

# The Michigan Tradesman.

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VOL. 7.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 18, 1889.

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## TALK AND TURKEY.

Concluding Feature of the Recent State Convention.

[The report of the convention proper closed with the issue of last week. This week's issue contains the full report of the speeches made at the banquet.]

The banquet, which was held in the dining room of the Occidental Hotel, was by no means the least enjoyable feature of the convention. Covers were laid for 200 persons and the room was comfortably filled. President Whitney called the assemblage to order and called upon Frank Hamilton to act as toast-master.

The Toast-master—Ladies and gentlemen, members of the Michigan Business Men's Association: The time has now arrived for us to enjoy this pleasant occasion, and, as business men, we believe always and all the time in attending to business in a prompt and energetic manner. Before we proceed to this part of the entertainment, I will call upon the reverend brother who is with us to invoke the Divine blessing.

The Toast-master (after the invocation of the Divine blessing)—I welcome you as the old chaplain newly-elected to the state penitentiary did the prisoners. Hoping that he might get into the good graces of all the occupants, he gathered them together and said: "Brethren, I am glad to see so many of you here on this occasion." (Laughter.) Let us all proceed with the supper.

After supper, the Toast-master rapped the assemblage to order and introduced the after-dinner speeches, as follows:

We are about to enter upon the second edition. We will not wait until the dishes are entirely cleared. I know that the ladies will be as quiet as possible, so these exercises will not be marred to any great extent. A small boy in school was asked one day what made the Tower of Pisa lean. He did not know, but thought that "perhaps it was because there was a famine in the land." That may have connection with the topic we have; certainly, if there is not something done very soon with some of our officers there will be "a famine in the land." (Laughter.) But this topic—(Reads) "Our officers—How shall they be fed to secure the most work?" Upon what meat has this, our "meat," etc. The gentleman who will respond to this toast we all know very well to be a gentleman of very wide experience, known all over the State, a gentleman of culture and ability, who has served this Association so well during the past year. We owe very much to him for the success achieved. I am sure that, while we regret to lose him as an officer, we shall be pleased to have him give us one of his best talks this evening.

Mr. Wells then spoke as follows: I accept and adopt every word the Toast-master has said in regard to myself. I think there is no question but that it is all true. I thank the Toast-master, also, for bringing me first upon this programme. The gentleman who first responds to a sentiment on an occasion of this kind possesses great advantages over those who are to follow him. Most of those who are to follow him, of course, say that they "really did not know they were going to respond to this toast until just before coming into the room." Some will say, "if they had had some other toast—if some other subject had been assigned to them—they could have done a great deal better." I say, excuses of this kind will be made, probably by those who are to follow. Hence, the individual who is first named to respond to a toast possesses very great advantages, as you can see, for he can use all these excuses for himself—those who come after are deprived of the privilege. But, gentlemen, and Mr. Toast-master, I seem to take any such mean advantage of the gentlemen who are to follow. I shall make no excuses whatever. The subject was assigned to me several weeks ago. I knew all about it. I have had ample time for preparation. It is a subject upon which I am at home, upon which I can air my eloquence as well as upon any other subject. "Our officers—How shall they be fed to secure the most work?"

There is a friend of mine, a professor, who has his office near me and whom I occasionally see. He was formerly a professor of agriculture in the Agricultural College, a man of talent and ability. He has recently devoted a great deal of time and attention to the subject of feeding for fat and feeding for lean. As soon as this subject was assigned to me, I immediately applied to the professor. I thought there was the source where I could get the information that would be of value. What shall we feed our officers? Shall we feed them for fat or feed them for lean? I had prepared an elaborate report, taken from statistics and from writings of this eminent gentleman, and was going to use it on this occasion; but, gentlemen, I find myself in a position where I cannot use it. I have been deprived of that privilege by an event which took place yesterday afternoon—by witnessing the base ball game between the fat and the lean men of the Michigan Business Men's Association. (Laughter.) I had come to the conclusion that feeding for lean was the proper way to get good officers, but, behold, the lean were beaten in the base ball game!

My ammunition is exhausted; however, I shall endeavor to give you, if possible, some information on this important subject. I have thought that perhaps it would be best to undertake a negative mode of reasoning, selecting those articles of food that might be improper to

give the officers who are to serve you during the coming year. And, among these articles, I will name first an article of diet that is often upon your tables. I have found it upon the hotel table of this admirably served house. I presume it is to be found to-day upon the table of nearly every family in the land. It is a beautiful article to look upon. To some the taste is good, to others it is not. It is an article which Phoebe Cary in a beautiful and touching poem—which I regret my memory will not permit me to quote—calls "the miserable, poor, tasteless pickled beet!" (Laughter.) I would not feed officers on pickled "beats," Pickled "beats," as a diet in a business men's association, as regarding its effects, is very deleterious. We even go so far as to legislate against the pickled "beat." We serve him with Blue Letters—and with other letters, until we fondly hope the pickled "beat" will soon be eradicated from our midst.

Another article of diet occurs to me as very improper to feed our officers, and that is an article found on the table of every well-regulated business man's family as a diet nearly every day—every day if you afford it—a splendid article of diet made from various ingredients. That article is so horrible to the idea of many members of this Business Men's Association that they dare not name it; when they speak of it they spell it—it is spelled P. L. (Loud laughter.)

Now, these articles, gentlemen, I would not advise you to feed to the officers of your Association. They are bad, very bad, and will produce bad results. The question, then, still remains undecided—what food shall we feed our officers? "Upon what meat has this, our Cesar, fed," etc. This little scrap is taken from an oration of one Anthony, with whom you are somewhat familiar. Anthony was a good deal of a politician, and, like most politicians, he made most admirable speeches, generally meaning something different from what he said—in this respect differing from the politicians of our own day. (Laughter.) I have always admired this speech of Anthony's. I know you all have. The more you read it, the more you admire. The farther you go, the better you will appreciate what I have to say about it. A few lines farther on you will find, "You that have tears to shed, prepare to shed them now." How shall they be fed to secure the most work? That seems to be the question. Now, is it best to feed them the way Cesar was fed or not? There is an intimate connection between the two, between the sentiment and the quotation. Of course, in order to decide how to feed them, we want to find out how Cesar was fed. Gentlemen, I can give you no information on that point; but, if there is one article of food I would seriously recommend it would be this: Feed them with good, live, reliable members; let your membership be active, don't depend upon your officers; give them food in the way of membership and attendance at regular meetings. If you fail in this, I can give you no further information in regard to food, unless, it may be—this occurs to me now—that you might possibly give them the kind of food that the gentleman whom you have just elected President has fed on for twenty-five years, the food furnished by the hospitable citizens of Muskegon that has created him, a man who is a sentiment of admiration and thankfulness and that has culminated to-night in this royal banquet. (Applause.)

The Toast-master—The topic next on the programme is "Muskegon—She needs no sentiment." Response by Mr. Connell, a gentleman to whom we owe much for the pleasure and profit we have received on this occasion. If Muskegon needs no sentiment, I do not know what she does need. She seems to have almost everything at her command. If she does need anything, I would like for her to say it.

Mr. Connell spoke as follows: The city of Muskegon but a very short time ago was recognized as the city of sand and sawdust, but the Muskegon of to-day is known as the hub of push, thrift, progress and general prosperity. And to me, Mr. Toast-master, is assigned the duty of explaining how this change came about.

In April, 1870, our lamented townsman, the late Major Chauncey Davis, was elected the first Mayor of Muskegon, which then had a population of less than 6,000. The only industry then known to its people was the manufacture of lumber, that which was produced in that year, about 300,000,000 feet. The output increased annually until it reached the enormous amount of over 700,000,000 feet. To-day, in addition to our forty odd saw and shingle mills, we have in operation eighty-seven manufacturing institutions of various kinds, and, besides these, many smaller industries which are fast developing and in the next decade will increase our products a hundred-fold. A short time ago, a stranger asked me what Muskegon would do when the timber was all cut. In answer I said that that was too great a stretch of the imagination. The time is too far distant, but, for the present, I can say that we have lost about ten saw and shingle mills since 1883, and our population has more than doubled in that time; still, you will find less idle men on the streets of Muskegon than in any city of its size in the State. Now, if the mills are our only work shops, what are they all doing?

The census of 1880 showed that Muskegon county, with a population of 26,586, had \$5,755,360 invested in manufactures, a per capita of \$216, while Wayne county showed \$113; Saginaw, \$87 and Kent, \$88. The next census will show the money invested in manufactures in this city to be greater per capita than that of any city in the State.

While we are proud, and justly so, of

our manufactures, our harbor is not forgotten. There is our beautiful inland lake, with its cooling breezes in summer. Its waters draw the keen, cutting frost from the cold north winds in winter, and it is capable of sheltering the entire shipping of the lakes. The Custom House report shows it to be next to Chicago in importance, being second only to Chicago in the number of its clearances and arrivals, which, with our railroad facilities, makes Muskegon the best location in Michigan for manufacturing purposes. This, ladies and gentlemen, coupled with the fact that our hearts and hands—and, if need be, our pocket-books—are ever open to aid the honest seeker for investment, will, to some extent, explain why the Sawdust City of yore is fast becoming the metropolis of Western Michigan.

Another great factor in the growth and prosperity of Muskegon is its school system, which, with its seventeen school buildings and a corps of 100 teachers, is unsurpassed by any city in the State. Another very important addition to our educational institutions, in the near future, will be the beautiful building now in process of construction, as the gift of one of Muskegon's noble-hearted citizens, the Hackley Library. Nor has the religious training of her people been forgotten. With her twenty-four churches and several missions and Sunday-schools, Muskegon stands well up at the head of the class.

In her protection of the lives and property of her people from the fire fiend, she stands at the head. Fifteen years ago to-night—a sad night—about 12:30, incendiaries lighted the torch that swept away more than one-third of our city in a single night. Insurance companies were unable or unwilling to pay in many cases, and without outside help the ruins are covered with substantial structures, beautiful shade trees, shrubbery, lawns and gardens, which are unsurpassed by any city in the State. No longer are her streets paved with the pulverized Nicholson, commonly called sawdust, but about twenty miles is covered with the genuine cedar block pavement, at a cost of \$930,000, and less than 5 per cent. of her tax roll will pay her entire indebtedness.

In 1860, with a population of 1,438, Muskegon stood as the seventeenth town in the State; in 1870, with a population of 6,002, Muskegon stood as the tenth town in the State; in 1880, with a population of 11,226, Muskegon stood as the seventh town in the State; in 1890, with a population of 40,000, she will be the third city in the State, and, in 1900, when Muskegon has taken in the suburbs of North Muskegon, Grand Rapids and Pinchtown, she will crowd Detroit for first place.

The Toast-master—There is a gentleman present whom I desire to introduce to this audience. I do not see his name on the programme for this evening. He is a gentleman who keeps in his chair only about so long, and, from the indications I have received, it is about time for him to rise and make a speech. I am going to call for Mr. Crandall. (Applause.)

It seems to me that I ought to have had a little printing put at the head of my speech. (Laughter.) To get a man over here from a little backwoods town and ask him to make a speech before this brilliant audience without some little primer mark, is not fair; and, yet, I have been accused—and I plead guilty to the charge—of keeping my seat for the last thirty minutes, which is a long time! (Laughter.) Allow me to say that, if I should detain you three or four minutes longer than you anticipate, it will be simply that I may express the sentiments of the delegates of our Association toward the friends who have gathered here and who have gathered on every corner of your streets to welcome us. When we came here, the first of the week, most of us came as strangers. We received the glad hand of welcome. We found friends everywhere. You have crowded upon our attention and upon our appetites all the generosity of a grand and noble people in a splendid city. We, as delegates coming from the far east and north and south, have reason to appreciate it; and, while we cannot give all of you tokens of our esteem, the remembrance of your generous hospitality acts will be treasured away down in the deep recesses of our hearts. Among all of you there was one gentleman, especially, that a year ago our Association elected Local Secretary. Every year, when we hold our annual meeting, we elect a Local Secretary a year ahead for the city where we next meet. When we arrived here we found our Local Secretary, Mr. Connell, so attentive, so willing to make us happy and joyous—I could go on and on, ladies and gentlemen, but I need not, simply calling your attention to the fact that Mr. Connell, like the angels, hovers around us, he has been upon our left and upon our right, seemingly everywhere present. We have sometimes tried to dodge him and have gone over to the club-room to play pedro—pretty soon he would come in and ask if he "could do anything." (Laughter.)

Now, our people thought this afternoon that, as we could not give an expression of our esteem to all of you gentlemen and to the fair ladies who grace our presence this evening—some particular token—we could select one of your number and make him a little present. Now, Mr. Connell, you get up here [Mr. Connell rises] and I will show you that here is Abel [pointing to himself] and here is Adam [drawing it from under his coat] is came! (Laughter.) We beg the privilege of presenting this little token to you, and, in after years, when your sun is setting in the west, and your hair is silvered with the gray of years, and you shall lean heavily upon it, do not, sir, bring

dishonor—and we know you will not—upon it. Remember the donors, and remember that the Michigan Business Men's Association has in this small way tendered to you its gratitude and its thanks. (Applause.)

Mr. Connell responded as follows: I assure you I am taken entirely by surprise. I will say, I thank you. I thank you from the bottom of my heart for this token of your esteem, for the privilege of having done my duty. I shall endeavor to so carry it the balance of my life that I shall never bring dishonor or discredit upon the cane you have so kindly donated. I shall always take pleasure in remembering the 1st of August, 1889—the night I was caned. (Applause.)

The Toast-master—The next topic, ladies and gentlemen, is "The Honest Lawyer." I do not know who is responsible for coining this. There seems to be a shade of doubt in this about the lawyers, and, somehow, the lawyers seem to acknowledge it. Not long ago, I read how, in one of the fine cities of our land, right before some new county buildings that had just been erected, two lawyers were accosted by a passer-by, who said to them, "Gentlemen, have you come here to place the place where you are to lie?" "No," was the reply, "but we have come here to lie at great length and to keep it up continually." I do not know just the significance which this topic possesses, but, in the absence of M. H. Walker, I am going to call on H. J. Hoyt, of Muskegon, to respond to this toast.

Mr. Hoyt spoke as follows: I do not like to talk about myself, but, if I must, I suppose I must. I confess that I am in a good deal of a pickle with this sentiment thrown at me. If I say that I am familiar with the subject, some wicked cuss will say I lie! (Laughter.) And, if I admit that I am not familiar with it, that is a "dead give-away" (Laughter.) I would like to borrow the expression from the celebrated speech of Marc Antony, as my friend Mr. Wells, of Lansing did, and say, "You that have tears to shed, prepare to shed them now." I do not know what some of you business men may have had at some time during your experience as such something to do with the profession to which I belong, and I take it that, perhaps, some of you may have been dissatisfied. On the other hand, there are business men who are prepared to admit that there either is, or has been, or probably may be such a thing as an honest lawyer. I am aware of the fact that the profession, as a profession, does not occupy the very highest standing; it does not possess the very highest mark of integrity. But there is one trait in the character of a lawyer that I think it would be well for business men to imitate: it is something you have not failed to notice—we never cut prices. (Laughter.)

Now, whether such a being as an honest lawyer exists or not, perhaps I ought not so say very much about; but you will agree with me that he would be a useful, if not ornamental member of society. But society can get along with a dishonest lawyer a great deal better than it can with an incompetent and dishonest jury. (Applause.) And here is where I have a word of censure to you as business men, you who find fault with the lawyers and with the judges. Many of you would refuse, under all considerations, to serve your State in the high calling of a juror. Have you ever stopped to reflect that you can hardly expect an honest and faithful administration of your law when you, as business men, who of all men are interested in a just administration of the law, refuse to serve in that capacity when called upon? And what would you think of the able-bodied young man between nineteen or twenty-one and forty-five who was too busy to enlist in the hour of his country's peril? Here is an hour of constant peril; and every day of your life you are cursing the very verdicts and judgments for which many of you are responsible. Now, there is a man whose business is so important and so pressing that does not owe to his country and his state his services as a juror when called upon for them; and the more that man's business is worth to him, the more his services are worth to his country and to the state. The man is just as disloyal who refuses to serve in the capacity of an honest juror when called upon to do so as the able-bodied citizen who declines to serve his country in the hour of her peril.

There is one thing about the honest lawyer that, perhaps, I might refer to and that is his pocket-book. Mr. Connell said to you to-night that when you come to Muskegon again you would find, as on this occasion, our pocket-books. Now, when you come to Muskegon and go to looking around for pocket-books you don't enquire for an honest lawyer—you will find his pocket-book and that is about all!

The honest lawyer is something of a business man, although when he asks for credit at banks and stores and other places he is told that he cannot get it. He is a business man in his way; any way he undertakes to imitate the business man—and in some respects you business men undertake to imitate a lawyer. I did think that you fellows were a little exclusive and that you had gotten your circle of business men too narrow; but, when I came to look over you to-night, I thought, "It's just about the right size."

I have not said very much about this sentiment upon which I was called to talk. It is not because I am not familiar with the subject, but, ladies and gentlemen, I prefer to a little bit of modesty;

[CONTINUED ON THIRD PAGE.]

# The Michigan Tradesman

## AMONG THE TRADE.

### GRAND RAPIDS GOSSIP.

E. E. Wood succeeds E. E. Wood & Co. in the dry goods business.

B. Schell, late of Spring Lake, will shortly embark in the grocery business at 202 East Bridge street.

Geo. Mosier has opened a grocery and notion store at Cloverdale. Hawkins, Perry & Co. furnished the groceries and F. A. Wurzburg & Co. supplied the notions.

E. S. Morris has retired from the firm of B. E. West & Co., dealers in coal and wood. The business will be continued by the remaining partner under the same style.

Seofield, Shurmer & Teagle have been compelled to add a third tank wagon and a second larrie to their city equipment. A storage warehouse has been established at Cadillac, with A. M. Lamb in charge.

The Michigan Overall Manufacturing Co. is seeking for new quarters, the present location on the West Side being too circumscribed. The former home of the defunct Sherwood Manufacturing Co. is among the locations under consideration.

Adolph G. Krause is building a double brick store on the northeast corner of Cherry and East streets. The corner store will be occupied by Wm. H. Van Leeuwen, with a new drug stock. The inside store will be occupied by H. M. Liesvelt with his grocery stock.

A protest has been filed with the Interstate Commerce Commission against the change in classification in empty oil barrels and local dealers are paying all freight bills under protest, so as to be in shape to secure a rebate in case the protest is sustained. A significant feature of the change is that while wooden barrels are raised from fourth to second class—with 100 pounds as the minimum weight of each barrel—the classification of iron drums, in which all shipments of oil are made in the South, is left unchanged. As this is a manifest discrimination, the Commission will undoubtedly restore the former classification.

About six months ago Harry Snow, who had previously mortgaged his drug stock at Grand Ledge to Winnie & Burnham, gave them a bill of sale and possession of the stock on condition that they would keep an itemized account of the receipts and disbursements and turn over to the other creditors a proportionate amount of their claims, after their own claim of \$1,400 was satisfied. This agreement was made a part of the bill of sale, but has been persistently disregarded by the purchasers of the stock. Finding that the purchasers evidently proposed to make no accounting whatever, Mr. Snow confessed judgment for \$800 in the Kent Circuit Court in favor of the Hazel-tine & Perkins Drug Co. and three outside creditors, who levied on the stock by virtue of an execution last Monday. An inventory disclosed stock to the amount of \$2,600, while Winnie & Burnham's claim was only \$1,400. The latter subsequently replenished the stock, giving bonds for their appearance in court, providing they conclude to maintain their claim by legal procedure.

### AROUND THE STATE.

Flint—R. Putnam succeeds R. Putnam & Co. in the produce business.

Alba—Leo Eidelstein has bought the dry goods stock of Smith Bros.

Reed City—E. A. Rupert has retired from the confectionery business.

Utica—John D. Hasley has sold his hardware stock to Aug. R. Hahn.

Luther—Arthur Lowell has sold his hardware business to B. F. Cooper.

St. Clair—Jones & Richardson succeed Conger & Jones in the notion business.

Sturgis—N. I. Tobey & Co. succeed Putney & Tobey in the drug business.

Charlotte—F. H. Goodby succeeds C. C. Haslett & Co. in the dry goods business.

Kalamazoo—Ehrman Bros. succeed Kanley & Wirtz in the bakery business.

Howard City—C. C. Messenger succeeds D. Farr in the stationery business.

Ashland Center—J. W. Pollard succeeds Woodward & Pollard in general trade.

Mt. Pleasant—P. S. Fancher succeeds Stevens & Fancher in the drug business.

Munith—Reeve & Hoyt are succeeded in the drug business by Thomas Luce & Son.

Big Rapids—Henry Schafer succeeds Sauerbier & Schafer in the grocery business.

Midland—Fred Daenzer has sold his grocery and restaurant business to Wm. Baker.

Battle Creek—Orville A. Allen succeeds John K. Lotheridge in the grocery business.

Battle Creek—Pease & Rix have sold their bakery and restaurant to Pease & Sheldon.

Hartford—W. D. Codman & Son have removed their boot and shoe stock to Muskegon.

Flint—Harry T. Blodgett succeeds McGlinchy & Blodgett in the confectionery business.

Owosso—A new boot and shoe store will shortly be opened here by J. Wilson, of Tecumseh.

Greenville—M. B. Stevens & Co. succeed S. R. & A. B. Stevens in the boot and shoe business.

Kalamazoo—Wm. R. Bowen has purchased the drug stock of Juliette B. (Mrs. C. P.) Sayles.

Bark River—The Bark River co-operative store has made an assignment. Liabilities, about \$4,500.

Detroit—J. W. Berns has foreclosed his mortgage for \$5,000 on the dry goods stock of A. Krollik & Co.

Manistee—Frank Somerville succeeds Somerville & Johnson in the book, stationery and wall paper business.

Hanover—F. J. Kennedy succeeds Ransom Markham in the hardware and agricultural implement business.

Detroit—C. (Mrs. W. H.) Harris is succeeded in the jewelry business by the Harris Jewelry Co., not incorporated.

Plainwell—J. Parks and F. E. Estes have gone to Lagrange, Ind., to engage in the meat market and produce business.

Manton—R. Fuller contemplates the purchase of a drug stock in the Upper Peninsula, which he will place in charge of his son.

Stetson—Watson Carroll has sold his drug stock to A. Wilsey, of Ludington, who will continue the business under the management of Geo. Lamontaine.

Hillsdale—Perry & Savery, who recently assigned their grocery stock at this place and at Reading to R. O. Haynes, have secured an extension and resumed business.

Ionla—King & Kimball, the grain and produce dealers, have been pulled down by the failure of Wm. Steele. They have uttered a real estate mortgage for \$6,000 and a chattel mortgage for \$3,750.

Gladstone—J. Frank Collom, the Gladstone man who has been arrested for forgery amounting to several hundred thousand dollars, has a unique defense. It is claimed that John T. Blaisdell, whose name he is accused of forging, came into Collom's office one day to endorse some notes to back Collom, but finding the latter out, he endorsed the notes in blank, and Collom afterward filled them out to suit himself.

### MANUFACTURING MATTERS.

Saginaw—The new furniture factory of the Merrill & Tillotson Co. has begun operations.

Bay City—Heinrichshofen & Lewen is the name of a new lumber firm that has just established at the corner of Tenth and Spruce streets.

Bay City—The Martin Match Co. will begin making matches in about a week. Just how long it will be before the Diamond Match Co. gobbles it, is not stated.

Saginaw—Arthur Barnard has leased the match factory building, and the company in which he is interested is putting in machinery for the manufacture of nail kegs, under a new patent.

Au Sable—Penoyer Bros. will sell 30,000 acres of land in Isco, Alcona, Crawford, Ogemaw, Rosecommon and Gladwin counties, to a syndicate, at \$2.25 an acre. The land has been stripped of pine, and is to be used for colonizing purposes.

Manistee—Salt shipments for August were a little in excess of 90,000 barrels, and as one block did not pack a barrel of salt during the month, and another only about 1,600 barrels, the output may be considered a good one. R. G. Peters has just built another large salt shed to increase his storage capacity, and is now able to hold about 150,000 barrels.

Manistee—There has been a good deal of dissatisfaction of late among the mill men at the way the contractors on the extension of the Chicago & West Michigan Railway have been cutting out timber on the right of way of that line, and the chances are that there will be some heavy lawsuits before the thing is settled. It appears that they have not consulted the owners of the land in some places.

Manistee—James Lyons and M. J. Lyons have retired from the general firm of Lyons, Costello & Co. The business will be continued by the remaining partner, John Costello, under his own name. M. J. Lyons will continue as superintendent for Hall & Buell, while Jas. Lyons will embark in the manufacturing business on 320 acres of timber owned by himself and brother, eight miles from Petoskey.

St. Ignace—The mill of the Mackinac Lumber Co., which has been lying idle the present season, the owners evidently deeming it best to have their logs sawed at Bay City and secure the benefit of the market at that point, will be kept in operation next year, arrangements having already been made to have 7,000,000 feet of logs harvested. The idleness of this mill has been a bad set-back to St. Ignace business this year, all branches of trade having suffered by the absence of the employees necessary to keep the mill in motion.

Charlotte—The United States Fence Machine Co. has been organized with a capital stock of \$25,000, the incorporators being P. D. Patterson, Geo. J. Barney, C. B. Lamb, Geo. H. Spencer, M. A. and A. D. Bretz, John Markham,

F. A. Dean, L. H. McCall, P. S. DeGraff, C. A. Martin, George Huggett, J. M. C. Smith, F. N. Green, John Downing, Jas. Blair and Frank Kelly. The company has purchased the well-known Kelly sash and wire fence machine patents and will engage actively in the manufacture and sale of the machines.

Bay City—Ex-Congressman S. O. Fisher, of the firm of Mosher & Fisher, about to be dissolved by mutual consent, evidently has no intention of getting left or retiring from the business. He has already over 6,000,000 feet of logs on the skidways, and proposes to keep things hustling until he has secured at least the usual amount carried by the old firm. These logs are a portion of the timber purchased from Hurst, known as the Whitney tract. In this connection, it is proper to remark that the report sent out that Mr. Whitney did not own any more timber worth mentioning, in the Lower Peninsula, is a great mistake, as he is the possessor of at least 130,000,000 feet yet, and will keep his mill hustling for several years to come.

### Gripsack Brigade.

J. W. Duvall has engaged to travel for the Michigan Cigar Co., of Big Rapids.

Windy Hawkins has bought Will Granger's Jersey cow on the installment plan.

Cornelius Crawford goes to Detroit Wednesday, on the first vacation he has taken this year.

J. L. Huff is now covering the trade south of Grand Rapids for Seofield, Shurmer & Teagle.

Will G. Hawkins is putting in the week at Detroit, visiting the Exposition and—talking, for a change.

Wm. H. Downs went to Detroit last night and will spend the week there. Ditto Geo. F. Owen, the noiseless man.

Detroit Free Press, Sept. 15: The Detroit traveling men held another meeting last night to make further arrangements for the reception and entertainment of the commercial travelers who are expected to visit the exposition on Saturday, September 21, otherwise known as "Drummer's Day." They have engaged the Detroit rink for the day and evening, to be used as headquarters for the visitors, and chartered the steamer Greyhound for a sail around Belle Isle and down to the exposition. The commercial travelers from Toledo are expected to reach the city about 10:30 a. m. The Greyhound will leave the foot of Griswold street at 1:30 p. m. Cappa's Seventh Regiment Band, of New York City, will head the procession from the rink to the steamboat wharf.

### 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—EIGHTY SEVEN CORDS OF 12-INCH DRY beech and maple wood, cut last winter. Address Frank L. Fuller, Ashton, Mich. 508

FARE CHANCE—DRUG STOCK FOR SALE. WELL located, thoroughly established and doing a good paying business; stock new and well-selected; terms easy; will lease or sell fixtures; a fine opening for a physician. Address Lock Box 142, Hastings, Mich. 506

FOR SALE—FANCY AND DRY GOODS STORE—Well established; invoice about \$1,500; in the city of Grand Rapids. Address No. 505, care Michigan Tradesman. 505

FOR SALE—AT A BARGAIN—GOOD, CLEAN, FRESH stock of general merchandise, situated in the finest resort town in Northern Michigan; can be bought cheap for cash. Address A. Mather, care Michigan Tradesman. 501

FOR SALE—DRUG STOCK AND FIXTURES—COMPLETE and in good location; located in West Owosso, prosperous, paying business; stock well inventory about \$1,500; will give a bargain for cash; this is an opportunity for a bright young man. Address Geo. L. Lusk, Owosso, Mich. 504

FOR SALE OR TRADE—GENERAL STOCK IN GOOD location. Address No. 507, care Michigan Tradesman. 507

FOR SALE—GROCERY STOCK IN GOOD LOCATION—Will inventory \$750 to \$800 and doing a business of about \$15,000. Address No. 502, care Tradesman. 502

FOR SALE—BOOT AND SHOE STOCK—INVOICE between \$2,000 and \$3,000; country seat Gratia; only two exclusive stocks in town; brick store; long lease; going out business. Call Box 19, Ithaca, Mich. 497

FARE CHANCE—ABOUT \$400 STOCK OF DRUGS and patent medicines, case Diamond Dyes and shelf bottles; will exchange for horse and carriage, upright piano or real estate. M. Stewart, Sheridan, Mich. 498

FOR SALE—NEW, CLEAN STOCK OF FANCY groceries, having the cream of the trade in a city of 7,000 inhabitants; stock well inventory about \$3,500; rent reasonable; best location in the city. Address No. 499, care Michigan Tradesman. 499

FOR SALE—A GOOD PAYING BUSINESS—GOOD reason for selling out. Inquire of F. J. Detten-thaler, 117 Monroe St. 496

FOR SALE—ONE OF THE BEST LOCATED HARDWARE stores in the suburbs of Grand Rapids. Good store and cheap rent; rent \$2.00; about \$2,000; yearly business \$15,000. Address No. 488, care Tradesman. 488

FOR SALE—HAVING OTHER IMPORTANT INTERESTS, we offer for sale our stock of drugs, groceries, crockery, glassware, wall paper, paints, oils, etc.; one of the best stocks in best country seat in Michigan; will inventory about \$7,000; will trade out \$1,000. Address Bartram & Millington, Paw Paw. 495

FOR SALE—NEW BLACKSMITH SHOP AND TOOLS, house and two lots; good location; fine country; good run of general work; reason for selling, health failed; terms easy. Inquire of or address W. W. Pentlin, Brighton, Mich. 487

### HELP WANTED.

WANTED—REGISTERED PHARMACIST—GOOD references required. Correspond with Chas. H. Leslie, North Muskegon, Mich. 494

### SITUATIONS WANTED.

WANTED—BY A YOUNG MAN OF GOOD BUSINESS experience—employment to clerk in store or wholesale house or any place of trust, not afraid of work; will come well recommended. W. R. 159 Henry street. 500

WANTED—SITUATION BY A YOUNG MAN OF five years' experience in the grocery business is also a graduate of Prof. Ferris' Business College of Big Rapids; can give the very best of references. Address Lock Box 885, Big Rapids, Mich. 491

### MISCELLANEOUS.

FOR HOOPS AND HEADING—GET PRICES FROM Crescent Manufacturing Co., Detroit, Mich. 496

WANTED—A LOCATION FOR THE HARDWARE OR furniture business. Would buy out a small stock or take a partner in good location. Address, S. A. Rowley, North Muskegon, Mich. 495

Battle Creek—About three years ago H. B. Hoagland was manager of the now defunct grange store here and was accused of misappropriating funds, but was acquitted after a church trial. He has now made some charges against Mr. Woodworth, his accuser, and another trial in the same court is about to come off.

North Muskegon—E. A. Shores, of Ashland, Wis., has purchased the Cohasset Lumber Co.'s sawmill and will immediately remove it to the former place. This mill was originally built for the Torrent & Arms Lumber Co., in 1887, and has been in constant operation until this spring.



C. M. Henderson & Co.

ARE

Superior Manufacturers.



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 door than other manufacturers can offer, and this is true of our Ladies' Fine Dongola and Goat \$2.50 shoe and our \$3 Henderson French Kid, and other grades made at our Dixon Factory, where our celebrated "Red School House" Shoes are produced. We have special advantages for manufacturing them and make them all on the theory of merit and style. "The proof of the pudding is in chewing the string," and if you will test them we shall highly appreciate it and are sure it will prove to your advantage. Our heavier grades of goods made at our third factory are also acknowledged to be unequalled.

C. M. HENDERSON & CO., Chicago.

Factories:

Fond du Lac, Wis.  
Dixon, Ill.  
Chicago, Ill.

Willard H. James,  
Salesman for the Lower Peninsula,  
P. O. address,  
Morton House, Grand Rapids, Mich.

We furnish electrotypes of our Specialties to Customers.

"Around the tree that bears the best fruit are always found the largest clubs."

Merchants should not listen to overtures from persons who want to substitute inferior brands of coffee in place of the "LION," simply because they pay a larger profit.

Consumers are entitled to the best the market affords and they know "LION COFFEE" is superior to all other package coffees, besides inside each package they find a beautiful picture card for home decoration. Merchants handling "LION COFFEE" will certainly increase their trade, consequently their popularity as dealers in first-class family supplies.

Your orders for "LION" or Bulk Coffee will have quick execution by addressing the Woolson Spice Co., either at Grand Rapids or Toledo, Ohio. Shipping Depots at Grand Rapids and all principal points. Orders for "LION COFFEE" will be promptly filled by any Jobber in any of the following cities:

BAY CITY, - Mich.

BATTLE CREEK, "

CHICAGO, - Ill.

DETROIT, - Mich.

EAST SAGINAW, "

JACKSON, "

And by All Jobbers Throughout the United States.

KALAMAZOO, Mich.

LANSING, "

MUSKEGON, "

MILWAUKEE, Wis.

SAGINAW, Mich.

SOUTH BEND, - Ind.

Woolson Spice Co., Mfrs.,

TOLEDO, OHIO.

# Just to Get an Idea

What a First-Class Hat Establishment can do for you, we should like Visitors to Grand Rapids to make it their Special Business to call on us and take a look through our elegant line of

## HATS AND MEN'S FURNISHINGS.

We are the acknowledged leading

## HAT HOUSE

Of Grand Rapids, showing the many distinct styles, in elegant qualities, and of such reasonable prices that you will be thoroughly convinced that It Will Pay to Trade with

# BORN The Hatter,

54 MONROE ST.

## P. STEKETEE & SONS,

WHOLESALE

## Dry Goods and Notions,

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

Comforts and Blankets, Yarns and Woolens for Fall Trade.

STARK, AMERICAN, PACIFIC, BURLAPS.

# Bags.

Warps, Geese Feathers, Waddings, Batts and Twines.

Agents for Georgia and Valley City Bags.

Prints, Gingham, Dress Goods, Hosiery, Underwear and full line of Staple Notions.

# KOAL!

WHOLESALE Anthracite and Bituminous Coal.

State Trade a Specialty.

Before ordering your coal write to us for prices.

GRAND RAPIDS ICE & COAL CO., 52 Pearl Street, GRAND RAPIDS, MICH.

## PERKINS & HESS

DEALERS IN

## Hides, Furs, Wool & Tallow,

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

WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

## Our Fall Stock

Is now Complete and Ready for Inspection.

## F. A. Wurzburg & Co.,

(Successors to F. W. Wurzburg's Sons & Co.)

Exclusive Jobbers of

## DRY GOODS, HOSIERY,

## NOTIONS, UNDERWEAR,

19 & 21 SOUTH DIVISION ST.,

GRAND RAPIDS, - MICH.

## E. W. WALL PLATING WORKS,

ALL KINDS OF Brass and Iron Polishing

AND Nickle and Silver Plating

Corner Pearl and Front Sts., Grand Rapids.

## Good

## Morning!

I have just eaten a delicious dish of

## Muscatine

## ROLLED

## OATS



# The Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

E. A. STOWE & BRO., Proprietors.

Subscription Price, One Dollar per year, payable strictly in advance.

Advertising Rates made known on application.

Publication Office, 100 Louis St.

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, SEPTEMBER 18, 1889.

OUR SEVENTH YEAR.

With the issue of last week, THE TRADESMAN completed its sixth year of publication. This issue, perforce, notes the beginning of its seventh year.

Although customary on such occasions for journals to re-affirm their declaration of principles, THE TRADESMAN hardly thinks it necessary to observe the time-honored usage. "Actions speak louder than words," and the record of the paper in the past is a sufficient guarantee as to its future career. Holding the best interests of the retail trade paramount, it will continue to advocate the aims and voice the aspirations of that great division of merchandising, satisfied that a consistent course in that direction not only secures the approval of the retail trade, but enables the paper to command the respect of the jobbing trade as well.

## AN UNTENABLE POSITION.

A wholesale grocer of Grand Rapids has "parted company with THE TRADESMAN," as he expresses it, because "THE TRADESMAN is in sympathy with the retailer;" because "THE TRADESMAN is in league with the retailer;" and, also, because "THE TRADESMAN is a friend of the retailer." In other words, because THE TRADESMAN is a "friend of the retailer," it cannot be his friend; and he has, at various times, made propositions to the other wholesale grocers here to establish a paper friendly to the jobbing trade.

Mr. Ball may be correct in his conclusions, to the effect that a trade journal cannot be a friend to the retail trade and yet maintain the respect and receive the patronage of the wholesale dealer, but he is the only jobber in the State who ever made so important a discovery. A legitimate conclusion to draw from his process of reasoning would be that a man must be an enemy of the retail trade to be a jobber or the friend of a jobber!

Such, however, is not the ground taken by THE TRADESMAN. It maintains, and has ever maintained, that the interests of the retailer and jobber are identical; that whatever injures one injures both; that only when one usurps his legitimate position and goes beyond established limits, does he render himself subject to the criticism of the other. With this principle in view, THE TRADESMAN held that Mr. Ball stepped beyond the bounds of reason when he insisted on selling goods to the Kensington and Derby hotels, the Livingston boarding house, and restaurants in various places, after he had signed an agreement with the retail trade not to do so. Then it was—and not until then—that he discovered that THE TRADESMAN was his enemy!

Secure in its position as a "friend of the retailer" and happy in the thought that it possesses the respect of every jobber in the State who is not so narrow and bigoted as to imagine himself an enemy of the retail trade, THE TRADESMAN sees no reason why it should jog an old dog from the path in which it started six years ago to-day.

The report of the annual convention of the Michigan Business Men's Association, which has occupied much of the available space of THE TRADESMAN for the past seven weeks, is concluded with this issue. Doubtless this will be a pleasant relief to a considerable portion of THE TRADESMAN's readers, although evidence is not lacking that the report was followed with much interest by a large majority of the patrons of the paper. Certainly no gathering of business men ever turned out a greater amount of effective work than the Muskegon convention.

No better index of the remarkable growth of trade journalism is shown than in the progress of the *American Grocer*. A fac simile of the first copy issued, bearing date of Sept. 15, 1869, shows twenty small pages. The journal now comprises 100 large pages, while the character and value of the contents have kept pace with the other improvements in the paper. The trade journal has become as necessary to the progressive trader as a counter, desk or ledger, and the improvements in merchandising have brought with them a corresponding improvement in the journalistic exponents of trade.

Traverse—E. A. Crozier has purchased an interest in the boot and shoe business of L. Palmer. The new firm will be known as Palmer & Crozier.

## PLAIN TALK.

Open Address to Patrons of Industry and Farmers.

H. G. Barber in Vermontville Echo.

Within the past few weeks, we have been asked at various times, by many persons who represent the agricultural interests of this section of the country, if the firms we are interested in will enter into a contract with the farmers' alliances that are being organized to furnish them the various kinds of merchandise that we deal in at uniform specified rates of profit. We understand these rates of profit to be 10 and 12 per cent. from cost. These questions have become so numerous, and require so much time to answer fully and frankly in each case, that we think the end will be better served by a general reply through the columns of the Echo.

We are not unmindful of the fact that the success of our business depends upon the good-will and patronage of the farmers as a class. This is nothing but an agricultural community and can never be much more than this. It can never be a village of much larger proportions than at present. Why? Because it possesses no natural advantages that are necessary in these days to build up a commercial center; commerce and manufactures constitute the indispensable basis for conditions of large growth. These things are now beyond our reach. But for all this we may have a pleasant, thrifty village; but this condition, even, is dependent upon our farms and farmers. As these thrive, the small business centers thrive. With untimely frosts and drouths, business collapses and dullness prevails.

Anything that checks or limits the volume of business in these small towns takes just so much from its life and activity. In rural towns, especially, business and agriculture are quite dependent upon each other. This dependence is mutual. It is useless to deny this. We as a business class depend upon your good will, and you oftentimes depend upon us to tide you over trouble.

Now, anything that interrupts this is an injury to prosperity. The freest and fullest competition is the healthiest condition in which business can exist. These so-called "farmers' stores" interrupt this freedom of exchanges. They are restrictive in their methods and drive away competition. Those who ally themselves to them, as we are told, are under contract to make their purchases at these places. They are under a moral obligation, if not under a legal one, to do this. Hence their freedom of choice, in making their selections of merchandise, for the time being, is taken away. They must buy their goods of the agent with whom they have a contract, and thus are liable to impositions both in quality of merchandise and the price paid therefor. It is an invitation and an incentive to fraud on the part of the merchant. Duplicate false invoices will abound—false representations regarding the quality, quantity and cost of different fabrics offered, which no body of selected men will detect. False duplicate invoices are already in vogue. Within two weeks the writer has been told by an active partner in one of the most reputable wholesale houses in Detroit that they had been asked by one of these agencies to make out two invoices, one 10 per cent. higher than the other, to show their patrons. Why is this? Simply to mislead and deceive and thus increase the profit. Is such deception necessary in fair, honorable and competitive business? Never! Why in this business? Simply because you have the merchant under contract to perform what he is unable to do without inevitable loss, and, if possessed of small capital, certain failure.

There is no room for doubt as to such result. That merchant does not exist in Eaton or Barry county who can sell his goods at the uniform 10 or 12 per cent. profit from cost and support his family from his business in comfort, pay his help, taxes, insurance and rental of his building or interest on the investment, and make the ends of the year meet, to say nothing about the depreciated stock he has on his hands.

The necessary expenses in merchandising are often overlooked. The maintenance of the merchant, the cost of buying and selling, clerk hire, insurance, rental, permanent investment of money on the stock carried, some loss in measuring and weighing out goods at retail, losses from defects in some articles in which the merchant has no recourse; then comes the shrinkage in values of seasonable goods at the close of the season, that must be carried over or sold without profit or at a loss. The wise merchant puts his knife into these unseasonable goods and sells them. No matter what his contracts are, the merchant doing any volume of business must keep his stock seasonable and in repair. This can only be done through semi-annual forced sales. Hence, in every dry goods store of any magnitude it has become a necessity to sell—as the season draws to a close—many goods at cost and even less than cost. A fixed uniform profit is an absurdity and an impossibility. A merchant can be honest in his transactions, giving sixteen ounces to the pound and thirty-six inches for a yard, and represent goods as they are, if he knows anything about them. He need not be a liar or a thief, but he must be a merchant. He buys his goods and he must sell them, or the sheriff will soon step in and sell them. Circumstances must govern the price and the profit very largely. Trade may be dull, the merchant overstocked, necessity compels a relinquishment of profit and forced sales are necessary. Competition is always active and when away from home is the worst kind of competition. To meet it a temporary "cut" in prices is necessary. These things are of everyday occurrence with the merchant who has any business of magnitude.

A tradesman without experience or capital may embark in a contract business placed under the surveillance of his customers and appear to thrive for a time, but in the end either his customers will be imposed upon, or he will soon retire from business, having gained somewhat in experience at the sacrifice of time and money. We are desirous of avoiding dangerous experiments in business, and preserving integrity in all transactions. We do not think this can be successfully done, by having any restrictions placed upon business. The

wise merchant knows best what the situation demands and what is essential to his success. He must be governed largely by circumstances. Competition will keep him keen and on the alert. It is no easy thing to be a successful merchant. At present it requires experience, capital and a plenty of hard labor. Without these success is not assured.

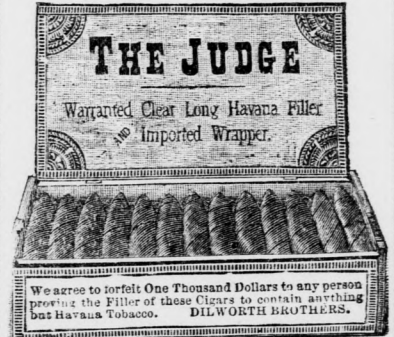
We have the highest respect for the class whom we address. We do not ignore that at which they aim nor depreciate their patronage. Under our political methods that have the support of a large body of our citizens this system is a direct outcome. It is the farmers' alliance to break down prices. It is one combine against another combine. The manufacturer enters into combinations to put up prices, the agriculturalist combines to put down prices. If one is best for the great mass of people, then the other is equally beneficent. But they are both wrong, inexpedient and will prove injurious to the masses. The natural system of the most absolute freedom in all business transactions, either great or small, is the only perfect system. It is best for all concerned because it leaves business free and unrestricted so that producing, buying and selling is subjected to the largest competition without any let or hindrance. This competition of which we speak is the first cause of all causes that produces low prices. This contract system of selling merchandise debar competition. You agree to buy of the merchant with whom you have a contract to the exclusion of other dealers. You have your dealer under a contract to perform what he is unable to only at a loss. To protect himself from loss he conspires against you, by cheap goods, dishonest counts, false weights and false invoices. If the merchant can possibly succeed under this system, in the rural towns, it will drive every other merchant from the field. This will follow from necessity. The village is insufficient to maintain a reputable store only with general support.

The small village would be abandoned by the many dealers; capital, if any exists, would go to the manufacturing marts and cities, your farms would depreciate, the meeting house would go back to the school house again and the village academy would go to second childhood.

This is the natural result when things go to seed. Under the forced system of which we speak, the farmer may seem to obtain merchandise cheaper, but it will be cheaper in some things and dearer in others. The system is impracticable in merchandising and full of serious objections. It can only be short-lived and will in the end prove injurious. We can give farmers value received and engender a better feeling by having a free field for other competitors. This course will create more activity and results in more benefits. We are hostile to combinations in manufactures, in commerce, in trade, in society, in politics and in religion. They all deserve to be pierced through and through with a free lance. In business we like competition; we do not care how sharp it is, if it be honest. When we cannot meet it, we will retire with complacency and enter some other occupation for which we may be better adapted.

## \$1,000 REWARD!!

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



Amos S. Musselman & Co.

SOLE AGENTS,  
GRAND RAPIDS, MICH.

**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.

**FOR SALE!**

The Drenthe Cheese Factory. Well equipped for handling the milk of 400 cows. Terms easy. Address

**F. J. LAMB & CO.**  
Grand Rapids, Mich.

**FOURTH NATIONAL BANK**  
Grand Rapids, Mich.

A. J. BOWNE, President.  
Geo. C. PIERCE, Vice President.  
H. W. NASH, Cashier

CAPITAL, - - - \$300,000.

Transacts a general banking business.

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

**J. H. Myers,**  
MANUFACTURER AND  
DEALER IN  
COLLARS AND HARNESS

TRUNKS AND TRAVELING BAGS. FINE SINGLE HARNESSES A SPECIALTY.  
73 Canal St., Grand Rapids.

**H. Leonard & Sons.**  
Grand Rapids, Mich.  
Near Union Depot. Cor. Spring and Fulton Sts.

**REDUCED PRICES**  
**MASON**  
**Porcelain Top Fruit Jar**

For immediate orders we quote Mason's Fruit Jars at the following Reduced Prices.

Terms Regular:  
PINTS, Per Gross, - \$ 9 50 HALF GALLONS, Gro, \$13.00  
QUARTS, Per Gross, 10 00 RUBBERS, for any size, 55

No Charge for Case or Cartage.

**Jelly Tumblers:** 14-Pint, Tin Covers, 6 doz. in case..... \$1.50  
14-Pint, Tin Covers, 6 doz. in case..... 2.00  
14-Pint, Tin Covers, 30 doz. in bbl., per doz. 25  
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No Charge for Package.

**Stoneware:** Jugs, Butters, Churns & Milk Pans, per gal., \$ .06  
14-Gallon Tomato Jugs and Corks, per doz. 90  
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Wax for Sealing, 5-lb. Packages, per lb. .... 03  
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**F. J. DETTENTHALER,**  
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**Oysters**  
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**Salt Fish.**

Mail Orders Receive Prompt Attention. See Quotations in Another Column.

**Ionia Pants & Overall Co.**  
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MANUFACTURERS OF

Pants, Overalls, Coats, Jackets, Shirts, Etc.

Warranted Not to Rip. Fit Guaranteed. Workmanship Perfect.

Mr. Voorhees' long experience in the manufacture of these goods enables him to turn out a line especially adapted to the Michigan trade. Samples and prices sent on application.

IONIA, MICH

**CORLISS** THE LANE & BODLEY CO.  
AUTOMATIC CUT OFF  
**ENGINES**  
UNRIVALLED for STRENGTH  
DURABILITY AND  
CLOSE REGULATION.

THE LANE & BODLEY CO., 2 to 48 JOHN STREET, CINCINNATI, O.

**THE OLD RELIABLE**  
PUT UP IN  
Boxes, Cans, Pails, Kegs, Half  
Barrels and Barrels.  
Send for sample of the celebrated  
**Frazer Carriage Grease**  
The Frazer Goods Handled by the Jobbing  
Trade Everywhere.

**No Chemicals.**

**W. BAKER & CO.'S**

**Breakfast Cocoa**

Is absolutely pure

and it is soluble.

To increase the solubility of the powdered cocoa, various expedients are employed, most of them being based upon the action of some alkali, potash, soda or even ammonia. Cocoa which has been prepared by one of these chemical processes can usually be recognized at once by the distinct alkaline reaction of the infusion in water.

W. Baker & Co.'s Breakfast Cocoa

is manufactured from the first stage to the last by perfect mechanical processes, no chemical being used in its preparation. By one of the most ingenious of these mechanical processes the greatest degree of fineness is secured without the sacrifice of the attractive and beautiful red color which is characteristic of an absolutely pure and natural cocoa.

W. Baker & Co., Dorchester, Mass.

**HEAVENRICH BROS.**  
Wholesale Clothiers

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**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.

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**S. K. Bolles & Co.,**

77 CANAL ST., GRAND RAPIDS, MICH.

Wholesale Cigar Dealers.

**"TOSS UP!"**

We will forfeit \$1,000 if the "TOSS UP" Cigar is not a Clear Long Havana Filler of excellent quality, equal to more than the average ten cent cigars on the market.

**Do Not Violate the Law!**

To conform to the law passed by the last Legislature, we have arranged to brand all barrels containing our superior vinegar

**MALT VINEGAR**

The purity and strength of which are fully guaranteed.

Dealers should remember that no vinegar below 40 grain can now be sold and that those who violate the law are liable to both fine and imprisonment. Every barrel of vinegar we sell is tested before it leaves our factory and we guarantee it to be up to the legal standard.

**Telfer Spice Company.**

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**Selected Herbs and Spices!**

Prepared by

**THOMSON & TAYLOR SPICE COMPANY,**  
Chicago.

Is a Combination of

**The Finest Ingredients for use in Seasoning Meats, Poultry, Game and Fish.**

SOLD BY ALL GROCERS.

**GEO. H. REEDER,**  
State Agent  
**Lycoming Rubbers**  
and Jobber of  
**Medium Price Shoes.**  
Grand Rapids, Mich.

TALK AND TURKEY.  
[CONTINUED FROM THIRD PAGE.]

be encouraged; I believe the business men of Michigan feel that way. I rather think you do in this vicinity; this thrifty town and all these industries I see here—they seem to prosper.

While making my railroad investigations, I also looked into the saw-mill business to-day. I saw some wonderful machines—something very instructive and interesting. I was fascinated. I saw an engine denominated by the home name of "steam nigger": I am told it was invented by a Muskegon man; and if it is an emblem of the go-ahead-iveness of Muskegon people generally, I should think nothing could surpass their get-up-and-go. I saw a man riding on that machine. Every once in a while they would move a lever and it would come an instrument that looked like a crocodile's teeth. They would catch the log and turn it over, move with great rapidity and keep up that sort of thing right along.

I feel that perhaps I have said enough about those things I don't understand. (Laughter.) So far as it relates to railroad business, I think I have probably convinced you that I am getting along very well. I am much obliged to you for calling me out, and from now on I think probably I can enjoy the rest of this feast. (Applause.)

The Toast-master next called on Prof. Gower, of Lansing, to respond to the toast "The Legislature—Its Relation to the Penal Institutions of the State."

I find myself rather peculiarly situated this evening. Most of you have read the story entitled "My Double, and How He Undid Me," by Edward Everett Hale, and will remember how the Rev. Frederick Ingham, who had but little time to write sermons, had heard that great men very frequently had a "double" that they would send out on all common occasions to sit around, so that they might have time to attend to more important business. So one day, as he was visiting the county house, as was a part of his pastoral duties, he found a fellow by the name of Isaac, who, he thought, if his hair were cut and his whiskers trimmed, would make a respectable "double" for himself. So he arranged to take Isaac and his wife home and fix him up as a "double"; and he had read, also, in this connection that great men even have a small list of speeches—one for after dinner occasions, one for commencement occasions and one for some other occasions—four or five speeches he found answered great men. So he taught Isaac four or five short speeches and had him instructed so he could use them well, and used to send him around to attend commencements, take in ladies' seminars, and all sorts of societies where there was a good deal of sitting around and little talking to be done. He even went so far as to send him to the Legislature, where he served most of the term, simply going around himself to make a speech or two on important occasions—but Isaac did the voting. His rule was always to vote with the minority. (I did not bring this in on account of the Legislature—I was just coming to the point about this "double").

I have no "double." The Governor has not a "double." But like as the disciples went out by twos, so when the Governor has been going out to enlighten the people on agriculture and other topics, he has taken me along to make a speech, also. I have got his list of speeches pretty well learned. (Laughter.) When I was asked to respond I hung off a little, but he told me the subject was "The Legislature," or something about it, and it at once occurred to me that the Governor's No. 3 speech, on "The Purifying of the Legislature," would fit in there first rate; at the same time I found that the Governor was going to make his great speech on "The State," and I thought I could work in No. 3 to good advantage, so I came. (Laughter.) But I found that the Governor came up Tuesday and was called upon to give a speech and that the people were so captivated that they insisted upon his giving them the full series! (Loud laughter.) Last night the Governor gave a speech on "The Legislature"—the speech that I was going to give myself. (Renewed laughter.) Not only did he give the series complete, but he interjected a poetical effort on the "Graces of the Fair Sex," commencing:

Fair, fair,  
And Auburn hair,  
Blooming form and features rare.

(Loud laughter.) I decided either to anticipate what the Governor proposed to say in a five-minute speech, or else fall back on my own resources and make one of my own. I do not wish to embarrass the Governor and so am not going to start in on his speech on "The State."

So far as the Legislature is concerned, there is an insinuation that the Reform School is one of the penal institutions of the State. I do not care to discuss that question. It is not generally classed that way nowadays. An institution which two of the Governors in six years have recommended in messages to have the name changed to "Industrial School for Boys" ought not to be called a "penal institution." A kind-hearted old gentleman going through not long since saw a bright boy and asked him, "Where are you from?" "From Detroit." "What were you sent here for?" "Because I learned too many instructions in Sunday school!" (Laughter.) It ought not to be called a "penal institution"—an institution where the graduates who go out are denominated, as they are by the County Agents of the State Board of Charities, who refer to the *alumni* as the "redeemed ones." Such an institution ought not to be called a "penal institution," had it? I presume the occasion of putting that in that way was because some one had heard that we sometimes had to punish them. It is true we have to do it a little differently from the way they do it at the University or the Agricultural College. There they expel them. That is not in our line, from the nature of things, so we have to punish them sometimes. You will be interested in knowing how we do it. I cannot illus-

trate better than by relating an incident that occurred three or four years ago. We had a gentleman working at carpenter work and put a colored boy to work with him. This gentleman was of an inquisitive turn of mind and wanted to learn all he could and so asked the boy all sorts of questions in regard to what we did and how we did, and finally he said, "Well, do they ever lick you fellows here?" "Yes, sah; yes, sah; sometimes a fellow don't be good, dey do take a piece of board and f-a-n-you!" (Laughter.) So, I presume, that was the occasion of naming it a "penal institution," because we do have to punish them.

"The Legislature—Its Relation to Penal Institutions." I presume if I should ask our distinguished representative whom I see over here about that he would say that the relation ought to be very intimate indeed. You will sympathize with the idea of the legislative chaplain who used to preach to the Legislature when they did not go home every Sunday. He was appointed Chaplain of the State Prison, during a session of the Legislature, and in preaching his farewell sermon he took as his text, "I go to prepare a place for you, that where I am there ye may be also." (Laughter.)

The Legislature does not have very much to do with penal institutions of the State, except to make appropriations—that is a very important relation from our standpoint; and a very important one from any reasonable standpoint. A member of this Association said to me to-day that the institutions of our State seemed to be a good deal of an incubus cost the State a great deal. That is true. Every good thing costs, and the institutions of the State—not only penal, but charitable, reformatory and educational—are good things for the State. If they were not, you would plan not to have them. They are good things for the State, and to have them properly supported does in the aggregate cost a good deal of money. They are not carried on and established as money-making institutions but because we are (and we are proud that we are) a civilized and enlightened people, and are glad to do for the unfortunate all we can to make their condition as tolerable as possible, to give our children a chance for education, give the wayward boys and girls a chance to retrieve themselves and put them on their feet, and as far as possible, to reform the adult criminals. It does cost a good deal. That is about the only relation the Legislature has in connection with penal institutions.

But the Legislature—the present Legislature—is a better Legislature than a good many we have had. It is customary, nowadays, to speak sneeringly in regard to legislatures, as if they did not amount to a great deal. I am sorry this is so, because there is rather an upward tendency, and I think we ought to encourage them. It was not a member of the present Legislature, who, noticing that in the morning just before the session opened every body was going in and nobody going out, introduced a resolution "that between the hours of 9 and 10 the elevator should only make up trips." (Laughter.) He was not a member of the present Legislature. Or, concerning whom the story is told: Old Mr. Ripley was a country member twelve years ago and used to be a little tedious in his talks (you know they sometimes are) and they would sometimes throw waste baskets at him and holler "louder!" Mr. Ripley was there and was getting a little tedious one day and they commenced shouting "louder! louder!" He waited until they got through and then went on with his talk. Again they commenced, "louder! louder!" He turned around and said: "If the gentleman from Lenawee will let his ears out to their full length, he will have no occasion to cry, 'louder! louder!'" (Laughter.) That was not a member of the present Legislature. It was not a member of the present Legislature, who, having some friends calling on him, took them up to the capitol one evening when the Reform School boys were going to give a little exhibition with recitations for the edification of the statesmen. This member had his friends there with him and, after the exercises had run on awhile, noticed that his friend was in deep thought, and he said to him: "Jim, what are you thinking about?" "I was thinking how strange it is that the people of this great State of Michigan will send such bright, intelligent, smart boys as these to the Reform School and then send such infernal lunkheads to the Legislature." (Loud laughter.)

All those things happened in years past. No member of the present Legislature ever committed such blunders as those. Certainly this is an age of progress.

More than all that, let me make a suggestion. Isn't it a bad plan to try and get better legislation by opposing the Legislature? As business men, that is not the way you would get customers. You don't sweat at men, but you endeavor to win them over and get them to come and trade with you. Would it not be better for us if we encouraged these members of the Legislature a little and tried when they did a good thing to praise them a little? They are susceptible of failure. Instead of opposing them every time they do something that is not right, let us encourage any slight indications we see of intelligence and honesty. Like the old darkey, when he prayed at the time of the revival, "O Lord, Thou knowest dat we are wicked an' sinners, we have gone far astray from Thee an' done many things dat were wrong; an' O Lord, we know dat Thou knowest how wicked we are, but, O Lord, we do love Thee, we have got a little spark of love left in us. O Lord, water dat spark!" (Laughter.)

We should water that spark. (Loud applause.) The Toast-master—There is a gentleman in the room whose name appears only on my programme. He is the editor of the Grand Haven *Courier-Journal*. I am going to ask him to respond to the toast, "Mineral Water."

Mr. Whitney—I regret that matters over which he had no control have compelled Mr. Potts to go home.

The Toast-master—We will proceed, then, with the next topic. It is, "Sawdust Hospitality." I do not know what kind it is. I suppose it is something that only Muskegon people know about; but

I am going to call upon a gentleman who will probably be able—or has been able—to absorb as much sawdust—that is, hospitality—as any gentleman in our number.

Mr. Sprague responded as follows: I am an ignorant of what "Sawdust Hospitality" means. I am a Toast-master, and I have been thinking, "What can it mean?" It must be a grand subject, if I could only grasp it. If I only knew where to commence, I could let myself loose, (laughter) notwithstanding everybody is trying to get me tight. If it means the hospitality we have received from the people of Muskegon, from the business men of the city, then I know what it means; but there isn't any sawdust about it. It is straight goods. (Laughter.) Only see: They sent down and got the Governor, so we might be in better company. Then got a steamboat and took us all over the water, over to the base ball park—a nice place to play base ball. It is the best ground I ever played on. (Laughter.) Then they brought us back and showed us the jail, the place where they lock folks up, fire-engines, horses, paved streets, elegant houses, immense sawmills; called the fire department out, squirted water all around—and nobody had any use for it, either. (Laughter.) Such hospitality as we have met with at every hand surpasses anything I can possibly say in thanks.

I did think I was a business man. There is where I differ from the Governor. When I figured up accounts since last summer, I found I hadn't made a cent. I guess I am on an average with the Governor in that respect.

Now, the gentleman who gave us welcome up at the opera house said they were exceedingly sorry we did not bring our ladies with us. Among the other things, they have the handsomest lot of ladies I ever saw. (Laughter.) I am not sorry I did not bring my wife. (Laughter.) My wife has always encouraged me in everything through life and helped me make my money and all that; but I do admire the ladies, and she never encouraged me in it. (Laughter.) It is a weakness of mine. (Laughter.) I did, also, think that I differed from the Governor in another respect. I thought I was a politician. That thought was rudely broken at the last election. I will tell you how it was. I "stumped" around a little (it don't make any difference which side I was on). (Laughter.) I went out to a school-house and made the best speech I could; did everything I could to save the country. (Laughter.) I thought I had rather discounted myself in that speech. And when the meeting was out, one old farmer came up and said: "That is the best speech I ever heard." You be a politician, I began to feel that I was a politician. Then he said, "Say, which side are you on?" (Loud laughter—renewed.) So you see I haven't any advantage over the Governor. (Laughter.) I am not a politician, I am free to confess.

But—"Sawdust Hospitality." If that is what they call the hospitality we have received in the city of Muskegon, I must say again that the Business Men's Association never can be thankful enough. It surpasses anything I ever saw. In the way of putting themselves out of the way and of trying in every way to make our stay here pleasant, they have not been equaled in any town or city on a similar occasion. None of them has ever done so much for our Association. I want to say, in conclusion, that I was not ready to make this response. I have been so busy absorbing hospitality that I have not made any preparation. So you will have to do with what little I can give you. I will say we

"Can no other answer make, but, thanks,  
And thanks; and ever oft good turns  
Are shuffled off with such uncourteous pay."

The Toast-master—We have reached the last toast on the list, "Our Noble State—Her Genius and Her Grangers." I expect that all this time the Governor has been studying up things to say, so that we believe the best is coming now. It has afforded us the greatest pleasure to have the Governor with us during these sessions. He has aided and cheered us in more ways than he knows. It is with deep pleasure that I introduce the Governor to this company. (Applause.)

Governor Luce then spoke as follows: I assure you that at this early hour of the day I cannot think of one single humorous thing to present to you; and so the thoughts that I shall submit to you will be of a solemn, sorry nature. First of all, I wish to pay my compliments to my esteemed friend, Mr. Gower. It is true that he has been with me and that I have taught him a good many good speeches. He made the best to-night I ever heard him, except those I had lined out for him and he had learned from me. (Laughter.) I am as proud of him as a father could be of a son who had honored him beyond all expectation. But I want to warn him that I shall teach him no more speeches. (Laughter.)

"Our Noble State." I can hardly comprehend the nobility nor the vastness of this grand State of ours. It stands in the front rank in the whole sisterhood of states in all that makes the people strong and great and prosperous and happy. Nature has done more for Michigan than any other state or any other section of the civilized world. We enjoy natural advantages of greater diversity and produce more than any other location that can be found on the round earth. Our agriculture excels in its diversity. The richest salt mines are found here—enough to satisfy our own people and many besides. More than one-third of the salt used in the United States is manufactured in Michigan. We have the best iron mines away up in the northern country—away down in the bowels of the earth—furnishing the best ore of any section of this whole country of ours. Copper, that precious metal, is found in greater abundance within our borders than anywhere else. We have the grandest people—men and women—the bravest and the handsomest people that can be found, right here in Michigan. We have schools equal to the best; and while you are justly proud of your schools and your school-houses in the city of Muskegon, remember that similar schools extend all over this magnificent commonwealth of

ours. In this way we develop the manhood and the womanhood found within our borders.

The genius of our people, the idea embraced in the sentiment assigned to me to-night, is extended and various and is exhibited right here in Muskegon. I went through the Temple factory (not where they make temples, but where Temple reigns). I saw evidence of genius there. I was rejoiced, too, because they are converting the useless into the useful, an exhibition of the genius of our people. Mr. Temple comes from Boston. We claim him here in Michigan, although, I suppose, we must give a little credit to the crooked-streeted old city he came from.

One of the geniuses of our people that distinguishes us from others is that we are honest—always truthful. You cannot get a Michigan man to tell a lie, not even a fish story. I read that the Governor of Illinois was up at Elk Rapids with a party and caught 500 fish. I went fishing to-day, as you have heard, and I attribute my red nose to exposure to the sun in catching fish. It has been suggested that it is a little redder than usual. Perhaps it is true. I should feel hurt if anyone in our party should say that we caught over 250 fish. I don't want any man to exaggerate a single thing. I caution my friends—don't exaggerate about that magnificent bass, (laughter.) I could not answer all the foolish questions asked me, so I answered none of them.

One thing occurs to me: My friend of the *Free Press*, it is true, wanted to go to Paris. How could we afford to send as Secretary a railroad man? If he had adhered to his original profession and remained a newspaper man, as he has been for the last seventy-five years to my certain knowledge (laughter), there would have been no trouble. But a railroad man! What kind of a Secretary would he make over there? I must do justice to him.

In speaking of this granger question (is that door locked?) (laughter), I have discussed it on many occasions. Mr. Gower has received some good hints from me. But as an exhibition of manly beauty is what I have taken him along for. (Laughter.) Oh, I had forgotten; I promised not to speak of it. (Laughter.) He has learned some good lessons when I have talked to the farmers. I do not know whether this topic was meant to apply to the organization known as grangers or not. I am going to use it in its proper application—to apply the term to agriculturists, tillers of the soil, to that great portion of our people which produces so much of the world's wealth, more of the world's wealth than all others beside in this State of Michigan. This portion of our people line old ocean with the commerce of the world and force a balance of trade in favor of America, the products of the grangers, of the farmers of this State and nation. To them we owe a debt of gratitude; no other portion is more important to the welfare of the people of the whole earth. If the tiller of the soil should for twenty-four months stop the prosecution of his calling; if he should allow his plow to rust in the field; if he should refuse to gather the food products; if he should cease to labor and produce, the foundations of the nation's prosperity would be shaken and ruin, devastation, woe, starvation and death would be the nation's portion. The Johnstown disaster, where 6,000 died in an hour, and which brought ruin and devastation, sweeping away a large city, would be nothing compared to the loss and misery that would follow the cessation of activities on the part of the granger, as you term him, for a single two years. We could never recover from the disaster. I meet with Grand Army men on many occasions. I honor them. They went forth to vindicate the integrity of this great government. Frequently, when I hear them talk, I say if it had not been for the character and fidelity of these soldiers, we would have had no country, no treasury, nothing. I say the same thing about the tillers of the soil—that if it were not for their self-denial and their efforts, we should have no country, no State, no treasury, no Muskegon. So it is proper and right that business men everywhere should encourage, aid, and, if possible, protect the interests of the grangers of this State.

One other thing I intended to have spoken about in connection with Michigan. We are a modest state. We hardly know our own worth. Here in Muskegon, you are proud of your city. When we can all think of ourselves as you would of your own city, Michigan will grow in her position faster than she has ever dreamed of yet. As far as I am concerned, as a granger to the manor born, working, as I have, with all possible energy to try to lift up the granger to a higher, loftier claim—I believe I have been contributing to the general welfare of business and manufacture. I must not go on with this granger speech because it is dangerous to start me to talking about agriculture. (Laughter.) I am glad to have been with you on this occasion. I have enjoyed it as I have enjoyed few occasions in many years. I am glad my wife did not come. How could I have had a conversation about "willow form and bright eyes and flaxen hair?" (Laughter.) It is true, Mr. Gower—only a good deal more just like it, and just as good. (Laughter.)

I want to personally thank you for all your evidences of kindly feeling. I have been talking all the time since I came here. My mother said I talked before I walked, and I have kept right on until now when I am more than thirty years old. (Laughter.) I do not appropriate all these evidences of kindness to myself, either. I do think a good portion is extended to the portion I hold. I trust that the position will always be filled in a way that the people of this magnificent commonwealth can extend a welcome from the bottom of their heart to the incumbent of the high office which I at present hold.

Again thanking you, I bid you God-speed and good-night. (Applause.)

MEETING OF THE EXECUTIVE BOARD.  
A meeting of the Executive Board was held on Aug. 2, 1889, when the Board was organized by the election of C. L. Whitney as chairman and E. A. Stowe as secretary.

The Secretary was instructed to re-open an account with the Kent County Savings

Bank, remitting the Treasurer the same in sums of \$100.

The Secretary and Treasurer were requested to furnish bonds—the former for \$500 and the latter for \$1,000, with two sureties in each case.

On motion of Mr. Hamilton, 3,000 copies of the *verbatim* report of the convention were ordered printed, under the direction of the Secretary, in the same form as last year.

The Secretary was instructed to send out a circular to the associations delinquent in the payment of *per capita* dues, requesting prompt action in the matter.

An order for \$35 was ordered drawn in favor of Clinton D. Hardy, in payment of the *verbatim* report.

The Committee on Insurance was requested to proceed at once to solicit stock for the Michigan Business Men's Fire Insurance Co.

The Committee on Legislation was requested to report what legislation is urgently needed at the next session of the Legislature.

The Committee on Building and Loan Associations was requested to prepare an appeal to the local associations, asking them to avoid the so-called national associations and to encourage the formation and maintenance of local organizations.

The Committee on Transportation was requested to investigate any claims made by members of local bodies in good standing.

On motion of Mr. Hamilton the salary of the Secretary was fixed at the same sum as paid the last fiscal year.

The meeting then adjourned.

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

C. A. LAMB, Grand Rapids, Mich. FRED CLOCK, Chicago, Ill. F. J. LAMB & CO., Grand Rapids, Mich.  
**C. A. LAMB & CO.,**  
Wholesale and Commission  
**Fruits** —AND— **Our Specialties:**  
CALIFORNIA FRUITS, LEMONS, ORANGES, BANANAS AND BERRIES.  
**Produce.**  
56 and 58 So. Ionia St., Grand Rapids, Mich.

**PEACHES!**  
I Am Headquarters.  
**Alfred J. Brown,**  
16 and 18 North Division Street, Grand Rapids, Mich.

**Peaches! Peaches! Peaches!**  
**THEO. B. GOOSSEN,**  
WHOLESALE  
Produce and Commission Merchant,  
Is bound to let you know that he will sell you peaches as low as any one. Write or wire for prices and same will receive prompt attention.  
33 OTTAWA STREET, - - - GRAND RAPIDS, MICH.  
Telephone 269.

**EDWIN FALLAS,**  
JOBBER OF  
Butter, Eggs, Fairfield Cheese, Foreign Fruits, Mince Meat, Nuts, Etc.  
Will be prepared to fill all orders for his popular Solid and Daisy Brands of Oysters after Sept. 1. Let your orders come.

Office and Salesroom, No. 9 Ionia St., Grand Rapids, Mich.  
**Grand Rapids Fruit and Produce Co.,**  
Headquarters for C. WILKINSON & SON'S  
**Fancy Jersey**  
**Sweet Potatoes.**  
3 NORTH IONIA ST., GRAND RAPIDS.

**Buy and Try!** **Island City Coal.**  
Best for STEAM PURPOSES. DOMESTIC USE. GRATES.  
LIGHT ASH. NO CLINKER. GIVE IT A TRIAL.  
If you buy it, we Guarantee the Best Results. Used by Principal Hotels, Leading Manufacturers and Railroads.  
**A. HIMES, Sole Agent,**  
TELEPHONE 490-1. MAIN OFFICE, 54 PEARL ST.

**FIRE! FIRE!**  
We are selling the BEST RUBBER HOSE in 3-4, 1, 11-4, 11-2, 2 and 21-2 inch. Cotton Mill Hose, Rubber Lined; also unlined Linen Hose, in all sizes, for fire protection.

**Our Prices are Rock Bottom**  
We have the Best Lubricators, Grease and Oil Cups, Lath and Fodder Yarn, Saw Gummers, and the best General Stock of Mill Supplies in this State.

AGENTS FOR STEWART'S BEADY ROOFING, DEAFENING FELT AND SHEATHING, IRON FIBRE PAINT AND CEMENT. BEST OF THE KIND IN USE.

**SAMUEL LYON.**  
**MICHIGAN CIGAR CO.,**  
Big Rapids, Mich.  
MANUFACTURERS OF THE JUSTLY CELEBRATED  
**"M. C. C." "Yum Yum"**  
The Most Popular Cigar. The Best Selling Cigar on the Market.  
SEND FOR TRIAL ORDER.

**FERMENTUM**  
The Only Reliable Compressed Yeast.  
Grocers and Bakers not handling our yeast are requested to write for samples and prices. One trial will convince all of its superiority for freshness and strength.  
**L. WINTERNITZ,**  
State Jobbing Agent, GRAND RAPIDS, MICH.  
Special care given outside shipments. Visiting merchants are invited to call at the distributing depot, 106 Kent St.

**"COLUMBIA"**  
Steam and Hot Water Boiler for warming dwellings, etc.  
**HUM & SCHNEIDER, Grand Rapids.**

## GROCERIES.

### Purely Personal.

Chas. Pike, Fred Perkins and Fred Tracy are home from Boston.

E. M. Smith, the Cedar Springs grocer, was in town over Sunday, the guest of Byron Davenport.

Will E. Granger leaves Friday for Detroit, Buffalo and New York, on an absence of a week or ten days.

A. V. Chapman, General Manager of the Empire Furniture Co., at Constantine, is in town for a few days.

J. W. Milliken, President of the Traverse City B. M. A., was in town one day last week, on his way home from Chicago.

Wm. Judson and family, who have been spending several days on the parental hearthstone at Schoolcraft, are expected home to-day.

W. F. Dermont, buyer for the Wing Lumber Co., at Wingleton, was in town Monday on his way to Knoxville, Ill., whither he goes to place his daughter in school.

Jas. A. Stratton, the thrifty Gold street grocer, has purchased the house and lot at 273 Gold street, thus adding one more diamond to his crown as a successful grocer.

C. A. Coryell, formerly with Foster, Stevens & Co., but more recently local solicitor for the Equitable Life Insurance Co., has gone to Ypsilanti to engage in the hardware business.

Geo. E. Herrick, Secretary of the Cadillac Building and Loan Association, was in town last Friday. He says that the American Building and Loan Association of Minneapolis attempted to find lodgment in Cadillac, but as investigation showed that the rules of the home office did not bear out the fulsome promises of the agent, the swindling stranger was dropped very unceremoniously. The agent got away with a considerable quantity of \$1 per share membership fees, however.

**The Traveling Men's Ball Game.**  
At a meeting of the traveling men, held at Sweet's Hotel Saturday afternoon, it was decided to play the match game at Fountain street park on Saturday afternoon, September 28. It was decided to devote the net proceeds to furnishing a room in the new St. Mark's Hospital, on East Bridge street.

Capt. Owen has selected the following grip carriers to play in the "outside" nine:

W. T. Welch, pitcher.  
Geo. F. Owen, catcher.  
N. S. McConnell, first base.  
M. K. Walton, second base.  
J. H. McKelvey, third base.  
W. H. H. Smith, short stop.  
F. H. McDonough, right field.  
A. B. Cole, center field.  
W. H. Downs, left field.

**Wool, Hides, Pelts and Tallow.**  
Wool is selling slowly, with no advance in price. The same general dullness prevails and is likely to continue until manufacturers can get a corresponding advance in cloths, as dealers let go slowly and with reluctance.

Hides have lost what little stimulus was created by dealers, because tanners drew out of the market rather than pay the advance asked. Hides and skins are plenty.

Pelts are weak, on account of the light demand for wool and pickled stock. Tallow is firm, with a slight advance. The supply is ample.

**History of the Patrons of Industry.**  
Beginning next week, THE TRADESMAN will commence the publication of a complete history and exposure of the Patrons of Industry, including a recital of the proceedings at all the secret meetings of the order. The history will run for several weeks, completely unmasking the founders of the order and exposing the duplicity of many of its active followers.

**The Grocery Market.**  
Sugars are just as hard to get as ever, no jobber being able to get sugars fast enough to fill his orders. New Valencia raisins have arrived and are exceptionally fine in quality. New pickles will arrive in about ten days. Medium and small old pickles are scarce, and it is generally believed that the new pack will be lighter than usual.

**A Significant Comparison.**  
The statement of facts made by I. M. Clark & Son, on the eighth page of this issue, is sufficiently significant to attract the attention of the trade. A house which can increase its trade 66 per cent. in a single season, in so closely contested a line as teas, is certainly entitled to take a commanding position among the wholesale grocery establishments of the State.

At a meeting of the Grand Rapids Wholesale Grocers' Association, held at the office of Ball, Barnhart & Putman last Friday evening, an address was given by A. B. Grupe, Secretary of the Traveling Men's Union. The same gentleman addressed a meeting of the traveling men working for the grocery houses Saturday afternoon, when an anti-contract-cutting society was organized, with W. F. Blake as President and Chas. McLain as Secretary. Such an organization is entitled to the co-operation of every traveling man and the support of every dealer, jobber and retailer alike.

### Status of the De Vries Failure.

The assignee of S. P. De Vries, who conducted a furniture, house furnishing goods and agricultural implement business at 110 and 112 Ellsworth avenue, has filed the schedule of assets and liabilities, from which it appears that the appraised assets are \$4,251.03—\$1,847.52 in stock and \$2,403.51 in book accounts. The liabilities are \$5,264.77, divided among forty-eight creditors in the following amounts:

Peninsula Furniture Co., Grand Rapids	\$349.58
H. Leonard & Sons	116.69
Stow & Davis Fur. Co.	13.70
Nelson Bros.	24.53
Telephone Exchange	40
Peter Verhage	8.87
Geo. W. Taber	105.00
M. L. Sweet	62.46
G. R. Mattress Co.	58.55
Foster, Stevens & Co.	87.49
De Wm. F. Hake	5.00
Honey-In small demand. Clean comb	5.00
W. H. Ives	69.04
W. H. Pettit & Co.	20.35
Hanish & Elfert	11.60
Hooper Bros.	3.20
Phoenix Fur.	24.00
New England Fur. Co.	24.00
Spring & Co.	273.64
Zenas E. Allen	17.58
*A. L. Peck, Lowell	34.85
Converse Mfg. Co.	98.13
Curtiss & Co.	15.82
Wm. Brummel	39.00
Folding Chair & Table Co.	97.75
*H. P. Idema	30.00
Hill Furniture Co., New York	34.40
*Wardner, Bushnell & Gleason Co., Chicago	95.96
*Cribben, Sexton & Co., Chicago	695.38
Danville Store Co.	89.75
Funk Bros.	311.25
G. H. Martin & Co.	13.78
J. S. Ford, Johnson & Co.	42.75
Johnson & McCarty, Detroit	30.52
M. J. Murphy & Co.	129.27
J. C. Iverson & Co., Milwaukee	13.38
Hipp Bros.	62.74
Hunt, Helm & Ferris, Harvard, Ill.	23.03
Hayes Chair Co., Cortland, N. Y.	30.41
Haywood Chair Co., New York	40.72
Estey Manufacturing Co., Oswego	19.00
Lawrence & Chapin, Kalamazoo	97.20
Whipple Harrow Co., St. Johns	37.10
A. Whinn, Holland	10.45
Co-operative Store Co., Cleveland	62.87
G. F. Seiberling, Akron, Ohio	149.00
*A. L. Peck, Lowell	34.85
*Samuel Blunting, Sons & Co., Philadelphia	999.13

The six claims marked \* are endorsed or guaranteed by H. De Vries and the claims of Samuel Blunting, Sons & Co. and Cribben, Sexton & Co. are guaranteed by Annie De Vries, who holds a mortgage on the estate for \$2,752.31, to secure her for guaranteeing the claims and for rent and alleged borrowed money. Unless the unsecured creditors look after their interests very closely, their claims will undoubtedly be totally unsatisfied.

W. J. Clark, the Harbor Springs general dealer, was in town a couple of days last week. He looks forward to a good winter's business, as the farmers in that locality are in excellent shape and considerable lumbering is expected to be done on Little Traverse Bay during the season.



**OAK-LEAF SOAP,**  
ABSOLUTELY PURE.  
THE BEST FOR THE LAUNDRY, THE BATH AND GENERAL HOUSEHOLD USE.  
For Sale by all Grocers. ASK FOR IT.

**THE ELOPEMENT.**  
Elegant reproduction of the famous Water Color by Kaemmerer, issued by us at a cost of over 3,000 dollars. A copy sent free to any address on receipt of 25 wrappers from the

**OAK-LEAF SOAP**  
GOWANS & STOVER, Buffalo, N. Y.

**Millers, Attention**

We are making a Middlings Purifier and Flour Dresser that will save you their cost at least three times each year.

They are guaranteed to do more work in less space (with less power and less waste) than any other machines of their class.

Send for descriptive catalogue with testimonials.

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

**SEEDS!**

If in want of Clover or Timothy, Orchard, Blue Grass, or Red Top, or, in fact, any Kind of Seed, send or write to the

**Seed Store,**

71 Canal St., GRAND RAPIDS.

**W. T. LAMOREAUX.**

### PRODUCE MARKET.

Apples—Malden Blush, Fall Pippin and St. Lawrence are in fair supply at \$1.50@1.75 per bbl.  
Beans—New stock has put in an appearance, being very superior to the old stock or imported. It is bright, clean and remarkably white, owing to the dry weather. It finds ready sale at \$1.60 @ \$2.00, jobbers holding about 25c per bu. higher.  
Beets—40c per bu.  
Butter—The market is firm; dairy has advanced to 14c@16c, while creamery is in good demand at 17c@18c.  
Cabbages—Home grown, fine in quality, command \$1.25 per crate.  
Cheese—Lenawee and Allegan county makers bill their stock at \$4.50, while jobbers are at \$4.00@4.50. The market is firmer and advancing.  
Cider—10c per gal.  
Cooperage—Pork barrels, \$1.25; produce barrels 25c.  
Cranberries—Home grown are in very limited supply and demand. Cape Cod bring \$8@8.50 per bbl.  
Cucumbers—10c per doz.  
Dried Apples—Commission men hold sun-dried at 34c@44c and evaporated at 60c@70c per bu. The market is firm.  
Eggs—Jobbers pay 13c@14c and hold at 16c.  
Field Seeds—Clover, mammoth, 85c per bu.; medium, \$4.75; Timothy, \$1.65 per bu.  
Honey—In small demand. Clean comb commands 15c@16c per lb.  
Musk Melons—75c per crate.  
Onions—75c per bu. for clean stock.  
Peaches—Hill's Chili and Old Mixon are now in market, commanding \$2.25@2.50 per bu. in bulk.  
Pears—Flemish Beauties are in plentiful supply at \$1.25@1.50 per bu.  
Pop Corn—4c per lb.  
Potatoes—The market is firm. Dealers pay 30c and sell at 40c.  
Squash—Hubbard, 2c per lb.  
Sweet Potatoes—Fancy Jersey stock commands \$3.50 per bbl.  
Tomatoes—40c@50c per bu.  
Turnips—30c per bu.  
Water Melons—\$1.50@1.85 per 100.

### PROVISIONS.

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

**PORK IN BARRELS.**  
Mess, new 11 25  
Short cut Moberg 11 00  
Extra clear pig, short cut 12 50  
Extra clear, heavy 12 50  
Clear, fat back 12 50  
Boston clear, short cut 12 50  
Clear back, short cut 12 50  
Standard clear, short cut 12 50  
Common Whisk 12 50  
Fancy 12 50  
Milk 12 50  
Warehouse 12 50

**SMOKED MEATS—Canned or Plain.**  
Hams, average 20 lbs. 11  
" 16 lbs. 11 1/2  
" 12 to 14 lbs. 11  
" picnic 11  
" best boneless 9  
Shoulders 8  
Breakfast Bacon, boneless 10  
Dried beef, ham prices 10 1/2  
Lard, clear, heavy 14  
Creamery, solid packed 15  
" rolls 16  
CANDLES.  
Hotel, 40 lb. boxes 10 1/2  
Star, 40 10 1/2  
Jardine, 40 10 1/2  
Wickless 25

**CANNED GOODS—Fish.**  
Clams, 1 lb. Little Neck 1 30  
Clam Chowder, 3 lb. 1 30  
Coke Oysters, 1 lb. stand. 1 30  
" 2 lb. 1 30  
Lobsters, 1 lb. picnic 1 30  
" 2 lb. 1 30  
" 1 lb. Star 1 30  
" 2 lb. Star 1 30  
Mackerel, in Tomato Sauce 1 30  
" 1 lb. stand. 1 30  
" 2 lb. 1 30  
" 3 lb. in Mustard 1 30  
" 3 lb. souse 1 30  
Salmon, 1 lb. Columbia 1 30  
" 1 lb. Alaska 1 30  
Sardines, domestic 1 30  
" Mustard 1 30  
" Imported 1 30  
" spiced 1 30  
Trout, 3 lb. brook 1 30

**CANNED GOODS—Fruits.**  
Apples, gala, stand. 1 30  
Blackberries, stand. 1 30  
Cherries, red stand. 1 30  
" pit 1 30  
Damsons 1 30  
Egg Plums, stand. 1 30  
Gooseberries 1 30  
Grapes 1 30  
Green Gages 1 30  
Peaches, all yellow, stand. 1 30  
" seconds 1 30  
" Pie 1 30  
Pears 1 30  
Pineapples, stand. 1 30  
Quinces 1 30  
Raspberries, extra 1 30  
" red 1 30  
Strawberries 1 30  
Whortleberries 1 30

**CANNED VEGETABLES.**  
Asparagus, Oyster Bay 1 30  
Beans, Lima, stand. 1 30  
" Green Lima 1 30  
" Stringless, Erie 1 30  
" Lewis' Boston Baked 1 30  
Corn, Archer's Trophy 1 30  
" More to carry 1 30  
" Early Golden 1 30  
Peas, French 1 30  
" extra marrowfat 1 30  
" soaked 1 30  
" June, stand. 1 30  
" sifted 1 30  
" French extra fine 1 30  
Mushrooms, extra fine 1 30  
Pumpkin, 3 lb. Golden 1 30  
Soda 1 30  
Squash 1 30  
Tomatoes, Red Coat 1 30  
" Good Enough 1 30  
" Ben Har 1 30  
" stand. br. 1 30

**CHEESE.**  
Michigan Full Cream 94c @ 95c  
Sap Sago 16 @ 16 1/2

**CHOCOLATE—BAKERS.**  
German Sweet 23  
Premium 23  
Cocoa 23  
Breakfast Cocoa 23  
Broma 23

**CRACKING GUM.**  
Rubber, 100 lumps 25  
" 200 25  
Spruce 25

**CHICORY.**  
Bulk 6  
Rio, fair 17 @ 19  
" good 18 @ 20  
" prime 21  
" fancy, washed 19 @ 22  
" Souda 20 @ 22  
" Santos 20 @ 22  
Mexican & Guatemala 19 @ 23  
Peas 20 @ 22  
Java, Interior 20 @ 23  
" Mandehling 20 @ 23  
Mocha, genuine 25 @ 27  
To ascertain cost of roasted coffee, add 1/2c per lb. for roasting and 15c per cent. for shrinkage.

**COFFEES—Package.**  
100 lbs 23 1/2  
" in cabinets 24 1/2  
McLaughlin's XXXX 23 1/2  
Souda 20 @ 22  
Thompson's Honey Bee 23 1/2  
" Tiger 23 1/2  
Valley City 75  
Felix 1 10  
CLOTHES LINES.  
Cotton, 40 ft. per doz. 1 25  
" 50 ft. 1 50  
" 60 ft. 2 00  
" 70 ft. 2 25  
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## Drugs & Medicines.

**State Board of Pharmacy.**  
 One Year—Otmar Eberbach, Ann Arbor.  
 Two Years—Geo. McDonald, Kalamazoo.  
 Three Years—Stanley E. Parkhill, Owosso.  
 Four Years—Jacob Jenson, Muskegon.  
 Five Years—James Vernon, Detroit.  
 President—Jacob Jenson, Muskegon.  
 Secretary—James Vernon, Detroit.  
 Treasurer—Geo. McDonald, Kalamazoo.  
 Next Meeting—At Lansing, November 5, 6 and 7.

**Michigan State Pharmaceutical Ass'n.**  
 President—Geo. Gundrum, Ionia.  
 First Vice-President—F. M. Aldorf, Lansing.  
 Second Vice-President—H. M. Dean, Niles.  
 Third Vice-President—O. Eberbach, Ann Arbor.  
 Secretary—H. J. Brown, Ann Arbor.  
 Treasurer—Wm. Dupont, Detroit.  
 Executive Committee—A. H. Lyman, Manistee; A. Bas sett, Detroit; E. J. Wurmberg, Grand Rapids; W. A. Hall, Greenville; E. T. Webb, Jackson.  
 Local Secretary—A. Bassett, Detroit.  
 Annual Meeting—At Detroit, Sept. 17, 18 and 19.

**Grand Rapids Pharmaceutical Society.**  
 President, J. W. Hayward, Secretary, Frank H. Eecott.  
 Grand Rapids Drug Clerks' Association.  
 President, F. D. Kipp; Secretary, Albert Brower.

**Detroit Pharmaceutical Society.**  
 President, J. W. Allen; Secretary, W. F. Jackson.

**Muskegon Drug Clerks' Association.**  
 President, C. S. Koon; Secretary, J. W. Hoyt.

## Cause of the Fluctuation in Iodine and Preparations.

The recent fluctuations in iodine have impelled Powers & Weightman to issue the following circular letter of explanation to the jobbing trade:

PHILADELPHIA, Sept. 6, 1889.

As a number of our friends have written to us regarding the recent most unsatisfactory fluctuations in the price of iodine and the preparations of iodine, and as there appears to be a misapprehension as to the real position of manufacturers, we desire to briefly give the facts in the case.

The price of crude iodine is entirely under the control of a combination, composed of makers of iodine in South America and Europe.

We are in no way connected with the combination, but are separate and distinct from it, and subject to its decision as to how much and at what prices it will sell.

Within thirty days the price fell more than 50 per cent, and then abruptly advanced to the old figures. Over these fluctuations we had not the slightest control.

About August 1, the combination dropped the price—again on August 8—and again on August 12; but manufacturers of iodine preparations were at first refused sufficient supplies of iodine at the low price agreed upon by the combination, and finally were refused entirely, and found themselves in the anomalous position of receiving pressing orders (and for unusually large quantities) restricted to low prices, without being able to purchase crude material at correspondingly low rates.

Had we been able to obtain an adequate supply of crude iodine at the low price named August 12, it would have been in our power, as it would have been our pleasure, to continue to furnish our friends with usual quantities and at low figures. But such was not the case.

We parted with a great deal of our stock at a heavy loss, but when our supplies of manufactured goods became greatly reduced, and in some cases, entirely exhausted, and we were refused the crude material from which to continue manufacturing, there remained but one course to pursue, namely, to cut down orders.

And when the combination restored the price to the old figures, which it did about September 1, the only further course left for us to take was to go back to a basis of cost, and not work longer on meaningless quotations.

Very respectfully,  
 POWERS & WEIGHTMAN.

## Strange Inscriptions in the Cemetery.

A traveling man—of the Eli Perkins variety—recently visited a cemetery and claims to have discovered the following inscriptions:

Under this sod our baby lies,  
 It neither cries nor hollers,  
 It lived just twenty seven weeks  
 And cost us \$40.

Here lies Ann Mann,  
 She lived an old maid, and died an old Mann.

Here lies the body of Sarah Gray,  
 Who would, if she could, but she couldn't stay.

She'd two sore legs and a church-yard cough,  
 But 'twas the legs as carried her off.

To all my friends I bid adieu,  
 A more sudden death you never knew.  
 As I was leading the old mare to drink,  
 She kicked and killed me quicker'n a wink.

Here lies the bones of Wm. Jones,  
 Who, when alive, collected bones;  
 But death, that bony, grisly spectre,  
 That most amazing bone collector,  
 Has boned poor Jones so snug and tidy,  
 That here he lies in Bona-fide.

Here lies Abel Curran, aged forty-two,  
 A native farmer of Pleasant View.  
 Pray stop and read, for pity's sake:  
 He unto himself did three wives take.  
 The first one died—how much he missed her,  
 Consolated himself and wed her sister.  
 And then she died, followed by her brother.  
 And Abel thought he'd try the mother.  
 She now survives—may her tribe increase.  
 He lived happily and died in peace.

**The Drug Market.**  
 Quinine and opium are quiet as quoted. Morphine is unchanged. For explanation of rapid decline and advance in iodine and preparations, see the letter from Powers & Weightman, published elsewhere. Turpentine is higher.

An exceptionally profitable investment for either a druggist or a physician is offered in the advertisement beginning, "Rare Chance," in the Miscellaneous Column this week.

Kendall W. Hess, Mechanical Engineer for M. Garland, of Bay City, was in town over Sunday, the guest of his father.

**"THE OLD ORIGINAL."**  
**RE-PAINT**  
**Deal's** Your Buggy  
 for  
**75 cts.**  
**Carriage**  
 MADE ONLY BY  
**ACME**  
 White Lead and  
 Color Works,  
 DETROIT, MICH.

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

## Wholesale Price Current.

Advanced—Turpentine.

ACIDUM.	Carb.	Antipyrin
Aceticum, German.	13 1/2	1 3/4
Boricum.	10 1/2	1 1/2
Carbonicum.	4 1/2	1 1/2
Citricum.	5 1/2	1 1/2
Hydrochloricum.	10 1/2	1 1/2
Nitricum.	10 1/2	1 1/2
Oxalicum.	13 1/2	1 1/2
Phosphoricum dil.	4 1/2	1 1/2
Salicylicum.	13 1/2	1 1/2
Sulphuricum.	13 1/2	1 1/2
Tartaricum.	4 1/2	1 1/2
ANIMIA.	RADIX.	Antipyrin
Aqua, 16 deg.	3 1/2	1 1/2
18 deg.	4 1/2	1 1/2
Carbonas.	11 1/2	1 1/2
Chloridum.	13 1/2	1 1/2
ANILINE.	Heliolepis, Ala. po.	13 1/2
Black.	2 1/2	1 1/2
Brown.	2 1/2	1 1/2
Red.	2 1/2	1 1/2
Yellow.	2 1/2	1 1/2
BACCAR.	Podophyllum, po.	13 1/2
Cubebae (po. 1 00).	1 1/2	1 1/2
Juniperus.	1 1/2	1 1/2
Xanthoxylum.	1 1/2	1 1/2
BALSAMUM.	Rheum.	13 1/2
Copaiba.	1 1/2	1 1/2
Peru.	1 1/2	1 1/2
Terebinthina.	1 1/2	1 1/2
Tolutan.	1 1/2	1 1/2
CORTEX.	Serpicilla.	13 1/2
Abies, Canadian.	1 1/2	1 1/2
Cassia.	1 1/2	1 1/2
Cinchona Flava.	1 1/2	1 1/2
Eupomys atropurp.	1 1/2	1 1/2
Myrica.	1 1/2	1 1/2
Prunus Virginica.	1 1/2	1 1/2
Quillaja, grd.	1 1/2	1 1/2
Sassafras.	1 1/2	1 1/2
Ulmus Po (Ground 12).	1 1/2	1 1/2
EXTRACTUM.	Serpicilla.	13 1/2
Glycerhiza Glabra.	1 1/2	1 1/2
" po.	1 1/2	1 1/2
Haematox, 15 lb. box.	1 1/2	1 1/2
" 1/2 lb. box.	1 1/2	1 1/2
" 1/4 lb. box.	1 1/2	1 1/2
" 1/8 lb. box.	1 1/2	1 1/2
FERRUM.	Serpicilla.	13 1/2
Carbonate Precip.	1 1/2	1 1/2
Citrate and Quinia.	1 1/2	1 1/2
Citrate Soluble.	1 1/2	1 1/2
Ferrocyanidum Sol.	1 1/2	1 1/2
Soluit Chloridum.	1 1/2	1 1/2
Sulphate, com'l.	1 1/2	1 1/2
FLORA.	Serpicilla.	13 1/2
Arnica.	1 1/2	1 1/2
Antemiss.	1 1/2	1 1/2
Matricaria.	1 1/2	1 1/2
FOLIA.	Serpicilla.	13 1/2
Barosma.	1 1/2	1 1/2
Cassia Acutifol.	1 1/2	1 1/2
Nivelly.	1 1/2	1 1/2
Myrica officinalis.	1 1/2	1 1/2
Salvia officinalis.	1 1/2	1 1/2
Urtica.	1 1/2	1 1/2
GUMMI.	Serpicilla.	13 1/2
Acacia, 1st picked.	1 1/2	1 1/2
" 2d.	1 1/2	1 1/2
" 3d.	1 1/2	1 1/2
" 4th.	1 1/2	1 1/2
" 5th.	1 1/2	1 1/2
" 6th.	1 1/2	1 1/2
" 7th.	1 1/2	1 1/2
" 8th.	1 1/2	1 1/2
" 9th.	1 1/2	1 1/2
" 10th.	1 1/2	1 1/2
" 11th.	1 1/2	1 1/2
" 12th.	1 1/2	1 1/2
" 13th.	1 1/2	1 1/2
" 14th.	1 1/2	1 1/2
" 15th.	1 1/2	1 1/2
" 16th.	1 1/2	1 1/2
" 17th.	1 1/2	1 1/2
" 18th.	1 1/2	1 1/2
" 19th.	1 1/2	1 1/2
" 20th.	1 1/2	1 1/2
" 21st.	1 1/2	1 1/2
" 22nd.	1 1/2	1 1/2
" 23rd.	1 1/2	1 1/2
" 24th.	1 1/2	1 1/2
" 25th.	1 1/2	1 1/2
" 26th.	1 1/2	1 1/2
" 27th.	1 1/2	1 1/2
" 28th.	1 1/2	1 1/2
" 29th.	1 1/2	1 1/2
" 30th.	1 1/2	1 1/2
" 31st.	1 1/2	1 1/2
" 32nd.	1 1/2	1 1/2
" 33rd.	1 1/2	1 1/2
" 34th.	1 1/2	1 1/2
" 35th.	1 1/2	1 1/2
" 36th.	1 1/2	1 1/2
" 37th.	1 1/2	1 1/2
" 38th.	1 1/2	1 1/2
" 39th.	1 1/2	1 1/2
" 40th.	1 1/2	1 1/2
" 41st.	1 1/2	1 1/2
" 42nd.	1 1/2	1 1/2
" 43rd.	1 1/2	1 1/2
" 44th.	1 1/2	1 1/2
" 45th.	1 1/2	1 1/2
" 46th.	1 1/2	1 1/2
" 47th.	1 1/2	1 1/2
" 48th.	1 1/2	1 1/2
" 49th.	1 1/2	1 1/2
" 50th.	1 1/2	1 1/2
" 51st.	1 1/2	1 1/2
" 52nd.	1 1/2	1 1/2
" 53rd.	1 1/2	1 1/2
" 54th.	1 1/2	1 1/2
" 55th.	1 1/2	1 1/2
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" 57th.	1 1/2	1 1/2
" 58th.	1 1/2	1 1/2
" 59th.	1 1/2	1 1/2
" 60th.	1 1/2	1 1/2
" 61st.	1 1/2	1 1/2
" 62nd.	1 1/2	1 1/2
" 63rd.	1 1/2	1 1/2
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" 65th.	1 1/2	1 1/2
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" 69th.	1 1/2	1 1/2
" 70th.	1 1/2	1 1/2
" 71st.	1 1/2	1 1/2
" 72nd.	1 1/2	1 1/2
" 73rd.	1 1/2	1 1/2
" 74th.	1 1/2	1 1/2
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" 80th.	1 1/2	1 1/2
" 81st.	1 1/2	1 1/2
" 82nd.	1 1/2	1 1/2
" 83rd.	1 1/2	1 1/2
" 84th.	1 1/2	1 1/2
" 85th.	1 1/2	1 1/2
" 86th.	1 1/2	1 1/2
" 87th.	1 1/2	1 1/2
" 88th.	1 1/2	1 1/2
" 89th.	1 1/2	1 1/2
" 90th.	1 1/2	1 1/2
" 91st.	1 1/2	1 1/2
" 92nd.	1 1/2	1 1/2
" 93rd.	1 1/2	1 1/2
" 94th.	1 1/2	1 1/2
" 95th.	1 1/2	1 1/2
" 96th.	1 1/2	1 1/2
" 97th.	1 1/2	1 1/2
" 98th.	1 1/2	1 1/2
" 99th.	1 1/2	1 1/2
" 100th.	1 1/2	1 1/2

**Polishina**  
 This is the Time to Paint.  
 The Best is Always the Cheapest.  
 WE HAVE SOLD THE  
**Pioneer Prepared Paint**  
 For many years and  
**GUARANTEE**  
 Same to  
 Give Satisfaction.  
 Dealers in paints will find it to their  
 interest to write us for prices  
 and sample cards.  
**HAZELTINE & PERKINS DRUG CO.,**  
 GRAND RAPIDS, MICH.

**THE MOST RELIABLE FOOD**  
**RIDGE'S FOOD**  
 For Infants and Invalids.  
 Used everywhere, with unqualified  
 success. Not a medicine, but a stimu-  
 lant. Suits the weak and  
 stomach. Take no other. Sold by  
 druggists in cans, six and up.  
 WOODRICH & Co. on every label.

## Wholesale Price Current.

Advanced—Turpentine.

Antipyrin	1	3502	40
Ascarum, Nitras, ounce	50	68	
Balm Gilead Bld.	3862	40	
Bismuth S. N.	2	1062	21
Calciclav. 18. (25)	11	85	12
Cantharides Russian,	61	75	
Capsici Fructus, af.	61	75	

Still in the Field.

The wholesale grocers of Grand Rapids met about a month ago and organized an association for the purpose of securing concert of action on matters of mutual interest. I. M. Clark was chosen chairman and Amos S. Musselman was elected to act as secretary. THE TRADESMAN has not been favored with a copy of the constitution and by-laws of the organization, but is led to infer, from the initial action of the association, that the securing of larger profits on certain lines of goods is not wholly foreign to the objects of the combination.

The first house to feel the whip was the Woolson Spice Co. All other manufacturers of package coffee, it appears, accord the jobber a profit of 1½ cent per pound, whereas the Woolson Spice Co. gives the jobber only 1¼ cent margin on "Lion." Acting under the instructions of the association, Secretary Musselman politely requested the Toledo manufacturers to increase the jobbers' margin another ¼ cent—a request which was just as politely declined. At the next meeting of the jobbers, it was decided to handle no more "Lion" coffee until the goods were put on the same basis, so far as the jobber is concerned, as Arbuckle, XXXX, Dilworth, etc. This agreement has been lived up to the letter, one house even having gone so far as to permit its salesmen to assert that the Woolson Spice Co. is "burned out," "busted," etc. No "Lion" coffee has been shipped from Grand Rapids for over two weeks, the jobbers claiming that it is an easy matter to supplant the brand with the goods of other manufacturers.

Naturally enough, the Woolson Spice Co. does not relish the idea of losing any ground in this territory and has taken steps to "hold its own." A Grand Rapids branch has been established, two traveling men have been put in the field and the retail trade has been notified of the change in method by the following circular:

The wholesale grocers of Grand Rapids, for reasons which they no doubt deem sufficient, have dropped "Lion" coffee from stock, and are declining orders for it. As manufacturers of "Lion" coffee, we desire to inform you that we have a fully equipped shipping depot at Grand Rapids for the prompt filling of orders for "Lion" coffee, and any orders or inquiries addressed to the Woolson Spice Co., either at Grand Rapids or Toledo, will have prompt attention and quick execution. We shall also have traveling agents upon the territory, who will call on you soon in our interest, with "Lion" coffee and full line of bulk roasted coffees, spices, etc., and we trust you will kindly favor them with your orders.

What the outcome of the clash will be, time alone will tell; but one thing is plain to be seen—if the consumer and retail dealer want "Lion" coffee, they can get it; the jobber cannot successfully kill the sale of an article by refusing to handle it.

THE TRADESMAN is not interested in the fight, one way or the other, and will content itself with giving the facts in the controversy and allow its readers to draw their own conclusions. It will insist, however, that the fight be conducted with fairness on both sides and that the interests of the retail dealer, as well as those of the manufacturer and jobber, be not overlooked.

The West Michigan Fair and "Pompeii."

Next week promises to be a memorable one for Grand Rapids, as it comprises the West Michigan Fair and five exhibitions of the "Last Days of Pompeii," which is certainly one of the most wonderful spectacular performances ever given in this country. It is seldom that visitors to Grand Rapids have an opportunity to see so complete a fair by daylight and so grand a spectacle by night—all within the space of a single day—and the probability is that the city will be crowded with strangers from Tuesday morning until Friday night. As the hotel facilities are ample, however, no one need stay away for fear of being unable to secure comfortable accommodations.

The "Pompeii" exhibition also occurs on Thursday and Saturday evenings of this week and Tuesday and Thursday evenings of week after next. THE TRADESMAN strongly urges those of its readers who can possibly do so to see the exhibition—and visit the fair, as well.

Doing a Large Business.

All reports received from Detroit agree that Chas. E. Watson is having his hands full in dealing with the customers of S. A. Maxwell & Co. He is located at room 95, Plankinton Hotel, and his headquarters are crowded with customers from morning until night. He finds time to wait on all his friends personally, however, and hopes to have the pleasure of entertaining every man whose name has appeared on his order book before the end of the month. Write him about the time he may expect you.

Frank C. Hawkins, book-keeper for the Grand Rapids Packing & Provision Co., has been ill ever since he left home. He is expected back from Providence the latter part of the week.

# FIGURES DON'T LIE!

During the Season of 1888 Our Sales of Tea were Upwards of

## 2,500 Packages.

We were more particular than ever in making this year's selections, and secured a line of teas of uniformly fine quality. In response to our invitation to send for samples of our lines, and the great number of orders we have received on this account, we are happy to be able to inform the trade that our books so far indicate that our sales for 1889 will exceed

## 4,000 Packages.

We still have a number of choice selections and stand ready to send samples or match teas with any house in the country.

**I. M. CLARK & SON,**  
CORNER OTTAWA AND LYON STREETS, GRAND RAPIDS.

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

S. P. Bennett,

"The Live COAL Man."

Wilkesbarre and Pittston Anthracite Coal, Cumberland Blossburg Smithing Coal, 72-hour Connellsville Coke.

A large supply of the above coals on track the year around. Write for prices.

S. P. BENNETT, Grand Rapids, Mich.

### Special Notice!

All smithing coals sold by us we guarantee to be mined from the BIG VEIN in the Georges Creek District. This is the coal so favorably known as Piedmont or Cumberland Blossburg, and stands unrivalled for smithing purposes.

## FLOUR

Owl, Crown Prince, White Lily, Standard, Rye, Graham.

Bolted Meal, Feed, Etc.

MAIL ORDERS SOLICITED.

NEWAYGO ROLLER MILLS.

### THE ALDINE FIRE PLACE

Before Buying Grates, get our Circular, Sent Free. The Aldine produces Warm Floors, Perfect Ventilation; keeps fire over night, and is cleanly. Burns coal, coke, wood or gas. Can be piped to common chimneys, or set like other grates, and can be run at half the cost of any other. Address: ALDINE MFG. CO., Grand Rapids, Mich.

### AWNINGS AND TENTS.



Horse and Wagon Covers, Water Proof Coats, Buggy Aprons, Wide Cotton Ducks, etc. Send for Illustrated Catalogue.

Chas. A. Coye,  
Telephone 106. 11 Pearl St.

### TIME TABLES.

Grand Rapids & Indiana.

GOING NORTH.		
Traverse City & Mackinaw.	Arrives.	Leaves.
Traverse City Express.	7:00 a.m.	7:30 a.m.
Traverse City Express.	11:30 a.m.	11:50 a.m.
Traverse City Express.	3:05 p.m.	3:30 p.m.
Potoskey & Mackinaw.	5:40 p.m.	6:00 p.m.
7:30 a.m. and 11:30 a.m. trains have chair cars for Potoskey and Mackinaw City.		
GOING SOUTH.		
Cincinnati Express.	6:25 a.m.	7:00 a.m.
Port Wayne Express.	11:45 a.m.	12:45 a.m.
Cincinnati Express.	5:40 p.m.	6:00 p.m.
Chicago and Sturgis.	10:40 p.m.	11:05 p.m.
7:00 a.m. train has parlor car for Chicago.		
6:00 p.m. train has Pullman sleeper for Cincinnati.		
11:45 p.m. train has Wagner sleeper for Chicago, via Kalamazoo.		
Sleeping car rates—\$1.50 to Chicago, Potoskey or Mackinaw City; \$2 to Cincinnati.		
Muskegon, Grand Rapids & Indiana.		
Leave	Arrive.	
7:00 a.m.	10:15 a.m.	
11:15 a.m.	3:45 p.m.	
5:40 p.m.	8:45 p.m.	
Leaving time at Bridge street depot 7 minutes later.		
C. L. LOCKWOOD, Gen'l Pass. Agent.		

Detroit, Grand Haven & Milwaukee.

GOING WEST.		
Traverse City & Mackinaw.	Arrives.	Leaves.
Morning Express.	12:30 p.m.	12:35 p.m.
Through Mail.	4:35 p.m.	4:30 p.m.
Steamboat Express.	10:40 p.m.	10:45 p.m.
Night Express.	6:50 a.m.	7:00 a.m.
Mixed.	7:30 a.m.	7:35 a.m.
GOING EAST.		
Detroit Express.	6:45 a.m.	6:50 a.m.
Through Mail.	11:35 a.m.	11:40 a.m.
Evening Express.	3:40 p.m.	3:50 p.m.
Limited Express.	6:45 p.m.	6:50 p.m.
Daily, Sundays excepted. "Daily."		
Detroit Express has parlor car to Detroit, making direct connections for all points East, arriving in New York 10:10 a.m. next day.		
Limited Express has parlor car to Detroit, making close connections for all points East, also makes direct connections at Durand with special Pullman through cars to New York and Philadelphia. Steamboat express has parlor car to Grand Haven, making direct connection with steamer for Milwaukee and the West.		
Through tickets and sleeping car berths secured at D., G. H. & M.'s office, 22 Monroe St., and at the depot.		
JAS. CAMPBELL, City Passenger Agent.		

Toledo, Ann Arbor & Northern.  
For Toledo and all points South and East, take the Toledo, Ann Arbor & North Michigan Railway from Owasco Junction. Sure connections at above point with trains of D., G. H. & M., and connections at Toledo with evening trains for Cleveland, Buffalo, Columbus, Dayton, Cincinnati, Pittsburgh, Creston, Orville and all prominent points on connecting lines.  
A. J. PAISLEY, Gen'l Pass. Agent

## WHO URGES YOU TO KEEP SAPOLIO? THE PUBLIC!

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

ANY JOBBER WILL BE GLAD TO FILL YOUR ORDERS.

### 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.

## WM. SEARS & CO.,

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WHOLESALE

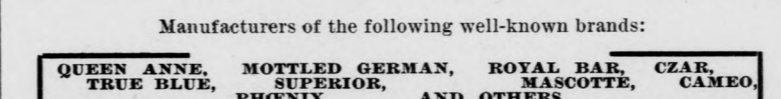
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We carry the VEBY BEST double or single bit, hand-shaved ax handle ever made.

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Manufacturers of the following well-known brands:



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W. G. HAWKINS, Salesman for Western Michigan, LOCK BOX 173, GRAND RAPIDS.

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We carry a full line in stock and guarantee terms and prices as good as any house selling the line. Correspondence solicited.

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## Seventeen Years on the Market

With a steady increase in demand.

## Jennings' Flavoring Extracts

ARE ALWAYS RELIABLE AND UNIFORM IN QUALITY AND PRICE, BEING MADE EXCLUSIVELY FROM THE FINEST FRUIT THAT GROW CANNOT BE OTHERWISE THAN THE FINEST FLAVORS PRODUCED.

Dealers will always find Jennings' Extracts saleable and profitable goods to add to their stock. Order through your Jobber or direct from

## Jennings & Smith,

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SEE QUOTATIONS THIS PAPER.

## Michigan Fire and Marine Insurance Co.

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The Directors of "The Michigan" are representative business men of our own State.

Fair Contracts, Equitable Rates,

Prompt Settlements,

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