

VOL. 6.

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; 6 feet long, 28 inches wide, 15 inches high. Price, \$11. Net cash.

D. D. COOK, 21 Scribner St., Grand Rapids, Mich.

ACTUAL BUSINESS PRACTICE at the Grand Rapids Business College. Educates pupils to transact and record business as it is done by our best business houses.

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.

Fancy Crockery and Fancy Woodenware OUR OWN IMPORTATION.

Inspection Solicited. Chicago and Detroit prices guaranteed.

F. J. DETTENTHALER, JOBBER OF



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.

GRAND RAPIDS. RISING SUN BUCKWHEAT



Guaranteed Absolutely Pure. Orders from Retail 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.

WALES - 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

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.

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

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 \$3 per thousand. Now we want a name for this cigar, and want it badly.

GEO. T. WARREN & CO., Flint, Mich.

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

Successors to Allen's Laundry.

WHIPS AND LASHES DELIVERED FREE. GRAHAM ROYS, - Grand Rapids.

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.

DANIEL LYNNH 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.

CHICAGO THE BEST MARKET FOR BEANS

All dealers are invited to send samples and write for prices that can be obtained in this market. We do a COMMISSION BUSINESS and our aim is to obtain the highest market 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.

SAFES!

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.

C. M. GOODRICH & CO., With Safety Deposit Co., Basement of Woodward Bldg.

If you have any to offer send samples

W. T. LAMOREAUX, 71 Canal Street.

BUY Muscatine ROLLED OATS

IF YOU WANT THE BEST!

CREOLE STRAIGHT CUT.

To all Merchants Handling Cigarettes:

GREOLE STRAIGHT CUT.

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.

Call and inspect our new establishment when in the city.

THE FEMALE DRUMMER.

Have you seen the latest comer in the field? When you gaze upon her, know your Fate is sealed? It's no sort of use to show your self before her And implore her, In your weakness And your meekness: Nor to mutter You are but a Man, and she a female drummer!

THE WIDOW LOCKERY.

I made her acquaintance at an Old Settlers' reunion. The club, which held its yearly meetings at Gershon, was composed of the surviving pioneers of 1839.

"Friends and neighbors," she began, and all at once I found myself smiling, as I observed many others doing. Never before did human countenance so quickly transform its expression.

"I believe they did. The little boy had a fever, but he came out all right at last. Miss Nyfer died about five years after that, and he took the family and went back East.

"The people had listened closely, and when Mrs. Lockery put on her bonnet and resumed her seat the lady was so profound that the twittering clamor of a nest of young tangers, to whom the member bird had brought a worm.

"I don't know, pardon me if I for once lift the veil from a passage of her experience to which she seldom alludes, and of which many in this audience have never heard.

"The Widow Lockery," he began, "has disclaimed all right to the title of heroine. Do not let the verdict be rendered till I have finished what I am about to relate.

"When Ben drove up to his house, there was quite a company of the neighbors there waiting to see if he had the boy.

"The widow Lockery had been so long in town, and so well known, that the next day three townships were on the hunt. Horns was blown, bells rung, and the poor baby's name called in hundreds of voices.

"The search lasted another night and another day, till in the afternoon some began to give out, myself among the number. I went home and threw myself onto my bed with my clothes on, and slept as I've never slept before.

"I was the first white settler in Deer Lick township. Things was middlin' onhandy 'long at first. What 'd folks think now of drivin' thirty miles for a bag of seed wheat and two plow-hips?

"I did that in '37—driv' it with oxen, too. I was powerful hand work clearin' up my timber—so heavy and help so scarce. I had one hired hand that done me a heap of good. He was only a boy, but he was a good one, strong-fisted and keen-witted.

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DEFECTS IN OUR SCHOOL SYSTEM.

New York has been looking into the defects of her school system, which are found to be serious enough. The worst one, however, has attracted no attention in the discussion thus far. It is the complete secularization of the course of teaching since Mr. Jasper became superintendent of the city's schools.

The abuse which especially has attracted attention now, is the excessive number and severity of the examinations, which are conducted not to test the progress of the pupils but the efficiency of the teachers. This fad, borrowed from England, but without the compensation of higher payment for the best results, has reduced the teachers to a body of crammers, who live in constant apprehension of some fresh wrinkle in the examinations, and therefore study them more than the subjects of examination.

AN ERRONEOUS IMPRESSION.

The Battle Creek Call thus refers to the movement looking toward the organization of a mutual fire insurance company: Fire insurance men are considerably agitated just now over the prospects of a mutual fire insurance company, now being organized by the Michigan Business Men's Association.

The Call is evidently inspired by the best of intentions in making the above statement, but similar utterances have incurred for the movement unnecessary antagonism at the hands of local insurance agents. According to the last report of the Insurance Commissioner, the companies doing business in this State wrote policies to the amount of \$388,994,786 in 1888.

There are no new features in the wool market. Manufacturers are all bears and only buy at a concession in price. The cloth sales have been good and 5 per cent. advance has been obtained in some lines. Foreign wools are firm.

USE IT AT YOUR PERIL.

A Pittsburg grocer, J. C. Ferguson, put an account in the hands of Sprague's Bad Debt Collection agency for collection. The latter sent the man two letters, one of which had the words "Bad Debts" on the outside of the envelope.

The excitement in furs is about over, as the last steamer sailed on the 2nd that can take skins in time to be put on catalogue of sales. This week's shipments come in on slip or side show sales, beginning on the 25th, the results of which must be determined before any advanced prices can be obtained.

It is to be presumed that General Harrison will not spend his strength on pension vetoes. Ex-President Hayes, in an after-dinner speech on Washington's birth-day, declared from his personal knowledge that our next President will recommend to Congress a law to give a pension to every surviving soldier of the war, proportional to the length of his term of service, and the injuries he sustained, but without regard to disability.

The convention of business men, held at St. Louis last week to further the enactment of a national bankruptcy law, adopted a series of resolutions recommending the establishment of a uniform system of bankruptcy throughout the United States, providing that such law when adopted should embody provisions for the economical and speedy administration of the assets of bankrupt estates; for fixed charges for all officers; for the prompt and certain punishment of the bankrupt for all criminal acts or fraud; for the speedy discharge of honest debtors, and for the expeditious distribution of the assets of bankrupt estates by the payment of dividends. The convention also recommended that Congress take the Lowell bill as last passed by the Senate as the basis of the desired legislation, and that commercial bodies throughout the country take action in order to bring the matter before Congress at an early date.

THE TRADESMAN acknowledges the receipt of the West Coast Trade, which has been launched at Tacoma by Orno Strong, well-known as a former newspaper publisher in this State. The Trade is a clean-appearing journal and bears evidence of conscientious effort on the part of the editor, who hopes to make his paper bear the same relation to Washington that THE TRADESMAN does to Michigan.

Gone Beyond.

Many a life runs along without murmur, like a brook through a green valley, giving verdure to the meadow, and drink to the bird, and life to the tree and shrub, until it loses itself in the great river. It is not talked of like the thundering Niagara, and men do not stop and gaze at it in wonder, but it has its own work to do in the world, and it does it, and the world is better for its having lived in it.

In the death of Mr. Nickum, the traveling fraternity loses an ornament to the brotherhood—a big-hearted, noble-minded fellow who never took an undue advantage of friend or foe. He was no summer friend—pleasant to-day and sour to-morrow—but his prevailing good nature was as abiding as it was spontaneous—always the same. However gloomy the world may have seemed to him at times—and there are times when the best of us fall under the pall of sadness—no outward expression conveyed the inward pain, but cheer and gladness emanated from his heart, scattering the seeds of kindness wherever he went.

Hides, Pelts and Furs.

Hide dealers have been working for an advance in prices, on account of scarcity of good No. 1 stock, which has been as strenuously resisted by tanners, as they can get no advance on leather. No. 2 hides are plenty and accumulating and lower.

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Jas. N. Bradford is booming the reunion of his old regiment, the 26th Michigan Volunteers, which will be held at Lowell on April 9.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

James A. Smyth has sold his grocery store at 32 West Leonard street to W. J. Hull.

L. S. Roel has engaged in the grocery business at Belding. I. M. Clark & Son furnished the stock.

Southwick & Remington, grocers at 669 Wealthy avenue, have dissolved, Albert Southwick succeeding.

Frank Jewell has hung out his shingle as a dealer in lumber and shingles, making his office with I. M. Clark & Son.

Adolph O. Hase has engaged in the grocery business at 58 Second street. I. M. Clark & Son furnished the stock.

N. W. Davenport has engaged in the grocery business at Middlebury, Ind. The stock was purchased at this market.

F. D. Hopkins, the Alba druggist, has added a line of groceries. The stock was furnished by Olney, Shields & Co. and Hawkins, Perry & Co.

Winchester & Sours, grocers at 241 East Bridge street, have dissolved, John J. Sours retiring. The business will be continued by Edward D. Winchester.

A meeting of the mortgage creditors of H. J. Fisher, the Hamilton general dealer, is being held this forenoon to consider the percentage offered in compromise by Mr. Fisher.

Harvey & Heystek now occupy the store at 76 Ottawa street, as well as the store adjoining, having connected the two stores by an archway. They will maintain their warehouse at the corner of Louis and Campau streets.

The Grand Rapids Blow Pipe and Dust Arrester Co. has closed a \$5,000 contract with the United States Rolling Stock Co., Decatur, Ala.; a \$4,000 contract with the Duluth Car Works, Duluth, Minn., and a \$3,000 contract with the Richmond Cedar Works, Richmond, Va.

The replevin suit brought by E. G. Studley against E. N. Lesperance, of Hamilton, which was on trial before Judge Arnold of the Allegan Circuit Court, resulted in the complete victory of the plaintiff, the jury finding the \$1,500 mortgage given Mrs. Holman to be fraudulent and, consequently, void. The case was desperately contested on both sides, and the outcome was somewhat of a surprise, as it is seldom that legitimate creditors are able to get a fraudulent mortgage set aside.

AROUND THE STATE.

South Haven—Madill & Miller have opened a hardware store.

Grand Blanc—Beals & Maxwell succeed Beals & Palmer in general trade.

Saginaw—Geo. Rathburn succeeds W. H. Harrison in general trade.

Lansing—J. S. Ayers succeeds A. D. Hensell in the lumber business.

Constantine—Loupee & Hart succeed Wm. Loupee in the bakery business.

Cedar Springs—B. Tripp has purchased the drug stock of Mrs. E. F. Chester.

Kalamazoo—Geo. C. Winslow has bought the feed mill of Jas. K. Gilbert.

Owosso—Parmelee & Co. will remove their grocery stock to Lansing on the 15th.

Port Huron—Louis Wampole succeeds Sigmund Goodman in the clothing business.

Bay City—R. P. Gustin, of the wholesale grocery firm of R. P. Gustin & Co., is dead.

Charlotte—M. J. (Mrs. John) Collins has assigned her grocery stock to Geo. Foreman.

Charlotte—A. M. Barber has purchased a half interest in Frank Merritt's hardware store.

Pentwater—S. Andrus is arranging to engage in the meat business in the Haughey building.

Fremont—Perry Odell has bought the drug stock of Dr. Van N. Miller and will continue the business.

Sumner—Geo. McCurdy has moved his drug stock to Alma, leaving Samuel Bigelow alone in the field.

Summit City—Dr. C. W. Tomlin is closing out his drug stock, preparatory to his removal to Bear Lake.

Cheboygan—H. H. Packard has purchased the interest of his partner in the drug firm of Packard & Crane.

Nashville—Aylesworth & Lusk, dealers in boots and shoes and clothing, have lately added a line of groceries.

Plainwell—J. H. Wagner & Bro. have sold their general stock to N. W. Bishop. They will retain their clothing stock.

Battle Creek—Geo. W. Spoor and family have removed to Lansing, where Mr. Spoor will engage in the wholesale commission business with E. S. Tooker.

Caledonia—C. F. Williams has sold his drug stock to J. W. Armstrong, who will move his drug stock from Middleville and consolidate it with the recent purchase.

Ryerson—The Scandinavian Stock Co.'s store has been closed on a mortgage for \$2,700, owned jointly by Andrew Wierengo, Anderson & Blackstone and C. C. Moulton. There are a number of unsecured creditors, who will probably realize nothing from the estate.

Blissfield—Elon Gauntlett has retired from the general merchandising firm of Jas. Gauntlette & Son. The business will be continued under the style of J. Gauntlett, Jr.

Bloomington—J. C. Speicher's boot and shoe and grocery stock and B. C. Stout's meat market burned last Friday night. The loss is about \$4,000, well covered by insurance.

Ann Arbor—Blitz & Langsdorf—commonly known as the "Two Sams"—have made an assignment to Evert H. Scott. Liabilities, \$34,000; assets, \$27,000. Of the liabilities \$14,000 are secured. Coopersville—W. D. Reynolds & Co., who recently sold their grocery stock to E. W. Ives, engaging in business first at Lake Odessa and afterwards at Moorland, have returned to Coopersville and re-purchased their former stock.

Baldwin—Daniel McDonald, for several years past manager for Foster, Blackman & Co., has purchased an interest in the grocery stock of S. E. Bradford, and the two will continue the business under the style of McDonald & Bradford. They will also add lines of boots and shoes and gents' furnishing goods.

Battle Creek—The clothing firm of Maas & Strauss has been dissolved by mutual consent, Mair Maas withdrawing. Mr. Maas, will, however, continue in the clothing business in this city and will open a store April 1 in the Metcalf block, in the room formerly occupied by T. P. Stebbins & Son, which is now being fitted up for him.

Manistee—The case of Steketee & Sons, et al., of Grand Rapids, vs. Albert C. Barrow, of Cleon, brought under the fraudulent debtor's act, was tried before the Circuit Court Commissioner last Friday. The defense put in no testimony, and consequently the jury returned a verdict of guilty. The defendant appealed the case to the Circuit Court.

A. J. Dovel and A. R. Rood, of Grand Rapids, appeared for Steketee & Sons, and Withey & Glassmire for Albert C. Barrow.

MANUFACTURING MATTERS.

Detroit—Geo. Morley, dealer in lumber, was attacked by creditors and subsequently assigned to Edmund Hang.

Luther—Fred I. Nichols and B. T. Luther have formed a copartnership to engage in the manufacture of shingles.

East Saginaw—Sibley & Bearing have bought the Au Gres Lumber Co.'s mill at East Tawas. The real estate goes with it.

Baldwin—Ed. Bradford will move his shingle mill from White Cloud to this place. It will be stocked by McDonald & Bradford.

Pentwater—Bennett & Jeffery have retired power of the Pentwater Novelty Iron Works and engaged in the manufacture of wardrobes, book-cases and secretaries.

Cadillac—H. R. Towle has moved his sawmill from Bond's siding, on the G. R. & I. Railway, to Millen's siding, on the Toledo, Ann Arbor & Northern Railroad, seven miles from Cadillac.

Nashville—H. M. Smith has traded his one-third interest in the elevator of Wolcott, Smith & Co. to Richard Townsend for the latter's farm of 99 acres, situated in the village of Vermontville. Mr. Townsend will take possession in a short time.

East Saginaw—D. F. Rose, a widely-known lumber commission man, goes to Menominee to take charge of the lumber operations there of Whitney & Stinchfield, of Detroit, who are extensively operating on the Menominee river and its branches.

Oscoda—Henry Stephens & Co., of St. Helen, have bought of Pack, Woods & Co. all the standing timber they own in town 22, north range 1, and 23, 1 and 2 west, estimated to cut 16,000,000 feet, four-fifths white pine. Price paid, \$68,000 cash. The firm are putting in this winter 65,000,000 feet of pine.

Eaton Rapids—F. A. Montgomery has traded his stock of general merchandise in this city and at Springport with I. P. Roberts for the latter's two grist mills, sawmill and water privilege, located on the Grand River at this place. The deal involves an exchange of property valued at \$25,000.

Sullivan—The Sullivan Lumber Co. has increased its capital stock from \$25,000 to \$50,000, C. C. Comstock being one of the new stockholders. The company has bought 700 acres of pine and hemlock timber, situated four miles south of town, and will bring the timber to the mill by means of a logging road, which will be completed by the 1st of May.

WANTS.

WANTED—SALESMAN—TO SELL OUR CHOICE AND hardy varieties of nursery stock; many new and valuable varieties. Address, with references, May Brothers, Nurserymen, Rochester, N. Y.

WANTED—A YOUNG MAN OF GOOD BUSINESS qualities with \$1,500 to \$2,000, to take half interest in a retail boot and shoe store. Sales at present time \$16,000 a year. A rare chance for some one to get in a good paying business. Address Jno. F. Muller, Kalamazoo, Mich.

WANTED—TO EXCHANGE—PRODUCTIVE REAL estate in the thriving village of Badley on the G. R. & I. Railway for house and lot in Grand Rapids, worth about \$1,500. Address, D. B. Galentine, Cassville, Mich.

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

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

WANTED—ACTIVE, HONEST YOUNG MAN WHO has had your own experience in the drug business. Address No. 288, care Tradesman.

WANTED—A REGISTERED OR GOOD REGISTERED assistant pharmacist. Address, giving particulars, W. D. Carter, 29, City.

WANTED—EVERY STORE-KEEPER WHO READS this paper to give the Suttill coupon system a trial. It will 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. Suttill, Albany, N. Y.

MISCELLANEOUS.

\$1,200 CASH BUYS MANUFACTURING BUSINESS paying 100 per cent. Best of real estate for selling. Address Chas. Kynoch, St. Ignace, Mich.

I HAVE SOME FIRST-CLASS PROPERTY, WELL improved and nicely located in South Saginaw; also some other property to exchange for a stock of goods. J. G. McKee, 33 Fountain St.

SALESMAN WISHES TO REPRESENT GRAND RAPIDS manufacturer to the trade in Chicago, or on the road after April 1st. Address 395, care Tradesman.

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Somewhat Equivocal.

The National Grocer has this to say of THE TRADESMAN in its issue of last week:

THE MICHIGAN TRADESMAN is making rapid progress, and is a valuable journal to the merchants of that State. No live merchant should be without it.

It is the live merchant THE TRADESMAN seeks to serve—not the dead individual who sleeps on his counter or slumbers in the cemetery.

C. F. Williams, who has recently sold his drug stock at Middleville, proposes going on the road with a number of druggists' specialties.

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—HOUSE AND LOT IN BATTLE CREEK. Will take stock of dry goods or lots in this city. Enquire at 666 Wealthy Ave., City.

FOR SALE—Shoe stock of about \$5,000 in good condition with store fixtures and lease, large, well lighted store and good location on Monroe St., Grand Rapids, now doing a successful cash paying trade. Reason for selling, to retire from trade altogether. Address, S. N. Watson & Co.

FOR SALE—STORE IN FIVE LAKE BOILING. Good business, no competition; stock and fixtures will invoice \$2,000; proprietor has other business. Address, C. E. Baskely, Manistee, Mich.

A GOOD CHANCE TO GO INTO TRADE—FOR sale, at a bargain, a stock of boots, shoes and gents' furnishing goods, and good location on Monroe St., Grand Rapids, now doing a successful cash paying trade. Reason for selling, to retire from trade altogether. Address, S. N. Watson & Co.

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The Michigan Tradesman

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

BANK—DRAFT—COLLECTION.

A draft was sent to a bank for collection. The agent of the bank, through a mistake known to the drawee only, collected a portion of the draft, marking it paid. The bank paid the entire amount of the draft to the holder and took the notes of the agent for the amount, which he failed to collect. The Supreme Court of Alabama held that under the circumstances an action by the agent for money paid would lie against the drawee.

EXEMPTION—EXECUTION—HOUSEHOLDER.

In a recent case where it appeared that a judgment was rendered against a person and an execution levied upon his property while he was a single man and not a householder, and that he married and became a bona-fide resident householder between the date of the levy and the date fixed for sale, the Supreme Court of Indiana held that he was entitled to claim as exempt from execution property to the amount allowed by law.

INSURANCE—POLICY—ARBITRATION.

Where, in a case of loss of insured property by fire, the insurance company agreed to submit the question of the amount of loss to arbitrators and the arbitrators actually appraised the loss, the Supreme Court of Pennsylvania held that the company could not escape its liability to pay the whole sum fixed by the arbitrators through a clause in the policy to the effect that not more than two-thirds of the value of the building should be recovered. The court said that it would have been otherwise if the arbitrators had been chosen to ascertain the value of the building.

SAVINGS BANK—RELATION TO DEPOSITORS.

According to the decision of the Supreme Judicial Court of Massachusetts, in the recent case of Lewis, administrator, vs. Lynn Institution for Savings, savings banks in Massachusetts do not by the mere force of their relation to their depositors under the statutes of the state undertake absolutely to pay depositors in full at all events. Their undertaking is in effect to pay each depositor in full with his dividends, provided the assets are sufficient, and if not sufficient then to pay each one his proportionate share. Under this ruling it follows that losses sustained by a savings bank may be deducted by its officers from the deposits *pro rata*.

Is "Jamaica Ginger" an Intoxicating Drink?

Men and women of bibulous propensities, who are balked of their drink either by the pressure of public opinion or by the law, are apt to resort to such substitutes as cologne, alcohol, bitters and "tonics" of various kinds. "Jamaica ginger" fills a long-felt want in such persons, and the trade in this product has undoubtedly increased greatly of late on this account. A case interesting to the lawyer as well as to the doctor has lately arisen from these facts.

The city of Quincy, Mass., has adopted the policy of prohibition of the sale of alcoholic drink, but a grocer of the town has had manufactured and put up for him a preparation of Jamaica ginger, of which he sold large quantities to men and to women. The husband of at least one purchaser notified the grocer to desist from selling the ginger to his wife, who had been in the habit of purchasing two bottles a day. Finally the grocer was indicted and tried before Judge Sherman in the Superior Court at Dedham.

In the trial a chemist testified, as reported by the daily press, that he had analyzed the ginger, and found it to contain 69 and a fraction per cent. of alcohol, as compared with the 40 to 50 per cent. in ordinary whisky and brandy, about 3 per cent. of the solution of Jamaica ginger, and the balance water. Counsel for the defendant asked the court to rule that, if the article was Jamaica ginger, then it was not a prohibited article, but that it was a medicine, and the defendant had a right to sell it. He also asked the court to rule, if the defendant sold it not knowing it to be intoxicating, that he could not be convicted. The court refused so to rule, saying it was a question of fact for the jury to decide whether it was intoxicating liquor within the meaning of the law, and on this point Judge Sherman read to the jury the statute, which provides that no person shall keep for sale or sell intoxicating liquor without a license, and that liquors containing more than 3 per cent. of alcohol should be deemed intoxicating within the meaning of the law, and that distilled spirits should be deemed intoxicating liquor. The court further ruled that it was not of any consequence whether the defendant was ignorant of its intoxicant quality, he not having any license to sell intoxicating liquors; if this Jamaica ginger was, in fact, intoxicating liquor, he was liable for violation of the law, and it was no excuse that he did not know it.

The jury, after being out several hours, failed to agree, and were discharged. Had a verdict of guilty been rendered, it is said that the case would have been reported to the Supreme Court to pass upon the question whether the Jamaica ginger in question comes within the meaning of the law as an intoxicant, and whether a man can be convicted for selling it without a license.

The Only Thing To Do.

Blobson—You seem to have a very bad cold.

Cumpsey—Yes.

Blobson—What are you doing for it?

Cumpsey—Coughing.

It has been estimated that the average life of a watch is five years, and that during that time 5,000,000 watches are made and sold. In former years, before the labor-saving machinery now so extensively used was invented, the annual output for each man employed was fifty watches; now, with the help of machinery, each man employed at the business is enabled to turn out one hundred and fifty watches annually.

LIFE INSURANCE.

Brief History of Co-operative Effort in Early Times.

From the Chicago News.

Life insurance originated in the age of romance. It grew into popular favor during an era of wild speculation; became a prominent feature in financial adventures on land and sea, in peace and war, and has led a checkered career of failure and success for 300 years. Its legendary history, the excesses and crimes of its early promoters and patrons, the strange enterprises in which it engaged and the part it played in the sober relations of life, led an early English writer to designate it "a page from the romance of mammon."

No positive trace of any attempt to insure lives or provide against death or accident appears beyond the crude methods of mutual assistance practiced by the Saxons. Vague expressions in the writings of Livy, Cicero and Suetonius have led some investigators to infer that the Romans were familiar with some form of life insurance. They doubtless bought and sold annuities—the reverse side of life insurance—and made crude calculations concerning the expectancy of life, but most scholars agree that nothing in the Roman laws or commercial history indicates that any system of providing for their families after their death was in operation among that people.

Among the Saxons the tribal relations were highly developed before the invasion of England, but the earliest trace of money contributions in aid of the members of the community or neighborhood appears about the time William the Conqueror won the battle of Hastings, 1066. From an early period the government of the guilds was of a paternal nature and each society attempted to punish its own criminals and provide for its own needy by mutual payments into a common fund. If a member were sick or infirm from age he was supported by the guild. If he died poor he was buried at the common expense. If any one took the life of a member he was fined £8—probably about the equivalent of \$150 in the currency of this country. As this fine was reparatory and went to the relatives of the deceased, it may be regarded as the average value of a life 800 years ago. If the members were poor, membership in the guild made up the sum by contributing a uniform sum toward the payment of the fine. In this practice lay the germ of mutual or co-operative life insurance. After the conquest still greater reason for this mutual assistance existed. Each guild was bound to furnish sureties for its members to keep the peace, and the neighbors contributed their sextaria of barley meal or honey to a common fund to meet the exactions of the Norman knights.

In Europe, probably in England, marine insurance was the first form of purchasable indemnity against loss. At Barcelona, Spain, in 1325 were ordained measures providing for losses at sea, and in England in 1385 marine insurance is first mentioned, though it is spoken of a custom among merchants that had been observed "time out of mind." The dangers of navigation were more perilous to the masters of the vessels than to their cargoes, and the loss of a fearless captain was doubtless a serious calamity both to the freighters and the owners of ships. The presumption seems reasonable that the life of a master, as well as his cargo and vessel, was insured at an early period.

During the fifteenth and sixteenth centuries, when pirates made the high seas dangerous, the masters of vessels paid the merchants who owned the vessels or their cargoes certain sums for protection. The merchants in return agreed to ransom the sailor within a specified time after receiving a certificate of his captivity. In the later years of the crusades pilgrims purchased a guaranty against a long captivity in a similar manner. It was a practice of travelers starting on long or hazardous journeys to leave sums of money with brokers or merchants on the condition that the deposit be doubled or tripled, if the trader returned within a certain period; if not, to become the property of the bailee.

Leaving the uncertainty of legendary speculation, the first record evidence of life insurance in England appears in the case of Sir Robert Howard, who was insured for one year from Sept. 3, 1697. He died the same day the following year and the insurer refused to pay, claiming that the policy had expired. Sir John Holt, lord chief justice, ruled that the policy began to run "from the day of the date," after it, and excluded that day. This ruling has ever since been the law in similar cases. For many years prior to this date insurance was done by bankers, merchants, brokers, and insurers. The person desiring to be insured went to some capitalists and bargained for his insurance. No fixed schedule of charges or premiums was followed and no medical examination appears to have been required. No table of mortality was known to the insurers. The expectancy of life for a healthy person between 20 and 40 years of age was estimated at seven years, and for an aged or sickly person at five or six years. Figuring on this basis the premiums probably five times exceeded the present cost of insurance, not taking into account the added charge of usurious speculation. Sometimes two or three persons would undertake to insure a life. The contract was called a policy and the insurers underwriters because they signed their names at the bottom of the paper containing the terms of the agreement.

The first insurance company was a co-operative society, organized on the assessment plan. It was organized by the Mercers—dealers in silks and woolen cloths—and was called the Mercers' company. It began to grant life annuities instead of paying a fixed sum at death. The venture was made as a speculation, but instead of making money it found itself at the end of forty-nine years in debt £100,000 and liable for annuities exceeding its income £4,500 a year. The company had fixed its rate at 30 per cent., and after a little more than four years it began to lose money on the insured. The government was appealed to and the company was released from its embarrassments. The company changed its plan and became successful, it is said, though little is known of its operations.

In 1706 the Bishop of Oxford and Sir Thomas Allen obtained from Queen

Anne a charter for a company to "provide for their families in an easy and beneficial manner." The company was called the Amicable, and is generally regarded as the first real life insurance company organized. The charter limited the number of shares at 2,000. The age of the shareholders was limited to twelve and forty-five years and the condition of the applicant's health was not considered. An entrance or initiation fee of £7, or about \$35, was charged and a fixed annual payment of premium of £5, or \$25, was paid by each member. He might hold three shares. At the end of each year a portion of the fund was paid to the heirs of members who had died during the preceding twelvemonth. At first only a small portion of the annual income was distributed, as the company sought to create a fund for investment. But later on the net income was distributed at the end of each year. The earlier payments were about \$150, but in ten years they ran up to \$450. From 1760 to 1780 the average annual distribution was \$870. In 1734 the Amicable began to guarantee that the dividends should not be less than \$500 a year, and in 1807 it introduced assessments graded by the age of the member. The company ceased to do business in 1867, when it was absorbed by the Hand-in-Hand Insurance Company.

From 1720 to 1770 much of the business of legitimate insurance companies was usurped by speculators. The risks taken by merchants on lives for the payment of certain sums at death were placed on every move in the career of noted men. Sir Robert Walpole was insured for thousands of pounds when his person seemed endangered by popular tumults. Admiral Byng, whose inaction lost Minorca, had thousands staked on the result of his trial by court-martial and the execution of his sentence. In 1765 a speculator brought 800 German immigrants to England and abandoned them without protection or food in an open field. In a few days they began to die of exposure. The insurers placed large sums in wagers on the number who would die within a week. A million pounds sterling is said to have been wagered on the sex of the Chevalier d'Éon. The chevalier while minister plenipotentiary from France to England occasionally wore a woman's attire. Louis XV. suggested and ordered the disguise for the purpose of obtaining surreptitiously English state secrets, but the rumor spread that the minister was a woman. The rumor was taken up by the gamblers and the chevalier was said to have been offered £30,000, more than \$150,000 in to-day's cash, to disclose his sex, but refused it.

The speculation led to the formation of hundreds of companies as wild as that known as the South Sea bubble. Companies were organized to insure horses against dying natural deaths, or being stolen, or disabled, for the insurance of debts, against thefts by servants, against house-breakers, highwaymen, and lying. A marriage insurance company doing business in Petticoat lane guaranteed the insured a husband or wife within a specified time. For 3 pence a week a society assured the members against purgatory after death. The chastity of women was insured and men were guaranteed against drinking themselves to death.

Among the names of the companies were the "Hand-in-Hand"—a company still in existence—the "Golden Globe," and the "Lucky Seventy, or the Longest Liver Takes All." Of the many companies organized but few lived long. In 1800 only six life-insurance companies were in existence. But the number soon rapidly increased and between 1844 and 1867, 240 companies failed.

In 1757 Mr. Dodson, an eminent mathematician, applied for admission to the Amicable company, but was rejected because of his age. With another mathematician named Simpson he applied for a charter for another company, but being refused it by the crown they organized under a deed of settlement in 1759 the famous "Equitable Society for the Assurance of Life and Survivorship." The assessments were graded at 14, 20, 25, 30, 40, and 49 years. Women and youth were insured. The company had little success until in 1791 the Rev. Dr. Richard Price, "the father of modern life insurance," took hold of the company. He gave it a table of mortality, and by a lucky mistake in his calculations greatly benefited the company's financial interests. The doctor first urged the necessity of a reserve fund to meet death losses and pointed out the advantages to the company when payments of premiums were discontinued. For half a century the Equitable company was the greatest life-insurance company in the world, and is still in existence.

The oldest policy in existence is one issued in 1721 by the London Assurance company on the life of Nicholas Bourne in favor of John Baldwin for £100 for one year. The premium was £5.

The Rev. Dr. Price was a friend of Benjamin Franklin and assisted the latter in organizing the first American life company. It was chartered in the Province of Pennsylvania in 1769 for the benefit of the Episcopal clergymen of the colony. It was called the Pennsylvania insurance company. Mr. Price gave the company the Equitable's plan and mortality tables. The Massachusetts Hospital Life insurance company was organized in 1818. Neither company did much business. The Etna Life insurance company was incorporated in 1820, but did no business until 1850. The New York Life and Trust company was organized in 1830. In 1843 the New York Mutual was organized, and in the next three or four years a half-dozen sprung into existence. At this time the United States stands first in the relative importance of her life insurance to other financial operations. In 1887 the New York insurance department reports the transactions of twenty-nine regular insurance companies and 171 co-operative organizations, showing that their assets aggregated \$906,508,946; liabilities, \$527,906,635; disbursements, \$117,311,602; insurance in force, \$2,474,507,120. In 1887 were issued 174,675 policies, insuring \$531,170,783, and 93,303 policies terminated, insuring \$270,089,399. English, Canadian, and American companies carry three-fourths of the insurance of the world—the English exceeding the American about 6 per cent. Life insurance, from a mutual-aid or gambling venture, has become one of the lords of finance.



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

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Foreign, Tropical and California
FRUITS



Oranges,
Lemons,
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GRAND RAPIDS, - MICH.

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MANUFACTURERS OF
STEAM ENGINES & BOILERS.
Carry Engines and Boilers in Stock for immediate delivery.
Planers, Matchers, Moulders and all kinds of Wood-Working Machinery. Saws, Belting and Oils.
And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for Sample Pulley and become convinced of their superiority.
Write for Prices. 44, 46 and 48 So. Division St., GRAND RAPIDS, MICH.

ATTENTION, RETAIL MERCHANTS!

B BMA A



Every garment bearing the above ticket is WARRANTED NOT TO RIP, and, if not as represented, you are requested to return it to the Merchant of whom it was purchased and receive a new garment.
STANTON, SAMPSON & CO.,
Manufacturers, Detroit, Mich.



WHITNEY
MARBLE & GRANITE CO.
FLINT, MICH.
TO THE MERCHANTS OF MICHIGAN—We offer Marble and Granite
Monuments
at a closer margin of profit than any concern in the State. Write for estimates on Building Stone or Cemetery work. First class material and workmanship only.
SAM'L MOPPETT, Manager.

SOAPS

W. G. HAWKINS,
Lock Box 173, GRAND RAPIDS

HESTER & FOX,
Manufacturers' Agents for

SAW AND CRIST MILL MACHINERY,

Send for Catalogue and Prices.
ATLAS ENGINE WORKS
INDIANAPOLIS, IND., U. S. A.
MANUFACTURERS OF
STEAM ENGINES & BOILERS.
Carry Engines and Boilers in Stock for immediate delivery.
Planers, Matchers, Moulders and all kinds of Wood-Working Machinery. Saws, Belting and Oils.
And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for Sample Pulley and become convinced of their superiority.
Write for Prices. 44, 46 and 48 So. Division St., GRAND RAPIDS, MICH.

ATTENTION, RETAIL MERCHANTS!

B BMA A

CANDY! We manufacture a full line, carry a heavy stock, and warrant our goods to be STRICTLY PURE and first class.
PUTNAM & BROOKS.

WHY BE A SLAVE

To the Pass Book System

With its attendant losses and annoyances, when you can supplant it by so inexpensive and labor-saving a system as the

Tradesman Credit Coupon Book,

Which is now used by over 2,000 Michigan merchants.

The Tradesman Coupon is the cheapest and most modern in the market, being sold as follows:

\$ 2 Coupons, per hundred.....	\$2.50	SUBJECT TO THE FOLLOWING DISCOUNTS:
\$ 5 " " " " " " " " " " " "	3.00	Orders for 200 or over.....
\$10 " " " " " " " " " " " "	4.00	" " 500 " " " " " " " "
\$20 " " " " " " " " " " " "	5.00	" " 1000 " " " " " " " "

SEND IN SAMPLE ORDER AND PUT YOUR BUSINESS ON A CASH BASIS.

E. A. STOWE & BRO., Grand Rapids.

HEAVENRICH

BROTHERS

Wholesale Clothiers

MANUFACTURERS OF

Perfect-Fitting Tailor-Made Clothing

AT LOWEST PRICES.

138-140 Jefferson Ave., 34-36 Woodbridge St., Detroit.

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

Nuts

Putnam & Brooks.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.

WE CARRY A STOCK OF CURE TALLOW FOR MILL USE.

LEMONS!

Our lemons are all bought at the cargo sales in New Orleans and are as free from frost or chill as in June.

PUTNAM & BROOKS.

Increase your Cigar Trade by selling the

B BMA A **B. M. A.** **B BMA A**

Named in Compliment to the

Michigan Business Men's Association,

And especially adapted, both in Quality and Price, to the requirements of the

RETAIL GROCERY TRADE.

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

The Telfer Spice Company,
MANUFACTURERS' AGENTS, GRAND RAPIDS.

LEISURE HOUR JOTTINGS.

Written for THE TRADESMAN.

BY A COUNTRY MERCHANT.

What a vast cemetery of abortive hopes will soon be filled to overflowing. What tidal waves of grief, and indignation, and disappointment and disgust will sweep over the country during the present year.

Among our twelve or thirteen million of American sovereigns, there are probably at least a million who secretly or openly are candidates for an office of some kind under the incoming administration, and, of course, something like nine hundred thousand of them will eventually experience what it is to "get left."

And the simple gullibility and innocent credulity of many of these expectants is astonishing as well as amusing. With the history of the past open before them; with every opportunity of knowing that machine politics still dominates the country, and with every reasonable proof that in reaching for Uncle Sam's pap, the assistance of one man is, in ninety-nine cases out of a hundred, of more service than the petition of an entire county, there is to-day, and probably always will be, multitudinous office seekers who fondly imagine that personal fitness, local popularity, and local influence, can be made to overturn the cut and dried plans of individuals whom precedent and custom have made the dictators in the bestowal of public patronage.

Four lines from your representative or senator, oh candidate, is worth vastly more than four reams of closely written petitions. But without you have assisted in turning the crank of the machine to the satisfaction of these functionaries it would be practically useless to apply for the efficacious document. The great probability is that the sincere you are signing for was disposed of—conditionally—long before the first ballot was deposited in November.

Eliminate the candidates from the vast crowds that have been pouring into Washington, for the past week, and there would be little complaint at the dearth of accommodations. And what under the canopy these candidates imagine can benefit them by mixing in the annoyances and discomforts inseparable from the gathering of great mobs, is beyond the ordinary comprehension, but such is the wonderful gullibility of the unseasoned office-seeker that it is fair to presume that multitudes of the visitors fondly imagine that the time of the new President and his cabinet will be devoted, for the next few weeks, exclusively to interviews with candidates, the perusal of recommendations, and the filling out of commissions.

If the sage of Montecello is permitted to occasionally cast his spiritual eye over this portion of the planet, it must grieve him to observe how completely his precepts and practices have lost the respect and approval of his countrymen. The once boasted Jeffersonian simplicity of the early days of the Republic has, for decades, been only a matter of history and tradition. The ostensible features of the government are those laid down by the founders, but every successive year adds to the circumlocution of its official departments, and the intricacy of its official machinery.

And witness the tinsel and gilt, the glare and glitter, the "fuss and feathers," and the frothy enthusiasm, attending a modern presidential inauguration. The pilgrim in Thibet, who travels a thousand miles to feast his eyes on the Grand Lama, has the excuse of his ignorance, because he honestly believes that his sacrifice will materially assist in opening the gates of paradise to him, but, is it possible that there are American pilgrims so densely ignorant as to imagine that the sight of a new chief magistrate can have any effect in opening for them the gates of Uncle Sam's fat pastures?

If there is any one thing that the American citizen "slops over" on, more

than another, it is politics. Let a sudden and radical change occur in the political status of the country, and three-fourths of the members of the successful party become, temporarily, almost insane in their delight. A new and golden era of advancement and prosperity is assured. Crops will be better, and prices higher. Labor will be in active demand, and wages will advance. Manufactures and trade will revive, and the land will overflow with money seeking investment at a nominal interest. And, better than all, the loaves and fishes of a paternal government will be liberally divided among the faithful, and sinecures will be assiduously seeking out the deserving and capable.

But these enthusiasts, surely against their will, are forced to observe, as the months and years roll by, that uninterrupted prosperity is as far distant as ever; that the grasp of monopoly is not perceptibly loosened; that the inexorable law of supply and demand is still in force, and that the banquet of loaves and fishes was an exclusive affair to which the vast majority of the faithful were not invited.

But does this experience tone down the exuberance at the next party victory? There may be instances of this kind, but numerically, they are rare.

The amount of Northern capital invested in the South is now very great, and increasing every day. During 1888, the great sum of \$168,000,000 was invested in Southern industries. Nearly \$30,000,000 of this was invested in Alabama, which leads in mining and manufacturing enterprises in that section. Kentucky got \$28,000,000; Texas, \$18,000,000, and Georgia, \$14,000,000. The least amount invested was \$2,000,000, which went to Mississippi. It will be seen that the North has an immense pecuniary interest, both in invested capital and in its trade, in all matters relating to the South. Politicians would do well to give a primary and serious consideration to this fact in dealing with questions relating to that portion of our country.

HARVEY & HEYSTEK

JOBBERS IN

Wall Paper and Paints, Oils, Etc.

We are offering to the Trade some SPECIAL BARGAINS in Wall Paper at Less than Manufacturers' Prices. Your Correspondence is Solicited.

74 and 76 Ottawa St., Grand Rapids, Mich.

SILVER STARS

No Equal in the State.

Wherever Introduced it is a Stayer!

TO THE TRADE: I guarantee "SILVER STARS" to be a long, straight filler, with Sumatra wrapper, made by union labor, and to give complete satisfaction.

A. S. DAVIS, Sole Manufacturer, 127 Louis St., GRAND RAPIDS

WANTED.

POTATOES, APPLES, DRIED FRUIT, BEANS

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

EARL BROS., COMMISSION MERCHANTS 157 South Water St., CHICAGO.

Reference: FIRST NATIONAL BANK, Chicago. MICHIGAN TRADESMAN, Grand Rapids.

100% STRAIGHT

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

W. H. BEACH, WHOLESALE DEALER IN

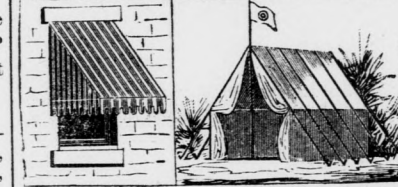
GRAIN, SEEDS, BALED HAY, MILL FEED and PRODUCE.

BALD HAY A SPECIALTY. HOLLAND, - MICH.

Crockery & Glassware

Table listing various glassware items like Lamp Burners, Lamp Chimneys, XXX Flint, Pearl top, La Bastie, Butter Crocks, Jugs, Meat Tubs, Milk Pans, etc. with prices.

AWNINGS AND TENTS.



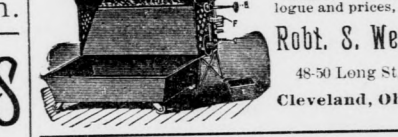
Horse and Wagon Covers, Water Proof Coats, Buggy Aprons, Wide Cotton Ducks, etc. Send for Illustrated Catalogue. Chas. A. Coye, Over 11 Pearl St. Telephone 106.



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

MAGIC COFFEE ROASTER

The most practical hand Roaster in the world. Thousands in use—giving satisfaction. They are simple, durable and economical. No grocer should be without one. Roasts coffee and pea-nuts to perfection.



Address for Catalogue and prices, Robt. S. West, 48-50 Long St., Cleveland, Ohio.

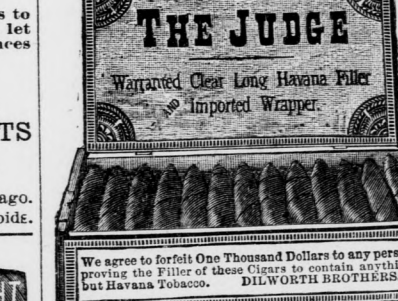
GLASS

Imported and American Polished PLATE, Rough and Ribbed, French Window, American Window, English 66 oz. Etched, Cut and Embossed, Rolled 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

\$1,000 REWARD!!

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



We agree to forfeit One Thousand Dollars to any person proving the Filler of these Cigars to contain anything but Havana Tobacco. DILWORTH BROTHERS.

Amos S. Musselman & Co. SOLE AGENTS, GRAND RAPIDS, MICH.



PHOTO & ZINC ENGRAVING LEADS SUCS BRASS RULE WOODS METAL FURNITURE BOYWOOD ELECT GRAND RAPIDS MICH.

Special Opportunity!

Having numerous lines of Glassware, Lamps, Fancy Goods and Crockery which we desire to close out and discontinue these particular styles, we offer them at a special discount from our regular catalogue prices of Fifteen per cent., Terms 60 Days, Twenty per cent., Cash in 10 Days. These goods are now displayed in our sample rooms, corner Spring and Fulton streets, Grand Rapids, and will be offered in any quantities desired until sold.

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

Advertisement for Santa Claus Soap. 'A HARD NUT TO CRACK - Which is the best SOAP? The thousands of good housekeepers who have tried it say it is the BEST for ALL household purposes. It saves MONEY, TIME and LABOR. If your Grocer hasn't it, he will get it for you. We cracked the hard nut-Murrah for SANTA CLAUS SOAP. Made by N.K. FAIRBANK & CO. CHICAGO. SANTA CLAUS SOAP. N.K. FAIRBANK & CO. CHICAGO.

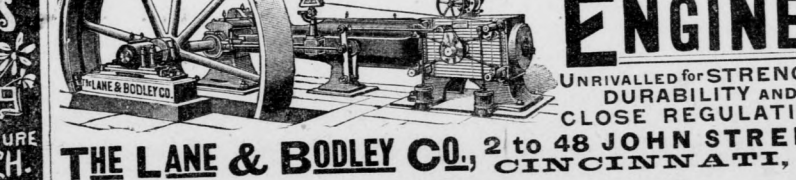
Advertisement for D.W. Archer's Sugar Corn. 'D.W. ARCHER'S SUGAR CORN. DIRECTIONS: We have cooked the corn in this can sufficient. Should be thoroughly drained (not cooked) adding piece of butter (size of hen's egg) and grease to suit when on the table. Note genuine unless bearing the signature. Davenport 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.

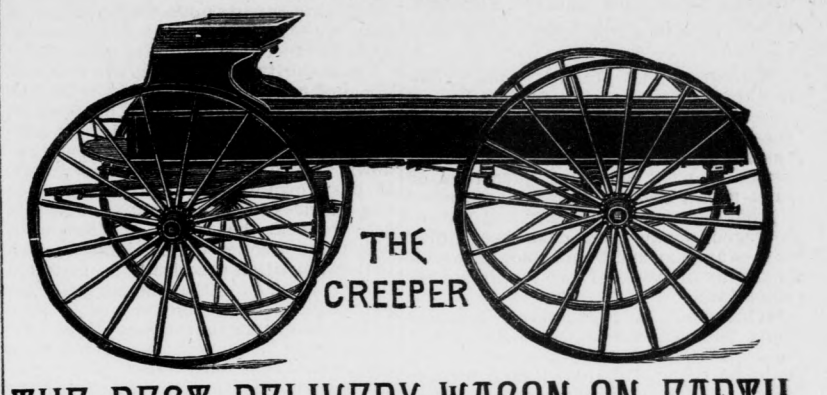


The Best Fitting Stocking Rubber in the Market. Geo. H. Reeder, Sole Agents, Grand Rapids, - Mich.



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.

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.

Advertisement for Grain Buckets. 'GRAIN BUCKET. Manufactured Under Patents. AVERY'S PERFECTION PATENTED SEAMLESS STEEL ALL CORNERS ROUND. For Sale by SAMUEL LYON, DEALER IN Belting and Mill Supplies Grand Rapids, Mich.

Table with columns: Telg. Code, Width Proj. on belt, Capacity Cubic in., Capacity Quarts., Elevat'g bu. per hr., Plain. List., Gal. List. Lists various bucket specifications and prices.

Advertisement for Lemon, Hoops & Peters, Wholesale Grocers and TEA IMPORTERS. GRAND RAPIDS, - MICH.

Advertisement for Theo. B. Goossen, Produce Commission Merchant, BROKER IN LUMBER. 33 OTTAWA STREET, GRAND RAPIDS, MICH.

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

Advertisement for 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.

GROCERIES.

Agin' Canned Goods Futures.

At the last meeting of the Wholesale Grocers' Association of New York, the following resolutions were unanimously adopted:

WHEREAS, The practice in the wholesale trade of contracting for large quantities of staple canned goods before the vegetables or fruits are grown or packed, has a tendency to encourage manufacturers to pack excessive quantities of such goods, because they are assured of a profit on a certain amount and are encouraged to take their chances of profit or loss upon an additional amount, which is usually in excess of the legitimate demand; and

WHEREAS, This excessive quantity must be marketed at some price, and some packers and brokers do not hesitate to go into competition with their regular customers for the retail trade upon which wholesalers rely to market their contract purchases;

Resolved, That the members of the Wholesale Grocers' Association of New York and vicinity believe that these practices are against the best interests of both dealers and packers; and we recommend to the wholesale grocers of the United States that they discourage said practices by refraining from contracting for large lots of staple goods for future delivery, and by giving a preference to those brokers and dealers who do not load up their principal customers, the jobbers, and then go into competition with them for the trade of their customers.

Resolved, That these views do not apply to contracts for goods of extra quality, of which there is a limited quantity packed, and which cannot readily be obtained at all seasons; nor to the many honorable and fair-minded packers, brokers and dealers who recognize the reasonable equities which exist in trade, and protect their customers against the evils above mentioned.

To the Business Man.

In any line of business, the man who uses reasonable economy and has the ability to give fair management, and the perseverance to hold on, will, in a great majority of cases, make a success; while, on the other hand, the one who rushes into whatever he has undertaken with a spasmodic effort to win all at once, as a rule wastes his energies and often fails for sheer want of perseverance.

The man who starts in to do a day's work, and attempts to do as much in one hour as ought to be done in two, will usually find it necessary to take a rest; and while he is resting will lose valuable time which he evidently feels that he ought to make up, judging from the spasmodic efforts he will make when he starts in to work again. But at night the man who works steadily and perseveringly, will be found to have accomplished the most, while usually he will be found in a much better condition to commence again the next year. So it is in business. One will seem to hustle around and make a considerable to do over what he is doing, and after wasting his energies in accomplishing what, by taking a little more time, could be done with very little effort, and then, because, as he thinks, he falls to meet the success he imagines he should, he becomes discouraged and is ready to make a change to something else. This, in a majority of cases, proves a loss, and in consequence he does not succeed as the energy he displays would seem to warrant. Another man, while he may not make a great display of his energies at the start, will have better opportunities to economize and in many cases to manage better than when he attempts to rush matters. If he will but observe he will be ready to take advantage of any favorable circumstances that may arise. It always seems that the man who is constantly shifting about is always making a change at the wrong time, when a little perseverance would have brought him through all right. In all lines of business there are fluctuations, ups and downs, and in order to succeed we must persevere. It is when the odds seem against us that it seems the most important to persevere.

Success of the Orange Trust Dubious. The recent report that a trust was being formed to control Florida oranges is still attracting the attention of the trade. A report on the subject from Jacksonville is as follows:

"We have had corners in wheat, sugar, flour and other products, but no corner on oranges can be effected at \$1 a box. Every enterprising and intelligent orange grower in the State gets more year after year than \$1. Only the careless, ignorant and indifferent classes allow their fruit to sell below that figure. If the 'trust' or orange 'combine' will go to \$1.25 or \$1.50 a box, it may possibly handle the orange crop of Florida, or a very large part of it. Even at such a price the company can realize from 30 to 80 per cent. on their operations. As to dividing any remaining funds among the fruit growers, after the expenses of handling are subtracted, the suggestion is rather dim and misty. The price mentioned (\$1.25 to \$1.50) for a box of 200 oranges would interest the growers and business men of the State generally, and perhaps make the project successful. From a merchant and orange grower of Putnam county we learn that certain of his neighbors in 1887-8 got \$1.70 per box; in 1888-9, \$1.65—all sold between November 15 and January 15. Deducting 25 cents a box for delivery to steamer, the average price was much above \$1.25, though the majority of growers would much prefer a certainty at the latter price rather than take any risk of yearly fluctuations."

Gripsack Brigade. Scott S. Swigart is visiting the city trade this week. W. H. Gardiner, formerly of the firm of Steele & Gardiner, is now on the road for Curtis & Co. L. M. Van Buren, traveling representative for McCausland & Co., of East Saginaw, spent Sunday with friends in this city. B. F. Pashby, State agent for Thompson & Chute, the Toledo soap manufacturers, was in town several days last week. Ed. A. Smith, formerly on the road for Amos S. Musselman & Co., is now selling tobacco for J. G. Butler & Co., of St. Louis, opening under the supervision of General Agent Ford.

J. D. Clement, of Kalamazoo, requests THE TRADESMAN to make the following acknowledgment to the traveling men for their assistance in helping him find his lost child: "My boy is home again—found him in Chicago. We have many to thank and we wish you to express our thanks to all members of the M. C. T. A. for the interest shown in finding him, as hundreds of letters from them show us. I may, perhaps, have overstepped their

The richest men of to-day are the Rothchilds, whose wealth is estimated at \$200,000,000. According to the best reports Cornelius Vanderbilt has \$75,000,000, Jay Gould has a small bank account of \$130,000,000, William K. Vanderbilt has \$20,000,000, Leland Stanford and John W. Mackey are tie at \$20,000,000 each, D. O. Mills has \$12,000,000, August Belmont \$16,000,000, and George William Ballou \$8,000,000 and still gaining.

CREDULITY OF SMOKERS.

Tricks of Tobacco Manufacturers—Cigarettes and Chromos.

From the Chicago News.

"The public must not think that cigar dealers are experts upon whose judgment they can rely," said a tobacconist yesterday relative to the credulity of smokers. "The majority of the dealers in this city are just as ignorant of qualities as the veriest novice in smoking. What is more, they are as often taken in by their purchases as are the customers who put down their dimes and get nickel cigars. It has grown to be a regular feature of the business for manufacturers and jobbers to beat the trade. I have even heard the practice defended on the plea that competition practically necessitated it, and I am sure that the struggle for advantage is responsible for a large share of the cheap stuff that is foisted upon the market. A jobber goes into a retail store and learns that some other jobber has cut prices. He immediately meets the cut and on getting an order supplies goods according to the price received. Thus, except in the case of some manufacturers who have a reputation to maintain, the tendency is for cigars to deteriorate.

"This is the reason, too, why there is such a multitude of brands. One brand loses favor with the public after a time, and when retailers begin to hesitate about purchasing it, the cigars—the same in name and color—are put up under another name and palmed off as something new. Thus the thing goes on, and the dealer as often acts in ignorance as in collusion with the jobber. The plan works well, for the question of quality is largely one of imagination. Novelty of name means renewed life.

"The nicest trade in Chicago is that of the better class of clubs. We have the reputation of having the best market for Havana cigars in this country, running even better than New York, and the clubs are the places where this is most observable. The prices paid by clubs vary from \$10 to \$50 a hundred. There is no cutting of prices, no delay in payment, and little or no fault found with goods. Few seed cigars ever find their way into even the cheapest clubs. Novelty in the way of assorted goods find ready sale in upper circles for dinner parties, where the desire is to afford variety. Such cigars, of course, come high, but style, and especially snobbishness, prompts to almost any extravagance that wealth can pay for.

"Box trade, though common among well-to-do people, is much smaller than one would suppose. It seems as though smokers preferred to peddle out their money a nickel, dime, or quarter at a time rather than to consult economy and personal convenience. I'll venture to say that half the smokers in Chicago would rather go out of their way to a cigar stand than buy by the box and carry a case. Of course, on box trade we make less profit than on regular sales, but that form of sale is much preferable.

"In the matter of tobacco for smoking and chewing, I think people have distorted notions. The leaf used in the best chewing tobacco is poorer than that used in cigars. It is wholly of American growth, and as such has not the delicate fiber and aroma possessed by the leaf used in good grades of cigars. Virginia probably furnishes our best smoking and chewing tobacco. The general impression is that the best grades of the latter take the cream of the crop, and the superior form in which it is placed upon the market naturally tends to confirm this belief, whereas it is the skill of the manufacturer that supports the fiction.

"I doubt not that every tobacconist in the city would gladly forego the privilege of selling the much-condemned but popular cigarette. There is no money in them for the retailer, though the manufacturers seem to make a good thing out of the business. Boys and young men are the chief purchasers. It is rare that a middle-aged person is found smoking them, and were it not that the cigarette is the natural precursor of the strongest snook, I think the admirable use of these paper goods would be rapidly on the wane. As it is, manufacturers have had to resort to all sorts of tricks to catch the trade. The photograph craze has proved a great scheme. The strangest thing about the matter is that smokers do not stop to think that they pay for everything they get, box, picture, holders, and fragrant pellets. I have even known old smokers to begin to smoke a particular kind of cigarette and keep it up for months just to get a series of pictures—always for the children, of course, but as the dealer often shrewdly suspects, for themselves. Manufacturers have been wise enough to read human nature and cater to its leanings in getting up their schemes to effect sales. To take out pretty faces from the cigarette boxes would be to deal a hard blow at the trade. I make this statement as a suggestion to would-be reformers."

Walter Scott, who knew well what going to law means, being himself a lawyer, has embodied for us the passion for law which grows with what it feeds on in the person of Peter Peebles; and Charles Dickens in nothing showed more humor and more sympathy than in his most graphic pictures of the characters who, like ghosts, haunted the old Chancery Courts in London. And George Eliot in the "Mill on the Floss" well illustrates the absorbing power of the law mania, even as minds otherwise so strong and healthy as that of Mr. Tulliver.

"What I want, you know," said Mr. Tulliver: "what I want is to give Tom a good education; an education as'll be a bread for him. That was what I was thinking of when I gave notice for him to leave the academy at Lady-day. I meant to put him to a downright good school at midsummer. The two years at 'd' academy 'ud 'a done well enough, if 'd' meant 't make a miller and farmer of him; for he's had a fine sight more schooling 'nor I ever got; all the learnin' at one end and the alphabet at the other. But I should like Tom to be a bit of a scholar, so as he might be up to the tricks of these fellows as talk fine and write with a flourish. It 'ud be a help to me with these lawsuits, and arbitrations, and things. I wouldn't make a downright lawyer of the lad—I should be sorry for him to be a raskil—but a sort of engineer or a surveyor, or an auctioneer and valuer, like Riley; or one of them smartish businesses as are all profits and no outlay, only for a big watch chain and a high stool. They're pretty nigh all one, and they're not far off being even with the law, I believe. For Riley looks Lawyer Wakem f' the face as hars as one cat looks another. He's none frightened at 'em."

The Grocery Market. The sugar situation has undergone something of a transformation, one brand of granulated being quoted at 7.31, while another is sold at 7.06. Corn syrups are slightly firmer. Rice is firm. Spices are quiet. Canned goods begin to exhibit signs of life. Dried fruits are selling fairly well. Coffee continues to grow firm, the package manufacturers having

advanced their prices a full cent within the past week. Oranges are firm and active, at slightly higher prices. Lemons are in better demand, and with a reduced supply to come in for the month of March, prices are almost sure to move up somewhat. Florida oranges are about all consumed and Californians are beginning to arrive, though they are somewhat scarce yet, and the quality is good, but not in its prime yet.

A Victim of the Credit Business. From the Plainwell Independent. Ferry Walton came to Plainwell in 1874 with \$7,000, and went into the clothing business. In 1885 he was closed out, but paid 100 cents on the dollar, and all he had to show for his money and time was \$4,000 in book accounts. The losses and brooding over his troubles have rendered Mr. Walton naturally low spirited, and his eccentric actions have caused doubts of his entire sanity.

On Friday evening last he had an altercation with Deputy Postmaster Charles Rogers over the payment for some postage stamps, and he became quite violent in his action on the street. He was induced to go home by Marshall Sternburg, and on Saturday the report flew about town that he had threatened and attempted the lives of his family the previous evening, displaying a revolver at the time.

Citizens who thought Mr. Walton might commit murder in his excitement, secured an order for his admission to the Asylum for the Insane at Kalamazoo, and on Monday Mrs. Walton induced him to go to that institution, where it is understood he will remain for a short time.

Hotel for Sale! Doing a First-Class Business. Good Bar Trade. Good Location. This is a good opportunity for outside parties wanting an old Established Business.

FOR FURTHER PARTICULARS, ADDRESS Fred S. Clark 31 CANAL STREET.

THE BEST Accident Insurance is that Furnished by the United States Mutual Accident Association

CHARLES B. PEET, President. JAMES R. PITCHER, Sec'y and Gen. Manager. 320-324 Broadway, New York.

IRWIN & CO'S APOTHECARY BRAND. Los Doctores CUBAN HAND MADE HAVANA CIGARS. 100¢ Each 3 for 25¢. FREE FROM ALL ARTIFICIAL FLAVORING. DOCTORES EVERY CIGAR BRAND.

"Los Doctores" is free from artificial flavoring, is a cigar that will hold fire, contains one-third more pure Havana tobacco than any ten-cent Key West or two for 25 cents imported cigar you can get. FREE SMOKING, MILD AND RICH. For Sale by 20,000 Druggists throughout the U. S. Hazeltine & Perkins Drug Co., Wholesale Agts., Grand Rapids

PRODUCE MARKET. Apples—In poor demand at \$1.25@1.50 per bbl. Beans—Handlers are paying about \$1.25 for un-picked and getting \$1.65@1.75 for hand-picked. Butter—Creamery is in fair supply at \$2.25@2.30. Dairy is in good demand at \$18@21c, according to quality.

BAKING POWDER. Strictly pure... 38. Grocers'... 24. DRIED FRUITS—Domestic. Apples, sun-dried... 4 @ 4 1/2. Currants, evaporated... 6 @ 6 1/2.

PROVISIONS. The Grand Rapids Packing and Provision Co. quotes as follows: PORK IN BARRELS. Mess, new... 12.00. Extra clear pig... 14.25.

BEANS. No. 1... 3.00. No. 2... 2.75. No. 3... 2.50. No. 4... 2.25.

WHEAT. No. 1... 1.00. No. 2... .95. No. 3... .90. No. 4... .85.

RYE. No. 1... .75. No. 2... .70. No. 3... .65. No. 4... .60.

BARLEY. No. 1... .60. No. 2... .55. No. 3... .50. No. 4... .45.

OATS. No. 1... .45. No. 2... .40. No. 3... .35. No. 4... .30.

CORN. No. 1... .30. No. 2... .25. No. 3... .20. No. 4... .15.

WHEAT. No. 1... 1.00. No. 2... .95. No. 3... .90. No. 4... .85.

RYE. No. 1... .75. No. 2... .70. No. 3... .65. No. 4... .60.

BARLEY. No. 1... .60. No. 2... .55. No. 3... .50. No. 4... .45.

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Wholesale Price Current. The quotations given below are such as are ordinarily offered cash buyers who pay promptly and buy in full packages.

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Drugs & Medicines.

State Board of Pharmacy. One Year—Otmar Eberbach, Ann Arbor. Two Years—Geo. McDonald, Kalamazoo. Three Years—Stanley E. Patrick, Jackson. Four Years—Jacob Jesson, Muskegon. Five Years—James Verner, Detroit. President—Geo. McDonald. Secretary—Jacob Jesson. Treasurer—Wm. Verner. Next Meeting—At the lecture room of Hartman's Hall, Grand Rapids, Tuesday and Wednesday, March 5 and 6.

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

Grand Rapids Pharmaceutical Society. President—J. W. Hayward, Secretary—Frank H. Eckert. Detroit Pharmaceutical Society. President—J. W. Caldwell, Secretary—E. W. Patterson. Muskegon Drug Clerks' Association. President—Geo. L. LeFevre, Secretary—J. W. Hoyt.

Patent Law vs. Patent Medicines. The Constitution of the United States gives Congress the power "to promote the progress of science and the useful arts, by securing, for limited times, to authors and inventors, the exclusive right to their respective writings and discoveries." "A patent is a contract between the inventor and the government representing the public at large. The consideration moving from the inventor is the production of a new and useful thing, and the giving to the inventor of a full knowledge thereof by means of a proper application for a patent which the public is enabled to practice the invention when the patent expires. The consideration moving from the government is the grant of an exclusive right for a limited time, and this grant the government protects and enforces through its courts."

It is apparent, therefore, that if the patent law were properly applied to medicine, no medicinal article could be patented unless it were proved to be a new and useful invention—and it would be impossible for the inventor to secure a patent without publishing full knowledge of the invention, whereby the public is enabled to practice the invention when the patent expires—and the exclusive control of the invention could belong to the inventor only for a limited time, after which the right to manufacture the article would become common property.

As the so-called "patent" medicines are secret or semi-secret compounds; as the formulae are nowhere published so that the public can manufacture the alleged inventions when the patent expires; as the alleged inventors of these compounds are not required to prove their articles new and useful inventions; as in many cases the articles themselves are only compounds of old and well-known drugs, some of them physicians' prescriptions used for the purpose, it is very evident that the patent law is not properly applied to medicine if these so-called patent medicines are really patented.

But "patent" medicines are not patented at all as a rule. They are called patent medicines because the word "patent" is a popular word, and well deceives the public in regard to the true facts of the case.

And what are the true facts of the case? The truth is that it is only the name of the medicine that is patented, and not the medicine itself. By patenting the name the manufacturers control the medicine without conforming to the scientific and beneficent intent of the patent law. In other words, they "whip the devil around the stump."

How is this remarkable scheme worked? In a very simple way. The manufacturer registers the name of the article as a trademark; and, as the use of a trademark is unlimited as to time, and no publication of the method of manufacturing the article on which it is used is demanded by the government, the owner secures an unlimited monopoly of the article, and keeps the method of manufacture to himself.

And what harm does that do? The secrecy and the monopoly permit the owner to make an immense fortune by advertising a lie. He gets the credit of being a great inventor when he is no inventor at all. He obtains the reward designed by the government for the scientific man and the inventor. He throws the patent law into disrepute with those who see the fraud and do not understand how the government's protection is secured; and there are enough objections to the scheme to fill a page.

How does this interest the medical profession? Seeing how readily the rank and file of the profession allow the land are duped, the "patent" medicine houses have entered the field of pharmacy, and are now reaping immense fortunes by marketing "patent" medicines through the medium of physicians' prescriptions. After obtaining the endorsement of the profession in the form of certificates, etc., the owners turn around and advertise the articles to the public in the papers. Each "patent" medicine becomes in this way a rival to the physician; and as claims are made for them far in excess of their value, the profession is helping along a dangerous species of quackery.

What remedy would you suggest for this abuse? I would suggest that the patent law be strictly enforced, so that no one can obtain an exclusive monopoly for a medicinal article, unless it is proved to be a new and useful invention. Then its true or working formula should be published so that the public can manufacture the article when the patent expires; and the monopoly should be limited in time so that the invention may finally become common property.

Coca and Cocaine.

From the Pharmaceutical Journal. The original home of the coca plant in South America has not, according to De Candolle, been very clearly defined; he states that most of the authors who examined it had only seen cultivated specimens, and there is some doubt about those supposed to be wild by Poeppig and Andre, while Triana does not admit the species is wild in New Grenada. At present coca is cultivated to a large extent in the Andes of the Argentine Republic, of Bolivia, Peru, Ecuador and New Grenada. It is also cultivated in the mountainous parts of Brazil. The largest plantations, called locally *cocals*, are said to be in the province of La Paz, in Bolivia. In a good harvest the yield of coca leaves is estimated by Weddell to be about 900 pounds per acre. The total production is stated to amount to something like 40,000,000 pounds. There are many points of difference between the coca plants grown in different parts of South America, resulting, no doubt from seminal variation and the influences of soil and climate. Similar differences appear to obtain in regard to the amount of cocaine in the leaves. Thus, for instance, it is suggested that the plant yielding small, pointed, pale green leaves is the best to cultivate at high elevations and if the object be to obtain a large yield of crystallizable cocaine. On the contrary, the variety yielding leaves rounded at the apex thrives at the sea level in the tropics, but a large proportion of the alkaloid they contain is uncrystallizable.

In the Andes the coca plant succeeds best in the mild but very moist climate of the lower mountains, at an elevation of from 2,000 to 5,000 feet. Like coffee, it thrives best on slopes where the soil is rich in humus and the drainage good. Shade is said to be unfavorable to the development of alkaloid in the leaves. In Peru the plants yield the first crop in poor soils they are often left until the fifth year. The full-grown shrub yields a harvest every thirteen or fourteen months, but in many plantations the collection of leaves goes on throughout the year, since the ripeness of the leaf depends much upon the soil and situation as well as the age of the plant. In some localities two or three good crops are gathered in the year. The ripeness of the leaf is proved by its breaking when bent in the hand, and the largest as well as most mature leaves are sought for as containing most of the alkaloid which renders coca leaves a marketable product. The leaves are usually dried in the sun and then allowed to undergo a slight sweating in heaps. When the drying is rapid the leaves have a beautiful, bright green color and are quite smooth. Such leaves fetch a high price in South America, while the brown leaves that are more slowly dried are cheaper. But it is important to bear in mind that the estimate of value formed by the South American Indians may be based upon facts very different from those which would influence the manufacturing chemist. Thus, Dr. Rusby points out that the amount of cocaine probably forms no element of the Indian's estimate of the quality of coca, any more than the percentage of nicotine would establish the quality of tobacco. It is probable, therefore, that sufficient attention has not yet been given to ascertaining the conditions of drying that would be most favorable to the production of a good raw material for the manufacturer of cocaine. This is a point that is eminently deserving of careful inquiry, and the very irregular quantity of the crude cocaine imported from South America proves that there is a great need of better knowledge of this matter. Some of the best samples of this crude product will yield as much as seventy per cent. of true cocaine, but others yield very much less and some scarcely any. Since the manufacture of this crude product in South America the demand for coca leaves has fallen off so much that it is doubtful whether there is any inducement to cultivate coca in any of the tropical colonies for export to this country, but the question is one that can scarcely be decided in the present state of knowledge as to the means by which a good yield of cocaine of good quality is best to be insured.

Drug Selling by Bar Keepers. A barkeeper at the Richelieu, one of the leading Chicago hotels, said in a recent interview in reply to the question whether there was much drug-selling by barkeepers: "Honestly, I think not. This talk about drug-selling at the bar is an exaggeration. If a man has been on a spree or overtaken his physical strength he will often ask for a little absinthe to quiet his nerves, but the use of this drug is not heavy. Most bars have to keep both green and white absinthe, but there is little demand now for the green article. The white is milder. Quinine is often asked for—it is at the soda-water fountains, for that matter. But, then, most people want to ward off a cold, and some quinine in one's biters is better than a pocket-handkerchief."

The Ideal Pharmacist. In a paper read at the banquet of the Pindus School of Pharmacy, and reported by the *Indiana Pharmacist*, it is suggested that compliance with the following requirements would make the pharmacist progress toward the ideal. A successful pharmacist must be conscientious. This has been realized from time immemorial. In earlier times the rules were that an apothecary must serve God first, pity the poor, and neither increase nor diminish the physician's prescription. While all this was true then, it is important now, and part of it is absolutely necessary to make the ideal pharmacist. The progress of pharmacy is one of evolution. As the people become more refined and educated, just in that ratio is the pharmacist compelled to make his preparations more elegant, effective,

and less repugnant to the taste. Not many years ago crude drugs were given in large and unpleasant doses. By the advance of pharmacy and chemistry the active principles have become separated from the inert material, and a proportionate dose of the alkaloid answers quite as well, with the satisfaction of the patient and better feeling in the digestive organs.

Do not be penurious; five cents given away may bring dollars. Make your small sales as pleasant as your large ones. In making a penny purchase than the banker in purchasing a bottle of your choicest perfume.

Teeth are not good cork presses, neither is the tongue a good chemical reagent, especially in the presence of your customers.

Keep out of politics, unless you expect to run for councilman, marshal or mayor. What Democrat would be willing to buy his purgatives from a Republican, or what Republican would be willing to buy his emetic from a radical Democrat?

We should not encourage too much familiarity: keep your own secrets; neither run a small exchange bank, loaning money until pay-day, or until the bank opens. It is a dangerous practice. Keep busy; there is plenty to do. New remedies are flooding the market. It is the pharmacist's duty to become familiar with them, their medicinal properties, chemical behavior, doses, etc.

A Commission to Regulate Weights and Measures.

From the Druggists' Bulletin. It is proposed in England to place the regulation of weights and measures under the control of the Board of Trade. For the working of such a system it is suggested that a permanent commission should be appointed, consisting of members of the Board of Trade, together with one or two unofficial experts, as may be found desirable. Such a tribunal is considered would merit the confidence of the public as well as of the makers of weighing and measuring appliances.

For insuring the proper qualification of inspectors, it is proposed that they should undergo an examination, which need not be of an exhaustive or over-stringent character, though sufficient for testing the technical knowledge of candidates. Such examinations should be conducted under the auspices of the Commission.

Another necessity arising out of the adoption of a system like that now referred to would be the appointment of traveling inspectors, who would exercise a general superintendence over the work done in particular districts, and it is considered that the fees arising from the contemplated certification and stamping of weighing machines, scales, etc., would amply suffice to cover the expenses incidental to these appointments.

Lastly, it is urged that the reform of the law relating to weights and measures is to be regarded not merely as a local matter, but one of imperial importance; that is an obligation of the State to see that exactly sixteen ounces shall be given by a vendor to a purchaser of a pound weight avoirdupois of any commodity, just as much as it is to guarantee for the gold coin of the realm its due equivalent in the silver currency.

The Drug Market.

Opium, morphia and quinine are steady. The latter is very cheap. Cream tartar, tartaric acid, Rochelle salts and seditiz mixture are very low. An upward movement is likely to take place at any time. Calomel, corrosive sublimate, red precipitate and white precipitate have declined. Sassafras bark is scarce and advancing. Golden seal root and powdered are easier. Chlorate potash is weak and tending lower. Honduras sarsaparilla root is higher. Oils anise and cloves are lower. Cloves have declined. Turpentine is higher.

The Result of Experience.

"When I hear or read of a merchant failing in business, and know it is for the first time," remarked a veteran jobber, "I know that that man's creditors, as a general rule, will get at least a fair dividend, because the debtor is apt to turn over his assets with little regard of his own interests. But when he fails for the second time he has seen where he might just as well have had a few thousand dollars, instead of turning them over to the creditors, and he generally convinces himself that if he doesn't look after his own interests, no one will do it for him. So when I know of a man's failing for the second or third time, I generally say to myself, 'Heaven help the creditors, for dividends are likely to be mighty light!'"

Muskegon Drug Clerk's Association.

MUSKEGON, March 2, 1889. E. A. Stowe, Grand Rapids: DEAR SIR—The Muskegon D. C. A. held a regular meeting on February 26 with the usual large attendance, which shows the great interest taken by the members. J. A. Tinch and S. Van Arle have accepted positions with Geo. G. Stokette, of Grand Rapids. The next meeting will be held on March 12, at our new headquarters. J. W. Hoyt, Sec'y.

For Sale—Soda Water Fountain.

The elegant soda water fountain used in our retail department. This fountain is the finest in the State and is offered for sale at less than half cost, including counter and silver ware complete for use. Full description will be given with price and terms on application. ARTHUR MEIGS & Co., 77 South Division st., Grand Rapids.

He Had a Reason.

Shoe dealer (to clerk)—William, why did you insist upon selling to that old gentleman who just went out a pair of small soft shoes, when he called for large, cowhide boots? "Well—er—" "I insist upon knowing." "The fact is, I call on his daughter quite frequently in the evening."

Wholesale Price Current.

Table listing various pharmaceutical ingredients and their prices. Includes sections for ACIDUM, AMMONIA, ANILINE, BALSAMUM, CARBONATE PRECIP., FERRUM, FLORA, GUMMI, HERBA, OLEUM, and MISCELLANEOUS. Prices are listed in dollars and cents.

DO YOU HANDLE IT?

Advertisement for THE GERMAN MEDICATED STOCK FOOD. Includes an illustration of a product can and text describing its benefits for various animals like horses, cattle, hogs, sheep, colts, calves, pigs, and lambs.

Advertisement for DIAMOND TEA. Features a diamond-shaped logo with the letter 'T' and text describing it as a cure for kidney troubles, blood diseases, and constipation. Also mentions it is for female complaints.

Being composed entirely of HERBES, 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., DETROIT, - MICH. HAZELTINE & PERKINS Drug Co., WHOLESALE AGENTS, GRAND RAPIDS, - MICH.

Has the finest line of illustrated advertising and most attractive lithograph label. A 75 cent cash guarantee on every box you sell. 1,000 illustrated circulars in each case. Rubber stamp and self-inking pad free with your first order through jobber. Special directions for building up a large trade with every shipment. Our new circular, "Hog Cholera—Cause, Cure and Prevention," is attracting universal attention. Contains the most scientific and practical facts in regard to this terrible disease, and only known positively successful treatment. Gives valuable information in regard to swine-raising for large profit. See other circulars for all kinds of stock. The facts contained in these circulars are worth many dollars to every enterprising farmer or stockman. Send to jobbers for their special circular "TO THE TRADE," for full information in regard to rubber stamp—free—and also our GRAND CASH PRIZES. See circulars for testimonials of reliable dealers from all parts of the country. This trade is about equally divided between druggists, general dealers and grocers. A good trade for you insures a satisfactory trade for the other. Order at once, save freight and commence turning your money every thirty or sixty days, at 71 per cent. profit.

Advertisement for ACME WHITE LEAD & COLOR WORKS. Located in DETROIT, MICH. They are the latest artistic shades of white lead for interior and exterior decoration. F. J. WURZBURG, Wholesale Agent, GRAND RAPIDS.

MANUFACTURERS: The German Medicine Company, Minneapolis, Minn. FOR SALE TO THE TRADE BY: Hazeltine & Perkins Drug Co., Wholesale Druggists; Hawkins & Perry, Wholesale Grocers, Grand Rapids; McCausland & Co., Wholesale Grocers, E. Saginaw; W. J. Gould & Co., Wholesale Grocers, Detroit; B. Besenberger & Co., Wholesale Grocers, Kalamazoo.

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.

Advertisement for POLISHINA. Described as the best furniture finish in the market, specially adapted for pianos, organs and hard woods. It is clean and easy to use, and full directions accompany each bottle.

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 beautify and durability cannot be exceeded. POLISHINA is clean and easy to use, and 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 sold by all Druggists, Furniture Dealers, Grocery and Hardware Stores.

TRADE SUPPLIED BY THE Hazeltine & Perkins Drug Co., GRAND RAPIDS, MICH.

CINSENC ROAD.

We pay the highest price for it. Address PECK BROS., Wholesale Druggists, GRAND RAPIDS.

VISITING BUYERS.

- List of names and addresses of visiting buyers from various locations including Grand Rapids, Detroit, and other Michigan cities.

The Michigan Tradesman

RANDOM REFLECTIONS.

Each season furnishes some lessons in trade to the merchant in whatever branch of business he may be engaged. Some quickly profit by them, while others are too much wedded to their own methods to do so. Change and reform, it may be, also involve loss in money. But, no matter what the cost is to personal pride in one's own judgment, or to the pocket, no man, if he is wise, will hesitate a moment in taking a new course when he is presented with the evidence of facts that he is less infallible in judgment than he considered himself to be before these lessons presented themselves. A mistake in business judgment may be considered a mere fault, but to persist in it is a sad display of utter incapacity. A business man who wishes to succeed will find the most open road to it by watching for every indication alike of the soundness and weakness of his own judgment, and at once accepting the promptings which each will give him.

Some merchants, in the haste of business and from the force of early habit, throw trade journals into the waste-basket. History tells us that libraries, works of art and all manner of precious things have been doomed to destruction by those who could not appreciate them. Any merchant who throws away a trade journal in these days does himself an injustice and an injury. These publications have reached a degree of excellence and of value through their news, facts and general information that no man can safely refuse to read them. The mind and energy connected with them are applied to the purpose of trade, with all the progressiveness and enterprise which characterize the other efforts of the day, and they become an aid in business life, as much as any method of imparting intelligence. As well might one of these merchants have thrown away his geography, history or grammar, as for him now to refuse to glean the very geography, history and grammar of daily and yearly commerce from the pages of the trade journal. Such publications have their place or they would not exist or thrive, and when they are ignored, the person who does it is himself the loser. He is wise in his own conceit, he thinks himself smart beyond his fellows, he goes by a road of his own, when his course, as a matter of fact, is stupid in every particular, and all except those like himself can readily see it. The man who to-day does not read the trade journals which are published in the interest of his branch of business, may be sure that he is neglecting one of the best and cheapest sources by which he can obtain valuable information in conducting his own affairs.

Business-life in these days is not a mere devotion to money-making. Intelligence—broad and alert—must show itself in every undertaking, while enterprise and integrity must unite to secure permanent success.

As examples of energy and common sense, the merchants of this country may well be regarded as a notable class of men. Always industrious, full of tact and wide-awake for opportunities, they build both their own foundations and those of the places where they are located. Wherever an active and enterprising body of merchants is found, there will appear a growth which goes to increase the material strength of the nation as a whole. There is no exception to this rule. Hence, their business interests should always be fostered as those most intimately connected with the local and general welfare.

The buyer to-day must be an intelligent and shrewd man. But he will always have a stumbling-block to success if he allows conceit to prevent him from giving heed at all times to the fact that other men in business are generally proficient in the same qualities.

Results of Cash Payments.
 Alarmed Mother—"Why, my daughter, weeping? What's the matter?"
 Daughter (a bride of a month)—"I have been shopping, or trying to."
 Alarmed Mother—"Well?"
 Daughter—"I find my husband has always paid cash and hasn't any credit anywhere."

A firm makes a great mistake when, puffed up with success, it starts out with the idea that it is going to do all the business in the world. It always results the same way—a desperate effort to sell everything, trusting right and left, and a grand smash up on the tail end. Occasionally a firm honestly deceives themselves in the idea that they have a bigger head than any other house, and consequently they are going to revolutionize the business. The idea gets knocked out sooner or later, and business assumes its normal condition again. But these cracks hurt business and unsettle the trade just the same.

A Blighted Romance.
 A fair cashier at the desk did stand,
 And wrote out a bill for a man near by;
 He watched the pen in her snow white hand,
 And saw the amount with a great, big sigh.
 "A fine business hand; how I wish 'twere mine!"
 The man with the writing like Greeley's said;
 "If this is a serious offer, 'tis thine."
 He looked up surprised, and tumbled and fled.

AMONG THE BERMUDAS.

Interesting Letter from a Grand Rapids Groceries Jobber.

HAMILTON, Bermuda Islands, Feb. 18, 1889.

E. A. Stowe, Grand Rapids:
 DEAR SIR—I was very agreeably surprised this morning, when my mail handed me, to find THE TRADESMAN of February 6 issue. Thanks for your kind thoughtfulness in sending it to me. 'Twas a most welcome visitor, I assure you.

I am going to give you a brief outline of our trip since we left our charming city. We took the train Sunday evening, February 3, reaching Detroit in time to take the sleeper for Buffalo, arriving there at 7:30 a. m., whence we took the "Flyer" on the New York Central, arriving at New York at 7:30 p. m. Quick traveling, was it not? We remained in New York until Thursday, when we boarded the stanch steamer Orinoco for these justly famous islands. What a wonderful change we experienced! When we left New York, snow covered the ground, the weather was very cold and altogether dreary and disagreeable. On our arrival here, in less than three days' sail (and it should be accomplished in two days), we found the birds singing, the trees as rich in foliage as with us in July, and beautiful roses of every hue and color and all other flowers in full bloom and in great quantities. Here the oleander grows wild—no matter which way one turns, he sees it in immense quantities. They are in bloom now and look very beautiful. The cactus also grows wild and of remarkable size. There are several large cactus trees on the island that are always a great curiosity to the strangers; it is not unusual to see 200 blossoms on one plant. The Easter lilies are grown here in great quantities. It is a very common thing to see a field of several acres in almost any direction you go, entirely covered with these rare gems. They are much larger and more beautiful than the calla, and are now just commencing to bloom. We will take a case of them home with us, and will take pleasure in sending some to THE TRADESMAN office. Palm trees in great variety grow here, and some of them are very beautiful. The most beautiful species is the Royal Palm. There are several calabash trees on the islands. Some fine specimens of the India rubber tree and groves of palmetto are here and there to be seen. Among the more striking flowering and ornamental trees and shrubs cultivated in the gardens may be noted the poinsettia, the Bouganvillea, the Pride of India, Night Blooming Cereus, the red and white hibiscus, the bamboo, the Christmas bush, castor oil tree, the singular shell plant, the aloes, the Spanish bayonet and the graceful pigeon berry tree. The maiden hair fern grows everywhere and are very beautiful. Oranges, lemons, bananas, grapes, loquats, papaw, figs, pomegranates and melons grow here, but not as plentifully as they would if more care was given them. Potatoes and onions are the staple vegetables grown here for export, although peas, French beans, carrots, turnips, radishes, cabbage and parsnips are now in the market. The islands are much more extensive than I had supposed, the combined superficial area being about nineteen square miles, the population about 15,000—90 per cent. of which are colored. The separate islands forming the group have been variously estimated at from 150 to 500. They are mostly mere rocks, a few only being more or less verdured and not more than twenty are inhabited. Only five of the islands, Bermuda mainland, Saint George, Darrels, Somerset and Ireland are of any considerable size. As one approaches, the view of the land is exceedingly picturesque. The light-house on Gibb's Hill is 245 feet above high water level, while the light-house proper is 130 feet high and can be seen at a distance of thirty to thirty-five miles. It is seven miles from Hamilton and is a very beautiful drive. There are about 100 miles of splendid roads on the island. The basis being coral, they are necessarily hard and white, in many instances cut through solid rock ten to twenty feet deep. This work was done by the convicts stationed here several years ago, and indicates an immense amount of work accomplished by them. The water on the reefs and coasts is of an exceptional brilliancy, its matchless clearness and limpid transparency striking the newcomer at once. The coloring is indescribable. One of the attractive features of the place as seen from any point are the white houses, made from the coral stone obtained on the island. Roofs, chimneys and all are immaculately white and look very beautiful surrounded by the luxuriant green foliage. There is no fresh water on the island except as obtained by the storage of rain in tanks. Every house of any pretensions has one or more such tanks. Indeed, the law obliges provision to be made when houses are built for this essential reservoir. The British government keeps a regiment of soldiers stationed here constantly. The red coats are ever present on the streets in great numbers. The fortifications are extensive and formidable. Three or four men-of-war, including the flagship of the North American fleet, rendezvous here for several months every winter and add materially to the gaiety of the place. Exclusive of these is a captain, superintendent and a staff of naval employes, including 200 seamen, 150 marines and nearly 800 dock-yard laborers. The largest floating dock in the world is here (Ireland Island). It weighs 8,200 tons, draws when light eleven feet of water, and when sunk for docking a large iron-clad, fifty feet. It took over two years to build it, and cost a quarter of a million sterling. A visit to the dock-yard is one of the standard attractions and amply repays one for the trouble. The climate is mild but essentially damp and variable. The business man will certainly find this a haven of rest, as it is entirely isolated from the outer world—no telegraphic or cable communication, and mail only once a week. The islands represent the coral-reared summit of an isolated submarine mountain rising abruptly on the bed of the Atlantic from a depth of 2,000 fathoms and to a height about equal to that of Mont Blanc. Cape Hatteras, which is the nearest land, is distant 625 English miles, and 726 miles from New York.

The hotel accommodations are good.

There are several very large and well-kept hotels on the island, the two largest, the Hamilton and Princess, being kept open only from December 20 to April 1. There are, however, several really good hotels open the year round and quite a number of good boarding houses. The Scarborough House is beautifully located and is undoubtedly the nicest place to stop, but the difficulty is they can accommodate only a very limited number. Livery hire is very reasonable and the rigs are all first-class. Double rigs cost \$1 per hour and single rigs \$1 for the first hour and 50 cents per hour for the balance of the time.

I am feeling splendidly. Am much benefited by my sojourn here—and I take great pleasure in recommending this as the best place in the world for anyone seeking entire rest.

Yours Sincerely,
 W. H. Hoops.

P. S.—We sail for home on the steamer Orinoco on Feb. 28 and will reach Grand Rapids about March 7.

There are always risks in business. It should be a question of how few a firm can take and keep up with competition. It is not too late this year to start right in this matter, and a good rule to apply is for any man who is in doubt about extending a credit to give himself, in a large majority of cases, the benefit of the doubt.

TO MONTANA, OREGON AND WASHINGTON.
 If you are going west bear in mind the following facts: The Northern Pacific owns and operates 287 miles, or 57 per cent. of the entire railroad mileage of Montana; spans the territory with its main line from east to west; is the shortest line to Helena; the only Pullman and dining car line to Butte, and is the only line that reaches Miles City, Billings, Bozeman, Missoula, the Yellowstone National Park, and, in fact, nine tenths of the cities and points of interest in the territory.

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 The furniture factories here pay as follows for dry stock, measured merchantable, mill cuts out:
 Basswood, log run 13 00/15 00
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 WILLIAM F. WURZBURG,
 General Partners.
 ZACHARY T. ALDRICH,
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 Dated, Grand Rapids, Jan. 28, 1889.

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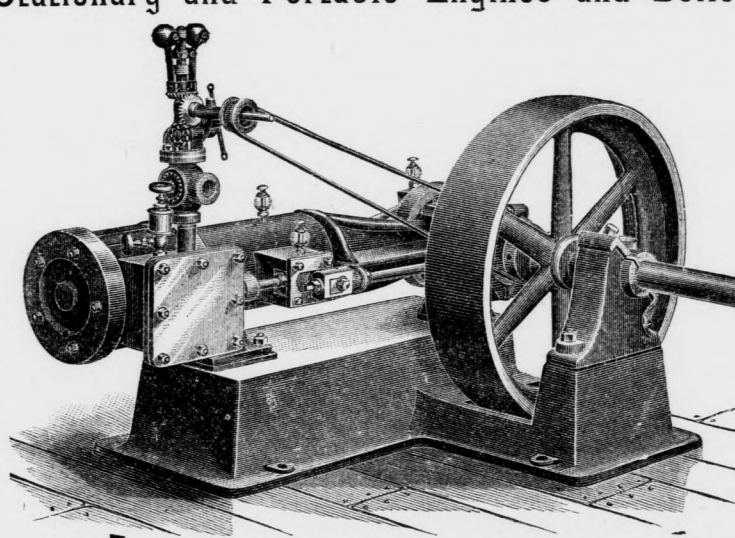
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The trade of all market men and meat dealers is solicited. Our Wholesale Branch House, L. F. Swift & Co., located at Grand Rapids, always has on hand a full supply of our Beef, Mutton and Provisions, and the public may rest assured that in purchasing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

Swift and Company,
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W. C. DENISON,
 GENERAL DEALER IN
Stationary and Portable Engines and Boilers.



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

Estimates Given on Complete Outfits.
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 Big Rapids, Mich.
 MANUFACTURERS OF THE JUSTLY CELEBRATED
"M. C. C." "Yum Yum"
 The Most Popular Cigar. The Best Selling Cigar on the Market.

SEND FOR TRIAL ORDER.

RINDGE, BERTSCH & CO.,
 Manufacturers and Wholesale Dealers in
BOOTS and SHOES

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

W. STEELE
Packing and Provision Co.
 GRAND RAPIDS, MICH.

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

LARD
 strictly Pure and Warranted, in tierces, barrels, half-bbls., 50 lb. cans, 30 lb. cans, 3, 5 and 10 lb. pails
Pickled Pigs' Feet, Tripe, Etc.

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

CURTISS & Co.,
 Successors to CURTISS & DUNTON.
 WHOLESALE
Paper Warehouse,
 Houseman Building, Cor. Pearl & Ottawa Sts.,
 GRAND RAPIDS, MICHIGAN.

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

ANY JOBBER WILL BE GLAD TO FILL YOUR ORDERS.

Oranges!
 We are wholesale agents for the Fancy California Mountain Seedlings and headquarters for all kinds of Messina oranges.
POTNAM & BROOKS.

I. M. CLARK & SON,
 If our Travelers do not see you regularly, send for our Samples and Prices before purchasing elsewhere. We will surprise you.
 Mail Orders always receive prompt attention and lowest possible prices.

Wholesale Grocers
Arctic Baking Powder,
Arctic Bluings,
 Arctic Inks and Mucilage,
RED STAR BAKING POWDER,
 English Standard Extracts

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

O. E. BROWN
MILLING CO.

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

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