

The Michigan Tradesman.

225

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GRAND RAPIDS, WEDNESDAY, APRIL 3, 1889.

NO. 289.

Eaton, Lyon & Co.Base Balls,
Rubber Balls,
Marbles.Base Ball Bats,
Fishing Tackle,
Archery,
BOXING GLOVES, STATIONERY.**Eaton, Lyon & Co.,**
20 and 22 Monroe St.
GRAND RAPIDS, - MICH.**CREOLE STRAIGHT CUT.**To all Merchants Handling Cigarettes:
A new era has been reached whereby all dealers
selling cigarettes may now make a larger profit
than heretofore on any other brand. The**CREOLE STRAIGHT CUT.**Which has recently been introduced into the
State is becoming very popular. It being the only
straight cut sold for five cents, thus giving the
dealer a cigarette with which he may please all
classes of cigarette smokers. The same are nicely
put up in packages of ten and packed with ac-
cessories. There is also a variety of other
inducements, a notice of which is contained in
each package.Give the CREOLE a trial and you will
find it a big seller.Sold by all Grand Rapids Jobbers, and manu-
factured by
S. F. HESS & CO.
ROCHESTER, N. Y.

Manufacturers of High Grade Cigarettes.

F. J. DETTENTHALER,
JOBBER OF**OYSTERS**

OYSTERSAnd Salt Fish.
Mail orders receive prompt attention.
See quotations in another column.
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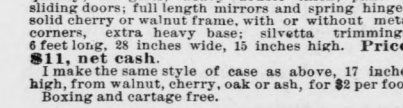
Grand Rapids, Mich.

A. J. BOWNE, President.
GEO. C. PIERCE, Vice President.
H. W. NASH, Cashier.**CAPITAL, - - - \$300,000.**

Transacts a general banking business.

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

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.I make the same style of case as above, 17 inches
high, from walnut, cherry, oak or ash, for \$2 per foot.
Boxing and cartage free.
D. D. COOK,
106 Kent St., - Grand Rapids, Mich.**EDMUND B. DIKEMAN**

THE GREAT

Watch MakerAND **Jeweler,**44 CANAL ST.,
Grand Rapids, - Mich.

Look Out

For

Geo. T.**Warren****& Co.'s**

New

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Cent

Cigar.

G. M. MUNGER & CO.,
GRAND RAPIDS.Successors to Allen's Laundry.
Mail and Express orders attended to with
promptness. Nice Work, Quick Time
Satisfaction Guaranteed.**W. E. HALL, Jr., - - - Manager.****DANIEL LYNCH**Successor to FRED D. YALE & CO.,
Manufacturer ofFlavoring 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.

IRWIN & CO'S
APOTHECARYS BRAND.**Los Doctores**
CUBAN HAND MADE HAVANA CIGARS10 CIGARS
3 for 25 Cts.
FREE FROM ALL ARTIFICIAL FLAVORING**DOCTORES**
EVERY CIGAR BRANDED"Is free from AR-
TIFICIAL FLA-
VORING, is a ci-
gar 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.**J. H. I. Cigar.**

The Very Best Nickel Cigar in America.

Hazeltine & Perkins Drug Co.,

Wholesale Agts., Grand Rapids

Millers, AttentionWe are making a Middlings
Purifier and Flour Dresser that
will save you their cost at least
three times each year.They are guaranteed to do
more work in less space (with
less power and less waste)
than any other machines of
their class.Send for descriptive cata-
logue with testimonials.**Martin's Middlings Purifier Co.,**
GRAND RAPIDS, MICH.And all dealers are invited to send sam-
ples and write for prices that can be ob-
tained in this market.
We do a COMMISSION BUSINESS
and our aim is to obtain the highest mar-
ket price for all goods sent us. Not only
BEANS
but also ALL KINDS OF PRODUCE.
We can sell as well as anyone.
We invite correspondence.
BARNETT BROS.,
159 So. Water St., CHICAGO.**FINE**
FRESH
AND
FRAGRANT.
"FLOR DE MOEBES,"
Straight 10c.
"BEN HUR,"
3 for 25c.
"Record Breakers,"
"Detroit Sluggers,"
Favorite 3-Centers.Sold by Dealers Everywhere.
ASK FOR THEM.MANUFACTURED BY
GEO. MOEBES & CO.,
92 WOODWARD AVE.,
DETROIT.**HEYMAN & COMPANY**
Show Case
MAKERS.

Prices Lower than Ever

QUALITY THE BEST.

Write for Prices.

63-65 CANAL ST.

W. H. BEACH,

WHOLESALE DEALER IN

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

BALED HAY A SPECIALTY.

HOLLAND, - MICH.**WESTFIELD WHIPS.**

Save Freight

AND ORDER OF

GRAHAM ROYS, Agt.,54 LAKE AVE.,
GRAND RAPIDS, - - - MICH.**GRAND RAPIDS****Paper - Box - Factory.****W. W. HUELSTER, Prop.**Paper Boxes of Every Description Made to
Order on Short Notice.

We make a specialty of

Confectionery, Millinery and**Shelf Boxes.**All work guaranteed first class and at low
prices. Write or call for estimates on anything
you may want in my line. Telephone 850.**OFFICE AND FACTORY,**
81 & 83 Campau St.,
GRAND RAPIDS, MICH.**THAT HONEST FARMER.**
[Dedicated to the farmer who packed my last
barrel of apples—in hopes to get even with him.]
Who, when he packs his apple crop,
The biggest fruit puts in the top?
That honest farmer.Who, when he makes a bale of hay,
Hides rocks inside to make it weigh?
That honest farmer.Who, when he is pure butter yeans,
Puts oil of oleo in the churn?
That honest farmer.Who skims the milk until its blue,
And adds some chalk and water, too?
That honest farmer.Who stuffs the turkey's crop before
It's killed to make it weigh some more?
That honest farmer.Who cuts the spurs from roosters old,
And labels them spring chickens, bold?
That honest farmer.Who sends bob veal to market so
Health officers will never know?
That honest farmer.Who offers board with bounteous fare,
"Fresh from the farm" and free as air?
That honest farmer.Who feeds canned vegetables few
To boarders starved and roasted, too?
That honest farmer.Who wants a dinner and some notes
Of Uncle Sam before he votes?
That honest farmer.Who goes to town to lay a trap
To catch the bunco steering chap?
That honest farmer.Who, when he's caught himself, bewails
The wicked world where fraud prevails?
That honest farmer.**THE COPPERING PET.**I was wandering through the suburbs
of one of our smallest and most vener-
able seaport towns, when I came upon
the graveyard. One of the graves par-
ticularly attracted my attention. It was
covered by a large and flat stone, which
bore an inscription reading as follows:"Here lies the body and worldly sub-
stance of Captain William Mereen, a
skipper of this port, and father of Polly
Mereen, who sailed from here in the
Coppering Pet, in July, 1869. In 1891
he was born in this town, where he died
in 1871. The body shall remain here un-
til resurrected by the last trump, and the
worldly substance shall stay with it un-
til his daughter Polly shall raise this
stone and take from under it her own."As I was turning away from the grave,
I saw on the road an elderly man ap-
proaching. I had met him before. He was
a weather-beaten personage, with a
seafaring demeanor, and his name was
Wonderment Sanchez. I saw he was in
a hurry, but I stopped him and asked if
he could explain the inscription on this
tomb."It's curious," he said, "that you should
ask me such a thing at this time. The
Coppering Pet is a lynch off the bar; I've
been a watchin' fur her fur years, and I
can't be mistook in her. She'll come
over at high water, and I've been to hunt
our pilots, but all three of 'em have gone
up the river fishing. I'm no pilot, but
I'm goin' out to the Pet in my boat. The
captain ought to know the bar, fur he
was raised here, and perhaps he'll bring
her in himself. If you like, I'll take
you out with me, and I'll tell you all
about that tombstone on the way."I replied that nothing would please
me better, and in fifteen minutes we
were rowing over the harbor toward the
bar."Billy Mereen," said Wonderment,
"was an old friend of mine. He made
many voyages and brought back many
cur'us things, principally made out of
whales' jaw bones. He had a great
liking fur such matters, and he'd had
his own bones made of whales' jaws if
he could a done it. He had one child,
named Polly, and her mother died when
she was little. Nine years ago, when
Polly was about eighteen, she married
young Alba, of this town, and sailed
away as is stated on that stone. Two
years after that the old man died, and he
left all he had to Polly. As I've been
told, everything was turned into money,
which was put into an iron box and buried
under his gravestone. Accordin' to
directions he left, the money is to wait
there fur her fur a hundred years, fur
some of the women Mereens live a long
time. If she don't come fur it in the
hundred years, the money is to be given
to the oldest man in the town, and when
he dies to the oldest one left, and so on
until it's all gone."I thought old Billy Mereen was the
most foolish testator I had yet heard of;
but I did not say so. I suggested, how-
ever, that the iron box might be stolen."Some folks thinks," said the old man,
"that there's nothin' much in that box,
and some folks thinks there's lots. But
however 'tis, there's no man in this town
would touch that grave."I was greatly interested in this story,
and was almost as anxious as old Won-
derment himself to get out to the *Cop-
pering Pet* and see what would come of
it all.We were soon out at sea, and as we
approached the vessel I saw that Won-
derment had not been mistaken. Her
name, the "*Coppering Pet*," was painted
in fresh white letters on her bow. As
she lay to, before a moderate breeze we
were soon on board.When we reached the deck, Won-
derment asked for the captain."All right, sir?" said a sailor, "she is
coming."The old man and I opened wide
our eyes, but none too wide for the sight
we saw. Up a short companion-way
there stepped a young woman, who with
a quick and sea-trained step came toward
us. She wore a close-fitting dress of
blue and a broad straw hat."Why, if this isn't Wonderment!" she
exclaimed, advancing toward the old
man with outstretched hands."I'm real glad to see you, Polly," said
Wonderment; "you're looking finely.
And how's—""He is not living," said Polly, quietly.
"I am so glad you came on board. This
is your friend, I suppose."Wonderment introduced me.
"Come into the cabin," she said, "and
I will tell you everything that has hap-
pened."When two glasses of grog had been
brought, Polly told her story. It was
not a very long one. He husband had
died about three years after they first
sailed away in the *Coppering Pet*. This
happened when they were in the Japan-
ese seas. She would have sold the ves-
sel and returned to her home, but she
found it was not easy to make suitable
arrangements of this kind; and then, be-
fore any plan could be carried out, she
heard of her father's death. When she
recovered from this new shock, she did
not want to come home, and if she sold
her vessel, she felt that she would have
no abiding place in this world, so she de-
termined to keep the *Coppering Pet*, the
only home she had; and having a compe-
tent mate and a good crew, and being
accompanied by a middle-aged Scotch
woman, who acted as both maid and
companion, she had sailed and traded in
those Eastern waters until a few months
ago, when she had determined to see
once more her native town.While Captain Polly was speaking, I
had watched her closely. She was
really a very handsome woman and her
face was but little sunburned."And now," she said, "I want to hear
everything that has happened here."Thereupon Wonderment told the story
of Captain Mereen's death and the sin-
gular disposition of his worldly sub-
stance."This is a strange story," said Captain
Polly, "and I must think it over before I
say anything about it. And now, Won-
derment, did you come out to take *Pet*
over the bar?""I didn't come fur that," said the old
man, inspired by the grog, "but though
I'm not a pilot by trade, I've been over
this bar, back-wards and for-wards, as often
as any man livin'. If any of the reg'lar
pilots had been in the town, I suppose
they'd a come, but they're away, and
here I stand ready for the job.""All right," said Captain Polly, "you
shall take us over."I was not at all satisfied with this de-
cision. When he came aboard, Won-
derment had supposed that Captain Alba
was in command, and knowing the chan-
nel, he would scarcely need a pilot. I
took Captain Polly aside and explained
the matter to her."It will soon be high water," she said,
"and I don't want to wait outside twelve
hours more. There is nobody else here,
and I am certain old Wonderment would
not offer to pilot us if he did not know
the bar. He can't help knowing it; he
has lived here all his life."It was not long after this that the sails
were set to a fresh southeastern breeze,
and we were steadily moving along to-
ward the narrow entrance to the harbor.
Wonderment stood leaning against the
foremast, his feet wide apart, and his
frequent orders were passed to the man
at the wheel. We had now almost
reached the bar. On either side of us
stretched a long expanse of sandy beach,
with a gentle surf rolling up on it."Hard-a-port! Starb'd! Hard-star-
b'd! Starb'd! D—!" shouted Won-
derment. And then there was a grate
and a grind, and the vessel stopped! We
were aground on the north beach.The next day after this, I was sitting
with Polly in the parlor of a little house
in the town where she had taken lodg-
ings. Captain Polly was much troubled,
but kept up a good heart and blamed
only herself for trusting Wonderment.I felt anxious to help her in every way
that I could, and I was now discussing
with her what was best to be done. The
Coppering Pet was high and firm upon
the north beach. Every effort had been
made by the crew and the inhabitants of
the town to get her off, but all were un-
availing. It had been decided to send to
a more northern port for a steam-tug,
and in the meantime Polly and her
woman Sarah had taken lodgings in the
town.Two weeks elapsed, during which the
Coppering Pet remained firm upon the
beach. The tug had arrived, but it had
been found too small to move the vessel.
Another and a larger one had been sent
for, and in the meantime the cargo was
being taken out and removed to the town
in lighters.During this time I saw much of Polly,
and became, indeed, her most trusted
adviser. She had no relatives in the
town, and turned to me as if I had been
an old friend. To me she was a very
charming woman, and I soon became
much more than a friend.One day I told her my love. Polly
listened to me very quietly. "I am glad
you told me this," she said, "after you
knew how poor I am, but I cannot con-
sent to drag you down.""Polly," I cried, "this has ceased to
be a question of poverty or riches. All
I ask is this—do you love me?"I looked in her eyes, and then I took
her in my arms. The matter was settled.In the course of another week the
larger tug-boat had arrived, and during
three high tides it hauled and pulled at
the stranded *Pet*, but was unable to move
her. Her captain had been paid with a
portion of the cargo, sold at a sacrifice
in the town, and he had gone away.When everything had been done, and
Polly's affairs had been placed in the
hands of a responsible business man of
the town, Polly and I were married.It was not necessary for us to stay at
this place any longer. The *Pet* would
be disposed of to the best advantage, and
the crew would remain in the town un-
til money should come in to pay them
off.It was our last day in the old town,
and as we were walking along the water
front of the town we saw a little boat
approaching, with a man in it rowing
violently."It's old Wonderment," said Polly.
And we stood to await his coming. Heran his boat ashore, and when he landed
and saw us he was so excited that he
could scarcely speak."She's off!" he gasped; "the *Cop-
pering Pet* is afloat! There was the highest
tide this forenoon we've had fur seven
year, and the men working on board
have got her off the beach. She's an-
chored now just inside the bar.""The *Coppering Pet* afloat!" cried
Polly, grasping me by both hands, while
her eyes sparkled with delight. "Where-
ever we go we'll go in her!"

And so in her we did.

On a lovely afternoon, late in the sum-
mer, we sailed out of the harbor. Ow-
ing to his repeated and earnest requests,
old Wonderment was with us, but this
time he did not pilot us over the bar.
We sailed, and we sailed over summer
seas, and were very happy.One beautiful moonlight evening we
were sitting on deck, old Wonderment
near by. "Well, said Polly, "I think,
for poor people, we are about as happy
and independent as anybody could be.""All right," said the old man; "it's
your fault, your fault. Your father left
you everything he was worth, and all
you had to do was to take it.""If he had left me anything in a regu-
lar way," said Polly, quietly, "I should
have been glad to have it. But I will
never dig in his grave to see what I can
find. I am glad that every temptation
of the kind is left far behind us.""Taint no so very far behind, either,"
said Wonderment. "As you was actin'
through agents, I made myself your
agent in this thing, and here's the box."And he dramatically arose and pointed
to a small iron box on which he had been
sitting.Polly sprang to her feet, her eyes
ablaze. "Wonderment," she cried,
"throw that box overboard!""All right," said the old man; and
over the taffrail it went with a splash.Breathing hard, but saying nothing,
Polly entered the cabin. Half an hour
afterward I stood on deck with the old
man."Wonderment," I said, "you did not
show much prudence in forcing that box
so suddenly upon Polly. You should
have told me of it, and have let me
break the matter gradually to her.""Perhaps I didn't show no prudence
in speaking so plump," said he, "but I
showed some when I made a line fast to
the leeward handle of the box, before I
said a word about it. I've hauled her on
board agin'."The next morning I talked to Polly on
the subject. "Perhaps I was too hasty,"
she said, "but I was angry. If my
father wanted me to have the box, it may
be that I should have taken it.""Well, you can take it now," I said.
And then I told her about the line on the
leeward handle.We went into the cabin, where upon a
table stood the box which I had opened."Yes," said Polly, "looking into the
box, I remember them well. They are all
made of whales' jaw bones. Some of
them are spectacle cases and some to-
bacco boxes, and some, I suppose, in-
tended to hold matches. And now I
hope that you and Wonderment are sat-
isfied.""If I was you," said the old man,
going up to the box, "I'd see what was
in these tobacco boxes." And one by
one he opened them and emptied the
gold coin they contained upon the table.

"Now," said he, "I'm satisfied, too."

FRANK R. STOCKTON.**Rather Embarrassing to the Girl.**A young woman brought a ring to a
jeweler the other day and requested him
to reset the stone, which she said was
loose. She spoke of it as a diamond
solitaire. The jeweler took the ring and
said he would attend to it. As the cus-
tomer was leaving the store, the jeweler
called her back and said: "This stone is
glass, ma'am—I want you to understand
that."The young woman colored up and ex-
claimed, with wrath in her voice: "It's
no such thing—it's a real diamond.
Glass, indeed?""Excuse me, ma'am," politely rejoined
the jeweler, "it is nothing more than a
piece of common crystal or glass. There
is no doubt whatever about it.""But it was a present given to me last
Christmas by a very dear friend, who
wouldn't think of giving me a sham
diamond," the young woman persisted."I'm sorry, ma'am," replied the jew-
eler, "somebody's been deceived, very
likely, but this stone is absolutely worth-
less—a chip of glass."Well, the young woman argued still
further about the ring and insisted it
was very valuable, and at last took it
away with her, saying that she would
take it somewhere else to be repaired.She was nearly in tears when she left the
store.After she had gone, the jeweler said
to me: "I did not want to hurt that girl's
feelings, but when a ring of that kind
is given to a young woman, she is under-
standing that the stone is valuable. If
I did not I should run the risk of
having that young woman come back
after she had discovered that the stone
was not a diamond, and accuse me of
changing it in the resetting. Such a
charge was once made against me under
circumstances of this kind, and since
then I have followed a cautious policy
for my own protection. That girl was
honest, I've no doubt, but I cannot
afford to take any chances."Considerable confusion exists with
reference to the use of the term "base,"
it being quite frequently employed to
designate forming substance, such as
fats, lard, petrolatum, etc. In ointments,
suppositories, plasters, etc. It is gen-
erally being conceded, however, that the
active ingredients of a mixture is the
base, as it is the medicinal basis of the
compound.**Some Points on Tea.**
From a Cup of Tea, by J. M. Walsh.The tastes of communities differ, and
a dealer must study and learn the par-
ticular kind and flavor of the tea best
adapted to the locality or town he is
doing business in. This can be accom-
plished by a series of experiments with
various kinds of tea, and noting the
character and quality that gives the
most general satisfaction. A tea that
may suit one community will not sell at
all in another. The dealer must learn
himself what tea best suits his trade. It
is much easier to describe what flavors
to avoid than to make known what will
be best adapted to a particular locality.Generally in a manufacturing district,
or among working classes in this country,
dark-leaved, heavy-bodied Foochoos and
Amoy oolongs will prove

DOUBLE TAXATION.

It is the stock argument of spread eagle orators that in this "land of the free and home of the brave" everyone contributes his proper quota to the support of the government, national and state; that all are taxed fairly and equitably; that no preferred classes are permitted to exist.

Such appeals to the pride of the patriotic sound well and tend to send the blood tingling through the veins. But when these statements are weighed and examined, it is found that they are—in one respect, at least—the veriest buncombe. For instance, the State of Michigan imposes a tax of 3 per cent. of the premium receipts of all fire insurance companies not actually organized in this State. This tax is, therefore, levied on insurable buildings—not on the bare land. The result is, the owner of insurable property pays taxes twice—once to the tax collector and again to the insurance company. The latter turns the tax over to the Insurance Commissioner, and that officer turns \$130,000 a year over to the State Treasurer, who passes it to the general fund, where it reduces the annual taxes by just that amount. The objection still remains, however—the man who owns insurable property is subject to double taxation.

There is a bill now pending in the Legislature to remedy this evil, yet apathy on the part of the very men who suffer most from this abuse is likely to allow it to die. Again THE TRADESMAN asserts, without fear of contradiction, "Business men are too often blind to their own interests."

JOHN BRIGHT.

The death of John Bright was announced Wednesday morning. It had been anticipated for a day or two, and has been imminent for many weeks. The event is marked in this country as in England by an earnest expression of deep regret. John Bright made himself dear to America in her time of severest trial, by his splendid appeal to his own countrymen in our behalf, and he was at all times a hearty and brave advocate of those general principles upon which free government rests. He sympathized with the Republic, believed in it, hoped for it, and never despaired of it. When it came down to questions of policy he was absurdly intolerant of our protective system, as it prevented him securing a market in this country for the product of his Birmingham mill; and, when at the same time, he broke away from Gladstone and tied himself with the shoe-strings of the Tory opposition to Home Rule, we saw in that simply the decay of his mental powers. In the main he was right, and when he was right he was grandly and heroically so. His was the character which has truly the courage of its convictions, and when in 1882 he resigned from the Gladstone Cabinet because he would not share the iniquity of the bombardment of Alexandria, and the Egyptian war, he illustrated his own moral bravery, and his determination to preserve unbroken his consistent record as the friend of international justice. England has had few sons cast in so remarkable a mould as John Bright.

AMERICA'S ADVANTAGE IN JAPAN.

Japan is discovering a way to circumvent her European oppressors without fighting them. The treaties of 1868, by which she was deprived of her autonomy in the matter of customs, duties and of all jurisdiction over resident foreigners, confined those foreigners to certain treaty ports, after the fashion of the treaties with China. But the Imperial Government now offers the freest intercourse with all parts of the country in exchange for the surrender of the two objectionable concessions of 1868. Already treaties have been negotiated with Mexico and the United States on this new basis. The British trade journals are calling the attention of their own governments to these large concessions, and to their worth from a commercial point of view. They say that with these advantages Americans will be able to monopolize the trade of the Empire, especially as their more generous policy commands the good will of the Japanese people and their government. It is hinted very plainly that in comparison with this larger liberty of intercourse, the advantages wrung from Japan in the treaties of 1868 are of very little value. We hope the European powers which are parties to those treaties will take this view of it, and that at an early date Japan will be acknowledged as possess-

ing all the rights and immunities secured to the nations of Christendom by the rules of international law.

"Imitation is the sincerest form of flattery." THE TRADESMAN was the first trade paper in the country to introduce the "Visiting Buyers" feature, which has since been copied by several other trade journals.

Purely Personal.

Chas. E. Olney is expected back from Santa Barbara about May 1. John G. Shields will return to Colorado Springs the fore part of next week.

N. B. Clark is making a tour of the Ohio valley cities, making contracts for bark for the coming season.

E. A. Mosely has returned from Mexico well pleased with his trip and the sights he saw during his absence.

Chas. J. Reed, Secretary of the Grand Rapids School Furniture Co., leaves for the Hot Springs on Thursday.

Geo. H. Hess, Jr., son of the Chicago furnace manufacturer, was in town yesterday, the guest of his uncle, Wm. T. Hess.

Gaius W. Perkins, President of the Grand Rapids School Furniture Co., returned from the South yesterday. His wife accompanied him home.

The sympathy of the trade will go out to Henry Idema and wife in the loss of their oldest son, a bright lad of six years. The interment took place on Saturday.

H. F. Hastings and John W. Blodgett sail from New York on June 12 on the steamship *Aller* of the North German Line, landing at Southampton and spending a short time in England. Four weeks will then be spent at Carlsbad, when a couple of months will be consumed in visiting the principal points of interest in France, Spain and Italy.

Gripsack Brigade.

Perley W. Hall, who has been ill at his home in Benton Harbor for about ten days, has started out on his route again. Ionia Standard: Emory W. More, of this city, is now traveling for a Grand Rapids fruit house. He carries his grip like a veteran.

Louis Immeget, State agent for the Catlin Tobacco Co., of St. Louis, will spend the next two months in this city, having established himself on Summer street. He is accompanied by his wife.

Merchant Traveler: Commercial men should not allow their agitation in favor of a uniform and interchangeable mileage ticket to cease. The subject has been brought up in many legislatures and is discussed by the press of the entire country. There is practically no argument offered by its opponents other than the old stock stories, which cannot be considered arguments at all. The proposition is an eminently fair one and the adoption of such a system would inure to the benefit of the railroads as much as of the commercial fraternity. Travelers have a right to ask consideration at the hands of the railroads and the latter will find it more to their advantage to meet the mercantile community half-way. In no spirit of hostility to the railroads, it may be said that the commercial men have done a great deal more for railroads than railroads have ever done for them.

Status of the Michigan Knights of the Grip.

GRAND RAPIDS, March 29, 1889.

To the Members of Michigan Knights of the Grip:

It is due to each of you to know the condition and progress of the work of our officers and members.

For the short time of six weeks since our organization at Lansing, the results have far exceeded our most sanguine expectations. The first membership blanks were issued February 25, and from that date until March 30, we have granted memberships to 333.

Letters of instructions to our Vice-Presidents were promptly forwarded to each of them and in every instance prompt replies have been received, and letters asking advice and reporting progress of each are continually being received, showing earnest work on their part and that our confidence in their ability was not misplaced; that when the final roll call shall be made on the amendment that is of so much importance to every commercial traveler in the United States, the votes of the honorable gentlemen from Michigan will be found in our favor. Every Knight of the Grip can enjoy no small degree of satisfaction in knowing that Michigan commercial travelers did their part.

The chairman of the different committees are promptly and systematically forming their plans and ideas for future work and soon good results will show the effectiveness and desirability of this part of our organization. Each member is earnestly requested to aid or suggest to any officer or committee member any ideas that will be of benefit to our association.

I would most earnestly urge upon every member the importance of keeping a supply of application blanks in your sample case and the securing of the name of every commercial traveler you meet on our application blanks, as it is their influence we need quite as much as their money. There is not a commercial traveler in our State but can afford to become a member.

I will be pleased to forward any information or blanks at any time.

Very truly yours,

L. M. MILLIS, Sec'y.

Vermontville—Blair & Barrett, dealers in harness and agricultural implements, have dissolved, Mr. Barrett continuing.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

T. W. Greenley succeeds H. B. Huston in the hardware business.

Wm. Robinson & Co. have purchased the meat market of the late Martin Mohrhard, at 194 East Bridge street.

Malone & Watkins succeed Alexander & Malone in the produce business and A. J. Watkins in the meat business.

D. E. Lattin & Son, general dealers at Scottville, have added a line of groceries. Hawkins & Perry furnished the stock.

J. P. Ferguson will shortly open a new drug store at Middleville. The Hazeltine & Perkins Drug Co. is putting up the stock.

White & White expect to open their new drug store on Saturday, The Hazeltine & Perkins Drug Co. having delivered the entire stock.

Amos S. Musselman & Co. have shipped a new grocery stock to Jas. Allen, at Celar Springs, whose stock was destroyed in the recent fire at that place.

Foster, Stevens & Co. have finally foreclosed their mortgage on the Frank Rose hardware stock, which will now pass into the possession of E. H. Foster, Fife Lake.

Caswell Bros. have removed their flour and feed business to 11 No. Ionia street, occupying the store vacated by Cary & Loveridge. The latter will office with the firm for a few weeks.

Olney, Shields & Co. have taken possession of the M. P. Hedges grocery stock by reason of a bill of sale. Mr. Hedges has decided that the grocery business has no attractions for him.

N. B. Clark has formed a copartnership with W. A. Phelps, of Whitehall, under the style of N. B. Clark & Co., to continue the hemlock bark business heretofore conducted by each partner independently. They will make a strong team.

Chas. H. Leonard has invented, and applied for a patent on, a combined creamer and refrigerator. The invention involves a new application of an old principle, doing away with the pumping of water, which necessitates the use of expensive tank and coupling attachments, with the consequent liability of frequent repairs. The cans are easily lifted out of the creamer, when cleaning is necessary, and the entire device is as simple and complete as possible.

AROUND THE STATE.

Blanchard—H. H. Knapp has opened a harness shop.

Mapleton—Alex. Lardie is selling out his general stock.

Owosso—Dr. J. W. Kirtland has opened his new drug store.

Bellaire—E. J. Childs will re-engage in the furniture business.

Benton Harbor—A. L. Smith has sold his furniture business to Wm. Gates.

Elk Rapids—W. A. Sprague has moved his harness stock to Detroit.

Grayling—Maurice J. Finn has sold his general stock to L. Jensen & Co.

Saginaw—F. C. Achard has sold his hardware stock to C. J. May & Co.

Flint—Beal & Joslin succeed J. H. Shackleton in the hardware business.

Flint—W. F. Todd & Co. succeed E. M. (Mrs. F. E.) Morse in the drug business.

Boysie City—P. F. McIntyre succeeds Chase & McIntyre in the hardware business.

Flint—Mrs. Hannah C. Livermore has moved her millinery stock to East Saginaw.

Grand Haven—J. C. Vanderveen has sold his boot and shoe stock to A. Juistema.

Mulliken—A. F. Shinkle succeeds E. L. (Mrs. Oliver A.) Halladay in the grocery business.

Petoskey—L. G. Grimes succeeds E. Grimes & Co. in the furniture and crockery business.

Chesaning—Adolph J. Perot succeeds Perot & Goetzlin in the dry goods and grocery business.

Kalamazoo—Dr. McKibbin, late of Marion, Ind., will open a drug store on the corner of Burdick and Water streets.

Prairieville—A. H. Dodge and C. B. Robinson have opened a furniture and undertaking establishment.

Greenville—Guild & Albertson, the dry goods dealers, have dissolved partnership. Mr. Guild retiring.

Nashville—A. R. Wolcott has sold his interest in the elevator firm of Wolcott, Smith & Co., to H. A. Brooks. The new style will be Smith, Townsend & Co.

Manton—Frank Rose having relinquished his hardware stock to creditors, will hereafter devote his entire attention to his brick and cant hook manufacturing business.

Sparta—Fred Clifford and Cal. Crane are putting in shelving, counters and other fixtures and getting the store formerly occupied by J. R. Harrison ready for business again.

Cadillac—The balance of the McAdam dry goods stock has been sold to Edison, Moore & Co., of Detroit, who are now arranging to secure the location of another dry goods store here.

Vicksburg—Barney Julius will occupy the store lately vacated by E. T. Trimmer with his clothing stock.

Hastings—Ira Van Valkenberg succeeds Spangemacher & Van Valkenberg in the furniture and undertaking business.

Hubbardston—L. E. Gardner has removed his grocery and boot and shoe stock to Battle Creek and will take in a partner.

Cheboygan—H. Chambers has removed his dry goods and carpet stock from Elsie and will open up in his old store room about the 15th.

Hartland—G. W. Wallace will shortly open a general store. He has been a clerk for several years and stands well in the community.

Newaygo—Frank Standish has retired from the book and stationery firm of Geo. E. Taylor & Co. The business will be continued by the remaining partner under the style of Geo. E. Taylor.

Decatur—Chas. Schuster, who sold his dry goods stock some time ago, has lately disposed of his clothing stock and will spend the summer in Germany, re-engaging in trade in a larger town on his return in the fall.

Allegan—L. Perrigo has sold a half interest in his extract and patent medicine business to Bartram & Millington, of Paw Paw, to which place he has removed. The business will hereafter be conducted under the style of L. Perrigo & Co.

Charlotte—The store lately occupied by J. Q. Thomas & Co. is to be overhauled and repaired, a modern front put in and the building otherwise improved. When completed it will be occupied by W. M. Davis & Co., with a line of undertaking goods.

Manistee—Nelson & Waal have assigned their harness stock to P. W. Niskern. The liabilities are about \$1,300, which is about the value of the stock. Two exemptions and a \$300 secured claim will probably leave the other creditors about 25 cents on the dollar.

Vicksburg—E. T. Trimmer, who has been engaged in general trade here for the past twenty years, has sold his dry goods and boot and shoe stock to C. Conrad, of Woonsocket, Dak., and will go on the road for Myron F. Thomas, of Boston, traveling in the States of Dakota, Iowa and Nebraska. He will make his headquarters at some central point in Iowa.

MANUFACTURING MATTERS.

Reed City—E. Brooks Martin succeeds Morris & Martin in the milling business. Reed City—Wood Jackson succeeds Jackson & Cavis in the manufacture of cigars.

Moorestown—Moore, Weed & Co.'s saw and shingle mill burned last Thursday, with a loss of \$2,500.

Rodney—Gordon Earl has purchased a tract of pine and cedar near Glen Arbor and will remove to that place in about a month.

Onekama—The Onekama Lumber Co. has decided to go out of the merchandise business as soon as the present stock is disposed of.

Charlotte—Jno. D. Klock & Co. have engaged in the manufacture of cigars under the style of the "Purity Cigar Factory."

Holly—Geo. E. Pomeroy has sold his lumber business to the Holly Lumber and Manufacturing Co. He still retains his coal business.

Saginaw—The Ring-Brady Co., manufacturers of furniture, have uttered chattel mortgages and been burned out—and will probably be sign.

Sparta—The Sparta Mills, which have been refitted with full roller process, will start up again next week under the management of R. A. Hastings.

Detroit—J. B. Delbridge, N. Cameron and F. J. Dingeman have gone into the manufacture of sash, doors and blinds under the style of Delbridge, Cameron & Dingeman.

Muskegon—Hovey & McCracken are putting in two band saws to replace a circular. The Thayer Lumber Co. will put in a compensating gang, and a 10-blocker shingle machine.

Woodland—The Woodland Roller Mill Co., Limited, has been formed for the purpose of erecting a mill and carrying on a roller mill business. R. T. F. Dodds, of the Delton Mills, is President of the company.

Detroit—The Detroit Coopers Co. is succeeded by H. Doyle, the secretary, treasurer and manager, who will continue the manufacture of coiled hoops, staves and head linings under the style of the Detroit Hoop & Stave Co.

Wayne—C. F. Blackman and James Johnson, composing the newly-formed firm of Blackman & Co., were recently arrested at the instance of E. R. Ayers & Co., of Saginaw, under the fraudulent debtors' act, on the claim that Blackman & Co. had disposed of lumber obtained of them and quit business, without trying to pay their debts. Ayers & Co.'s claim is for \$1,500, and the defendants were held in \$1,500 bail each and placed in charge of a constable, who permitted them to go to their homes for the night, when they took advantage of his good nature and fled to Canada.

Popular Courtesy Ignored.

"There are very few smokers who will hesitate to ask an utter stranger for a match, and men who might pass each other on the street every day for weeks without even a nod of recognition will exchange 'lights' in a smoking-car without the slightest restraint." So spoke a young man to a group of friends, the other day.

"But," he continued, "I met a man yesterday on the cars who was an exception to the rule. I was passing through the smoker with a cigar all ready to light, and felt in my pocket for a match. He gave me a cold stare, and paid no attention to my request."

"Was he deaf?" asked one of the crowd.

"No, he was handcuffed, and I felt like a thief when I discovered it, too," was the sad reply.

Pencil Portrait of a Detroit Jobber.

From the Detroit News.

Tall, full-bearded, thin-faced, with the students' pallor, steady-eyed, grave but amiable, Mr. J. H. Thompson, of the firm of J. H. Thompson & Co., has a strong and stable presence; evidently marked for success in any sphere of life.

That he sought a commercial career may well be doubted, since he began it at an age when a boy's choice turns unerringly as well as lightly to fun and frolic. He was born in Liverpool, England, in 1848, and came to America with his parents when three years old.

His first venture in business was in carrying papers for the news stores in Windsor, and it is needless to say that he was faithful in the small things and therefore worthy of the larger trust. In 1865 he, like scores of others in the limited field of the slow-going Dominion, moved across the river and took up a permanent residence in Detroit. Here he clerked it for a short time with Dickerson, the hatter, and changed his place of employment for the firm of Evans & Walker, in the spice trade, with whom he served three years. He was then secured by Johnson & Wheeler in the same line, and remained with them until he went into business for himself, a period of ten years.

It was as the junior partner of the firm of S. M. Tyler & Co. that he entered business as a principal and in the line with which his long experience and close attention had made him familiar, that of teas, coffees and spices. In 1884 he became the head of the firm of J. H. Thompson & Co., formed in that year, and has successfully conducted the business until it now rests on a broad and ample foundation. Mr. Thompson is a member of St. John's Episcopal Church and takes an active part in church affairs. He is a member of the A. O. U. W. and Royal Arcanum benefit associations; is happily married and is the father of three children. He is one of the best specimens of Detroit's stable and conservative business men.

Bank Notes.

F. W. McKinney is endeavoring to organize a State bank at Manistee with a paid-in capital of \$50,000.

John D. Wallace succeeds Jas. L. Dempsey as book-keeper for the First National Bank of Manistee.

C. A. Hough, of Hastings, has taken the position of Cashier of the Farmers and Merchants' Bank of Nashville.

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.

BUSINESS CHANCES.

FOR SALE—A CLEAN STOCK OF HARDWARE AT Rockford, Mich.; will invoice about \$2,000. Enquire of J. Frank Mead, Agt., Rockford, or S. F. Stevens (Foster, Stevens & Co.), Grand Rapids.

FOR SALE—FULL SET OF TINNERS' TOOLS, SAFE, crockery and hardware, situated in good condition and cheap for cash. Will sell one or all. J. Vander Veer, 122 Monroe street, Grand Rapids.

FOR SALE—HOTEL IN GOOD RESORT TOWN, WITH nineteen beds; house furnished & complete; price \$3,500; \$2,000 down, balance on time to suit; poor health reason for selling; barn, 34x50; sample room and livery office, 16x34; good delivery; mail and stage line in town; house paying \$100 per month now. For particulars, address "Hotel," care Tradesman.

FOR SALE—A GENERAL STOCK OF MERCHANDISE, will invoice \$10,000, including fixtures; business of 1888 was over \$40,000, located in thriving town of 1,500 in Central Michigan; buildings for sale or rent; to parties purchasing, we will give our best prices; amounts to from \$500 to \$1,000 per month; reasons for selling, other business. Address M. care Michigan Tradesman.

FOR SALE—STOCK OF DRY GOODS, CLOTHING, boots and shoes, in live town in Central Michigan; will invoice about \$2,000, fixtures included; trade of 1888 about \$22,000; will rent or sell building; our trade will be given to buyer; reasons, too much business. Address B. care Michigan Tradesman.

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

FOR SALE—GROCERY STORE IN EAU CLAIRE, WIS., that pays for itself twice a year will be sold to the right party for cash, if it can be sold at once; it will pay to look into this. For particulars, address Box 485, Eau Claire, Wis.

WANTED—ACTIVE, HONEST YOUNG MAN WHO has had ten years' experience in the drug business. Address No. 388, care Tradesman.

SITUATIONS WANTED.

WANTED—POSITION IN HARDWARE STORE OR TO travel; ten years' experience in retail store; would prefer to travel; best of reference, if required. Address, Lock Box 18, Chelsea, Mich.

WANTED—SITUATION AS BOOK-KEEPER BY MAN of eight years' experience, who is familiar with general merchandise. Address A. C. Chambers, 99 Monroe Street, Grand Rapids, Mich.

WANTED—SITUATION—BY A PHARMACIST, registered by examination, best of references. Address No. 402, care Michigan Tradesman.

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

MISCELLANEOUS.

TO EXCHANGE—NO. 1 IMPROVED FARMS IN Illinois, Iowa and Nebraska, for stock of merchandise. For particulars, address S. Peck, Barrington, Ill.

TO EXCHANGE—I HAVE A NEW, BRIGHT, WELL-selected little stock of hardware to exchange for a farm or city real estate. Address No. 401, care Michigan Tradesman.

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

I HAVE SOME FIRST-CLASS PROPERTY, WELL improved and nicely located, in South Dakota; some of the property to exchange for a stock of goods. J. C. McKee, 23 Fountain St.

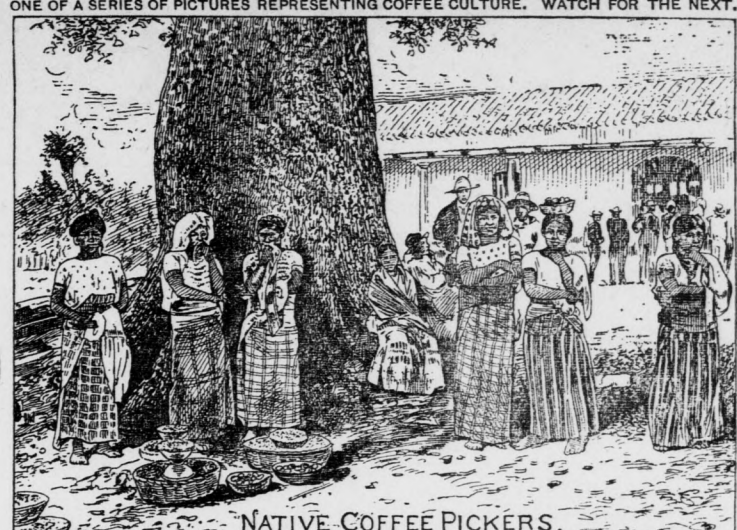
WANTED—TO EXCHANGE—PRODUCTIVE REAL estate, in thriving village of 1,000 on the St. Paul & W. M. Railway for house and lot in Grand Rapids, worth about \$1,500. Address, D. B. Galentine, Cassville, Mich.

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

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

WANTED—EVERY STORE-KEEPER WHO READS this paper to give the public a coupon system a trial. It will abolish your pass books, do away with all your book-keeping, in many instances save you the expense of one clerk, will bring your business down to a cash basis and save you all the worry and trouble that usually go with the pass-book plan. Start the lot 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. R. Sullivan, Albany, N. Y.

ONE OF A SERIES OF PICTURES REPRESENTING COFFEE CULTURE. WATCH FOR THE NEXT.



NATIVE COFFEE PICKERS.
SCENE ON A COFFEE PLANTATION
CONTROLLED BY
CHASE & SANBORN.
OUR COFFEES HAVE A NATIONAL REPUTATION REPRESENTING THE FINEST CROWN.

SEAL BRAND COFFEE JAVA and MOCHA, in its richness and delicacy of flavor. Justly called *The Aristocratic Coffee of America*. Always packed whole roasted (unground) in 2 lb. air-tight tin cans.

CRUSADE BLEND A skilful blending of strong, flavorful and aromatic high grade coffees. Warranted not to contain a single Rio bean, and guaranteed to suit your taste as no other coffee will, at a moderate price. Always packed whole roasted (unground), in 1 lb. air-tight parchment packages.

RETAIL GROCERS Tell us that their coffee trade has doubled and tripled since buying and selling our coffees. What it has done for them it will do for you. Send for samples to

CHASE & SANBORN,

BROAD STREET, - BOSTON, MASS.

Western Department:

80 Franklin St., Chicago.

HERBERT T. CHASE,
Representative for
Michigan and Northern Ohio,
GRAND RAPIDS.



LION COFFEE



Merchants,

YOU WANT THIS CABINET

Thousands of Them

Are in use all over the land. It does away with the unsightly barrels so often seen on the floor of the average grocer. Beautifully grained and varnished and put together in the best possible manner. Inside each cabinet will be found one complete set of castors with screws.

Every Wide-Awake Merchant

Should Certainly Sell

LION, THE KING OF COFFEES.

An Article of Absolute Merit.

It is fast supplanting the scores of inferior roasted coffees. Packed only in one pound packages. Put up in 100-lb. cases, also in cabinets of 120 one-pound packages. For sale by the wholesale trade everywhere. Shipping depots in all first-class cities in the United States.

Woolson Spice Co.,

TOLEDO, OHIO.

L. WINTERITZ, Resident Agent, Grand Rapids.



Product of Our Factory at Fon du Lac, Wis.

You can buy a better \$3 Men's Calf Shoe and other grades made by C. M. HENDERSON & CO. near your own

The Michigan Tradesman

BUSINESS LAW.

Brief Digests of Recent, Decisions in Courts of Last Resort.

PARTNERSHIP PROPERTY—INVENTION—PATENT.

In a case where an invention is put in as part of the capital stock of a partnership, a patent granted on the invention becomes partnership property, according to the decision of the Supreme Court of California in the case of Hill vs. Miller.

EMPLOYERS' LIABILITY—FELLOW SERVANTS.

According to the decision of the United States Circuit Court for Colorado in the case of Mealman vs. Railroad Company, a section boss and a section hand are not fellow servants, within the meaning of the law relating to the liability of employers.

CONTRACT—STIPULATION—WAIVER.

A contract for the building of a house contained a stipulation that no charge should be made for extra work unless the same should be ordered in writing. The Supreme Judicial Court of Massachusetts held, in the case of Bartlett vs. Stanchfield, that evidence that the owner had orally requested the performance of certain work might be held to show a waiver of the stipulation.

MORTGAGE—MACHINERY—REAL ESTATE.

The Supreme Judicial Court of Massachusetts held, in the recent case of the Southbridge Savings Bank vs. Mason, that as between mortgagor and mortgagee all machinery necessary to the business for which a building was erected, resting upon stone foundations laid as a part of the construction of the building especially for their support, or for the accommodation of which places were fixed in the floors, as well as other very heavy machinery fastened to the building or resting in position by its own weight, would be held to be part of the real estate.

BANK—COLLECTION—AGENCY.

The Superior Court of Kentucky held, in the case of Armstrong vs. National Bank of Boyertown, that when paper is delivered to a banker for "collection and credit" the banker becomes the customer's agent to collect, with authority to pass the proceeds to the customer's account by a credit after they are collected, that he cannot terminate his responsibility as an agent until he has fully discharged it and has substituted in its place his unqualified obligation as a debtor, and that until then he acquires no title to the proceeds of the paper beyond the banker's lien.

EMINENT DOMAIN—COMPENSATION—CROPS.

The Supreme Court of Pennsylvania held, in the case of Lafferty vs. The Schuylkill River East Side Railroad Company, that the mere location of the lines of a railroad over an owner's land is not notice of the time when actual possession will be required, and that crops planted by him in the meantime before notice of possession or bond given by the railroad company were proper subjects of compensation. The court said: "When a railroad company locates its lines of road over the lands of private owners it thereby secures a right to enter upon and occupy the land covered by such location. The actual entry cannot be made until the damages accruing to the owner shall be paid or secured, but the means for ascertaining the damages are provided by law, where the parties cannot agree upon them, and the owner cannot prevent the exercise of the right of eminent domain by the company. But while the owner has notice, by the location of the road over his lands, of the purpose of the company to appropriate so much as the line of the road covers, he has no notice of the time when actual possession will be required. He may doubtless abandon the land covered by the line as located to the company and proceed to have his damages assessed; or he may wait for the company to take the initiative and continue in the meantime to occupy and cultivate it. If he takes the latter branch of the alternative, crops planted after the location and before notice or bond given by the railroad company are proper subjects for compensation. The reason for this is that it may be months, or even years, after the location of the line before the company will be ready to enter upon the land for purposes of construction or to take the steps necessary for the assessment of damages, and the owner has a right to remain in possession until actual appropriation of his land by the company."

Liability of the Merchant for Goods Lost in Transit.

TRAVERSE CITY, March 20, 1889.

E. A. Stowe, Grand Rapids:

DEAR SIR—I would like to have your opinion on a question of law.

Suppose a merchant, living here in Traverse City, orders a bill of goods from a jobber in Chicago, giving shipping directions. The goods are shipped, but never reach the consignee, and the goods are nowhere to be found. The consignee notifies the shippers that the goods did not come. Upon this information, the shipper sends a tracer after the missing box through the main office of the transportation company for indorsement by their agent at the place of destination. The agent indorses on said tracer that the goods were never received at Traverse City.

Now, who does the shipper look to for his pay for the lost goods or missing goods—the transportation company or the merchant?—Yours truly,

JOHN HELM.

As a general principle of law, the liability of the shipper ceases when the goods are receipted for in good condition. The transportation company is in duty bound to deliver the goods to the consignee and in as good condition as when received. If the company fails to do either, the consignee has a claim against the company.

If the jobber from whom you purchased the goods sent you a bill of lading, it is proper for you to pay the

amount of the invoice, as you have ample recourse against the transportation company. Make out your claim in itemized form, and present it to the agent of the transportation company, with bill of lading attached, for adjustment and settlement.

This is the proper method to pursue. As a matter of fact, local agents generally make poor work of pushing such claims through, and the jobber frequently volunteers to father the claims and expedite their adjustment—not because of any liability to do so, but because he values the retailer's trade and is willing to go out of his way to help him.

If the jobber failed to send you a bill of lading, you have no evidence that he ever sent you the goods for which he now claims pay and you are not bound to pay the claim, unless you see fit to do so.

The Retail Salesmen.

There is the chap who unbends to nobody. His own importance cannot be sacrificed. He is somewhat of the wooden image order, and treats all comers with uniform stolidity. He may have some ability, but he is not pleasing. He pushes his own choice upon customers, rather than seeking to learn theirs and satisfy them. He has too slight an opinion of other people to be able to respect their wishes, and if he does not actually bulldoze them, he opposes to their views a degree of inertia, which quite overcomes some sensitive people, but is agreeable to none.

The contrast to this bumptious fellow is the chap who is all receptiveness and exerts no centrifugal power whatever. He is a sort of putty man, shows a dimple wherever touched, and is bound to let everybody have his own way, right or wrong, survive or perish. He makes just the same mistake the other fellow does, that of treating everybody alike. In one case the treatment is all ice, in the other it is all mush. He will dance anxious attendance for any length of time upon any sort of customer who cares to abuse his services. He will correct no error and resent no slur. His one notion is that a customer must be humored and that only. He is unable to impress with a positive opinion or guide his choice for the good, either of the buyer himself or the business. If his views are asked, they will be found of little value, for he is accustomed to a total subordination of self, so that he really has no convictions. His alleged mind is in such a chronic condition of flighty suspense as to be incapable of calm decision and influential advice.

Really able salesmen are not all confined to the largest towns and the biggest establishments. It was our fortune once to observe a case of the most refreshing character, in a clothing store in a small town in Ohio. The salesman was a tall, slim, pleasant looking young man. We watched his treatment of various orders of mankind. To some he was deferential, to others courteous merely; to no two exactly alike. Finally, there came in a young farmer and his wife in search of clothing for the former. Our young man seemed to measure both mind and body at the same time. He began operations in a familiar and friendly way. The young wife called her spouse by the first name, and lo! in a few minutes our young man was doing the same. "There!" said he, as he pulled a coat around his manly breast, buttoned it up, yanked the wrinkles out of the skirts and smoothed the back, "there, D'rius, just step over there, so she can see how nice that becomes you. Never saw you look so well before." Which was true, as he never saw him before. Such familiarity would have been dangerous with many people, but with "D'rius" and his tittering helpmate it was just the right medicine, and it succeeded.

Salesmen of the Past and Present.

From the Dallas Mercantile Journal.

Marriage is not a failure, but the business lie is. Some years ago the pert, flip salesman who could talk all around a credulous customer and sell him an overcoat in August was in demand. Customers have come to know a piece of gall when they see it, and, while they rather enjoy as a matter of social refreshment the argumentative talkativeness of the old-fashioned solicitor, they are more apt to tumble out than in when he talks to them too much.

Of course, all customers are not alike and are not to be treated as if they were. It is better in trading with some merely to state the price and answer briefly any question they may ask. With others something in the way of friendly overture and inducement may be offered. But we believe it is generally agreed that misrepresentation and extravagant bidding, while the same may be practically harmless, should not be resorted to. Such methods are deceitful and unsuccessful.

A salesman may be sociable and still not talk too much. He may put out his goods and prices to the best advantage without misrepresentation of any kind. The best merchants are convinced of this, and the "one price" rule is a good result of their conviction. Tricks of trade and business lies that were in very general use twenty-five years ago would not be tolerated now in respectable houses.

HARDWOOD LUMBER.

The furniture factories here pay as follows for dry stock, measured merchantable, mill cuts out:

Basswood, log-run	13 00/15 00
Birch, log-run	15 00/16 00
Birch, Nos. 1 and 2	22 00
Black Ash, log-run	14 00/16 00
Cherry, log-run	25 00/26 00
Cherry, Nos. 1 and 2	50 00/60 00
Cherry, Cull	12 00
Maple, log-run	12 00/13 00
Maple, soft, log-run	11 00/13 00
Maple, Nos. 1 and 2	20 00
Maple, clear, flooring	25 00
Maple, white, selected	25 00
Red Oak, log-run	20 00/21 00
Red Oak, Nos. 1 and 2	24 00/25 00
Red Oak, 14 saved, 6 inch and up w'd	38 00/40 00
Red Oak, 14 saved, regular	30 00/35 00
Red Oak, No. 1, step plank	25 00
Walnut, log-run	25 00
Walnut, Nos. 1 and 2	25 00
Walnuts, cull	25 00
Grey Elm, log-run	12 00/13 00
White Ash, log-run	14 00/16 00
Whitewood, log-run	20 00/22 00
White Oak, log-run	17 00/18 00
White Oak, 14 saved, Nos. 1 and 2	42 00/43 00

A Woman's Reason.
Jane—I hate to have the policeman take hold of my arm in crossing the street.
Ethel—Yes; it is very impertinent of him.
Jane—Oh! I don't mean that; but I almost die of mortification, my arm is so thin.

"Our Leader"

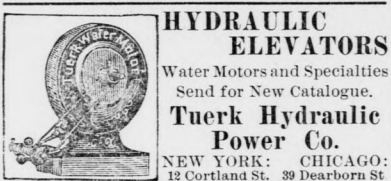
The Finest 5-Cent Cigar on the Market.
MANUFACTURED BY
J. E. Kenning & Co.,
56 CANAL ST.

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. It pays to go to the best. Shorthand and Typewriting also thoroughly taught. Send for circular. Address A. S. PARISH, successor to C. G. Swensberg.



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

JACKSON
Jackson Cracker Co., MICH.



HYDRAULIC ELEVATORS
Water Motors and Specialties
Send for New Catalogue.
Turck Hydraulic Power Co.
NEW YORK: CHICAGO: 12 Cortland St. 39 Dearborn St.

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.

Voigt, Herpolsheimer & Co.,
Importers and Jobbers of
Dry Goods

STAPLE and FANCY.

Overalls, Pants, Etc.,

OUR OWN MAKE.

A COMPLETE LINE OF

Fancy Groceries and
Fancy Woodenware

OUR OWN IMPORTATION.

Inspection Solicited. Chicago and Detroit prices guaranteed.

BUY

Muscatine

ROLLED

OATS

IF YOU WANT

THE BEST!

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.

WM. SEARS & CO.,
Cracker Manufacturers,

AGENTS FOR AMBOY CHEESE.

37, 39 and 41 Kent St., Grand Rapids.

ALFRED J. BROWN,

WHOLESALE DEALER IN

Foreign, Tropical and California
FRUITS.



Headquarters for Bananas.

16 AND 18 NORTH DIVISION ST. GRAND RAPIDS, MICH.

Detroit Soap Co.,
DETR. IT, MICH

Manufacturers of the following well-known brands of

QUEEN ANNE, TRUE BLUE, MONDAY, AND OTHERS. MOTTLED GERMAN, SUPERIOR, PHENIX. MICHIGAN, CZAR, WABASH. ROYAL BAR, MASCOTTE, CAMEO.

W. G. HAWKINS. Salesman for Western Michigan, Lock Box 173. GRAND RAPIDS

P. STEKETEE & SONS,
WHOLESALE

Dry Goods & Notions,

83 Monroe St. and 10, 12, 14, 16 & 18 Fountain St.,

Grand Rapids, Mich.

New Line of Prints, Seersuckers, Toile Du Nord, Gingham, Dress Goods, Hosiery, Underwear, White Goods, Laces, Embroideries and Full Line of Neck Wear.

Bags. Warps, Geese Feathers, AMERICAN, HOOKER, BURLAPS. Waddings, Batts and Twines.

Sole Agents for Valley City and Georgia Bags. Mail orders receive prompt and careful attention.

PERKINS & HESS
DEALERS IN

Hides, Furs, Wool & Tallow,

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

WE CARRY A STOCK OF CREAM TALLOW FOR MILL USE.

ATTENTION, RETAIL MERCHANTS!

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.

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.....5 per cent.
\$10 " " "4.00	" " 500 "10 "
\$20 " " "5.00	" " 1000 "20 "

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

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

Nuts We carry a large stock of Foreign and Domestic Nuts and are at all times prepared to fill orders for car lots or less at lowest prices.

Putnam & Brooks.

HEAVENRICH BROS.

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

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.

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.

Drugs & Medicines.

State Board of Pharmacy.
One Year—Otmar Eberbach, Ann Arbor.
Two Years—Geo. McDonald, Kalamazoo.
Three Years—Stanley E. Parkhill, Owasco.
Four Years—Jacob J. Jenson, Muskegon.
Five Years—James J. Jenson, Muskegon.
President—Geo. McDonald.
Secretary—Jacob J. Jenson.
Treasurer—James J. Jenson.
Next Meeting—At Star Island House, near Detroit, Tuesday and Wednesday, July 2 and 3.

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

Grand Rapids Pharmaceutical Society.
President, J. W. Hayward, Secretary, Frank E. Scott.
Detroit Pharmaceutical Society.
President, J. W. Caldwell, Secretary, B. W. Patterson.
Muskegon Drug Clerks' Association.
President, C. S. Koon, Secretary, J. W. Hoyt.

Pharmaceutical Education.
The changes in pharmacy, as in other trades and professions, though of different origin, have a common purpose, namely, to demand that they shall occupy a higher plane. The selling of ready-made medicines and fancy articles of attitudinaries beyond that of the ordinary merchant, and as such must share trade competition. Pharmacists, like other persons, do best when under pressure, and in this instance it is the force of ruinous competition which is driving it into its proper channels.

As in other branches of industry, the one sovereign remedy suggested is education. This is held out as the only factor to lift up struggling humanity into a haven of prosperity and contentment. While there is no denying the correctness of this as an abstract theory, yet it may be desirable to have the question "What constitutes education as applied to pharmacy?" defined.

From the time Paracelsus made his concessions down to the present time, the novice has stood beside the master to learn the art, so that through gradually ascending steps he should become familiar with the methods of pharmacy by actual observation and instruction. By careful application through an extended period a novice no longer, has surmounted all the mechanical or manipulative difficulties, from putting up packages to dispensing prescriptions. By this very practice he has observed that there is a great deal yet to learn about crude drugs, chemical compounds, and even the preparation and dispensing of pharmaceutical compounds, and that he requires a more definite and systematic knowledge than he can obtain through his own resources. At this stage can the knowledge gained from a college course be best appreciated. Such is the idea of a pharmaceutical education, such the curriculum which would produce men who are students, after as well as before attending college. This is what we would call education.

The Druggist's Specter.

Among the many things that detract from the pleasure of the druggist's life and have a tendency to make him restless, is the ever-present thought that he is liable to make a fatal mistake while filling a prescription and thus ruin his business, if not cause him to spend the remainder of his days behind the prison bars. It is the duty of each druggist to take every reasonable precaution to prevent dispensing accidents in his store. Each person has his own idea as to which is the most reliable method of guarding against using another drug or preparation in the place of another that has been thoroughly discussed in all its bearings. There is, however, another factor that enters into the question of safety and accuracy in dispensing as practiced in many stores, and it is frequently overlooked. We refer to the habit of converting metric weights and measures into apothecaries' weights and wine measure when a prescription comes in that has been written by a physician who uses the decimal system. No matter how familiar a person is with the principles involved in changing a denomination in one system to the corresponding in another, there remains a liability to make an error. In addition to this the relative denominations are only approximate, and frequently, as used by the druggists, very roughly approximate. Sets of metric weights and measures are not expensive and can be readily procured from any wholesale firm. We advise those of our readers who have been following the careless and dangerous method of conversion to order an outfit with the next bill of goods and see how convenient they are compared to the old method.

A Provision Which Should Be Enforced.

From the New York Shipping List.
There is one of the amendments to the Interstate Commerce law which ought to be brought to the attention of shippers—and that is, the penalty provided for misrepresentation with respect to the contents of packages in order to obtain a lower classification and, therefore, a lower rate of freight. This is one of the ways in which the old law was evaded, and this kind of deception was winked at by the roads in order to induce shippers to patronize their roads and thereby stimulate competition. Now the law not only punishes the road for such evasion, but likewise provides a penalty of fine and imprisonment for the shipper who is guilty of such practices. Now that the proper machinery for carrying the law into effect has been provided—the question is, will it be put in operation? In other words, will a complaint be made against the law breaking shipper by the very agency that has heretofore encouraged him in the practice of this deception? This question, as well as a number of others with respect to recent amendments to the law, will depend for their solution upon the manner in which the Interstate Commission discharges its duty; or, in other words, the integrity with which it lends its support to the enforcement of the Interstate Commerce law. The best interest of the railroad is now found to be in putting forth efforts to enforce the provisions of this law. The evasion of its provisions resulted in the condition of affairs that reached their climax last Autumn.

Then and Now.

"It's a heap of fun to be a traveling man," said a knight of the grip the other day while sitting in the lobby of a hotel near the corner, "at least those who haven't tried it think so. It isn't all that it is cracked up to be, even by the most enthusiastic of the boys who lug big sample cases around with them and jump from town to town, making the quickest time and biggest sales possible. A few years ago the drummer led a happy life, but in these days of competition more work is expected of us and we have a harder time to sell our goods. Our expenses are watched closer than in the days of yore and we are expected to make better time in getting over our routes. But without the right kind of a fellow can have 'oodles' of fun on the road. Occasionally, when several of the boys meet at the same town, they 'whoop'er up' for a few hours, but depend upon it, they never go so far as to 'miss a trick' when it comes to making a sale. No, I have never written any of my experiences, but had I the time I could tell you of some adventures that would make your sides split with laughter and the next moment cause you to shed a silent tear of grief. I don't like the business, but I guess that is because I have a darling wife and two small children. They are all well and so, but you know I hate to be away from them so much. Sometimes I think I will quit the road and settle down, but blame the luck I ain't fit for anything else. I wish I was a butcher or a newspaper man or something else besides a worthless drummer. Let's smoke."

How He Brought the Factory to Time.

An amusing incident is related in the rubber department of *Boots and Shoes*. It seems that a certain jobber gave a large order to a leading factory for rubber boots. The order was not filled as promptly as it should have been and the result was that large shipments of goods began to reach the jobber long after all call for them had ceased. So the jobber notified the factory not to deliver any more goods on the order. To this reason the factory replied that the order was given them to be filled during the season and that as the season did not expire until April, and as the jobber's credit was perfectly good, they should continue shipping until they had delivered his full order. The jobber said nothing more, but sat down and wrote an advertisement, which he had printed on postal cards, and flooded the territory throughout which he sold goods with the announcement that he was ready to accept orders for this factory's make, at 50 per cent. off, payable December next. It took about 24 hours for those postal cards to reach the retailers and then to get into the hands of competing jobbers handling the same line of goods, and it took about two hours more for those jobbers to telegraph the factory and have a representative of the factory call upon the jobber and offer terms of settlement. The matter was soon settled upon the jobber's terms, and the next mail carried out postal cards withdrawing the offer.

The Boy Who Says "We."

Don't laugh at the boy who magnifies his place. You may see him coming from the postoffice with a big bundle of his employer's letters, which he displays with as much pride as if they were his own. He feels important and he looks it. But he is proud of his place. He is attending to business. He likes to have the world know that he is at work for a busy concern. One of the Lawrences of Boston once said:
"I would not give much for the boy who does not say 'we' before he has been with us a fortnight."
The boy who says "we" identifies himself with the concern. His interests are his. He sticks up for its credit and reputation. He takes pleasure in his work and hopes some day to say "we" in earnest. The boy will reap what he sows, if he keeps his grit and sticks to his job. You may take off your hat to him as one of the future solid men of the town. Let his employer do the fair thing by him; check him kindly if he shows signs of being too big for his place; counsel him as to his habits and associates, and occasionally show him a pleasant prospect of advancement. A little praise does an honest boy a heap of good. Good luck to the boy who says "we."

How to Treat Rude Customers.

When the customer professes to know so much and to be so positive in his assertions, and when there is nothing really in the character or price of the goods warranting the invidious remarks he may make, the best way to pay them, if it be desirable not to give offense, is by a little gentle railleury, which he cannot take amiss, by which he is given to understand that he is saying what he does not truly think about the goods, so that he may have them offered cheaper. The extent to which this resource can be availed of must depend upon the acquaintance and relative position as to age, etc., of the salesman and the customer. It is at best a dangerous remedy, and unless there is a fair certainty that it will answer the purpose in any particular case, it is best to avoid risk by a silent submission to the remarks, with perhaps a simple expression of regret that the articles do not suit. Still there will occur instances when the salesman's self-respect requires that the customer be made to feel that the goods are not as good as he represents them to be, and that his unjust assertions and remarks are without influence or effect.

Muskegon Drug Clerks' Association.

Muskegon, March 28, 1889.
E. A. Stowe, Grand Rapids:
DEAR SIR—A regular meeting of the M. D. C. A. was held March 26, with a full membership. E. Johnson and Walt. Glover were admitted as members of the Association. The following officers were elected for the coming term:
President—C. S. Koon.
Vice-President—Emile Johnson.
Secretary and Treasurer—Jesse W. Hoyt.
A social meeting followed, at which questions were given each member to answer at the next regular meeting, April 9.
Stockbridge—Brown & Nichols have sold their grocery and drug stock.

Too Weak Vinegar--Warning to the Trade.

GRAND RAPIDS, March 30, 1889.
Editor Michigan Tradesman:
We wish to call your attention to the reprehensible practice of putting up pickles in watered vinegar, which is practiced by many pickle manufacturers, in order to save a few cents' worth of vinegar on each barrel of pickles, in order to undersell those manufacturers whose first aim is a reputation for first-class goods. That this practice is at the expense of the retail grocer and his customer is shown by the weak vinegar soon ceasing to do its duty of preserving the pickles, when the pickles seum over with a fungus, caused by decay. That it is a decay of the pickles is proved by the fact that after pickles commence to seum, they soon become softer, until finally the grocer is obliged to throw them away. The instruction of the manufacturers, to shake the barrel when the pickles commence to seum, is also bad, as the fungus is precipitated to the bottom of the barrel, where it gives off its decaying and injurious properties to the goods, while the top pickles, thus relieved of its tell-tale decay, are made to appear sound and wholesome.

The only proper way to treat such goods, should a grocer be so unfortunate as to have them, is to rinse them well and put on fresh vinegar at his own expense and trouble.
Some of these manufacturers acknowledge that they can manufacture pickles that will not seum and spoil, but their excuse is that the trade will not pay the additional price. But as buyers expect, when they buy goods, that they will keep in good order, the trade should protest against such practices, which are to the advantage of the manufacturer and the expense of the trade, as the sight of such goods hurt their sale, besides the loss in many cases in having to be thrown away. Respectfully yours,
CHAS. W. SHEED & CO.

The Unpardonable Sin.

Penitent Printer—I have been such a terrible sinner that I fear there is no salvation for me.
Minister—Cheer up, my friend. There is hope for even the vilest.
"But I have been such a great sinner. I have worked on Sunday papers, putting in type accounts of prize fights, murders and all manner of crime, thus helping to spread its influence all over the land."
"But there is still hope for you if you truly repent."
"I am glad to hear you say so. I have often put your sermons in type and thought how full of love they were, and."
"Are you the friend who, when I wrote of 'Pale martyrs in their shrouds of fire,' made it read: 'Pale martyrs with their shirts on fire?'"
"I am afraid I am. I—"
"Then I am happy to say that I do not believe the hereafter holds any hope for you."

Value of the Pharmacopoeia.

It is not every druggist who realizes what a fund of information is to be found in the United States Pharmacopoeia and just how valuable a work it is for study. The dispensaries are encyclopedias of general information for the druggist, and tell everything about a drug—from how it happened to come into the materia medica down to how it was used to cure the cancer in some emperor's throat. In fact, it tells so much that when a boy is to study the dispensary he soon has his head filled with disconnected facts about the method of catching whales, making citrine ointment, administering the antidote to arsenic, numbers of botanical and zoological names. The United States Pharmacopoeia gives short and concise descriptions that are easily understood. When the eleventh decennial revision comes out with the doses stated, as it is likely to do, the work will be still more useful.

The Drug Market.

German quinine has almost declined, with no present prospect of a change either way. Domestic makers have not as yet changed their price, but will undoubtedly do so soon. Opium has declined and is dull. Morphine is unchanged. Cinchonidia has declined. Citric acid is lower. Golden seal root is tending lower. Chlorate potash is declining. Gum camphor was much depressed during the work, but rallied on Saturday and is very firm at our quotation. Salicine has declined. Turpentine is lower.

"Just What They All Say"

BALL, BARNHART & PUTMAN, WHOLESALE GROCERS.
GRAND RAPIDS, March 30, 1889.
W. H. Herrick, St. Agt. Pacific Accident Ins. Co., Grand Rapids:
I wish to acknowledge the receipt from you of seventy-five dollars, being amount due me from your Company for five weeks' disability on account of a fall. The amount was promptly paid and I can heartily recommend your Company for prompt and fair dealing.
Respectfully,
ANTHONY J. QUIST.

A Quaker Sign.

A placard placed in the window of a shoemaker's shop, near Cripple Gate, London, many years ago, is said to have read as follows:

"Surgery performed on aged boots and shoes; broken legs set and bound upright; disordered feet repaired; and the wounded healed; the whole constitution mended, and the body supported by a new sole."

The Price of Quinine.

The low water-mark for quinine was reached last week when that drug sold at 25c an ounce to the regular trade in jobbing quantities. Foreign manufacturers are free sellers for future delivery at this price. The low price of bark is the moving cause of the present depression in this line.

Wholesale Price Current.

ACIDUM.		Carb.	13 15	Antipyrin.	1 35 40
um.	80 10	Chlorate, (po. 20)	18 20	Argent. Nitras, ounce	60 8
um, German.	80 10	Cyanide	50 55	Arsenicum.	50 7
Benzolium, German	50 55	Iodide	2 50 00	Balm Gilead.	20 15 25
Boricum	40 45	Potassa Bitart, pure	15 15	Bismuth.	2 15 25
Carbonum, German	50 55	Potassa Bitart, com.	15 15	Calcium Chlor, 1s, (½s	60 9
Citricum	50 55	Potass Nitras, opt.	8 10	11; ½s, 12	
Hydrochlor	10 12	Potass Nitras	7 8	Cassia Alba, S. & F.	28 30
Hydrofluoric	10 12	Prussiate	25 28	Cocculus.	60 15
Oxalicum	13 14	Sulphate	15 18	Cucurbitas. Russian.	60 15
Salicylicum	1 40 10			Capsici Fructus, af.	60 18
Sulphuricum	1 13 15			12	60 18
Tannicum	1 40 10			" Bp.	60 14
Tartaricum	4 50 00			Caryophyllus, (po. 28)	23 25
AMMONIA.		Aconitum	20 25	Carmine, No. 40	60 75
Aqua, 16 deg.	30 5	Althaea	25 30	Cera Alba, S. & F.	28 30
N. 15 deg.	40 6	Aureum	15 20	Cera Flava.	28 30
Carbonas	11 13	Calamus.	20 25	Coccus.	60 15
Chloridum	12 14	Gentiana, (po. 15)	10 12	Cordia. Russian.	60 15
		Glycyrrhiza, (pv. 15)	10 12	Crot. Pectus.	60 15
		Hydrastis Canad.	50 55	Cetaceum	60 35
		(po. 55)	50 55	Chlorform	50 55
		Hellebor. Ala. pr.	15 20	" Squibbs	60 10
		Inula, po.	15 20	Chloral Hyd Crst.	1 50 01 75
		Ipecac, po.	2 40 02 50	Chondrus	15 20
		Isis plox (po. 20 25)	25 30	Cinchidine, S. & W	15 20
		Maranta, ½s.	60 35	" German	40 10
		Podophyllum, po.	15 20	Corks, list, dis. pr.	60 50
		Rhei.	75 80	Creatosum	60 60
		" cut.	61 75	Creta, (bbl. 75)	60 2
		Spigelia, (po. 25)	75 80	" prep.	60 10
		Sanguinaria, (po. 25)	60 30	" Rubra.	60 10
		Serpentina.	30 35	Crocus	35 40
		Simulax. Officialis, H.	60 40	Cudbear, Russian.	60 8
		Simulax. Officialis, H.	60 40	Cupri Sulph.	80 10
		Scilla, (po. 35)	10 12	Dextrine	10 12
		Symphyocarpis, Feti-	60 35	Ether Sulph.	60 10
		dus, po.	60 35	Emery, all numbers	60 5
		Valeriana, Eng. (po. 30)	10 12	" po.	60 45
		Zingiber a. German.	10 12	Ergota, (po.) 45	60 15
		Zingiber a.	10 12	Flake White.	12 15
		Zingiber J.	25 30	Galls.	60 23
				Gambier	70 8
				Gelatin.	60 40
				" French	60 40
				Glassware, list, 75 & 10 per	60 15
				Glue, Brown.	90 15
				" White.	12 15
				Glycerina	22 25
				Gum Arabic.	60 10
				Humulus	25 30
				Hydraag Chlor Mite.	60 80
				" Ox Rubrum	60 85
				" Ammoniat.	60 65
				" Unguentum.	45 50
				Hydrargyrum.	60 65
				Ichthyobolla, Am.	1 25 01 50
				Indigo.	75 80
				Isis Resubi.	4 00 10 30
				Iodoform.	60 15
				Lupulin.	85 00
				Myristic.	60 10
				Mucis	80 85
				Liquor Arsen et Hy	60 27
				Liquor Potass Arsinatis	10 12
				Magnesia, Sulph (bbl	60 3
				1½)	60 3
				Mannia, S. F.	45 50
				Morpha, S. P. & W.	25 30 80
				S. N. Y. Q.	60 40
				C. Co.	2 50 02 50
				Moschus Canton.	60 40
				Myristina, No. 1.	60 70
				Cuba, Cuba, (po. 20)	60 15
				Os. Sapa.	27 28
				Pepsin Sacch, H. & P. D.	60 20
				Pich. Liq. N. C., ½ gal	60 10
				doz	60 10
				Picis Liq., quarts	60 10
				10	60 10
				Pil Hydrag, (po. 80)	60 50
				Piper Nigr, (po. 25)	60 18
				Sassafras, (po. 20)	60 15
				Pix Burgun.	60 15
				Plumbi Acet.	14 15
				Purpurea, (po. 20)	1 10 01 30
				Pyrethrum, boxes H	60 15
				& P. D. Co., doz.	60 25
				Pyrethrum, pv.	55 60
				Quassia.	60 10
				Quinia, S. P. & W.	43 48
				S. S. German.	27 35
				Rubia.	60 10
				Saccharum Lactis pv.	60 35
				Salicin.	2 20 25 35
				Sanguis Draconis.	60 10
				Santonine	60 50
				Sapo, W.	12 14
				" M.	60 15
				Seidlitz Mixture	60 28
				Sinapis.	60 18
				Smuff, Maccaboy, De	60 35
				Voed.	60 35
				Sauv. Scotch, De. Voed.	60 15
				Soda Boras, (po. 12)	60 11
				Soda et Potass Tart.	33 35
				Soda Carb.	60 10
				Soda, Bi-Carb.	60 15
				Soda, Ash.	30 4
				Soda, Sulphas.	60 55
				Spts. Ether Co.	60 55
				" Myrcia Dom.	60 50
				" Vini Recti. bbl.	60 15
				2 05)	60 15
				Less 56 gal., cash ten days.	60 15
				Strychnia Crystal.	60 24
				Sulph. Sublim.	2 25 34
				" Roll.	2 25 34
				Tamarindis.	60 10
				Terebinthina.	60 10
				Theobromae	60 55
				Vanilla.	9 00 12 00
				Zinci Sulph.	70 8
				Whale, winter.	Bbl. Gal.
				Lard, extra.	70 80
				Lard, No. 1.	50 55
				Linsed, pure raw	60 61
				Putty, whiter.	61 64
				Neat's Foot, winter	60 69
				strained	60 69
				Spirits Turp.	Bbl. lb.
				Red Venetian.	1½ doz.
				Ochre, yellow Mars.	1½ doz.
				" Ber.	1½ doz.
				Putty, comphorated	2½ doz.
				" strictly pure	2½ doz.
				Vermilion Prime Amer-	13 16
				ican	70 75
				Vermilion, English.	70 75
				Green, Peninsular	70 75
				Lead, red.	63 75
				Whiting, white Span.	60 7
				Whiting, Gliders	60 7
				White, Pa. American	1 14
				Whiting, Paris Eng.	60 7
				cliff	60 7
				Phonetic Paint	20 61
				Swiss Villa Prepared	1 00 21 30
				Paints.	1 00 21 30
				ETHER, SPTS NIT, 3 F.	20 28
				4 F.	20 28
				Alumen	2½ 34
				" ground, (po. 7)	30 4
				"	30 4
				Ammonii, po.	40 5
				" et Potass T.	50 60

The Michigan Tradesman

The Inventor of the Sewing Machine.
From the Sewing Machine World.

If you should inquire from some one of the numerous persons now using the sewing machine, who is the inventor of the sewing machine? every one, accustomed as he is to see everywhere the picture of Elias Howe, and the gigantic S of the Singer Sewing Machine Co., would undoubtedly answer you that the sewing machine was devised by American inventors. Well, this is not true. American inventors have unquestionably contributed largely to endow the sewing machine with the numerous improvements which it has received for some thirty years, but they did not originate it. As early as 1830, a man—a modest tailor—had appeared who had succeeded in building and running in an industrial way, a sewing machine supplied with a continuous thread, and the needle of which was not passed entirely through the cloth, and that man was neither an American nor an Englishman; he was a Frenchman, by name Barthelmy Thimonnier.

The English and Americans have so many industrial devices of their own invention, that we do not hesitate to take away from them, in behalf of a modest French inventor, who struggled during his whole life, the glory of having devised a machine by means of which many manufacturers—Elias Howe, Singer, Wheeler & Wilson, among others—secured large fortunes.

Barthelmy Thimonnier was the son of a dyer of Lyons, and was born at the Arbreles (Rhône), in the year 1793. He studied a little while at the seminary of Saint Jean, and was put to the tailor trade, which he practiced at Amplepuis, Rhône, where he had been brought up. Thimonnier, who had many opportunities of seeing the female sock embroiderers working for the manufacturers of Tarare, took into his head to build a machine to perform with it the work of the embroiderer and tailor.

In 1828 he removed to Saint Etienne, and during several years neglected his own business, his only means of earning a livelihood for himself and his family, and devoted himself in a lonely room to many pursuits and studies, which his friends, as they were unable to understand them, considered at once foolish. At last, in 1829, after four years' hard work, which, ignorant as he was of mechanics, was the more painful, he mastered his idea, and, in 1830, he applied for a patent for a chain stitch patent sewing machine.

Taken to Paris by Mr. Beaunier, a supervisor of mines, who guessed at first the real value of the invention, and became morally and pecuniarily interested in its success, Thimonnier was, in 1831, made a partner, and appointed manager of the firm Germain Petit & Co., and set up on Secours street, in Paris, a workshop where he used eighty machines, making army clothing.

At this time, the workmen were adverse to every kind of new machinery, and used sometimes to destroy it, as the boatmen on the Soan River broke Marquis de Jouffroy's steamboat about twenty-five years before Fulton launched his boat on the Hudson River. Thimonnier's machine shared the fate of the other machines; the inventor was obliged to take flight, and a few months later, on account of the death of Mr. Beaunier, the partnership with Germain Petit & Co. was dissolved, and Thimonnier returned to Amplepuis, in 1831. In 1834 he went back to Paris, and, as a journeyman, ran his machine, which he was always studying to improve.

In 1836 he was penniless, and obliged to go once more to Amplepuis; he went on foot, carrying his machine on his back, and to earn his living during his journey he made a show of it as a curious piece of mechanism. He manufactured at Amplepuis a few machines, which he sold with a great deal of trouble in his neighborhood; in 1845 his machine would run at a rate of 200 stitches a minute. He made then a partnership with Mr. Magnin, and built in Villefranche some machines which he used to sell at fifty francs apiece; and on August 5, 1848, jointly with Mr. Magnin, he applied for an improvement patent for his machine, which he called "Consobrodeur" (the English patent was applied for on February 9, 1848,) and which he no longer made of wood, but of metal, and with accuracy.

The revolution of 1848 having stopped Thimonnier's business, he started for England, where he stayed a few months, and sold his patent to a Manchester firm. At the London exhibition in 1851, on account of inexplicable bad luck, Thimonnier's machine was not ready for the examination of the commissioners; whereas the Americans exhibited their first improvements to Thimonnier's machine, and the shuttle and the two-thread machine of Elias Howe. As early as 1852 Thimonnier had studied this kind of machine, and was yet studying it in 1856. But, exhausted by thirty years' struggling and suffering, he died penniless at Amplepuis on August 5, 1856, leaving a widow and several children.

In 1866 and 1872, the French Government, at the request of the Industrial Sciences Society, of Lyons, relieved by its subsidies the last days of that poor widow, who died on August 9, 1872.

The Board of Commissioners of the Exhibition of Paris in 1855 wrote the following about Thimonnier's machine: "Thimonnier's machine was evidently the standard of all the modern sewing machines," and they bestowed on Thimonnier-Magnin's "Consobrodeur" a first-class medal; the prize was well deserved, as the "Consobrodeur" of 1855 was, by far superior to the machine of 1830, which, made of wood, and put in motion directly by a cord, was unable to make more than one stitch at each oscillation of the treadle.

Grocers in the Middle Ages.
Graham Thomson in N. J. Trade Review.

The most of historians in writing the history of a nation ignore to a certain extent all reference to mechanics, artisans or shop-keepers. According to them, a truthful record of any country is that of the lives of its rulers, its public measures, its wars, its victories, its defeats, and the rise and fall of its distinguished men. Their theme may be too lofty and their style of composition too grand to

admit of mention of the working classes and their pursuits, but a narration of the progress of a people cannot be complete unless it embraces that of the masses.

For information about the grocery business, one must seek for it in other than the beaten track of the chronicles. The pages of Hume, Macaulay or Froude may be searched in vain for enlightenment regarding the business of a grocer 300 years ago or less.

The reign of Queen Elizabeth, of England, which extended from 1558 to 1603, was prolific of great men. This was the Augustan age of English literature. Spenser, Bacon, Shakespeare and "Orare Ben Jonson" added luster to the crown, and it was during her sovereignty that the Company of Merchant Adventurers was formed, which laid the foundations of England's colonies and brought to her markets many articles of luxury until then unknown.

Sir Walter Raleigh, the hero of "Fain would I climb but that I fear to fall" episode, and who adorned Elizabeth's court by his learning and genius, was the first to introduce tobacco into England and the first to cultivate the potato on his land in Ireland.

From India came perfumes, spices, rice, cotton, indigo and precious stones. The New World sent over sugar, rare woods, gold, silver and pearls, and from the south of Europe were brought pomegranates, lemons and oranges, scented soaps and oils.

Sugar was almost as precious as gold dust and only within reach of the wealthy, and in the year 1615 or thereabouts, tea, "nature's sweet restorer," was sold for the exorbitant price of \$50 per pound.

Coffee was introduced from Arabia into Europe in the sixteenth century, but it was not until 1652 that the first coffee house was opened in London, when that delicious and stimulating beverage became popular.

Strange to say, the introduction of those commodities into England was viewed by her statesmen with consternation and dismay. They were fully convinced that the country would be ruined; it would be drained of its wealth; slothful and luxurious habits would be acquired by the people, and the nation would eventually prove an easy prey to an invading force. They fought against the use of many articles which to us are prime necessities, and tried to impress upon the minds of the people that heaven was of more importance than either earthly pleasures or a "square meal." Sumptuary laws were passed, but no laws could hinder the commercial growth of a people so aggressive and enterprising in their methods of doing business as shown them by Sir Francis Drake.

The shops in those days were small and had sleeping apartments in the rear for the apprentices. The sway of the master was despotic. The clerks stood in front of their respective shops and handed the goods for sale to the passers. "What do ye lack, my noble gentlemen?" "What do ye lack, my beauteous maiden?" were the stereotyped cries, and to vary the monotony sometimes business *a la* Baxter street was done, which often brought unpleasant consequences to both parties. The verbal recommendation of the quality and cheapness of their goods was done by both Jew and Gentile, and took the place of newspaper advertisements and circulars of our day.

The apprentices of London were quite a power in "ye olden time." They banded together for their own protection, and frequently gave trouble to the government. Their employers required them to perform menial services, such as waiting upon them and their guests at the table, escorting them when they went out on business or to make social calls, and other lowly offices were expected of them which would be derogatory to the self-esteem and beneath the dignity of grocery clerks of this period.

The lot of the grocer was a hard one during Elizabeth's time, and that of his help was still worse. They were "cabin, cribbed and confined," and had little opportunity of improving their minds or enjoying the pleasures of life. No doubt the tradesmen who supplied Bacon (who died with debts aggregating \$120,000) with goods, suffered heavy losses financially by his demise, and it is safe to say that the unfortunate grocer would be among those who were his largest creditors. What with keen competition, small profits and hard labor, the grocer of to-day is not to be envied, but he has more amusements, he enjoys more of the solid comforts of life and is infinitely better off than the shop-keeper of two or three hundred years ago.

The One Price System.
From the Merchants' Review.

With the cash retail stores a single undeviating price for each article is the rule almost invariably, but in many retail establishments, mainly those conducted on the credit system, prices appear to be quite often to be regulated according to the personal appearance of the customer and the audacity of the storekeeper or his assistants. Even where some attempts are made to secure a uniform price, the persistency of patrons often prevails over the prudence of the grocer, and he cuts his price, thinking, foolish man, that it will be kept secret. On the contrary, however, the customer, if she is not a unique specimen of her sex, hastens to inform her friends that she can buy such an article at such a price at Blanks. As the friends probably trade at the same store, but haven't obtained the low rate, they naturally are vexed, and the grocer either loses some trade or is again compelled to cut his prices below a proper figure. This circumstance is the cause of more or less loss of trade to every dealer who becomes a victim to the wiles of that class of the public that always demands a bargain. But when the price of an article is deliberately increased because the customer is a stranger and looks prosperous, if the dealer's business suffers afterward, he has no one but himself to blame. The wise merchant has at least one rule which he never allows to be violated, and that is the one price rule, applying to all his customers, rich or poor.

"Say, Sam! When you proposed to Miss Shekels, did you get down on your knees?" "No, old man, I couldn't, she was sitting on them."

Grangers Attempt to Crush Out Retail Merchants.

From the San Francisco Grocer.

There can be no question that, outside of a limited number of progressive men, there is no class in the community which is so slow to adopt improvements or which profits so little by experience as farmers, or grangers, as they are called. In this we make no reflection on the morals or integrity of farmers—in this respect they are probably no better nor no worse than their neighbors, the storekeepers or the mechanics; but while the latter are generally abreast of the times in all that concerns the practical affairs of life, the tillers of the soil are to a considerable degree lacking in enterprise. There is perhaps no state in the Union where this peculiarity is more apparent than in Iowa, a State where California wine is regarded as a thing accursed and where beer drinking is almost a felony. In view of this benighted condition of affairs, it is not surprising that the grangers of Iowa, who largely control public sentiment and legislation, not content with their so-called anti-monopoly laws, which have caused the total cessation of railroad construction in that unprogressive commonwealth, are now meditating another brilliant stroke of policy by which retail merchants shall find their occupation gone. As a substitute for the grocer, the hardware dealer and other storekeepers, supplies are to be purchased on the co-operative plan by the farmers themselves. The same thing was attempted in Iowa fourteen years since and later, as many of our readers well know, in this State. In both instances, and in others, in various parts of the country the experiment proved a complete failure, as was, of course, expected by all having any experience with business affairs. That the revival of this musty attempt to combine wheat and corn growing with buying and selling goods will be any more successful, there is no reason to believe. The Iowa grangers, however, seem determined to lose their money in trying to accomplish the impossible, and, as was the case formerly in California under similar circumstances, there are plenty of men who have proved total failures when doing business on their own account who are ready to assist them along this easy road to bankruptcy. To offset this movement of the Iowa grangers, we learn that the business men with whom they have heretofore dealt have made a combination with a view of breaking the grangers' associations in their infancy. The merchants' plan is to simultaneously push the collection of accounts they hold against private individuals in the associations. The storekeepers will no doubt succeed in this effort, as they certainly deserve to do.

A Vermont Tea Store in Trouble.
It has always been customary for the Union Pacific Tea Co., Rutland, Vt., to give to each purchaser of tea and coffee a check, redeemable in crockery or other goods of like kind, when presented at the store. Recently a lady presented quite a number of the company's checks for redemption and wished in exchange a toilet set, but was somewhat surprised and astonished to find that the agent refused to redeem them, unless she would state on her honor that the articles were for herself. This she very indignantly refused to do, considering it none of the agent's business whether she wished to keep the articles or give them away.

A reporter called on Mr. Moore, the agent of the company, and asked his reason for refusing to redeem the checks. Mr. Moore stated that the checks were not all hers, and were obtained by misrepresentation and unless she would state on her honor that she wanted the articles for her own use he should not redeem them.

"But is it not customary for the ladies to sometimes club together to obtain articles, like a toilet set for instance?" asked the reporter.

"Yes," replied Mr. Moore, "they very often do that and we do not mind it in the least; but we are getting tired of furnishing crockery for other stores."

"But you will have to redeem your checks, won't you?" asked the reporter.

"No, not unless she will state on her honor that the goods are for herself and no one else," replied Mr. Moore. "You see," he continued, "the company give full value for the money and do not bind themselves to give presents, only so far as their honor is concerned, and we need not redeem our checks unless we see fit, and in this case we do not."

It is understood that the husband of the lady has put the case into the hands of a lawyer and intends to test the case.

WHY WEAR PANTS
That do not fit or wear satisfactorily, when you can buy the **DETROIT BRAND**, that are perfect in style and workmanship.

JACOB BROWN & CO'S
DETROIT

PERFECT FIT.
Superior Make
PANTS and OVERALLS.
ASK FOR THEM!

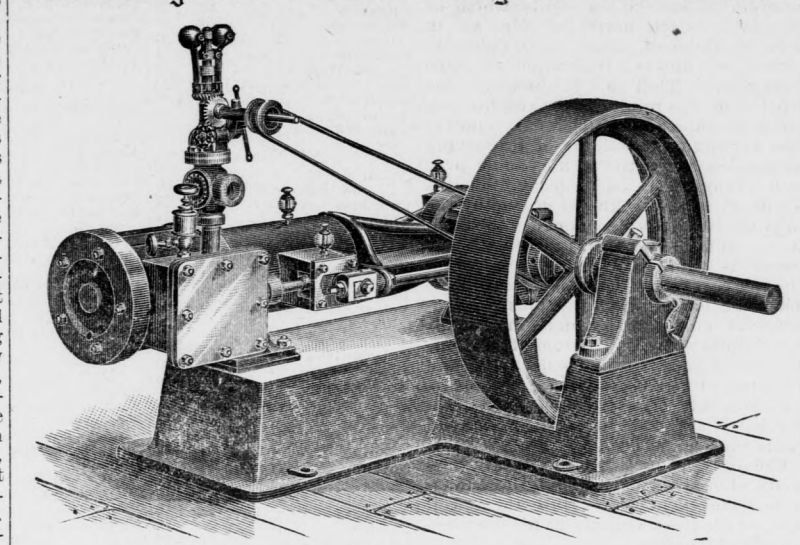
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STANTON, SAMPSON & CO.,
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Every garment bearing the above ticket is **WARRANTED NOT TO RIP**, and, if not as represented, you are requested to return it to the Merchant of whom it was purchased and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

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Size 30-30
Price

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 Outfit.

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MICHIGAN CIGAR CO., Big Rapids, Mich.

MANUFACTURERS OF THE JUSTLY CELEBRATED

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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.,
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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.

Thompson's

Sold Only by
J. H. THOMPSON & CO.,

IMPORTERS OF

Teas, Coffees

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Spices,

DETROIT, MICH.

COFFEE.

SWIFT'S

Choice Chicago

Dressed Beef

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

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

Swift and Company,

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CHICAGO.

Oranges!

We are wholesale agents for the Fancy California Mountain Seedlings and headquarters for all kinds of Messina oranges.

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If our Travelers

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Samples and Prices

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Mail Orders al-

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prices.

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The devil, Jack! We've got a

Shark. He'll do for

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In Cans and Bulk, and Large Handlers of OCEAN FISH, SHELL CLAMS and OYSTERS.

We make a specialty of fine goods in our line and are prepared to quote prices at any time.

We solicit consignments of all kinds of Wild Game, such as Partridges, Quail, Ducks, Bear, etc.

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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.

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3-lbs Reward Baking Powder, 4-dozen Cases, with 48 Premiums—Glass Dishes, Assorted, All Large Pieces, for - - -

1-lbs Reward Baking Powder, 4-dozen Cases, with 48 Premiums, Decorated China Dishes, All Large Pieces, for - - -

The above Prizes are Very Attractive Goods and New Assortments.

PRIZE BAKING POWDER

The quality of Reward Baking Powder is unequaled and warranted to make light, nutritious bread, biscuits and cakes.

Saves eggs, milk and shortening and makes 40 pounds more bread to the barrel of flour.