

The Michigan Tradesman.

VOL. 6.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 20, 1889.

NO. 283.

BLANK BOOKS

Stationery,
TABLETS, STEEL PENS,
INKS.

OUR NEW LINE OF
Valentine Samples
are ready for inspection.

Eaton, Lyon & Co.,
20 and 22 Monroe St.

Voigt, Herpolsheimer & Co.,
Importers and Jobbers of

Dry Goods
STAPLE and FANCY.

Overalls, Pants, Etc.,
OUR OWN MAKE.

A COMPLETE LINE OF
**Fancy Crockery and
Fancy Woodenware**
OUR OWN IMPORTATION.

Inspection Solicited. Chicago and De-
troit prices guaranteed.

F. J. DETTENTHALER,
JOBBER OF

OYSTERS
And Salt Fish.
Mail orders receive prompt attention.
See quotations in another column.
GRAND RAPIDS.

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

RISING SUN BUCKWHEAT



Guaranteed Absolutely Pure. Orders from Re-
tail Trade solicited.
Newaygo Roller Mills
NEWAYGO, MICH.

FOURTH NATIONAL BANK
Grand Rapids, Mich.

A. J. BOWNE, President.
GEO. C. PIERCE, Vice President.
H. W. NASH, Cashier.
CAPITAL, - - - \$300,000.
Transacts a general banking business.

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

DO YOU WANT A SHOWCASE?



SPECIAL OFFER—This style of oval case, best
quality; all glass, heavy double thick; panel or
sliding doors; full length mirrors and spring hinges;
solid cherry or walnut frame, with or without metal
corners, extra heavy base; silveta trimmings;
8 feet long, 25 inches wide, 15 inches high. Price,
\$11, net cash.
I make the same style of case as above, 17 inches
high, from walnut, cherry, oak or ash, for \$8 per foot.
Boxing and cartage free.
D. D. COOK,
21 Scribner St., Grand Rapids, Mich.

**ACTUAL BUSINESS
PRACTICE** at the Grand Rapids
Business College. Edu-
cates pupils to transact and record business as
it is done by our best business houses. It pays
to go to the best. Shorthand and Typewriting
also thoroughly taught. Send for circular. Ad-
dress A. S. PARISH, successor to C. G. Swens-
berg.

EDMUND B. DIKEMAN

THE GREAT
Watch Maker
and Jeweler,
44 CANAL ST.,
Grand Rapids, - Mich.

1000 Cigars Free!
On or about April 1st, 1889, we propose putting a new
brand of cigars on the market which we shall sell to
the trade at \$33.00 per thousand. Now we want a NAME
for this cigar and want it badly. Hence we make the
above offer of 1000 of these cigars (the first thousand
made) to any wholesale or retail dealer who will send
us an original name that will be acceptable, subject to
the following conditions, viz.:
1st. The NAME must be one that has never been used
for a cigar and one upon which we can get a trade-
mark patent.
2nd. The name must be sent upon a letter-head, bill
head or card of the firm or member of the firm sending
it. The firm must be a bona fide retail or wholesale
dealer 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 21st,
or as soon thereafter as possible.
4th. The award or selection of the name will be left
to a committee of three (3) consisting of the editors of
the following papers published in this city: The Flint
Evening Journal, The Wolverine Citizen, The Flint
Globe. We shall accept the name selected
by this committee, and if upon investigation, we find
it has never been used as a cigar brand, we will for-
ward to the winner one thousand cigars by express,
charges prepaid.
5th. Should the committee select a name, that had
been sent to us by more than one firm or dealer, the
thousand cigars will go to the first firm or dealer
whose name was received. No firm or dealer will be allowed to send
more than one NAME.
6th. A postal card containing the award or selection by
the committee will be mailed to all contestants.
Address,
GEO. T. WARREN & CO.,
Flint, Mich.
Mrs. High Grade Cigars.

G. M. MUNGER & CO.,
GRAND RAPIDS.
Successors to Allen's Laundry.

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

WHIPS
Try sample order in 1/2 dozen
packages. Prices, \$1, \$2, \$3, \$4,
\$5 to \$24 per doz. For terms ad-
dress **Graham Ross,** Grand
Rapids, Mich.

J. W. Welton's Commercial College
This College offers the most extensive course of study
in business college branches at the most reasonable
terms. A postal card will be sent for a forty-page catalogue
giving full information in regard to course, tuition, etc.
Welton's Commercial College,
Grand Rapids, Mich.

DANIEL LYNCH
Successor 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.

WALLES - GOODYEAR
and Connecticut Rubbers.



THE PARAGON
in Ladies', Misses' and Children's, Heels and
Spring Heels.

G. R. Mayhew,
86 Monroe St., Grand Rapids.

Millers, Attention

SAFES!

We are making a Middlings
Purifier and Flour Dresser that
will save you their cost at least
three times each year.
They are guaranteed to do
more work in less space (with
less power and less waste)
than any other machines of
their class.
Send for descriptive cata-
logue with testimonials.
Martin's Middlings Purifier Co.,
GRAND RAPIDS, MICH.

B If you have any
to offer send
samples

E
A
N
S
and
will try to buy them
W. T. LAMOREAUX,
71 Canal Street.

BUY
Muscatine
ROLLED
OATS
IF YOU WANT
THE BEST!

CREOLE STRAIGHT CUT.
To all Merchants Handling Cigarettes:
A new era has been reached whereby all dealers
selling cigarettes may now make a larger profit
than heretofore on any other brand. The
CREOLE STRAIGHT CUT.

Which has recently been introduced into
the State 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 ad-
dresser's photos. There is also a variety of other
inducements, a notice of which is contained in
each package.
Give the **CREOLE** a trial and you will
find it a big seller.
Sold by all Grand Rapids jobbers, and man-
ufactured by

S. F. HESS & CO.
ROCHESTER, N. Y.
Manufacturers of High Grade Cigarettes.

REMOVED.
THE GRAND RAPIDS
PAPER BOX FACTORY,
W. W. HUELSTER, Proprietor,
Formerly located at 11 Pearl St., has been
removed to
81 & 83 Campau St.
Cor. Louis, where I shall have more room
and far better facilities for the manufac-
ture of Paper Boxes.
All work guaranteed first class and at
the lowest rates. Write or call for esti-
mates. Telephone 850.

CHICAGO
IS THE
BEST
MARKET
FOR
BEANS

And all dealers are invited to send sam-
ples and write for prices that can be ob-
tained in this market.
We do a **COMMISSION BUSINESS**
and our aim is to obtain the highest mar-
ket price for all goods sent us. Not only
BEANS
but also **ALL KINDS OF PRODUCE.**
We can sell as well as anyone.
We invite correspondence.
BARNETT BROS.,
159 So. Water St., CHICAGO.

Anyone in want of a first-class Fire or
Burglar Proof Safe of the Cincinnati Safe
and Lock Co. manufacture will find it to
his advantage to write or call on us. We
have light expenses, and are able to sell low-
er than any other house representing first-
class work. Second-hand safes always on
hand.
C. M. GOODRICH & CO.,
With Safety Deposit Co., Basement of Wid-
dow's Bldg.

"THE KING'S BUSINESS."
Slowly and aimlessly out of the village
wandered poor, half-witted Nat that
pleasant summer afternoon. He had no
particular destination, "only goin' some-
where"—his reply always to any ques-
tion in regard to his movements. During
the morning he had been parading the
village street, his hat trimmed luxuri-
ously with feathers, while he sounded
forth his own praise through the medium
of a tin horn. Of course, he had at-
tracted attention. A small army of ur-
chins had surrounded him, front and
rear, and he had taken their shouts and
teasing remarks for applause and ad-
miration. But now his grandeur was gone.
One by one his followers had forsaken
him, until at last he was "left alone in
his glory," and with poor Nat, like the
rest of us, what does glory amount to
when there are none to witness?

And so he moved onward in his drift-
ing, uncertain way across the creek at
the edge of the village, up the hill, un-
til his stalwart form stood out against
the sky—for Nat was strong in body
though weak in mind; then he passed
down on the other side to where the road
entered a forest which stretched for
miles away. It was here quiet and
lonely, but Nat fancied this. He occa-
sionally liked to escape from human
voices and human habitations, to get
away by himself and talk with the birds,
the trees and the flowers. Here in the
wood the wild vagaries of his brain
found full play. Here no one disputed
his claims to greatness, no one denied his
being a noted general, a gifted orator or
musician, when the fancy seized him to
be such. In fact, Nat always had "great-
ness thrust upon him"; he was never an
ordinary man in his own estimation, and
he was not now.

But on this occasion a new fancy had
taken possession of him—he was on busi-
ness for the King. What King, or what
was the particular business he did not
precisely know, but he had derived his
idea from various sermons he had heard
at the village church and Sunday-school,
which he attended with scrupulous punc-
tuality through all weathers, and al-
though he understood but little of the
proceedings, yet chance sentences had
fastened themselves on his sluggish
brain.

"I'm on business for the King," he
muttered, reaching up his great strong
hand and wrenching a huge overhanging
branch from its place and speedily con-
verting it into a walking stick. "Yes,
I'm on business for the King, the King of
all around here, the birds, the trees, the
flowers and the bumblebees. He sent me,
He did. Parson said so 'o' other Sun-
day. He said the King sent out his mes-
sengers to do his work. He sent out
twelve on 'em one, an' they wasn't to
take no money in their purse nor nothin'
to eat. Guess He sent me, 'cause I hain't
got no money an' hain't had nothin' to
eat all day."

He strode onward, murmuring his
thoughts as he went, until after a
time he came upon a public road which
ran through the wood. A placard fast-
ened to a tree by the roadside attracted
his attention, and he paused to consider
it. He could not read, but as his eyes
were fixed upon the printed characters
the tinkle of a cow-bell was heard down
the road, and presently a cow came into
view, followed by the short, sturdy fig-
ure and round, freckled face of Tommy
Brock. Tommy was flourishing a large
stick and shouting at the cow in his
efforts to keep her in a proper homeward
direction. As he came up, he exclaimed:
"Hello, Nat! What are you doin'
here?"

"I'm on business for the King," re-
plied Nat, with dignity.
"On business for—who?" asked
Tommy, in surprise.
"For the King. He sent me," said
Nat again. "That's his orders there, I
take it," pointing to the placard. What
is it, Tommy?"

"That? Why, that's only an adver-
tisement," answered Tommy, his eyes
opening wider in his astonishment. "It
says, 'Go to Tracey's Half-Way House
for a square meal.'"

"Yes, I know'd it! I know'd it!" ex-
claimed Nat, exultingly. "The King
said take no money nor nothin' to eat,
an' He'd take keer of me. He says,
'Go, an' I'll obey orders,' and instantly
his tall figure was moving swiftly down
the road."

Tommy gazed after him a minute in
bewildered silence, and then exclaimed,
emphatically, as he turned away:
"My! but ain't he cracked?"

With rapid steps Nat hurried forward,
swinging his huge stick and talking to
himself. He had taken the placard as a
veritable command to go to Tracey's, and
thitherward he directed his steps. It was
not the first time he had been there. On
previous occasions when he had passed
that way he had been kindly treated by
Mrs. Tracey, and perhaps that had some-
thing to do with the alacrity of his move-
ment, and he hastened down the road till
it brought him to a small stream, on the
bank of which stood a sawmill. Mr.
Tracey, the owner of the Half-Way
House, was engaged at work here, and
he turned aside to speak to him.

"I'm on business for the King, and I'm
goin' to your house," he announced,
with the dignified gravity that belonged
to his royal commission.
"On business for the King, and goin'
to my house, eh?" answered the person
addressed, a good-natured smile crossing
his kindly face. Well, I reckon that's a
high honor to me. You've got a tramp
afore you, though, Nat—a good seven
miles."

"My pension. My claim was allowed
last week, and I got my money—\$500—
yesterday. I was foolish not to put it in
the bank right off, but I didn't, and as I
didn't have time to go to town yesterday
I had to leave it at home. I reckon it's
safe enough, though, till to-morrow
night, and then—"

"Hist!" interrupted his companion,
suddenly. "What's that?"
Tracey paused to listen.
"I didn't hear anything," he said.
"I thought I heard some one over
there," pursued the other, pointing to a
large, high pile of boards a few feet dis-
tant—the boards being piled in form of a
square, with a large cavity in the center.
"Most likely it was rats, though."

"More likely to be rats than anything
else, there's so many about here," an-
swered Tracey. Then he added, jocu-
larly: "Maybe, though, it's them bur-
glars that's been playin' mischief 'round
these parts for the last week or so—
maybe they're stowed away in that pile
of lumber. My! if I really believed
that, I'd be uneasy myself, for the chaps
would have heard all I said about my
pension."

"What burglars is that?" inquired the
other.
"What burglars? Why, man, don't you
read the papers? Why, my yester-
day, the Sheriff and his deputies rode by
my house on the hunt for 'em. Last
Saturday night they broke into Lawyer
Burke's house, in the village, and carried
off about a hundred dollars, and then on
Sunday night they got into the railroad
station, broke open the safe, and made
off with about three hundred more.
That's the biggest of their hauls, though
they've entered several other places."

The conversation was continued on
this topic for a few minutes, and then
dropped. Neither of the men thought it
worth while to investigate the cause of
the noise, and they pursued their work
for a short time, and were then called
over to the other side of the mill. Just
as they disappeared a face peered over
the top of the board-pile from the inside,
and presently two rough, villainous-looking
men came into view, and seeing they
were unobserved, sprang quickly to the
ground and hastened into the forest.

"Close shave, that, as bein' as we was
hid there all last night and all day till
now," said one as he pushed through the
underbrush.
"Yes, I thought as once them mill
chaps was a comin' to look," responded
the other. "Good for 'em as they didn't,
an' took us for rats; 'cause the p'lice be
on the look-out now an' we don't want
to use no shootin' irons an' make things
too hot. We must move out lively from
'ere, Bill."

"Not till we get that 'ere pension,"
answered Bill, significantly. "That lay-
out was as good as pitched at us, an' it
'd be a pity not to take it. 'Sides, the
gov'ment owes me a pension for all the
time I've lost in jails and prisons, an'
this 'ere's a good chance to get it. I
knows where the crib is, 'cause we
stopped there last week for somethin'
to eat, don't you mind? This feller that
owns it was there at the time. There is
nobody but a woman an' two little 'uns,
an' they're easy fixed, an' there ain't no
other house nigh."

"But there's that 'ere other chap as
said he was agoin' there?"
"Him? He's crazy, an' if he goes
there at all he'll only get a little an' move
on. A tap on the head'll settle him, any-
way, if he's there—but then he won't be
there."

During this time Nat was not idle.
His tall form, with long and steady
stride, was hastening forward "on busi-
ness for the King." It did not occur to
him what he should do when he reached
Tracey's and had been supplied with
food—and beyond that his thought did
not go. It was, indeed, a long walk he had
undertaken, and it was just at dusk that
he reached his destination. The Half-
Way House was a lonely, hostelry, sit-
uated at the intersection of two roads,
with no other house in sight, and with
a common stopping-place for persons pass-
ing to and from the city. Nat stepped
boldly upon the broad piazza in front,
and with full consciousness of his right
walked unhesitatingly into the pleasant
sitting-room. Mrs. Tracey came forward
to meet him.

"Why, Nat, is that you?"
"Yes'm," he answered, gravely. "I
was told to come here an' get a square
meal. The King sent me."

"The King sent you? Well, I guess
I'll have to give you a supper, then,"
said she. "And, by the way, Nat, did
you see my husband on your way here?"
"Yes'm; and he said for me to tell you
he'd be home to-morrow night, an' for
you not to be uneasy 'bout that money."

"Oh, dear! I did so hope he'd come
this evening," she sighed.
She was, indeed, uneasy on account
of the money in the house. She had
kept but little the preceding night for
thinking of it, and had worried about it
all through the day, and now another
only night was before her. As she was
preparing supper for her guest, another
thought came to her. Could she not in-
duce Nat to stop there for the night? His
notion of wandering made it an uncer-
tain request, and even if he remained,
with his beclouded intellect, he could
not be depended on in case of trouble.
Still, he would be company, and perhaps
he might aid her—she prayed for that—
if she needed help.

"Nat," she said, as she poured out a
glass of milk for him, "won't you stay
here to-night?"
"I don't know whether it be orders,"
he answered uncertainly. "Parson said
the King sent out his messengers, an'
they wasn't to take no money nor nothin'
to eat, an' I don't know if it be right to
stop."

"Oh, yes, it is!" replied Mrs. Tracey,
catching at once an idea of his thoughts.
"I heard what the parson said, too."

When the King's messenger entered a
house he was to abide there—that is, to
stop. Don't you remember?"
Nat considered the proposition.
"Yes'm, that's his orders. I'll stop,"
he said.

"And, Nat," pursued the lady, ren-
dered eager by her success, "there's an-
other thing the King said—you heard it
at Sunday-school. He said, 'Suffer lit-
tle children to come unto me'—that is,
such little children as mine, there,"
pointing to them as they stood at her
side. "And the King said, too, 'Who-
soever shall offend one of these little
ones it is better for him that a millstone
were hanged about his neck, and he were
cast into the sea.' The King doesn't
wish any harm to come to his little ones,
in any way you remember that?"

"Yes'm," replied Nat, absently.
"Well, then," continued Mrs. Tracey,
driving the concluding nail into her ar-
gument, "if any bad, wicked men should
come here to-night, and try to hurt me or
these little ones that belong to the King,
you would help us, wouldn't you?"

She waited anxiously for the reply.
Nat looked at her vaguely for a moment,
and then his eyes wandered aimlessly
around the room, and then back to her.
Finally he said, quietly:
"The King sent me, I'll obey orders."

"How far he understood she did not
know, and all her effort could draw out
no more definite reply, and with that she
was obliged to be content. As the even-
ing grew late she provided her guest
with a sleeping-place in an adjoining
room—for Nat would sleep nowhere
else—and then she lay down, without
undressing, on a bed beside her children.
But it was a long time before slumber
visited her troubled spirit.

As for Nat, no thought of worry or
anxiety for the future was on his mind,
and he "slept the sleep of the just" and
his dreams were peaceful. But after a
time those dreams became disturbed and
dissonant—a voice seemed to be calling
to him from his King, and presently he
awakened with a start.

"Nat! help! Nat! the King wants
you!" came in smothered tones from the
other room.
In an instant he sprang lightly to his
feet, and grasping his stick he strode
forward and opened the door. A fearful
struggle met his view as he entered. Two
rough, evil-looking men were there—one
holding Mrs. Tracey, the other the chil-
dren—and the villains were evidently
trying to bind and gag their victims. As
Nat witnessed the scene his tall form
seemed to tower yet higher, and a strange,
fiery light to gleamed from his eyes.

"I belong to the King!" he thundered.
"How dare you offend his little ones?"
At this unexpected intrusion, one of
the burglars released his hold of Mrs.
Tracey and sprang forward with an oath
to meet him. But it was in vain. The
great stick was whirled in the air, and
then came down with fearful force on the
head of the villain, and he sank senseless
hastened to his comrade's assistance, but
he was like a child in the hands of a
giant, and in a moment he, too, was
helpless and motionless. Nat stooped
and drew the two insensible forms to-
ward him.

"Now bring them ropes, and I'll hang
a—"

He paused and left the sentence
unfinished. "But there ain't no mill-
stones 'bout here to hang 'round their
necks," he added, looking up bewil-
dered. "Do you b'lieve a big rock
would do? I must obey orders."

"No, I don't believe a rock would do,"
replied Mrs. Tracey, smiling in spite of
her alarm. "But they will be coming to
presently; I would just tie their hands
and feet and leave them until morning."

"Yes'm, so I will. The King said tie
em hand and foot—that's his orders.
They won't offend his little ones any
more," and in a few minutes Nat had
them safely secured.

I need not tell of the night that fol-
lowed, of how Nat kept sleepless guard
over his captives, and of how, when
morning came and help came with it, the
burglars were safely lodged in the county
jail. All that is easily surmised. But
at last Nat was a hero—not only in his
own eyes, but in the eyes of all others.
He bore his honors meekly and with dig-
nity, as a right belonging to a servant of
the King. He accepted the numerous
congratulations and hand-shakings, won-
dering, perhaps what it all meant, and
replying to the questions heaped upon
him with the simple statement: "I just
obeyed orders." Nothing, however,
could induce him to accept any reward
for his services. The royal command
was to take no bread, no money in his
purse, and he would not.

But Nat did not lack for friends after
that. He still continued his wandering,
and, as the story spread, homes and
hearts were open to him everywhere.
But it was at Tracey's that he was more
especially welcomed, and as the years
came and went it was noticed that his
visits became more frequent and his
stays more prolonged. Indeed, as Tracey
expresses it:

"He'll get his orders to come here an'
die yet, I reckon; an' he's welcome to
all the care we can give him. An' I just
believe that away up in that other world
we read about, he'll be as clear-headed
as anybody, and in genuine earnest will
forever be 'on business for the King.'"
ENSKINE M. HAMILTON.

When He Ceased Talking.
Customer—What an incessant talker
that sandy-haired clerk of yours is!
Merchant—Yes—but he's always ready
to shut up at night.

The interest on the public debt now
amounts to sixty-nine cents per head of
our population per annum. Taking the
average family to be five persons, this
makes a total annual charge on each head
of a household of \$3.45.

WHO IS TO BLAME? Advantages and Disadvantages of Bazaar Stores.

From the American Analyst.

There has been a tendency in our large
cities, of recent years, to the establish-
ment of large retail stores in which
various branches of retail trade, hereto-
fore confined to separate stores, have
been united under one roof and man-
agement, though, perhaps, divided into de-
partments. There can be no doubt of
the convenience of such an establish-
ment so far as it obviates the necessity
of visiting many stores in search of a list
of articles one wishes to purchase, but it
does not really save time, because each
purchase in such a store occupies fully
as much time as it would in several
stores. The only question we propose to
consider, however, is that two-fold one
in which the consumer is interested—
quality and price. Both of these points
open a wide field for consideration and
lead on to other connected, though at
first sight apparently irrelevant, sub-
jects. As to quality much depends upon
the knowledge and experience of the
buyer for each particular department and
upon the consideration given to main-
taining the reputation of the house for
keeping the best goods. Unfortunately,
the public has been taught to look upon
the bazaars as places where everything
can be bought very cheap; and as some
goods that are really of superior quality
cannot be bought at less than regular
prices, this public expectation compels
the proprietor of the bazaar to lower the
quality of his goods. As the price at
which they are sold is so closely connect-
ed with the question of quality and pur-
ity, we must stop for a moment and look
into some of the methods of these stores
and their effect upon the methods of
other establishments in similar busi-
ness. It will be seen at once that the
most powerful lever of trade, competi-
tion, largely influences here, not only in
the business of other bazaars, but also in
all stores selling any goods dealt in by
the bazaars. The general idea held out
to the public is that as the bazaars are
large buyers and make rapid sales they
can manage to pay their enormous ex-
penses by the large aggregate of small
profits. This, however, is only true to a
limited extent. There are many staple
goods on which the profit, even to the
heaviest purchasers, is very small, and
as no one can afford to retail goods with-
out profit, it goes without saying that
there must be some way out of such a
dilemma. This is accomplished by an
ingenious system of making a paying ad-
vertisement out of what otherwise would
be a heavy loss. Goods, with the prices
of which the public generally is perfect-
ly familiar, are sold at a loss, but this
loss is carefully limited. For instance,
a certain magazine can be bought in one
of these bazaars at three cents less per
copy than its cost at the best trade dis-
count. Here the loss is limited by the
firm selling only five hundred copies, and
thus losing only fifteen dollars. After
these five hundred copies are sold, though
thousands more might be disposed of, no
more are offered, but the reason for this,
though obvious, is not explained to the
customer. In this way the firm at a
trifling cost of fifteen dollars has im-
pressed the public with the idea that
owing to the magnitude of the business
done they can undersell every other store
by 10 per cent. As this does not pay
when done very often, and as the lesson
to be effective has to be repeated daily,
other means must be resorted to, and
here is precisely where the consumer is
innocently helping to injure himself. Job
lots and auction goods aid to a limited
extent to fill the gap, but where this can-
not be done resort must be had to inferior
goods, which frequently look just as well,
if not better than the superior goods. On
such goods as these the bazaar makes
enormous profits and the consumer meets
with a corresponding loss. Again, while
the innocent purchasers have been taught
that these bazaars sell goods cheap, they
will sooner or later learn that on goods,
the prices of which are not so generally
known, or where the value is concealed
or depends upon the reliability and
honesty of the house selling him, this
apparent cheapness is a myth and the
goods sold are really very dear. There
is also a further evil consequent upon
this system, the effect on other dealers
in the same line, who, in order to hold
their customers, have to cheapen their
goods, which, as the manufacturer will
not permit himself to be a loser, invari-
ably reacts on the consumer. A good ex-
ample of this injurious result may be
seen in the brush business. Only a short
time ago the brushes sold in house fur-
nishing stores and bazaars were well
made by well paid, free labor, now, it is
impossible for a manufacturer employing
free labor to sell to these retailers. Only
prison-made brushes can compete for this
custom. Thus a large number of honest
working people are seriously injured.
Another evil effect of the bazaars that
may be referred to here has shown itself
in the collar business. Sharp competi-
tion has so depressed this industry that
those firms who dealt in imported collars
were compelled to withdraw, and only
domestic manufacturers who dealt in
inferior goods, collars made with linen
outside, filled with muslin, could main-
tain themselves. As soon as they had
ridden themselves of the competition,
they immediately resorted to a combina-
tion of the few manufacturers left and
put up prices, secure in refusing to sell
goods to any retailer who would not sign
an iniquitous agreement to sell these
goods at the highest prices. Of course
this will last only until a better grade of
collar can be imported again, but until
then the consumer is made to suffer. No
doubt this trouble extends to many other
branches of trade.

What is the best remedy? Is centraliza-
tion alone to blame? How much blame
rests on the consumer?

The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE Retail Trade of the Wolverine State.

E. A. STOWE & BRO., Proprietors.

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Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, FEBRUARY 20, 1889.

SAVING THE SEAL FISHERIES.

The correspondence with the British government about the rights of Canadians to take seals in Alaskan waters has been transmitted to the Senate by the State Department. Although it extends over several years, it shows no progress toward a settlement of the question, the Department merely showing a reasonable desire to avoid irritating severities in the enforcement of our rights, while waiting for a decision of the case from the court to which the cases had been taken. In one respect there has been progress. Acting upon a suggestion made by Joseph Wharton, Mr. Bayard has opened negotiations for an international agreement to establish a close season in the seal fisheries everywhere, so that the mother seals may not be killed at the time of gestation and suckling their young. Only the governments of Sweden and Norway have shown any reluctance to enter into this agreement, which is needed to prevent the entire extinction of the seal and of the polar people, who depend on it for food and clothing. The terms of the compact are still under discussion, and there is some reason to hope that the fairness of the proposal and the general assent of civilized nations to it will secure the adhesion even of the Scandinavian countries.

In the course of the correspondence, England recalls the fact that the United States in 1823 refused to assent to the Russian claim that Behring's Sea was a land-locked body of water, from which the ships of other nationalities might be excluded. But this ground was not maintained consistently by later Secretaries of State, and when the sovereignty of Alaska passed to us, Russia was as effectively in possession of the control of Behring's Sea as of the White Sea. Nor would our concession of a Canadian right to fish for cod and mackerel in those waters carry with it a right to take seals. The seal is not a fish, although we speak of seal fisheries. It is an amphibious mammal which has its habitat on the land, and resorts to the water only to find its food. So little is it domiciled in the water that the young of many species have to be driven to it by their parents, and taught to swim by them. These seals in Behring's Sea belong to the adjacent coasts and islands, which are United States territory. And while the natives of those northern regions are able to take them in the open sea by harpooning, the white fishermen—Canadian and American—take and kill them either on land or on ice-floes, more commonly on the former. In fact, the business could not be carried on to any advantage by the Canadians if they were bound not to land on our territory or to come within the three-mile limit; and their presence in Behring's Sea is pre-emptive evidence that they are poachers.

JAPANESE PROGRESSION.

Japan at last is to have a constitutional government. It is true that the new Constitution, proclaimed last week, like the French Charter of 1814, is purely the act of the reigning sovereign, and might be revoked by the same authority at any time. But it is valuable as the expression of a wish to bring the empire still more directly into conformity with the methods of Western civilization, and to take his people into council with him as regards the needs of the country. Of course, the Mikado has nothing to fear from any change of governmental method. The attachment of his people to his person and his rule is too deeply rooted for that. But it is uncertain how it will affect the fortunes of the powerful bureaucracy, which has controlled the country ever since the retirement of the Shogun and the disbanding of the Clans. In many respects this bureaucracy has managed affairs badly, and of late years there has been a growing alienation of the educated classes in consequence of this. Severe and repressive measures have been taken to coerce its critics into silence, and more than one sincere and patriotic Japanese has seen the inside of a prison because he would not keep silence. With a freely chosen Parliament meeting in Tokio, and the right of free speech and of the press guaranteed, this discontent is sure to find utterance. It is true that the new Parliament will not hold the strings of the national purse, and the ministry will not be responsible to it for their policy. But the moral effect of free discussion cannot but be felt in government circles, however careful the bureaucracy may be to minimize the expression of discontent. And then the ministers of a despotic sovereign, when they fail to do their duty by

the country, have nothing so much to fear as censure which may reach his ears.

REQUIESCAT IN PACE.

The interview with Samuel M. Lemon, published in another column, clearly sets forth the status of the Michigan Wholesale Grocers' Association. It is as dead as though it had been buried a dozen years and no amount of agitation will be able to bring it to life again. On some accounts, THE TRADESMAN regrets its early demise, as the organization could have been made the vehicle of great good to the retail, as well as the wholesale, trade. As it was constituted, however, it could never have succeeded, as it possessed conflicting elements which could never have been reconciled, but would have been a perpetual menace to the well being of the retail trade. These shortcomings THE TRADESMAN forcibly pointed out last December, and sounded the alarm in time for the Association to have eliminated the evil features. That they did not act on THE TRADESMAN's friendly advice, is due the non-success of their undertaking.

NOW IS THE ACCEPTED TIME.

The business men of Michigan have claimed for years that they have been paying too high rates of insurance, satisfactory proof of which is shown by the annual reports of the companies to the Insurance Commissioner. The business men now have an opportunity to constitute themselves their own insurers, by organizing a company of their own, carrying their own risks and dividing among themselves the profits annually disbursed to the capitalists of the Eastern States and Europe. If the business men are sincere in their professions, they will embrace the plan proposed and carry it into successful operation. If they do not improve the opportunity, they should forever after hold their peace and pay any rates the companies may impose without a murmur.

In Maryland the White Cap business seems to have degenerated into a Ku-Klux organization to annoy and terrorize the colored people of the eastern counties of the State. This is just the outcome we might have expected from this mischievous and quite unnecessary attempt to supplement the courts by private and irresponsible organizations.

Purely Personal.

O. A. Ball struck Grand Rapids twenty-five years ago to-day.

H. F. Miner and wife, of Lake Odessa, attended the annual ball of the traveling men last Friday evening.

C. H. Little, of the Michigan Dairy Salt Co., at East Saginaw, was in town a couple of days last week.

W. N. Fuller, President of the Fuller & Stowe Company, has been called to Buffalo by the death of his mother.

The handsome member of the firm of Brown Bros., the Charlotte clothiers, attended the traveling men's ball last Friday evening.

Walter and Geo. Keeney, formerly of this city, have closed their grocery business at San Diego, Cal., and gone to Seattle, Wash. Ter.

J. R. Harrison has closed out his business here and taken the management of the Converse general store—formerly known as the Clay store—at Newaygo.

C. C. Philbrick, of the firm of Foster, Stevens & Co., leaves to-day for a visit to New York and Washington and a trip through the South. He expects to be absent about six weeks.

Thos. S. Freeman received a proposition from an alleged dealer in counterfeit money, one day last week. The address given by the rogue—who is probably a "sawdust swindler"—is F. B. Fowler, Broadalbin, Fulton county, N. Y. Geo. P. Gifford, Jr., for the past three years manager of the provision department of Hawkins & Perry, has severed his connection with that house to accept a position as traveling salesman for Armour & Co. He will cover the trade of Western Michigan, while F. E. Higgins will confine his attention to the trade of the Eastern portion of the State.

The Fifth Annual Ball.

The fifth annual social party of the Grand Rapids Traveling Men's Association, which was held at the Ionia street armory last Friday evening, was well attended and proved to be one of the most pleasant events—some asserted that it eclipsed all previous attempts of the kind—ever given under the auspices of the traveling men. Supper was served in Elks' hall, directly under the dancing hall, which was a decided improvement over putting on outside garments and going a block or two for refreshments.

Like most of the winter entertainments of the boys, the party failed to quite pay expenses, the financial showing being as follows:

RECEIPTS.	
Admission tickets.....	\$ 81.00
Supper tickets.....	88.50
Total.....	\$169.50
DISBURSEMENTS.	
Rent of Armory hall.....	\$ 25.00
Musical.....	24.00
Printing.....	24.00
Rent Elks' hall.....	10.00
Postage.....	3.00
Woman's Exchange.....	30.00
Total.....	\$126.00
Deficit.....	\$ 43.50

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.
Williams & Woodburn have established a branch clothing and furnishing goods store at Manistee under the management of John V. Vansyckle.

D. E. and H. R. Lattin, who recently purchased the general stock of J. Welch, at Scottville, have added a line of hardware. Foster, Stevens & Co. furnished the stock, A. D. Baker placing the order.

AROUND THE STATE.
Newago—E. D. Dempster is closing out his grocery stock.

Nunica—Jubb & Needham have added a line of dry goods.

Wakelee—J. E. DeCue has engaged in the harness business.

Croswell—Howard & West have assigned their drug stock.

Goodrich—D. M. Scriver has sold his general stock to Milton Hill.

Plymouth—J. R. Rauch succeeds H. C. Bennett in the grocery business.

Jackson—E. G. Greene succeeds Greene & Rullison in the clothing business.

Albion—Joseph W. Clark, of the milling firm of Amsden & Clark, is dead.

Paw Paw—Shepard & Buskirk succeed Aaron Thompson in the meat business.

Sault Ste. Marie—P. Cameron succeeds Cameron & Gardner in the meat business.

Jonesville—W. J. Baxter is succeeded in the clothing business by E. B. Thorp.

Cadillac—Klinge & McCartney have opened a merchant tailoring establishment.

Battle Creek—Pease & Mix succeed E. Pfander in the bakery and restaurant business.

Saranac—Wm. Mercer succeeds Wm. Mercer & Son in the banking and grain business.

Jackson—Gallup, Luther & Co. succeed Gallup & Luther in the furniture business.

Colon—J. E. Chivers & Co. have assigned their drug and jewelry stock to Joseph Farrand.

Wayland—John C. Branch succeeds Branch & Albright in the grocery and crockery business.

East Jordan—S. B. Calkins has purchased Martin's interest in the drug store of F. C. Warner & Co.

Freeport—John Yarger gave chattel mortgages on his general stock, and assigned to Will Moore.

Paw Paw—H. W. Showerman succeeds H. Oppenheim in the boot and shoe and furnishing goods business.

Constantine—C. H. Felt has sold a half interest in his drug stock to Geo. H. Felt, late of Washington, D. C.

Blissfield—J. Gauntlett, Jr., has retired from the general merchandising firm of J. Gauntlett & Son.

Fostoria—The elevator of Foster & Borsen burned last Wednesday night. Loss, \$6,000; insured for \$3,500.

Overisel—Dangremont & Nyerk are moving their branch hardware store from Hamilton to their main store here.

Gilbert—Andrew Carlson, formerly engaged in general trade here, will open a grocery store at Manistee about April 1.

East Saugatuck—Mrs. G. F. Gretzinger has concluded to close out the general stock left on her hands by the death of her husband.

Harbor Springs—W. B. Smith has purchased a half interest in the hardware stock of C. H. Eaton. The new firm will be known as C. H. Eaton & Co.

Edwardsburg—C. N. Lewis, formerly engaged in the harness business at Pokagon, has engaged in the same business here. His son continues the business at Pokagon.

Muskegon—C. C. Moulton has removed his produce and commission business to the corner of Western and Terrace avenues, using the store formerly occupied by the Van Buren Furniture Co.

Lansing—Samuel Steers has sold his interest in the hardware firm of Steers & Lee to his partner, J. F. Lee, who will continue the business at the old stand. Mr. Steers will go South for his health.

MANUFACTURING MATTERS.

Muskegon—Gray Brothers succeed F. G. Gray in the planing mill business. Traverse City—Caselberg & Milloy, late of Reed City, have opened a cigar factory here.

Muskegon—J. W. Strong succeeds F. H. Holbrook & Co. in the coal, wood and oil business.

INDIANA ITEMS.

Wolcottville—Corwin F. Miller has engaged in the drug business, purchasing his stock in Chicago.

Advance—J. H. Sublette & Co. succeed J. H. McGee in the drug business.

Bicknell—J. M. Freeman has bought the drug stock belonging to the McLinn estate.

Greenfield—The American Manufacturing Co. has been incorporated, with a capital stock of \$100,000.

Lafayette—Myron E. Sears succeeds Beardsley & Sears in the hardware business.

Chas. D. Richardson takes the place on the road with Hugo Schneider & Co. made vacant by the resignation of Fred W. Powers. He will cover the same territory as Mr. Powers.

IN "STATU QUO."

In Other Words, It is Ready for the Grave.

A reporter of THE TRADESMAN, while tarrying at the wholesale grocery house of Lemon, Hoops & Peters last evening, accosted Mr. Lemon as follows:

"Mr. Lemon, there are many conflicting rumors relative to the present condition of the Michigan Wholesale Grocers' Association. Will you be kind enough to tell me something of its present status?"

"The Michigan Wholesale Grocers' Association is to-day in statu quo, the active operation of same being postponed somewhat indefinitely."

"What causes have led to this postponement?"

"The success of any organization depends largely, in my estimation, upon the genuine ability, strength and unswerving courage of the executive. And I regret to say that the Michigan Wholesale Grocers' Association was lacking, in a very large measure, in this particular. In perfecting the organization, it was deemed prudent to give to Detroit the presidency, that city being the oldest and one of the two largest jobbing points in the State, and as Mr. W. J. Gould attended the first meeting at Lansing, and was apparently very much interested in the movement, the honor of president was conferred upon him; but, alas! we had not gone far until we discovered our mistake—when it was too late—realizing most unmistakably that our president was wholly unacquainted with even rudimentary parliamentary rules; and wholly unable, for several good reasons unnecessary to mention, to perform the functions peculiar to his office. He lacked push and stamina; he was too vacillating; apparently too insincere; and, in fact, did not possess the necessary moral courage; nor even the ability to inspire and retain confidence among his own neighbors—the jobbers of Detroit. This was the character of our executive, and this was the one great reason why the Association has not been as successful as might have been desired."

"What action, if any, will probably next be taken?"

"That question, for my part, I am unable to answer."

"Will it ever be possible for Michigan jobbers to secure cartage?"

"Most decidedly so. Nearly all large jobbing points throughout the country make a charge for cartage and boxing, and in purchasing goods at New York, Boston, Philadelphia, Baltimore, Chicago and other points, we have invariably to pay cartage and consider it a just charge, always adding the cartage and freight together as a part of the cost of the goods; and, in my estimation, retail dealers ought to look upon this, adding freight and cartage together as a portion of the common cost of their purchases."

"What other points did you hope to secure through your organization?"

"We hoped by honest and continued effort, well directed, to weed out of the retail trade of Michigan many irresponsible, illegitimate and dishonest dealers and thus improve, in general, the morale of the retail grocer of the State; because the honest retailers of Michigan would thereby have been placed on an equal footing with other honest men, who intend to—and in fact do—pay 100 cents on the dollar, and who are in business to stay; not by cutting prices, nor by failing in business, nor by changing names of firms, nor by selling out to their wives and their wives' uncles and aunts every six or twelve months. We say such honest merchants who pay 100 cents on the dollar would have been allowed to do business legitimately and with profit and pleasure. We, therefore, claim that the results of the workings of the Wholesale Grocers' Association would have been to good legitimate grocers a lasting good

and I, personally, feel sorry that we were not allowed time to prove the beneficent results of the organization."

"Would it not have been better for the movement if you had let the retail trade move into your confidence?"

"I have no doubt it would have been better, and I am sure the wholesale grocers of Michigan had no secrets which they desired withheld from the retailers, and had both organizations met in joint session from time to time, better results might have been accomplished."

Artemas Ward and John T. Burgess have incorporated the Philadelphia Grocer and the Market Journal in a single paper, under the title of the National Grocer. The new paper is issued from New York and is an improvement over its predecessors, good as they were. THE TRADESMAN expects to see the National Grocer take a commanding position among trade journals.

Jno. R. Dougherty & Co. have placed a new safe in their bank at Lyons.

FOR SALE, WANTED, ETC.

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

FOR SALE.

FOR SALE—DRUG STORE IN FIFE LAKE DOING A GOOD BUSINESS; NO COMPETITION; STOCK AND FIXTURES WILL INVOICE \$2,000; PROPRIETOR HAS OTHER BUSINESS. ADDRESS, C. E. BASKY, MANISTEE, MICH. 379

GOOD CHANCE TO GO INTO TRADE—FOR SALE, AT A BARGAIN, A STOCK OF BOOTS, SHOES AND FURS, ALSO A BARGAIN IN FURS, ALSO A BARGAIN IN FURS, ALSO A BARGAIN IN FURS. ADDRESS, C. E. BASKY, MANISTEE, MICH. 379

FOR SALE—AT A BARGAIN, THE OLDEST AND BEST ESTABLISHED MEAT MARKET IN THE CITY, CENTRALLY LOCATED AND DOING A GOOD PAYING BUSINESS, WITH SLAUGHTER HOUSE, ETC. ALSO ONE NEW AND COMPLETE SET OF BUTCHER'S TOOLS, CHEAP, IF SOLD INSIDE OF THIRTY DAYS. FOR TERMS AND PARTICULARS APPLY TO Wm. Henry & Son, 4 W. Western ave., Muskegon, Mich. 382

FOR SALE—A WELL-SELECTED STOCK OF GROCERIES, DOING A GOOD BUSINESS. ONE OF THE BEST LOCATIONS IN THE CITY. OWNER WISHES TO RETIRE FROM TRADE. WILL LEASE STORE FOR TERM OF YEARS. ADDRESS NO. 364, care Michigan Tradesman.

GOOD CHANCE—FOR SALE—THE ENTIRE STOCK OF goods of a well-established business. The store to rent, also the house, well adapted for hotel, if desired; a creditable custom has been enjoyed by the owner, who will be pleased to impart further information at the place, 12 West Bridge street, Grand Rapids, Mich. M. Boetz.

FOR SALE—A GENERAL STOCK OF MERCHANDISE. Will invoice \$10,000, including fixtures, location of 1888 was over \$40,000; located in thriving town of 1,500 in Central Michigan; buildings for sale or rent; for terms, purchasing, we will give our trade, which amounts to from \$600 to \$1,000 per month; reasons for selling, care Michigan Tradesman. Address 31, care Michigan Tradesman.

FOR SALE—GOOD RESIDENCE LOT ON ONE OF the best streets in the city, for sale, for exchange for stock in any good institution. Address 296, care Michigan Tradesman.

FOR SALE—FULL SET OF TINNERS' TOOLS, SAFE, show cases and hardware fixtures—all in good condition and cheap for cash. Will sell one or all. J. Vander Voort, 124 Monroe street, Grand Rapids. 374

FOR SALE—STOCK OF CLOTHING AND GENTS' furnishing goods, located in a good town of 1,500 people in southern Michigan. But one other place in town handles clothing. For particulars address "C" & "T," care Michigan Tradesman.

FOR SALE—STOCK OF DRY GOODS, CLOTHING, boots and shoes, in live town in central Michigan; will invoice about \$1,500, fixtures included; trade of 1888 about \$25,000; will rent or sell building; car trade will be given to buyer; reasons, too much business. Address B, care Michigan Tradesman.

A GRAND OPPORTUNITY AT A GREAT BARGAIN. The stock, store, residence, warehouse, grain and coal, at Moscow, is offered for sale; there is money to be made; one partner has to go west and the other lives elsewhere. Address E. Childs & Co., Hanover, Mich. 379

FOR SALE—THE FLUSHING FOUNDRY, WITH steam power, within eight rods of side track of Toledo, Saginaw & Mackinac Railroad. Splendid location, no insurance. Stock, tools and castings included with shop and lots. Reason for selling, age and ill health. James Sammer, Flushing, Mich. 374

FOR SALE—CHEAP—TWO FIRST CLASS MEAT MARKETS, one in North Muskegon and one in Muskegon City. Both in best locations, and doing good paying business. Will sell one or both. 32 Western avenue, Muskegon, Mich. 383

FOR SALE—BRIGHT, CLEAN STOCK OF GROCERIES, crockery and glass-ware, in growing town of over 1,200; stock and fixtures will invoice about \$2,000; business averages \$1,500 per month; store building is one of the finest in the State for business and will be rented or sold; reasons, other business needs our attention. Address A, care Michigan Tradesman. 378

WANTED.

WANTED—REGISTERED PHARMACIST, FOR PARTICULARS address Adam Newell, Burnip's Corners, Mich. 371

WANTED—POSITION AS MANAGER OF STORE, OR salesman; a young man of twelve years' experience. Address A. Robertson, Martin, Mich. 383

WANTED—SITUATION BY DRUG CLERK IN YEARS old shop that had two years' experience; can give best of references. Address 386, care Michigan Tradesman, Grand Rapids.

WANTED TO EXCHANGE—PRODUCTIVE REAL estate in the thriving village of Bailey on the C. & M. R. Railroad for farm and lot in Grand Rapids, worth about \$1,500. Address, D. B. Galentine, Cassville, Mich. 372

SITUATION WANTED—A COMMERCIAL TRAVELER is open for engagement. Large acquaintance with grocery trade in Michigan. Address Jackson, Michigan Tradesman.

WANTED—EVERY STORE-KEEPER WHO READS this paper to give the Suttiff coupon system a trial. It will abolish your pass books, do away with all your book-keeping, in many instances save you the expense of one clerk, will bring your business down to a cash basis and save you all the worry and trouble that usually go with the pass-book plan. Start the 1st of the month with the new system and you will never regret it. Having two kinds, both kinds will be sent by addressing (mentioning this paper) J. H. Suttiff, Albany, N. Y. 253

MISCELLANEOUS.

\$1,200 CASH BUYS MANUFACTURING BUSINESS, less paying 100 per cent. Best of reasons for selling. Address Chas. Krock, St. Ignace, Mich. 388

WANTED—1,000 MORE MERCHANTS TO ADOPT OUR Improved Coupon Pass Book System. Send for samples. E. A. Stowe & Bro., Grand Rapids. 314

GRAIN BUCKET.



Telg. Code	Width Proj. on belt.	Capacity Cubic in.	Capacity Quarts.	Elevat'g bu. per hr.	Plan. List.	Gal. List.
A	2 x 2	5.07	.075	284	\$0.08	\$0.12
B	2 1/2 x 2 1/2	9.054	.134	501	.08	.12
C	3 x 3	15.77	.234	88	.09	.13
D	3 1/2 x 3	17.63	.261	98	.10	.16
E	4 x 3	23.1	.343	128	.12	.19
F	4 1/2 x 3 1/2	32.23	.48	180	.16	.25
G	5 x 4	42.88	.64	240	.20	.30
H	5 1/2 x 4	50.6	.75	281	.26	.34
I	6 x 4	62.106	.92	345	.32	.42
J	6 1/2 x 4 1/2	88	1.31	491	.38	.52
K	8 x 5	116.67	1.73	649	.45	.60
L	9 x 5 1/2	156.76	2.32	811	.55	.76
M	10 x 5 1/2	173.65	2.57	903	.65	.85
N	11 x 6	231.29	3.42	1282	.80	1.00
O	12 x 6 1/2	282.25	4.18	1567	.95	1.20
P	14 x 6 1/2	338.94	5.02	1882	1.15	1.50
Q	16 x 6 1/2	401.25	5.94	2227	1.35	1.80
R	18 x 7	524.38	7.75	2906	1.65	2.20
S	20 x 7	607.75	11.96	4485	1.95	2.55
T	22 x 8	827.05	13.29	4933	2.30	3.25
U	24 x 8	914.82	13.55	5081	2.75	3.85

By buying this bucket you get one strong and rigid enough to elevate all substances except coal, ore, broken stone, etc. We can furnish heavy buckets, same make, for such material. WRITE FOR DISCOUNT.

NEW DEPARTURE.

We take pleasure in announcing to the trade that we have put in a full line of

Syrups and Molasses.

Which we offer at Bottom Prices.

ASSOCIATION DEPARTMENT.

Michigan Business Men's Association. President—Frank Wells, Lansing. Second Vice-President—H. Chambers, Cheboygan. Secretary—A. Stowe, Grand Rapids.

The following auxiliary associations are operating under charters granted by the Michigan Business Men's Association:

- No. 1—Traverse City B. M. A. President, J. W. Miller; Secretary, E. W. Hastings. No. 2—Lowell B. M. A. President, N. B. Blain; Secretary, Frank T. King.

Association Notes.

John E. Thurkow, President of the Morley B. M. A., was in town Monday. The Michigan Business Men's Association has been invited to send five delegates to the National convention of business men to be held at St. Louis on the 28th to frame an equitable and acceptable bankruptcy law.

The Detroit Free Press correspondent at Greenville notes the following: The second annual banquet of the Greenville Business Men's Association occurred Friday evening at Hotel Phelps.

Cheboygan Tribune: A meeting of the Cheboygan Business Men's Association was held in the council room Monday evening to consider the question of the Business Men's Insurance Company.

Holland City News: The last issue of the Allegan Gazette contained a report of the second annual meeting of the Business Men's Association of that place.

Annual Banquet of the Greenville B. M. A. DEAR SIR—Our second annual banquet surpassed anything in the social line held here yet.

Traverse City Herald: The Business Men's Association met on Tuesday evening, Dec. 10, at the Hotel Grand Rapids.

Allegan Gazette: Here's a chance for another President. Pope, of the Business Men's Association, has a letter sent by parties in Ohio, asking for the price of coal and iron in Allegan.

A Question of Membership. ALMA, Feb. 18, 1889. DEAR SIR—We have as applications for membership in our Association three professors of the college and we are not certain whether they can be admitted or not.

The Facts in a Nutshell. From the Cheboygan Tribune. The annual report of the Commissioner of Insurance shows that for the year 1888 the 107 insurance companies organized in other states

Good Grand Reports. SOUTHA HAVEN, Feb. 18, 1889. DEAR SIR—At our regular meeting, Feb. 13, sent us, was brought before the meeting and the chairman of the Insurance Committee directed to canvass and see how he could do.

Onkama business men have formed a B. M. A., offered as follows: President, S. Little; Vice-President, C. D. Stanley; Secretary, Geo. A. Barstow; Treasurer, J. J. Barnes.

KNIGHTS OF THE GRIP.

The Objects of the Organization Succinctly Set Forth. To the commercial travelers of Michigan: We have laid the foundation of an association in Michigan on which we have hopes of building a grand organization and to which every commercial man in the State ought to lend his aid.

Charlotte Republican: The Business Men's Association held a special meeting at the council rooms, Tuesday evening, and elected the following officers: C. M. Jennings, President; C. A. Lamb, Vice-President; Geo. M. Penn, Secretary; Executive Board, D. B. Ainger, E. S. Lacey and George Huggert.

Our Employment Committee has as its chairman Geo. W. Lansing, who will endeavor to furnish a position to any member in good standing and who can answer satisfactory questions that will insure our indorsement.

Annual Banquet of the Greenville B. M. A. DEAR SIR—Our second annual banquet surpassed anything in the social line held here yet.

Traverse City Herald: The Business Men's Association met on Tuesday evening, Dec. 10, at the Hotel Grand Rapids.

Allegan Gazette: Here's a chance for another President. Pope, of the Business Men's Association, has a letter sent by parties in Ohio, asking for the price of coal and iron in Allegan.

A Question of Membership. ALMA, Feb. 18, 1889. DEAR SIR—We have as applications for membership in our Association three professors of the college and we are not certain whether they can be admitted or not.

The Facts in a Nutshell. From the Cheboygan Tribune. The annual report of the Commissioner of Insurance shows that for the year 1888 the 107 insurance companies organized in other states

Good Grand Reports. SOUTHA HAVEN, Feb. 18, 1889. DEAR SIR—At our regular meeting, Feb. 13, sent us, was brought before the meeting and the chairman of the Insurance Committee directed to canvass and see how he could do.

Onkama business men have formed a B. M. A., offered as follows: President, S. Little; Vice-President, C. D. Stanley; Secretary, Geo. A. Barstow; Treasurer, J. J. Barnes.

Carnegie's Advice to Young Men.

You are about to start in life and it is well that young men should begin at the beginning and occupy the most subordinate positions. Many of the business men of Pittsburgh had a serious responsibility thrust upon them at the very threshold of their career.

There are three dangers in your path. The first is the drinking of liquor. The second is speculation, and the third is "indorsing."

Nothing is more essential to young business men than untarnished credit and nothing kills credit sooner than the knowledge in any bank board that a man engages in speculation.

The third danger is the perilous habit of indorsing notes. It appeals to your generous instincts and you say, "How can I refuse to lend my name only to assist a friend?"

Assuming that you are safe in regard to these, your gravest dangers—drinking, speculation and indorsing—the question is, how to rise? The rising man must do something exceptional and beyond the range of his special department.

There is one sure mark of the coming millionaire—his revenues always exceed his expenditures. He begins to save as he begins to earn.

It is not capital your seniors require, it is the man who has proved he has the business habits which make capital. Begin at once to lay up something. It is the first hundred dollars saved which tells.

And here is the prime condition of success, the great secret; concentrate your energy, thought and capital exclusively upon the business in which you are engaged.

Living Too Fast. A great cause of disaster in the careers of many bright young men is an unfortunate propensity for living too fast.

In this big town window dressing has become an art, and a high art, too, and like all arts it takes its particular features from its surroundings.

Between these longitudinal limits this art has many phases as the people for whose sake it is pursued. The skillful window dresser, true artist that he is, seldom errs in suiting his wares to his customers.

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peculations far exceeded his resources. He found himself at last in imminent danger of exposure and disgrace. He made a desperate endeavor to raise the amount of his shortage by borrowing of his friends, but they failed to respond as he did not have the requisite security.

The Pennsylvania legislature has followed the example of that of Ohio in killing the ridiculous meat inspection bill by which the butchers and cattle-raisers hoped to exclude Chicago dressed meats.

There are a number of legislatures which have yet to struggle with the meat inspection sham as expressed in bills which solemnly claim to protect the health of consumers when in fact they are only trying to swell the gains of a few butchers.

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

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Office of Foster, Stevens & Co., WHOLESALE HARDWARE.

Grand Rapids, Mich., Jan. 29, 1889. The fiber from which Sisal and Manila Rope is made is now "cornered" and very high. The price of rope in New York to-day is, Sisal, 12 1-2 cents per pound. Manila, 15 cents per pound.

Its superiority to Sisal in every respect is now universally admitted, and where it has been substituted for Manila, favorably impresses the purchaser with confidence in its utility and success.

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LEISURE HOUR JOTTINGS.

Written for THE TRADESMAN.

BY A COUNTRY MERCHANT.

I hardly think there is among those dealers affected a general and enthusiastic desire to erect a memorial of gratitude to the individual who first introduced the free delivery system.

And the country grocer, for instance, after sufficiently anathematizing his own folly, and that of his competitors, naturally takes a mental inventory of what modern progression has done for his line in trade, since he faced his first customer from behind a counter, and, if he is at all old-foggy in his habits and disposition, he undoubtedly ranks the aggregation of labor saving machinery, which has gradually accumulated on his hands, with the free delivery system.

But a sudden and disastrous calamity overtook the local grocery trade of X. The son of a wealthy resident of a neighboring town was peremptorily informed by "the old man" that the time had arrived to "fish or cut bait," and, unfortunately, decided to open a high-toned grocery in the village.

But the worst feature of the whole matter was that the young fellow, in his total ignorance of business methods, commenced a reckless cutting and slashing in prices, and gave credit almost indiscriminately.

Unfortunately, the folly of the "Palace" man had, in the meantime, inoculated his neighbors. Imagining that the only way for anything like competition was to imitate his methods, delivery wagons were put on the road, unreasonable investments made in fixtures, the shelves filled with showy but unsalable goods, the profits cut down to a minimum, and credit customers encouraged.

Since the "Palace" closed up the grocery trade of X—has had a large amount of experience with modern mercantile progression. Bankrupt stocks have antagonized the regular trade; nearly all salable articles have become "leaders;" expenses are materially larger than of old, and there is no indication that all the allurements and seductions of "new methods" can ever increase the volume of trade in any degree.

"The delivery system," said Smith's clerk and driver, "has considerable effect in bringing out an individual's carelessness, selfishness and laziness. There, for instance, is old Crickett, who comes in once a week, buys a gallon of kerosene, and gets it and himself carried home a mile on a two-cent profit. Then there's Dusenberry, who comes in on the muddiest, rainiest day of the month; grumbles for half an hour over the price of sugar; buys a dollar's worth, and insists on my hitching up expressly to take it home.

Mrs. S—s half-pound of tea, or ounce of nutmegs, have to be trucked home as much as if they weighed forty pounds, and I couldn't find her a postage stamp, yesterday, because I knew I'd have to deliver it. And then, to cap the

climax, Deacon Crossgrain has declared open war against us because I wouldn't deliver fifty pounds of salt after 10 o'clock the other night."

The saying that "revolutions never go backward" is commonly regarded as an exceptionally truthful one, and undoubtedly the revolution that has thrown upon the dealer and his assistants—biped and quadruped—the muscular exertions once cheerfully assumed by the customer, will prove no exception. In fact, from the present outlook, there is a strong indication that this particular revolution is far from having accomplished its mission, and will not have accomplished its mission until science and discovery shall have, let us say, enabled the apothecary to purge and blister his customers by the remedies on his own person; when the grocer shall deliver his commodities, hot, and prepared for the stomach; when the boot and shoe dealer shall be provided with automatons to wear, break and fit goods for any foot; when the hardware man shall furnish a motor with every machine and implement sold; when the vender of dry goods shall furnish his fabrics, made up, at the cost of the material, and so on to the end of the chapter of the various trades and pursuits.

Where Our Lemons Come From.

A well-known fruit dealer in Vesey street was applied to by a reporter the other day for some information in regard to the lemon trade in this city. In reply he said: "Most of the lemons we get in this market come from Naples, Sorrento, Rudi and Messina. From each of these ports they are shipped by way of Liverpool. Some are sent in sailing vessels, but not many, as such are not apt to arrive in good condition. Steamers, on account of their superior speed, carry most of the foreign fruits. Great quantities of lemons are sold here by auction, the sales of a single day often amounting to forty thousand or fifty thousand boxes. The price they bring depends entirely upon their quality and the quantity in the market. Sometimes they are a 'drug' and scarcely bring enough to pay the freight on them, and again \$14 to \$16 a box is not an unusual price. Dealers here do not keep regular agents at the points of shipment, but the fruit is shipped on speculation. An ordinarily good price is \$6 a box. The season for the gathering of Italian lemons is at its height between February and March. Some lemons will not keep over a month at the outside, while others that are firm and hard will remain in good condition for four months. The Messinas are the best Italian lemons and will keep the longest. The Palermos rank next, while the poorest, as a general thing, come from Naples. There is, however, no rule by which one can be sure that lemons from one place will uniformly be better than those from another. Naples lemons have been known to bring more than those shipped from Messina. Dealers know no special varieties of lemons, but simply lump them under the names of the places from which they come. Some people have an idea that lemons are colored and ripened by sulphur fumes and artificial heat. Such notions are entirely wrong. Lemons, when they are sent from home, are as green and hard as an infant apple, but ripen during the voyage, so that when they arrive they are as soft and juicy as if they had matured upon the tree.

"The best lemons we get in New York come from Florida. They are naturally of a prime quality, and then the distance they have to be sent is not great. The possibilities before the Florida growers are extensive, and, if care is taken by them in sorting and picking, they may in time run the Italian product out of the market. The Florida lemons are packed in boxes holding about 250 to 300 apiece. They begin to come in November. We get very few South American lemons, because they are too tender to stand the voyage. Small quantities are sent from Jamaica, but the limes shipped from here are growing in popularity constantly and are a much more important product of that island than the lemons. Limes must be packed tightly in barrels to prevent bruising. I suppose there are twenty-five barrels of limes shipped now where there were three ten years ago. In a general way it may perhaps be said that better lemons grow on high ground than on low, but, as I said before, each season, place and individual tree seems to be a law unto itself. We can never tell in advance where we are to get the best fruit."

How to Guard Your Credit.

The Canada Book and Notion gives the following good advice:

- 1. If you have any claims for shortage or damages, send them on the day the goods are checked.
2. When the monthly statement is rendered check it, and if wrong, write about the error at once.
3. If you cannot remit when asked, drop a line when you reasonably expect to be able to do so.
4. If you are notified that you will, after a lapse of time, be drawn upon, attend to the matter immediately. See that the amount and terms are correct, and that your bill book will permit you to accept the draft. If not, write exactly what you want. Let it be your ambition for the coming year never to refuse a draft.
5. If you cannot meet a draft at maturity write or telegraph in time to save protest cost. A little care in these matters will save much trouble.

The Biggest Pair of Shoes ever Made. A shoemaker of Atlanta, Ga., has just finished the largest pair of shoes ever made for actual use. It took a piece of leather containing 1,040 square inches to make the uppers, and 1,960 to make the soles. That is 3,000 square inches altogether. If that leather were cut into two strips an eighth of an inch wide, and made into one long string, the string would be 24,000 inches long. The soles weigh 8 1/2 pounds. The soles are 14 inches long, 5 1/2 wide and 8 1/4 inches deep. That doesn't count the heel, which would add another inch to the depth.

W. H. BEACH, WHOLESALE DEALER IN GRAIN, SEEDS, BALED HAY, MILL FEED and PRODUCE. BALED HAY A SPECIALTY. HOLLAND, - MICH. AWNINGS AND TENTS.

Chas. A. Coye, Telephone 106. Over 73 Canal St. MAGIC COFFEE ROASTER. The most practical hand Roaster in the world. Thousands in use—proving satisfaction. They are simple, durable and economical. No profit should be without one. Roasts coffee and peanuts to perfection. Address for Catalogue and prices, Robt. S. West, 48-50 Long St., Cleveland, Ohio.

GLASS. Imported and American. Polished Plates, Rough and Ribbed. French Window, American Window, English 26 oz. Enamelled, Cut and Embossed, Solid Cathedral, Venetian, Muffled, Frosted Bohemian, German Looking Glass Plates, French Mirror Plates. The quality, variety and quantity of our stock is exceeded by no house in the United States. WM. REID, 73 & 75 Larned Street West, DETROIT, MICH. Grand Rapids Store, 61 Waterloo Street.

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. Crockery & Glassware

Table with columns for item names and prices. Includes LAMP BURNERS, LAMP CHIMNEYS, XXX Flint, Pearl top, Meat Tubs, Milk Pans, Butter Crocks, Jugs, and Stoneware-Akron.

TIME TABLES. Grand Rapids & Indiana. GOING NORTH. Arrives. Leaves. Traverse City & Mackinaw, 9:45 a.m., 7:30 a.m.

Table with columns for item names and prices. Includes Detroit Express, Through Mail, Grand Rapids Express, Night Express, Mixed, Detroit Express, Through Mail, Evening Express, Limited Express, Daily, Detroit Express, Through Mail, Evening Express, Limited Express, Daily.

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D. W. ARCHER'S TROPICAL SUGAR CORN. DIRECTIONS: We have cooked the corn in this can sufficiently. Should be thoroughly heated (add cooked) adding piece of butter (size of hen's egg) and gill of fresh milk (preferable to water). Season to suit with salt on the table. Note genuine unless bearing the signature of DAVENPORT CANNING CO. Davenport, Ia. OPEN AT THIS END.

COAL! --- COKE! --- WOOD! Wholesale A. HIMES. and Retail. Office under Nat'l City Bank. Yards, Shawmut Avenue, Winter and W. Division Sts. Telephone Call 490-2. CAR LOTS A SPECIALTY.

Geo. H. Reeder, Sole Agents, Grand Rapids, - Mich. The Best Fitting Stocking Rubber in the Market.

CORLISS THE LANE & BODLEY CO. AUTOMATIC CUT OFF ENGINES. UNRIVALLED for STRENGTH DURABILITY and CLOSE REGULATION. THE LANE & BODLEY CO. 2 to 48 JOHN STREET, CINCINNATI, O.

H. LEONARD & SONS, Sole Agents for Western Michigan for the

'Quickmeal' GASOLINE STOVE. THE SUCCESS OF THE SEASON JUST PAST.

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 like the agency for the coming season. Discount, terms of delivery and dating of invoice given on application. Catalogue for 1889 now ready.

H. Leonard & Sons, GRAND RAPIDS, MICH. Jobbers of Crockery, Tinware and Lamp Goods.

Little Miss Muffet Sat on a Tuffet Scrubbing her Tea-Set Gay. Santa Claus Soap Quick Frightened the Dirt All Away. All Grocers sell SANTA CLAUS SOAP. Made by N. K. FAIRBANK & CO., Chicago, Ill.

BELKNAP WAGON & SLEIGH CO. Manufacturers of BELKNAP'S PAT. SLEIGHS. 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 all kinds. SHOP, Cor. Front and First Sts., Grand Rapids. JACKSON CRACKER CO., JACKSON MICH. THEO. B. GOOSSEN, WHOLESALE Produce Commission Merchant, BROKER IN LUMBER. Orders for Potatoes, Cabbage and Apples, in Car Lots, solicited. Butter and Eggs, Oranges Lemons and Bananas a specialty. 33 OTTAWA STREET, Telephone 269. GRAND RAPIDS, MICH.

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Oranges, Lemons and Bananas! GEO. E. HOWES & CO., No. 3 Ionia Street, GRAND RAPIDS, - MICH. Headquarters for MESSINA FRUIT. SPECIAL PRICES TO JOBBERS.

MOSELEY BROS., WHOLESALE Fruits, Seeds, Oysters and Produce. All kinds of Field Seeds a Specialty. If you are in market to buy or sell Clover Seed, Beans or Potatoes, will be pleased to hear from you. 26, 28, 30 and 32 Ottawa St., GRAND RAPIDS.

WM. SEARS & CO., Cracker Manufacturers, AGENTS FOR AMBOY CHEESE. 37, 39 and 41 Kent St., Grand Rapids.

COLBY, CRAIG & CO. MANUFACTURE THE BEST 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.

COLBY, CRAIG & CO., West End Fulton St Bridge. Telephone No. 867.

LEMON, HOOPS & PETERS, Wholesale Grocers AND -TEA- IMPORTERS. GRAND RAPIDS, - MICH.

Drugs & Medicines.

State Board of Pharmacy. One Year—Otmar Eberbach, Ann Arbor. Two Years—Geo. McDonald, Kalamazoo. Three Years—Stanley E. Parkhill, Owasco. Four Years—Jacob J. Johnson, Grand Rapids. Five Years—James E. Vernon, Detroit. Secretary—Jacob J. Johnson.

Michigan State Pharmaceutical Ass'n. President—Geo. Gundrum, Ionia. First Vice-President—F. M. Aldorf, Lansing. Second Vice-President—H. M. Dean, Niles. Third Vice-President—O. Eberbach, Ann Arbor. Secretary—H. J. Brown, Ann Arbor.

Grand Rapids Pharmaceutical Society. President—J. W. Hayward, Secretary—Frank H. Escott. Secretary—W. W. Caldwell, Secretary—B. W. Patterson.

Muskegon Drug Clerks' Association. President, Geo. L. LeFevre, Secretary, G. W. Hoye.

The Apothecary. David T. J. Fuller in Pharmaceutical Era.

The majority outside of the retail drug business have a very erroneous idea of it. They believe a store full of handsomely gilt labeled bottles and large show cases containing beautiful fancy goods, toilet articles of all kinds, such as cut glass bottles, pungents, ivory sets, and a hundred other things that please the eye, with the neat, gentlemanly and often handsome clerk to wait on them, and think, "well, what more could one ask in the retail business?"

In the first place it is now almost as difficult to become an apothecary in a city as to be a physician. The would-be apothecary must go through a regular course of study, pass his examination and obtain his diploma, just as in any other profession, and to do this requires a good preliminary education, part of which must be actual experience in a drug store.

Now, of course, if the business was as profitable as many suppose the proprietor, for his own sake, would pay his clerks better, for most proprietors have been clerks and know how it is themselves. But it does not pay well, and I know many owners of drug stores who keep up a little show of good living and even style, just "by the skin of their teeth," and find it very hard to "keep their heads above water."

There are many reasons for this: To begin with, they have large rents to pay. They want their stores as conspicuous as possible for they depend largely on transient trade. In order to accomplish this they try to get a store on some good corner, and they need a showy front, something to attract the passer by. Every one knows stores of that kind command the largest rents. Then the fixtures are a very great item, and it takes the profits often of more than a year, yes, sometimes of two or three to pay that, and the patent medicines and fancy goods are sold in so many places other than drug stores, and at such low prices that the profits are cut down to, in some cases, a mere nothing.

In prescriptions there is a very good profit, not as much, though, as many imagine. There are about 700 apothecary shops in New York City, and only a very few of them do a large prescription business, the balance is divided among so many as to give to none enough to get rich on.

Suppose a store puts up twenty-five new prescriptions a day (and that is more than most of them do), and gets fifty cents each for them (that is a large average, too), the amount realized is \$12.50, make it very large, and say 150 per cent. of that is profit, \$9.75 it is not much of a profit, say the sales of everything amount to \$40 (and this is placing it high) a day, deduct rent, gas, fuel, the wages of two clerks, one boy, and a porter, interest on money invested in fixtures and dead stock, and you will have very little left.

The store that manufactures proprietary articles naturally makes the most money, for the salesman can often sell them when other things for the same purpose are asked for, and he has no middle-man's profit to pay on them. Generally, I would rather take a nostrum prepared by the apothecary than those that are so largely advertised, for the former are made by more skillful persons and in a more careful manner.

I always feel profoundly sorry for a young man who chooses the profession of apothecary. The hours are so continuous that he has hardly any time that he can call his own. In many cases the city he has absolutely no time, for he sleeps in the store, and is liable to be rung out of his bed any hour of the night, but even when not so, his hours are from 8 in the morning until half-past 10 or 11 o'clock at night; what time, pray, for recreation in the intervening hours? As he increases in years, he is almost sure to become narrow minded and cynical and has little ambition beyond his daily routine. If when a young man first enters the business, he discloses a taste for chemistry, it is promptly nipped in the bud by his employer for fear he may waste drugs in gratifying that taste.

Certainly, the business has its bright side, what has not? The strangest characters are always dropping in, and the remarkable tales from old women and young damsels poured into the ear of the sympathetic clerk give the student of human nature a good chance to study. But sometimes after he has heard the most wonderful tale, he is almost willing to exchange life with them, for an apothecary's life as a general thing is neither a pleasant nor remunerative one.

A Word of Caution.

From the Druggists' Bulletin. We have authentic advices that the country is shortly to be flooded with a supply of spurious casagra sagra bark, gathered at an unfavorable season. It is unfortunate that the well established and enviable reputation of this, one of the foremost drugs in the materia medica, should be menaced by such a danger, and it is therefore but just that the matter be directed to the attention of every thoughtful pharmacist.

The fact that those manufacturers who are dependent upon the open market for their supplies of the drug are now seriously embarrassed owing to the scarcity of it, is well evidenced by the increase in the price of the fluid extract which they have recently made. Their endeavors to obtain supplies have stimulated inexperienced collectors on the Pacific coast, and this inferior bark is foisted upon the drug trade as a consequence. Those who are instrumental in procuring the drug, do not hesitate to say that it has been peeled from the trees since the sap accumulated in the veins. Now as the remedy is generally supposed to be to a great extent, dependent for its action upon a glucoside, even if these supplies were from the true purshiana, they would lack this principle, for most of it will remain stored in the roots either as such, or in a nascent condition, until the sap again begins to flow. Furthermore, casagra sagra should never be used within one or two years after gathering, for like other representatives of the rhamnaceae family, objectionable and gripping effects result from the use of the fresh drug. This fact has been established beyond a peradventure, and pharmacists and physicians should therefore look well to the brand of fluid extract which they hereafter purchase else disappointment will certainly result from its administration.

Sophistication of Gums. Referring to sophistication in gums, a contributor to the columns of an exchange has the following: The distinction between gum Arabic and Senegal is difficult and chiefly made by the eye. When gum Arabic is powdered and mixed with starch, the latter is detected by adding a drop of iodine, which then produces a blackish-blue color. Senegal Arabic, which is sub-classified as Turkey gum, Indian gum, etc., is more apt to turn sour in solution, and the inferior gums form rosy masses instead of a smooth, uniform mucilage. Cherry gum is used to sophisticate the more valuable kinds. It clots and dissolves slowly and imperfectly. Tragacanth possesses the peculiar property that it is only made imperfectly turbid by the addition of alcohol, in which it differs from the true gums. If a sample is dissolved in hot water, and adulteration with gum Senegal or Arabic is suspected, tincture of guaiacum produces a blue color. Gum Mezquite, the product of Western Texas and New Mexico, seems to be looked upon with favor by some authorities; but surely it cannot now be classed as "the product of an unknown tree." Yellow gum, it seems, has almost entirely disappeared from the London market, where it was known as "Botany Bay resin," and largely used in making varnishes. It was also used to make picric acid from, but those yellow crystals are now mostly produced from carbolic acid, which is cheaper for the purpose that silk waste, leather clippings, and crude coal tar.

Kauri Gum. The workers in the Kauri gum fields of New Zealand use a spear in their operations in order to ascertain if gum is present. It is in the form of a steel rod with a wooden handle. The rod is thrust into the ground, and if gum is discovered the whole spot is dug over until the find is exhausted. The gum usually occurs in rough pieces of the size of a hen's egg, looking like a piece of very rough clay. This, when the outside is scraped off, is the Kauri gum usually met with in trade and worth 35 cents per hundred weight on the spot. The smaller pieces are only washed and dried and do not bring nearly such a good price. The scrapings are used for making fire lighters and are worth 20 cents for a large sackful. The gum fusing and burning soon sets the sticks and logs on fire, and gives off a white smoke and aromatic smell. Some lucky finds are made of pieces weighing a hundred weight or more, of transparent and almost colorless gum. They are generally found near the decayed roots of a tree, probably the gum of the original tree. This is worked into ornaments for personal adornment. It is easily worked into shape with a knife, and polished with a soft rag and kerosene oil. Large masses of the gum are at times found exuding from the living trees, but this is not so good for varnish making as the fossil gum. The Kauri gum industry gives employment to three or four thousand men, who earn in districts where the gum is fairly plentiful \$8 to \$10 per week.

Unwarranted Delay. THE TRADESMAN agrees with the Pharmaceutical Era in the following criticism of the Secretary of the State Pharmaceutical Association: Five months have passed since the annual meeting of this Association, and as yet the proceedings have not been issued. In this vicinity considerable speculation is being indulged in as to the reason for the delay. If the Association wishes to hold its own with other similar bodies, it must not delay its reports so long that they become of no value, fit only for the waste-basket.

The Drug Market. Chlorate potash has declined and the tendency is still lower. Shellacs are advancing. Opium is easier. Quinine, foreign brands, have declined. Cassia buds are advancing.

Who is your family physician, Freddy? asked Mrs. Hendricks of the Brown boy. "We ain't got none," said the boy. "Pa's a homeopath, ma's an allopath, sister Jane is a Christian Scientist, grandma and grandpa buys all the quack medicines going. Uncle James believes in massage, and brother Bill is a horse doctor."

Couldn't Attend to Everything. "I've got a complaint to make," said an office boy to his employer. "What is it?" "The bookkeeper kicked me, sir. I don't want no bookkeeper to kick me." "Of course he kicked you! You don't expect me to attend to everything, do you? I can't look after all the little details of the business myself."

Science in a Nutshell.

The movement of glaciers in summer is found to be four times that made in the winter.

One ton of coal is capable of yielding an amount of force equivalent to that of six and two-thirds men.

The preservation of rails in use is due to the formation of magnetic oxide produced by the compression of the rust on the metal.

In testing forty-two boys between nine and sixteen years of age for color blindness, not one made an error in matching the colors.

Cryolite for making candles is brought from Greenland, where important and little known mining operations are carried on.

Experiments carried on at Astrakan show that the culture of the silk worm could be carried on as far north as the mouth of the Volga.

Recent researches show that the electrical organs are really modified muscular organs of the terminations of nervous structures in muscles.

The vegetable matter in the sea to the westward of the Azores has been found to contain a large amount of fish and other life-sustaining substances.

The New England Meteorological Society proposes a loan exhibition of meteorological apparatus, photographs, etc., in connection with its fourteenth regular meeting in Boston.

The danger from gases only in connection with house drainage are said to be comparatively easy to avoid, the main consideration being a continuous thorough ventilation of the pipes.

There are propositions in France to construct canals from Bordeaux to the seaboard of the Atlantic and from Narbonne to the Mediterranean; total length, 330 miles; cost, \$120,000,000.

To the changed condition of a vessel's magnetism by induction during a lengthy voyage may be attributed the loss of more vessels than is usually thought to be the case among maritime men.

Dr. Rutgers, of England, after an extensive series of dietetic experiments, declares that a vegetable diet can easily be lived on, and that vegetable albumen is, weight for weight, equal to animal albumen.

Professor Geddis calls attention to two tendencies in organic evolution—the vegetative and the reproductive—and asserts that evolution is the result of the universal subordination of the former to the latter.

In the new process of metal plating the inventor does away with batteries and dynamos and depends upon a double electrical composition; in copper plating cast iron an alkaline bath is used in place of an acidulated one.

One of the chief features of the use of paper fabric for building purposes is the ease with which it can be worked into sheets of any required width or thickness that will not be affected by changes of temperature or humidity.

At a recent meeting of the Academy of Sciences, the Prince of Monaco read a paper demonstrating the possibility of shipwrecked people, who have taken to the boats and are without provisions, being able to sustain life with what they could catch in a drag net trailing overboard over night.

The Claims of Competition. From Scribner's Magazine. Nothing is clearer than that rivalry and competition are not merely adventitious but inevitable elements of human life. And, therefore, is it our wisdom not to pretend that they do not exist, and even less to pretend that there is something so naughty in them that they ought not to exist, and, least of all, to pretend that though they are naughty, they are nevertheless necessary, and we must compete and strive and struggle to excel and outwit our neighbor just as hard as we can, only taking care not to let anybody see what we are doing, or suspect in us the competitive spirit. In a word this is just one of those questions which want to be ventilated with a strong breeze of candid and courageous common sense, and there could be no fitter moment for opening the windows and letting such a breeze blow through than just now. Let us understand, then, that competition—a strife to excel, may, if you choose, downright rivalry—has a just and rightful place in the plan of any human life. A prize fight is probably the most disgusting spectacle on earth, but it has in it just one moment which very nearly approaches the sublime; and that is when the combatants shake hands with each other and exchange that salutation as old as the classic arena, "May the best man win." It is the equitable thing that the best man should win. When we turn to the most august and eventful conflict which human history records, we find it described as the winning of a prize, the reaching of a goal, the conquest of an adversary. Of course, it is possible to suppose such a thing as a life without rivalries and competitions, and to look forward to a time when, amid other conditions, they will be at once needless and incongruous, but in such a life as ours is now—in a life, that is to say, which so plainly has discipline and education for its end—to take all rivalry and competition out of it would be to rob it of one of the mightiest and most wholesome agencies for the ennobling of human character.

Salicylic acid is used in certain parts of France to preserve eggs; it being claimed not to penetrate the shell, but simply to act as an antiseptic on the egg surroundings. It has been proven, however, that it does penetrate the shell and soon permeates the albumen and yolk of the egg. In the white it may be detected by beating the albumen with a little water, the liquid afterward being acidulated and shaken with ether, when the acid may easily be identified by the usual tests. The yolk should first be coagulated by heat, when the same process may be employed.

Wholesale Price Current.

Table listing various commodities and their prices. Includes sections for ACIDUM, ANILINE, BALSAMUM, CORTEX, EXTRACTUM, FERROUM, FLOIDA, MAGNESIA, OLEUM, POTASSIUM, and MISCELLANEOUS.

DO YOU HANDLE IT? THE GERMAN MEDICATED STOCK FOOD. DIAMOND TEA. CURES Liver and Kidney Troubles, Blood Diseases, Constipation. Female Complaints. Being composed entirely of HERBS, it is the only perfectly harmless remedy on the market and is recommended by all who use it. Retail Druggists will find it to their interest to keep the DIAMOND TEA, as it fulfills all that is claimed, making it one of the very best selling articles handled. Place your order with our Wholesale House. Diamond Medicine Co., PROPRIETORS, DETROIT, - MICH. Hazeltine & Perkins Drug Co., WHOLESALE AGENTS, GRAND RAPIDS, - MICH. ACME WHITE LEAD & COLOR WORKS, DETROIT, MICH. LATEST ARTISTIC SHADES OF INTERIOR AND EXTERIOR DECORATION. FOR SALE TO THE TRADE BY The German Medicine Company, Minneapolis, Minn. 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, Gins, Wines, Rums. We are Sole Agents in Michigan for W. D. & Co., Henderson County, Hand Made Sour Mash Whisky and Druggists' Favorite Rye Whisky. We sell Liquors for Medicinal Purposes only. We give our Personal Attention to Mail Orders and Guarantee Satisfaction. All orders are Shipped and Invoiced the same day we receive them. Send in a trial order. Hazeltine & Perkins Drug Co., GRAND RAPIDS, MICH.

IRWIN & CO'S APOTHECARY'S BRAND. Los Doctores CUBAN HAND MADE HAVANA CIGARS. FREE FROM ALL ARTIFICIAL FLAVORING. EVERY CIGAR BRANDED. Los Doctores is free from ARTIFICIAL FLAVORING. It is made from the finest Havana tobacco and contains one-third more pure Havana tobacco than any ten-cent Key West or two for 25 cents imported cigar you can get.

POLISHINA. TRADE MARK REGISTERED. The Best Furniture Finish in the Market. Specially adapted for Pianos, Organs and Hard Woods. POLISHINA will remove grease and dirt, and will add a luster which will not be dulled by use. POLISHINA full directions accompany each bottle. POLISHINA is put up in Large Bottles and is sold at the moderate price of Twenty-five cents. POLISHINA is the best Furniture Finish in the market. Try it, and make your old furniture look fresh and new. POLISHINA is for sale by all Druggists, Furniture Dealers, Grocers and Hardware Stores. TRADE SUPPLIED BY THE Hazeltine & Perkins Drug Co., GRAND RAPIDS, MICH. Should send \$1 to E. A. Stowe & Bro. GRAND RAPIDS, MICH. for one of their Improved LIQUOR & POISON RECORDS.

The Michigan Tradesman

The Ideal Clerk.
C. F. Garrison in the American Storekeeper.

"Hello, Briggs!"
"Hello, Watson!"
"Have you seen Wilder's new clerk, Briggs?"

"No. I hope he is an improvement on his old clerk, Slacky. What's his name?"
"Fred Beatem. He's a very fine appearing and sprucely dressed young fellow. The girls all pronounce him a daisy. Wilder accepted him on the recommendation of old Sharpe up at Beaver Falls. He is Sharpe's nephew."

"Well, Sharpe is a sharper; but the young man may be all right. By the way, new clerks are getting to be quite numerous. I saw a new boy in at Halsbrook's last night."

"Yes. I saw some green looking chap there myself. Halsbrook hasn't got the faculty of catching on to anything new and taking, as Wilder has."
"Well, Watson, the old fellow's head is generally level, if he is slow and easy."
The two citizens parted after having been kind enough to introduce to the reader two new arrivals in the town of Pike, which supported, among others, the two above mentioned general stores of Wilder and Halsbrook. The "green-looking chap" referred to in the foregoing dialogue was a young man named George Winman. He was a poor lad whose widowed mother had toiled early and late to educate him and to make him respectable, and now that he had secured a paying situation in a store, the mother and son were righteously happy. It was at this time that George Winman registered a solemn, secret vow to exert himself to the utmost to advance himself, and by so doing to repay his mother. He thus had an aim in life, an incentive to work, an object in living and doing right, which is the pivotal point whereon turns the success or failure of many a young life.

The Sunday after George and Fred had arrived in town, they both attended church, and, after services, they were introduced to prominent members of the church, and also to each other. George smilingly greeted each one who was presented to him, while Fred appeared bored, and as soon as an opportunity offered, he left his new acquaintances, and went off with a group of giggling girls, with whom he seemed to have a ready faculty of getting acquainted. Right here George gained a point over Fred; for each happy smile, pleasant word and friendly grasp of the hand secured to him a friend; while Fred displeased all who observed his manner of leaving the church.

Time went on, and all traces of "greenness" and awkwardness left George as he became familiarized with his new duties. He used his brain. He studied.

During business hours he studied the business and the characters and peculiarities of the customers.
If Mr. Halsbrook wanted to know about the condition or amount of stock on hand, he asked George. If he wanted to know how cinnamon, citron, coffee, cork, sponges or bananas grew, or how sugar, queensware, alapaca, or rat-tail files were made, he knew that George could tell him. If he wanted to know the forgotten price of an article, he inquired of George. If a question arose as to the most approved method of packing butter or preserving eggs, he consulted George as conclusive authority.

The time that George could call his own, he spent at home in reading or study. He took and read a trade journal, an innovation in the policy of doing business in Pike which all but shocked old Halsbrook. His taste in arranging stock, and his aptitude for keeping everything clean and neat, was such that remarks were passed to the effect that "Halsbrook's store didn't look like the same place." He studied the wants of customers. He liked to accommodate people whether they were customers or not. People liked to trade with him and feel the store with a peculiarly combined feeling of regret and satisfaction, such as one feels upon leaving an enjoyable dinner.

Mr. Halsbrook marked a considerable increase in his daily sales, and, being a broad-minded man, although a little peculiar in his ways, he was not blind to the cause. In fact, he so much appreciated the energetic services and pushing disposition of Winman, and felt so incompetent to do longer without him, that he steadily advanced his wages to a fabulous amount for a clerk in a small town.

George Winman knew that he was "King of the clerks of Pike."
What did Fred Beatem do in the meantime?
He studied gallantly, fashion-plates and deviltry, he studied to shirk work on the other clerks. He studied to read novels during business hours without detection. He was usually seen in front of the store, or leaning over the counter chatting and laughing, and talking nonsense to a bevy of girls. Indeed, he was quite popular with a good many giddy young ladies; but, be it said, giddy young ladies don't usually do the buying for the afflicted households to which they belong. He spent his evenings at parties and balls, or at cards and billiards. Increase in salary did not come to him. His expenses, in order to keep up appearances, were considerable.

Wilder's sales did not augment. He diminished.
He could not meet his payments!
"Hello, Briggs!"
"Hello, Watson!"
"Hear the news, Briggs?"
"No. What is it?"
"Wilder's failed, and has had young Beatem arrested for embezzlement."
"Don't surprise me much. I should think Wilder would have seen it coming. Others did."

"Yes. He ought to have known more than to hire this insipid fellow," said this disciple of public opinion. "But then Wilder is a poor judge of character. Old man Halsbrook has the clerk who's got the stuff in him."
"Yes, you are right. They say the old man has offered Winman an equal partnership."
"Good enough for Halsbrook."
Again our two friends parted, and we are obliged to them; this time for drawing the curtain on the closing scenes of the clerical life of George Winman and Fred Beatem.

EMPLOYER AND CLERK.

How the Merchant Should Endeavor to Direct the Lives of His Help.

The relations that should exist between clerks and their employers is a question of vital importance and one which, in practice if not in theory, finds many conflicting answers. The crowded walks of city life, in which good, bad, and indifferent are jostled together; the scramble for gain; the temptations that are offered for wrong doing; the long hours and distractions that militate against self-improvement, and a thousand and one other considerations, enter into the matter to make the average clerk's position one of danger. Is the relation between employers and employes merely one of dollars and cents—so much work for so much pay? Should the employer's supervision and interests end at the store door? Do not his own welfare and that of his employes require something further—a general supervision of morals, manner of life, family, education, associates, and the like? Is it not possible for employers, while they jealously guard their own interests, to render the most substantial service to their help in directing, guiding and stimulating their lives? These are but a few of the questions that are suggested as showing the importance of the subject.

"It is, I think, a self-evident fact," said S. L. MacLeish of the firm of Chas. Gossage & Co., "that whatever tends to stimulate an employe's interest, sober his habits, or inform his mind will ultimately be no less a benefit to his employer than to him. Most business men realize this and are only too glad to do what they can to uplift the moral and intellectual status of those they employ. The question is, however, how can this supervision and influence best be extended beyond business hours?"

"Personally, I don't see how clerks will be materially benefited by organizations, associations, gymnasia, and that sort of institutions, even though they were provided especially for their use. There are now institutions of that character which clerks could patronize did they choose to. The fact is that when business hours are closed employes are only too glad to get out and enjoy what may be called a little abandon, and I apprehend that were a clerks' association or library or gymnasium provided it would be well patronized for a time, and then almost forgotten."

"What is more, that which has proved serviceable in one place will not work in another. The conditions are different. In England there are many boarding and lodging places and well-stocked libraries connected with business houses, but there it is the custom to board and lodge in the stores, a custom that probably grew out of the long hours of service required. The plan would be a failure here if instituted for the clerks' benefit, and it is scarcely practicable to take English customs as suggestions for American enterprise."

In France they have something akin to profit-sharing as a stimulus to clerks. The difficulty with that plan is that clerks become too aggressive and officious to patrons, and for the sake of currying favor and making a good reputation with proprietors they become so solicitous as to give offense and drive away custom. Most store-keepers in this city, I think, would find it cheaper to give a minimum salary plus a liberal commission on actual sales, but as applied to clerks I am satisfied that the scheme would develop zeal and faithfulness and at the same time kill trade.

"As I regard the matter I see practically only one way for employers to exert a salutary influence on the body of clerks under them. I mean to set good examples and be rigid in requiring those examples to be followed. That many proprietors, superintendents and managers are slack in this regard I believe to be a fact. Efficiency as a salesman or a saleswoman is too often made an excuse for brooking moral delinquencies, and the inevitable result of bad example is overlooked."

"I have been in business long enough to know that a single black sheep in a great business house is enough to contaminate and lower the moral tone of many employes. If a proprietor or floor manager is known to gamble, speculate, visit questionable places, or otherwise deport himself as he should not it will inevitably produce a demoralizing effect on the force of clerks. I've seen it exemplified time and again, and I know I am right in saying that the most prominent lever a storekeeper can use to elevate the moral tone of his employes is to have none but men and women of known honor, integrity, and fair judgment as superintendents or managers."

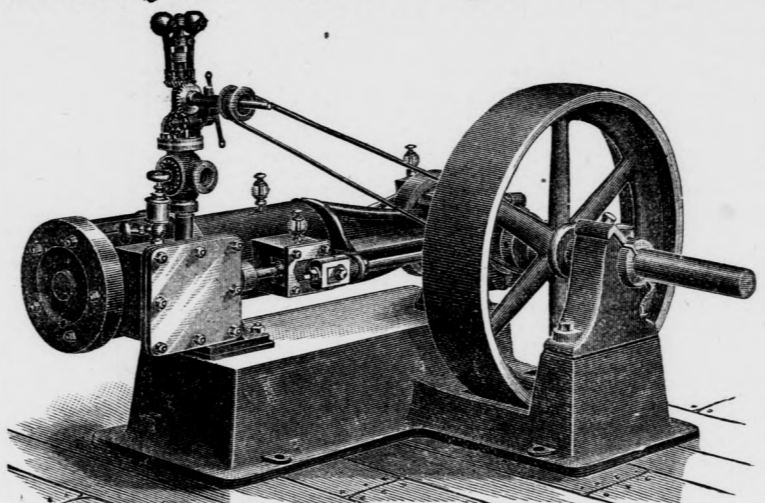
"Then, I think store-keepers should be careful to ascertain as much as possible of the antecedents, the abode, the methods of life, and the associates of his help. The common allegation that there are male and female clerks of doubtful morals in the employ of business establishments doubtless has some ground of truth, and it behooves every reputable house to weed out remorselessly every employe whose life is known or reasonably supposed to be of off color. It is a duty he owes to himself, and especially to the honest clerks in his employ. It is his right to interfere with the life of his clerks in so far as they are not calculated to cast credit on the store or to be healthful to the morals of his force."

"There is one thing, however, that I deprecate, and that is systematic espionage. It is not necessary to resort to this to know the practices and resorts of employes. They are bound to crop out in one form or another. A single case of peccation, untruthfulness, gambling, or moral delinquency summarily disposed of—and you may be sure that when this is done, if the fault be not made known in the store, the other employes will make shrewd guesses—will be more effective as a deterrent and corrective measure than any other plan that could be followed to keep a force of clerks as straight of life as they should be. Clerks should feel that they are trusted—not watched, but put on their honor. They should feel, too, that superior intelligence and efficiency are recognized and appreciated and that faithfulness combined with honesty and capability will be rewarded. This is no ideal scheme at all, but one now in practice in more stores than one in Chicago, and I believe it is the only practicable course for store-

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