matter of insurance, and read the following:

"With the object of renewing the discussion, I will bring before this organization the insurance question again. It has been stated here before, that the insurance companies discriminate against Jackson in charging us a higher rate of insurance than we should pdy, considering the efficient fire department and the extended water service acquired and maintained through our taxes.

The water works have cost us about, ....

The fire department. 47 000

Which is chiefly as a fire protection to the city.

We are taxed annually \$15,000 for the maintenance of our fire department.

The insurance companies seem to overlook these facts and put us on the same basis with villages and poorly protected cities.

I have shown through an article in the Jackson Duily Patriot that this city paid in the last four years for fire insurance about \$233,000; leaving a gross profit to the companies of about \$196,000 in four years, or nearly \$50,000 annually out of the city alone.

can be stopped or reduced, it seems to be the most important work that our organization can accomplish.

That the companies can do better in general and should reduce the ratio in Jackson is shown by the enormous surplus capital accumulated by some of them and the rates of dividends paid. I have given some instances of dividends paid. I have given some instances of dividends from 21 per cent. annually for the past fourteen years, and after paying these dividends, an accumulated surplus of from 100 to 400 per cent. representing the net profits earned and not divided and subject to distribution among the stockholders at any time.

The cost of husurance in the Mutual Pulaski (Jackson county) Fire Insurance Co. for the period of two years has been less than \$1 per \$1,000. W. C. Wheeler, secretary of this company, writes me that only one assessment has been made by their company since its establishment, October, 1886, of \$1 per \$1,000 and 25 per cent. of that money is on hand yet.

The best authority on mutual insurance in Michigan, or perhaps in the United States, Hon. Moses Kingsley, of Kalamazoo, who has been identified with mutual insurance for the past twenty-five years, gives me the following result of his experience:

"The expense of insurance in the Farmers' Mutual Insurance Company of Kalamazoo city has been \$2 per \$1,000, three years in advance.

"The rate of insurance in the Citizens' Mutual Insurance Company of Kalamazoo city has been \$2 per \$1,000, as against \$5 per \$1,000, charged by stock companies for like risks, or \$3½ per \$1,000 if paid three years in advance."

Besides the mutual plan, there is now laid before the merchants of Michigan, a mutual or risk company plan combined, guaranteeing a 10 per cent. dividend, and returning the earnings above 10 per cent. among the policy holders. I received a prospectus of that plan from the Michigan Business Men's Fire Insurance Co."

Even with a stock company organized in our city by Jackson capital, one of the greatest objections to the payment of the stock

of wealth and capital, of its resident stock-holders.

Ex-Mayor Prindle asked whether any inquiries had been made of the mutual commercial insurance companies of the east. The difficulty, he suggested, of mutual companies doing business in the city would be the large amount of risk it would be obliged to take. In this State, mutual companies are compelled to confine their business to three counties. The New York Mutual Commercial Co., he understood, had made a decided success, but they took risks not only in New York but in various other states.

Mayor Loennecker said the principal object in bringing up the matter was, if possible, to induce the insurance companies to reduce their rates. All the circumstances of efficient fire protection and he thought that if the Association would pass a resolution requesting the agents in this city to urge their companies to reduce their rates here it might have the desired effect. He presented a prospectus of a proposed commercial mitual insurance company now being organized in the State which he thought would be about what is wanted in this city. Geo. B. Caldwell, of Greenville, chairman of the Insurance Committee of the Michigan Business Men's Association, is the author of the prospectus.

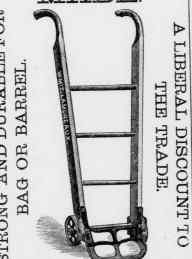
John T. Tuomey stated that a company had been organized in Yew York which proposed 'Quickmeal'

John T. Tuomey stated that a company habeen organized in New York which proposed do business throughout the country throughout the companies. This company, Mr. Tuom said, was even more careful in taking risks the some of the old companies.

R. Waldron said his father was a prim hell of the insurance of Jackson can be carried successfully by a company organized right here. Mr. Pringle said the difficulty with the stock companies is that they do not take into consideration the amount of the risk. The inspection really amounts to very little. He thought the most hopeful plan would be to invite solid mutual companies to come to Michigan and take risks. Those companies will do everything in the way of inspection if they take any risks. The only really successful mutual company in this State is the St. Joseph company. This company employs inspectors, who make it a business to inspect every risk before it is taken.

The matter was referred to the Committee on Insurance, with instructions to report as early as convenient.

### BAG TRUCK MADE



Weighs only 16 lbs.; always stands up alone when not in use. Send \$3.50 and I will send you one, charges paid.

W. T. LAMOREAUX, 71 Canal Street,

Grand Rapids, Mich.

### The Conqueror Conquered

In southern archipelagoes he'd fought the

bloody cannibal;

He'd skinned and tanned the crocodile and found him very tanable;

Not a word of fear he'd uttered, not a word and not a syllable,

When he killed the Bengal tiger, and he found him very killable.

He'd skinned and tanned the crocodile and found him very tanable;
Not a word of fear he'd uttered, not a word and not a syllable,
When he killed the Bengal tiger, and he found him very killable.

He claimed his strength was very great, for bears and lions suitable;
He used to boot the grizzly bear, and found him very bootable;
He claimed in killing monstrous snakes, that he was very capable,

W G Hastings, Kent City Sullivan Lumber Co,
Jas Ward, Harvard S D Thompson, Newayard
S

wasn't winceable; nade the ramping elephant no longer re-cognizable.

Just then his wife came in and said, •"I'd think it quite commendable:
If you'd come and 'tend the baby, for you'll find him very tendable."
The way she took him by the ear will make this poem readable;

Petoskey Independent Democrat: The Michiness Business Men's Association has done several things which have benefitted the people of ection with the adoption of a uniform insur ance policy. Through the efforts of the Asso ciation the Insurance Policy Commission has all the insurance companies doing business i the State, and which will save the public thous ands of dollars besides doing away with muc of the litigation growing out of losses by fire.

# BLANK BOOKS

Stationery, TABLETS, STEEL PENS, INKS.

Valentine Samples

GASOLINE STOVE.

THE SUCCESS OF THE SEASON JUST PAST

given on application. Catalogue for 1889 now ready.

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.

Manistee Advocate: The Manistee Busine Men's Association have rented one of Van Bu ren's stores and will fit it up as a club room and exchange. The officers of the society are inde atigable workers and promise a big year fo

Charlotte Republican: The Charlotte Business Men's Association is an excellent organization If properly sustained the organization may be come of great value to the city.

### Crockery & Glassware

LAMP BURNERS.	
	50
0. 1	75
	75
LAMP CHIMNEYS.	
6 doz. in box.	
No. 0 Sun	90
No. 0 Sun	00
No. 2 "31	00
First quality. No. 0 Sun, crimp top	15
No. 0 Sun, crimp top	95
No. 1 " 2 No. 2 " " 3	25
XXX Flint.	50
No. 0 Sun, crimp top	50
No. 1 2 No. 2 3	80
	00
Pearl top.	~0
No. 1 Sun, wrapped and labeled	70
No. 2 " " 4	70
No. 2 Hinge, " "	10
La Bastic.	-
No. 1 Sun, plain bulb1	25
No. 1 sun, plant but No. 2 1 No. 1 - 1	50
No. 1 erimp1	40
No. 2 "1	60
STONEWARE-AKRON.	
Buttor Crocks per gal 0t	31/2
Jugs. 1/2 gal., per doz 65	5
Jugs, ½ gal., per doz. 65	)
2	)
Meat Tubs, 10 gal., each 73	)
" " 12 " 1 00 " " 15 " 1 6	)
" " 15 " "	9
" " 20 " "	
Milk Pans, ½ gal., per doz. (glazed 66c) 60	
" " 1 " " ( " 90c) 78	0

### PRODUCE MARKET.

Apples—In fair demand at \$1.50@\$2 per bbl. Beans—Handlers are paying about \$1.25 for un picked and getting \$1.65@\$1.75 for hand-picked Butter—Creamery is in fair supply at 28@300 Dairy is easier, No. 1 readily commanding 186

nc. Cabbages—Home grown command \$3@\$5 per 100 Celery—18@20e per doz. Cider—8@10e per gal. Cooperage—Pork barrels,\$1.25; produce barrels

5c. Cranberries—\$7.75@\$8 for Bell and Cherry and \$8.59@\$9 for Bell and Bugle.
Dried Apples—Commission men hold sun-dried at 4½@5c and evaporated at 6@6½c.
Eggs—Fresh are coming in freely, having dropped to 18c., with prospect of further decline.
Pickled and cold storage stock are being pushed out at 17c.

Onions—Buyers pay 20@25c. and hold at 300

35c. per bu.

Pop Corn—2½c per lb.

Potatoes—The market is looking up a little, on account of a limited demand from the South for seed stock. There is no visible stiffening in prices, however.

Squash—Hubbard. 1c per lb.

Sweet Potatoes—Kiln-dried Jerseys, \$3,75 per obl

PROVISIONS.

The Grand Rapids Packing and Provision Co. quotes as follows:

Mess, new.
Short cut Morgan.
Extra clear pig, short cut.
Extra clear, heavy.
Clear quill, short cut.
Boston clear, short cut.
Clear back, short cut.
Standard clear, short cut, best. SMOKED MEATS-Canvassed or Plain. 16 lbs..... 12 to 14 lbs Shoulders

boneless

bried Beef, extra

ham prices

Long Clears, heavy

Briskets, medium.

light

tanp—Kettle LARD-Kettle Rendered LARD-Compound

Extra Mess, warranted 200 lbs... Extra Mess, Chicago packing... Plate... Extra Plate... Boneless...

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

OYSTERS and FISH.

Has eight separate and important improvements for 1889.

Now is the time to arrange for the selling agency for your town, and we invite correspondence from previous agents

and from those who would I ke the agency for the coming season. Discount, terms of delivery and dating of invoice | Royal, 25 10, pans 200 15, bbls 2 20 Cut Loaf, 25 lb. cases

H. Leonard & Sons,

Jobbers of Grockery, Yinware and Lamp Goods. Lozenges, plain...
printed. Mottoes.
Cream Bar
Molasses Bar
Caramels
Hand Made Creams
Plain Creams
Decorated Creams
String Rock
Burnt Almonds.
Wintergreen Berries

FANCY-In bulk. " printed, in pails in bbls. Chocolate Drops, in pails. Gum Drops, in pails.
" in bbls..

Moss Drops, in pails.
" in bbls..

Sour Drops, in pails. Imperials, in pails... FRUITS.

Oranges, Floridas, Lemons, choice.... fancy.... Figs, layers, new.

" Bags, 50 lb.

Dates, frails, 50 lb.

" 14 frails, 50 lb.

" Fard, 10-lb. box.

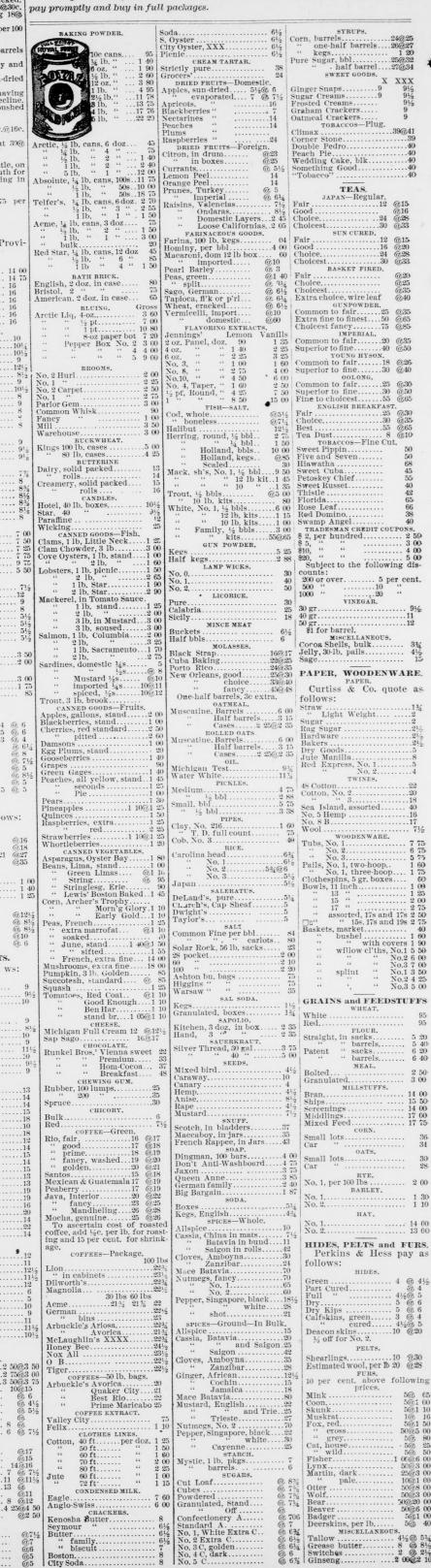
" 50-lb."

" Persian, 50-lb. box. Almonds, Tarragona.... "Ivaca...... "California....

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

### Wholesale Price Current.

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



### Drugs & Medicines.

State Board of Pharmacy.

one Year—Ottmar Eberbach, Ann Arbor.

two Years—Geo, McDonald, Kalamazoo.

whree Years—Stamley E. Parkill, Owosso.

our Years—Jacob Jesson, Muskegoli.

readden—Geo, McDonar, betroit.

scretary—Jacob Jesson.

Takestery—Jacob Jesson.

Takestery—Jacob Jesson. oretary—Jacob Jesson. casurer—Jas. Vernor. axt Meeting—At the lecture room of Hartman's Hall and Rapids, Tuesday and Wednesday, March 5 and 6

Michigan State Pharmaceutical Ass'n. President—Geo. Gundrum, Ionia.
First Vice-President—F. M. Alsdorf, Lansing.
Second Vice-President—F. M. Alsdorf, Lansing.
Second Vice-President—H. M. Dean, Niles.
Third Vice-President—O. Eberbach, Ann Arbor.
Secretary—H. J. Brown, Ann Arbor.
Treasurer—Wm Dupont, Detroit.
Executive Committee—A. H. Lyman, Manistee; A. Bassett, Detroit; F. J. Wurzburg, Grand Rapids; W. A.
Hall, Greenville: B. T. Webb, Jackson.
Local Secretary—A. Bassett, Detroit.

Grand Rapids Pharmaceutical Society. dent. J. W. Hayward, Secretary, Frank H. Escott

Detroit Pharmaceutical Society.

Muskegon Drug Clerks' Association. sident, Geo. L. LeFevre. Secretary, Jno. A. Tinhol

### POPULAR PREPARATIONS.

### Constituent Elements of Patented and Other Remedies.

CAMPHOR ICE.

500 gms. lard, 125 gms. white wax, 50

gms. bitter almond oil. BROWN HAIR DYE.

part sulphide sodium in 48 water.

SYRUP OF CODEINE.

gms 60 per cent, alcohol and 35 gms.

180 gms. copaiba balsam, 30 grams

OINTMENT FOR FRECKLES. White precipitate, 5; bismuth subni-

trate, 5; ointment glycerin, 2. Use thrice

copal varnish to produce a half-liquid

Extract alkanet, q. s. to the desired tint.

SYRUP OF LICORICE. Licorice root, 40; ammonia water, 8:

seed oil is higher.

large, the spread fine and the toasts par excel- £10,150,000, or \$50,000,000. The exlent. The speakers from out of the city were perience of the past twelve months has Frank Wells, of Lansing, Dr. E. B. Ward, of shown the managers of this gigantic Laingsburg, and Frank Hamilton, of Traverse speculative deal that during the coming City. Other toasts were responded to by H. W. twelve months this supply is likely to

The Typical Drummer.

The Drummer—bless his jolly face, Has goodly right to fame! No matter what his creed or race, He glories in the name.

He's open-hearted, brave and kind, And loves a noble deed; In him ill-luck will always find A friend in time of need.

He works alike in sun or rain, Yet thinketh not of praise; You meet him on the morning train, In trade's o'er-crowded ways.

Oh, he is versed in all the tricks

His standard to the breeze unfurled, Floats o'er the distant isles! He moves the commerce of the world, And basks in beauty's smiles.

The Condition of Trade.

close of last week, and, so far as the volume of business is concerned, there has Dissolve 8 parts pyrogallic acid in 16 been very little if any marked improveof alcohol, and mix with a solution of 1 ment. The distributive movement of general trade seems to be restricted by the same influences that have operated since the new year commenced. The 1.25 gms. codeine are dissolved in 33 business depending upon the ordinary requirements of consumption continues water, and mixed with 1/2 liter sugar fairly active, but thus far there has been

resin guaiac, 15 gms. chios turpentine, 15 gms. potassium carbonate, 3.5 gms. both trade and speculation have contincochineal, 1 liter alcohol. Digest one ued in a waiting attitude. The general dullness of trade in the principal mer-chandise markets has developed an easier tendency for values, and in a majority of cases prices are lower, but there is no department of either trade or industry that has developed any unfavorable fea-

preparation, and spread over the parts to be joined.

Inductor and spread and spread over the parts being watched with keen interest, for not only the future cursion from Detroit to Washington and ANTISEPTIC SOAP. Oil almonds, 72; liq. sodæ, 24; liq. potassæ, 12; zinc sulpo-carbolate, 2. Otto LANOLIN TOILET CREAM.

Lanolin, 5 grams; oil sweet almonds, 5 grams; precip. sulphur, 5 grams; oxide zinc, 2.5 grams; extract violet, 0.5 grams. Extract alkanet o s to the desired tint.

Extract alkanet o s to the desired tint.

To the clear solution now add, alcohol (96 per cent.), 250; dist. water, 230. The product is of the same strength as the product is of the same strength as the spiritus saponis of the German Pharma-copeia.

The Test of Levelty.

and accordingly bankers say that a result sumption of gold exports is not improbable, but the country can easily part with liberal shipments without incompany to the same strength as the sumption of gold exports is not improbable, but the country can easily part with liberal shipments without incompany to the same strength as the same stren The Test of Loyalty.

From the Charlotte Republican.

Shall it continuer: Is there a necessity for its existence in this city: The object of the B, M, with all the legitimate interests of the city and surrounding country. It is not an association for any one man or set of men, but for the whole. How shall it be conducted? Not by one class organization. Its needings are open to all citizens, whether members or not, and all archives to attend and take part in its deliberations. It is not controlled by the merchanis or facturers. It belongs to all, including the mechanis and the laboring man. Are the times hard and dul? Can they be bettered? We want is a still too much above exporters' limits to the charlest are at stake. Are there any manufaction of the country carried in the enter of and let us see. Is there any thing we can do to increase the growth and prosperity of the city? Come and let us see. Is there any thing we can do to increase the growth and prosperity of the city? Come and let us see. Is there any thing we can do to increase the growth and prosperity of the city? Come and let us see. Is there any thing we can do to increase the growth and prosperity of the city? Come and let us see. Is there any thing we can do to increase the growth and prosperity of the city? Come and let us see. Is there any thing we can do to increase the growth and prosperity of the city? Come and let us see. Is there any thing we can do to increase the growth and prosperity of the city? Come and let us see. Is there any thing we can do to increase the growth and prosperity of the city? Come and let us seed it is the country can be come of the best counties of land in the Canter of the country can be come of the best countries of land to fight country to busy and the west and the laboring man. Are the time of the country can be come and the laboring man. Are the time of the country can be come and the laboring man. Are the time of the country can be come and the laboring man. Are the time of the country can be come and mechanic

The Drug Market. ment of stocks showed that there Opium is very firm and likely to ad- accumulated in Great Britain and France vance. Quinine is still very low. Balsam copaiba will be higher. Oil sassafras is lower. Alcohol is higher. Linfras is lower. Alcohol is higher. Lin-syndicate has had to take and pay for. Owosso Times: The annual banquet of the in this country an unsold stock of about Owosso Business Men's Association was held at 35,000 tons, in all about 145,000 tons, Wesener hall last evening. The attendance was which, at £70 per ton, represents in value

At the Maine Commercial Travelers' Banquet in Portland the following poem was read by Robert Rexdale, author of the new novel "Saved by the Sword":

In every land beneath the sky,

He'll pledge with you and jest with you, And fight, if need there be; But should he get the best of you, A generous foe is he!

From the New York Shipping List. A quiet feeling has prevailed in com gms. camphor, 20 drops oil cloves, 3.5 mercial and financial circles since the very little disposition on the part of dealers or manufacturers to stock afresh for future requirements or to hnter upon Mix together finely pulverized well dried zine white with sufficient clear copal varnish to produce a half-liquid prevails. The efforts that are being made to adjust railroad affairs upon a DEAR SIR—The cess of these efforts, but there is also a close relation between trade and transportation that will be influenced thereby.

We will leave Detroit by the Michigan We will leave Detroit by the Michigan will be a consecutive to the consecutive trade and transportation that will be influenced thereby.

Licorice root, 40; ammonia water, 8; water, 180. Macerate 12 hours, strain, add honey (unstrained) 120. Warm till limpid and transparent; cool, filter, add sugar 120, bring to a boil.

ARTIFICIAL CARLSBAD SALTS.
Ziemssen suggests the following as a cheap and effective substitute:
Sodium sulphate, 40; sodium carbonate, 6; sodium chloride, 1. Dissolve in

confidently predicted as the result of last week's meeting of managers and bank-ate, 6; sodium chloride, 1. Dissolve in hot water, evaporate, and powder the remaining salt. Dose, ½ teaspoonful in hot or carbonated water.

ELIXIR OF EXTRACT OF LICORICE.

Dissolve 30 parts licorice extract in 99 parts aq. foeniculi, add 5 parts liq. amond, caust. (10 per cent.), shake well, cork, allow to stand a few days. Then add one part oil of anise dissolved in 24 parts alcohol, and allow to settle. Allow to stand 8 days, decant the clear liquid and filter the remainder. A very dark, but clear preparation.

SPIRITS OF SOAP.

Liq. potasse (Sp. Gr. 1.3), 30; alcohol (96 per cent.), 30; olive oil, 60. Shake in a bottle till saponification is complete. To the clear solution now add, alcohol (96 per cent.), 250; dist, water, 230. The product is of the Same strength as the product is of the German. Plarts as the solid managers and bank-week's meeting of managers and bank been so often decived heretofore by unfuffilled promises that there is a desire to await the civity of these negotiations before undertaking fresh operations. Mean-while, however, there has been an active will then take up the march to the City. We will then take up the march to the City. We will then take up the march to the City. We will then take up the march to the City. We will then take up the march to the City. We will then take up the march to the City. We will then take up th

venience. The only new feature in the produce markets has been a further sharp dron in the price of wheat as a result of old saw. And it is true in a great measthe bearish character of the statistical ure, too. Don't trust the buying to an Hedeoma cising their privilege of a call from the standard at 62 cents under the agree-

strengthen its supports and resources. On the 1st of January the monthly state-In addition to this quantity, it is esti-mated that the same parties are carrying

unable to stand in its present position, and hence some new scheme for raising the wind has had to be concocted and put in operation. Here is the way the peculiar arrangement is being worked, according to a cable received from Paris, dated the 13th instant: "The copper syndicate, having reached the end of its re-sources, is about to launch a metal bank to relieve its necessities. The Societe des Metaux will take 40,000 tons of copper and the Metal Bank will take 90,000 tons and also the contracts for the next

two years."

A bank with a capital of copper is a novelty in France, and probably in any other financial center of the world. The so-called bank is evidently nothing more nor less than a pawn-show, where the Societe des Metaux will pawn its surplus copper, and get in exchange the cash of the shareholders in the bank-in other words, it is an attempt to get the public to come to the rescue of M. Secretan's The knowledge that the Societe begins to feel the strain of the weight it has attempted to carry is not calculated to strengthen public confidence in its ability to maintain much longer its sition, and were it not for the fact that it is impossible to measure or even esti-mate the limits of human credulity, the fate of this speculation would be near at hand. After witnessing the faith with which the French will hand their money over to a Lesseps, and the English will invest in Electric sugar shares, it is difficult to even hazard an opinion as to the possibilities of a man like M. Secretan.
The Metal Bank may prove to be the salvation of the copper deal for another year, but it is scarcely possible that it will go beyond that date; but until the success of this scheme is assured, the situation is critical, not alone for the metal trade, which, after all, would perhaps suffer the least, but for the holders of copper shares who have purchased at a heavy premium, and most of all to the mining companies, who would have to stand a heavy shrinkage in the value of their properties and be forced to market their product for at least a year upon a very narrow margin of profits.

How the Michigan Travelers Will Go to Washington, DETROIT, Jan. 17, 1889.

Dear Sir-The commercial travelers prosperity of the railroad interest de-pends in a large measure upon the suc-of President Benjamin Harrison on

within the past few years will be at once swept away, but their occurrence will be and the Lehigh Valley to Philadelphia, reduced to a minimum, and the promise stopping over at Mauch Chunk, "the that bankers will in no way assist a fur-Switzerland of America," four hours,

### E. Mortlock, Treasurer.

There is more money made in buying

retailer. I saw a man affixing labels to bright tin boxes, and, investigating the process, found each tin was well scrubbed soda, the surface was then rubbed with a raw onion (or onion juice), and the label pasted and fixed in the usual way. It is said to be almost impossible to separate

Merchants should remember that the celebrated "Crescent," "White Rose" and Parker, J. W. Turner, C. C. Duff, W. H. Geer, Geo. M. Dewey and short remarks were made by Rev. Conover, Rev. Davies and Rev. Spencer.

be increased by a further addition of not ufactured and sold only by the Voigt which will put a strain upon the financial Milling Co.

	esale Price Co	-
	1	1
Actioum.  Aceticum	Carb   12@ 15   Chlorate, (po. 20)   18@ 20   Cyanide   50@ 50   15.	Argenti Nitras, ounce @ 68 Arsenicum 5@ 7
Boracic   30   Carbolicum   40@ 45   Citricum   55@ 60	Iodide	Calcium Chlor, 1s, (1/4s)
Nitrocum	Potass Nitras	Cantharides Russian, po
Phosphorium dil	RADIX. Aconitum	" " po @ 16
Tannicum 40@1 60 Tartaricum 50@ 53	Althae       25@ 30         Anchusa       15@ 20         Arum, po       @ 25	Caryophyllus, (po. 30) 25@ 28 Carmine, No. 40 @3 75 Cera Alba, S. & F 50@ 55 Cera Flava 28@ 30
Aqua, 16 deg 3@ 5 18 deg 4@ 6	Calamus	Coccus @ 40
Carbonas	Hydrastis Canaden,   (po. 65)	Cetaceum @ 35 Chloroform 50@ 55
Black     2 00@2 25       Brown     80@1 00       Red     45@ 50       Yellow     2 50@3 00	Inuia, po	Chloral Hyd Crst 1 50@1 75 Chondrus 10@ 12 Cinchonidine, P. & W 15@ 20
BACCAE.	Maranta, ¼s	Corks, list, dis. per cent @ 60
Cubeae (po. 1 60	Rhei 75@1 00 " cut @1 75 " pv 75@1 35 Spigelia 48@ 53	Creasotum     Ø 50       Creta, (bbl, 75)     Ø 2       " prep     5Ø 5       " precip     8Ø 10
BALSAMUM. Copaiba 70@ 75	Sanguinaria (no 95) @ 90	" precip 80 10 " Rubra 0 8 Crocus 300 32 Cudbear 0 24
Peru	Similax, Officinalis, H @ 40 " M @ 20	Cupri Sulph 7@ 8 Dextrine 10@ 12 Ether Sulph 68@ 70
CORTEX. Abies, Canadian	Scillae, (po. 35)       10@ 12         Symplocarpus, Fœtidus, po       6         Valeriana, Eng. (po.30)       25	Emery, all numbers @ 8 po @ 6 Ergota, (po.) 45 40@ 45 Flake White 12@ 15
Cassiae       11         Cinchona Flava       18         Euonymus atropurp       30         Myrica Cerifera, po       20	German 15@ 20 Zingiber a	Gambier 70 8
Myrica Cerifera, po         20           Prunus Virgini         12           Quillaia, grd         12           Sassafras         12	SEMEN.	Gelatin, Cooper @ 90 "French 40@ 60 Glassware flint, 75 per cent.
Ulmus Po (Ground 12) 10 EXTRACTUM.	Apium (graveleons) . 10@ 12 Bird, 1s	by box 66%, less Glue, Brown 9@ 15 "White 13@ 25
Glyeyrrhiza Glabra 24@ 25 po 33@ 35 Haematox, 15 lb. box 11@ 12	Cannabis Sativa 31/60. 4	Glycerina
" 18. 13@ 14 " 1½\$. 14@ 15 " 1½\$. 16@ 17	Cydonium	Hydraag Chlor Mite @ 85 " " Cor @ 75 " Ox Rubrum @ 90 " Ammoniati @ 10
FERRUM. Carbonate Precip @ 15	Foeniculum	" Unguentum. 45@ 55 Hydrargyrum @ 75
Citrate and Quinia @3 50 Citrate Soluble @ 80 Ferrocyanidum Sol @ 50	Tharlaris Callarian 5/200 4/2	Ichthyobolla, Am 1 25@1 50   Indigo 75@1 00   Iodine, Resubl 4 00@4 10   Iodoform @5 15
Solut Chloride	Rapa	Lupulin 85@1 00 Lycopodium 55@ 60 Macis 80@ 85
FLORA.  Arnica	SPIRITUS. Frumenti, W., D. Co. 2 00@2 50 " D. F. R 1 75@2 00 "	Liquor Arscn et Hy- drarg Iod @ 27 Liquor Potass Arsinitis 10@ 12
Matricaria 30@ 35	Junineris Co O T 1 75001 75	Magnesia, Sulph (bbl
Barosma	Spt. Vini Galli 1 75@6 50	Morphia, S. P. & W 2 55@2 80 S. N. Y. Q. & C. Co
Salvia officinalis, 14s and 1/2s 10@ 12	Vini Oporto	Moschus Canton @ 40 Myristica, No. 1 60@ 70 Nux Vomica, (po 20) @ 10
GUMMI.  Acacia 1st picked @1 00	Florida sheeps' wool carriage	Os. Sepia
" 3d " @ 80 " sifted sorts @ 65	Velvet extra sheeps' wool carriage	doz
Aloe, Barb, (po. 60) 50@ 60 " Cape, (po. 20) @ 12	Extra yellow sheeps' carriage	Pil Hydrarg, (po. 80) @ 50 Piper Nigra, (po. 22) @ 18 Piper Alba, (po. 5) . @ 25
" Socotri, (po. 60). @ 50 Catechu, 1s, (½s, 14 ¼s,	riage 65   Hard for slate use 75   Yellow Reef, for slate use 1 40	Plumbi Acet
Ammoniae       25@ 30         Assafœtida, (po. 30)       @ 15         Benzoinum       50@ 55         Camphoræ       35@ 38	SYRUPS. Accacia	Pyrethrum, boxes H & P. D. Co., doz @1 25 Pyrethrum, py 55@ 60
Euphorbium, po	Zingiber       50         Ipecac       60         Ferri Iod       50	Pyrethrum, pv. 55@ 60 Quassiae 8@ 10 Quinia, S. P. & W 45@ 50 " S. German 32@ 40 Rubia Tinctorum 12@ 14
Guaiacum, (po. 45) @ 40 Kino, (po. 25) @ 20	Auranti Cortes	Rubia Tinctorum 12@ 14 Saccharum Lactis pv @ 35 Salacin
Myrrh, (po. 45) @ 40 Opii, (po. 475) 3 20@3 25 Shellac 25@ 33 bleached 25@ 30	" " Co 50 Senega 50 Scillae 50 " Co 50	Santonine @4 50 Sapo, W 12@ 14 " M 8@ 10 " G @ 15
Tragacanth	Tolutan	Sinapis @ 18
Absinthium         25           Eupatorium         20           Lobelia         25	Aconitum Napellis R 60	Snuff, Maccaboy, De Voes @ 35
Mentha Piperita	Aloes 60 " and myrrh 60 Arnica 50	Soda Boras, (po. 12) 11@ 12 Soda et Potass Tart 33@ 35 Soda Carb. 2@ 214
Tanacetum, V	Asafœtida	Soda, Bi-Carb
MAGNESIA.  Calcined, Pat	" Co     50       Sanguinaria     50       Barosma     50       Cantharides     75	Spts. Ether Co       50@ 55         " Myrcia Dom       @2 00         " Myrcia Imp       @2 50         " Vini Rect, bbl.
Carbonate, Jenning5 35@ 36 oleum.	Capsicum 50 Cardamon 75 Co 75	Less 5c gal., cash ten days
Absinthium 5 00@ 5 50 Amygdalae, Dulc 45@ 75 Amydalae, Amarae 7 25@ 7 50 Anisi 2 00@ 2 10	Castor       1 00         Catechu       50         Cinchona       50	Sulphur, Subl. 234@ 3½ "Roll 2½@ 3 Tamarinds 8@ 10
Auranti Cortex	Columba	Terebenth Venice
Caryophylli @2 00   Cedar 35@ 65	Cubeba         50           Digitalis         50           Ergot         50           Cettion         50	Zinci Sulph
Chenopodii         @1 75           Cinnamonii         95@1 00           Citronella         @ 75           Conium Mac         35@ 65           Copaiba         90@1 00	Gentian     50       " Co.     60       Guaica     50       " ammon     60	Whale, winter
Cubebae : 13 50/016 00 1	Zingiber         50           Hyoscyamus         50           Iodine         75           " Coloriess         75	Linseed, pure raw 58 61 Lindseed, boiled 61 64 Neat's Foot, winter
Exechthitos 90@1 00 Erigeron 1 20@1 30 Gaultheria 2 25@2 35 Geranium, ounce @ 75 Gossipii, Sem. gal 50@ 75	Kino 50	PAINTS. bbl. lb.
Hedeoma	Lobelia         50           Myrrh         50           Nux Vomica         50           Opii         97	Red Venetian 134 2@3 Ochre, yellow Mars 134 2@4 Ber 134 2@3 Putty, commercial 244 234@3 " strictly pure 232 234@3 Vermilion Prime Amer-
Lavendula 90@2 00 Limonis 1 60@2 00 Mentha Piper 2 75@3 75 Mentha Verid 3 00@3 25 Worthuse gal 80@1 00	Nux Vomica         50           Opli         85           " Camphorated         50           " Deodor         2 00           Auranti Cortex         50	10an 13an 10 1
Morrhuae, gal	Rhatany 50	Vermilion, English 70@75 Green, Peninsular 70@75 Lead, red 63/@714
Televille	Cassia Acutifol	Whiting, white Span 634@714 Whiting, white Span @70 Whiting, Gilders' @90
Rosmarini     75@1 00       Rosae, ounce     -@6 00       Succini     40@ 45       Sabina     99@1 00       Santal     3 50@7 00	Tolutan 60	White, Paris American 1 00 Whiting, Paris Eng. cliff
Sassafras	Veratrum Veride 50	Swiss Villa Prepared

### Save Your Discounts.

prising proprietor and clerk were busy Rosae, ounce Bremide The Insurance Plan Before the Kalama-

with a hot, strong solution of washing paper and metal so joined.

A bill has been introduced in the New York Legislature reducing the legal rate of interest in that State to 5 per cent.

The \$20,000 libel suit brought against

MISCELLANEOUS.

From the Kalamazoo Business Men's Association met in the Recorder's court room last Tuesday with President Edwards in the chair. The special subject for discussion was the plans for a Michigan Business Men's Fire Insurance Co., as prepared by a committee of the State Association. After considerable discussion, the matter was referred to the Committee on Insurance with instructions to investigate and report at the next meeting whether it was better to unite in the State insurance company, which is to be mutual plan.

A letter was received from Retail Grocers' Association of Detroit, enclosing a petition for circulation asking the Legislature to amend the laws of garnishment so as to exempt only \$\frac{8}{2}\$ per day in send of a gross sum of \$\frac{82}{2}\$ so at Cadillac, was ordered stricken from the calendar of the Kent Circuit Court by Judge Grove, McAdam having failed to file the required security for costs. But although the fellow knew he didn't have a case, and probably never intended it to be brought to trial, he has put THE TRADESMAN to a couple hundred dollars expense for nothing, and has his revenge. Such law is nonsense and a man who indorses it is a fool or a scoundrel.

Grand Traverse Herald: The adjourned meeting of the Business Men's Association, which was to have been held Tuesday evening will be held Saturday evening instead. Please bear in

zoo B. M. A.

nisheed.
Ware & O'Brien and Dr. A. J. Holmes were elected members of the Association, and the constitution was then amended so that the regular meetings are to be held on the third Tuesday of each month instead of the first.
President Edwards announced the chairmen of the several committees as follows: Manufacturing—Jas. H. Dewing.
Transportation—Thos. R. Bevans.
Trade Interests—D. O. Roberts.
Insurance—H. Prentice.
Entertainments—Sam Folz.
The other members of the committee appointed by the chairmen of the same

A One-Sided Law.

" white 63,4674 Whiting, white Span 670 Whiting, Gilders 690 White, Paris American 100 Whiting, Paris Eng. cliff 140 Pioneer Prepared Paint 12061 4 Swiss Villa Prepared Paints 10061 20

.1 10@1 20 .1 60@1 70 .2 75@3 00 .1 00@1 10 .1 55@1 60

70@ 75

was to have been held Tuesday evening, will be antee Satisfaction. held Saturday evening instead. Please bear in mind the change. It is hoped every member of the Association will be present. The question of electric lighting for the town will be dis-cussed. This subject is one that will interest every business man in town. The convention to be held at Cadillac next week to consider the location of a college in Northern Michigan, will also be considered, and delegates appointed. nittees are to be Other matters of interest will also come before



"LOS DOCIORS" 'Is free from AR THFICIAL FLA-VORING, is a ci-fire, contains one-third more pure Havana tobactor than any ten-cent Key West or two for 25 cents imported cigar you can get.

FREE SMOKING MUD AND WOR FREE SMOKING, MILD AND RICH.

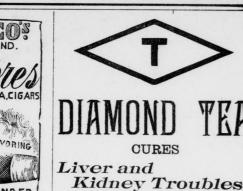
Hazeltine & Perkins Drug Co.,

Wholesale Agts., Grand Rapids

Place BAND RAPIDS, for one of their Improved

CINSENC ROOT. PECK BROS., Wholesale Druggists GRAND RAPIDS.





**Blood Diseases** Constipation ---AND---Female

Complaints Being composed entirely of HERBS, it is the only perfectly harmless remedy on the market and is recommended by all

Retail Druggists will find it to their interest to keep the DIA-MOND TEA, as it fulfills all that is claimed, making it one of the very best selling articles handled.

Place your order with our Wholesale

LIQUOR & POISON RECORDS Diamond Medicine Go.,

DETROIT, - MICH.

Hazeltine & Perkins Drug Co., WHOLESALE AGENTS, GRAND RAPIDS, - MICH.

MEDICATED (FOR ALL KINDS OF STOCK) FREE HOG CHOLERA — CAUSE. CURE & PREVENTION WORTH MANY DOLLARS TO EVERY BREEDER. STOCK FOOD

Hazeltine & Perkins Drug Co., Wholesale Drug gists; Hawkins & Perry, Wholesale Grocers, Mc-Causland & Co., Wholesale Grocers, E. Saginaw; W. J. Gould & Co., Wholesale Grocers, Detroit; D. Desenberg & Co., Wholesale Grocers, Kalama-

### HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

# --- DRUGS---

Chemicals and Druggists' Sundries.

Dealers in

Patent Medicines, Paints, Oils, Varnishes.

We are Sole Proprietors of

WEATHERLY'S MICHIGAN CATARRH REMEDY.

We have in stock and offer a full line of

Whiskies, Brandies. Cins, Wines, Rums.

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

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

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

Hazeltine & Perkins Drug Go., GRAND RAPIDS, MICH.

Brief Digests of Recent Decisions Courts of Last Resort.

NOTE-CROP-LIEN-HOLDER. The Minnesota statutes authorize the

holder of a seed grain note upon condition broken, to take possession of the crop raised from the seed for which it is given, and the holder thereof may in such case enforce his lien as against the holder of a subordinate lien thereon who has taken possession, and may maintain an action against him for the conversion thereof.

EXEMPTION—DEBTS DUE PHYSICIANS.

The Supreme Court of Georgia lately The Supreme Court of Georgia lately held that debts due a physician, in the earning of which his skill was the principal factor, and the use of exempted property, such as the living in a house set apart as a homestead and riding an exempted horse in paying his physician's calls, was merely an incident, were not exempt from garnishment on the ground that they were the proceeds of a homestead and exemption set apart to the physician as the head of a family.

INSURANCE-FOREIGN CORPORATION. The Supreme Court of Minnesota has rendered a decision in the case of The State ex rel. the Attorney-General vs. the Fidelity & Casualty Company of New York, holding that quo warranto is a proper method of proceeding to deter-mine the right of a foreign corporation to carry on business within the State. The suit was brought to determine The suit was brought to determine whether the insurance company had a right to carry on within the State of Minnesota the business of insurance against three classes of risks, viz., injury or death of person caused by accident, breach of trust by persons holding places of public or private trust, and the breakage of plate glass, without having made a deposit of each branch of the business as required by the State Insurbusiness as required by the State Insurance Commissioner.

CONSIGNMENT-FIRE-BILL OF LADING An interesting decision was rendered lately by Judge Lacombe, of the United States Circuit Court at New York, in the States Circuit Court at New York, in the case of Arnold et al. vs. National Steamship Line. The suit was brought to recover the value of a number of cases of linen which were destroyed by fire on the Inman steamship pier. The goods were brought into port on the National steamship Egypt, but the pier of that line being crowded, the ship was dispensed at the Inman pier. The plaintiffs charged at the Inman pier. The plaintiffs contended that the steamship company was liable inasmuch as it only gave no-tice of the change of pier to them after the fire had occurred. Judge Lacombe, however, decided that the company was exempted from liability for the merchandise destroyed by fire under a provision in the bill of lading exempting them from liability when goods could be cov ered by insurance.

### TELEGRAPH COMPANY'S LIABILITY. A verdict was recovered some time ago

A verdict was recovered some time ago by a Chicago firm against the Postal Tel-egraph & Cable Company for a mistake in the transmission of dispatches sent to their correspondents in New York in regard to the purchase of a large quantity of coffee. The company lately moved before Judge Baker, of the Circuit Court, for a new trial on the ground that their printed message contained a notice of exemption from liability, and further that the transactions were in the nature of gambling transactions. The judge decided against the telegraph company on both grounds. He held that a tele-graph company was obliged to use ordi-nary care in the transmission of tele-grams notwithstanding what had been printed on its message forms, and that the errors made raised the presumption of neglect. As regards the charge of gambling, the judge held that such transactions were not necessarily illegal.

If actual purchases were made under which the buyers were bound to take and the sellers to deliver coffee in a specified time and for a specified price, the mere fact that the purchase may have been intention of reselling di not necessarily make it illegal under the Gambling act.

HARDWOOD LUMBER.
The furniture factories here pay as follows for
dry stock, measured merchantable, mill culls
out:
Basswood, log-run
Birch, log-run
Birch, Nos. 1 and 2
Black Ash, log-run
Cherry log-run
Cherry, Nos. 1 and 2
Cherry, Cull
Cherry, Cull. @12 00 Maple, log-run
Maple, soft, log-run
Maple, Nos. 1 and 2         620 00           Maple, clear, flooring         625 00
Maple, clear, flooring @25 00
Manla white selected (25 0)
Red Oak, log-run
Red Oak, 14 sawed, 8 inch and upw'd, 40 00@45 00
Red Oak 14 sawed regular
Red Oak, No. 1, step plank
Red Oak, No. 1, step plank         @25 00           Walnut, log run         @55 00
Walnut, Nos. 1 and 2
Walnut, Nos. 1 and 2: 675 00 Walnuts, cull 625 00
Grev Elm. log-run
White Aso log-run
Whitewood, log-run
White Oak, log-run

HAPDWOOD ITMRER

### BELKNAP WAGON & SLEIGH GO



Business and Pleasure Sleighs, Farm Sleighs, Logging Sleighs, Lumbermen's and River Tools. We carry a large stock of material and have every facility for making first-class Sleighs of alkinds.

SHOP, Cor. Front and First Sts.. Grand Rapids,

The Michigan Tradesman Florida brated Alligator Brand, direct from Florida in car lots by

GEO.E. HOWES & CO., ranges Grand Rapids.



# DELIVERY WAGON ON EARTH.

We Manufacture to Order Hose and Police Patrol Wagons, Peddlers, Bakers, Creamery, Dairy, Furniture, Builders, Dry Goods, Laundry, and Undertakers Wagons.

Repairing in all its Branches.

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West End Fulton St Bridge. Telephone No. 867.

### P. STEKETEE & SONS,

JOBBERS IN

Dry Goods Notions, 88 Monroe St. & 10, 12, 14, 16 & 18 Fountain St.,

Grand Rapids, Mich.

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

# LEMON, HOOPS & PETERS, Wholesale Grocers

-TEA-

IMPORTERS

GRAND RAPIDS, MICH.

### WHO URGES YOU TO KEEP THE PUBLIC!

By splendid and expensive advertising the manufacturers create a demand, and only ask the trade to keep the goods in stock so as to supply the orders sent to them. Without effort on the grocer's part the goods sell themselves, bring purchasers to the store, and help sell less known goods.

ANY JOBBER WILL BE GLAD TO FILL YOUR ORDERS

We carry the Largest Line and make Special Prices on Round Lots.

PUTNAM & BROORS, Lemons Grand Rapids.

### THEO. B. GOOSSEN,

WHOLESALE

Produce Commission Merchant, BROKER IN LUMBER.

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

33 OTTAWA STEET,

ovewood Shingles

GRAND RAPIDS, MICH.

### RINDGE, BERTSCH & CO.,

### BOOTS and SHOES

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

### W. STEELE

GRAND RAPIDS, MICH.

WHOLESALE DEALERS IN

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

LARD

Fure and Warranted, in tierces, barrels, half-bbls., 50 lb. cans, 20 lb. cans, 3, 5 and 10 lb. pails

Pickled Pigs' Feet, Tripe, Etc.

Our prices for first-class goods are very low and all goods are warranted first-class in every intance. When in Grand Rapids, give us a call and look over our establishment. Write us for

# CHANGE OF FIRM

We have this day admitted as a part-ner in the firm of Hawkins & Perry, Mr. W. L. Freeman, who has been in the employ of the firm and its predecessors for the past sixteen years. The new firm of

### Hawkins, Perry & Co.

will continue the Wholesale Grocery and Provision business at the old stand in the Hawkins Block, corner of Ionia and Fulton Streets.

HAWKINS, PERRY & CO.

LEWIS E. HAWKINS GEO. R. PERRY WM. L. FREEMAN Grand Rapids, Dec. 24,'88.

### J. H. THOMPSON & CO.,

IMPORTERS AND JOBBERS

COFFEES

SPICES

Honey Bee Coffee Our Bunkum Coffee Princess Bkg. Powder Early Riser Bkg. Pdr.

SPICE GRINDERS

BAKING POWDERS

BEE Mills Extracts. BEE Mills Bird Seed. BEE Mills Starch. BEE Chop Japan Tea

59 Jefferson Ave., DETROIT, MICH.

# SWIFT'S

Choice Chicago

Dressed Beef

-- AND MUTTON --

Can be found at all times in full supply and at popular prices at the branch houses in all the largger cities and is retailed by all first-class butchers.

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

### Swift and Company,

Union Stock Yards, CHICAGO.

### MICHIGAN CIGAR CO.,

Big Rapids, Mich. MANUFACTURERS OF THE JUSTLY CELEBRATED

SEND FOR TRIAL ORDER.

# WM. SEARS & CO., Gracker Manufacturers,

AGENTS FOR AMBOY CHEESE. 37, 39 and 41 Kent St., Grand Rapids.

# Packing and Provision Co. Archic Manufacturing Co.

Arctic Baking Powder,

Arctic Bluings,

Arctic Inks and Mucilage,

RED STAR BAKING POWDER,

English Standard Extracts

Wnen making Orders, Mention the Above Well Known Brands. SEE QUOTATIONS.

# O. E. BROWN MILLING CO.





Brown's Patent Brown's Standard Every Barrel and Sack guaranteed. Correspondence Solicited.

Our Leading Brands.

Our Baker's Vienna Straight Grand Rapids, Mich.

Successors to CURTISS & DUNTON.

WHOLESALE

# Paper Warehouse,

Houseman Building, Cor. Pearl & Ottawa Sts.,

GRAND RAPIDS,

MICHIGAN.

# WE ARE HEADQUARTERS

Teas Syrups Molasses

If our Travelers do not see you regularly, send for our Samples and Prices before purchasing elsewhere. We will surprise you.

Mail Orders always receive prompt attention and lowest possible prices.

# Wholesale Grocers

### 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

GRAND RAPIDS.

pleased to hear from you. 26, 28, 30 and 32 Ottawa St., - -